

**CITY OF PLYMOUTH
AGENDA
SPECIAL COUNCIL MEETING
August 9, 2011, 5:00 p.m.
MEDICINE LAKE CONFERENCE ROOM**

1. CALL TO ORDER

2. TOPICS

- A. Discuss recycling proposals
- B. Set Future Study Sessions

3. ADJOURN

STUDY SESSION

August 9, 2011

To: Laurie Ahrens, City Manager

Prepared by: Doran Cote, Director of Public Works

Reviewed by:

Item: **Discuss Proposals for Comprehensive Municipal Recycling Services**

1. ACTION REQUESTED: N/A.

2. BACKGROUND:

The Request for Proposals (RFP) for Comprehensive Municipal Recycling Services included weekly recycling collection in the curbside program, collection at the recycling drop-off center, recycling collection at city-operated buildings and other facilities and events designated by the City. The RFP for recycling services had the following changes from the current program:

- 100% of revenue from materials sold returned to the City. Current revenue credit is 75%.
- Increase hauler involvement in public education, events and community involvement.
- Potential to collect new materials.
- Choice of containers. Proposers have the option of a choice of containers. Residents could choose between a hauler-owned wheeled recycling cart and the blue recycling bins provided by the city.
- Multi-family recycling. Proposers have the option of proposing a multi-family recycling collection and education program.
- Commercial recycling. Proposers have the option of proposing a commercial recycling and education program.

The City Council issued the Request for Proposals (RFP) on February 8, 2011, and staff posted the RFP notice on the city web site and in the official city newspaper. A pre-proposal meeting was held on March 7, 2011, where city staff responded to questions and provided additional information. One addendum to the RFP was issued and subsequently two proposals for recycling services were received on March 24, 2011. Allied Waste and Waste Management submitted proposals for our recycling services.

The evaluation team met March 29, 2011, to review the two proposals. Based upon the evaluation criteria listed in the RFP, the evaluation team concluded that the Waste Management proposal to maintain current services was the most cost effective. Based on this information, the City Council directed staff to negotiate a contract extension with Waste Management and to include the cities of Golden Valley and Minnetonka as their contracts with Waste Management will expire at the end of 2011.

As directed by the City Council, staff from Plymouth, Minnetonka and Golden Valley met with Waste Management, presented the desires of the collective group, and asked Waste Management to submit a proposal that reflected a cost effective contract that does not have undesirable provisions such as fuel surcharges or elimination of the “net zero” component provided for in our current contract.

On July 1, 2011, Waste Management submitted a proposal (dated June 24, 2011) for a 10 year contract that maintains the current collection system for 3 years and then transitions to wheeled cart collection every other week utilizing more environmentally sustainable trucks. This proposal also included an alternative revenue sharing method that transitions from a “net zero” component included in our current contract to a Recyclable Material Offset reward/risk program. This proposal is not included in any of the attached analysis.

That same day, Allied Waste submitted an unsolicited proposal for wheeled cart collection with same day collection for all three cities but on alternating weeks. The new Allied Waste proposal was very competitive financially with the new Waste Management proposal so staff from Golden Valley, Minnetonka and Plymouth conferred again with Waste Management to discuss their latest proposal.

In response to our meeting, on July 22, 2011, Waste Management submitted a proposal that reflects the same service provisions as the Allied Waste proposal so that the two proposals could be easily compared for service and costs. Staff from Golden Valley, Minnetonka and Plymouth conferred again with Waste Management to discuss their latest proposal and asked Waste Management to submit a proposal that reflected a cost effective contract that does not have undesirable provisions such as fuel surcharges or elimination of the “net zero” component provided for in our current contract.

Subsequent to the last meeting with Waste Management, the City Council asked that both Allied Waste and Waste Management be present before them at a Study Session to discuss their proposals, their company and their thoughts on the future of recycling and collection systems. Also since this City Council request, Waste Management has submitted a new proposal to continue with our current recycling program for three additional years with no fuel surcharges and maintains the “net zero” component.

3. BUDGET IMPACT:

N/A.

4. ATTACHMENTS:

Proposals (4)

Recycling Proposal Cost Comparison



August 1, 2011

Jeannine Clancy
Director of Public Works
City of Golden Valley
7800 Golden Valley Road
Golden Valley, MN 55427

Brian Wagstrom
Director
City of Minnetonka
11522 Minnetonka Boulevard
Minnetonka, MN 55305

Doran Cote
Director of Public Works
City of Plymouth
3400 Plymouth Boulevard
Plymouth, MN 55447

RE: Recap of Waste Management's Proposals for Recycle Services for the Cities of Golden Valley, Minnetonka, and Plymouth

Dear Ms. Clancy, Mr. Wagstrom, and Mr. Cote:

Thank you for the ongoing partnership that Golden Valley, Minnetonka, and Plymouth have shared with Waste Management. We appreciate the opportunity to continue doing business with you.

Waste Management has provided 3 separate proposals for services to the 3 Cities. Each have unique characteristics and offer options for the Cities to consider.

Proposal 1:

10 Year option for Single Sort recycling. Years 1 through 3 are service as is with weekly, Single Sort recycling in a bin. Years 4 through 10 are every other week, Single Sort recycling in a cart. In Years 4 through 10 Waste Management has offered clean burning Compressed Natural Gas trucks.

Compressed Natural Gas (CNG) provides the Cities with a more environmentally sustainable fuel source that is better for the environment. Compressed Natural Gas (CNG) reduces NOx generation by 97 percent, reduces particulate matter by 94 percent, and greenhouse gases by a minimum 20 percent over current levels. Natural gas vehicles also help to improve the health of local residents and regional air quality. The collection trucks also run quieter and reduce noise pollution in the neighborhoods.

Proposal 2:

7 Year option for Single Sort recycling. Waste Management proposed a 7 year contract for every other week Single Sort recycling in a cart. This proposal includes the entire City changing to every other week Single Sort recycling in a cart. As part of this proposal we proposed an implementation date of January 1, 2012. Service would be provided in the standard diesel trucks which operate on a Diesel blend fuel.

Proposal 3:

3 year option for Single Sort recycling. Waste Management proposed a 3 year contract for weekly Single Sort recycling in a bin. This proposal includes leaving service as is for the next 3 years. It allows the 3 Cities to do outreach and education to their residents in order to ensure that when a program changes occurs the change is well-received by the residents.

Revenue Sharing

As the 3 cities continue to evaluate options for services we strongly recommend that you consider value of commodities. Waste Management has consistently offered the highest pricing and value for the recyclable materials we collect from the Cities. I have included a history of blended values back to 2007 for you to consider. We believe that we bring the highest pricing to our customers available in the Twin Cities Market.

We look forward to the opportunity to discuss these 3 alternatives. Please feel free to contact me with any questions regarding our proposal at (763) 783-5429 or jklenner@wm.com. We appreciate your business and look forward to working with you long into the future.

Sincerely,

Jennifer Klennert

Jennifer Klennert
Municipal Marketing Manager

**Blended Value per Ton of Recyclables
August 2007 to July 2011**

	Blended Value Per Ton of Recyclables
Jul-11	\$ 111.25
Jun-11	\$ 111.79
May-11	\$ 119.02
Apr-11	\$ 115.38
Mar-11	\$ 112.86
Feb-11	\$ 75.37
Jan-11	\$ 85.20
Dec-10	\$ 77.92
Nov-10	\$ 73.86
Oct-10	\$ 66.93
Sep-10	\$ 65.07
Aug-10	\$ 65.79
Jul-10	\$ 72.18
Jun-10	\$ 79.98
May-10	\$ 73.06
Apr-10	\$ 74.33
Mar-10	\$ 65.30
Feb-10	\$ 66.10
Jan-10	\$ 60.86
Dec-09	\$ 55.22
Nov-09	\$ 56.34
Oct-09	\$ 56.26
Sep-09	\$ 48.64
Aug-09	\$ 45.11

	Blended Value Per Ton of Recyclables
Jul-09	\$ 56.39
Jun-09	\$ 50.00
May-09	\$ 44.95
Apr-09	\$ 43.42
Mar-09	\$ 43.41
Feb-09	\$ 32.01
Jan-09	\$ 26.61
Dec-08	\$ 25.78
Nov-08	\$ 53.24
Oct-08	\$ 100.95
Sep-08	\$ 126.49
Aug-08	\$ 129.15
Jul-08	\$ 123.39
Jun-08	\$ 114.19
May-08	\$ 110.03
Apr-08	\$ 112.13
Mar-08	\$ 111.04
Feb-08	\$ 103.74
Jan-08	\$ 102.63
Dec-07	\$ 116.37
Nov-07	\$ 115.44
Oct-07	\$ 115.34
Sep-07	\$ 114.56
Aug-07	\$ 114.68

**ADDENDUM NO. 2 TO
AGREEMENT FOR RECYCLING COLLECTION SERVICES**

This Agreement is made on _____ between the City of Plymouth ("City") and Waste Management of Minnesota, Inc. ("Contractor").

The parties have previously entered into an Agreement for Recycling Collection Services for the term January 1, 2001 through December 31, 2005 (the "Agreement"). In 2005, the parties extended the term of the Agreement and made some other modifications. The new term of the Agreement was January 1, 2005 through December 31, 2008. In 2008, the parties extended the term of the Agreement and made some other modifications. The new term of the Agreement was January 1, 2009 through December 31, 2010 with an option to extend one additional year. The parties wish to again extend the term of the Agreement and make some other modifications.

Accordingly, the parties agree as follows:

1. Paragraph 8 of the Agreement is amended to read:
 8. Term: The term of this Agreement shall be from January 1, 2010 through December 31, 2011, the date of signature by the parties notwithstanding.
2. Exhibit B-2 which is attached to this addendum will substitute for Exhibit B and Exhibit B-1 for the period from January 1, 2010 through December 31, 2011.
3. Except as specified above, all other provisions of the Agreement will remain unchanged and in effect, and the parties confirm those provisions and agree to perform and comply with them.
4. The parties agree that any written correspondence from the contractor to the customers regarding contract related matters shall first be approved by the City Manager.

