

# Campbell County & Meridian Waste

## Exploring a Public-Private Partnership



November 19, 2024

“

Problems can become opportunities when the right people come together.

”

Attributed to Robert Redford



# Cambell County's Disposal Challenges



1. Local disposal capacity is expected to be full in 4 years.
2. Landfill expansion is costly and unpopular to nearby landowners
3. Transfer stations add significant handling and transportation costs to existing disposal costs and, like landfills, are equally unpopular with neighbors with limited control over future final disposal locations, capacity & costs
4. New landfill siting is expensive, unpalatable and the timeline just too long
5. Closure and post-closure accounts are underfunded and a long-term tax burden to Campbell Co citizens
6. FY '25 annual total landfill operating expense costs are \$7.1M (The County pays its % split)
7. Recycling options address only a very small portion of the overall waste stream
8. An unresolved lawsuit exists among Region 2000 members

# Meridian Waste's Solution

A Public-Private Partnership in which Meridian Waste assumes control over the Region 2000 Landfill - Livestock Road location via a sale or life of site operating lease and **ELMINATES** (County % contribution):

- Personnel expense
- Operating & maintenance costs
- Equipment replacement costs
- Closure & post-closure costs (associated with this facility)
- Future disposal planning reserve costs
- Annual debt service
- Airspace reserve costs

And it **ADDS** (via a separate Host Agreement with Campbell County):

- A guaranteed revenue source via a per ton host fee
  - Minimum \$100,000/year
- A low-cost disposal tipping fee
  - Well below the projected \$80 - \$193/ton tipping fees projected by the March 2024 break even tipping fee chart
- Guaranteed disposal airspace for 24+ years
- Positions for existing employees with Meridian Waste
- A new corporate citizens committed to supporting the community via sponsorships and community events
- Monthly (or more often) litter collection
- Facility beautification
- Expansion revenue



# Professional Consultant's Observations



Gershman, Brickner & Bratton, Inc. (GBB) – Prime Contractor  
EA Engineering, Science & Technology, Inc., PBC (EA)  
Plante Moran, PLLC

"Expansion of existing landfills is often a relatively economical means of providing additional disposal capacity."

"It is critical to note that landfill space is increasingly at a premium, and final disposal costs are on the rise, with the value of airspace likely to continue to increase over the next thirty years. As a result, tip fees will likely increase as well, as may competition to secure contracts with disposal sites in the region."

"The construction of a transfer station sized to meet regional needs may not be viable as there are transfer stations in Bedford County, Nelson County, and Amherst County; Appomattox County has recently approved the land use for one; and Lynchburg has issued an RFP for the construction of a transfer station."

# Meridian Waste's Proposal

## Sale or Life-of-Site Lease & Operating Agreement for the Region 2000 Landfill - Livestock Road Location

- The County/Region 2000 will sell/lease the landfill to Meridian Waste and enter into a mutually agreeable life of site host agreement with Campbell County for the MSW landfill.
- The purchase price is to be decided upon further negotiations with Region 2000 Board.
- Meridian Waste will take over all responsibilities and operations of the landfill under Company ownership.
- Meridian Waste will operate in a safe and compliant manner meeting or exceeding all local, state and federal requirements including the permit requirements of the VA DEQ permit and any future amendments.
- Meridian Waste will guarantee disposal capacity of up to 27,000 tons per year for Campbell County residential and County-facility waste for 24 years.
- Meridian Waste will grant a reduced tipping fee for County waste (residential and County-facilities) of \$36 per ton subject to annual CPI-U: Water, Sewer, Trash upward adjustments. Excludes any special wastes such as sludge, dead animals, or other acceptable waste requiring special handling.



# Meridian Waste's Proposal

## Sale or Life-of-Site Lease & Operating Agreement for the Region 2000 Landfill - Livestock Road Location

- Meridian Waste will assume all environmental liability of the site from the date of purchase through closure and post-closure.
- Meridian Waste will fully fund all existing and future closure and post closure VA DEQ financial assurance requirements allowing for discussions regarding the release of the existing VA DEQ amounts held financial assurance back to the County/Region 2000.
- Meridian Waste will pay a host fee on a quarterly basis to the County of \$1.00 per ton disposed / buried. Excludes recycled or reused materials.
- Meridian Waste will guarantee a minimum annual host fee payment of \$100,000 per year for the life of site excluding any action of VA DEQ that would limit the ability of the landfill to accept enough waste to generate the minimum host fee.
- Meridian Waste will maintain insurance coverage for commercial general liability, property damage, pollution liability and workers' compensation at its expense as per industry standard.



