



Ball Corporation

Ball Corporation Used Beverage Cans (UBC) Recycling Yield Grant Program

Request for Proposals (RFP)
October 2020

About the Used Beverage Container (UBC) Recycling Yield Grant Program from Ball Corporation

The UBC Recycling Yield Grant Program is a competitive RFP to support the optimization of equipment and technology at recycling facilities in order to maximize the recovery of aluminum broadly and used beverage containers (UBCs) specifically. As noted in the Can Manufacturers Institute's recent report¹, [up to 25% of UBCs entering Materials Recovery Facilities \(MRFs\) may be lost due to non-recovery, posing up to \\$300K in lost revenue annually](#) for MRF operators that rely on aluminum as their most profitable commodity. In addition, any loss of the world's most sustainable and recyclable beverage packaging prevents the aluminum can from maximizing its environmental advantage over plastics and other substrates. Our recent [Life Cycle Analysis \(LCA\)](#) found that as recycling rates increase, the carbon footprint of aluminum cans reduces faster than other beverage substrates such as glass bottles and PET bottles.

¹ June 23, 2020. Can Manufacturers Institute (CMI), "Aluminum Beverage Can: Driver of the U.S. Recycling System," Gersham, Brickner & Bratton, Inc. (GGB).

Through its new investment strategy, Ball Corporation—the largest manufacturer of aluminum beverage cans in the world—will provide funding to key business partners and our collective efforts along the aluminum can value chain to create even greater circularity for the can. In the last few years the world has seen a renewed concern that litter from packaging with limited recyclability is harming the planet. This has led to an urgent public debate about how to find sustainable packaging alternatives that move us toward a circular economy—one in which materials are not just used and thrown away, but are reused or recycled endlessly.

[In the U.S., the UBC recycling rate is just under 50%.](#) This figure is much better than for other beverage and personal care packaging materials, but it is still not good enough. If aluminum cans are to be a perfect fit for a circular economy, then the recycling rate needs to move closer toward 100%, which we believe is possible by 2030. While other packaging might face lack of infrastructure of recycling process, sorting issues or contamination sensitivities, once aluminum cans are collected, they are generally always recycled. In fact, they are the only packaging container that has a negative net overall cost of collection, sorting and recycling. Our research in various countries shows there is solid business case to invest in aluminum packaging sorting and recycling.

This UBC Recycling Yield Grant Program is our first investment project targeted at increasing the efficiency and effectiveness of recycling systems and infrastructure, and is one of many potential future opportunities to access capital and work closely with Ball Corporation. This particular grant program may also provide Ball Corporation with data to evaluate the potential for future wide-scale and transformative investments.

Summary of Applicant Requirements & Eligibility

Ball Corporation is interested in proposals for investment-ready projects, in which applicants have already conducted an audit, selected their desired intervention and equipment, and can make the case for how the proposed project will increase UBC recovery at their facility(ies).

Eligibility criteria include:

- Public, private, or non-profit Materials Recovery Facility (MRFs) operator for a U.S. location(s).
- Post-MRF or secondary processors, mixed waste, municipal solid waste facilities, etc., are also eligible.
- Applicants must agree to provide data on project results at a frequency and format determined by Ball Corporation; details of this to be negotiated and solidified upon grant award and contract discussions.
- External amplification of the project and business partnership with Ball Corporation including but not limited to a joint announcement, key messages, thought-leadership activity and creative assets.

Use of Funds

Funding is available for equipment investments that result in increased UBC recovery rates.

Grant funds may be used for:

- The purchase of new equipment to maximize UBC recovery, which could include but is not limited to: eddy current technology, robotic sorting technology, optical sorting technology, etc., as well as ancillary equipment such as conveyor systems, vibratory feeders, etc.
- Applicants may apply for more than one piece of equipment, and/or for more than one facility; however, all projects must be detailed in full in the RFP response.
- Equipment could be used for recyclables at MRFs or to recover aluminum from mixed waste, municipal solid waste, pre-incineration, etc.

Grant funds may not be used for:

- Installation and/or labor costs for any equipment
- Ongoing labor, service, or maintenance for any equipment
- Personnel/staff costs
- Land or building purchases
- Marketing or communication expenses
- Other vendor or contractor costs
- For equipment where the collection and capture of aluminum UBCs is not the main priority.

