

Mountain Disposal, Inc.

Jim Klipfel, Owner

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December 29, 2023

Huerfano County

Board of County Commissioners

administrator@huerfano.us

To the Huerfano County Board of County Commissioners:

I am writing to you to express my interest in the 5-year operating lease of the Huerfano County Waste Transfer Station. Mountain Disposal has the means to successfully take full responsibility for the day-to-day operations of a transfer station. As a residential and commercial trash service provider to the Huerfano County for the last 17 years, and in operations for a total of 35 years, we are well-versed in the field of municipal solid waste operations, landfills, and the operation of transfer stations. Being based in a small, neighboring community, we understand the uniqueness of the communities within Huerfano County and enjoy serving quality, professional and effective services.

Mountain Disposal, Inc. was established in 1989 in Colorado City, Colorado. We have stayed a local family owned & operated entity for the last 30+ years, gradually expanding our service area into more of Southern Colorado. We have done business with landfills across the state of Colorado and Kansas for several years, and have since established Plains Disposal, LLC out of Springfield, Colorado. Both home base locations have their own fully operational transfer stations. In addition, we have worked closely with Huerfano County at their Transfer Station for the last year, assisting them with the hauling of waste when their truck was inoperable. We are therefore already familiar with the basic operations of this specific site and are confident in our ability to maintain effective operations.

Mountain Disposal, Inc. and Plains Disposal, LLC together employ over 20 people. The employees needed for the operation of the Huerfano Transfer Station would simply be transferred from our current employee pool working in those positions at Mountain Disposal. It should also be noted that Mountain Disposal, Inc is financially self-sufficient to take on an opportunity such as this. We look forward to it and thank you for your consideration of our proposal.

Sincerely,

Jim Klipfel

Owner, Mountain Disposal, Inc.

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Objective & Interest

Mountain Disposal, Inc. would like to enter into an agreement with the Board of County Commissioners to operate the Huerfano Waste Transfer Station. Mountain Disposal has the means to take responsibility for the day-to-day operations of a transfer station successfully. As a residential and commercial trash service provider to the Huerfano County for the last 17 years, and in operations for a total of 35, we are well-versed in the field of municipal solid waste operations, landfills, and the operation of transfer stations. Being based in a small, neighboring community, we understand the uniqueness of the communities within Huerfano County and enjoy serving quality, professional and effective services.

Experience & Reputation

- in business for 35 years in Southern Colorado
- well versed in the Solid Waste Industry
- successfully conduct business with landfills across the State of Colorado & Kansas for several years
- currently operating Transfer Stations in Colorado City, CO and Springfield, CO
- financially self-sufficient to handle this project
- financially capable of meeting all required commitments for this project
- 15+ successful years of operation at Colorado City transfer station
- 5+ successful years of operation at Springfield transfer station

Personnel & Qualifications

- **Project Team Lead:** Jim Klipfel
 - Owner, Mountain Disposal, Inc.
 - I will personally oversee, manage, and orchestrate the running of this transfer station
 - I will personally choose which of my current employees will support the on-site operations, and select any additional hires, if needed
- In addition to myself, the **employees** I have will likely be the biggest supporters of this project
 - long-term employees with extensive experience in transfer station responsibilities
 - expertise in sorting, moving, accepting, handling & recycling waste
 - trustworthiness on site; creating safe working environment
 - excellent public relations experience
 - wide knowledge base of problem-solving strategies on transfer station site

Understanding & Approach

- Complete **understanding** via working closely with Huerfano County at their Transfer Station for the last year, assisting the County with the hauling of waste when their truck was inoperable
- **Understand** that the Transfer Station assists a community in decreasing illegal dumping
- **Approach** will include a plan to provide a **safe, clean, organized** and **attractive** site:
 - will **increase and improve signage** to direct public of the entrance, pathway, pay booth, exit, pricing information, unloading zones, and work zones
 - will install and maintain a **detailed sorting** of trash
 - will **improve County appearance** by eliminating stock piling of sorted debris/trash
 - will have all trash/debris **in** a container or hauled **off-site**, daily

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- **decrease fire risk** by eliminating loose litter on-site and surrounding area
- **Solid waste** will be hauled to the Pueblo landfill
 - has been and will remain a viable location
 - possibility of hauling to the Otero Landfill, as well
- **Partnerships:**
 - Mountain Disposal believes that the communities we serve are our greatest partners, and therefore **customer service** has been a core value at our company since its inception
 - Will work closely with **Huerfano County** to dispose of the current stockpiles of debris that need to be removed for safety reasons listed above (*see: Approach*)
 - My employees and I have excellent **communication** skills and **positive partnerships** within the communities we serve including, but not limited to:
 - Cardboard, tire, metal, electronic, & concrete recycling

Fee Proposal

Although we are *not opposed* to a monthly rent amount for the initial five-year term, we do believe that a **mutually-beneficial agreement** could be established should Mountain Disposal, Inc. be awarded this contract. We would like to initially propose:

- **A trade out** for the current Huerfano County Government locations that have trash service with Mountain Disposal, Inc. in lieu of monthly rent
- This trade would allow the County to save money on trash service, while allowing Mountain Disposal to establish operations and collect financial viability information during the first term of this lease
- In addition to saving the County money on trash service, the County is saving money by eliminating Transfer Station expenses
- **Currently, Huerfano County Government has commercial trash service at over 5 locations totalling approximately \$1200/month.**
 - *In addition, the County frequently orders temporary rollofs* that would potentially increase the amount saved.*
 - *Mountain Disposal would offer up to 6 rollofs per year at no charge.*

References

- **Kelby Sikes 719-569-1066**
- **Jarrold Power 719-568-0925**
- **Jack Dionisio 719-240-4198**

Plains Disposal, LLC – Springfield, CO
High County Fence – Colorado City, CO
Dionisio Metal & Iron – Pueblo, CO

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