



Solid Waste Rates

March 19, 2025



LAWRENCEVILLE
GEORGIA



Slide Title

- Cost Model
- Proposed Service Fees
- Summary





Develop Cost Model

1. Determine the services that are provided
 - a) Commercial Pick-up
 - b) Residential Pick-up
 1. Large-item Pick-up
 - c) Recycling
 - d) Leaf and Limb Pick-up
 2. Determine the major components that are involved in providing the service
 - a) Staff
 - b) Disposal
 - c) Vehicles
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Services

Commercial Pick-up

- 298 Customers
- 695 Weekly Services

Residential Pick-up

- 8,281 Accounts
- 6,674 Customers
- 7,225 Weekly Services
- 1,607 Seniors
- 2,157 Weekly Services

Large-Item Pick-up

- 1,673 unique customer requests
- 1,924 items picked up annually

Recycling

- 8,281 residential customers
- Bi-weekly

Leaf Pick-up

- Primarily a Fall / early Winter activity

Limb Pick-up

- Year-round activity
- Limb Truck follows Residential Truck Route
- Weekly



Services - staffing

Commercial Pick-up	Residential Pick-up	Large-Item Pick-up	Recycling	Leaf Pick-up	Limb Pick-up
<ul style="list-style-type: none">• 298 Customers• 695 Weekly Services	<ul style="list-style-type: none">• 8,281 Accounts• 6,674 Customers• 7,225 Weekly Services• 1,607 Seniors• 2,157 Weekly Services	<ul style="list-style-type: none">• 1,673 unique customer requests• 1,924 items picked up annually	<ul style="list-style-type: none">• 8,281 residential customers• Bi-weekly	<ul style="list-style-type: none">• Primarily a Fall / early Winter activity	<ul style="list-style-type: none">• Year-round activity• Limb Truck follows Residential Truck Route• Weekly
<ul style="list-style-type: none">• 2.5 FTE	<ul style="list-style-type: none">• 13 FTE	<ul style="list-style-type: none">• 1 FTE	<ul style="list-style-type: none">• 2.5 FTE	<ul style="list-style-type: none">• 3.5 FTE	<ul style="list-style-type: none">• 4 FTE



Services - disposal

Commercial Pick-up	Residential Pick-up	Large-Item Pick-up	Recycling	Leaf Pick-up	Limb Pick-up
<ul style="list-style-type: none">• 298 Customers• 695 Weekly Services	<ul style="list-style-type: none">• 8,281 Accounts• 6,674 Customers• 7,225 Weekly Services• 1,607 Seniors• 2,157 Weekly Services	<ul style="list-style-type: none">• 1,673 unique customer requests• 1,924 items picked up annually	<ul style="list-style-type: none">• 8,281 residential customers• Bi-weekly	<ul style="list-style-type: none">• Primarily a Fall / early Winter activity	<ul style="list-style-type: none">• Year-round activity• Limb Truck follows Residential Truck Route• Weekly
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<ul style="list-style-type: none">• 32.8% of solid waste disposal	<ul style="list-style-type: none">• 53.9% of solid waste disposal	<ul style="list-style-type: none">• 8.6% of solid waste disposal	<ul style="list-style-type: none">• 4.7% of solid waste disposal	<ul style="list-style-type: none">• Disposed and processed at Paper Mill	<ul style="list-style-type: none">• Disposed and processed at Paper Mill



Allocate the Budget

1. Salaries and Benefits
 - FTE
 2. Disposal
 - Based on percentage of disposal cost analysis
 3. Depreciation
 - Based on vehicles and vehicle types
 4. Supplies
 - Based on FTE or disposal percentage
 5. Overhead
 - The costs for managing the operation
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Allocate the Budget

	Commercial	Residential	Recycling	Leaf & Limb	Overhead	Estimated Budget
Salary & Benefits	\$193,959	\$994,860	\$137,859	\$576,284	\$172,752	\$2,075,714
Fleet	\$14,760	\$29,520	\$7,380	\$22,140	\$0	\$73,800
Supplies & Equipment	\$0	\$0	\$40,000	\$0	\$92,845	\$132,845
Disposal	\$229,390	\$437,570	\$33,040	\$0	\$0	\$700,000
Uniforms	\$1,594	\$8,252	\$0	\$4,654	\$0	\$14,500
Capital	\$44,000	\$88,000	\$22,000	\$66,000	\$28,000	\$248,000
Other	\$0	\$0	\$0	\$0	\$516,715	\$516,715
	\$483,702	\$1,558,202	\$240,279	\$669,079	\$810,312	\$3,761,574



Allocate the Budget

1. Fixed Costs
 - a) These are costs that are set and do not change (Salaries, Equipment, Fleet, Capital)
 2. Variable Costs
 - a) These are costs that fluctuate based on consumption (Disposal Costs)
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Allocate the Budget

