



CITY OF DEL REY OAKS

650 CANYON DEL REY BLVD., DEL REY OAKS, CALIFORNIA 93940
PHONE (831) 394-8511 FAX (831) 394-6421

Staff Report

DATE: June 24, 2025

TO: Honorable Mayor and City Council

FROM: John Guertin, City Manager

SUBJECT: Adopt Resolution approving a 5.07 percent rate increase to charges by the City's franchised hauler, GreenWaste Recovery, for the collection of solid waste, recycling and organics, effective July 1, 2025.

CEQA: This action does not constitute a "project" as defined by the California Environmental Quality Act (CEQA) guidelines section 15378 as it is an organizational activity of the City that will not result in direct or indirect physical changes in the environment.

Recommendation

Adopt a Resolution approving a 5.07 percent rate increase to charges by the City's franchised hauler, GreenWaste Recovery, for the collection of solid waste, recycling and organics, effective July 1, 2025.

Background

On January 28, 2014, Council approved a Franchise Agreement (Agreement) with GreenWaste Recovery (GWR) for the collection of solid waste, recycling and organics, subsequent to a competitive Request for Proposals selection process. The Agreement became effective on July 1, 2015, and expires on June 30, 2030. The Agreement includes a prescribed formula to determine annual rate adjustments by GWR, effective each year on July 1. This index-based formula includes the cost of disposal and processing ("tipping fee") at the ReGen Monterey (formerly known as Monterey Regional Waste Management District) facility in Marina, inflationary indexes for adjustments to GWR labor and operating costs, regional implementation of SB 1383, and the City's Franchise Fee of 13%.

HF&H Consultants, LLC (HF&H) was retained by ReGen Monterey to review GWR's request for an adjustment to customer rates, effective July 1, 2025, attached. The rate review resulted in a 5.07 % rate increase due to labor and material inflationary indices for the period reviewed.

Summary & Discussion

While the Agreement requires the City Council to approve annual rate adjustments, the rate adjustment is based upon disposal fees and actual tonnage, inflationary indexes for GWR labor and operational costs, and cost for the City's Franchise Fee and other regulatory fees. City staff, in tandem with ReGen Monterey staff and HF&H, finds the rate calculation methodology to be consistent with the Agreement. Therefore, staff recommends Council approve the proposed Resolution and rate adjustment, which becomes effective on July 1, 2025, in accordance with the Agreement.

Fiscal Impacts

The new collection rates reflect an increase of 5.07 % and are included as Exhibit A to the Resolution. The 5.07 % rate increase is due to labor and material inflationary indices for the period reviewed. The cost of SB 1383 implementation is also included in the fees.

The City's Franchise Fee for FY 2025/2026 will be approximately \$116,402.

ATTACHMENTS:

- HF&H Consultants Memo
- Resolution

Respectfully Submitted,

John Guertin
City Manager

**HF&H Consultants**

590 Ygnacio Valley Rd. Suite 105
Walnut Creek, CA 94596
Phone: (925) 977-6950
Web: hfh-consultants.com

May 28, 2025

John Guertin
City Manager
City of Del Rey Oaks

Sent via email

Subject: Review of GreenWaste Recovery's 2025-26 Rate Request – Final Report

Dear John Guertin:

HF&H Consultants, LLC (HF&H) was retained by ReGen Monterey (ReGen), formerly the Monterey Regional Waste Management District, to assist with a review of GreenWaste Recovery's (GWR) request for an adjustment to customer rates, effective July 1, 2025, submitted to the City of Del Rey Oaks (City) on April 1, 2025. This report presents our findings and recommendations.

Executive Summary

HF&H's review of GWR's Rate Period 11 (RP11) rate request to the City resulted in the following outcomes:

- HF&H has determined a 5.07% increase as appropriate as a result of the following components:
 - 3.80% inflationary increase in labor-related costs
 - 2.80% inflationary increase in vehicle-related costs (excl. fuel)
 - Fuel rate held flat, as set by ReGen
 - 2.80% inflationary increase in other costs
 - Depreciation held flat, per the Agreement
 - 20.02% net processing costs increase due to an increase in per-ton fees and tonnage
 - 4.74% increase in disposal costs due to an increase in per-ton disposal rate, offset by a slight decrease in tonnage

Refer to **Figure 1** below for the impact to sample residential rates.



