



Fairhaven Board of Selectmen

March 31, 2014 Meeting Minutes

Present: Chairman Charles Murphy, Vice Chairman Robert Espindola, Clerk Geoffrey Haworth, Executive Secretary Jeffrey Osuch, and Administrative Assistant Anne Kakley.

Chairman Charles Murphy called the meeting to order in the Town Hall Banquet Room at 6:32 p.m. The meeting was telecast and video recorded by Government Access and audio recorded by Anne Kakley.

MINUTES

- Mr. Espindola motioned to approve the minutes of the **March 3, 2014** meeting, **open** session. Mr. Haworth seconded. Vote was unanimous. (3-0).
- Mr. Espindola motioned to approve the minutes of the **March 17, 2014** meeting, **open** session with two amendments. Mr. Haworth seconded. Vote was unanimous. (3-0).
- Mr. Espindola motioned to approve the minutes of the **March 17, 2014** meeting, **executive** session. Mr. Haworth seconded. Vote was unanimous. (3-0).
- Mr. Espindola motioned to approve the minutes of the **March 25, 2014** meeting, **open** session. Mr. Haworth seconded. Vote was unanimous. (3-0).
- Mr. Espindola motioned to approve the minutes of the **March 25, 2014** meeting, **executive** session. Mr. Haworth seconded. Vote was unanimous. (3-0).

EXECUTIVE SECRETARY'S REPORT

In his report, Mr. Osuch updated the Selectmen on the following meetings:

- Tuesday, **April 1** –
 - 12:00 p.m. – Meeting with Sprint Representative
 - 6:30 p.m. – Selectmen's Budget Meeting
- Thursday, **April 3** –
 - 7:30 to 9:00 a.m. – Forum meeting at Buzzard's Bay Coalition
 - 7:00 p.m. – Finance Committee meeting
- Monday, **April 7** –
 - 10:00 a.m. to 8:00 p.m. – Election Day
 - 3:00 p.m. – Meeting of the Insurance Advisory Committee
- Tuesday, **April 8** –
 - 9:30 a.m. – COA Director meeting
 - 10:00 a.m. – BCBS meeting with retirees at COA

- 2:00 p.m. – Economic Summit meeting
- Wednesday, April 9 –
 - 11:30 a.m. – COA – Volunteer Appreciation lunch
 - 12:00 p.m. – Manager’s meeting in Freetown
- Thursday, April 10 –
 - 3:00 p.m. – Wood School meeting with Chris Bunnell and Richard Marks
 - 7:00 p.m. – Finance Committee meeting

RESERVE FUND TRANSFERS

The Board reviewed several Reserve Fund transfer requests from the Fire Department and the Emergency Management Agency (EMA).

- The Fire Department requested a Reserve Fund transfer in the amount of \$10,000 to cover an insurance deductible from a basement flood and resulting damage. Although this item is on the warrant for the Special Town Meeting, the Board supported transferring the \$10,000 from the Reserve Fund. Mr. Espindola motioned to support the Reserve Fund transfer. Mr. Haworth seconded. Vote was unanimous. (3-0). The Selectmen’s Office will send a memo to the Finance Committee in this regard.
- The EMA requested transfers for “heat, light, power” (\$800), “gas and diesel” (\$300), and “electricity” (\$500). Mr. Osuch said that the EMA had gone before the Finance Committee regarding the transfer requests and had been told to return before the FinCom on a monthly basis for the remainder of FY14 to pay their utility bills. The Board spoke against the practice of making the EMA volunteers approach the FinCom every month to pay their bills. Mr. Haworth suggested reaching out to the EMA director to ask him to readdress his utilities budget for the upcoming fiscal year.

CDBG CONTRACT AMENDMENT

Mr. Espindola motioned to sign the CDBG contract Amendment #2 with Breezeway Farm Consulting. Mr. Haworth seconded. Vote was unanimous. (3-0).

NSTAR GAS PERMIT

Mr. Espindola motioned to approve an NSTAR gas permit for 26 Welcome Street (previously approved by the BPW). Mr. Haworth seconded. Vote was unanimous. (3-0).

ANIMAL SHELTER DONATIONS

Mr. Espindola motioned to accept \$133 in donations to the Animal Shelter gift account. Mr. Haworth seconded. Vote was unanimous. (3-0).

HISTORICAL COMMISSION APPOINTMENT

Mr. Murphy read a letter of interest from the Historical Commission, asking Gary Lavolette to be appointed to a full member vacancy left with Charles Cromwell's resignation. The Board was supportive, as Mr. Lavolette has been very helpful to the Historical Commission. Mr. Espindola motioned to appoint Mr. Lavolette to a full Historical Commission member. Mr. Haworth seconded. Vote was unanimous. (3-0).

ROGERS-OXFORD LEGAL EXPENDITURES

The Board discussed an agenda item related to approved Rogers-Oxford Committee legal expenditures. The R-O Committee had been pre-approved by the Selectmen to use up to \$1,000 of Town Counsel. Nil Isaksen, Thomas Alden and other R-O Committee members were present.

Mr. Isaksen said that last he checked, the group had only used \$350 of their \$1,000 allotment. He said that no one in the group overstepped their bounds. He suggested the overage could have come from the Selectmen's Office itself.

Mr. Murphy asked to get a better breakdown of the charges from Atty. Crotty's office.

Mr. Alden asked who was supposed to be notified first when there was an overage. Mr. Osuch said that he was made aware of the problem in the previous week. The R-O Committee requested an itemized bill from Atty. Crotty's office.

J.J. MANNING – AUCTIONEER

The Board met with auctioneer J.J. Manning at 7:04 p.m. Mr. Manning was invited to share his thoughts on auctioning the Rogers and Oxford Schools, and possibly 124 Alden Road.

Mr. Manning gave an overview of his services to the Board. He said that his firm specializes in unique properties that are difficult to appraise. He cited experience with the sale of Lakeville State Hospital, Foxboro State Hospital, rest stops, old BPW yards, etc. He said that as a part of the Commonwealth's "Clean Elections" campaign, he was able to help liquidate over \$20 million in State assets. He said that he helped auction the properties for top dollar to place the properties back onto the tax rolls. Some of these properties had zoning issues, issues with potential on-site contaminants, demo requirements, etc. All properties were sold, subject to all laws and ordinances, without any warranty.

Mr. Murphy asked Mr. Manning about his method of payment. Mr. Manning advised that there is a 10 percent buyer's premium. The breakdown of that premium is: six (6) percent goes to the auctioneer firm; one to two (1-2) percent goes to advertising; and he advises the inclusion of a "buyer's broker option".

In response to concerns about preserving the neighborhood, Mr. Manning said that he uses assessed values as a guideline for what he should get from a property's auction. He said that most similar properties go for one-quarter of their assessed value at auction. Rogers is assessed at \$2.68 million and Oxford is assessed just under \$3 million. As such, he said that each property stood the potential to auction for between \$600,000 to \$700,000.

Mr. Espindola asked about a pre-qualification process to get more desirable bids. Mr. Manning said that the Town could do that, but it would be a deterrent to bids.

Per Mr. Osuch's request, Mr. Manning also spoke to the potential in auctioning off 124 Alden Road.

