

# GBB Waste Outlook

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**"...should enable Baton Rouge residents to double the 12,000 tons of recyclables currently collected from residents at the curb annually"**

*Susan Hamilton  
East Baton Rouge Parish*

## Fauquier County, VA, Invests \$1.2M to Increase Recycling and Maintain Crucial Revenue Flow

### GBB Assists in Procurement of State-of-the-Art C&D Recycling Facility

In late Fall of 2006, Fauquier County, located 45 miles southwest of Washington, DC, and one of Virginia's fastest growing counties, will begin operations of a new state-of-the-art Construction and Demolition (C&D) Debris Recycling Facility with a minimum capacity of 470 cubic yards per hour for mixed C&D waste.

As a result of the procurement process managed by GBB, the County's Board of Supervisors approved the investment of \$1.2 million for the purchase and installation of equipment for the new facility. The facility will increase recycling, maximize landfill life, and help maintain an important revenue flow that generates more than 50% of the funds needed to provide the

County's overall solid waste management services.

GBB, as a specialized solid waste management subcontractor of Draper Aden Associates, was instrumental in the successful completion of the effort that resulted in the selection of Sherbrooke OEM, Ltd. to provide and install the equipment. GBB developed the Request for Proposals, assisted with reviewing the draft contract, headed the evaluation and interview process for the 6 proposals received, and was an integral part of the strategizing and negotiating team with the chosen contractor. As part of the implementation process, GBB will provide contract administration services to monitor the installation and verify that Sherbrooke OEM



**"...GBB's procurement experience and recognized C&D knowledge provided the County with the assurance that we were going in the right direction."**

*Mike Dorsey  
Fauquier County*

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## Baton Rouge Implements State-of-the-Art Single Stream Recycling Program

### Service Levels and Overall Cost Savings for Solid Waste Management on the Rise

On July 31, 2006, the City of Baton Rouge / Parish of East Baton Rouge (City/Parish), which provides a broad array of solid waste management services to over 120,000 residences over a span of 472 square miles, started implementing a new single-stream recycling program, with the goal of providing greater convenience to residents, collecting larger volumes of recyclable materials, and reducing solid waste management costs. In other words, more for less!

New 64-gallon wheeled recycling carts are being delivered to residents in a two-

phase approach over a period of 6 months, and residents are urged to "Do Your Part, Use the Cart" as part of the new program. With the arrival of their new carts, residents no longer will have to separate their materials into green/red bins and will be able to recycle new materials, such as plastic food and beverage containers (numbers #1 - #7) and all sizes of folded/flattened cardboard.

The City/Parish is able to collect the expanded mix of materials as a result of a

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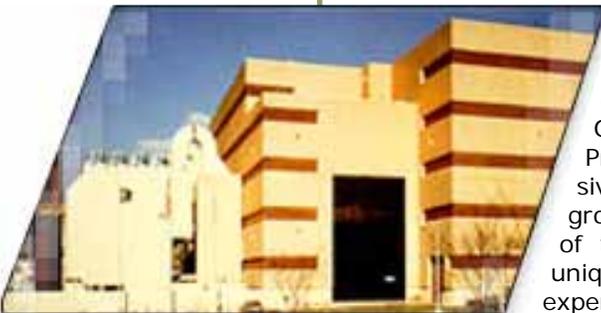
## Speaker's Corner

### "Procurement and Contracting for Waste Management Services"

By Tim Bratton,  
GBB Senior Vice  
President

As part of a panel discussing Municipal Contracting Issues at Waste Expo 2006, Tim Bratton made a presentation entitled "Procurement and Contracting for Waste Management Services." The panel discussed the issues that are faced when procuring and contracting waste and recyclables management services. Attendees were given insights into procurement structuring and pitfalls to avoid in the contracting process.

Mr. Bratton's presentation focused on key elements the private sector looks for in a municipal service contract, and on elements often found to be missing or inadequate in municipal contracts. To conclude, Mr. Bratton discussed the critical ingredients of a successful contractual agreement. The presentation is available at: [www.gbbinc.com/speaker/procurement.pdf](http://www.gbbinc.com/speaker/procurement.pdf)



SCRRRA facility in Preston, CT

## GBB Estimates 115 Million Tons/Year of Demolition Waste Generated in U.S.

### Data to be Part of EPA's 2006-2011 National Policy

A detailed evaluation of the amount of demolition material generated annually by the traditional demolition industry in the United States concludes that over 115 million tons per year (2004 data point) of demolition material are handled across the country through traditional demolition services and that the industry reuses/recycles an estimated 73% of that overall material.

