



SOSNOWSKI | SZETO LLP

MEMORANDUM

CONFIDENTIAL – ATTORNEY CLIENT PRIVILEGE COMMUNICATION

To: Village of Poplar Grove President, Board of Trustees and Clerk
From: Attorney David Kurlinkus
Date: November 4, 2022
Re: **Responses to Board Questions on Garbage RFP**

The following questions were submitted by Board members regarding the responses to the garbage RFP. Waste Management submitted a revised response that provided information exceeding responses to the questions below. That information is not included in this document since it was not part of the original response or in response to a question. Since the other respondent was not offered the opportunity to supplement its original response, the additional material submitted by Waste Management should not be considered in evaluating the responses. Questions 2 and 4 were answered by Sosnowski/Szeto since the subject matter is not the type the respondents would typically respond to.

1. What is the rate for weekly garbage and recycling for residential customers only, if the Village covers garbage costs up front?

MDC—If the Village covers the cost of curbside collection of refuse, recycling and yard waste, it would allow for a total decrease of the monthly rates by \$0.10/home.

Waste Management—See attached Exhibit A.

2. Is there an evergreen clause (automatic) in the current contract?

Answered by Sosnowski/Szeto—No. The current contract is for four years and contains no automatic renewal language.

3. There is concern about whether recycling services are legitimate. Please provide more details on what is actually done with the material to be recycled once it is picked up from the curb?

MDC—MDC takes pride in our ability to successfully collect, process and market residential recyclables. If we become the selected provider for the Village of Poplar Grove, recyclables collected at the curb will be taken back to our facility located in Marengo and transferred to our material recovery facility (MRF) located in Elk Grove. Our MRF is outfitted with some of the most advanced technology available in our industry. We pair both automated processes along with hands on separation to ensure the cleanest bales with which to take to market. A tour is available should any Village staff or trustees wish to see our MRF in action. Should you have additional questions and would like more specifics, please do not hesitate to ask.

Waste Management—See Attached Exhibit B and C.

4. Is there any benefit to a 10-year agreement?

Answered by Sosnowski/Szeto—The 10-year agreement would have the benefit of allowing the Village to know what its fixed costs for the contract would be for a longer period of time. This, in turn, would allow the Village to know what its budget would be for a longer period and would allow it to inform its residents of the cost of garbage collection for a longer period of time. Also, the issue of negotiating an extension or preparing another RFP would be postponed for an additional five years.

VILLAGE OF POPLAR GROVE WASTE HAULING, RECYCLING, & REFUSE COLLECTION

5-YEAR 5-MONTH PROPOSAL—GARBAGE AND WEEKLY RECYCLING ONE BILL TO VILLAGE

To the Village Board of Poplar Grove

Proposal of Waste Management of Illinois, Inc.
Company Name

For the Supply of services per the specifications for Residential and Commercial Curbside Collection Program for the Village of Poplar Grove at the following rates:

Rates on per month basis:

Year ending	Non-Senior Rate 96 gal. Container <small>These prices include a 64 gal. yard waste cart</small>	Senior Rate* 96 gal. Container	Non-Senior Rate 96 gal. Container <small>These prices do not include a yard waste cart</small>	Senior Rate* 96 gal. Container
January 1, 2023	\$ <u>26.75</u>	\$ <u>25.75</u>	\$ <u>26.85</u>	\$ <u>25.85</u>
January 1, 2024	\$ <u>28.14</u>	\$ <u>27.09</u>	\$ <u>28.24</u>	\$ <u>27.19</u>
January 1, 2025	\$ <u>29.60</u>	\$ <u>28.49</u>	\$ <u>29.70</u>	\$ <u>28.60</u>
January 1, 2026	\$ <u>31.13</u>	\$ <u>29.96</u>	\$ <u>31.24</u>	\$ <u>30.08</u>
January 1, 2027	\$ <u>32.74</u>	\$ <u>31.51</u>	\$ <u>32.85</u>	\$ <u>31.63</u>
January 1, 2028 to April 30, 2028	\$ <u>34.43</u>	\$ <u>33.14</u>	\$ <u>34.54</u>	\$ <u>33.26</u>

*Seniors (age 62 and older) have the option of a 35 gal container.

Provide the same information for dumpsters.--Please see the commercial rate sheet on page 8.

