

NEWGEN STRATEGIES AND SOLUTIONS, LLC

SETTING FAIR & SUSTAINABLE SOLID WASTE RATES

How data-driven planning supports reliable, equitable service delivery

Solid waste utilities face complex challenges in providing affordable, reliable, and sustainable collection, transfer, processing, or disposal services. At NewGen, we specialize in Cost of Service (COS) and Rate Design studies that support utilities in achieving financial stability while meeting stakeholder goals, and enhance existing utility programs and service offerings.

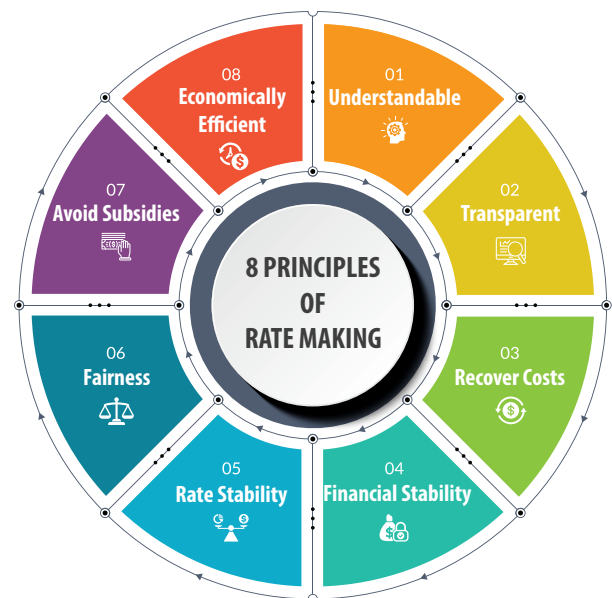


WHY A COST OF SERVICE & RATE DESIGN STUDY MATTERS

Municipal solid waste services are vital for maintaining public health and enhancing community livability. A COS and Rate Design Study provides municipal leaders with a clear framework for:

- Ensuring full cost recovery and financial stability.
- Equitable cost distribution among customer classes.
- Supporting accountability, transparency, and long-term planning.
- Aligning rates with sustainability and policy objectives.

This comprehensive approach helps communities modernize rates, prepare for growth, and enhance financial resilience, all while maintaining reliable and affordable services.



WHAT GOES INTO SETTING YOUR RATES?

At NewGen, we leverage our deep expertise in utility operations to provide customized cost-of-service and rate-making solutions. Our collaborative approach ensures that utility clients can meet both strategic goals and financial obligations, fostering reliable service and financial health.



Revenue Requirement

Calculating the revenue requirement involves identifying both recurring and non-recurring expenses. This process starts with a test year that reflects typical annual costs, including operations, debt service, and capital improvements. Forecasting also takes into account factors such as inflation, equipment needs, and staffing changes. This **helps determine how much revenue needs to be generated through rates to ensure continued service delivery and the long-term sustainability** of the utility.

Cost of Service

Fairly allocating costs among different customer classes **is essential for understanding the utilization and funding of solid waste services.** Our team employs industry-recognized methods to assign direct costs, such as those from residential or commercial collection, and allocates indirect costs based on proportional usage. By accurately assigning personnel, vehicles, and overhead to the appropriate service categories, we ensure that the rate structure is equitable, transparent, and directly linked to the delivery of services.

Rate Design

NewGen's rate design process is guided by eight core principles that ensure our rates are effective, fair, and easy to understand. Our **rates are structured to fully recover costs, maintain financial stability, and minimize sudden impacts on customers.** We make a conscious effort to avoid cross-subsidies among customers, support affordability goals, and promote the efficient use of resources. By aligning customer behavior with policy and utility needs, we aim to create durable and sustainable rate structures.

PLANNING FOR THE FUTURE

Smart rate design isn't just about today — it **prepares your utility for what's ahead.**

Forecasting Solid Waste Growth



Financially strong utilities can manage uncertainty and maintain service — even during economic shifts or regulatory changes.

WHY PARTNER WITH NEWGEN?

We're not just consultants — we're your strategic partner in sustainable utility service.

Solid Waste Specialists

30+ years of hands-on industry experience in operations, contracting, and planning

Trusted by Utilities Nationwide

3,000+ projects completed and 500+ clients served firmwide.

Advanced Tools, Proven Results

Dynamic financial models, big data analytics, and scenario planning tailored to your system.

Transparent & Defensible

We support community engagement and public trust with data-driven insights that stand up to scrutiny

Trusted Partner

Independent, objective, and client-focused, we deliver results that stand up to public inquiry and regulatory review.

WANT TO LEARN MORE?

PLEASE CONTACT US:

Allison Trulock

Managing Director - Solid Waste Practice
atrulock@newgenstrategies.net
(407) 247-2370

Seth Cunningham

Principal
scunningham@newgenstrategies.net
(512) 994-2165

**NewGen
Strategies & Solutions**

©NewGen Strategies and Solutions, LLC