

# Solid Waste and Recycling Contract

CITY COUNCIL

**JANUARY 6, 2025** 



# Background

- •May 2024: staff presented options to City Council for implementing street maintenance and storm water utility fees.
  - Staff also recommended budgeting for a consultant to evaluate the City's garbage service and recycling collection program to explore a Requests for Proposal (RFP) to offset fee for potential street and stormwater fees, reduce costs, maintain service levels, and consider options like once-a-week poly cart garbage collection. Additionally, wanted to explore franchising the commercial market to one vendor.
  - City Council gave to consensus to move forward with this option.
- •July 2024: City hired Solid Waste Specialists (SWS) to help with price negotiations and contractual amendments with Waste Connections.
- •September 2024: SWS and City engaged Waste Connections to present an RFP-style contract amendment proposal with multiple service options for review.
- •November 2024: Waste Connections submitted a proposal with multiple service options.

# Solid Waste Specialists

- •Founded seven years ago to assist municipal and county governments with solid waste and recycling procurement.
- •Mission: Deliver cost-effective, focused services using "behind-the-scenes" industry expertise.

### •Leadership:

- R.L. (Lynn) Lantrip: 39 years in government contracting across 14 southern states; supervised a team of 63 professionals.
- Richard Rozier: Former Mayor of DeSoto; active in Waxahachie; current Tax Assessor-Collector for Ellis County.

#### Clients Served:

- **Texas Cities:** Highland Park, Highland Village, The Woodlands, Tomball, Pearland, Dayton, Henderson, Waxahachie, Fairview, El Campo, North Richland Hills, Mineral Wells, Bastrop, Baytown, Paris, Nolanville, Manor, Cibolo.
- Other U.S. Cities: Columbia County (AR), Springdale (AR), Claremore (OK).

## **Current Service**

Solid Waste	Recycling	Small Brush	Brush and Bulk
2 x per week in bags	1 x per week in 64-gallon cart	1 x per week	1 x per month

Waste Connections current contract expires September 30, 2029

Current Rate being charged by Contractor is \$20.49

## Procurement Process

### •Objectives:

- Insert desired changes to the current agreement using the recent Second Amendment as a template.
- Review proposed pricing for Residential Collection under different options.
- Explore the potential benefits of closing the open market and awarding all Commercial and Roll-Off services to a single vendor.

## Procurement Process – Continued

- •In exchange for adding two years to the current contract (expiration date from 2029 to 2031), the changes to the contract (regardless of which option is selected) will include:
  - Future Rate Increases
    - Tied to the Garbage and Trash Index with a 5% cap on annual increases.
  - Liquidated Damage Clause
    - Defines penalties for non-performance or failure to meet contract terms.
  - Unusual Accumulations Collection
    - Address handling of excess waste at residence.
  - Household Hazardous Waste Collection can be added to any collection option selected
    - Option to add service to \$1.00 per home/month (all homes billed)

## Procurement Process – Continued

### Informal RFP Overview:

- Three Collection Options for Home Collection, with varying rate structures.
- Rates with No change in Commercial Market pricing, and;
- Rates with a Commercial and Roll-Off accounts consolidated and awarded to a single vendor, Waste Connections.

## Residential Rate Components

For each residential rate, these are the components:

<ul> <li>Rate paid to the Contractor</li> </ul>	\$20.49
+	
<ul> <li>Administrative Overhead Fee of</li> </ul>	\$ 1.10
<ul> <li>Litter Abatement Fee</li> </ul>	\$ 1.00
<ul><li>Franchise Fee (8%)</li></ul>	\$ 1.64
Total	\$ 24.23

• In the following slides, the rates shown will reflect the rate charged by the Contractor followed by the final rate to be charged to the Resident.

