



# Southeastern Public Service Authority

## Vendor Bid Financial Evaluation

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Board Briefing  
September 10, 2009

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# Background

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- MFSG hired on behalf of SPSA Board and Management to evaluate the vendor proposals
- SCS Engineers hired on behalf of Member Community CAO's to evaluate the vendor proposals.
- Both firms worked independently but used common data.
- The outcomes of both analysis are converging on same points (i.e. tipping fee and “best offer”).

# Bid Summary

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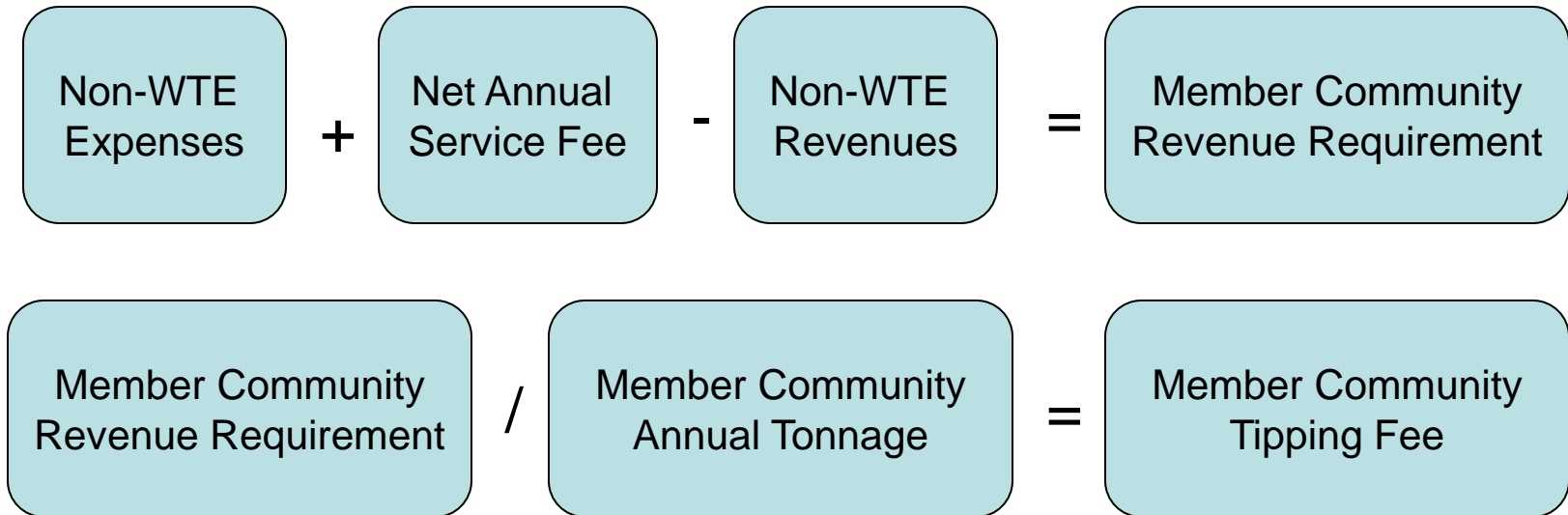
Financial Term	Wheelabrator Bid
Purchase Price	\$150,000,000
Annual Fee	\$18,000,000 (based on 500,000 tons at \$36/ton)

- Annual Fee to increase by \$2 per year from \$36 in initial year.
- Wheelabrator required to dispose of all non-processable waste at its own landfill.