The evaluation, completed by GBB under contract to the National Demolition Association (NDA), headquartered in Doylestown, PA, concluded a six-month data collection and evaluation period wherein GBB worked closely with the NDA and approximately 600 "demo contractor" NDA members regarding their demolition waste quantities handled and recycling habits. NDA members in more than 40 states responded to the survey.

David Loewendick, President of NDA, and Mike Taylor, NDA's Executive Director, traveled to Washington, DC, where over a dozen senior EPA staffers attended a major briefing on the NDA study. Bob Brickner, GBB Project Manager for the evaluation, presented the methodology as well as the results to the Federal EPA staff. Mr. Brickner noted that these figures do not include highway and bridge projects that typical general contractors may handle as part of their work scope.

"The survey was incredibly helpful and will be part of the EPA 2006-2011 National Policy. This kind of data does influence EPA policy," stated Michael Dunn of the US EPA headquarters office in Washington, DC, at the NDA Annual Convention.

## Proactive Southeastern Connecticut Regional Resources Recovery Authority Aiming for Innovative Solutions

### GBB Heading Multi-Disciplined Team for Long-Range Planning Effort

The Southeastern Connecticut Regional Resources Recovery Authority (SCRRRA) recently selected GBB to provide professional consulting services for long-range planning and new, innovative options for solid waste management and recycling.

SCRRRA represents 12 Connecticut municipalities for solid waste management and recycling for both residential and commercial materials and owns several properties in southeastern Connecticut.

"Given the nature of this assignment, we have assembled a project team composed of multi-disciplined professionals from GBB, EnviroScience Consultants, South River Consulting, R.L. Banks & Associates, and Eco-data," said Harvey Gershman, GBB President. "The extensive and diverse background and experience of the team present a unique blend of national expertise and local Con-

necticut knowledge that will be beneficial to the completion of the tasks performed for SCRRRA."

As part of the assignment, the GBB Team will review alternatives for solid waste processing; review contracts and agreements; develop long-term waste disposal and recycling scenarios and certain projection/financial/cost models; provide negotiation assistance; and assist in implementation of changes to the current waste disposal plan.

The GBB Project Team, with offices in Virginia and Connecticut, provides a full service consulting entity with expertise in solid waste management, waste-to-energy facility design, procurement, operations and energy power sales. Additionally, through past projects in the State and particularly through its ongoing work with the Connecticut Resources Recovery Authority, GBB has significant familiarity with the local solid waste management and recycling landscape, which will bring insight into future choices and directions for SCRRRA.

## Baton Rouge Implements State-of-the-Art Single Stream Recycling Program

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partnership with local firm The Recycling Foundation and their new Materials Recovery Facility (MRF), which can process about 18 tons of recyclable material an hour. The MRF is the first of its kind in Louisiana and rivals single-stream facilities in the most progressive recycling cities in the country. The company won the City/Parish recycling contract by offering to pick up and process recyclables for \$1.47 per household, a significant reduction from the \$2.90 per household with the previous contractor. GBB assisted with the procurement process that led to the 49% reduction in costs by drafting the RFP and contributing to the selection process and negotiations with The Recycling Foundation. "GBB's expertise in the RFP process and wide range of contacts in the recycling industry resulted in a range of competitive bids for Baton Rouge, leading to the award of our current low price/household under the Recycling Foundation contract", noted Susan Hamilton, Director of Recycling for East Baton Rouge Parish.

Getting to the point of implementation was a long and critical process that started with a strategic review conducted by GBB and presented to the Baton Rouge Council in August 2004. The Strategic Plan provided critical information needed for decision-making and guided the City/Parish toward a balanced waste and recyclables management system. City management reviewed the program options available and made recommendations. GBB was then tasked to assist in managing the procurement process, which led to the selection of a contractor and to the implementation currently underway.

As with any new recycling initiative,

outreach is the key to success as highlighted by Hamilton: "We did a lot of grassroots press/pre-press: user fee inserts, bag stuffers in local grocery stores, paid and donated ads in our local paper, displays in all parish libraries, etc. We are using Rosie the Riveter as the mascot and have generated a lot of media coverage right off the bat, which is great and will contribute to the success of the initiative."



"Now, one month into cart delivery for the new recycling program, the grassroots outreach is working well," added Hamilton, "Notwithstanding a few bumps of resistance to change, mainly from condominium residents who think the new carts

are too large for small garage spaces, most residents are very pleased with the convenience of the new program and the opportunity to recycle more."

"The expanded list of materials collected, lack of sorting, and ease of using the cart should enable Baton Rouge residents to double the 12,000 tons of recyclables currently collected from residents at the curb annually," said Hamilton.

