

# Positioning Your Program During Transition

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# Transition.....

- What does it look like?
- How long will it take?
- What does it mean to your program?



# CIF has been preparing you for change

Now that the time is here , what will you do?



# Curbside collection

- Contract term
  - Consider 5yr contracts plus multi-yr extensions
- Service levels
  - Think twice about atypical requirements
  - At the very least, break them out separately
- Material mix
  - Leave flexibility to add/subtract
  - Ownership of carbon credits

# Curbside collection (cont)

- Program changes
  - Exercise caution
- Watch your residue rates
  - Due diligence
- Know your stop counts
- Know your ABCs
  - What does giving up collection mean to your community?

# Processing

- Are you in or out?
- Know your ABCs
- Interim Cap Ex requirements
- Know your asset's value
  - Be prepared to sell or repurpose



# Depots

- It's all about knowing your ABCs
- Asset management
  - Consider liquidity of assets



# Plan now

- Take the time to map out your interests
- Examine how your interests intersect various scenarios
- Keep your options open



“If you don't know where  
you are going, you'll  
end up someplace else.”

— Yogi Berra





# What are our interests?

- Max diversion
- Minimizing waste management costs
- Service level
- Jobs in the community



Understanding your community's priorities will be crucial

# Questions?