# Meridian Waste's Proposal

## Sale or Life-of-Site Lease & Operating Agreement for the Region 2000 Landfill – Livestock Road Location

- Meridian Waste will collect litter whether it is generated by vehicles delivering materials to the landfill or not 0.5 miles on either side of the entrance of the landfill on a monthly basis (or more often if needed).
- Meridian Waste will invest in the beautification and upgrade of the landfill.
- Meridian Waste will invest in the community by way of sponsorships, charitable donations, neighborhood events and/or educational experiences.
- Identify and fund a long-term, multi-million cubic yard expansion of the MSW landfill including permitting costs and cell construction with the County's full cooperation and local approvals.
- Upon VA DEQ approval of a minimum 8 million+ cubic yard landfill expansion, Meridian Waste will pay an expansion payment of \$0.10 per cubic yard to the County for each 8M+ cubic yard expansion.





- Provide sufficient staff of qualified labor, equipment, vehicles, tools, materials, and safety equipment
- Operate in accordance with all Federal, State, and Local laws including soil and erosion compliance, control of site access and traffic control, litter control, dust control, and fire.
- Protecting the integrity of the landfill liners, leachate collection system, leachate cleanouts, as well as, all monitoring points, stormwater management structures, road and other infrastructure associated with the landfill
- Will be held responsible for landfill operations and environmental liability including violations (if any)

## Airspace Utilization

Meridian Waste realizes the high costs associated with cell construction and the County's concerns in maximizing the investment made in cell permitting and construction. Understanding this local government concern and across our own Company, Meridian Waste has invested in the Propeller airspace measurement and calculation software.

- Density calculations
- Projected tonnages
- Tracking earthwork projects
- On-the-fly slope calculations
- Calculating cover material
- Monitor locations of well-heads & pipe networks



Efficient & Effective Operations



## Meridian Waste has the experience to deliver on our proposal!

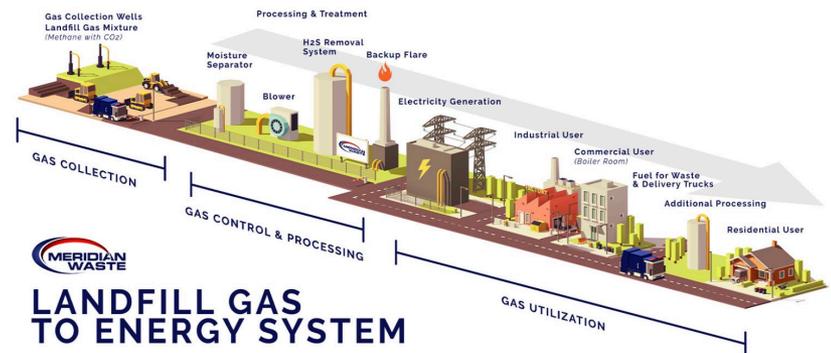
1. Significant leadership landfill management experience from both past companies and currently under Meridian Waste.
2. This experience embodies all aspects of landfill development and management from initial permitting and construction to operations to financial accounting to community involvement.
3. Safe and compliant landfills are a vital infrastructure need within the communities Meridian Waste operates and the investment Meridian Waste makes in permitting and operating these landfills while positively safeguarding the environment and supporting our local communities is significant.



# Turning Garbage Into Something Green

- Our landfill gas-to-energy systems exemplify our investment and commitment to the communities we serve and the world we all share.
- How does landfill gas to energy work?
  - Gases are created when organic waste breaks down or decomposes within a MSW landfill. Our MSW landfills have landfill gas collection systems to collect this landfill gas which is diverted to an on-site facility for the conversion of this gas to energy thus preventing it from escaping into the atmosphere as a greenhouse gas and odor.
  - The treated landfill gas is used to replace their natural gas usage in the form of Renewable Natural Gas (RNG).

Meridian Waste has 3 Clean Energy production plants under contract. The first was completed in Fall 2024 and is 100% operational. The remaining two under construction with the goal of opening in 2025 and 2026.



# Company Overview



**618** commercial, residential, and roll-off trucks

## Fleet



**Employees** 1,170 team members

**\$217M**



*Projected Annual Revenue*  
for 2024



## Customers

More than **524,520** residential, commercial, industrial, and governmental customers

**99** city and county municipal contracts

## Disposal Volumes

Collects **1,107,574** tons of waste annually

Safely disposes of **1,350,799** tons of waste in company-owned landfills

## Recycling Volumes



Collects & delivers **29,928** tons of recyclables annually to state-permitted MRFs



## Locations

Multi-state footprint, **31** hauling companies, **6** transfer stations, **2** recycling facilities/MRFs, **3** municipal solid waste landfills and **4** C&D landfills

# COMPANY OVERVIEW

# Community Involvement



Opening our disposal facilities to the community is a key element of Meridian Waste Success!