Figure 1 – Example Rate Impact of Adjustment

Del Rey Oaks Rate Adjustment		
	Current Rates (RP10)	RP11
Adjustment		5.07%
Residential 32-gallon rate	\$33.68	\$35.39
Residential 64-gallon rate	\$37.16	\$39.04

Background

In 2012, the City, participating with other members of ReGen, issued a competitive request for proposals for collection services and entered into the new Agreement with GWR effective July 1, 2015. The Agreement provides for the following, related to the adjustment of rates:

- Rates are to be adjusted annually throughout the term of the Agreement using various inflationary indices, actual tonnage, and changes in the tipping fees at ReGen, unless either the City or GWR request a Cost-Based Rate Adjustment (CBRA).
- The City and GWR may mutually agree upon alternative approaches to structuring rates without amendment to the Agreement (Section 8.2.D).
- During the CBRA review in RP5, a number of issues surrounding the process for setting rates and the resulting rate relationships amongst sectors and materials were identified. As such, the City and GWR have negotiated an amendment to the prescribed methodology for the CBRA and index adjustments so as to not alter rate relationships between service sectors and material types.
- Through negotiations of the amendment, and as a result of the desire to maintain current rate relationships between sectors and service levels, the City and GWR have prescribed a uniform rate adjustment to be applied to all sectors.

Rate Calculation Review

HF&H Scope of Work

HF&H performed this review of the rate request in accordance with Exhibit E1 (for the index-based rate adjustment). The procedures included:

1. Review of the rate request for completeness and compliance with the procedures contained in Exhibit E1 of the Agreement.
2. Review for mathematical accuracy and logical consistency to determine that the rate request is mathematically correct, that the rows and columns of numbers add down and across as intended, and that the stated assumptions were, in fact, used. Also, to determine that the rate request is internally consistent and that any summary schedules agree to the supporting schedules and worksheets.
3. Verification of the inclusion of the franchise fee calculation in the adjustment.



4. Verification of contract compliance with regard to:
 - A. The indices used in the adjustment.
 - B. The tip fees reported for the disposal and processing components of the rates.
 - C. The use of quarterly-reported tonnage data and allocations among agencies. A detailed audit of tonnage and allocations of tonnage reported by GWR was not a part of this scope of work. HF&H discussed GWR's allocation methodology with them and the methodology appears reasonable and consistent with standard practices within the industry.
 - D. Any changes in governmental fees on the fee component of the rates; and the accurate application of the resultant percentage changes in the various rate components to the rate schedule approved by the City through the Agreement.

Review of Rate Request

RP11 Application

HF&H reviewed the rate application for RP11. The results of the calculation of RP11 per methodology of Exhibit E1 of the amendment can be seen in **Figure 2** on the following page.



Figure 2 – City of Del Rey Oaks Application of Index-Based Adjustments to RP11

	<u>Rate Period 10</u>	<u>Adjustment Factor</u>	<u>Rate Period 11</u>
Annual Cost of Operations			
Labor-Related Costs	\$63,904	1.038	\$66,333
Vehicle-Related Costs	13,537	1.028	13,916
Fuel Costs	9,684	1	9,684
Other Costs	84,170	1.028	86,527
Direct Depreciation	32,755	N.A.	32,755
Total Allocated Costs - Labor, Vehicle, Fuel & Other	84,334	1.028	86,695
Total Allocated Costs - Depreciation & Start-Up	8,391	N.A.	8,391
Total Annual Cost of Operations	\$296,775		\$304,301
Profit	\$35,560	OR=89.30	\$36,462
Pass-Through Costs			
Disposal Costs	\$54,574	Tons*Tip Fee	\$57,162
Curbside Supplemental	(1,367)	1.00	(1,367)
Recycling Processing Costs	11,297	Tons*Tip Fee	11,348
Residue Processing Costs	-	Tons*Tip Fee	-
Yard Trimmings Processing Costs	16,059	Tons*Tip Fee	21,174
Food Waste Processing Costs	3,866	Tons*Tip Fee	4,949
C&D Processing Costs	-	Tons*Tip Fee	-
Interest Expense	9,862	N.A.	9,862
Direct Lease Costs	-	N.A.	-
Total Allocated Costs - Lease	7,536	N.A.	7,536
Total Pass-Through Costs	\$101,826		\$110,664
Total Costs before Agency Fees	\$434,161		\$451,427
Agency Fees/Payments			
Franchise Fee	\$110,790	20.00%	\$116,402
ReGen MOU Costs	9,000	Actual	14,000
Other Adjustments (as needed from time to time)			
Adjustment from Tip Fee Estimates		N.A.	\$181
Total Calculated Costs	\$553,952		\$582,010
Rate Increase			5.07%



