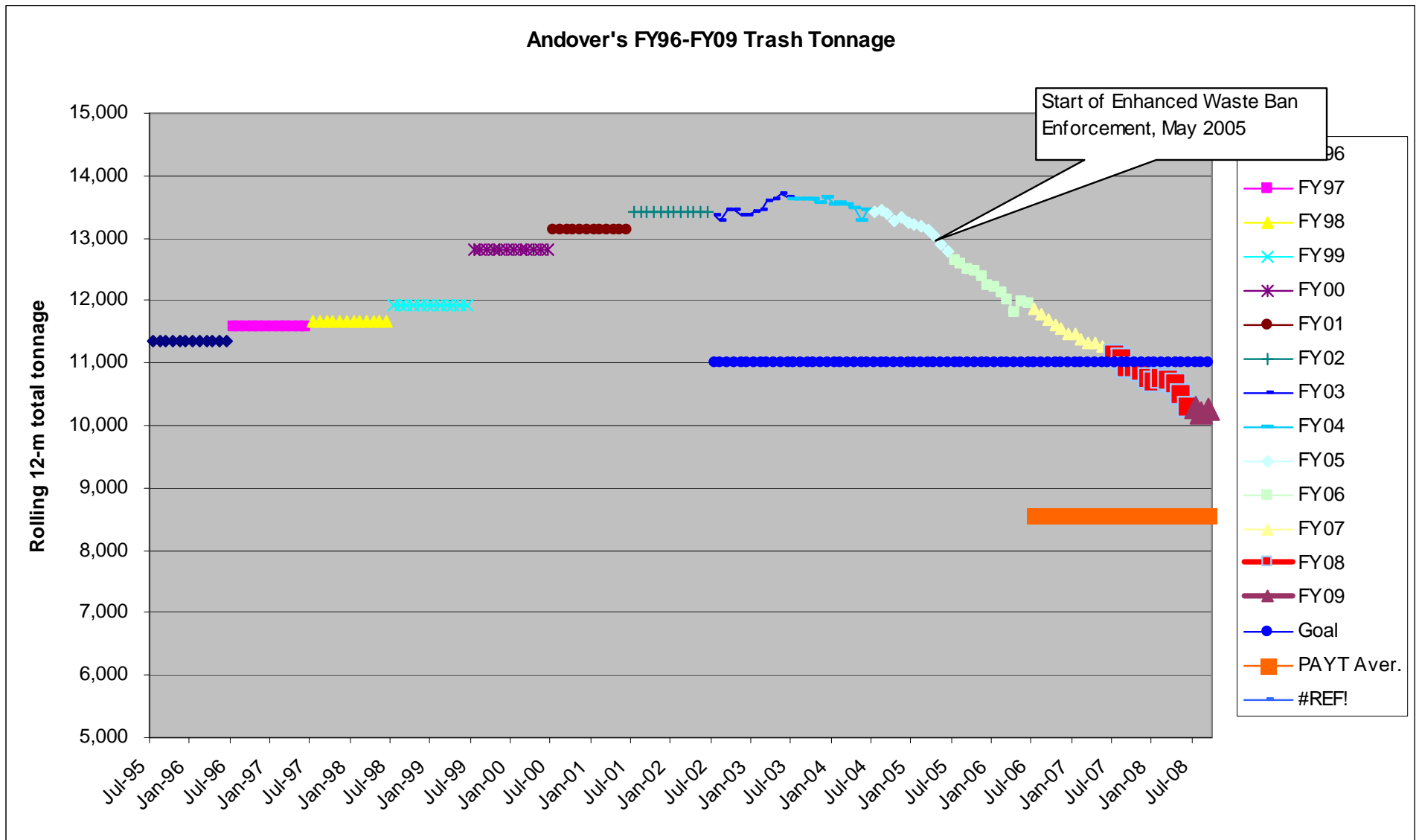

SMART Program

A Recommendation for Andover

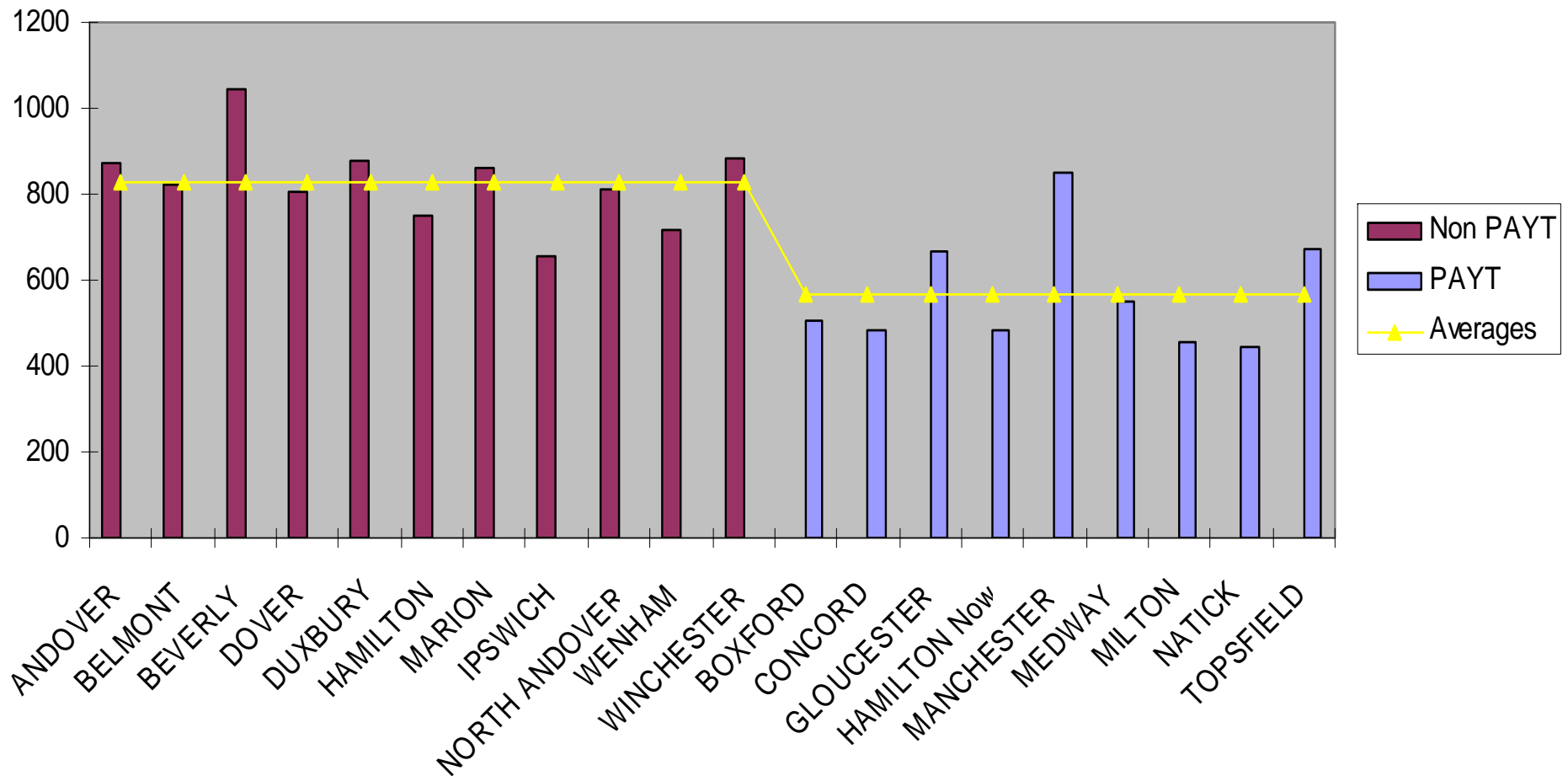
“Solid Waste 101”

- ❑ Allied Waste does the Andover’s SW Collection for a fixed cost per year
- ❑ Integrated Paper Recyclers (IPR) of North Andover does the recycling collection for a fixed cost per year
- ❑ Andover currently sends its trash to the waste-to-energy facility in North Andover at a cost of \$71.50/ton. Next year’s cost will be \$64/ton.
- ❑ No Guaranteed Annual Tonnage in contract now
- ❑ Recyclables go to IPR’s sorting and processing facility at no additional charge. They sort, bale and ship to markets

How Is Andover Doing Now?