## Residential Rate with Open Commercial Market

Option	Solid Waste	Recycling	Small Brush	Brush and Bulk
<b>1)</b> \$20.49 to WC	2 x per week in bags	1 x per week in 64- gallon cart	1 x per week	1 x per month
Total \$24.23	Current Service	Current Service	Current Service	Current Service
<b>2)</b> \$25.61 to WC	2 x per week in 95- gallon cart	1 x per week in 64- gallon cart	1 x per week	1 x per month
Total \$29.76				
<b>3)</b> \$18.65 to WC	1 x per week in 95- gallon cart	1 x per week in 95- gallon cart	1 x per week	1 x per month
Total \$22.24				

For any Option, Household Hazardous Waste Home Collection can be added for \$1.00 per month per home.

### Residential Rate with Closed Commercial Market

Option	Solid Waste	Recycling	Small Brush	Brush and Bulk
<b>1)</b> \$19.47 to WC	2 x per week in bags	1 x per week in 64- gallon cart	1 x per week	1 x per month
Total \$23.13	Current Service	Current Service	Current Service	Current Service
<b>2)</b> \$17.31 to WC	2 x per week in 95- gallon cart	1 x per week in 64- gallon cart	1 x per week	1 x per month
Total \$20.79				
<b>3)</b> \$13.52 to WC	1 x per week in 95- gallon cart	1 x per week in 95- gallon cart	1 x per week	1 x per month
Total \$16.70				

For any Option, Household Hazardous Waste Home Collection can be added for \$1.00 per month per home.

## Option Rate Comparison

Open Commercial	Closed Commercial
<b>\$24.23</b> 2 x per we	<b>\$23.13</b> eek in bags
<b>\$29.76</b> 2 x per week in	<b>\$20.79</b> n 95-gallon cart
<b>\$22.24</b> 1 x per week	<b>\$16.70</b> in 95-gallon cart
For all Cart Options additional carts are \$7.00 per month	For ANY option <u>downtown small</u> <u>business</u> rates remain at \$31.50 for one cart; adding \$10 for an extra cart

# Determining Competitive Rates to Close the Commercial Market

SWS prepared a table of rates from recent contracts and determined an average price per container for each collection frequency.

City	Vendor	<u>Year</u>
Highland Village	Republic	2023
Waxahachie	<b>Waste Connections</b>	2020
Mineral Wells	Frontier	2022
North Richland Hills	Republic	2021
Mansfield	Frontier	2023
Keller	CWD	2022

The rates were increased by 5% per year through 2026 and averaged together to produce a competitive rate sheet.

# Determining Competitive Rates to Close the Commercial Market

#### Price Sheet of combined rates (Average of the rates of aforementioned cites ) Weekly collection frequency Container size 3 2 4 5 6 \$ 168 \$ 221 \$ 309 \$ 380 \$ 461 \$ 91 \$ 115 \$ 199 \$ 370 \$ 469 \$ 579 \$ 281 \$ 420 \$ 705 \$ 138 \$ 235 \$ 337 \$ 546 \$ 179 \$ 318 \$ 547 \$ 886 \$ 457 \$ 710 6 \$ 210 \$ 372 \$ 673 \$ 996 \$ 534 \$ 827 8

Source: SWS study of the rates of seven cities in the prior slide

# Determining Competitive Rates to Close the Commercial Market

### Price Sheet of combined rates

(Average of the rates of aforementioned cites)

#### Weekly collection frequency

Container size	1	2	3	4	5	6	
2	\$91	\$168	\$221	\$309	\$380	\$461	
3	\$115	\$199	\$281	\$370	\$469	\$579	
4	\$138	\$235	\$337	\$420	\$546	\$705	
6	\$179	\$318	\$457	\$547	\$710	\$886	
8	\$210	\$372	\$534	\$673	\$827	\$996	

# WC Proposed Rates effective 1/1/2026

		Weekl	y collec	tion frec	luency	
Container size	1	2	3	4	5	6
2	\$86	\$129	\$175	\$218	\$273	\$341
3	\$111	\$195	\$263	\$329	\$411	\$513
4	\$141	\$247	\$334	\$417	\$521	\$652
6	\$176	\$308	\$416	\$520	\$650	\$813
8	\$211	\$369	\$499	\$623	\$779	\$974