Review of GWR Costs

There are four major components to GWR's rate application: (1) calculation and application of the inflationary indices as prescribed in the Agreement; (2) the disposal and processing component; (3) the Agency Fees; and (4) other one-time adjustments.

There are three indices used in the index adjustment: Consumer Price Index (CPI), fuel index, and labor index. The annual percentage change in each index is used to calculate the coming year's cost for the line items to which they apply.

HF&H has reviewed, and GWR has confirmed, the accuracy of each of these indices. It is noted that the fuel index remains unchanged, as reported by ReGen management staff.

Review of Disposal and Processing Component

Collected tonnage for Calendar Year 2024 was used for the RP11 review, in accordance with the amendment. The disposal and processing components also consider the tipping fees charged by ReGen to project anticipated disposal and processing costs at ReGen. **Figure 3** below outlines the changes in the City's disposal and processing costs for each material type, based on ReGen's tip fees, effective July 1, 2025, which have been incorporated into our RP11 review.

Figure 3 - Impact of ReGen Tip Fee Changes

Material	2024 Tons	Projected Per Ton Tip Fee	Rate Period 11 Costs
	A	B	A x B
Solid Waste	706	\$81.00	\$57,162
Recycling	277	41.00	11,348
Yard Trimmings	432	49.00	21,174
Food Waste	72	69.00	4,949

Review of Fee Component

HF&H ensured that the fee component of each rate matches the contractual percentage of 20% for franchise fees, remitted to the City by GWR.

Additionally, rate application review costs and other identified ReGen costs totaling \$14,000 were added as a one-time adjustment. These costs cover the rate review, franchise management, staff time, and public education and outreach.

Review of Other One-Time Adjustments

HF&H reviewed the actual tip fees implemented at ReGen in RP10 and compared them to the projected tip fees included in the RP10 application. The result of this review was an increase of \$181 to reflect the difference between the estimated tip fees for Food Waste included in the prior rate adjustment and the actual tip fee approved by ReGen.



New Rates

Attached hereto is a table of all rates recommended for RP11 based on the adjustments described in this report (Attachment A). HF&H recommends adopting these rates by resolution to be effective July 1, 2025.

* * * * *

We would like to express our appreciation to GWR staff for their assistance and cooperation in this process. Should you have any questions, please contact me at (925) 977-6964 or dhilton@hfh-consultants.com.

Sincerely,
HF&H CONSULTANTS,LLC

A handwritten signature in black ink, appearing to read 'Rob Hilton'.

Rob Hilton
President

A handwritten signature in blue ink, appearing to read 'Dave Hilton'.

Dave Hilton
Senior Project Manager

Attachment A
Del Rey Oaks Rates Effective July 1, 2025

Residential Solid Waste Collection Rates			
Service Level	Solid Waste	Recycling	Organics
Curbside 32 Gallon	\$35.39	Included	Included
Curbside 64 Gallon	\$39.04	Included	Included
Curbside 96 Gallon	\$42.72	Included	Included
Notes: See Exhibit B1 for specific service availability			

