



CITY HALL

# THINKING OF PRIVATIZATION? LET'S TALK TRASH



Did you know **61% of governments pay private companies to provide services to residents? Among those who partner with private companies, 82% partner with a private company for waste removal service, more than any other service** (according to a December 2015 Washington University in St. Louis Survey on Private-Public Partnerships at the Local Level).

Here are four reasons: **Cost • Quality • Efficiency • Risk Mitigation**

## WHY MUNICIPALITIES PRIVATIZE GARBAGE AND RECYCLING SERVICES?

There are four main reasons why local governments turn to the private sector.

### 1. Cost Savings

As the ability of governments to finance public services through taxes and other revenues becomes more and more challenging, local governments often consider outsourcing services like solid waste collection to the private sector. Through privatization, local governments have proven they can **reduce operating expenses, save on capital investments and potentially receive franchise fees** as a new revenue stream, allowing budgets to become more predictable and freeing up funds for other uses.

#### How?

- Private companies have competitive pressures to minimize costs while maintaining high levels of service
- Private companies can spread cost investment and environmental compliance across many areas, contracts and facilities
- Private companies can control or leverage disposal site rates as well as regional or national pricing discounts (economies of scale)

### 2. Quality of Service

By introducing competition and freeing operations from bureaucratic restrictions, private companies are able to offer quality service equal to if not better than the public sector. Residents and businesses **enjoy more consistent service** in collections, customer service, better technologies, range of services and online tools to improve the customer experience.

### 3. Management Efficiency

Competition gives private companies greater incentives and flexibility to:

- Use incentive plans for workers and managers to obtain high performance levels
- Hire and train a qualified workforce
- Use smaller, highly trained work crews
- Keep absentee levels low

### 4. Risk Mitigation

Risk transfer is a key component of public-private partnerships. Utilizing the appropriate risk transfer, public partners **extract long-term value for money by totally transferring the risks** associated with operational, financial and regulatory exposures to the private partner.

The private sector represents 78% of the solid waste industry, while the municipal sector controls the remaining 22%, according to Waste Business Journal.

Is privatization the answer to stabilize your government tax rates and add a team of environmental heroes to your community?

Learn more [AdvancedDisposal.com/For-Government/Privatization](http://AdvancedDisposal.com/For-Government/Privatization)



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## NEEDS/SOLUTIONS:

<p><b>Cost containment</b> Work within local government's budget and with your bottom line in mind.</p>	<p><b>Minimize costs</b> Advanced Disposal has competitive advantages and economy of scale.</p>
<p><b>Clean community</b> Provide vital services to residents and businesses.</p>	<p><b>Service guarantee</b> Standard of care aimed to service your community. Guaranteed.</p>
<p><b>Manage efficiencies and risk</b> Mitigate liability concerns, unknowns and expenses.</p>	<p><b>Protection</b> Advanced Disposal will respond to concerns quickly and effectively while sheltering local governments from added risk.</p>
<p><b>Environmental and economic sustainability</b> Unique and cost effective waste and recycling solutions and diversion methods.</p>	<p><b>Environmental stewardship</b> Advanced Disposal provides various environmental solutions that balance your needs for environmental responsibility and a strong bottom line.</p>

## WE PROVIDE:

- Curbside Garbage Service
- Curbside Recycling Service
- Curbside Yard Waste Service
- Curbside Bulk Item Service
- Commercial Service
- Disposal Service
- Recycling Processing Service
- Convenience Centers

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## RECENT PRIVATIZATION SUCCESS STORIES

### Residential Collection

- Detroit, Michigan – 125,000 units
- Macon-Bibb County, Georgia – 25,000 units
- Baldwin County, Georgia – 9,000 units
- Dooly County, Georgia – 3,700 units
- Southside, Alabama – 3,400 units
- Oakland, Tennessee – 2,700 units
- Weaver, Alabama – 2,200 units
- Forsyth, Georgia – 1,200 units
- Lula, Georgia – 1,000 units
- Prosperity, South Carolina – 500 units

### Residential and Commercial Collection

- Selma, Alabama – 6,000 units
- Wilcox, Alabama – 4,000 units
- Orange Park, Florida – 2,445 units
- McClenny, Florida – 2,200 units
- Cochran, Georgia – 1,704 units

### Residential Recycling Collection

- Collierville, Tennessee – 14,800 units

### Commercial

- Dooly County, Georgia – 150 units
- Wilcox, Alabama – 79 units
- Wilkinson County, Georgia – 70 units

### Disposal

- Marion, Indiana – 9,500 units
- Wilcox, Alabama – 121 units

### Convenience Center

- Glascock, Georgia
- Twiggs County, Georgia
- White County, Georgia

References available upon request.



## QUOTES FROM OUR CUSTOMERS

“Thank you for supporting the Walworth County Clean Sweep event. We cannot tell you how reassuring it is to know we can count on Advanced Disposal to fulfill our needs. We were very pleased with the efficient and courteous service provided.”

– Larry Price, Walworth County Public Works Department, Elkhorn, Wisconsin

“They understand our budget challenges and genuinely care about the community.”

– Travis Cummings, Commissioner, Clay County, Florida

“I’ve never seen service equal to Advanced Disposal.”

– George McCain, Mayor of Tallassee, Alabama

“I would like to thank Advanced Disposal for working with our City Government’s Clean Up the Community Programs by donating trash collection containers. We could not have accomplished the task without your help, and the community is truly grateful.”

– Patrick McDaniel, City Council Member, Decatur, Illinois



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