Note that there is no cap on the award amount for any project or for any individual applicant; however, Ball Corporation reserves the right to adjust the maximum of any project and in any final award.

In addition, if you do not have an investment-ready project(s) but are interested in an external audit to determine your equipment needs, and/or if you have any ideas for how Ball Corporation can support your organization, please contact us (see RFP Questions & Submission section below for contact information).

Required Proposal Format & RFP Submittal

Ball Corporation will accept proposals up to the application deadline of November 20, 2020. Applicants must submit proposals using the format as detailed below; no other application format will be accepted.

Overall parameters: Word or PDF format, with 1" margins all around, single-spaced, and in 12-point font.

Section 1. Applicant information

Please include the following information:

- A. Business name, parent company (if applicable), and applicant facility address
- B. Key contact and proposed project manager (name, title, contact information)
- C. Alternative contact for the project (name, title, contact information)

Section 2. Project Overview

Not to exceed four (4) pages for a single facility or equipment request, or not to exceed six (6) pages for two or more facility or equipment requests.

Please address the following key questions in your response:

- A. Detail your facility(ies). What is your coverage area, including community and households served numbers, facility size, total tonnage processed and UBC volume processed, etc.
- B. Detail your current processes and technologies for aluminum recovery at the proposed facility(ies), including information about sieving equipment and the different streams.
- C. Detail your proposed equipment investment, including the equipment you have selected and why, how and where in the facility it will be deployed and why, and how this new equipment will interact in the facility(ies) and any potential disruptions or potential additional benefits as result.
- D. Detail the anticipated results of your proposed investment and any data to support your assumptions of additional UBC recovery. Note that this is key criteria for selection. If

your selected equipment will also increase the recovery of other commodities, please include which materials and how the anticipated increases of all materials compare.

- E. Explain the aluminum packaging the investment will be targeting, such as only cans, aerosols, caps, bottles, etc., and the targeted selling points (refiner, direct to remelter, etc.).
- F. Detail your data collection and reporting recommendation/approach, including your experience in such a process. Note that final data reporting details will be negotiated with awarded applicants.
- G. Detail your organization's previous experience in making facility upgrades to meet recovery optimization goals, on an aggressive timeline, and/or with an outside partner. If applicable, also detail the experience of the selected facility's experience (if different).
- H. Detail your organization's current sustainability commitments and priorities including other sustainability or recycling partnerships.

Section 3. Specific Considerations

Please identify and add any detail to all potential arrangements you would consider as part of a future agreement and contract with Ball Corporation. Note that Ball Corporation will not eliminate applicants based on this answer, but rather is interested in gauging the interest in these potential ideas:

- Revenue-sharing for increased recovery yield
- Selling aluminum scrap into Ball Corporation's supply chain
- Right of first refusal for sale of scrap to Ball Corporation
- Other

For any of the above you would consider, please propose your initial ideas on how such an arrangement could work for your proposed project(s).

Section 4. Budget

Applicants must provide the following completed budget template, as well as a budget narrative that outlines all project expenditures, other funding sources and these stakeholder relationships in detail, as well as return-on-investment (ROI) assumptions. Please provide the budget in the following format:

Project Component Expenditure (equipment cost, installation cost, related personnel and labor costs, other contractor costs, etc.)	Total Cost	Amount Requested Funding from Ball	Amount Applicant Funding	Amount Other Funding Source*
Project Component #1				
Project Component #2 (and as many additional rows as needed to detail full project budget)				

*Detail the other funding source(s) in the budget narrative accompanying the budget in this section of the application.

Section 5. Timeline

Note that through this grant program, Ball Corporation is seeking investment-ready projects and those that can be executed and operationalized within one-to-two (1-2) months of the finalized grant agreement. Please detail the forecasted dates for key milestones of the project's implementation. Note that details for the project's data collection and reporting will be determined in the grant agreement negotiation for selected applicants; thus, a timeline beyond equipment operationalization is not required in the RFP response.