Mr. Haworth asked about timeline. Mr. Manning stated that his ideal timeline would be six weeks to allow for advertising and an open house prior to the auction. He described the process he uses for initiating the minimum bid. He said that if there is a poor turnout, he will cancel the auction to protect the Town's interests.

The Chairman recognized Kathy Lopes. Ms. Lopes asked if the Town was opting to auction the surplus schools instead of an RFP process. Mr. Murphy answered that the Town had not made any decisions and was just exploring options.

JIM MUSE RE: ROGERS/OXFORD SCHOOLS RFP

At 7:30 p.m., the Board met with Jim Muse, retired real estate developer, to hear a proposal regarding his services in developing a possible RFP for Rogers and Oxford Schools (see Attachment A).

Mr. Muse is a local developer, living in Mattapoisett, and submitted a proposed price of \$4,740 to provide a report to the Town outlining all the issues to resolve, address, and consider in the liquidation of the Rogers and Oxford Schools. Mr. Muse completed a walkthrough of the buildings with Mr. Osuch at a previous date. Mr. Muse's previous work includes the conversion of the Standard-Times building in New Bedford, which improved the neighborhood and economy to that area.

Mr. Muse advised that if the Town took its time, it would be able to take advantage of the two buildings and their uniqueness. He said that he was particularly interested in taking on the project at a cost lower than he would usually charge, because he wants to showcase his skills to the region at large.

Tom Alden was recognized by the Chairman. Mr. Alden said that he spoke with a colleague of Mr. Muse by the name of Frank Mahaney, who stated that Mr. Muse was very skilled in the arena of finding use for older buildings.

Nils Isaksen asked if Mr. Muse would use a previous study done on the Oxford School in his research. Mr. Muse answered in the affirmative.

Karen Vilandry was recognized by the Chairman. Ms. Vilandry asked if Mr. Muse could include a cost for writing an RFP. Mr. Muse said that that would be premature, as the Town may not choose to go along with an RFP.

The Board thanked Mr. Muse for his presentation.

WASTE ZERO – “PAY AS YOU THROW”

At 7:56 p.m., the Board met with John Craig and Stephen Lisauskas of “Waste Zero”, a company specializing in municipal waste disposal with pre-purchased bags.

Mr. Craig and Mr. Lisauskas gave a brief presentation to the Board on Waste Zero – see Attachment B for the presentation.

Mr. Craig said that if the Town opted to go with the Waste Zero, then they would facilitate several public hearings prior to implementation. Mr. Craig and Mr. Lisauskas said that they have seen large increases in recycling rates in the 100± communities that they service.

Mr. Craig said that Waste Zero produces the bags, they do all the accounting and make the finances available to the public. Inquiries from the public are also handled by Waste Zero to reduce strain on the Town.

Mr. Murphy thanked Mr. Craig and Mr. Lisauskas for their informational meeting, noting that any contracts regarding trash disposal are under the jurisdiction of the Board of Public Works. Mr. Murphy asked Mr. Craig how Waste Zero gets paid. Mr. Craig said that they get paid via the bag and service fee.

Mr. Haworth concurred that this was under the jurisdiction of the Board of Public Works, and that even if the Board of Selectmen could act on it, he would not be in favor of going to Pay as You Throw. Mr. Haworth agreed that recycling rates are poor in Fairhaven, but he attributed that to lack of education and outreach. He said that there are a lot of people on fixed incomes who do not need another expense with a paid bag service. He added that the BPW is currently considering a contract that would utilize rolling carts to provide more space for recycling.

Mr. Espindola said that the rolling carts would be borne in the cost of the new contract.

Susan Spooner was recognized by the Chairman. She asked if stores would be allowed to mark up the cost of the Waste Zero bags. Mr. Craig answered that most stores offer the bags at cost as a service to their customers.

Ann Richard was recognized by the Chairman. She said that she supported the Waste Zero program to encourage recycling in Town. She said that the Sustainability Committee has done the outreach to no avail. She said that she knew it was under the jurisdiction of the BPW, but that she hoped the Board of Selectmen would still be in favor of the program and make an affirmative recommendation to the BPW. She added that the program would free up space for the Town to rent to SEMASS.

Deidre Healy was recognized by the Chairman. She urged the Board to support Waste Zero, adding that she thought even the seniors supported the program, despite their fixed incomes.

Lois Callahan was recognized by the Chairman. She called it “fiscally irresponsible” to not enact the Waste Zero program.

CABLE ADVISORY – NON-PROFIT FORMATION

At 8:35 p.m., the Board met with Barbara Acksen and Atty. Linea Michel, an attorney for the Legal Center of Nonprofits. The agenda item was per request of Mr. Espindola. The Cable Advisory Committee voted unanimously to recommend the expenditure of \$600 from PEG access funds to hire Atty. Michel to advise in the formation of a Town non-profit organization to transform the Government Access channel back to a full Public Access channel.

Among the reasons for having a Public Access station have a non-profit status instead of being a Town department was to allow for fundraising, and to avoid freedom of speech issues against the Town. Atty. Michel said that the paperwork in applying for a non-profit organization was daunting but that she could help with the process.

Mr. Haworth said that he did not have anything in his packet regarding the discussion to form a non-profit and therefore was not comfortable making any decisions that night. Mr. Haworth said that he would like something in writing from the Cable Advisory Committee on why the formation of a non-profit would be preferable, and he said that he wanted a general written proposal for the project. Mr. Espindola said that he would work with the Committee to put something together.

Mr. Murphy asked Atty. Michel if she had ever worked with another community to create a Cable non-profit. Atty. Michel has not personally created a non-profit Public Access Corporation before, but she has created many other non-profits.

Discussion ensued on the possible locations for a Cable Access studio. Discussion will continue at a subsequent meeting.

PATIOS AND ALCOHOL LICENSES

In response to a request from the Fish House restaurant for some relief on patio alcohol license requirements, Mr. Osuch said that the Selectmen have received a list of requirements for alcohol licenses on patios from the Building Commissioner and from the ABCC. Mr. Haworth said that he was troubled that some establishments in Town have been forced to comply with the patio regulations and others have not. He said that the Board should consider those discrepancies at renewal time. Mr. Haworth noted that there was one establishment in Town with just a tent enclosing a patio. Mr. Osuch indicated that there were special conditions outlined in that case. Mr. Haworth said that although he wanted fairness in the application of the patio requirements, he also did not want to require high fences that would ruin views for those enjoying themselves on the patios.

PLANNING AND ECONOMIC DEVELOPMENT ADMIN. ASST.

The Board met with Bill Roth, Director of the Planning and Economic Development Department, at 9:08 p.m. to discuss plans to fill the Administrative Assistant position in his office.

Mr. Roth said that at the previous meeting he had been asked to provide to the Board a pay scale and job description for the position. Mr. Roth did so, and recommended that the Board re-hire retired employee Marie Ripley to a non-union Level 10, Step 5. Additionally, he requested that the Board consider hiring the CDBG grant position at the same Level 10, at a lower step. The CDBG position will be grant-based, part-time, and temporary. He said that his office is large enough to handle both employees, although Ms. Ripley still has a broken foot and will need to be in the Board of Health office until it is healed.