Looking back at the initiative that started two years ago, and reflecting on all the work that led to

the current implementation, Hamilton expressed satisfaction that Baton Rouge now has one of the most progressive and cost-effective recycling programs in the state: "The greatest hurdle was getting through the contract writing, bid, and award process. The greatest reward is seeing our community embrace the new program, and looking towards seeing recycling grow over the remaining ten years of the contract. GBB was instrumental in stepping Baton Rouge through strategic planning and contract, and without their expertise, we would not have the progressive program we have today."

***GBB assisted with the procurement process that led to the 49% reduction in cost***

## Recent GBB Assignments

In the past few months, GBB has been selected for several new assignments, including:

- **Long-Range Planning**  
Southern Connecticut Regional Resource Recovery, CT
- **Pay-As-You-Throw Workshop**  
Georgia Department of Community Affairs
- **Procurement for Recycling Center Expansion and Operations & Maintenance**  
(GBB as subcontractor to Hatch, Mott, McDonald)  
Ocean County, NJ
- **Integrated Waste Management Data Collection and Routing System**  
City of Hemet, CA
- **Comprehensive Solid Waste Management Plan**  
Calvert County, MD
- **Hurricane Katrina C&D Debris Evaluation**
- **FleetRoute™ Route Optimization Software**  
Adams County, WI

We appreciate the opportunity to assist these clients with their needs.

**Turning Your Challenges Into Success Stories!**



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## Conventions & Tradeshows:

GBB will be present at the following industry events.

We look forward to seeing you there!

- **Wastecon 2006**  
Charlotte, NC - Sept. 19-21, 2006
- **Pay-as-You-Throw Workshop**  
(Georgia Dept. of Community Affairs)  
Atlanta, GA – Oct. 21, 2006
- **National Recycling Coalition Congress and Expo**  
Atlanta, GA – Oct. 22-25, 2006  
Bob Brickner, Speaker  
*"Cutting-Edge Technologies in Collecting Recyclables"*
- **SWANA Thinking Outside the Blue Box – Special Waste & Recycling Conference**  
Tampa, FL – Feb. 26-27, 2007  
Bob Brickner, Speaker  
*"RFID tagging and GPS accountability in Pasadena, CA"*

Visit the conference / tradeshow section of our Website for an updated list!



*Cheryl Gomez, 2005-06 chair, IDEA (far left), and Ray DuBose, chair of IDEA's 2006 System-of-the-Year Selection Committee (far right), presented the award to (left to right) John Schaffer, VP of operations, CEPS; Harvey Gershman, project administrator, Metro Nashville DES, and president, GBB; David Manning, director of finance, Metro Nashville; and Don Clark, business development manager, CEPS.*

## Fauquier County, VA, Invests \$1.2M to Increase Recycling and Maintain Crucial Revenue Flow

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meets its contractual obligations under their complete turnkey system design, installation and acceptance test contract with the County.

"The impending closure of our C&D Landfill, which is anticipated to reach capacity in the spring of 2007, would have a significant impact on the funding of the County's solid waste operations and provide a void for the

management of C&D Waste in the County," said Mike Dorsey, Director of Environmental Services for the County. "In a fast-tracked procurement process, GBB brought invaluable insight. The combination of GBB's procurement experience and recognized C&D knowledge provided the County with the assurance that we were going in the right direction. And we received assistance for each step of the process during this crucial time."

## Metro Nashville District Energy System Wins System-of-the-Year Award GBB President Harvey Gershman Accepts Award as Project Administrator

The Metro Nashville District Energy System (DES) and Constellation Energy Project & Services Group Inc. (CEPS) have been recognized with the prestigious System-of-the-Year Award by the International District Energy Association (IDEA). GBB President Harvey Gershman, DES Project Administrator, accepted the award, along with Metro Nashville and CEPS officials, during the association's 97th Annual Conference & Trade Show ceremonies in Nashville, TN.

district energy industry.

"Nashville is home of one of the finest, most successful district energy systems in North America", said Gershman. "This award is particularly special as it comes from peers' evaluation. GBB is proud to be a part of the DES team and to have an instrumental role in the implementation and administration of the system."

The state-of-the-art DES, which provides heating and cooling for approximately 40 buildings in downtown Nashville, is projected to save Metro nearly \$67 million in its first 10 years of operation. GBB has been involved with Metro since preparing a comprehensive analysis of its solid waste management system and continues to serve as Metro's DES Project Administrator, overseeing all phases of the project, including DES management, financial and system planning, customer service, and adding new customers.

Given annually, the System-of-the-Year Award is the top honor IDEA can confer on a public or privately owned district energy system. It recognizes exemplary system performance and service that furthers the goals of the