

# **NSFM CONFERENCE**

**May 5, 2022**

The future of

**Solid Waste Disposal**

In the towns of

**Amherst, Oxford**

and the

**Municipality of the County of Cumberland**

**Cumberland Mayor Murray Scott, CAO Greg Herrett, Kevin Latimer, Q.C.**

# Introduction

- Feb. 3, 2022 – CJSMA sells Cumberland Central Landfill to GFL Environmental Inc.
- First sale of operating landfill in Atlantic Canada.
- Why and how was deal done?



# Background

- Landfill located at Little Forks, Cumberland County.
- Owned and operated by CJSMA.
- Opened in 1970's.
- Services Amherst, Oxford and Cumberland County.
- Receives recyclables, compost, solids and septage.





## Why Consider a Sale ?

- By 2019 councils recognized they had an economic challenge.
- May be a better way to do it?
- Established Steering Committee to explore together.
- RFP to hire a lead negotiator.

## How Did It Come Together?

- Municipalities agreed to essential elements – the “Guiding Principles” – of any deal;
- What were fundamental principles?
  - Continuity of existing expertise;
  - Favourable long-term royalty and tipping fee;
  - Transfer of environmental responsibilities;
  - Optimizing the value of the facility;
  - And no sale without unanimous agreement by all three municipal councils.
- Not a fire sale – was about doing a deal on municipalities’ terms.

# Doing the Deal

- July 2020:
  - Issued RFP to test market for private owner/operator.
- August 2020:
  - Three private sector proposals.
- September 2020:
  - Chose GFL Environmental as preferred proponent.
- September 2020 – January 2021:
  - Negotiate Term Sheet / captures principal terms of deal.
- February 2021 – May 2021:
  - Negotiate and conclude sale agreements.
- June 2021 – January 2022:
  - Complete closing matters.
- February 2022:
  - Transaction closes.

## The Deal: Key Benefits

- Fair purchase price.
- Royalty streams.
- Employee retention.
- Transfer environmental stewardship.
- Future tipping fee certainty.
- Develop facility as regional hub for composting.



# General Comments

- Delivering better and more cost-effective services to our citizens a constant challenge.
- Guided by Guiding Principles throughout.
- Worked effectively through Steering Committee.
- Achieved our goals.
- Project resulted from thinking about other options for delivering a municipal service.
- Need to be open to doing things differently.