# Member Community Tipping Fees - Approach

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Calculation of the Member Community Tipping Fees:



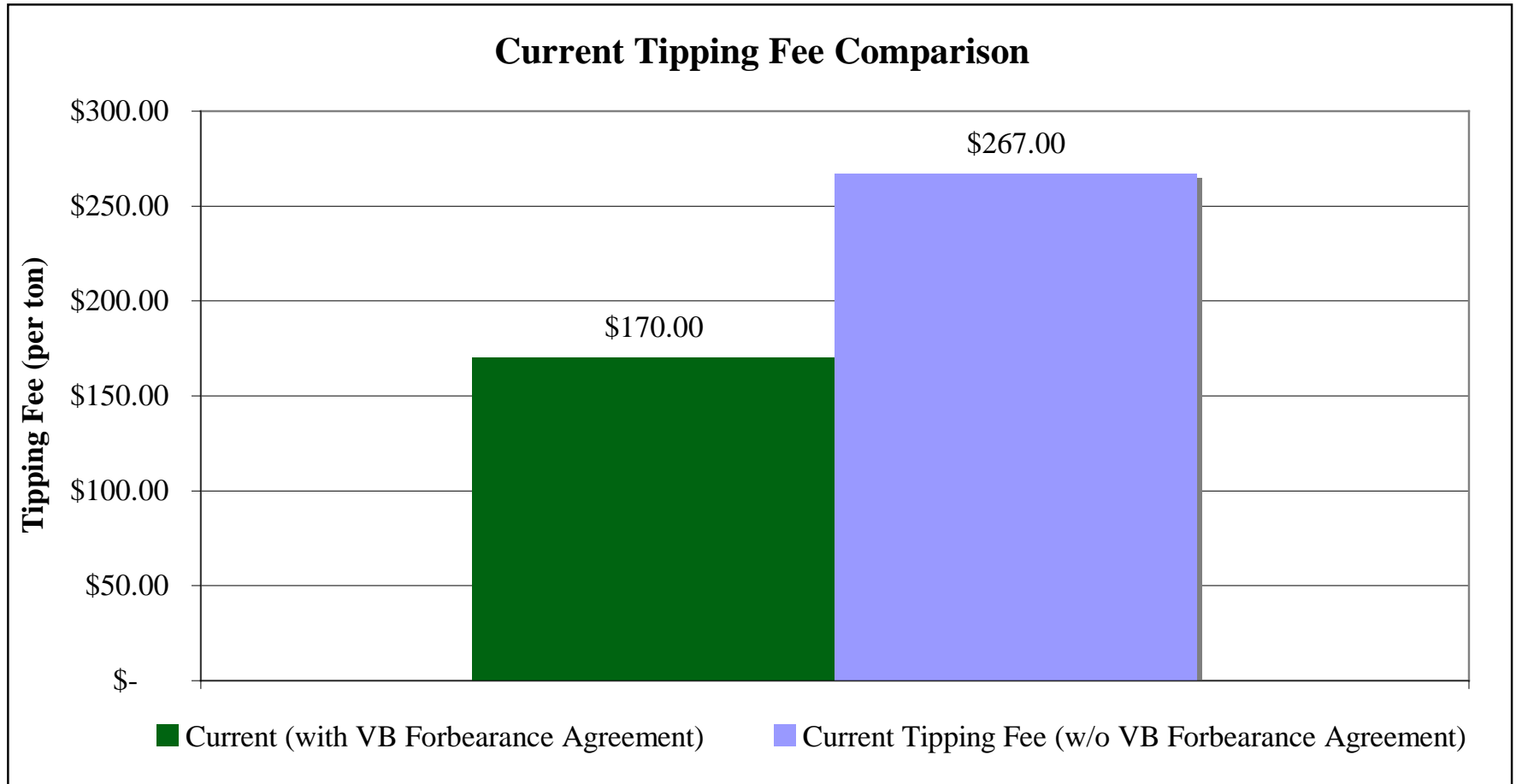
# Member Community Tipping Fee - Key Variables

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- Vendor Bids and resulting reductions in SPSA debt.
- Level of ongoing cash funded capital (including Cell VII)
- Reductions in budgets.
- Revenue reductions as result of sale.
- Annual service fee from Vendor.

