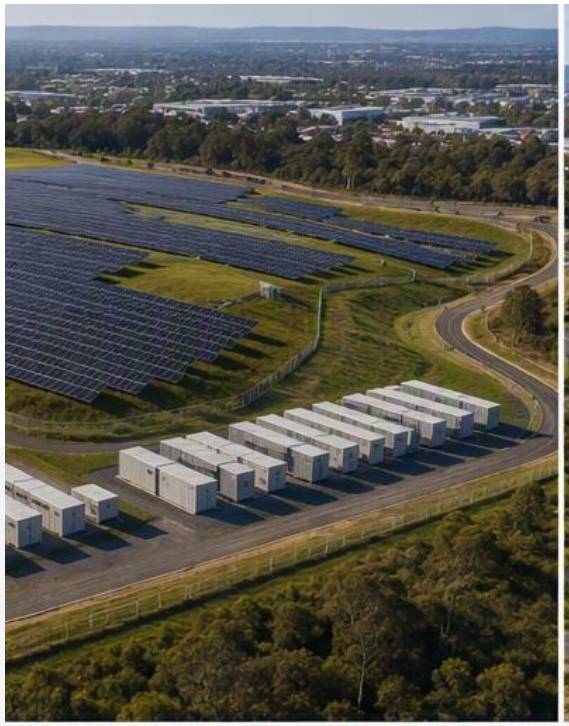






From Airspace to Asset

Balancing landfill capacity with future land value

Briony Muller | Senversa
2026 Australian Landfill & Transfer Stations Conference

Quality | Employee Ownership | Mastery | Staff Centricity | Teaming | Impact

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THIS IS A PRO-LANDFILL PRESENTATION

From Airspace to Asset

Are we maximising waste volume, or the lifetime value of the land?



Disclaimers

- Airspace and maximising filling opportunity is still a priority
- AI imagery has been used a visual tool
- This is one of two airspace presentations we are speaking to today
- This is not financial advice

TODAY'S CHEAP FRINGE CAN BE TOMORROW'S STRATEGIC ASSEST

Land value over time



Planned on low-value land

Operated through urban growth

Closed in a different market

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Post revenue streams and the whole of life revenue model

Traditional Model

Operating revenue
airspace + recovery

– Capital + operating cost
design + delivery

– Post-closure cost
care + obligations

Revenue stops. Costs and obligations continue.

Asset Model

Operating revenue
airspace + recovery

– Capital + operating cost
design + delivery

– Post-closure cost
care + obligations

+ Post-closure revenue
rent + energy + retained uses

Closure starts a new revenue phase.

The finished surface can help fund its own stewardship

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Marginal Airspace vs Future Revenue

Airspace Optimised

- More disposal revenue
- Maximum Capacity
- Limited future options

Revenue stops. Costs and obligations continue.

Option Preserving – Asset Model

- Marginally lower disposal revenue
- Retain developable platforms
- Supports future energy, resource recovery, industrial uses
- Creates future revenue opportunities

Closure starts a new revenue phase.

Option preserving may be more profitable than marginal airspace

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Design a portfolio of post-closure uses across the site



Reality

Long closed



Operating



It's not too late to realise opportunity

Long closed



Opportunity:
recreation, sporting fields, light structures, solar farms, other compatible uses

Assess what is now possible

- Land values have increased making development options viable
- Settlement may be more mature
- Legacy controls and residual gas / leachate risks are site-specific
- Use risk assessment and targeted mitigation to enable suitable uses

It's not too late to realise opportunity

Operating



Opportunity:
resource recovery, transfer, organics, energy and supporting operations

Use the land that can't be filled

- Keep active disposal areas protected
- Consider strategic filling
- Protect access and service corridors
- Identify non-fill land, buffers and early-release areas
- Consider staging
- Co-locate complementary infrastructure while access and approvals exist
- Option to keep treating the waste at the site once the landfill is closed

Protect the future development

Buffers

Protect the landfill form encroachment of incompatible land uses not just for operational life but for post closure timeframes as well

Ensure potential land uses are permitted

Allows for compatible land use during operations and closure: resource recovery, waste to energy

Adapting the land use potential over time

Potential land uses on day of closure may be very different to 30 years post closure

Maximising future value development needs Planning and Regulatory support

Design the post-closure revenue phase

Are we maximising waste volume, or the lifetime value of the land?



- **Post-closure revenue can fund help fund post closure obligations**
- **Compare marginal airspace value with future revenue and option value lost.**
- **Protect the development envelope (platforms, access, service corridors) and buffers**
- **Consider a portfolio of compatible land uses**

Thank you – on behalf of the team who do amazing work in this space



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