CITY OF PLYMOUTH

Date: 2-10-10

By: 
Its Mayor

And: 
Its City Manager

WASTE MANAGEMENT OF MINNESOTA, INC.

Date: 3/4/10

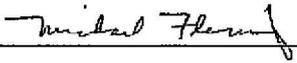
By: 
Its Vice President

EXHIBIT B-2

Payment for Comprehensive Recycling Services

A. Curbside Recycling Collection:

City of Plymouth will be divided into THREE Collection Districts with collection on THREE different days each week. Days of collection will be Wednesday, Thursday and Friday of each week. These collection districts shall not be changed without written approval of the City.

1. Cost per month from January 1, 2010 through December 31, 2011 for curbside recycling collection will be \$2.88 per CDU per month and the fee for processing recyclables for that same term will be \$51.09 per ton.
2. The number of households (CDU's) for which service is provided will be adjusted on January 1 and July 1 of each year of the Agreement.
3. The City will receive 75% of the material revenues after subtracting the processing fee. The credit, if any, will be applied to the following months bill. The last month's material credit, if any, will be sent to the City within 30 days of the end of this Agreement. The overall material mix on the Monthly Materials Credit Report may be adjusted quarterly.
4. Additional Recyclables Collected:
New materials that the City may add to the curbside program at no additional cost will include the following:
 - a. All empty, clean and dry steel paint cans up to one gallon in size, including the lid (removed from can).
 - b. All empty, and clean aerosol cans.

EXHIBIT B-2

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B. Drop-off Center Service:

1. The Contractor will provide containers and servicing of drop-off center for \$3,000 per month in 2010 and 2011 and a processing fee of \$51.09 per ton. All recyclable materials collected in the curbside recycling program as of January 1, 2006 shall be collected at the drop-off center.
2. Contractor will apply material revenues to recyclable materials from drop-off center at the same rate as the curbside tonnage each month with the exception of OCC (old corrugated cardboard). Material revenues for OCC tonnage will be figured on average monthly revenue received from actual sales of OCC. Actual sales receipts will be made available by the Contractor for inspection by the City upon request.
3. Contractor will replace and update signs on drop-off center container.
4. If contamination of recyclable materials exceed 15% of the total drop-off tonnage, both parties mutually agree to negotiate a revised plan for operation of the drop-off center that may include new container locations, elimination of containers, better signage and disposal charge backs.

C. Collection at City Facilities and Schools:

The Contractor will provide weekly collection of the same recyclables collected curbside at City facilities, schools, and other similar City designated sites for no additional cost.

Recycling RFP Cost Comparison

Residential Curbside														Recycle Bank					
Year	CDUs	Waste Management Current		Allied Waste Current		Waste Management Carts		Allied Waste Carts Transition		Allied Waste Carts 3 Days		Allied Waste Carts All Week		Allied Waste Carts Transition		Allied Waste Carts 3 Days		Allied Waste Carts All Week	
2012	22,745	\$3.04	\$829,737.60	\$4.34	\$1,184,559.60	\$3.27	\$892,513.80	\$4.34	\$1,184,559.60	\$3.29	\$897,972.60	\$2.56	\$698,726.40	\$4.99	\$1,361,970.60	\$3.94	\$1,075,383.60	\$3.21	\$876,137.40
2013	23,200	\$3.13	\$871,388.24	\$4.43	\$1,233,306.68	\$3.36	\$935,419.97	\$3.39	\$943,771.93	\$3.36	\$935,419.97	\$2.61	\$726,620.87	\$4.04	\$1,124,731.15	\$4.01	\$1,116,379.19	\$3.26	\$907,580.09
2014	23,664	\$3.22	\$914,373.02	\$4.52	\$1,283,529.83	\$3.47	\$985,364.71	\$3.46	\$982,525.04	\$3.42	\$971,166.37	\$2.66	\$755,351.62	\$4.11	\$1,167,103.45	\$4.07	\$1,155,744.78	\$3.31	\$939,930.03
2015	24,137	\$0.00	\$0.00	\$0.00	\$0.00	\$3.57	\$1,034,036.62	\$3.53	\$1,022,450.77	\$3.49	\$1,010,864.93	\$2.72	\$787,837.42	\$4.18	\$1,210,720.75	\$4.14	\$1,199,134.90	\$3.37	\$976,107.40
2016	24,620	\$0.00	\$0.00	\$0.00	\$0.00	\$3.68	\$1,087,215.64	\$3.60	\$1,063,580.52	\$3.56	\$1,051,762.96	\$2.77	\$818,366.12	\$4.25	\$1,255,615.89	\$4.21	\$1,243,798.33	\$3.42	\$1,010,401.50
2017	25,112	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$3.67	\$1,105,946.48	\$3.63	\$1,093,892.57	\$2.83	\$852,814.31	\$4.32	\$1,301,822.56	\$4.28	\$1,289,768.65	\$3.48	\$1,048,690.39
2018	25,615	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$3.74	\$1,149,581.64	\$3.71	\$1,140,360.40	\$2.88	\$885,239.34	\$4.39	\$1,349,375.24	\$4.36	\$1,340,154.00	\$3.53	\$1,085,032.94
Total			\$2,615,498.86		\$3,701,396.11		\$4,934,550.74		\$7,452,415.99		\$7,101,439.80		\$5,524,956.09		\$8,771,339.64		\$8,420,363.45		\$6,843,879.74
Annual Comparison			\$871,832.95		\$1,233,798.70		\$986,910.15		\$1,064,630.86		\$1,014,491.40		\$789,279.44		\$1,253,048.52		\$1,202,909.06		\$977,697.11
Cart Comparisons (5 Years)							\$4,934,550.74		\$5,196,887.87		\$4,867,186.83		\$3,786,902.44		\$6,120,141.84		\$5,790,440.80		\$4,710,156.41

Fuel Cost Per Gallon	Estimated Annual Gallons	Ceiling Price	Costs										
\$4.00	168,000	\$4.00	\$0.00	\$4.00	\$0.00	\$4.00	\$0.00	\$4.00	\$0.00	\$4.00	\$0.00	\$4.00	\$0.00
Total Fuel			\$0.00										
			\$2,615,498.86		\$3,701,396.11		\$4,934,550.74		\$7,452,415.99		\$7,101,439.80		\$5,524,956.09

Drop Off Center					
Year	Months	Waste Management		Allied Waste	
2012	12	\$4,000.00	\$48,000.00	\$2,990.00	\$35,880.00
2013	12	\$4,250.00	\$51,000.00	\$3,049.00	\$36,588.00
2014	12	\$4,500.00	\$54,000.00	\$3,109.00	\$37,308.00
2015	12	\$0.00	\$0.00	\$3,171.00	\$38,052.00
2016	12	\$0.00	\$0.00	\$3,234.00	\$38,808.00
2017	12	\$0.00	\$0.00	\$3,298.00	\$39,576.00
2018	12	\$0.00	\$0.00	\$3,363.00	\$40,356.00
Total			\$153,000.00		\$266,568.00
Annual Comparison			\$51,000.00		\$38,081.14

Processing					
Year	Tons	Waste Management		Allied Waste	
2012	6,012	\$65.00	\$390,780.00	\$80.00	\$480,960.00
2013	6,132	\$65.00	\$398,595.60	\$81.60	\$500,390.78
2014	6,255	\$65.00	\$406,567.51	\$83.23	\$520,594.06
2015	6,380	\$0.00	\$0.00	\$84.90	\$541,660.51
2016	6,508	\$0.00	\$0.00	\$86.59	\$563,491.54
2017	6,638	\$0.00	\$0.00	\$88.33	\$586,311.03
2018	6,770	\$0.00	\$0.00	\$90.09	\$609,953.31
Total			\$1,195,943.11		\$3,803,361.23
Annual Comparison			\$398,647.70		\$543,337.32

Recycle Bank										
Proposal Summary	Waste Management Current	Allied Waste Current	Waste Management Carts	Allied Waste Carts Transition	Allied Waste Carts 3 Days	Allied Waste Carts All Week	Allied Waste Carts Transition	Allied Waste Carts 3 Days	Allied Waste Carts All Week	
Proposed Total Annual Cost	\$1,321,480.66	\$1,815,217.17	\$1,568,328.61	\$1,646,049.32	\$1,595,909.86	\$1,370,697.90	\$1,834,466.98	\$1,784,327.53	\$1,559,115.57	
Proposed Monthly Cost Per CDU	\$4.84	\$6.65	\$5.75	\$6.03	\$5.85	\$5.02	\$6.72	\$6.54	\$5.71	



June 24, 2011

Jeannine Clancy
Director of Public Works
City of Golden Valley
7800 Golden Valley Road
Golden Valley, MN 55427

Brian Wagstrom
Director
City of Minnetonka
11522 Minnetonka Boulevard
Minnetonka, MN 55305

Doran Cote
Director of Public Works
City of Plymouth
3400 Plymouth Boulevard
Plymouth, MN 55447

RE: Waste Management Proposal for Recycle Contract with the Cities of Golden Valley, Minnetonka, and Plymouth

Dear Ms. Clancy, Mr. Wagstrom, and Mr. Cote:

Thank you for the ongoing partnership that Golden Valley, Minnetonka, and Plymouth have shared with Waste Management. We appreciate the opportunity to continue doing business with you.

Our proposal lays out the specifics of Waste Management's investment and commitment to the Cities' recycling programs. We propose to take the Program from its current system to a cutting edge Single Stream serviced by cleaner burning Compressed Natural Gas trucks.

Waste Management's Financial Commitment

Waste Management proposes as part of its contract changes to purchase 47,000 Single Sort Recycling Carts and 6 Compressed Natural Gas Trucks. We are also in the process of permitting and installing a Compressed Natural Gas facility that will fuel our proposed Compressed Natural Gas fleet. We are committed to the future of the Cities' Recycling program and long-term Environmental Sustainability programs.