Section 6. Attachments

Required attachments include:

- A. Documentation of internal or external audit that identifies the UBC loss associated with this project request(s)
- B. Quote(s) from vendors for proposed equipment selected for this project(s)
- C. Optional: a cover letter detailing other information the applicant identifies as valuable but not covered in the Required Proposal Format section.

Please do not submit any additional attachments unless otherwise permitted by Ball Corporation.

RFP Questions & Submission

Please direct questions and submit materials to Christy Bergman, Ball Corporation:

clbergman@ball.com

Note that each applicant will be notified upon application receipt via an email response to the original submission source email account unless otherwise requested by the applicant.

Selection Criteria and Grant Awards

This is a competitive process. Final decisions on proposal funding is subject to the goals and objectives of Ball Corporation. Ball Corporation will factor in the thoroughness and relevance of the application response, and ultimately, Ball Corporation will select applicants and projects in its sole discretion that demonstrate:

- Adherence with all eligibility criteria as outlined (see Summary of Applicant Requirements & Eligibility section)
- Data-driven case for how this project will result in additional UBC recovery at selected facility(ies). The rate of additional UBC recovery potential will be a factor
- Investment-readiness and can be implemented on the timeline as outlined (see Application Process & RFP Submittal, Section 4. Timeline)
- Ability to deliver robust data on project's implementation and goal of increasing UBC recovery
- Potential to evaluate this project(s) for future wide-scale and transformative investments to increase the U.S. UBC recovery rate. Note that projects may be chosen in conjunction with others for a diversified and varied pilot to inform future investments
- Overall ability of applicant to successfully execute on all project goals.

Applicants selected to receive grant funding will be notified via an award letter from Ball Corporation. A grant agreement process will follow. Upon final agreement, grant funds will be distributed by Ball Corporation. During the grant agreement process, Ball Corporation may work with the applicant to adjust and revise the project details; all changes must be jointly accepted and incorporated into the final contract, which will supersede the RFP process and all prior discussions and documents.

Key Dates

- RFP released: October 22, 2020
- Applications accepted: October 22, 2020 through due date on December 1, 2020
- Applications reviewed, selected/not selected announcement and initial conversations with selected applicants: by December 22, 2020
- Final selection, grant agreements and disbursement of grant funds: through early 2021
- Incremental evaluation and data collection: to be determined and dependent on individual awards and contracts; however, all awardees will be asked to participate in follow-up data collection and evaluation for one full calendar year.

Confidentiality

This RFP, including any associated documentation and any related information that is subsequently disclosed by Ball Corporation, or any affiliate of Ball Corporation (together “Ball”), during the evaluation process contains information that Ball considers confidential, sensitive or proprietary. The recipient agrees that it shall use reasonable precautions in accordance with its established procedures to keep such information confidential.

Disclaimer

This RFP and any associated documentation is a solicitation of proposals for investment-ready projects bids only. Neither the issuance of this RFP nor the submission of a responsive proposal shall be binding on Ball. Ball reserves the right to accept or reject any or all proposals or to cancel this RFP at its discretion. No binding agreement shall exist in relation to this RFP until a definitive agreement has been agreed and executed by both Ball and the submitting party. Ball will not be liable under any circumstances for any expenses incurred by any party in responding to, or otherwise connected with, this RFP.

Forward-Looking Statements

This RFP and any associated documentation may contain certain forward-looking statements regarding Ball and its financial condition as customarily prepared by Ball for internal use. All of these statements are based on estimates and assumptions prepared by Ball that, although we believe to be reasonable, are inherently uncertain. These statements involve risks and uncertainties, including, but not limited to, economic, competitive, governmental and technological factors outside of Ball’s control, that may cause our business, industry, strategy or actual results to differ materially. Ball undertakes no obligation to update or revise any of the forward looking statements contained herein, whether as a result of new information, future events or otherwise.

About Ball Corporation

[Ball Corporation](#) is a global leader in supplying innovative, sustainable aluminum packaging solutions for beverage, personal care and household products customers, as well as aerospace and other technologies and services primarily for the U.S. government. Ball Corporation and its subsidiaries employ more than 18,300 people worldwide and reported 2019 net sales of \$11.5 billion. More detail on Ball’s Sustainability leadership can be found in [Ball Corporation’s 2020 Sustainability Report](#) and [Real Circularity microsite](#).