



DATE: March 10, 2026
TO: Ted Henry, City Manger
FROM: Bel Aire City Council
SUBJECT: Solid Waste and Recycling Service Agreement Renewal

UAC Recommendation

The following staff report was presented to the Utility Advisory Committee (UAC) at its March 11th meeting. The UAC agreed with the staff recommendation outlined below.

Background

The City's generally requires the use of a Request for Proposals (RFP) process for major service contracts. In 2016, the City entered into an agreement with Waste Connections to provide residential trash and recycling services, and Waste Connections has provided those services since that time.

The City recently received a letter from Waste Connections outlining updated contract terms and pricing adjustments, and expressing interest in renewing or extending the current agreement.

The City Council must determine whether to:

- Conduct a new RFP for solid waste and recycling services, or
- Negotiate a contract extension with the current provider.

Industry Context

The solid waste industry operates differently than many other municipal services due to the importance of disposal infrastructure, particularly landfills and transfer stations.

Waste Connections operates major disposal infrastructure serving the Wichita metropolitan area. Disposal and tipping fees represent a large portion of the overall cost of providing trash collection services. Companies that own or control regional transfer stations or landfills have a significant competitive advantage because competing haulers must typically pay disposal fees to those same facilities.

Because of this structure, competition for municipal trash service contracts is often limited, and many municipalities elect to negotiate contract extensions with their current provider rather than conducting frequent RFP processes.

Regional Practices

Several communities in the Wichita metropolitan area utilize Waste Connections as their primary trash or recycling service provider, often through long-term agreements or negotiated arrangements.

Examples include:

- City of Derby – utilizes Waste Connections to provide residential trash and recycling services through a municipal contract.
- City of Park City – contracts with Waste Connections to provide residential solid waste collection services.
- City of Valley Center – also utilizes Waste Connections for residential trash and recycling services. es.
- City of Andover – utilizes Waste Connections as the preferred residential hauler and recycling processor for the

community.

These examples demonstrate that long-term contractual relationships with Waste Connections are common throughout the Wichita area, largely due to the company's regional infrastructure and service capacity.

Operational Considerations

Another important factor is the physical infrastructure associated with residential trash service.

Waste Connections currently provides trash and recycling carts to Bel Aire residents. If the City were to select a different hauler through an RFP process, the following operational impacts would occur:

- Existing trash and recycling carts would need to be collected from residents throughout the city.
- A new provider would then need to deliver replacement carts to every residence.
- Residents would need to adjust to new collection schedules and service procedures.
- Customer service complaints and missed collections often increase during provider transitions.

Given the number of households in Bel Aire, this transition could involve the collection and redistribution of thousands of trash and recycling carts, creating a significant logistical challenge and potential disruption for residents.

Staff Recommendation

Staff recommends that the City Council authorize the City Manager to negotiate a new or extended agreement with Waste Connections for residential solid waste and recycling services.

Due to the structure of the regional solid waste industry, the company's ownership and operation of key disposal infrastructure, the practices of neighboring communities, and the logistical challenges associated with changing providers, staff believes negotiating directly with the existing provider represents a practical approach.

Staff will work to ensure any proposed agreement includes:

- Competitive and transparent pricing
- Clearly defined service standards
- Performance expectations and customer service requirements
- Appropriate contract duration and renewal provisions

Any negotiated agreement will be brought back to the City Council for formal approval.