# Roll Off Pricing

	Burl	eson		]	Euless	S			Cleb	urne			Kella	r			Mans	field			NRH		
	Rent	Haul	per ton		Rent	Haul	per ton		Rent	Haul	per ton		Rent	Haul	per ton		Rent	Haul	per ton		Rent	Haul	per ton
20 yard	150	350	40	20 yard	298	507	incl	20 yard	184	354	incl	20 yard	283	410	66*	20 yard	161	484	incl	20 yard	285	373	30
30 yard	150	550	40	30 yard	298	606	incl	30 yard	184	477	incl	30 yard	283	555	66*	30 yard	161	581	incl	30 yard	285	475	30
40 yard	150	625	40	40 yard	298	694	incl	40 yard	184	575	incl	40 yard	283	613	66*	40 yard	161	678	incl	40 yard	285	565	30
													*over 2 to	ns									
	Roll-0	Off - Co	mpact	or	Roll-Off - Compacto		mpactor	or Roll-Off - Co		off - Co	mpactor	•	Roll-C	ff - Co	mpactor	•	Roll-O	ff - Coi	npactor	r	Roll-O	ff - Coı	mpactor
	Rent	Haul	per ton		Rent	Haul	per ton		Rent	Haul	per ton		Rent	Haul	per ton		Rent	Haul	per ton		Rent	Haul	per ton
30 yd	250	650	45	30 yd	neg	788	incl	30 yd	variable	619	incl	30 yd	variable	732	66*	30 yd	variable	785	incl	30 yd	variable	529	33
35 yd	250	675	45	35 yd	neg	874	incl	35 yd	variable	619	incl	35 yd	variable	766	66*	35 yd	variable	833	incl	35 yd	variable	602	33
40 yd	250	700	45	40 yd	neg	960	incl	40 yd	variable	773	incl	40 yd	variable	797	66*	40 yd	variable	775	incl	40 yd	variable	675	33
													*over 2 to	ns									

# Roll Off Pricing

Dui	Burleson			Waxahachie Ceda			dar H	dar Hill Aı			Arlington			(	Coppel		Coppel		Grand Prairie			
Rent	t Haul	per ton		Rent	Haul	per ton		Rent	Haul	per ton		Rent	Haul	per ton		Rent	Haul	per ton		Rent	Haul	per ton
20 yard 150	350	40	20 yard	161	321	inc	20 yard	210	368	incl	20 yard	175	271	36	20 yard	195	361	incl	20 yard	180	198	49
30 yard 150	550	40	30 yard	161	413	inc	30 yard	210	449	incl	30 yard	200	271	36	30 yard	195	414	incl	30 yard	225	198	49
40 yard 150	625	40	40 yard	161	470	inc	40 yard	210	501	incl	40 yard	244	271	36	40 yard	195	525	incl	40 yard	276	198	49
Roll-	l-Off - Co	ompact	or	Roll-Off - Compactor		Roll-Off - Compac		npactor		Roll-C	Off - Co	mpactor	•	Roll-C	ff - Cor	mpactor		Roll-O	ff - Coi	mpactor		
Rent	t Haul	per ton		Rent	Haul	per ton		Rent	Haul	per ton		Rent	Haul	per ton		Rent	Haul	per ton		Rent	Haul	per ton
30 yd 250	650	45	30 yd	variable	460	incl	30 yd	628	460	incl	30 yd	neg	375	36	30 yd	521	523	incl	30 yd	neg	198	49
35 yd 250	675	45	35 yd	variable	515	incl	35 yd	628	471	incl	35 yd	neg	375	36	35 yd	521	548	incl	35 yd	n/a	n/a	n/a
40 yd 250	700	45	40 yd	variable	537	incl	40 yd	628	567	incl	40 yd	neg	375	36	40 yd	521	613	incl	40 yd	neg	198	49

# Considering Carts to replace bag collection

The proposed garbage cart system aims to improve waste management with the following key features:

- **1.Garbage Containment**: The 95-gallon carts hold up to 7 kitchen bags, <u>reducing litter</u>, <u>preventing animals from tearing bags</u>, and <u>minimizing windblown waste</u>.
- **2.Easy-to-Move Carts**: Designed for easy tipping and movement, eliminating the need for heavy lifting.
- **3.Extra Carts Available**: Residents can request additional carts if needed, offering flexibility for larger households.
- **4.Curbside Assistance**: Available for eligible residents (e.g., seniors or those with disabilities) who have difficulty placing carts at the curb.