How Did We Compare in 2006*?



*Based on data for 2006, the most recently available data from DEP.

What Options Are Out There?

- Full Pay-As-You-Throw Program
- SMART Program
- Automated Collection of Trash (need to pay for automated collection carts)
- RecycleBank (provides a recycling incentive but need to pay for automated recycling carts and RecycleBank services)
- Annual Trash Fee (but no incentive to reduce waste so fee tends to increase each year)

Can We Do Better?

- ❑ Yes! Andover is now generating about 10,500 TPY from 8767 households
= 1.2 tons per year per household!
- ❑ Towns with Waste Reduction or PAYT Programs see 25-35% reduction in their trash tonnage
- ❑ Hamilton dropped from 1.1TPY/hh to 0.8 TPY/hh and now has only 2000 TPY from 2500 households
- ❑ If Andover followed Hamilton's trends, we'd drop from to 10,500 tons to 7000-8000 TPY*
- ❑ The savings from 2000-3000 fewer tons is \$128,000 - \$192,000 at \$64/ton

*2000 TPY / 2500 hhs x 8767 hhs = 7013 TPY

Waste Reduced 22-37% In Other Towns

❑ Older PAYT Programs

- Worcester -> 35% reduction in trash starting in 1998
- Brockton -> 24% reduction starting in 2002

❑ Most Recent PAYT/SMART Programs

- Hamilton -> 37% reduction over 1st six months
- Longmeadow -> 22% reduction in 2006
- Ashland -> 37% reduction in first 4 mos
- Natick -> 23% waste reduction in FY03
- Attleboro -> 30% reduction in first 6 m in FY06

Projected Total Benefit To Andover

| | Savings | Revenue | Net Benefit |
|-----------------------|-------------------------|----------------|--------------------------|
| 2000 - 3000 TPY | \$128,000 – 192,000* | ~\$75,000** | \$200,000 - \$280,000 |

* \$64/ton for 2000-3000 TPY

** @\$2.00 - 0.26/bag for 0-10 bags per year per household (or average of 5) x 8767 HHs

What's In A Name?

SMART Vs. PAYT

In A SMART Program...

- Taxes still pay for the cost of trash collection
- Taxes still pay for the cost of recycling collection
- Taxes still pay for the cost of trash disposal for one bag or barrel per household
- Individual households pay for additional trash only IF they have more than one bag or barrel in a week

What Are The Differences?

“SMART” Vs. PAYT

- ❑ Emphasis is on reducing waste and less on paying
- ❑ Each household can set out one bag or barrel each week at no charge (paid by tax revenues)
- ❑ After the first bag or barrel is full, trash must go into a “Town Bag”
- ❑ One bag size offered:
 - 33-gallon for trash barrels
- ❑ Each household buys specially marked “Town Bags” for **ALL** trash (still can put them in a barrel)
- ❑ Easier to implement at home; all trash goes into “Town Bags”
- ❑ Two bag sizes usually offered:
 - 13-15 gallon for “tall kitchen baskets”
 - 33-gallon for trash barrels

Over 120 Cities and Towns Have A SMART Program Or PAYT Program

- ❑ Out of 351 cities and towns, many are in towns with no curbside collection, so they pay for every bag and transport it themselves
- ❑ SMART Programs are in nearby towns such as Topsfield (since 1998) and other towns such as:
 - Hamilton
 - Wrentham
 - Longmeadow
 - East Longmeadow
 - Attleboro
 - Holliston
 - Gardner
 - Mendon

Who Has A Full PAYT Program?