Golden Valley's, Minnetonka's, and Plymouth's Financial Commitment

Details of Waste Management proposal are in Attachment A: Proposed Pricing for Golden Valley, Minnetonka, and Plymouth.

Proposed Contract Term

Waste Management is proposing a 10 year agreement. The contract will be effective January 1, 2012 through December 31, 2021 with a possible extension option.

Contract Years 1 through 3

Waste Management will provide weekly Single Stream recycle service to the 3 Cities in Years 1 through 3. The Cities will continue to be responsible for providing recycle bins, customer service, and education to the residents. Waste Management will provide the collection services and processing.

Transition Year 3 through Year 4

Waste Management will work with the 3 Cities to create a transition plan to convert from the traditional recycling in a bin to carted recycling. A transition timeline will be worked out between the 3 Cities and Waste Management that is acceptable to both parties. The timing of the transition from bins to carts will be determined through agreement by both Waste Management and the 3 Cities.

Waste Management will provide initial distribution of 64 gallon Single Sort recycle carts to all Single Family households and 32 gallon Single Sort cart delivery to all Townhome households. The standard Waste Management green cart with a gold lid inlaid with an acceptable item decal will be provided. After a trial period residents may increase or decrease their cart size depending on their individual needs.

Waste Management would assist the 3 Cities with education and publicity to the residents throughout the Transition process.

Contract Years 4 through Year 10

Waste Management will provide every other week carted Single Stream recycle service to the 3 Cities in Years 4 through 10. Waste Management will provide collection of the Single Sort recycle carts every other week to all contracted households. Waste Management will own and maintain the Single Sort recycle carts. Waste Management's trucks for recycling will run on clean burning Compressed Natural Gas.

Waste Management will continue to service each City on the same zoned day they are currently receiving service. (Minnetonka – Monday and Tuesday, Plymouth – Wednesday, Thursday, and Friday, Golden Valley – Friday). Each City will be divided into

2 additional service **week** zones. Waste Management will service one-half of the City one week and the other one-half of the City the next week.

The Cities would continue to be responsible for program publicity, education, and customer service.

We look forward to the opportunity to discuss this proposal. Please let me know when you are available to meet. Please feel free to contact me with any questions regarding our proposal at (763) 783-5429 or jklenner@wm.com. We appreciate your business and look forward to working with you long into the future.

Sincerely,

Jennefer Klennert

Jennefer Klennert
Municipal Marketing Manager

Enclosures:

Attachment A – Proposed Pricing for Golden Valley, Minnetonka, and Plymouth

Attachment B – Description of Recyclable Material Offset

Attachment C – RMO History 2007 to Current

Attachment D – Compressed Natural Gas Vehicles

Attachment A
Proposed Pricing for Golden Valley, Minnetonka, and Plymouth

Contract Years 1 through 3

Collection Cost (Drop Off and Curbside)

Rates for curbside and drop off collection follow. There is no fuel surcharge component proposed.

Curbside Collection Cost

Year 1 - \$2.98 per household per month

Year 2 - \$3.12 per household per month

Year 3 - \$3.28 per household per month

Drop Off Collection Cost (Plymouth)

Year 1 - \$3,090.00 per month

Year 2 - \$3,180.00 per month

Year 3 - \$3,280.00 per month

Drop Off Collection Cost (Minnetonka)

Year 1 - \$2,575.00 per month

Year 2 - \$2,653.00 per month

Year 3 - \$2,732.00 per month

Revenue Share Program (Drop Off and Curbside)

Processing costs and revenue share percentages follow. Waste Management's Revenue Share Program for Years 1 through 3 has a Net Zero component. If the cost to process material exceeds revenue from materials the City's portion due will be \$0.00.

Processing Cost

Year 1 - \$52.62 per ton

Year 2 - \$54.20 per ton

Year 3 - \$55.82 per ton

Revenue Share Component

Year 1 - 75%

Year 2 - 75%

Year 3 - 75%

Contract Years 4 through Year 10

These rates will be effective upon the change in the program from weekly bin service to every other week carted service. Approximate time frame is end of year 3 beginning of year 4.

Collection Cost (Drop Off and Curbside)

Rates for curbside and drop off collection follow. All equipment will operate on Compressed Natural Gas (CNG) and no fuel surcharge component is proposed.

Curbside Collection Cost

Year 4 - \$3.45 per household per month
Year 5 - \$3.55 per household per month
Year 6 - \$3.66 per household per month
Year 7 - \$3.77 per household per month
Year 8 - \$3.88 per household per month
Year 9 - \$4.00 per household per month
Year 10 - \$4.12 per household per month

Drop Off Collection Cost (Plymouth)

Year 4 - \$3,378.00 per month
Year 5 - \$3,479.00 per month
Year 6 - \$3,584.00 per month
Year 7 - \$3,690.00 per month
Year 8 - \$3,802.00 per month
Year 9 - \$3,916.00 per month
Year 10 - \$4,034.00 per month

Drop Off Collection Cost (Minnetonka)

Year 4 - \$2,814.00 per month
Year 5 - \$2,898.00 per month
Year 6 - \$2,985.00 per month
Year 7 - \$3,074.00 per month
Year 8 - \$3,167.00 per month
Year 9 - \$3,262.00 per month
Year 10 - \$3,360.00 per month

Revenue Share Program (Drop Off and Curbside)

Processing costs and revenue share percentages follow. Waste Management's Revenue Share Program for Years 4 through 10 will be through Waste Management's Recyclable Material Offset (RMO) reward/risk program. An additional explanation follows in Appendix B: Description of Recyclable Material Offset.

Processing Cost

Year 4 through Year 10 – Actual Cost of Processing Per Ton with a cap of \$66.55 per ton maximum

Revenue Share Component

Year 4 through Year 10 – 80 percent to Cities: 20 percent to Waste Management

Attachment B

Description of Recyclable Materials Offset

As a result of a worldwide economic decline in recyclable commodity values, revenue from the sale of recyclable materials is not adequate to support our recycling collection and processing costs. To combat this major decline in the value of recyclable materials, Waste Management has instituted a volume-based Recyclable Materials Offset for its municipal recycling customers.

This fluctuating offset allows us to adjust for the decline in the recyclable commodities market and to cover the costs associated with continuing to collect and process recyclable materials at an acceptable operating margin.

We hope the recyclables commodities market will rebound and again cover collection and processing costs for this important service. Waste Management will be monitoring market prices relative to our costs and will adjust this Offset as appropriate. Waste Management has been in the recycling business since 1971 and we've witnessed a number of recyclable commodity pricing cycles. We believe that the worldwide demand for these resources will grow again.

This Recyclable Materials Offset (RMO) program will establish a process in which Waste Management and our customers will share the risk of future commodity price volatility. While costs continue to exceed commodity prices, the RMO will appear as an additional cost item on monthly statements. As recycling commodities increase, this line item will help you to reduce your overall program cost.

How will this Recyclable Materials Offset be modified to reflect the changes in commodity prices?

The offset is market based and reflects the actual collection costs and operating costs in a given market. Because the offset varies by our Area structure, it will differ by geographic area and a commercial customer's recyclables volume. This is similar to landfill tipping fees throughout the country. The offset may fluctuate up and down reflecting market-based pricing.

How is the Recyclable Materials Offset calculated?

The offset is different than the collection fee for recycling. This allows WM to hold your collection fee consistent while fluctuate the offset for adjustments in commodity values.

As part of Waste Management's offer to the City of Plymouth, the offset is calculated using the Processing Cost minus 80 percent of the blended value received for the recyclables. The offset can be positive if the materials value is higher than the processing or negative if the materials value is lower than the processing.

For example:

Materials Value Less Than Processing

Inbound Stream	Blended Value	% Factor	Revenue Share	Processing Cost	Calculation	RMO Rate Per LOB
Residential SS	\$26.00	80%	\$20.80	\$60.00	\$60.00-\$20.80	\$39.20

In this sample the Processing Cost is \$60.00 per ton. The blended value of the material is \$26.00, which at a factor of 80 percent revenue share totals \$20.80. The cost for the offset per ton in this example is \$39.20 per ton.

Materials Value Higher Than Processing

Inbound Stream	Blended Value	% Factor	Revenue Share	Processing Cost	Calculation	RMO Rate Per LOB
Residential SS	\$114.19	80%	\$91.35	\$60.00	\$60.00 - \$91.35	(\$31.35)

In this sample the Processing Cost is \$60.00 per ton. The blended value of the material is \$114.19, which at a factor of 80 percent revenue share totals \$91.35. The credit for the offset per ton in this example is \$31.35 per ton.

How is the Processing Cost calculated?

For the duration of Waste Management’s contract with the City of Plymouth, the processing cost is based on Waste Management’s actual cost per ton at our Material Recovery Facility (MRF) for separating and preparing the materials for market. In the sample shown the cost listed is \$60.00 per ton.

How is the Blended Value calculated?

The blended value per ton for the recyclable materials is based on actual recyclable materials sales. Waste Management typically sells our material at a higher rate than standard indices such as the OBM (Official Board Market) or the Aluminum Materials Market. Waste Management does on-going analysis of our material to appropriately blend the rates of the material based on the mix of recyclables we are getting into our facilities.