	Commercial	Residential	Recycling	Leaf & Limb	Overhead
Fixed	\$254,312.50	\$1,120,632.40	\$167,239.35	\$669,078.51	\$172,751.52
Variable	\$229,390.00	\$437,570.00	\$73,040.00	\$0.00	\$637,560.00
Annual Cost Fixed per customer	\$853.40	\$135.33	\$20.20	\$80.80	\$20.14
Annual Cost Variable per service	\$330.06	\$46.64	\$7.79	\$0.00	\$63.27
Monthly Fixed per customer	\$71.12	\$11.28	\$1.68	\$6.73	\$1.68
Monthly Variable per service	\$27.50	\$3.89	\$0.65	\$0.00	\$5.27



Service Fee with Leaf & Limb

	Monthly	Revenue
Residential	\$29.50	\$2,362,221.84
Residential - Senior	\$19.50	\$375,968.81
Extra Cart	\$13.00	\$85,933.77
Extra Cart - Senior	\$13.00	\$85,777.81
Commercial	\$135.00	\$1,000,828.10
		\$3,910,730.32



Service Fee without Leaf & Limb

	Monthly	Revenue
Residential	\$21.50	\$1,721,892
Residential - Senior	\$12.50	\$241,050
Extra Cart	\$13.00	\$85,933
Extra Cart - Senior	\$13.00	\$85,777
Commercial	\$135.00	\$1,125,900
		\$3,260,552



Comparison

	Current (monthly)	Leaf and Limb in Fee (monthly)	No Leaf and Limb in Fee (monthly)
Residential	\$20.00	\$29.50	\$21.50
Large Item Pick-up	Charge per Item	Included	Included
Residential - Senior	\$10.00	\$19.50	\$12.50
Extra Cart	\$20.00	\$13.00	\$13.00
Extra Cart - Senior	\$20.00	\$13.00	\$13.00
Commercial	\$115.00	\$135.00	\$135.00



Recommendation – Service Fee without Leaf & Limb

	Current (monthly)	Year 1 (monthly)	Year 2 (monthly)	Year 3 (monthly)
Residential	\$20.00	\$21.50	\$24.00	\$26.00
Large Item Pick-up	Charge per Item	Included	Included	Included
Residential - Senior	\$10.00	\$12.50	\$15.00	\$17.50
Extra Cart	\$20.00	\$13.00	\$13.50	\$14.00
Extra Cart - Senior	\$20.00	\$13.00	\$13.50	\$14.00
Commercial	\$115.00	\$135.00	\$145.00	\$155.00

- The Residential Rate will include 2 large items per week per customer as a maximum
 - This will eliminate the fee we charge for each large item pick-up
 - The Large-item pick-up will still need to be scheduled



Service Fee Comparison

	Lawrenceville Current	Lawrenceville Proposed		Gwinnett	Suwanee	Dacula	Norcross	Republic Services
Residential	\$20.00	\$21.50		\$24.14	Residents contract with private company	\$24.00	\$24.58	
Commercial	\$115.00	\$135.00						\$154.00

- Gwinnett Senior Rate is 25% off the Hauler rate above
 - Senior Rate is \$18.11



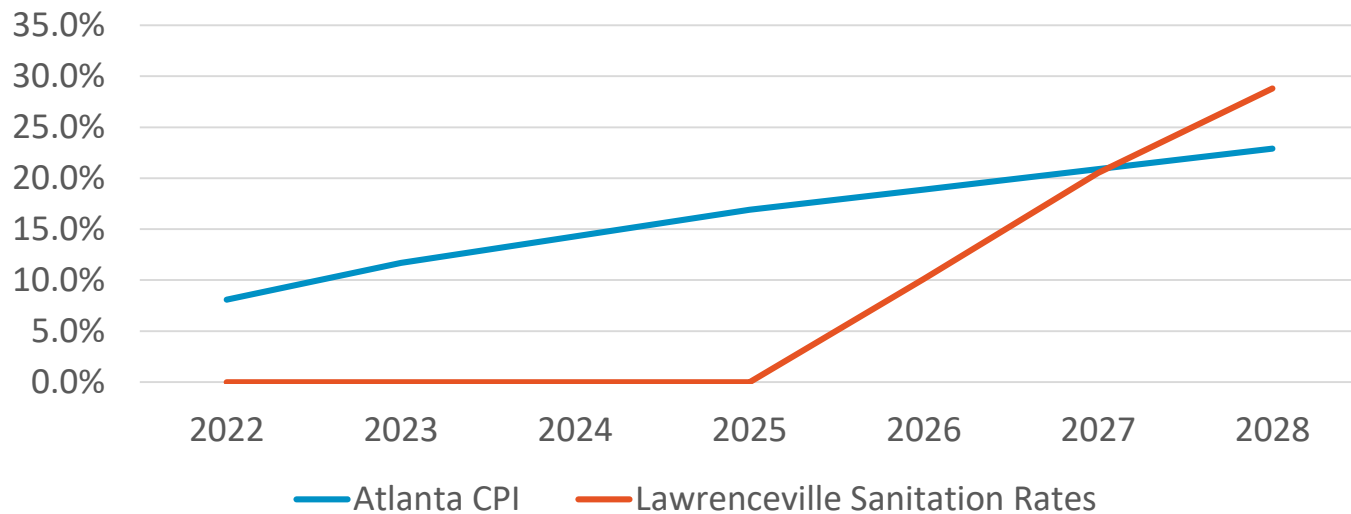
Summary

Revenue	Year 1
Residential	\$1,721,892
Residential - Senior	\$241,050
Extra Cart	\$85,933
Extra Cart - Senior	\$85,777
Commercial	\$1,125,900
Total	\$3,260,552
Expense	
Salary & Benefits	\$1,499,430
Fleet	\$51,660
Supplies & Equipment	\$132,845
Disposal	\$700,000
Uniforms	\$9,846
Capital	\$182,000
Other	\$516,715
Total	\$3,092,496
Net	\$123,276