- ❑ Boxford has used this approach for 13 years
- ❑ Worcester has used this since 1998
- ❑ Other towns have adopted it recently
 - Malden (2008)
 - Ashland (2006)
 - Gardner (2005)
 - Groton (2005)
 - Natick (2003)
 - Brockton (2001)

90 Towns Have An Annual Trash Fee

- North Reading
- Winchester (no curbside service)
- Wayland (no curbside service)
- Weston (no curbside service)
- Concord
- Boxborough (no curbside service)
- Carlisle (no curbside service)
- Stoneham
- Braintree

Curbside PAYT In Concord

- ❑ \$108/yr annual fee
- ❑ \$1.50/tag
- ❑ 6-month barrel sticker available

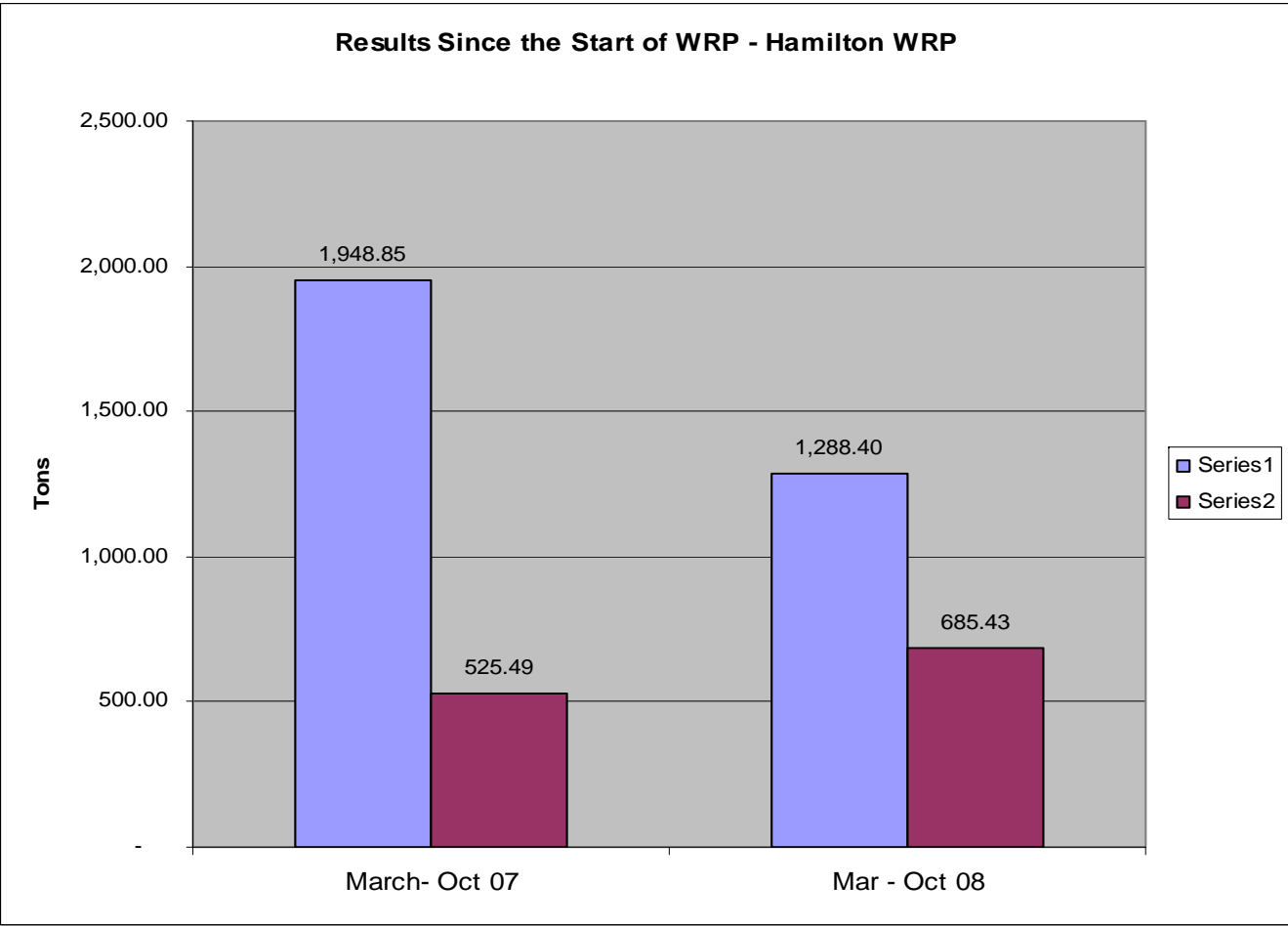


Curbside PAYT in Boxford

- ❑ \$2.50 stickers for every bag
- ❑ No flat fee
- ❑ Stickers sold at Town Hall, libraries and 2 convenience stores
- ❑ Covers about 2/3 of cost of solid waste