Attachment C
RMO History 2007 to Current

Twin Cities MRF					
	Blended Value	% Factor	Revenue Share	Processing Cost	RMO Rate Per Ton
May-11	\$ 148.77	80%	\$ 119.02	\$ (48.23)	\$ 70.79
Apr-11	\$ 144.22	80%	\$ 115.38	\$ (48.23)	\$ 67.15
Mar-11	\$ 141.07	80%	\$ 112.86	\$ (49.52)	\$ 63.34
Feb-11	\$94.21	80%	\$ 75.37	\$ (49.52)	\$ 25.85
Jan-11	\$106.50	80%	\$ 85.20	\$ (49.52)	\$ 35.68
Dec-10	\$97.40	80%	\$ 77.92	\$ (52.82)	\$ 25.10
Nov-10	\$92.32	80%	\$ 73.86	\$ (52.82)	\$ 21.04
Oct-10	\$83.66	80%	\$ 66.93	\$ (52.82)	\$ 14.11
Sep-10	\$81.34	80%	\$ 65.07	\$ (57.01)	\$ 8.06
Aug-10	\$82.24	80%	\$ 65.79	\$ (57.01)	\$ 8.78
Jul-10	\$90.22	80%	\$ 72.18	\$ (57.01)	\$ 15.17
Jun-10	\$99.97	80%	\$ 79.98	\$ (53.66)	\$ 26.32
May-10	\$91.33	80%	\$ 73.06	\$ (53.66)	\$ 19.40
Apr-10	\$ 92.91	80%	\$ 74.33	\$ (53.66)	\$ 20.67
Mar-10	\$ 81.62	80%	\$ 65.30	\$ (47.09)	\$ 18.21
Feb-10	\$ 82.63	80%	\$ 66.10	\$ (47.09)	\$ 19.01
Jan-10	\$ 76.08	80%	\$ 60.86	\$ (47.09)	\$ 13.77
Dec-09	\$ 69.02	80%	\$ 55.22	\$ (47.64)	\$ 7.58
Nov-09	\$ 70.43	80%	\$ 56.34	\$ (47.64)	\$ 8.70
Oct-09	\$ 70.32	80%	\$ 56.26	\$ (47.64)	\$ 8.62
Sep-09	\$ 60.80	80%	\$ 48.64	\$ (50.20)	\$ (1.56)
Aug-09	\$ 56.39	80%	\$ 45.11	\$ (50.20)	\$ (5.09)
Jul-09	\$ 56.39	80%	\$ 45.11	\$ (57.29)	\$ (12.18)
Jun-09	\$ 50.00	80%	\$ 40.00	\$ (57.25)	\$ (17.25)
May-09	\$ 44.95	80%	\$ 35.96	\$ (57.25)	\$ (21.29)
Apr-09	\$ 43.42	80%	\$ 34.74	\$ (57.25)	\$ (22.51)
Mar-09	\$ 43.41	80%	\$ 34.73	\$ (57.25)	\$ (22.52)
Feb-09	\$ 32.01	80%	\$ 25.61	\$ (60.00)	\$ (34.39)
Jan-09	\$ 26.61	80%	\$ 21.29	\$ (60.00)	\$ (38.71)
Dec-08	\$ 25.78	80%	\$ 20.62	\$ (60.00)	\$ (39.38)
Nov-08	\$ 53.24	80%	\$ 42.59	\$ (60.00)	\$ (17.41)
Oct-08	\$ 100.95	80%	\$ 80.76	\$ (60.00)	\$ 20.76
Sep-08	\$ 126.49	80%	\$ 101.19	\$ (60.00)	\$ 41.19
Aug-08	\$ 129.15	80%	\$ 103.32	\$ (60.00)	\$ 43.32
Jul-08	\$ 123.39	80%	\$ 98.71	\$ (60.00)	\$ 38.71

Jun-08	\$ 114.19	80%	\$ 91.35	\$ (60.00)	\$ 31.35
May-08	\$ 110.03	80%	\$ 88.02	\$ (60.00)	\$ 28.02
Apr-08	\$ 112.13	80%	\$ 89.70	\$ (60.00)	\$ 29.70
Mar-08	\$ 111.04	80%	\$ 88.83	\$ (60.00)	\$ 28.83
Feb-08	\$ 103.74	80%	\$ 82.99	\$ (60.00)	\$ 22.99
Jan-08	\$ 102.63	80%	\$ 82.10	\$ (60.00)	\$ 22.10
Dec-07	\$ 116.37	80%	\$ 93.10	\$ (60.00)	\$ 33.10
Nov-07	\$ 115.44	80%	\$ 92.35	\$ (60.00)	\$ 32.35
Oct-07	\$ 115.34	80%	\$ 92.27	\$ (60.00)	\$ 32.27
Sep-07	\$ 114.56	80%	\$ 91.65	\$ (60.00)	\$ 31.65
Aug-07	\$ 114.68	80%	\$ 91.74	\$ (60.00)	\$ 31.74

Attachment D Compressed Natural Gas Vehicles

Over the next 10 years Waste Management has set a goal to reduce our emissions and increase fleet efficiency by 15 percent. Waste Management currently has over 900 Compressed Natural Gas trucks on the streets across North America. Waste Management is currently in the process of installing our first Compressed Natural Gas (CNG) facility in the Twin Cities. Over the next 5 years we will be upgrading our fleet to CNG.

CNG has been around for over a decade and is a tried and true technology. CNG is much quieter than diesel and creates a quieter presence in your neighborhoods. CNG is also good for the environment. The Twin Cities is potentially going to be a non-Ozone attainment area by 2015. CNG is a viable clean burning alternative to diesel. CNG reduces Smog-causing NOx by 97 percent. Particulate matter is also substantially decreased by 94 percent. Green House Gas emissions are reduced by at least 20 percent.



Doran Cote

From: Hirstein, Richard [RHirstein@republicservices.com]
Sent: Friday, July 01, 2011 1:49 PM
To: Doran Cote
Cc: Zimmerman, Bryan; OConnell, Daniel; Showalter, Krista
Subject: Allied Waste Proposal
Attachments: Plymouth 2011 Cost Proposal Pages Allied Waste 7-1-11.pdf; New Brighton 2010 Map Blue and Grey.pdf; Albertville Map Blue Grey ZONES.pdf

Hello Doran,

Thanks for being understanding and accommodating with all of this going on. We have received final approval on rates to offer for Plymouth, Minnetonka and Golden Valley. They are attached.

We have come up with a plan that MAINTAINS THE CURRENT SERVICE DAY SCHEDULE (no hassles for residents!)---and STILL GIVES YOU THE SAVINGS, plus the Single Sort carts, etc. We are confident that what we are proposing with the new carts and the every other week service will be well-received by your citizens. I'll explain on the phone call.

We have developed detailed service-day maps for many communities we service and will develop them for Plymouth, Minnetonka and Golden Valley if we are selected. I have attached 2 of the most recently developed (from New Brighton and Albertville).

I am 100% confident that we will professionally handle this without any problems, hassles or issues with your residents. The letters of recommendation that were included in our original proposal are from your colleagues and they express their complete confidence in our company. I will personally assure you that we get this done and that your citizens will be thrilled with our service.

Please take a look at the attached in preparation for our 2:30 call. Thank you very much, Doran.

Rich Hirstein

Allied Waste Services / Republic Services
Sr. Area Municipal Services Manager for
Minnesota, Iowa and Wisconsin
(952) 946-5330

July 1, 2011



A REVISED Recycling Services Proposal for the Cities of Plymouth, Minnetonka & Golden Valley

REVISED, OPTION 1:

Allied Waste will provide 68 Gallon Carted Single Sort Recycling Service to all residents of Plymouth, Minnetonka and Golden Valley beginning January 1, 2012.

The service schedule will be the SAME as their current Monday thru Friday schedule in each community, except that it will be Every Other Week Service rather than weekly.

- \$ 3.01 per CDU per month, January 1 through December 31, 2012
- \$ 3.07 per CDU per month, January 1 through December 31, 2013
- \$ 3.13 per CDU per month, January 1 through December 31, 2014
- \$ 3.19 per CDU per month, January 1 through December 31, 2015
- \$ 3.26 per CDU per month, January 1 through December 31, 2016
- \$ 3.32 per CDU per month, January 1 through December 31, 2017
- \$ 3.39 per CDU per month, January 1 through December 31, 2018

Allied Waste will deliver the new Single Sort Carts to every household in December of 2011 and begin service on January 1, 2012. Every home will have a cart and receive service every other week on their current service day. Carts are part of the service offering and are not an extra cost.

Option 1: Example Service for JANUARY 2012

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
1	2 Minnetonka	3 Minnetonka	4 Plymouth	5 Plymouth	6 Plymouth Golden valley	7
8	9	10	11	12	13	14
15	16 Minnetonka	17 Minnetonka	18 Plymouth	19 Plymouth	20 Plymouth Golden Valley	21
22	23	24	25	26	27	28
29	30 Minnetonka	31 Minnetonka	1 February Plymouth	2 February Plymouth	3 February Plymouth Golden Valley	4





REVISED, OPTION 2:

Allied Waste will provide 68 Gallon Carted Single Sort Recycling Service to all residents of Plymouth, Minnetonka and Golden Valley beginning January 1, 2012.

The service schedule will be the **SAME** as their current Monday thru Friday schedule in each community, **except** that it will be **Every Other Week Service** rather than weekly. We will service ½ of the “Minnetonka Monday Service Area” one week and the other half the next week. We’ll continue this pattern the rest of the week and month.

