

A Used Oil Consultant

What they can and can't do for you.

“What can _____ do for you?”

Caveats

1. Some consultants offer comprehensive services, some offer specific services.
 - a. PR and Media firms
 - b. Community & school outreach firms
 - c. Environmental engineering firms

Know what you want before selecting a firm.

2. Get referrals from other recycling coordinators.
3. Scope of work is set by the client.
 - a. “Turn-key” comprehensive contracts.
 - b. Limited single event or single task projects.

Caveats

4. Consultants are people.
 - a. Some are better than others, and you will like and work better with some than with others.

5. Cost is relative / Prices are negotiable.

6. With regard to Caveat #5 – You get what you pay for.
 - a. “The bitter taste of poor quality lingers long after the sweet taste of a bargain disappears.”

A Used Oil Consultant – Can / Should...

1. Provide expertise.

- a. Know what types of things are happening and how those types of projects can be applied successfully to your program.
- b. Knowledge of vendors and suppliers.

2. Provide creativity.

- a. Should be able to develop the best new and effective programs to meet your community's needs.

3. Staffing support.

- a. Should have sufficient staff to meet your needs – manpower for your events and outreach efforts.
- b. Contact point for your residents' calls as required.
- c. Available when needed.
- d. Bi-lingual / Multi-lingual staff resources.

A Used Oil Consultant – Can / Should...

4. Connect your program with other local resources; help establish regional groups.
 - a. What is their knowledge of your community and the regional area?
 - b. Connections with other communities' programs to help bring economies of scale.
5. Grant program knowledge.
 - a. Keep you up-to-date on changes, deadlines, opportunities.
6. Grant manager relationships.
 - a. Do they have a positive relationship with the CIWMB and the grant managers?

A Used Oil Consultant – Can / Should.

7. Handle program management and reporting.
 - a. Track program data for you – prepare required annual reports.
8. Help reduce internal municipality financial headaches (single PO).
 - a. Sufficient financial resources.
9. Help you analyze your used oil DIYer and HHW population and issues.
 - a. Knowledge of “typical” DYI’er.
 - b. Knows your community and the region.
10. Respects your Program.
 - a. A consultants job is to help your program succeed, not to advance their reputation.

A Used Oil Consultant – Can't / Won't

1. Read your mind or be a magician.
2. Work for free.
3. Become the grantee.
 - a. Be signature authority.
 - a. “unofficial” point of contact.
 - b. Receive grant funds directly.
 - c. Sign reports and forms.
4. Absolve you of your program’s responsibility to the Waste Board.

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