



**Department of Public Works**

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November 15<sup>th</sup>, 2011

### **Introduction**

On June 30th, 2011, the City issued a Request-for-Proposals for a new solid waste collection contract. The RFP included a draft contract with provisions for substantially upgraded services. Proposals were due in early September. The City received proposals from three companies: Republic Services (the incumbent contractor); Cleanscapes and Waste Management of Washington. All three proposals featured lower rates than currently charged as well as expanded services.

### **Selection Process**

An evaluation committee composed of five City staff reviewed the proposals, interviewed the proponents and made a consensus recommendation on which proponent to select. Rather than scoring the proposals based on individual criteria, the proposals were broadly ranked. Both Waste Management and Cleanscapes were equally ranked (ahead of Republic). Waste Management's rates were the lowest of the three companies, by approximately \$100,000 per year. The evaluation committee selected Waste Management on the basis of overall cost and an attractive service package, which the committee believed offered the best balance of rates and services for Snoqualmie residents and businesses.

### **Contract Enhancements**

The new contract includes the following enhancements:

- New garbage, recycling and compost carts for all customers, with the elimination of old-style garbage cans.
- Wildlife-resistant containers available for a nominal charge.
- An expanded range of recyclables.
- All single-family customers will get compostables (yard debris + foodwaste) collection with their basic garbage service, same as recycling is provided now.
- Residential collection will occur Monday-Thursday, which will provide Friday as a make-up day for holidays and inclement weather.
- A \$6/year incentive for residential customers to subscribe to paperless billing (\$10/year for commercial customers).
- New natural gas collection vehicles.
- Recycling will be available at no additional charge to all commercial customers.
- The City will have the assignable option of owning all residential carts at the end of the contract, which should reduce rates in the successor contract.
- The Contractor will bill all customers and pay the City a 12% fee out of the receipts instead of the current utility fund approach. The Contractor will be responsible for collecting aging accounts.

### **Rate/Fiscal Impacts**

Overall Contractor revenues under the new contract will be lower than current levels, even after including the 15% King County disposal fee increase on January 1, 2012. Individual customers' rates may be slightly higher or lower, depending on their service levels. Single-family customers who currently subscribe for yardwaste collection will see a reduction of about \$8-10/month on their combined garbage and yardwaste collection bill. Single-family customers who do not subscribe for yardwaste collection will see a slight increase of approximately \$1/month. Commercial customers will have generally lower rates, even though recycling is now included. If they downsize their garbage container size in response to the new recycling program, they will see significant savings. Drop-box ("roll-off") customers will see an increase in their rates, but will also be eligible for commercial recycling and may be able to experience savings if they reconfigure their services. The following table shows sample rates:

<b><i>Service Level</i></b>	<b><i>Current 2011 Rate</i></b>	<b><i>New 2012 Rate</i></b>	<b><i>Additional Services</i></b>
32/35 Gallon Cart	\$20.33 w/o compost, \$32.34 with	\$21.97	New carts, embedded Compost, expanded recycling, paperless discount
60/64 Gallon Cart	\$32.87 w/o compost, \$44.88 with	\$32.95	
90/96 Gallon Cart	\$43.19 w/o compost, \$55.20 with	\$43.94	
1 yard "Dumpster"	\$118.64	\$102.22	New garbage containers, recycling included in rates, paperless discount
3 yard "Dumpster"	\$295.99	\$274.08	
8 yard "Dumpster"	\$631.49	\$649.74	
30 yard Drop-box	\$179.76	\$225.59	