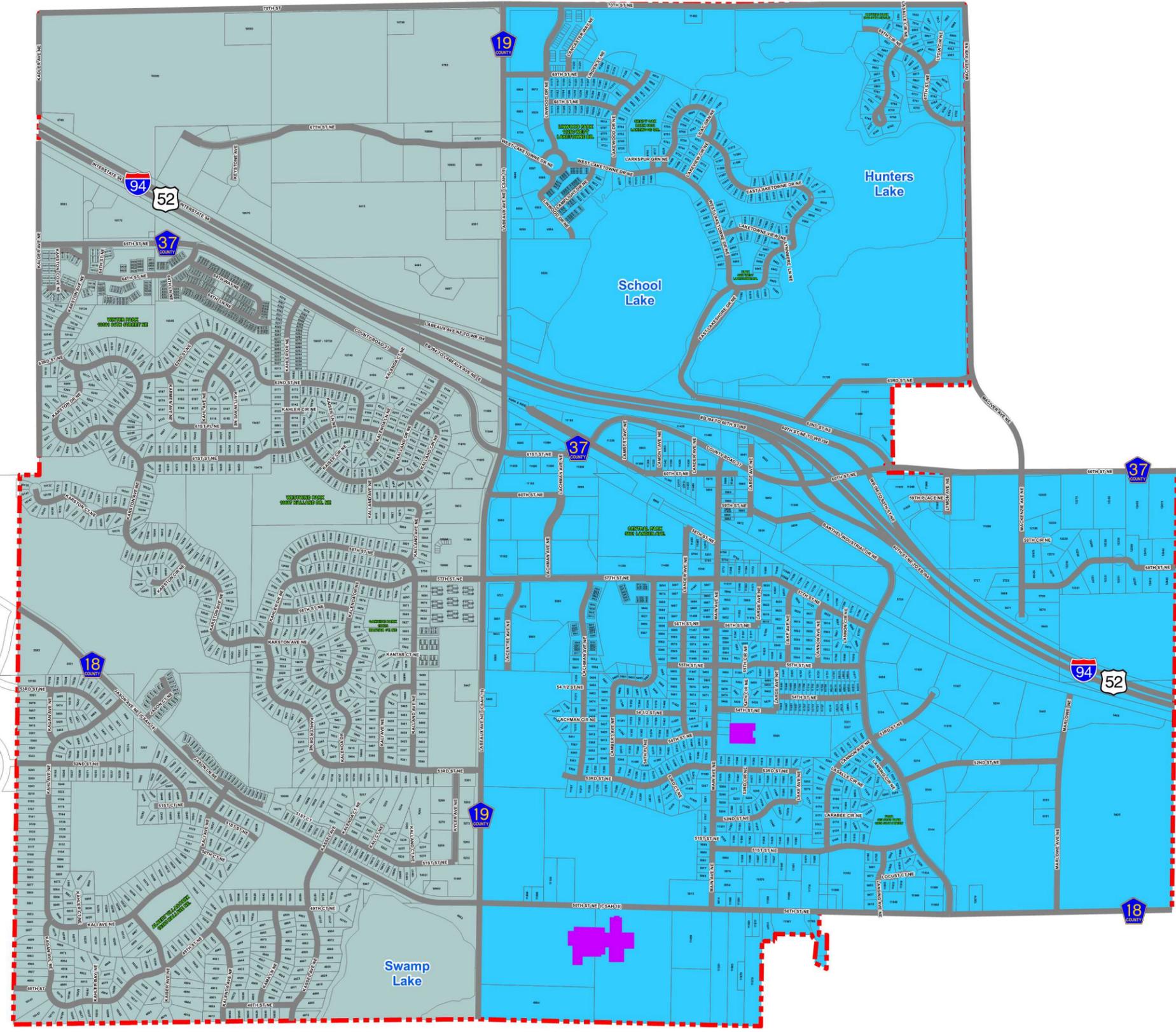
- \$ 2.52 per home per month, January 1 through December 31, 2012
- \$ 2.57 per home per month, January 1 through December 31, 2013
- \$ 2.62 per home per month, January 1 through December 31, 2014
- \$ 2.67 per home per month, January 1 through December 31, 2015
- \$ 2.73 per home per month, January 1 through December 31, 2016
- \$ 2.78 per home per month, January 1 through December 31, 2017
- \$ 2.84 per home per month, January 1 through December 31, 2018

Allied Waste will deliver the new Single Sort Carts to every household in December of 2011 and begin service on January 1, 2012. Every home will have a cart and receive service every other week on schedule like what is listed below (Monday thru Friday).

Option 2: Example Service for JANUARY 2012

Sun	Monday	Tuesday	Wednesday	Thursday	Friday	Sat
1	2 1/2 of Monday Minnetonka Service Area	3 1/2 of Tues Minnetonka Service Area	4 1/2 of Wed Plymouth Service Area	5 1/2 of Thurs Plymouth Service Area	6 Finish Plymouth & Golden Valley	7
8	9 Other 1/2 of Monday's Minnetonka SA	10 Other 1/2 of Tuesday's Minnetnka SA	11 other 1/2 of Wednesday's Plymouth SA	12 other 1/2 of Thursday's Plymouth SA	13 Finish Plymouth & Golden Valley	14
15	16 1/2 of Monday Minnetonka Service Area	17 1/2 of Tues Minnetonka Service Area	18 1/2 of Wed Plymouth Service Area	19 1/2 of Thurs Plymouth Service Area	20 Finish Plymouth & Golden Valley	21
22	23 Other 1/2 of Monday's Minnetonka SA	24 Other 1/2 of Tuesday's Minnetnka SA	25 other 1/2 of Wednesday's Plymouth SA	26 other 1/2 of Thursday's Plymouth SA	27 Finish Plymouth & Golden Valley	28
29	30 1/2 of Moday Minnetonka Service Area	31 1/2 of Tues Minnetonka Service Area	1 1/2 of Wed Plymouth Service Area	2 1/2 of Thurs Plymouth Service Area	3 Finish Plymouth & Golden Valley	4



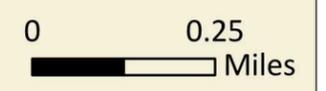


Legend

Recycling Service Zones

- East
- West
- Centerlines
- Schools
- Parcel Lines
- City Limits

Source: Wright County, MNDNR



Recycling Service Zone Map

Figure R-1

2010



2011 Recycling Pick Up Dates & Zones

Not sure what zone your property is in? Visit www.newbrightonmn.gov

2011 Monday - Grey Week

January 10 & 24
February 7 & 21
March 7 & 21
April 4 & 18
May 2, 16, & 31*
June 13 & 27
July 11 & 25
August 8 & 22
September 6* & 19
October 3, 17, & 31
November 14 & 28
December 12 & 26

*Pick up on Tues. due to a holiday.

Monday's Grey Week

2011 Monday - Blue Week

January 3, 17, & 31
February 14 & 28
March 14 & 28
April 11 & 25
May 9 & 23
June 6 & 20
July 5* & 18
August 1, 15, & 29
September 12 & 26
October 10 & 24
November 7 & 21
December 5 & 19

*Pick up on Tues. due to a holiday.

Monday's Blue Week

2011 Tuesday's Grey Week

January 11 & 25
February 8 & 22
March 8 & 22
April 5 & 19
May 3 & 17
June 1** & 14, & 28
July 12 & 26
August 9 & 23
September 7** & 20
October 4 & 18
November 1, 15, & 29
December 13 & 27

**Pick up on Wed. due to a holiday.

Tuesday's Grey Week

2011 Tuesday's Blue Week

January 4 & 18
February 1 & 15
March 1, 15, & 29
April 12 & 26
May 10 & 24
June 7 & 21
July 6** & 19
August 2, 16, & 30
September 13 & 27
October 11 & 25
November 8 & 22
December 6 & 20

**Pick up on Wed. due to a holiday.

Tuesday's Blue Week



1,000 500 0 1,000 Feet

Updated: Oct. 2010
Data Sources: NB GIS
Ramsey County

The data displayed on this map is for reference purposes only. The city of New Brighton can not be held liable if used for any other purpose.



igis/newbrighton/data/projects/allied_map



July 22, 2011

Jeannine Clancy
Director of Public Works
City of Golden Valley
7800 Golden Valley Road
Golden Valley, MN 55427

Brian Wagstrom
Director
City of Minnetonka
11522 Minnetonka Boulevard
Minnetonka, MN 55305

Doran Cote
Director of Public Works
City of Plymouth
3400 Plymouth Boulevard
Plymouth, MN 55447

RE: Waste Management Proposal for Recycle Contract with the Cities of Golden Valley, Minnetonka, and Plymouth

Dear Ms. Clancy, Mr. Wagstrom, and Mr. Cote:

Thank you for the ongoing partnership that Golden Valley, Minnetonka, and Plymouth have shared with Waste Management. We appreciate the opportunity to continue doing business with you.

Attached for your review is Waste Management's proposal for earlier implementation of Single Sort Recycling for the 3 Cities.

Proposed Contract Term

Waste Management is proposing a 7 year agreement. The contract will be effective January 1, 2012 through December 31, 2018 with a possible extension option.

Proposed Services

Waste Management will provide every other week carted Single Stream recycle service to the 3 Cities. Each resident will receive a Single Sort recycling cart as part of the service provided. Waste Management will provide collection of the Single Sort recycle carts every other week to all contracted households. Waste Management will own and maintain the Single Sort recycle carts.

Waste Management will continue to service each City on the same zoned day they are currently receiving service. (Minnetonka – Monday and Tuesday, Plymouth – Wednesday, Thursday, and Friday, Golden Valley – Friday). Each City will be divided into 2 additional service **week** zones. Waste Management will service one-half of the City one week and the other one-half of the City the next week.

The Cities would continue to be responsible for program publicity, education, and customer service.

Transition Services

Waste Management will work with the 3 Cities to create a transition plan to convert from the traditional recycling in a bin to carted recycling. A transition timeline will be worked out between the 3 Cities and Waste Management that is acceptable to both parties. Waste Management will work with the 3 Cities to develop a transition timeline and determine the specific roll out date. We are able to begin Single Sort carted recycling as soon as January 1, 2012. We would require adequate lead time to order and deliver the carts.

Waste Management will provide initial distribution of 64 gallon Single Sort recycle carts to all Single Family households and 32 gallon Single Sort cart delivery to all Townhome households. The standard Waste Management green cart with a gold lid inlaid with an acceptable item decal will be provided. After a trial period residents may increase or decrease their cart size depending on their individual needs.

Waste Management would assist the 3 Cities with education and publicity to the residents throughout the Transition process.

Financial Commitment

Details of Waste Management proposal are in Attachment A: Proposed Pricing for Golden Valley, Minnetonka, and Plymouth.

We look forward to the opportunity to discuss this proposal. Please let me know when you are available to meet. Please feel free to contact me with any questions regarding our proposal at (763) 783-5429 or jklenner@wm.com. We appreciate your business and look forward to working with you long into the future.