Commercial/Multi-Family Solid Waste Collection Rates						
	Frequency					
Service Level	1x/week	2x/week	3x/week	4x/week	5x/week	6x/week
64-Gallon Cart	\$57.81	\$127.18	\$190.77	\$254.35	\$317.94	\$381.52
96-Gallon Cart	\$69.81	\$139.61	\$230.34	\$307.12	\$383.91	\$460.68
1-Cubic Yard Bin	\$219.67	\$483.27	\$724.92	\$966.54	\$1,208.18	\$1,449.79
2-Cubic Yard Bin	\$369.52	\$678.12	\$993.33	\$1,625.95	\$2,032.43	\$2,438.93
3-Cubic Yard Bin	\$557.53	\$987.56	\$1,418.58	\$2,453.06	\$3,066.33	\$3,679.60
4-Cubic Yard Bin	\$634.03	\$1,294.39	\$2,292.96	\$2,789.71	\$3,487.13	\$4,184.57
6-Cubic Yard Bin	\$981.76	\$2,159.88	\$3,239.83	\$4,319.76	\$5,399.71	\$6,479.63
8-Cubic Yard Bin	\$1,288.60	\$2,577.21	\$3,865.81	\$5,154.41	\$6,443.04	\$7,731.64
2-Cubic Yard Compactor	\$410.75	\$760.57	\$1,116.97	n/a	n/a	n/a
3-Cubic Yard Compactor	\$619.35	\$1,111.20	\$1,604.07	n/a	n/a	n/a
4-Cubic Yard Compactor	\$716.46	\$1,459.26	\$2,540.27	n/a	n/a	n/a

Commercial/Multi-Family Recycling Collection Rates						
	Frequency					
Service Level	1x/week	2x/week	3x/week	4x/week	5x/week	6x/week
64-Gallon Cart	\$8.66	\$19.17	\$28.61	\$38.15	\$47.69	\$57.23
96-Gallon Cart	\$10.47	\$20.94	\$34.56	\$46.06	\$57.58	\$69.10
1-Cubic Yard Bin	\$32.95	\$72.48	\$108.74	\$144.98	\$181.23	\$217.46
2-Cubic Yard Bin	\$55.44	\$101.72	\$148.99	\$243.89	\$304.86	\$365.85
3-Cubic Yard Bin	\$83.63	\$148.13	\$212.79	\$367.96	\$459.95	\$551.94
4-Cubic Yard Bin	\$95.10	\$194.16	\$343.94	\$418.45	\$523.07	\$627.68
6-Cubic Yard Bin	\$147.26	\$323.98	\$485.97	\$647.97	\$809.96	\$971.95
8-Cubic Yard Bin	\$193.29	\$386.59	\$579.87	\$773.17	\$966.45	\$1,159.74
2-Cubic Yard Compactor	\$38.20	\$67.26	\$97.31	n/a	n/a	n/a
3-Cubic Yard Compactor	\$57.79	\$96.45	\$135.26	n/a	n/a	n/a
4-Cubic Yard Compactor	\$60.64	\$125.25	\$240.59	n/a	n/a	n/a

Commercial/Multi-Family Food Waste Collection Rates						
	Frequency					
Service Level	1x/week	2x/week	3x/week	4x/week	5x/week	6x/week
64-Gallon Cart	\$43.35	\$95.38	\$143.07	\$190.77	\$238.45	\$286.14
96-Gallon Cart	\$52.35	\$104.69	\$172.75	\$230.36	\$287.94	\$345.52
1-Cubic Yard Bin	\$164.75	\$362.44	\$543.69	\$724.92	\$906.12	\$1,087.35
2-Cubic Yard Bin	\$277.15	\$508.61	\$745.01	\$1,219.46	\$1,524.32	\$1,829.18

Commercial/Multi-Family Yard Trimmings Collection Rates						
	Frequency					
Service Level	1x/week	2x/week	3x/week	4x/week	5x/week	6x/week
64-Gallon Cart	\$43.35	\$95.38	\$143.07	\$190.77	\$238.45	\$286.14
96-Gallon Cart	\$52.35	\$104.69	\$172.75	\$230.36	\$287.94	\$345.52
1-Cubic Yard Bin	\$164.75	\$362.44	\$543.69	\$724.92	\$906.12	\$1,087.35
2-Cubic Yard Bin	\$277.15	\$508.61	\$745.01	\$1,219.46	\$1,524.32	\$1,829.18
3-Cubic Yard Bin	\$397.14	\$703.44	\$1,010.50	\$1,747.37	\$2,184.21	\$2,621.07
4-Cubic Yard Bin	\$451.63	\$922.02	\$1,633.34	\$1,987.17	\$2,483.96	\$2,980.77
6-Cubic Yard Bin	\$699.33	\$1,538.53	\$2,307.80	\$3,077.06	\$3,846.33	\$4,615.60
8-Cubic Yard Bin	\$917.91	\$1,835.80	\$2,753.72	\$3,671.62	\$4,589.53	\$5,507.42

