



Tualatin's Annual Report

Sustainability in Action

KJ Lewis

Municipal Relationship Manager

Travis Comfort

Municipal Contract Administrator

Residential

 20 Gallon Can

Container Counts

527

 35 Gallon Cart

3,156

 65 Gallon Cart

2,297



Multi Family

35 Gallon Cart

14

65 Gallon Cart

85

Frontload

107

Container Counts



Commercial

- 35 Gallon Cart
- 65 Gallon Cart
- 95 Gallon Cart
- Frontload

Container Counts

- 81
- 121
- 117
- 585



Industrial

Hauls

🌟 Drop Boxes and Compactors

7,699

🌟 Includes all material Streams



Residential

Volume

 Commingle Recycling	1,563
 Glass Recycling	261
 MSW	4,891
 Yard Debris	2,779



Slide notes: Material Reported in tons. Full list of materials found in our 2021 annual report.

Commercial

Volume

 Commingle Recycling

3,635

 Glass Recycling

102

 MSW

9,946



Slide notes: Material Reported in tons. Full list of materials found in our 2021 annual report.

Industrial

Volume

 Commingle Recycling	1,254
 Glass Recycling	1,241
 MSW	6,048
 Yard Debris	1,002



Slide notes: Material Reported in tons. Full list of materials found in our 2021 annual report.



I am very impressed with your prompt service. I was pleasantly surprised at how quickly you took care of my missed pickup a few months ago. I am also very impressed with your communications regarding the weather delays!

-Elizabeth, Tualatin Resident





Your driver stopped to wait for me to pull out my yard waste cart for pickup. You've got the best service ever! Thanks so much to this driver!