Mr. Haworth said that he wanted to address the issue of benefits for part-time employees at that time. He said that the best way to resolve the problem would be through natural attrition and that he did not support offering any new part-time employees benefits. Mr. Murphy agreed, saying that the Personnel Board is working on the issue.

Mr. Espindola motioned to hire Marie Ripley up to 19 hours a week at a Level 10, Step 5, without prorated benefits. Mr. Haworth seconded. Vote was unanimous. (3-0).

Mr. Espindola motioned to create a Standing Rule that from that point forward, no newly hired part-time Town employees would be offered prorated benefits. Mr. Haworth seconded. Vote was unanimous. (3-0).

The Board asked Ms. Kakley to issue a memo to all Town Departments related to this Standing Rule.

Per Mr. Roth's request, Mr. Espindola motioned to hire Toni O'Leary at Level 10, Step 1 for up to one month to fill in as a CDBG administrator until a CDBG temp could be hired. Mr. Haworth seconded. Vote was unanimous. (3-0).

OTHER BUSINESS

In Other Business:

- Mr. Espindola said that the Boy Scouts would not be at his office hours on Wednesday, April 2, as originally planned, as they have community presentations scheduled elsewhere.
- Mr. Haworth reminded the public that the West Island debates had been rescheduled for Wednesday, April 2.

At 9:28 p.m., Mr. Espindola motioned to enter Executive Session, pursuant to MGL 30A § 21:

- To discuss strategy with respect to negotiations with Fire Union
- To discuss strategy with respect to 61A, potential land acquisition, Charity Stevens Lane
- To discuss strategy with respect to Non-Union Personnel – Treasurer
- To discuss strategy with respect to negotiations – Health Insurance

Mr. Haworth seconded the motion to enter Executive Session for the aforementioned reasons, not to reconvene into open session afterward. Vote was unanimous. (3-0). Roll call vote: Mr. Espindola in favor. Mr. Murphy in favor. Mr. Haworth in favor.

Respectfully,

A handwritten signature in cursive script that reads "Anne Kakley".

Anne Kakley

Administrative Assistant
Board of Selectmen
(Minutes approved 04/14/2014)

Elements  Management

March 11, 2014

Jeffrey Osuch
Executive Secretary
Town of Fairhaven
40 Center Street
Fairhaven, Massachusetts 02719

Re: Rogers and Oxford Elementary Schools

Dear Mr. Osuch,

Elements Management, LLC. is pleased to present our proposal for the provision of Real Estate Development consulting services associated with the above referenced properties.

We are recommending that we perform a study on the buildings and land at the Rogers School located at 100 Pleasant Street and the Oxford School located at 347 Main Street. A thorough visual inspection will be made of both on the interior and exterior of both buildings. We will prepare a report that describes the existing conditions of the buildings and surrounding site. Particular attention will be paid to the conditions of the structures as they relate to the economic feasibility to be adaptively reused.

The purpose of the study would be to develop a document that describes and evaluates the assets at both sites and that can be the basis of a request for proposals to develop and/or reuse the property

We will

- Examine the properties to determine viable private development alternatives
- Assess the need/options for repair or restoration of the properties to maintain the maximum benefits to the town.
- Review the local bylaws to identify legal uses for the land and buildings
- Prepare a comparative market analysis of similar real estate sold in the area during the past two years.
- Review existing historical plans, studies and/or reports for both properties.
- Examine the use and condition of the properties surrounding both sites.
- Examine the availability of public utilities to support various uses.
- Interview key personnel to support documented and undocumented information about both sites.

Our report will be prepared for review and discussion by all relevant parties. It will summarize the findings of our analysis, investigations and observations. It will outline and prioritize any deficiencies and include recommendations to address these issues. It will highlight the assets of the buildings and the site.

This report will be a working tool to help determine the scope of work needed to maximize the benefits to the town from these sites. It will not be an environmental, structural, mechanical or any other form of building inspection but a high level reference may be made to all of these disciplines. The study also is not an appraisal of the property but it will help the town understand the financial and other values of the properties.

FEE PROPOSAL: \$4740.00 flat fee for a maximum of 40 hours to study both properties.

ALTERNATE FEE: \$3800.00 flat fee for a maximum of 32 hours to study one property.

1. Hourly Rates for additional services beyond scope:

- Principal \$165.00
- Project Manager \$150.00
- Architect/ Structural Engineer \$150
- Mechanics \$85.00
- Draftsperson \$ 85.00
- Clerical \$ 65.00

2. Additional fee details:

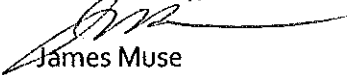
- Labor rates are inclusive of all related direct costs and insurance.
- Reimbursable expenses are billed at 1.15 x cost.
- Additional fees are presented on a time and expense basis, including all labor costs billed in accordance with the attached rate schedule.
- Additional fees are accounted for on a daily basis in 1/4-hour increments.
- The fees do not include travel expense, additional architectural & engineering services, laboratory analysis of materials, contractor and equipment costs, and or changes in the scope of work.

Insurance

Elements Management, LLC maintains professional liability insurance, as well as the appropriate business required coverage for our clients. Cost of insurance requirements above existing coverage will be extra. Certificates will be provided upon request.

Endorsement of this proposal by a duly authorized representative and return of one (1) copy will be sufficient authorization for us to begin with the work proposed. I appreciate the opportunity to submit this proposal.

Submitted by,


James Muse

ACCEPTED BY:

