




## Developing Regional Partnerships

Leveraging and creating new partnerships for expanding recycling



## You are not alone...

- In many cases, your residents, while tribal are also residents of a County and can take advantage of County programming.
- Most County and City programs have been operating for more years than yours has, so take advantage of their knowledge, more specifically, what went wrong.

## It's about what you know and who you know.....

KNOWLEDGE  
⇌  
POWER

- We've all heard that "knowledge is power" and this is very true in the waste management business.
- Understanding what markets exist and where you can take things is the first step in making your program successful!
- Understanding what NOT to take is just as important.



## It's all about the leverage....

- New Mexico State Procurement Code is very friendly towards an ease in contracting.
- Most of the State Procurement Agreements specifically name tribal entities as 'covered' parties.
- In addition, check in with Purchasing Cooperatives...they can be helpful as well.
- Don't waste time going out for bid when resources exist already.



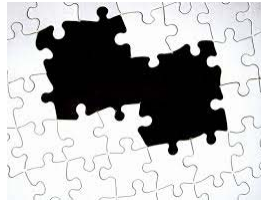
## Ask, ask, ask!

- Local governments can also include 'piggyback' language in contracts which allow tribes and others to leverage the contract.
- In most cases, the local government and the vendor must agree to honor the pricing, and typically they will.
- If there is no 'piggyback' language in the current iteration, ask for it to be added in future procurement. It could allow the group putting out the bid to get better pricing since it's 'open.'



## Free is no longer the play of the day....

- In many cases recyclables have value and those funds were used to help support programs.
- In many cases, recycling was sold as 'free' and this is no longer the case with commodity and oil prices heavily in decline.
- Recycling DOES save money but there are still costs.



## What's missing? Others have this problem too!

- If no one has a solution for something that you need, pitch it!
- In many cases, small quantities lead to high prices.
- Consolidation and/or milk runs are far more cost effective and help everyone with better contracting economies.



## Santa Fe Examples

- HHW
- Recycling
- Electronics
- Tires
- Education



## HHW

- Many of the HHW items that are produced can be easily managed.
- In Santa Fe, as long as you live within the County, residents (regardless of location) can use our HHW program.
- HHW generated from Tribal Operations would fall under the CESQG program and can also be managed at Buckman Road.
- The Agency HHW contract with ACT has 'piggyback' language and also provides for event management services.



## Recycling

- Santa Fe has changed the recycling program and process to expand the materials that were acceptable as of July 2015.
- With the exception of glass, recycling carries no tip fee at BuRRT making it a cost savings for tribes and other haulers to use us.
- All recycling can be mixed together with no need to do any separation but glass.
- Recycling at the Agency is NOT constrained to Santa Fe borders.



**Keep me separate please!**



## E-Waste

- Costs for e-waste are increasing, most specifically with regard to TVs and Monitors.
- Agency accepts e-waste from residents, businesses and other government agencies.
- Currently in the process of re-bidding our e-waste contract to include pickup services.
- Current and future contracts have 'piggyback' language built in so that anyone can take advantage.



## Tires

- The Agency accepts tires from anyone and at a reasonable cost (\$2.00/passenger tires; \$6.00/oversized tires).
- Tires should be recycled because they could cause West Nile virus vectors, uncontrollable fires and don't do well in a landfill.
- We offer Santa Fe County residents two (2) free days EACH month for tire recycling where a total of 16 tires (8/day) are free.

## Education



- The Agency has an Outreach Coordinator staff who can create and assist with marketing.
- Provide the necessary parameters and I'll be happy to turn it around as something you can distribute to your folks.
- Also happy to come out to talk with leaders, businesses, etc. within the Tribe to help encourage partnership with the Agency.

## What's next???



- Talk with your local City, County or Solid Waste Agency to see if you can partner.
- Make sure that leadership understands that recycling does save money and put together a plan to leverage contracts to save you money.
- Keep assessing and reassessing your programs to make sure that changes and things you can take advantage of are being monitored.
- Don't forget....always ASK your partners how you can work together better!

## Contact Information

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