

MEET IN THE MIDDLE:

How to Build Consensus



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MEET IN THE MIDDLE:

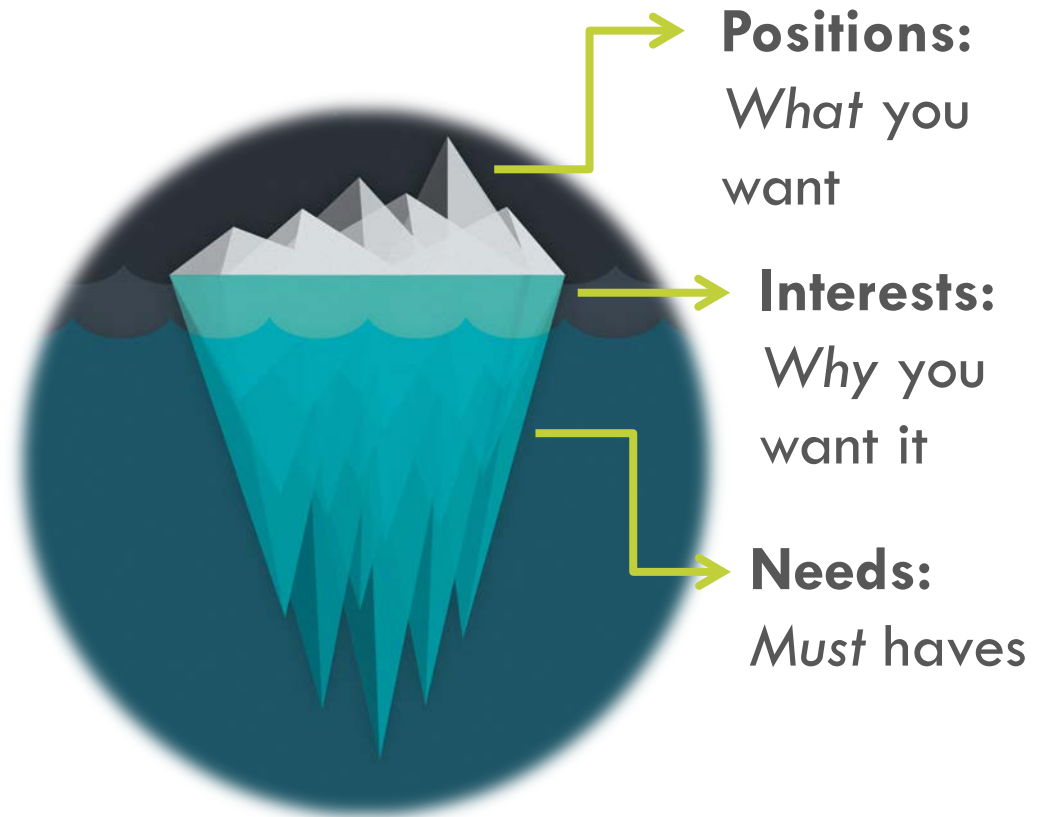
How to Build Consensus

- Start by telling your story
- It may take numerous attempts until understanding and consensus happens
- It's a process but know where you want to go



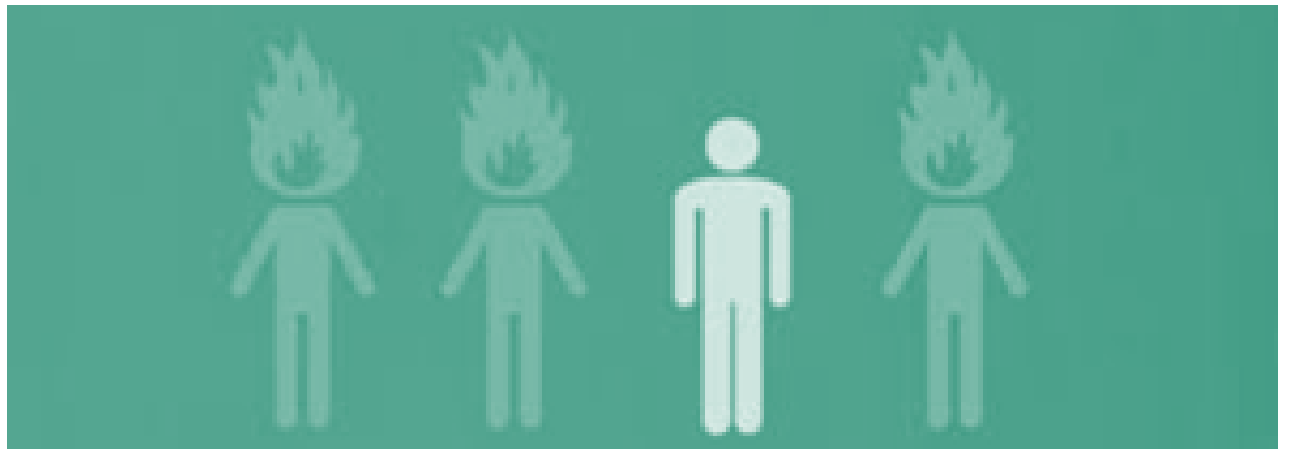
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*How to
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- Focus on your end goal not people or positions



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- In a tough consensus situation... keep emotions under control.



- Don't react... Let the other party let off steam... Keep your eye on the ultimate goal

MEET IN THE MIDDLE:

How to Build Consensus

- Communicate
- Keep the issue in front of the participants
- Actively listen and get to know the opposition to build a working relationship. Make it collaborative.



MEET IN THE MIDDLE:

How to Build Consensus

- Talk about your interests and the common interests of the group
- Commit to your interests
- Identify areas of agreement



MEET IN THE MIDDLE:

How to Build Consensus

- Look for options that work for all parties
- Search for mutual gains



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THE STORY

- Evaluating a change in solid waste management after 25 years.
- The evaluation process was written into our solid waste plan.

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- Be **transparent**, no matter how good or how bad the facts of the situation



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- Be **available**
- Our visibility in the community represents that we are intent on making a difference and we won't shy away from any difficulties

Medina County
Solid Waste
District



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- Smile, and remember, ***it's not personal***
- Each entity that's weighing in on solid waste and recycling interests are expressing their specific interests; it's our job to consider ways to merge those specific interests in Medina County and we are not a "one size fits all" solid waste solution

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- Know your stuff, and solicit assistance from technical experts (i.e. GT Environmental and Eastman & Smith)



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- **Be open** to both old and new technologies



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- For example, traditional curbside recycling is a known program with proven success and statistics that can be applied in making volume projections
- Mixed waste processing continues to be of interest to many in our community.

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- Gain a complete understanding of the current technologies and potential options. Many will try and sell you on the next best black box.
- Make sure you can kick the tires before you buy!



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- The key is to find a MWP that's self-sustaining, meaning:
 - It is profitable by the product it produces; and
 - It is not reliant upon a guaranteed term government contract absent a proven recovery rate (risk minimization)

MEDINA COUNTY *Process to Consensus*

- The ongoing story- how did Medina County's process to reach consensus work?



QUESTIONS?

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