This system improves cleanliness, convenience, and accessibility for all residents.

# Advantages of a closed Commercial Market from the City's perspective

- <u>Consistent rates for all businesses:</u> As the City Contract will set the baseline and eliminate the addition of other fees for commercial collection rates, and then control when future rate increases will occur.
- Less wear and tear on streets: By having one vendor pick up all commercial solid waste.
- Appearance of Containers controlled by contract: Graffiti repainting and periodic change-outs of the containers is controlled by contract any not by the vendor (wet garbage containers must be changed out every 2 ½ years).
- Single point of contact: For the City to ensure peak service level is maintained.

# Service Comparison to North Texas Cities

<u>City</u>	<u>Garbage</u>	<b>Commercial</b>
Highland Village	1 x wk cart	Closed
Addison	1 x wk cart	Closed
Allen	1 x wk cart	Closed
Cedar Hill	1 x wk cart	Closed
Fairview	1 x wk cart	Closed
Fate	1 x wk cart	Closed
Heath	1 x wk cart	Open
Kyle	1 x wk cart	Closed
McKinney	1 x wk cart	Closed
Murphy	1 x wk cart	Closed
Rockwall	1 x wk cart	Closed
Rowlett	1 x wk cart	Closed
Royce City	1 x wk cart	Closed
Sachse	1 x wk cart	Closed
Seagoville	1 x wk cart	Closed
Wylie	1 x wk cart	Closed
Balch Springs	2 x wk cart	Closed
Burleson	2 x wk bags	Open
Highland Park	2 x wk bags	Open
Keller	2 x wk bags	Closed
Mineral Wells	2 x wk bags	Closed
North Richland Hills	2 x wk bags	Closed
Sunnyvale	2 x wk bags	Closed

# Solid Waste Rates Comparison Cities

	Burleson	Euless	NRH	Grand Prairie	Mansfield	Keller	Fort Worth	Arlington	Cedar Hill	Cleburne
Rates	\$24.23*	\$25.43	\$19.39	\$19.07	\$17.78	\$18.62	\$22.75	\$19.19	\$18.24	\$16.80
Frequency	Twice Weekly	Twice Weekly	Twice Weekly	Twice Weekly	Twice Weekly	Twice Weekly	Once Weekly	Once weekly	Once weekly	Once Weekly
Carts/Bags	Either	Either	Either	Bags	Either	Either	Cart Only	Cart Only	Cart Only	Cart Only
Commercial (Open or Closed)	Open	Closed	Closed	Closed	Closed	Closed	Open	Closed	Closed	Closed

# Advantage of At-Home Household Hazardous Waste Program

- The City of Burleson currently offers an annual HHW event and a disposal location with the City of Fort Worth. (Annual cost of \$45,000).
  - The annual HHW event cannot meet current demand (City turns people away).
  - Residents have option to drive to the Fort Worth location to disposes of these items.
- WC is proposing to use a TCEQ approved sub-contractor and will offer a rate of \$1.00 per home per month (all homes will be billed regardless of participation), which is a VERY competitive rate for this service (annual cost of \$193,000).
  - By providing a **more convenient solution** to residents for household hazardous waste collection, this program will increase the participation, and the volume collected, of these materials- most of which have been stored in the garage for an average of five years.
  - The vast majority of the items collected will be reused or recycled. Each home can schedule one collection per month.
  - Reduces the potential of residents deposing of these items in regular trash collection.

# Advantage of At-Home Household Hazardous Waste Program - Continued

### Items accepted include:

- Used motor oil and used cooking oil (screw top lid)
- Batteries of all kinds
- Paint of all kinds
- Light bulbs of all kinds
- Household cleaners
- Aerosol cans
- Automotive fluids and fuels
- Lawn and garden items including fertilizer, pesticides and weed killers
- Pool chemicals and additives
- Vanishes, strippers, turpentine and stains
- Glues and epoxies

**Note:** This service is available once a month per address. Residents must call in advance to schedule. E-waste is not included in this service.