SIGNATURE: _____

NAME: _____

TITLE: _____

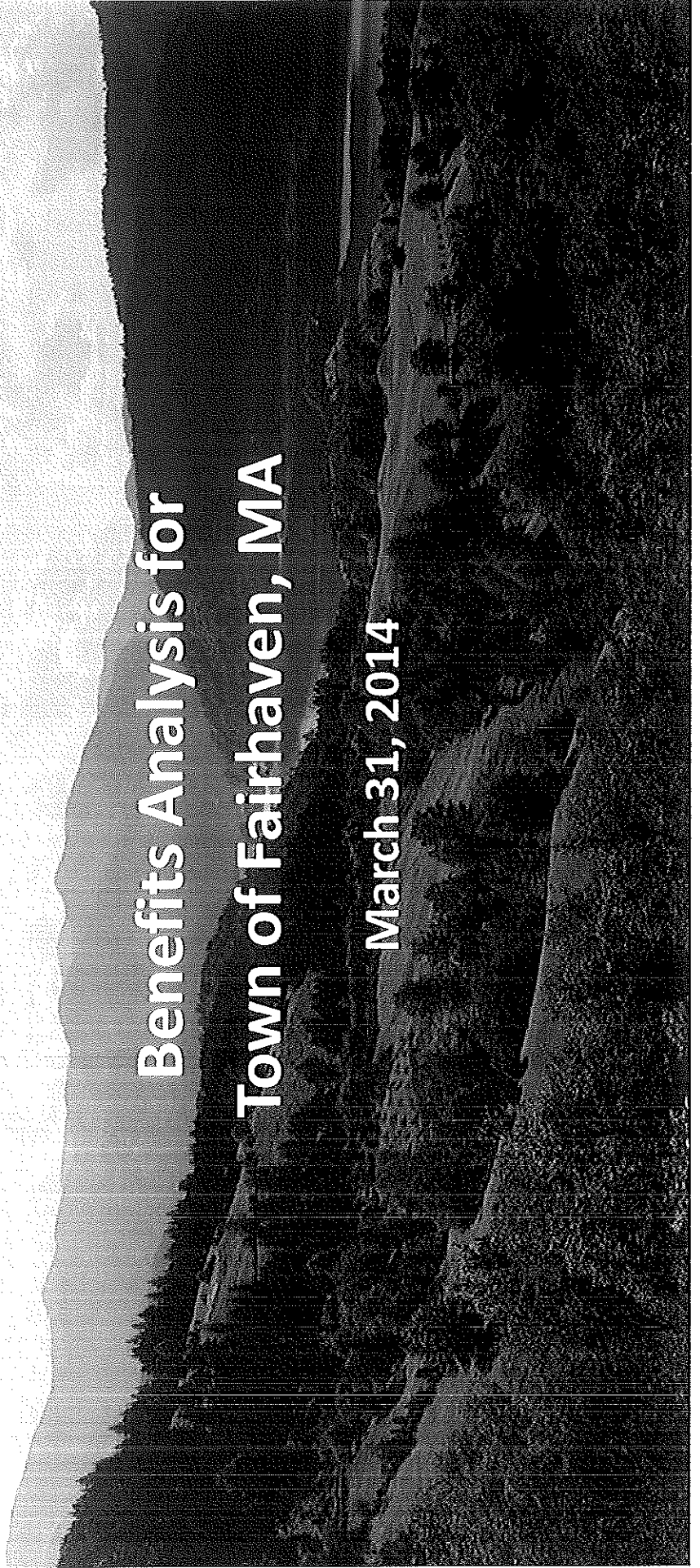
DATE: _____

WasteZero®

Save Money. Reduce Waste.

Benefits Analysis for Town of Fairhaven, MA

March 31, 2014



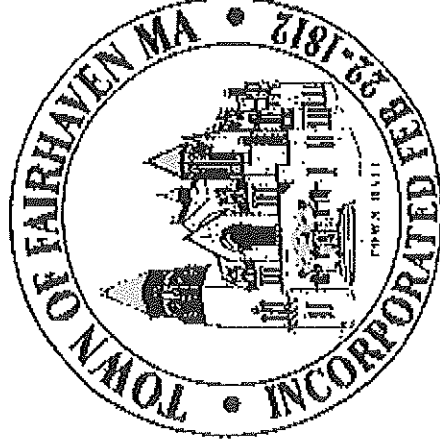
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Certain of the statements made in this presentation are forward looking, such as those relating to the potential results of the WasteZero Trash Metering™ and Waste Reduction program. Actual results are dependent upon many factors out of WasteZero's control. The results of the program, therefore, may differ materially from those projected or implied in these statements. WasteZero makes no assurances regarding, and does not guarantee, the results of the WasteZero Trash Metering™ and Waste Reduction program.

Table of Contents

- > Executive Summary
- > Background
- > WasteZero Trash Metering™
- > Program Results
- > Next Steps
- > Real-Life Success Stories and FAQs



Executive Summary

- During the past several months WasteZero and Fairhaven have shared a positive dialogue around municipal solid waste (MSW) and its potential for reduction.
- As a result of these discussions, WasteZero has developed a preliminary analysis of Fairhaven's current MSW situation and has identified significant opportunity to:
 - Realize immediate and long-term cost savings
 - Incur positive environmental impact

WasteZero Trash Metering™	1 Year	3 Years	5 Years
Program Net Revenue ¹	\$0.6M	\$1.7M	\$2.8M
Disposal Savings	\$103k	\$337k	\$599k
Incremental Recycling Revenue	-	-	-
Operational Cost Savings ²	TBD	TBD	TBD
Total Program Net Impact	\$0.7M	\$2.1M	\$3.4M

¹Net of program services and supplies

²To be based on Fairhaven estimates.

Background

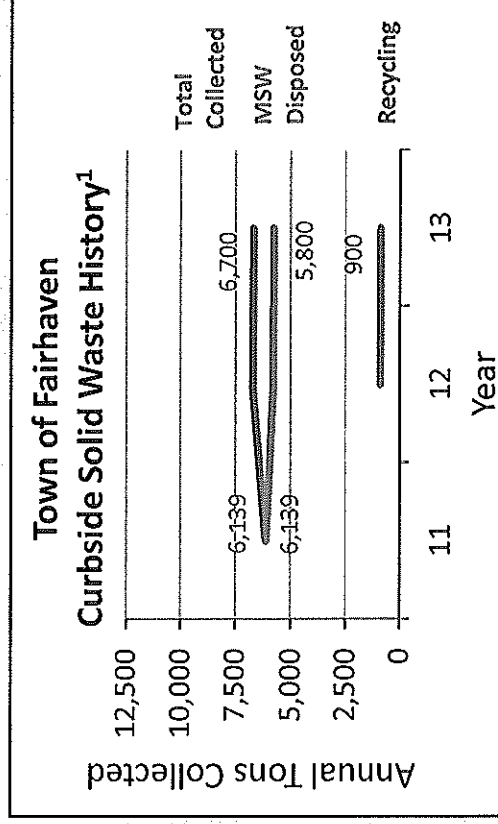
Current Situation

- > Approximately 5,500 Fairhaven, MA households receive curbside trash and recycling collection.
- > The Department of Public Works is responsible for the curbside collection.
- > In 2013, the department collected 5,800 tons of solid waste and 900 tons of recyclable materials.
- > The tipping fee is currently \$42.50 per ton with a projected increase to \$52.52 per ton in 2014.
- > The current recycling rate is 13%.
- > Currently the town is interested in exploring options to increase recycling, and reduce trash and its related costs.

¹Per Fairhaven Data.

²Derived from 2010 US Census

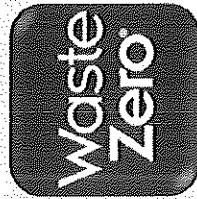
Fairhaven 2013 ¹	Households Served	Estimated Residents ²	Tons	Lbs/ Capita
MSW	5,500	15,873	5,800	905
Recycling			900	140
Total Received			6,700	1,045



In the face of rising tipping fees and a desire to increase the recycling rate, Fairhaven is interested in exploring the potential impact of PAYT.

WasteZero Trash Metering™

The Solution: Next-Generation Pay-As-You-Throw



WasteZero Trash Metering™

"WasteZero's next-generation PAYT programs, known as WasteZero Trash Metering™, are the simplest and most easily adopted by your residents. The concept is amazingly straightforward: rather than pay a fixed fee, residents purchase and use official municipality-approved trash bags stocked at local retailers. Since recycling is free, this naturally encourages overall waste reduction."

- WasteZero Trash Metering™ programs are more robust and effective than any PAYT program out there.
- While traditional PAYT programs reduce a town's residential trash by an average of only 20%, our results are consistently higher, averaging 44% or more.
- Not only do we commit to a multi-year partnership with your community, but we also provide all supplies and services to launch and manage your program.