Sincerely,

Jennefer Klennert
Municipal Marketing Manager

Enclosures:

Attachment A – Proposed Pricing for Golden Valley, Minnetonka, and Plymouth

Attachment B – Sample Revenue Share Calculation

Attachment C – Blended Value Per Ton for Materials Recovery Facility

Attachment A
Proposed Pricing for Golden Valley, Minnetonka, and Plymouth

Contract Cost

Waste Management is proposing the following rates for Single Sort carted recycling services.

Collection Cost (Drop Off and Curbside)

Rates for curbside and drop off collection follow.

Curbside Collection Cost

Year 1 - \$2.99 per household per month*+

Drop Off Collection Cost (Plymouth)

Year 1 - \$3,090.00 per month*+

Drop Off Collection Cost (Minnetonka)

Year 1 - \$2,575.00 per month*+

Revenue Share Program (Drop Off and Curbside)

Processing costs and revenue share percentages follow. Please note that if processing exceeds revenues the Cities will be responsible for the additional cost of processing. A sample calculation is in Attachment B.

Processing Cost

Year 1 – \$52.00 Per Ton*

Revenue Share Component

Year 1 through Year 7 – 80 percent to Cities: 20 percent to Waste Management

***Escalator**

Waste Management’s proposed costs are subject to an annual escalator effective January 1 of each year starting on January 1, 2013. The escalator will be either 3 percent or the Consumer Price Index-Urban Midwest-All Items whichever is greater.

+Fuel Surcharge

In order to provide the most cost-effective solution for the 3 Cities we have chosen to provide a proposal with a separator for fuel prices. If diesel fuel remains below \$4.00 per gallon the fuel surcharge will be 0 percent. If diesel fuel is at or above \$4.00 per gallon the following percentages will apply to Waste Management’s base rate.

Diesel Fuel Price Per Gallon	Fuel Surcharge
<\$4.00	0 Percent

\$4.00 to \$4.24	2 Percent
\$4.25 to \$4.49	4 Percent
\$4.50 to \$4.74	5 Percent
\$4.75 and Up	1 Percent increase for Every \$0.25 increase in the Diesel Fuel Price Per Gallon

Attachment B

Sample Revenue Share Calculation

For example:

Materials Value Less Than Processing

Inbound Stream	Blended Value	% Factor	Revenue Share	Processing Cost	Calculation	RMO Rate Per LOB
Residential SS	\$26.00	80%	\$20.80	\$52.00	\$52.00-\$20.80	\$31.20.

In this sample the Processing Cost is \$52.00 per ton. The blended value of the material is \$26.00, which at a factor of 80 percent revenue share totals \$20.80. The cost for the offset per ton in this example is \$31.20 per ton.

Materials Value Higher Than Processing

Inbound Stream	Blended Value	% Factor	Revenue Share	Processing Cost	Calculation	RMO Rate Per LOB
Residential SS	\$114.19	80%	\$91.35	\$52.00	\$52.00 - \$91.35	(\$39.35)

In this sample the Processing Cost is \$52.00 per ton. The blended value of the material is \$114.19, which at a factor of 80 percent revenue share totals \$91.35. The credit for the offset per ton in this example is \$39.35 per ton.

How is the Processing Cost calculated?

The exact processing cost is quoted in Attachment A. In the sample shown the cost listed is \$52.00 per ton.

How is the Blended Value calculated?

The blended value per ton for the recyclable materials is based on actual recyclable materials sales. Waste Management typically sells our material at a higher rate than standard indices such as the OBM (Official Board Market) or the Aluminum Materials Market. Waste Management does on-going analysis of our material to appropriately blend the rates of the material based on the mix of recyclables we are getting into our facilities.

Attachment C

Blended Value Per Ton for Twin Cities Material Recovery Facility

	Blended Value
June-11	\$ 139.74
May-11	\$ 148.77
April-11	\$ 144.22
March-11	\$ 141.07
February-11	\$94.21
January-11	\$106.50
December-10	\$97.40
November-10	\$92.32
October-10	\$83.66
September-10	\$81.34
August-10	\$82.24
July-10	\$90.22
June-10	\$99.97
May-10	\$91.33
April-10	\$ 92.91
March-10	\$ 81.62
February-10	\$ 82.63
January-10	\$ 76.08
December-09	\$ 69.02
November-09	\$ 70.43
October-09	\$ 70.32
September-09	\$ 60.80
August-09	\$ 56.39
July-09	\$ 56.39

	Blended Value
June-09	\$ 50.00
May-09	\$ 44.95
April-09	\$ 43.42
March-09	\$ 43.41
Feb-09	\$ 32.01
Jan-09	\$ 26.61
December-08	\$ 25.78
November-08	\$ 53.24
October-08	\$ 100.95
September-08	\$ 126.49
August-08	\$ 129.15
July-08	\$ 123.39
June-08	\$ 114.19
May-08	\$ 110.03
April-08	\$ 112.13
March-08	\$ 111.04
February-08	\$ 103.74
Jan-08	\$ 102.63
December-07	\$ 116.37
November-07	\$ 115.44
October-07	\$ 115.34
September-07	\$ 114.56
August-07	\$ 114.68



August 1, 2011

Jeannine Clancy
Director of Public Works
City of Golden Valley
7800 Golden Valley Road
Golden Valley, MN 55427

Brian Wagstrom
Director
City of Minnetonka
11522 Minnetonka Boulevard
Minnetonka, MN 55305

Doran Cote
Director of Public Works
City of Plymouth
3400 Plymouth Boulevard
Plymouth, MN 55447

RE: Waste Management Proposal for Service As Is for Recycling with the Cities of Golden Valley, Minnetonka, and Plymouth

Dear Ms. Clancy, Mr. Wagstrom, and Mr. Cote:

Thank you for the opportunity to provide a recycle proposal to you for services as is. In April, 2010 Decision Resources, Ltd. completed a survey on behalf of the Cities of Minnetonka and Plymouth entitled Garbage Hauling and Recycling Collection Residential Survey, The vast majority of residents (93 percent in Minnetonka and 92 percent in Plymouth) participate in the curbside recycling program on a weekly basis.

The residents were also asked about both Every Other Week Collection and larger recycling carts. 72 percent of Minnetonka residents and 63 percent of Plymouth residents oppose a change to every other week recycling. In fact even when asked about every other week recycling with a larger plastic cart with lids and wheels being provided residents are still opposed to the change in the program. (56% of Minnetonka residents and 55 percent of Plymouth residents oppose this change.)

Waste Management supports that City in requesting customer input during the process of major City change. We believe the change from weekly single sort recycling in a bin to every other week single sort recycling in a cart is eventually coming to the Cities. However we are concerned that the City needs to have additional time to solicit comments from their residents and to provide an adequate amount of education.

Please find attached Waste Management's final proposal to the 3 Cities of Golden Valley, Minnetonka, and Plymouth for service as is.

Proposed Contract Term

Waste Management is proposing a 3 year agreement. The contract will be effective January 1, 2012 through December 31, 2014 with a possible extension option.

Contract Years 1 through 3

Waste Management will provide weekly Single Stream recycle service to the 3 Cities in Years 1 through 3. The Cities will continue to be responsible for providing recycle bins, customer service, and education to the residents. Waste Management will provide the collection services and processing. This contract will be the stepping off point for the 3 cities to prepare their residents for every other week Single Sort recycling in a cart. Waste Management will continue to service each City on the same zoned day they are currently receiving service. (Minnetonka – Monday and Tuesday, Plymouth – Wednesday, Thursday, and Friday, Golden Valley – Friday).

We look forward to the opportunity to discuss this proposal. Please feel free to contact me with any questions regarding our proposal at (763) 783-5429 or jklenner@wm.com. We appreciate your business and look forward to working with you long into the future.

Sincerely,

Jennefer Klennert

Jennefer Klennert
Municipal Marketing Manager

Attachment A
Proposed Pricing for Golden Valley, Minnetonka, and Plymouth

Contract Years 1 through 3

Collection Cost (Drop Off and Curbside)

Rates for curbside and drop off collection follow. There is no fuel surcharge component proposed.

Curbside Collection Cost

Year 1 - \$2.98 per household per month

Year 2 - \$3.07 per household per month

Year 3 - \$3.16 per household per month

Drop Off Collection Cost (Plymouth)

Year 1 - \$3,090.00 per month

Year 2 - \$3,180.00 per month

Year 3 - \$3,280.00 per month

Drop Off Collection Cost (Minnetonka)

Year 1 - \$2,575.00 per month

Year 2 - \$2,653.00 per month

Year 3 - \$2,732.00 per month

Revenue Share Program (Drop Off and Curbside)

Processing costs and revenue share percentages follow. Waste Management's Revenue Share Program for Years 1 through 3 has a Net Zero component. If the cost to process material exceeds revenue from materials the City's portion due will be \$0.00.