-Denise, Tualatin Resident



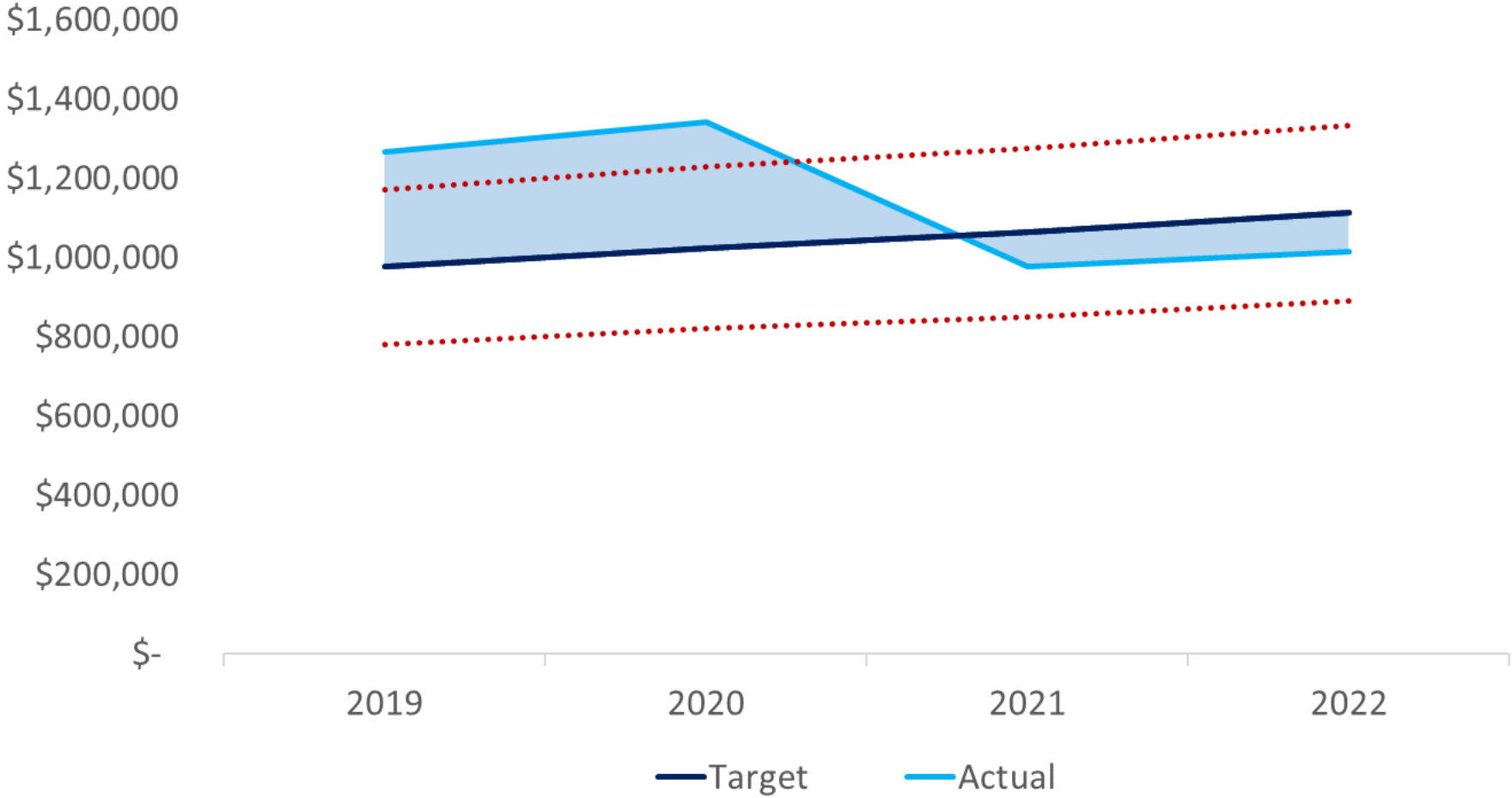
We provide continuous driver training



Statement of Income

	Actuals			Forecasted	
	2019	2020	2021	2022	2023
Revenue	\$9,765,280	\$10,240,786	\$10,634,491	\$11,115,993	\$11,619,295
Cost of Operations	\$7,834,429	\$8,107,610	\$8,685,607	\$9,117,224	\$9,588,209
Gross Profit	\$1,930,851	\$2,133,175	\$1,948,884	\$1,998,768	\$2,031,086
Sales, General and Administrative	\$665,548	\$792,643	\$970,908	\$985,179	\$999,772
Operating Income	\$1,265,303	\$1,340,533	\$977,976	\$1,013,589	\$1,031,315
Income Taxes	\$361,877	\$383,392	\$285,276	\$376,751	\$383,649
Net Income	\$903,426	\$957,140	\$692,701	\$636,838	\$647,666

Profit Compared to Acceptable Profitability Range (8% - 12%)



Schedule of Expenses

	Actuals			Forecasted	
	2019	2020	2021	2022	2023
<i>Cost of Operations</i>					
Disposal & Recycle	\$4,314,649	\$4,370,713	\$4,469,571	\$4,791,827	\$5,137,318
Labor	\$1,932,984	\$2,133,906	\$2,329,050	\$2,404,744	\$2,482,898
Truck & Equipment Expense	\$1,051,641	\$1,037,349	\$1,242,329	\$1,275,996	\$1,323,335
Franchise Fees	\$227,434	\$238,967	\$273,460	\$273,460	\$273,460
Other Direct Expense	\$307,721	\$326,676	\$371,197	\$371,197	\$371,197
Cost of Operations	\$7,834,429	\$8,107,610	\$8,685,607	\$9,117,224	\$9,588,209
<i>Sales, General and Administrative</i>					
Management & Administrative Expense	\$531,664	\$572,381	\$634,288	\$648,559	\$663,152
Other Overhead Expenses	\$133,884	\$220,261	\$336,620	\$336,620	\$336,620
Sales, General, and Administrative	\$665,548	\$792,643	\$970,908	\$985,179	\$999,772

Bundled Commercial Organics



	Standard	w/ Organics*
35 Gallon Cart	\$26.42	\$33.75
65 Gallon Cart	\$35.61	\$42.94
95 Gallon Cart	\$43.64	\$50.97
1 Yard Front Load	\$113.25	\$120.58

*Rate table built on cart level services, once a week.

Residential Organics Possibilities



All Residential Approach

- ♻️ Access
- ♻️ Affordability
- ♻️ Sustainable
- ♻️ Collection Events
- ♻️ Responsible End Markets

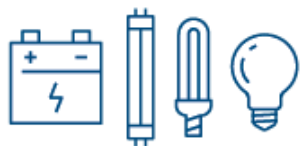
Bulb & Battery Recycling Mail-Back Kits

Recycling solutions for residences and businesses that want an all-inclusive solution to package and ship bulbs and batteries on your own schedule.



Council Directional Guidance Requested

Did you know?



Bulbs, batteries, ballasts and other mercury-containing items are a subset of hazardous waste called "universal waste."



Federal universal waste regulations (Title 40, Part 273) say businesses are required to properly recycle their universal waste and cannot leave material on-site longer than 12 months.



When disposed of improperly, materials like mercury and lead can contaminate the environment and cause serious health and environmental risks.

Republic Services offers simple solutions, environmental responsibility and reliability.



Simple Solutions

- One-stop service provider
- Tailored options for your needs
- All-inclusive kits deliver a complete recycling solution on your schedule¹



Environmental Responsibility

- Certificate of Recycling (COR) provided
- Federally compliant kits for safe disposal
- Keeps harmful chemicals out of the environment



Reliability

- Highly certified third-party recycling partner
- Optional auto re-order for business's ongoing needs
- Receive your kit within 10 business days

WRI Recycling Depot

Cardboard Electronic Waste (e-Waste) Glass Bottles Metal Standard Recyclables Polystyrene

10295 SW Ridder Road, Wilsonville, Oregon



Recycle +

- Monthly Rate, no subscription required
- Two Pick-up Opportunities Monthly
- Union CDL Drivers
- Living Wages



This is the Washington County Model



Thank you

Sustainability in Action

Travis Comfort, Municipal Contract Administrator. TComfort@RepublicServices.com