WasteZero Trash Metering™

- Program Management

Program Services

- Custom Bags and Packaging
- Retail Store Distribution™
- Accounting and Financial Reporting

Community Support

- Program Website
- Toll-Free Number
- Launch Announcements
- Educational Materials
- Media Briefing Package
- Progress Reports and Case Studies

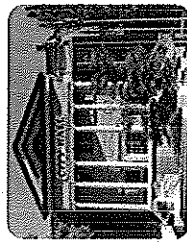
WasteZero

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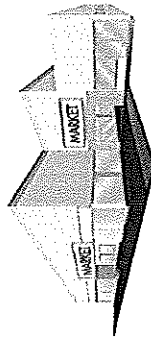
WasteZero Trash Metering™

Resident Perspective

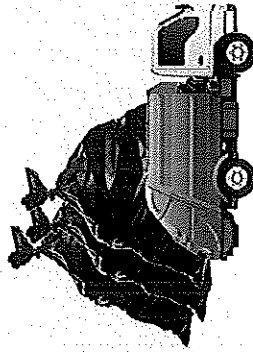
Current Approach



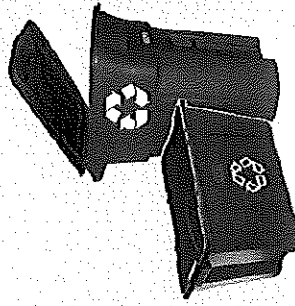
Town charges solid waste fees or uses General Fund dollars



Residents may purchase any trash bags (typically \$0.30/bag)



All trash bags are collected curbside

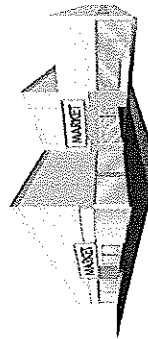


Recycling is optional, but not incentivized

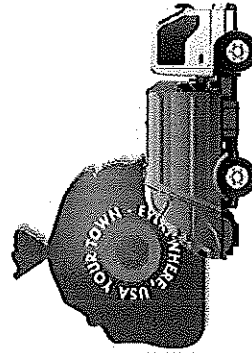
With WasteZero Trash Metering™



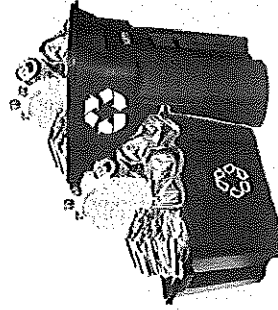
Town may reduce fees or reallocate General Fund dollars for disposal/collection



Residents purchase WasteZero Trash Metering™ bags at local retail stores (typically \$1-\$2/bag)



Only Trash Metering™ bags are collected curbside



Behavior changes: waste is reduced and recycling increases

Convenient

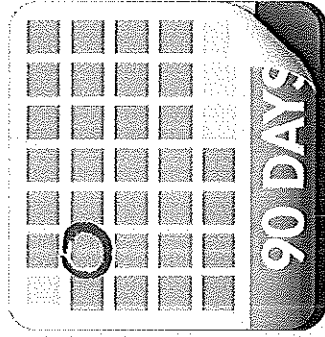
Easy

Effective

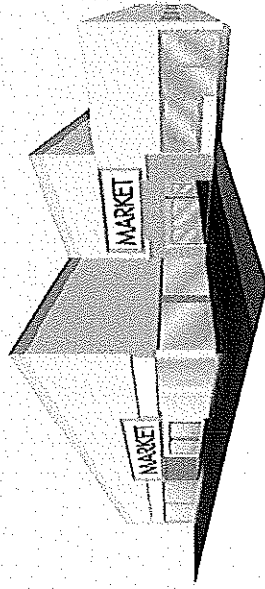
WasteZero Trash Metering™

Municipal Perspective

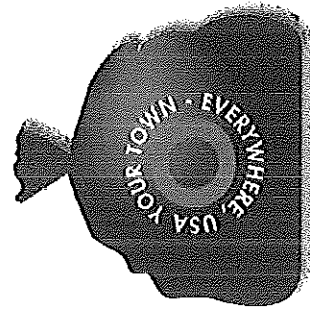
1 Three to six months in advance, the program is launched to residents via web, print, and press.



3 WasteZero stocks the municipality's bag in stores across the town.



2 Customized bags featuring the town's municipal seal are produced for resident use.



4 The program goes live.
Trash is now being "metered" using WasteZero™ Trash Metering™ bags.

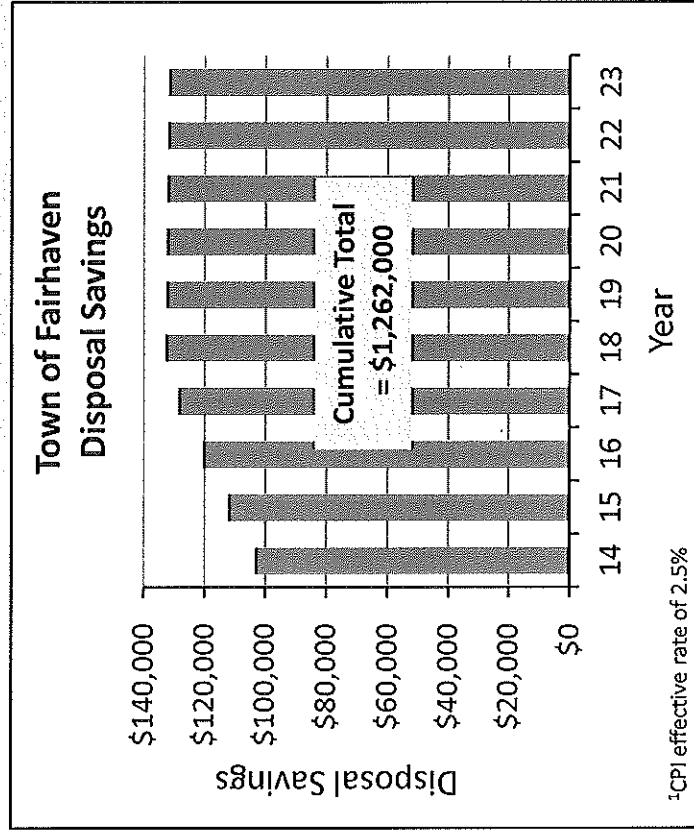
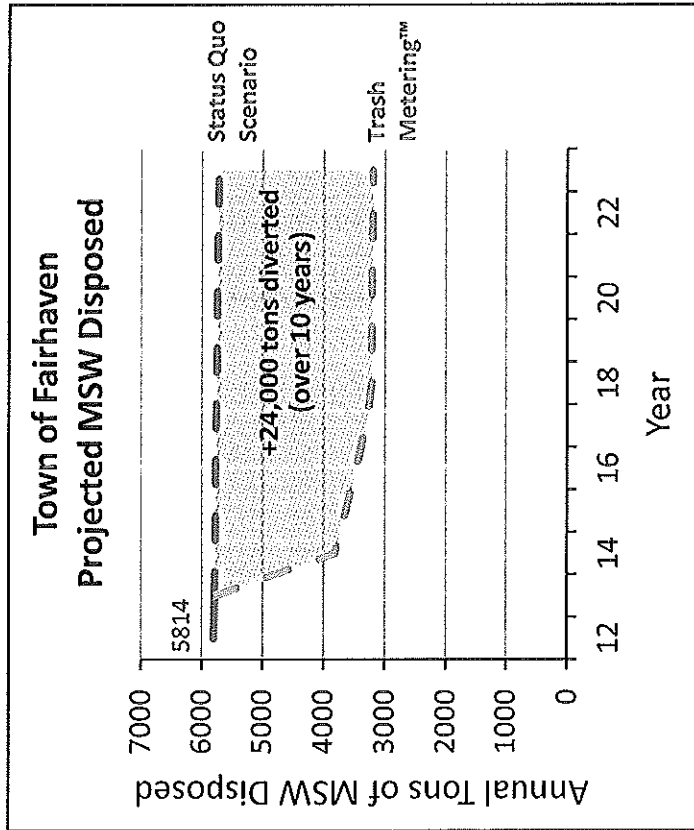
- Recycling is collected free in municipality-provided bins (or at transfer station).
- Trash is collected (or accepted at transfer stations) only in municipality's approved bags.