- Revenue assumes the number of customers based November billing records
- Large-item pick-up is in the residential rate
- Revenue does not include bad debt
 - Current bad debt is 3.5% for residential
 - -\$60,266
- Revenue does not include interest and penalties
 - \$14,000 (FY 2024) - Interest
 - \$12,000 (FY 2024) – Penalties
- Expense does not include Leaf & Limb cost which are covered by the General Fund Revenues: \$669K



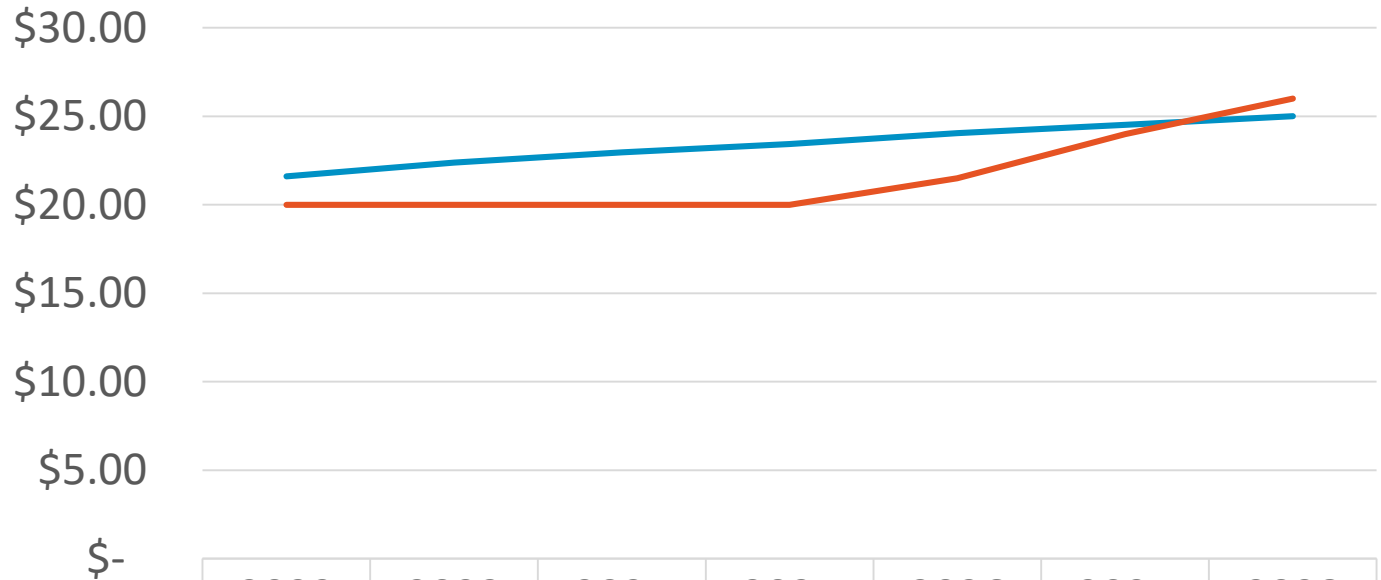
Change in Service Fees vs CPI



	2022	2023	2024	2025	2026	2027	2028
Atlanta CPI	8.1%	3.6%	2.6%	2.6%	2.0%	2.0%	2.0%
Lawrenceville Sanitation Rates	0.0%	0.0%	0.0%	0.0%	10.1%	10.4%	8.3%



Change in Service Fees vs CPI



	2022	2023	2024	2025	2026	2027	2028
Change based on CPI	\$21.60	\$22.38	\$22.96	\$23.43	\$24.04	\$24.52	\$25.01
City Proposed Rates	\$20.00	\$20.00	\$20.00	\$20.00	\$21.50	\$24.00	\$26.00



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Service Changes

1. Large Item Pick-up will transition from a paid service to allowing two free items per week per customer
2. Second cart reduces from \$20 to \$13 per month



Service Concerns

1. We are transitioning Residential Collection to an automated pick-up with support scout trucks
 1. This is to improve efficiencies in the Residential Program
 2. As growth occurs routes may have to be redistributed, or additional trucks may have to be added
 2. Commercial Service is close to capacity
 1. As our rates are below market, we can develop a marketing strategy to acquire new customers such that we are able to grow the service sufficiently to cover the additional costs of a new route
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Questions