Name: Waste Management of Illinois, Inc. - Elaine Maheras, Area Director, Public Sector Solutions

Incorporated: Yes X No

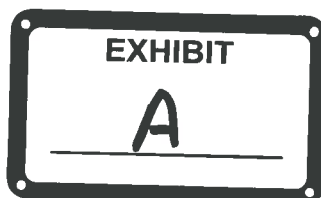
Date of Incorporation: 10/21/1968

Federal Tax Identification Number: 36-2660859

Address: 8538 Hwy 251 South
Davis Junction, IL 61020

Telephone Number: (847) 980-7648

Signature of Representative: Elaine Maheras



WM Hodgkins Material Recovery Facility



The WM Hodgkins Material Recovery Facility opened in the south Chicago suburb of Hodgkins, Illinois in December 2019. The facility, known as “WM’s MRF of the Future” was the first of its design with installation of a blend of proprietary technology and equipment.

The facility accepts single stream recycling materials, including plastic, fiber/paper/cardboard materials, aluminum, tin and glass, generated by and collected from residential and commercial customers throughout the Chicagoland area. At full capacity, the facility is capable of processing approximately 1,000 tons per day of inbound recyclable materials.

The operation assists in meeting the stringent and ever-increasing quality requirements of plastic and paper mills, for clean and contamination-free feedstock for their processes.

Proprietary Design and Technologies

The WM Hodgkins MRF utilizes automated equipment or “intelligent sorting” to improve material quality and eliminate downtime. Older or traditional MRF’s rely on equipment that is designed with disc screens resulting in increased downtime and lower material quality. Automation helps the facility process more materials with a higher throughput resulting in higher quality recycled material.

Another benefit of this automation equipment is improved maintenance with operational information. WM’s world-class design aligned with the best operators in the industry contribute to one of the largest and most efficient single stream recycling facilities in North America.

HODGKINS MATERIAL RECOVERY FACILITY (MRF)

6120 River Rd.
Hodgkins, IL 60525

HOURS OF OPERATION

Monday – Friday
5:00 a.m. to 11:30 p.m.

YEAR OPENED

2019

FACILITY STATS

157,000 square-foot
building

Capable of processing
about 1,000 tons/day

COMMUNITIES SERVED

Greater Chicagoland Area

CUSTOMER INQUIRY

www.wm.com

MEDIA RELATIONS

Lisa Disbrow
317-508-5113
ldisbrow@wm.com



CIRCULARITY

Recycling

WM has become North America's most trusted post-consumer recycling leader. We not only collect materials from households and businesses across the U.S. and Canada, we also sell them to manufacturers to be recycled and sold in North American markets.

The recycling process begins when manufacturers demonstrate demand for recyclable materials, which leads companies like WM to build the infrastructure to collect and process them. This complex cycle is complete only when materials are converted into new products that can be used again.

Demand for recycled materials is growing. Several states have recently passed minimum-recycled-content mandates, and many companies are responding to requirements for recycled content from their own customers and to meet sustainability targets.

In California, **manufacturers** of plastic beverage containers must use 50% post-consumer resin in their bottles by 2030. The opening of new paper mills that rely on recycled input has created even more domestic recycling opportunities. WM is helping expand the availability of recycled materials by investing in infrastructure, increasing access to recycling services and educating customers through our Recycle Right® program.

Investments in Infrastructure
WM is investing in enhanced MRF technology at new and existing facilities to support increased recycling volumes while allowing for dynamic adjustments to respond to evolving end-market demands. Recently, we have opened new MRFs in Chicago, Illinois; Salt Lake City, Utah; Raleigh-Durham, North Carolina; and Sun Valley, California. These facilities are equipped with state-of-the-art recycling technology, including robotics, intelligent sorting equipment, volumetric scanners, cameras, fire suppression technology and more. Our Chicago MRF was the pilot location for many of these innovations and was named the National Waste and Recycling Association (NwRA) 2021 Recycling Facility of the Year. In addition to these new facilities, we are renovating MRFs in Houston, Texas; Cleveland, Ohio; Washington State; and Maryland.

Here's how it works:



Mixed recyclables are collected curbside by a WM truck.



Trucks travel to an MRF, where recyclables are unloaded onto a tip floor.



Material is unloaded, inspected and stored until it's ready to be transferred to a conveyor.



Sortation equipment separates cups, cans, containers and bottles from paper. An eddy current sorts aluminum into a metals-only stream.



Sorted materials are baled and shipped to customers, where they are used as feedstock for new products.

