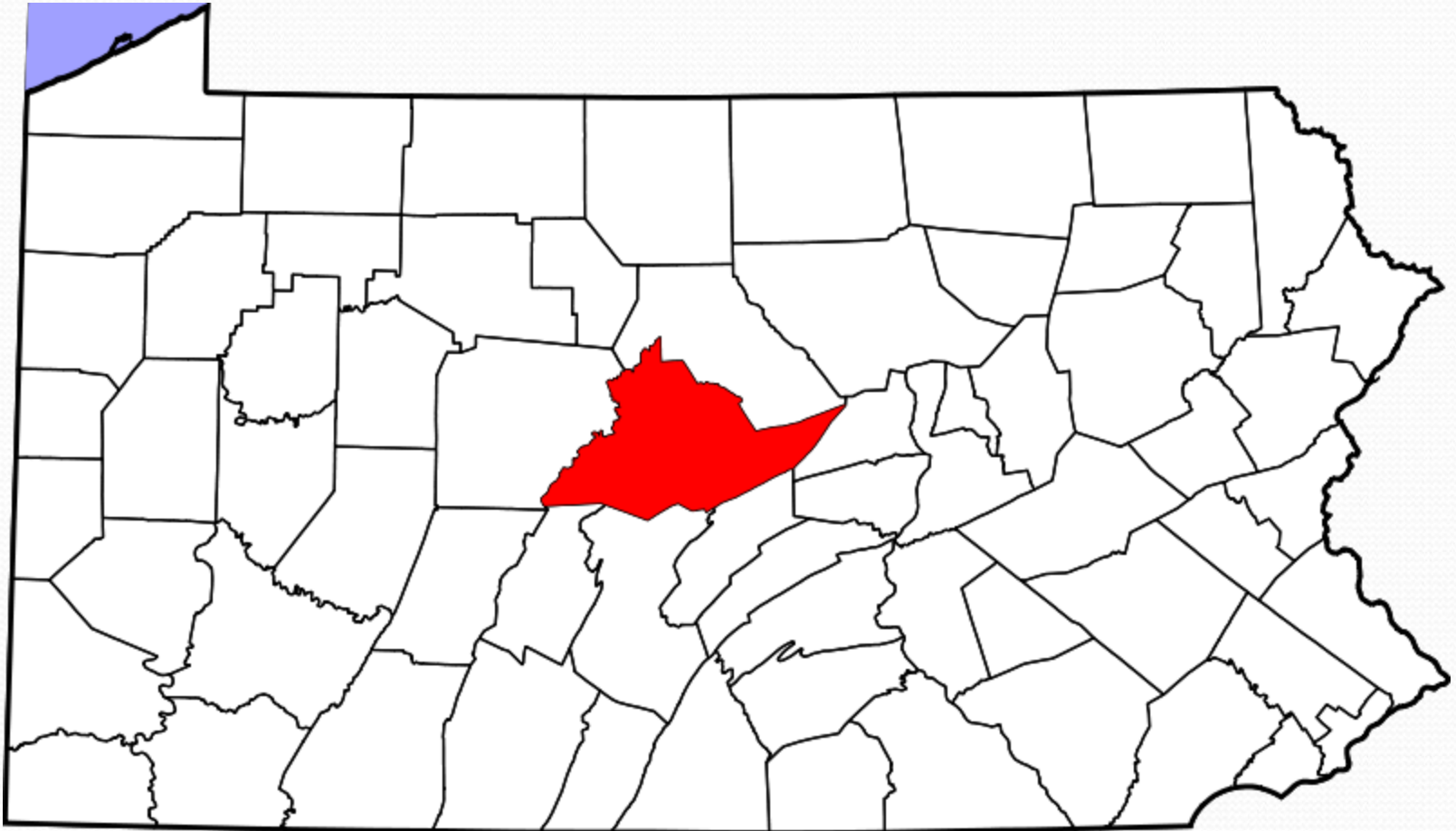


How Markets Affect Collection & Processing Decisions



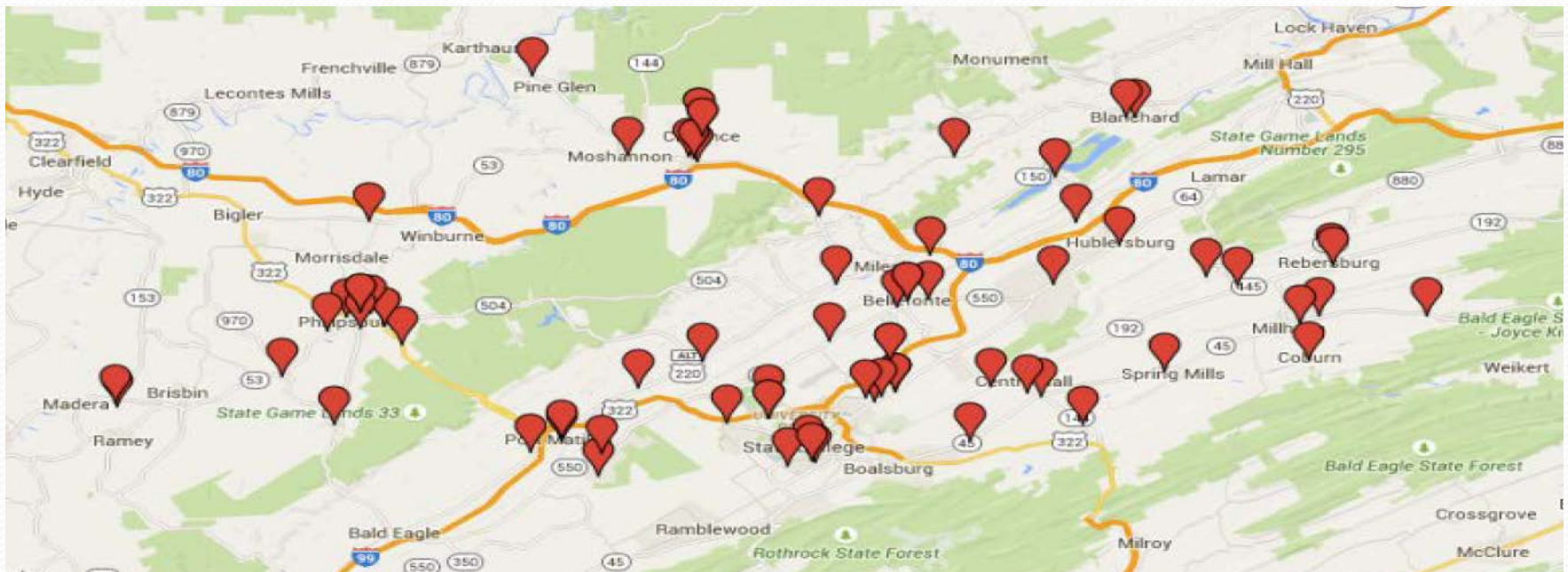
Centre County, PA



Centre County Snapshot



- Population 160,000; 1,111 Square Miles
- 125 Drop-Off Locations; 800 Commercial Businesses;
- 25,000 Curbside Stops; Process 15,000 Tons/Year



It Isn't All About the Money

- Relationships are Important
- Quality Does Matter
- Partnerships are Essential
- What Does the Public Want?



Or Is It?

- Recycling as Economic Development
 - 65 Employees
- Recycling Should NOT be a Free Service
 - My Employees Like to get Paid
- Recycling is a Business
 - You Can't Pick up Curbside Recycling with a Horse & Buggy.



Be Open To Change

- Addition of Materials to Program
 - Additional Fiber
 - Wood Scrap
 - Spiral Cans
 - Vinyl Siding
 - Shingles
- Collect Outside of County Lines
 - Glass
 - Plastic
 - Cardboard



Diversification of Revenue

- CNG Station
- Fee for Service Projects
- Sales of Compost
- Separate Funds for Special Projects



Education is Always Key

- Markets
- Public
- Boards
- Elected Officials
- Hauling Companies
- Employees



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