Processing Cost

Year 1 - \$52.62 per ton

Year 2 - \$54.20 per ton

Year 3 - \$55.82 per ton

Revenue Share Component

Year 1 - 75%

Year 2 - 75%

Year 3 - 75%

Recycling Proposal Cost Comparison

Allied Waste NEW = Same pickup day, every other week

Allied Waste Mod. = Same pickup day, alternating weeks for Minnetonka and GV

Residential Curbside

Year	CDUs	Waste Management July Proposal		Waste Management August Proposal		Allied Waste July Proposal		Allied Waste July Proposal (Mod.)	
2012	22,745	\$2.99	\$816,090.60	\$2.98	\$813,361.20	\$3.01	\$821,549.40	\$2.52	\$687,808.80
2013	23,200	\$3.08	\$857,384.78	\$3.07	\$854,684.32	\$3.07	\$854,684.32	\$2.57	\$715,484.92
2014	23,664	\$3.17	\$900,768.45	\$3.16	\$897,335.01	\$3.13	\$888,816.01	\$2.62	\$743,992.95
2015	24,137	\$3.27	\$946,347.34		\$0.00	\$3.19	\$923,971.10	\$2.67	\$773,355.12
2016	24,620	\$3.37	\$994,232.51		\$0.00	\$3.26	\$963,131.25	\$2.73	\$806,548.56
2017	25,112	\$3.47	\$1,044,540.68		\$0.00	\$3.32	\$1,000,474.74	\$2.78	\$837,746.92
2018	25,615	\$3.57	\$1,097,394.44		\$0.00	\$3.39	\$1,042,000.47	\$2.84	\$872,944.35
Total			\$6,656,758.81		\$2,565,380.53		\$6,494,627.29		\$5,437,881.62
Annual Comparison			\$950,965.54		\$855,126.84		\$927,803.90		\$776,840.23

Fuel Cost Per Gallon	Estimated Annual Gallons	Ceiling Price	Costs						
\$4.00	168,000	\$4.00	\$0.00	\$4.00	\$0.00	\$4.00	\$0.00	\$4.00	\$0.00
Total Fuel			\$0.00		\$0.00		\$0.00		\$0.00
			\$6,656,758.81		\$2,565,380.53		\$6,494,627.29		\$5,437,881.62

Drop Off Center

Year	Months	Waste Management July Proposal		Waste Management August Proposal		Allied Waste July Proposal	
2012	12	\$3,090.00	\$37,080.00	\$3,090.00	\$37,080.00	\$2,990.00	\$35,880.00
2013	12	\$3,182.70	\$38,192.40	\$3,182.70	\$38,192.40	\$3,049.00	\$36,588.00
2014	12	\$3,278.18	\$39,338.17	\$3,278.18	\$39,338.17	\$3,109.00	\$37,308.00
2015	12	\$3,376.53	\$40,518.32		\$0.00	\$3,171.00	\$38,052.00
2016	12	\$3,477.82	\$41,733.87		\$0.00	\$3,234.00	\$38,808.00
2017	12	\$3,582.16	\$42,985.88		\$0.00	\$3,298.00	\$39,576.00
2018	12	\$3,689.62	\$44,275.46		\$0.00	\$3,363.00	\$40,356.00
Total			\$284,124.10		\$114,610.57		\$266,568.00
Annual Comparison			\$40,589.16		\$38,203.52		\$38,081.14

Processing

Year	Tons	Waste Management July Proposal		Waste Management August Proposal		Allied Waste July Proposal	
2012	6,012	\$52.62	\$316,351.44	\$52.62	\$316,351.44	\$79.00	\$474,948.00
2013	6,132	\$54.20	\$332,358.82	\$54.20	\$332,358.82	\$80.58	\$494,135.90
2014	6,255	\$55.82	\$349,176.18	\$55.82	\$349,176.18	\$82.19	\$514,098.99
2015	6,380	\$57.50	\$366,844.49		\$0.00	\$83.84	\$534,868.59
2016	6,508	\$59.22	\$385,406.83		\$0.00	\$85.51	\$556,477.28
2017	6,638	\$61.00	\$404,908.41		\$0.00	\$87.22	\$578,958.96
2018	6,770	\$62.83	\$425,396.78		\$0.00	\$88.97	\$602,348.90
Total			\$2,580,442.95		\$997,886.44		\$3,755,836.62
Annual Comparison			\$368,634.71		\$332,628.81		\$536,548.09

Proposal Summary	Waste Management July Proposal	Waste Management August Proposal	Allied Waste July Proposal	Allied Waste July Proposal (Mod.)
Total Annual Cost Before Revenue Share	\$1,360,189.41	\$1,225,959.18	\$1,502,433.13	\$1,351,469.46
Total Annual Cost Before Processing	\$991,554.70	\$893,330.37	\$965,885.04	\$814,921.37
Revenue Share (less Processing Fee)	80% \$774,904.43	75% \$753,477.32	100% \$800,717.16	100% \$800,717.16
Net Annual Cost	\$216,650.27	\$139,853.04	\$165,167.89	\$14,204.22
Net Monthly Cost	\$18,054.19	\$11,654.42	\$13,763.99	\$1,183.68
Monthly Cost Per CDU	\$0.79	\$0.51	\$0.61	\$0.05
Total Contract Cost	\$9,521,325.85	\$3,677,877.54	\$10,517,031.91	\$9,460,286.24

Waste Management July proposal does NOT have a net zero clause

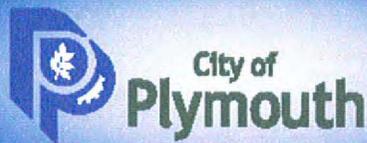
**An Executive Summary of the Proposal for the
Recycling Services Contract by Allied Waste Services**

***Prepared for the Plymouth City Council
Special Council Meeting of August 9, 2011***

*Presented to Mayor Kelli Slavik, City Council Members Judy Johnson,
Kathleen Murdock, Bob Stein, Ginny Black, Tim Bildsoe and Jim Willis*

**A Proposal to Increase Recycling
Volumes Collected, Resident
Satisfaction and Resident
Participation in the
City-Wide Recycling
Collection Services**

Presented to the



by
Allied Waste Services of the Twin Cities
March 24, 2011



August 3, 2011

Dear Mayor Slavik and Council Members Johnson, Murdock, Stein, Black, Bildsoe and Willis,

Thank you for inviting Allied Waste Services to address you at the Special Council Session on Tuesday, August 9. We look forward to becoming your recycling services partner and developing a long-term relationship with you, the Plymouth City Staff and the residents of Plymouth. The pricing and proposal that has been delivered to Plymouth will also be honored for the communities of Minnetonka and Golden Valley. Plymouth obviously values the partnership with these neighboring communities---and we do too.

You will find that our monthly curbside recycling service price per resident is an incredibly low \$2.52. This price includes a free recycling cart and the easy-to-use Single Sort service. In addition, we are offering the City a 100% Revenue Share on the value of the recycling materials collected. This means that after a processing cost is factored, the City receives all of the remaining revenue! Based on historical data and future projections, this will likely be a huge windfall for the City!

We believe Allied Waste's goals and abilities are aligned with the City Councils stated goals (please see the next page for details). Allied Waste looks to increase recycling volumes, increase resident satisfaction and improve the level of participation—and has presented several ideas that will do just that. IMPORTANT NOTE: there will be no need to change the current service-day schedule. We propose to provide the recycling service on the same day of the week as the trash service so there will be no disruption---no confusion! EASY.

Lastly, we will maintain a high degree of professionalism throughout this extended evaluation and contract awarding process. We will not engage in the types of questionable activities that were carried out by other recycling companies during the last contract evaluation process in 2008. We look forward to a great relationship with the City of Plymouth and its residents for many years.

Please contact me if there are any questions, thoughts or concerns. Thank you.

Most Sincerely,

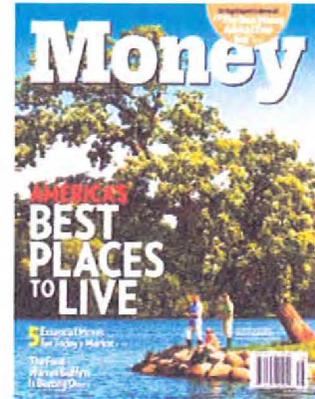
Rich Hirstein
Allied Waste Services
Sr. Area Municipal Services Manager
(952) 946-5330
RHirstein@RepublicServices.com

Allied Waste looks forward to helping you *Add Quality to Life* in Plymouth.



Recycling Services Proposal Executive Summary

Becoming Money Magazine's #1 Rated 'Best Place to Live' is not necessarily a goal that a City Council sets each year--- but the goals you set, processes and procedures you develop to reach them, and then see the results when they are achieved-- is truly what makes a community a 'Best Place to Live'.



The Plymouth City Council has adopted the following goals for 2011 (see below). After each of the City's goals we have provided a logical, thoughtful solution that Allied Waste can provide within the recycling realm that supports and may even enhance the City Council's goals. Our goal is to become a partner with the City in every respect—especially in exceeding your citizen's expectations.

- **2011 Goal: Monitor Economic Challenges.** Seek innovative solutions to maintain high quality core services, promote financial transparency and protect Plymouth's strong financial position and quality of life.

Recycling is certainly a 'core service' that residents have come to rely on. Allied Waste's proposal will be fiscally responsible---and may even give the City significant savings while providing innovative solutions. We'll offer a plan for the use of convenient, easy-to-use Single Sort carts to store and remove the recyclables from each home and provide powerful, local and national rewards--- just for recycling at your home. These rewards will stimulate economic growth in your local business community!

- **2011 Goal: Protect Plymouth's Strong Financial Position.** Maintain Plymouth's fiscal health by crafting long-term revenue and expenditure plans to ensure sustainable operations at a fair and equitable tax rate.

Our proposal will offer the City of Plymouth several options that will allow for solid, long-term, fiscally-responsible plans for the City's recycling services: service using the current bins, service using Single Sort carts, offering the RecycleBank Rewards program, offering options with several different term lengths (3, 5 and 7 year options). These options provide sustainable environmental and financial plans for both the City and its citizens.

- **2011 Goal: Increase Efficiency of Services.** Explore partnerships with neighboring communities, school districts, and other agencies to decrease costs through shared services and eliminate duplicate efforts. Streamline business processes through the use of technology... Evaluate community trends and consider associated facility and service needs.

Our proposal offers incredible efficiency of services by providing these recycling services on an every-other-week basis---rather than every week. Think of all of these recycling trucks on your

City streets only 26 times a year vs. all 52 weeks a year. Efficient, safe service is our goal. Also, by using the technology that is part of the RecycleBank program, we can literally get an exact count of everyone who recycles. We can use technology to help promote recycling in areas where participation might be down and can certainly eliminate the guess-work that often goes into promoting recycling. Single Sort recycling using the smooth recycling carts is more than a trend. Over 90% of the communities in the Twin Cities area use the carts for their recycling services. Citizens love the ease and convenience of using the carts vs. the small bins.