# Expected arguments for Residential and Commercial market changes

#### Residential:

- Residents may feel it's a loss to reduce collection to 1x week.
- Small brush collection guidelines, including proper bundling and cutting, will be enforced more strictly.
- Actually, few homes generate more than seven full bags of solid waste a week.
- Increasing to a 95-gallon Recycling container, increases capacity by 50% to offset reduced service days.
- A second cart is available for only \$7.00 per month more. (Texas average for "second carts" is 5% of the homes).

### Commercial:

- Some may feel they can get the best deal on their own, but Open market competition may lead to long-term cost increases, hidden fees, and no time to audit bills.
- City Contract: A single vendor provides the best rates for businesses and residents, with control over future pricing.
- Reduced Road Damage: Fewer vendors mean less street damage and better accountability.
- Better Waste Management: Overflowing dumpsters are addressed by adjusting container size, service frequency, and ensuring a uniform appearance.

## Options

- Option 1 Make no changes and keep the current service.
  - Annual rate adjustments have no "cap".
  - Contract language contains no penalties for service lapses.
- Option 2 Accept the Amended Contract and leave garbage collection as is; no change to Commercial Market.
  - Amended Extension Agreement goes into effect immediately.
- Option 3 Change to Cart Options (Open or Closed Market)
  - Residential changes and new rates take effect in Q4 2025.
  - If the City selects a closed commercial market, it has the franchise authority to require businesses to transition from their current vendor contracts to Waste Connections. To mitigate this and ensure a smooth transition, businesses will have 12 months to fulfill their existing contracts. Waste Connections will assume full market service in Q1 2026.

**Note:** Estimated that Waste Connections provides service to 40% of commercial market.

## Recommendation

- Recommend selecting Option 3 –
- 1 x per week collection of solid waste using a 95-gallon cart
- 1 x per week collection recycling in a 95-gallon cart
- 1 x per week collection of small brush
- 1 x per month collection of large brush and bulk
- Recommend adding the HHW program for an additional \$1.00 per month
- Recommend Closing the Commercial and Industrial Market
- The contract will be updated to offer better rate protection.

Price Sheet of Mansfield												
		weekly collection frequency										
Container												
size	1	2	3	4	5	6						
2	\$ 89	\$ 132	\$ 175	\$ 217	\$ 260	\$ 315						
3	\$ 105	\$ 189	\$ 265	\$ 347	\$ 428	\$ 523						
4	\$ 132	\$ 232	\$ 329	\$ 429	\$ 530	\$ 667						
6	\$ 166	\$ 294	\$ 422	\$ 551	\$ 679	\$ 890						
8	\$ 220	\$ 371	\$ 501	\$ 631	\$ 761	\$ 992						

Price Sheet of Cleburne												
weekly collection frequency												
Container												
size	1	2	3	4	5	6						
2	\$ 114	\$ 190	\$ 265	\$ 341	\$ 416	\$ 489						
3	N/A	N/A	N/A	N/A	N/A	N/A						
4	\$ 167	\$ 306	\$ 383	\$ 492	\$ 599	\$710						
6	\$ 223	\$ 364	\$ 505	\$ 649	\$ 788	\$ 951						
8	\$ 270	\$ 441	\$ 601	\$ 776	\$ 944	\$ 1179						

Price Sheet of North Richland Hills												
		weekly collection frequency										
Containe	Container											
size	1	2	3	4	5	6						
2	\$ 93	\$ 176	\$ 235	\$ 342	\$ 414	\$ 467						
3	\$ 133	\$ 231	\$ 306	\$ 408	\$ 504	\$ 591						
4	\$ 160	\$ 281	\$ 388	\$ 505	\$610	\$ 730						
6	\$ 203	\$ 384	\$ 545	\$ 711	\$ 879	\$ 1039						
8	\$ 235	\$ 472	\$ 660	\$ 836	\$ 1050	\$ 1265						