Program Results

Projected Disposal Impact

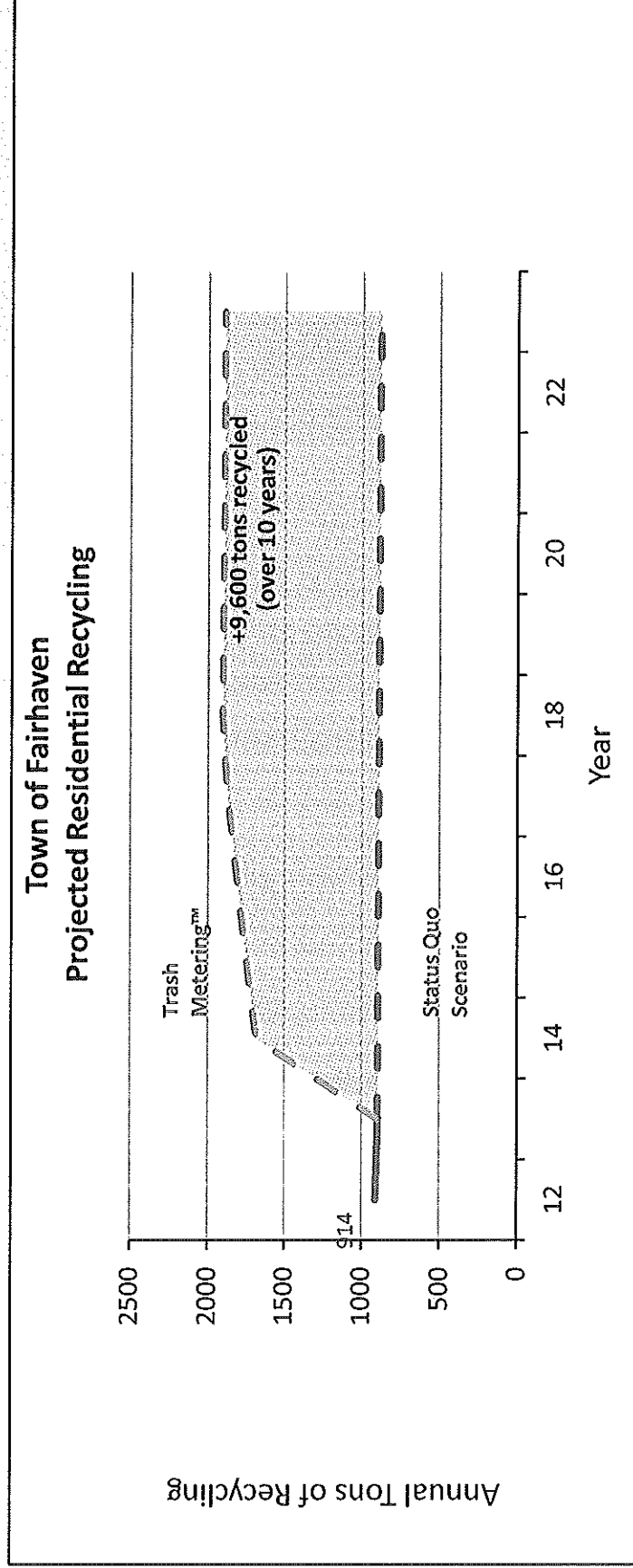
Fairhaven's historic solid waste disposal data and trending disposal fees¹ indicate that town is on course to spend more than \$3,000,000 dollars over the next 10 years on its solid waste disposal.



With WasteZero's Trash Metering™ program, Fairhaven could effectively lower its disposal costs alone by 42% and save more than \$1.26 million in the next 10 years.

Program Results

Projected Recycling Impact



It is conservatively estimated that Fairhaven would realize an increase of over 9.6 thousand tons of recycling over the next 10 years upon implementing a WasteZero Trash Metering™ program

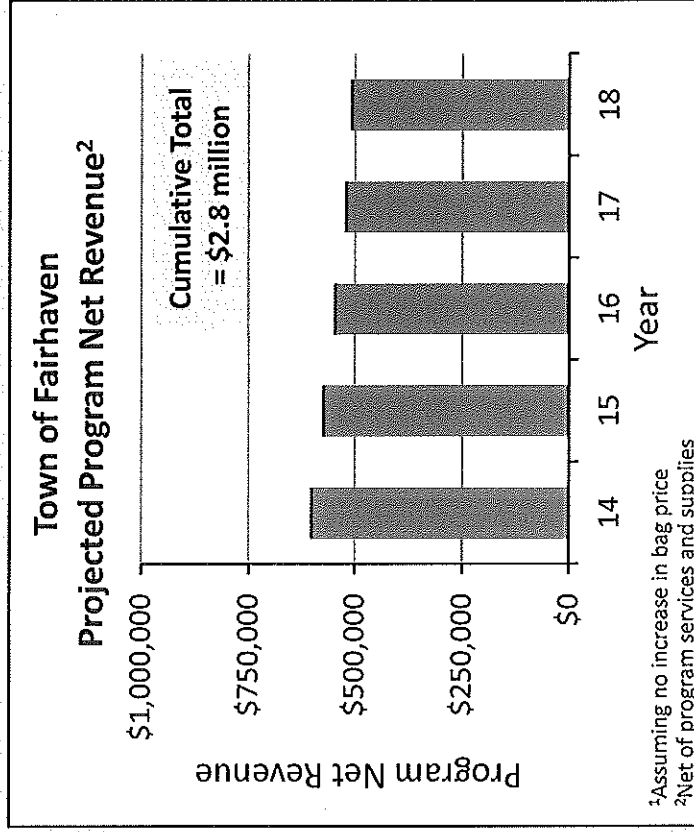
Program Results

Projected Program Net Revenue

Fairhaven's program net revenue is based on the current tonnage and number of households served, its projected population growth, and assumed retail bag prices¹.

