

**PUBLIC HEARING**  
**May 15, 2013 5:15 p.m.**

Chairman Grattidge opened the public hearing.

The Clerk read the notice of public hearing:

NOTICE OF PUBLIC HEARING  
SARATOGA COUNTY BOARD OF SUPERVISORS  
PROPOSALS FOR PRIVATIZATION OF THE SARATOGA COUNTY LANDFILL  
FACILITY

TIME & DATE: 5:15 pm EST Wednesday May 15, 2013

PLACE: Legislative Chamber, Saratoga County Board of Supervisors, 40 McMaster St,  
Ballston Spa, NY 12020

PURPOSE: To review the proposals received in response to the County request for proposals (RFP) for the potential privatization of the County Landfill Facility and to receive public comment on the proposals.

INFORMATION: On May 8, 2013, a summary of the proposals received by the County will be posted on the County website at [www.saratogacountyny.gov](http://www.saratogacountyny.gov) and available at the Department of Public Works Office at 3654 Galway Road, Ballston Spa, NY 12020.

FOR FURTHER INFORMATION: Hans Arnold, Gerhardt Consulting, [gerhardtllc@gmail.com](mailto:gerhardtllc@gmail.com), 315-264-1964

Chairman Grattidge introduced Hans Arnold, the County's consultant from Gerhardt LLC. Mr. Arnold gave a power point presentation on the County Landfill Facility 120-w Request for Proposals (RFP) process. Mr. Arnold presented a summary of the process citing the actions taken by the Board of Supervisors to seek public input on the draft RFP and to establish specific goals and review criteria. Mr. Arnold made reference to the Draft Report on Proposals for the Potential Privatization of the County Landfill Facility which had been previously provided to the Supervisors, made available to the public, and noticed in the County's official newspapers and the State Register and State Environmental Notice Bulletin.

Mr. Arnold showed maps of the existing County landfill and summaries of how each of the companies which submitted proposals would develop the landfill and surrounding areas. Mr. Arnold noted that the proposal submitted by New England Waste Services of New York, a Casella company, is to create a regional organics management facility using food waste and other organic wastes. Their total proposal would pay the County \$9,558,008.

Mr. Arnold next summarized the proposal by Capital Region Landfills, a Waste Connections Company. Their proposal for the purchase of the County landfill as it currently exists and is permitted would pay the county \$7,500,000. Mr. Arnold pointed out that this company also proposed a series of potential expansions that would be done on adjacent properties not currently owned by the County, and potentially including the landfill owned and operated by Finch Paper. Mr. Arnold said that their proposed expansions would be contingent on additions environmental impact statements and regulatory approvals, as well as approval by the Town of Northumberland. The expansions would trigger additional payments to the County including \$1 per ton for each to of increased disposal capacity, \$10 million for each 100,000 tons of increase in the current annual disposal capacity, and \$5 per ton for every ton of waste disposed of above the current permitted limit of 106,000 tons per year. Mr. Arnold said that their proposal could result in 204 to 215 acres of landfill cells if all the expansions were built. Mr. Arnold said that he identified a limited expansion in the draft report that approximately coincides with the potential

future expansion area identified in the County's original environmental impact statement, but that the area identified has not gone through the permitting process or approval by the Town. Mr. Arnold said he estimated that the limited expansion would pay the County \$37,426,350, but that Waste Connections believes that estimate should be \$4 million higher.

Mr. Arnold next summarized the proposal by Finch Paper which would use the County landfill as it is currently constructed and permitted by the State, and in the future construct a connection with Finch's landfill, referred to as the valley fill. Mr. Arnold said that this would be a straightforward proposal and would have the benefit of efficient use of existing landfills and ground areas already altered for landfill construction. Mr. Arnold said that Finch proposed that the capacity of the landfill would be increased to 275,000 tons per year, which would be approximately 14% higher than the current permitted capacity of the County landfill combined with the historic fill rate at the Finch landfill. Mr. Arnold said that Finch's proposed payments to the County would be \$4,000,000 for the existing landfill, \$2,000,000 when the valley fill and increased capacity is approved, \$100,000 per year in host community payments, and an estimated \$1,700,000 per year in profit sharing with the County. Mr. Arnold noted that the profit sharing was calculated according to Finch's estimate of the regional market for disposal fees of \$55 per ton, an estimate Mr. Arnold says he agrees is reasonable. The total in payments to the County is estimated at \$39,000,000.

Mr. Arnold concluding by saying that each proposal represents a different size and scale and character of facility. The 120-W report will become permanent record with these minutes.

Chairman Grattidge told all in attendance the Rules of the Public Hearing and then called the speaker to the podium.

Scott Schreiber, 36910 Edgewater, Pinehurst, TX 77362, representing Capital Region Landfills/Waste Connections: "I just want to accent a couple, three points made to augment Hans' report. First of all, I think once the dust settles and Hans has a chance to go back and reconsider some of the things we pointed out to him in the letter, he'll recognize that our proposal based on his evaluation is actually \$41M which is higher than anyone else. Secondly, the Finch proposal, the majority of the value to the County that is there is completely at risk. And what I mean by that is the current market prices that Finch's estimated to be \$55 a ton is significantly higher than what it is. We're in this business. We have hundreds of thousands of tons a year that we send to landfills throughout the region. And we don't pay close to \$55 a ton. We attached an affidavit to our letter showing what we actually do have and we're happy to have representatives from the County or Hans' come and take a look at the actual contracts so you can see what the numbers are. We're not trying to pull any wool over anyone's eyes but we do think the real market for Saratoga County site is probably somewhere between \$35 and \$42 per ton. That means that the Finch number is less than half of what the report shows. The third point that I want to make is when we did the evaluation of all the potential, expansion potentials, that are out there, we put them all in a report more as a base quote. We have no desire to expand the landfill for 200 and some odd acres. We don't think that's what the County wants. But we identified potential areas. And the \$80M number that Hans referenced wasn't for all of that. That would have been more like \$180M or three times that. The \$80M number was just simply a 30 year window at the rates the County is currently generating. One point we didn't make in the letter and Hans' power point showed is the capacity of the Finch property isn't sufficient to give 20 years of life. They would have to expand 25 or 30 acres beyond the footprint that Hans' has outlined. It's simple geometry. So those are the points I wanted to make and would be happy to answer any questions.

Mr. Grattidge stated the record will show that the County received two written communications; one from Waste Connections and one from Finch.

There were no other written communications received.

Mr. Grattidge said the next step in the process will be the Landfill Subcommittee with the consultant will meet to make a recommendation to the Public Works Committee. If the timing is right than this recommendation may come before the Public Works Committee in June. If the Public Works Committee accepts it, then it will then go to Law & Finance and then to the full Board.

Mr. Peck thanked the Chairman and the Board for the opportunity to sit on the Public Works Committee as well as the Subcommittee. The Town of Northumberland, the largest stakeholder, was included in the process and had a voice.

Mr. Grattidge closed this public hearing.

Respectfully submitted,

Pamela Hargrave, Clerk