Roll-Off Collection Rates (Per Pull)				
	Material			
Service Level	MSW	REC	YT	C&D
10 YD	\$796.35	\$796.35	\$796.35	\$796.35
20 YD	\$874.09	\$874.09	\$874.09	\$874.09
30 YD	\$1,142.76	\$1,142.76	\$1,142.76	\$1,142.76
40 YD	\$1,411.43	\$1,411.43	\$1,411.43	\$1,411.43
Per Ton	\$101.25	\$51.25	\$61.25	\$101.25

Additional Service Rates		
Service	Sector	Charge Per Event
Cart Rental	RES	\$4.08
Cart Replacement	RES	\$81.47
Re-Delivery or Re-Start	RES	\$33.94
Cart Cleaning	RES	\$33.94
Non-Scheduled Collection	RES	\$25.79
Difficult to Service Cart	COM	\$1.36
Difficult to Service Bin	COM	\$4.08
Locking Bin	COM	\$67.88
Cart Replacement	COM	\$81.47
Cart Cleaning	COM	\$33.94
Bin Swap- Cleaning or Repainting	COM	\$101.83
Bulky - Recyclable	COM/RES	\$27.15
Bulky - Non Recyclable	COM/RES	\$33.94
Bulky - Event	COM/RES	\$40.73
Covered Box	RO	\$101.83
Driver Time per Hour	RO	\$149.35
Dry Run or Relocation	RO	\$101.83
Extra Days	RO	\$33.94

*Note: All rates charged monthly unless stated otherwise.

RESOLUTION NO. 2025-06

A RESOLUTION OF THE CITY COUNCIL OF THE CITY OF DEL REY OAKS APPROVING A 5.07 PERCENT RATE INCREASE TO CHARGES BY THE CITY'S FRANCHISED HAULER, GREENWASTE RECOVERY, FOR THE COLLECTION OF SOLID WASTE, RECYCLING AND ORGANICS, EFFECTIVE JULY 1, 2025

WHEREAS, the City of Del Rey Oaks entered into a Franchise Agreement with GreenWaste Recovery, Inc. (GWR) on January 28, 2014 for solid waste, recycling, and organics collection services for the period of July 1, 2015 through June 30, 2030; and,

WHEREAS, Section 8.2 of the Franchise Agreement requires annual inflationary adjustments to customer rates on July 1 of each year, as described in Exhibit E1 to the Agreement, based on agreed-upon cost indices, changes in tipping fees at the ReGen Monterey (formerly Monterey Regional Waste Management District) landfill, City fees, and actual tonnage of materials collected by GWR; and,

WHEREAS, HF&H Consultants, LLC (HF&H) was retained by ReGen on behalf of all its member agencies to review GWR's request for an adjustment to customer rates, as submitted to the City on April 1, 2025; and,

WHEREAS, HF&H's calculation of the rate adjustments have been reviewed by City staff, and staff finds the calculations to be consistent with the methodology and requirements of the Franchise Agreement; and,

WHEREAS, the rate review resulted in a 5.07 percent rate increase.

NOW THEREFORE, BE IT RESOLVED that the City Council of the City of Del Rey Oaks does hereby:

1. Approve a 5.07 percent rate increase to charges by the City's franchised hauler, GreenWaste Recovery, for the collection of solid waste, recycling and organics, effective July 1, 2025, as shown in the attached Exhibit A.

PASSED AND ADOPTED BY THE CITY COUNCIL OF THE CITY OF DEL REY OAKS, this 24th day of June, 2025, by the following vote:

AYES:

NOES:

ABSENT:

ABSTAIN:

APPROVED:

ATTEST:

Scott Donaldson, Mayor

Karen Minami, City Clerk