Bag Details	30-Gallon Large Bags (5 per Package)	15-Gallon Small Bags (8 per Package)	Total
Fairhaven Retail Price*	\$2.00/bag	\$1.25/bag	---
Estimated Bags Used (Year 1)	255,000	170,000	425,000

*Retail bag prices can be adjusted as Fairhaven sees fit, depending on how it decides to balance its solid waste revenue.



Within 5 years, depending on the variables, Fairhaven could realize nearly \$2.8 million in program revenue, while creating a more equitable and affordable MSW system for its residents.

wasteZero

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Program Results

Projected Annual Environmental Impact

- > The WasteZero Trash Metering™ program implemented in Fairhaven will have a sizable impact on the environment.
- > We understand that Fairhaven may be considering other environmental initiatives. The tables to the right illustrate ways to think about the impact this program could have.
- > These impacts are real, permanent, and a byproduct of the program. They do not require separate funding and would happen automatically.

Annual Reduction in Greenhouse Gas Emissions ¹	
4,800	Metric tons of CO ₂ equivalent
This is equivalent to removing emissions from...	
26	Railway cars of coal, or...
940	Passenger vehicles annually, or...
11,000	Barrels of oil ² , or....
538,000	Gallons of gasoline

Annual Reduction in Energy Usage ¹	
39,000	Million BTU
This is equivalent to conserving energy from...	
350	Households annually, or...
4,900	Rooftop solar panel arrays ³ , or...
6,700	Barrels of oil, or...
311,000	Gallons of gasoline

¹EPA. Waste Reduction Model (WARM).

²EPA. Greenhouse Gas Equivalencies Calculator.

³NREL. PVWatts: Site Specific Data Calculator (Version 1).
Assuming 1.8kW arrays per 200 sq. ft. roof.

Program Results

Projected Total Program Benefits and Savings

Program Net Financial Impact	1 Year	3 Years	5 Years
Program Net Revenue ¹	\$0.6M	\$1.7M	\$2.8M
Disposal Savings	\$103k	\$337k	\$599k
Incremental Recycling Revenue	-	-	-
Operational Cost Savings ²	TBD	TBD	TBD
Total Program Net Impact	\$0.7M	\$2.1M	\$3.4M
Program Environmental Impact	1 Year	3 Years	5 Years
Tons of Waste Diverted or Reduced	2,000	6,400	11,400
Tons of Additional Recycling	800	2,600	4,600

¹Net of program services and supplies

²To be based on Fairhaven estimates

More in Return™

Introduction

With More In Return™, communities can experience the benefits of WasteZero Trash Metering™ programs, with even higher levels of public support.

More in Return™ ...

- Provides the same environmental and financial benefits as the standard WasteZero Trash Metering™ program alone
- Returns all or a portion of fee revenue to residents, thereby enhancing public approval and keeping residents' costs low
- Further enhances the partnership between the town and residents when it comes to reducing waste

More In Return™ is designed to support waste reduction goals while helping residents reduce trash and increase recycling without paying more.

WasteZero®

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More in Return™

How It Works

Bag-based programs can be more difficult to adopt when bags are positioned as an added fee. More in Return™ allows communities to return this revenue to residents.

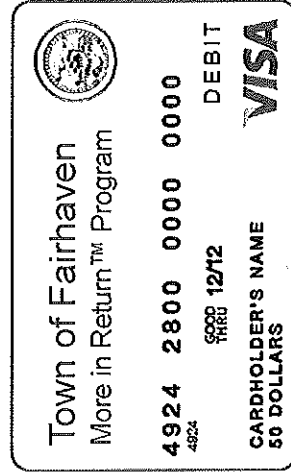
Step 1

- Residents buy program bags.



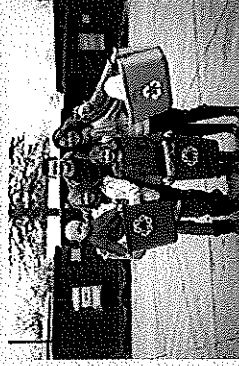
Step 2

- WasteZero escrows the bag revenue and returns it to residents, in one of many different ways.



Results!

- Taxpayers and communities benefit.
- Residents receive bag revenue rebates.
- Communities pay lower tipping fees.

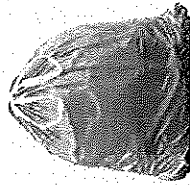


More in Return™

How It Impacts Residents

With More in Return™, residents have the ability to choose the size of their rebate based on the amount of solid waste they generate.

Superior Recyclers



They make money.

Average Recyclers



They break even: they get back what they paid.

Poor Recyclers



They pay for the extra trash they generate if they choose not to recycle.

More in Return™

In Fairhaven

- The Town's workload would be minimal. WasteZero would:
 - Provide manufacturing, distribution, accounting, and other support services
 - Assist in your education and outreach efforts to explain the program, help improve recycling, and reduce waste tonnage
 - Support bag revenue distributions through our third-party resource, if needed.
- Public approval of PAYT is greatly enhanced, easing the implementation process.
- Results are immediate and significant:
 - The City gets the benefits of More In Return™ without adding staff.
 - Most communities see, on average, a 44% decrease in residential solid waste disposed and a significant increase in recycling.

Looking at preliminary figures, we estimate tipping fee savings of \$1,262,000 over 10 years for the Town under More in Return™.

Next Steps

Together, we can make a big difference in your community.