Price Sheet of Keller												
	weekly collection frequency											
Containe	r											
size	1	2	3	4	5	6						
2	\$ 98	\$ 227	\$ 317	\$ 444	\$ 577	\$712						
3	\$ 111	\$ 250	\$ 347	\$ 478	\$ 647	\$812						
4	\$ 125	\$ 244	\$ 370	\$ 515	\$ 663	\$ 821						
6	\$ 152	\$ 296	\$ 440	\$ 582	\$ 756	\$ 935						
8	\$ 178	\$ 345	\$ 518	\$ 696	\$ 857	\$ 1046						

Price Sheet of Euless							Price Sh	eet of	Coppe	ll (as of	2023)		
weekly collection frequency										weekly colle	ction frequer	ncy	
Containe	r						Container						
size	1	2	3	4	5	6	size	1	2	3	4	5	6
2	\$ 72	\$ 136	\$ 182	\$ 266	\$ 322	\$ 372	2	\$ 78	\$ 129	\$ 172	\$ 215	\$ 263	\$ 362
3	\$ 103	\$ 180	\$ 238	\$ 317	\$ 392	\$ 448	3	\$ 119	\$ 199	\$ 264	\$ 330	\$ 404	\$ 556
4	\$ 124	\$218	\$ 301	\$ 393	\$ 474	\$ 542	4	\$ 147	\$ 286	\$ 393	\$ 497	\$ 603	\$ 852
6	\$ 157	\$ 299	\$ 424	\$ 552	\$ 683	\$ 777	6	\$ 179	\$ 306	\$ 441	\$ 561	\$ 677	\$ 926
8	\$ 182	\$ 367	\$ 513	\$ 650	\$816	\$ 943	8	\$ 226	\$ 492	\$ 545	\$ 679	\$ 832	\$ 986

Price Sheet of Arlington												
		weekly collection frequency										
Containe	ſ											
size	1	2	3	4	5	6						
2	\$90	\$ 147	\$ 213	\$ 267	\$ 334	\$ 434						
3	N/A	N/A	N/A	N/A	N/A	N/A						
4	\$147	\$233	\$323	\$413	\$512	\$656						
6	N/A	N/A	N/A	N/A	N/A	N/A						
8	\$233	\$ 403	\$ 518	\$ 673	\$ 843	\$ 1060						

Price Sheet of Grand Prairie											
	weekly collection frequency										
Container											
size	1	2	3	4	5	6					
2	\$ 107	\$ 167	\$ 231	\$ 267	\$ 371	\$ 480					
3	N/A	N/A	N/A	N/A	N/A	N/A					
4	\$ 167	\$ 252	\$ 348	\$ 447	\$ 547	\$ 710					
6	N/A	N/A	N/A	N/A	N/A	N/A					
8	\$ 252	\$ 429	\$ 535	\$ 697	\$ 880	\$ 1108					

Price Sheet of Cedar Hill												
		weekly collection frequency										
Container												
size	1	2	3	4	5	6						
2	\$ 84	\$ 122	\$ 224	\$ 298	\$ 390	\$ 447						
3	\$ 99	\$ 157	\$ 254	\$ 334	\$ 409	\$ 503						
4	\$ 116	\$ 187	\$ 306	\$ 394	\$ 474	\$ 547						
6	\$ 146	\$ 265	\$ 383	\$ 519	\$ 627	\$ 739						
8	\$ 170	\$ 303	\$ 476	\$616	\$ 747	\$ 868						

Price Sheet of Waxahachie											
	weekly collection frequency										
Container	•										
size	1	2	3	4	5	6					
2	\$ 47	\$ 90	\$ 134	\$ 177	\$ 222	\$ 269					
3	\$ 63	\$ 111	\$ 174	\$ 214	\$ 293	\$ 333					
4	\$ 90	\$ 169	\$ 250	\$ 285	\$ 357	\$ 425					
6	\$ 130	\$ 249	\$ 365	\$ 395	\$ 489	\$ 584					
8	\$ 142	\$ 254	\$ 381	\$ 411	\$ 504	\$ 600					