

M&A: Waste Management hires Sparkstone to procure proposals for landfill-based RNG facilities

2022-01-25

Mergers & Acquisitions Origination RFP

by Jon Berke

Waste Management has hired Sparkstone Capital Advisors to run an RFP process for renewable natural gas (RNG) or electricity projects at its landfill sites, said two sources familiar with the situation.

WM is seeking third-party biogas project developers to build, own and operate the projects at 14 of its landfills in the US.

The process calls for prospective developers to submit preliminary bids in February and final bids in March.

The landfill locations are in 10 states, including California and Georgia.

As has been documented, dairy-to-energy projects have gained better traction in the California LCFS market as they typically get lower RIN scores.

However, there have been plenty of platforms in the landfill-based RNG developer who look at other end markets for sources and uses.

[Vision RNG](#), backed by Vision Ridge Partners, is developing projects at Meridian Waste-owned landfills aimed at East Coast utilities and industrial multi-nationals using RNG to power their facilities. Vision RNG announced on January 25th that it hired Archea Energy's former RNG operations manager Jeremy Snyder for a [similar role at the company](#), amongst a slew of management changes.

Kinetrex Energy, a subsidiary of Kinder Morgan, are in the process of building three landfill based RNG facilities. The RNG generated by those plants will be sold pursuant to [long-term contracts](#) with Kinetrex's compressed renewable natural gas and liquefied renewable natural gas vehicle transportation customers in the Eastern part of the US.

Waste Management and Sparkstone did not return calls seeking comment.