Hamilton Results: 37% Less Trash After 6 Months



Easy As 1, 2, “Free”

1. At each home, the trash truck collects one regular black bag or trash from one barrel
 2. Any additional trash goes in an “Official Bag”
 - For locations with multiple homes sharing a driveway, there’ll be “official barrel stickers”
 - OK to put “Official Bags” inside a barrel
- “Free” – Put your recyclables in a bin (paper) or barrel (bottles and cans) – As much as you have

SMART Program Costs To Residents

- ❑ Some residents won't need any bags
- ❑ Many residents will find a new incentive to sort differently and use a larger barrel for BOTTLES & CANS
- ❑ Average household needs <20 bags/year
- ❑ Hamilton using an average of 3 bags/hh over 1st six months
- ❑ "It's the only 'tax' where you set the rate"

SMART and PAYT Programs Don't Require Town Staff

- ❑ The bag vendor now provides:
 - All warehousing of inventory
 - All delivery to stores
 - All billing and accounting
- ❑ Retailers sell the bags without mark-up or taxes
 - No mark-up because the retailers want the “traffic”
 - Dept of Revenue has exempted from sales tax



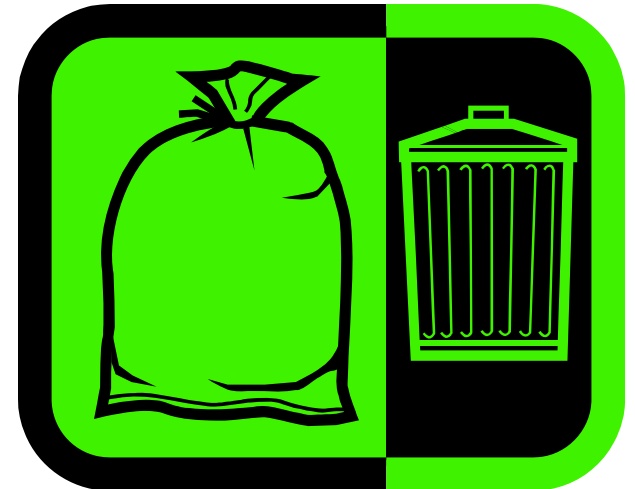
Common Questions...

Where would I buy bags?

- We expect to offer them for sale at local stores such as Market Basket, Whole Foods, CVS, Andover Spa and more

Can I still use my barrels?

- Yes, but the “first” barrel has to be within the size specifications
- Additional trash has to be inside a town-specified bag but those bags can be inside another barrel
- Your Choice!

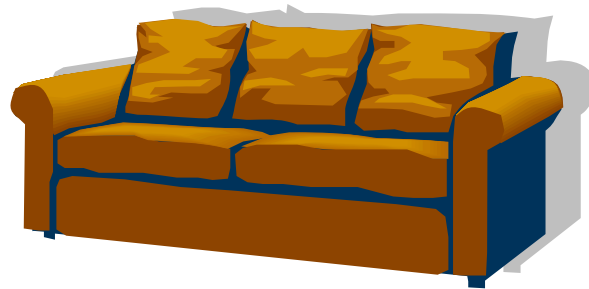


Won't There Be Illegal Dumping in the Woods?

- ❑ We've talked to many other suburban towns and they have been able to prevent or stop illegal dumping by taking early enforcement action
- ❑ Most residents want to do the right thing and no one wants to get caught!

What About Big Items?

- ❑ Residents will still be allowed to set out one bulky item per household per week



Why Should I Pay More?

- ❑ A SMART program is about recycling more and sorting differently, not paying more.
- ❑ A small change in habits by thousands of households means the Town can save thousands of dollars.

In Summary

- ❑ A SMART Program has been tested and works
- ❑ The program has changed since 2003 so there is no need for additional staff in DPW now
- ❑ By recommending a SMART program, not a full PAYT program, the cost to residents is both minimal and optional
- ❑ We can do it and now is the time
- ❑ Yes, One Can!