**TRI-CORNERS LANDFILL'S** **A-MAZE-ing Pumpkin Patch**

RSVP by Oct. 14th **OCT 19TH**  
**9AM-1PM**

**FREE BBQ LUNCH** **ACTIVITIES**

**HAYRIDE TOURS!**

**"TRUCK-OR-TREATING!"**  
Meet a few of our trucks + snag some goodies!

**EVENT DETAILS & RSVP:**  
MeridianWaste.com/AmazingPP

**CLASSIC FALL FUN**

**FREE! FAMILY-FRIENDLY EVENT IN LIBERTY, NC**

**Family-Friendly Activities for All Ages!**

# Summer Splash Bash

Free Hot Dog / Hamburger Lunch + Frozen Treat

**August 3rd**  
**10am-2pm**

**Shotwell Environmental Park**  
4624 Smithfield Rd  
Wendell, NC 27591  
(Up the road from main entrance)

Water Slides  
Bubble Station  
Obstacle Course  
Corn Hole  
Touch-a-Truck  
Landfill Tours  
... Plus more!

**Sign Up:** MeridianWaste.com/SplashBashRSVP

**April 22nd**  
**11 a.m. - 3 p.m.**

# Big, Bright Earth Day Party

Hosted by: Eagle Ridge Landfill  
13100 Hwy 77, Bowling Green, MO 63334

**RSVP:** <https://forms.gle/njNBRpP7FjWHLH8>

**FOR MORE INFO:** <https://fb.me/e/NkXX4fmG>

**FREE DAY OF FUN!**  
Balloon Artist • Face Painting  
Bounce House • Games  
The Bubble Bus

**FREE LUNCH**  
Bandana's BBQ  
The Sugar Shack

**PRIZES & GIVEAWAYS**  
Gifts for Kids  
Raffle Drawing

**TOUCH-A-TRUCK**  
Meet a few of our most exciting heavy trucks & machines!

**LANDFILL TOURS**  
Curious what a modern, eco-passionate landfill looks like? We'd love to show you!

**TRI-CORNERS LANDFILL'S INAUGURAL FISHING RODEO & FUN FEST** **Rain or Shine**

**APRIL 13TH**  
**10AM-2PM**

**LOADS OF ACTIVITIES** **FREE LUNCH** **CATCH & RELEASE KIDS' FISHING TOURNAMENT**

**"TOUCH-A-TRUCK" LINEUP** **LAWN GAMES** **HAYRIDE TOURS** **RAFFLES**

**FREE Family-Friendly Event Hosted by Meridian Waste | Liberty, NC**

Other Events include:

- Gifting of the Turkeys
- Easter Baskets donations
- Touch-A-Truck programs

# Justification of Facility Sale /Lease



1. Continue support for local solid waste disposal services
2. Serve residents and businesses with a cost-effective landfill solution
3. Reduce or eliminate environmental liabilities
4. Minimize operating expenses
5. Maximize revenue to the County through sustained fees over the term of the contract
6. Identification of innovative ways to preserve landfill air space for the County
7. Operate the landfill in accordance with federal, regional, and local permits, regulations, and guidelines
8. Operate using best management practices to assure efficient performance of high quality
9. Operate the landfill in a manner that maximizes public and contractor safety
10. Operate the landfill in the most efficient and cost-effective manner, minimizing consumption of airspace
11. Operate the County landfill in a manner that maximizes customer convenience and satisfaction
12. Operate the landfill in a manner that protects the environment from pollution
13. Operate the landfill with minimal disruption to neighboring residents.

## **Meridian Waste's ask of Campbell County is to**

- Take a common sense and non-emotion approach to your disposal options
- Study the math and the very real impact your decision will have on your taxpayers
- Understand the benefits of harnessing the unknowns: Environmental liability, future 3<sup>rd</sup> party disposal costs, transportation costs, cell construction costs, leachate management costs and so forth
- Continue to explore what Meridian Waste is proposing and proceed with further negotiations with us

## **Meridian Waste is confident that our proposal is the most cost-efficient and responsible decision for Campbell County and Region 2000**

- Millions of dollars of cost elimination
- Guaranteed long-term disposal
- Guaranteed revenue source through the host fee
- Low disposal rate
- Elimination of environmental and economic risk
- New community and environmental partner in Meridian Waste

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