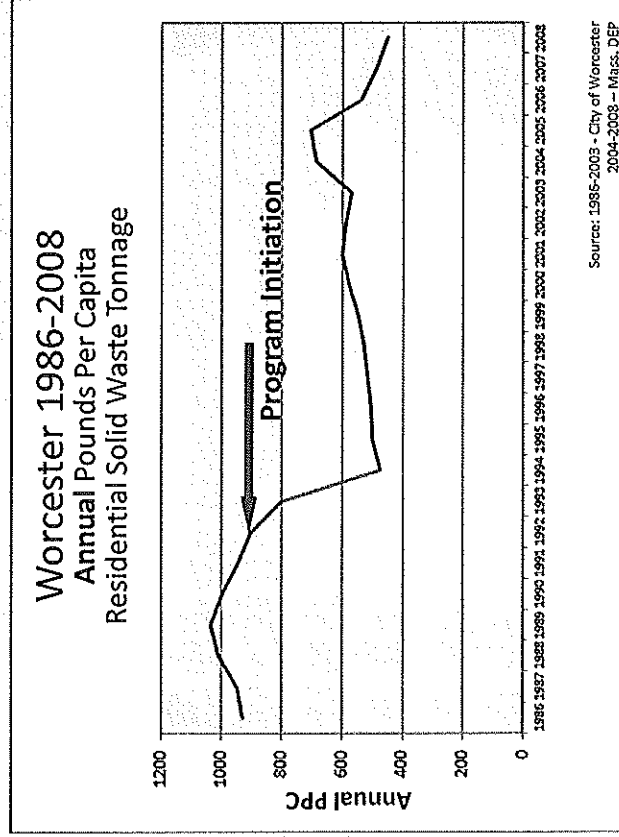
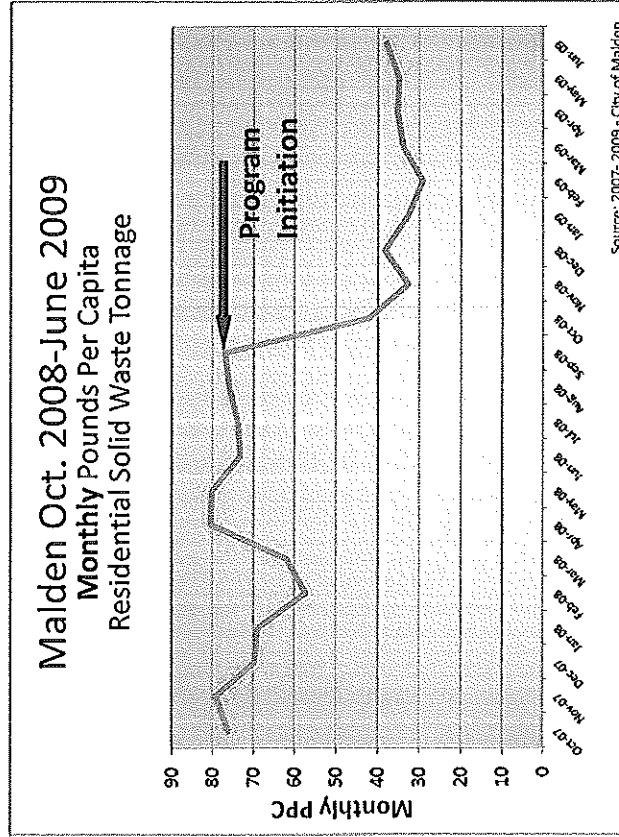
- Answer any additional questions that you may have about WasteZero or our Trash Metering™ programs
- Understand your process for moving an initiative like this forward
 - Identify who else we should connect with, and begin appropriate outreach
 - Review the Benefits Analysis and sign an initial agreement to work with WasteZero as a partner subject to a vote
 - Working with your team, customize the program design and educate all key stakeholders, including the public
 - Develop a corresponding proposal/term sheet for a Board vote

Real-Life Success Stories

WasteZero Results—Immediate and Long Lasting

Impacts are immediate...

...and long lasting



*The savings that WasteZero can offer a municipality begin immediately—
and continue well beyond the foreseeable future.*

WasteZero®

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Real-Life Success Stories

Dartmouth, MA (population ~34,000)

BACKGROUND

- > Evaluated PAYT option starting in March 2007 as a means to respond to fiscal problems facing the Town in FY 2008
- > Also wanted to extend life of Crapo Hill Landfill
- > Implemented a WasteZero Trash Metering™ program in October 2007
- > Introduced SMART Waste Reduction Program and Automated Recycling Collection on August 1, 2012



DARTMOUTH RESULTS WITH WASTEZERO: 2008-2012

- 57% decrease in solid waste tonnage
- 50% increase in recycling tonnage
- 150% increase in recycling rate (from 13% to 37%)
- 43% reduction in manpower

Fiscal Year	MSW Tonnage
FY 2006	11,303 tons
FY 2008	6,595 tons (9 months)
FY 2009	4,942 tons
FY 2012	4,841 tons

Frequently Asked Questions

“Will this work in a community like ours? We’re different.”

We have successfully implemented WasteZero Trash Metering™ programs across a wide variety of communities, including several that are demographically similar to Fairhaven.

Selected WasteZero Trash Metering™ Communities ^{1,2}	2010 Total Population	% 65 Years and Over	% Non-English Native Language	Median Household Income	% Families Below Poverty Line	% Dwellings with 5+ Units
Fairhaven, MA	15,873	19.7%	9.3%	\$60,179	6.7%	8.9%
Natick, MA	33,006	14.0%	16.3%	\$87,568	2.4%	20.9%
Needham, MA	28,886	16.3%	14.5%	\$114,365	3.0%	12.1%
Gloucester, MA	28,789	17.7%	10.6%	\$60,506	5.6%	11.0%
Sandwich, MA	20,675	15.7%	5.4%	\$83,325	1.4%	2.9%

¹US Census Bureau. 2010. American Fact Finder. Demographic Profile: Table DP1.

²US Census Bureau. 2010. American Fact Finder. ACS 5-year estimates: Tables DP02-04.

Frequently Asked Questions

“Why wouldn’t illegal dumping increase?”

Overwhelmingly, studies show and communities report that increased illegal dumping is more of a perceived, rather than actual barrier, based in fear more than in reality.

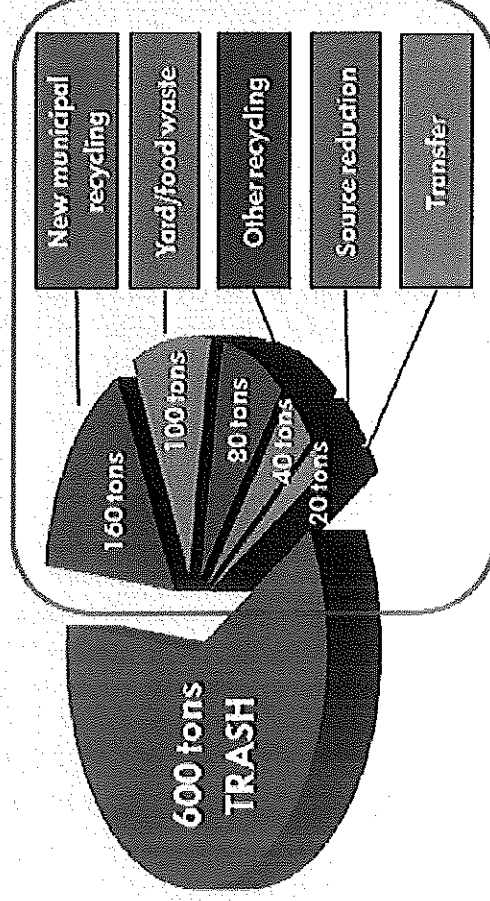
- PAYT is not the culprit.
 - Pre-existent “illegal dumps” rarely increase with PAYT.
 - Bulky waste and non-residential materials comprise most illegal dumping and are not in response to PAYT.
- Any increases are temporary.
 - Communities that report increased illegal dumping after implementing PAYT also report that it returns to pre-PAYT levels within 30 to 90 days.
 - Modest enforcement at the program’s outset tends to make incidents a non-issue.
- Combatting illegal dumping is straightforward—regardless of the cause.
 - A bulky waste program
 - Local management
 - Public education
 - Fair enforcement
 - Partnering with the right program provider

Frequently Asked Questions

“Why wouldn’t illegal dumping increase?” (Cont.)

“If our trash is reduced 40%, then that means that 40% is illegally dumped. Right?”
Wrong.

- Once WasteZero Trash Metering™ is in place, residents begin composting and no longer throw out yard waste—that accounts for 100 tons right there!
- They get savvier about recycling electronics, taking used items to the Goodwill, and reusing—another 80 tons!
- They even get smarter about reducing the amount of trash they throw out from the start—the “reduce” part of the “Reduce/Reuse/Recycle” equation.



Thank You!

WasteZero[®]

Save Money. Reduce Waste.

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