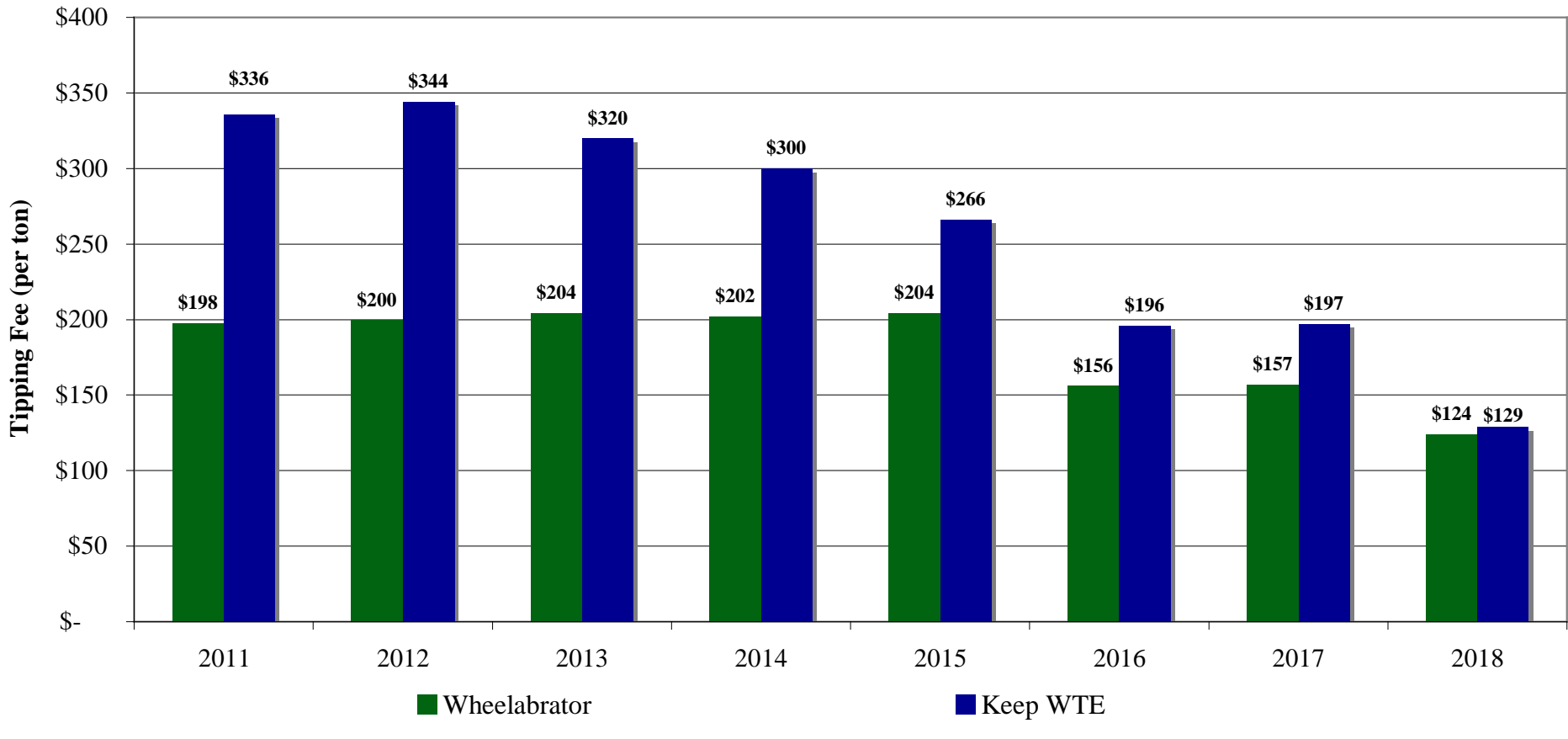
# Member Community Tipping Fee - Current

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# Member Community Tipping Fee - Forecast

## Projected Tipping Fee Comparisons



\*Assumes that Cell VII would not have to be constructed due to terms of Wheelabrator bid.

# Comments and Questions