- **2011 Goal: Promote Transportation Solutions.** Evaluate transit and adjust service levels to maintain suburban transit and meet legislative changes. Evaluate transit service proposals and award a contract.

Our new, state-of-the-art vehicles run on clean-burning bio-diesel fuels. As stated above, we'll be offering an efficient option that provides service 26 times a year vs. 52--- substantially decreasing traffic congestion, road wear and tear, and giving you incredible efficiency of services by providing quick, safe, automated services.

- **2011 Goal: Continue Environmental Initiatives.** Evaluate recycling services and award a contract.

In the original proposal you'll see where our organization has taken industry-leading steps to become the most environmentally responsible company of this nature. We are a local leader in sustainability and certainly look to partner with the City of Plymouth to grow these initiatives together. We want to be awarded the contract for the recycling services and will most certainly become the City's trusted partner in this regard.

- **2011 Goal: Continue Proactive Public Safety Initiatives.** Continue proactive policing strategies using technology and collaboration to promote and enhance livability.

You'll find that our company's goals for safety are the most stringent in our industry and will certainly align with the goals Plymouth has. We will go into much more detail further in our proposal---but be assured that we have safety as our number one goal and are excited that the City Council recognizes this as one of their goals too.

- **2011 Goal: Protect the City's Infrastructure Investment.** Ensure that the city can protect and enhance the useful life of streets and utilities. Analyze and implement amended pavement management plan.

One of the principal options of our plan will be to provide service on an every-other-week basis--- rather than weekly. We see tremendous efficiency results in this plan—and undoubtedly the City's Public Works and Transportation officials will see the benefits too. Less truck congestion in your neighborhoods and on your streets means safer, easier to navigate communities---and much less of a burden on your roadways and neighborhood streets. The impact of this service option can be substantial and add years of life to costly streets and help minimize significant repair costs. This is always a budget issue for every community. We are aligned with your goals.

Executive Summary, continued

- Plymouth's estimated current 78% recycling participation rate is very good. In January 2009 when the City of Maple Grove switched from recycling in the small bins to the new Single Sort carts and added RecycleBank, they moved their participation rate up to a verified 90% of the households. There is no reason why we could not get 90% or more of the Plymouth households recycling if we did the same in your City. The difference between 78% and 90% is another 2,726 households that would be contributing positively to recycling –rather than throwing the material away as garbage.
- **Carted Single Sort recycling removes the excuses and makes it simple and easy to recycle. How many of those 2,726 homes that don't recycle now, would recycle if it were easier? How many MORE pounds a month could we collect from the people who already recycle now? HUGE numbers.**
- In the 2010 City of Plymouth Garbage Hauling and Recycling Collection citizen survey, your citizens commented that the reasons they **do not** recycle were: 'Not enough to Recycle' (47%); 'Not Important' (24%); 'Not interested' (12%); 'Not Enough Time' (6%); 'No Need' (6%); 'Not Sure' (6%). A combined 36% of the people that do not recycle said it was because it was not important or that they were not interested. **The key to success is getting the people who do not recycle, to simply start. Making it easy for them takes away the excuses—even if they only recycle some items.**
- **Back to the 2010 Citizen Survey for one more point. Regarding the option of adding a Recycling Rewards program: in the 2010 Resident Survey, 54% of your residents said they were 'very' or 'somewhat' interested in getting rewards, discounts or coupons for recycling at home. 54% is a strong number considering that they don't even know about the RecycleBank program yet.**
- According to the 2000 Census, the City of Plymouth has both an aging population and a growing segment of younger families too. Some 37% of your residents are older than 45 years--that's approximately 21,000 people. The wheeled carts make it so much easier for this group because they do not have to carry or drag the small bins to the curb. Carts are cleaner, easier to handle and make it simple for older residents--- and offer the simplicity that your younger families have come to expect.
- **In the last 15 months, the City of Plymouth has spent \$35,700 on the small residential recycling bins the residents use. With our proposal, Allied Waste would supply all of the new carts for the residents of Plymouth. It becomes our cost---not the City's. The \$35,700 expense would be saved and used elsewhere. No issues, no extra cost, no problems!**
- The City of Plymouth has demonstrated its leadership in moving forward with recycling by using 'Single Sort' recycling--rather than the older style, two-sort process. We are asking you to move forward again to the most popular, most common method of residential recycling collection: Single Sort Recycling with a wheeled, lidded recycling cart. Most citizens LOVE the new cart once they get it. Some can be initially concerned by the cart size, etc...but that concern goes away after the first 2 weeks when they see how easily the program works.



Recycling is Innovation. Recycling is Change. Recycling is Renewal.

You can choose to give Plymouth residents the best, most convenient program that is the safest with the most environmentally-friendly operational process. This Single Sort, carted program from Allied Waste will undoubtedly Add Quality to their Life.

Within the last ten months, two large Twin City communities—the Cities of Shoreview and New Brighton, with a combined 16,000 households— have both changed over their contract to Allied Waste’s Recycling Services. Both had been using Waste Management and in both cases, it wasn’t just a price issue; it was an overall decision to give the best service offering to their residents.

By choosing carted, every other week recycling service with Allied Waste

- you will decrease truck traffic & congestion in the City;
- you will make it easier for your residents to recycle;
- you will decrease carbon emissions in your city;
- you will grow your recycling volumes significantly.

Allied Waste Services will deliver all of this to the residents of Plymouth. We want to become the City’s long-term, hassle-free, recycling partner and will work tirelessly to exceed everyone’s expectations.

Important Excerpts from Allied Waste's 3/24/11 Proposal

6.1 Qualifications and Experience

a. Clearly and completely describe the proposer's general and specialized qualifications to undertake this project, both from the aspect of providing project management of the assembled team and the aspect of providing the services for this project. The proposal must demonstrate that the proposer has the qualifications to successfully manage the project. Describe the experience and qualification of your organization and how that experience relates to Plymouth. If any subcontractors are proposed to be used in this project, clearly and completely describe each subcontractor's general and specialized qualifications to undertake the same.

We believe that our qualifications to successfully handle this contract will best be outlined by describing our current City contracts and the relationship we have with those communities. As stated previously, we have over 20 current contracts for municipal waste and/or recycling services in the Twin Cities. We have agreements that cover the services in large communities (like your neighbor, the City of Maple Grove with 22,000+ households) and very small communities (like the City of Minnetonka Beach with 235 households). We provide the same professional, safe, efficient service for each community---regardless of size.

Important News:

As of January 1, 2011 Allied Waste was awarded 2 more recycling service contracts: The City of New Brighton and the City of Shoreview. Both of these communities and their 16,500 households switched from Waste Management to Allied Waste because they believed we offered the better package of price and services for their communities. Both communities have successfully launched the new program with Allied Waste.

As of February 2, 2011, Allied Waste was also awarded the recycling contract for the City of Albertville (2,400 households). We were able to offer the best proposal for these services. Waste Management, Randy's Sanitation and Veolia Waste all submitted a bid for those services.

Allied Waste is gaining significant business and momentum because we do things right and always provide these services from a "partnership viewpoint" with the community we serve.

b. Provide records of the proposer performance on all recycling service contracts from 2000 to the present date, including the contract name; client name, address and phone, email address; and the project start date and completion date. Provide a description of any defaults on previous contracts including a full explanation of the circumstances surrounding the default. Provide a description of quality of service issues on previous contracts including an explanation of any quality of service issues evidenced in the performance of previous recycling contracts, such as misses, litter issues, property damage, and responsiveness; how such issues were resolved; and challenges in performing the service and resolving customer complaints.



Without exception, Allied Waste has worked professionally and has met or exceeded expectations (both operationally and with the administrative side) on each and every municipal recycling services contract we have held since the year 2000. The very few service questions we receive are dealt with and resolved immediately. The resident or city contact person calls either our local Customer Service team or calls me directly for resolution. I will be the contact person for the City of Plymouth, should we be awarded the services.

Listed below are the current municipal recycling contracts that Allied Waste holds in the Twin Cities:

<u>Municipality</u>	<u>Contact Person</u>	<u>Contract Start Date</u>	<u>Phone</u>	<u>E-mail Address</u>
City of Edina	Solvei Wilmot	pre 2000	952-826-0463	swilmot@ci.edina.mn.us
City of Excelsior	Cheri Johnson	2006	952-653-3675	cheri@ci.excelsior.mn.us
City of Mntnka Beach	Susanne Griffin	2006	952-471-8878	sgriffin@ci.minnetonka-beach.mn.us
City of Mound	Joyce Nelson	2006	952-472-0600	joycenelson@cityofmound.com
City of Shorewood	Julie Moore	2009	952-960-7906	jmoore@ci.shorewood.mn.us
City of Spring Park	Wendy Lewin	2006	952-471-9051	wlewin@ci.spring-park.mn.us
City of Tonka Bay	Clare Link	pre 2000	952-474-7994	clink@cityoftonkabay.net
City of Albertville	Larry Kruse	2011	763-497-3384	lkruse@ci.albertville.mn.us
City of Anoka	Pam Bowman	pre 2000	763-576-2725	pbowman@ci.anoka.mn.us
City of Champlin	Roberta Colotti	pre 2000	763-923-7111	rcolotti@ci.champlin.mn.us
City of Elk River	Rebecca Haug	pre 2000	763-635-1068	rhaug@ci.elk-river.mn.us
City of Fridley	Rachel Harris	pre 2000	763-572-3594	harrisr@ci.fridley.mn.us
City of Maple Grove	Frank Kampel	pre 2000	763-494-6365	fkampel@ci.maple-grove.mn.us
City of New Brighton	Joe Hatch	2011	651-638-2061	joehatch@newbrightonmn.gov
City of Shoreview	Tom Wesolowski	2011	651-490-4652	twesolowski@shoreviewmn.gov
City of Vadnais Heights	Kathy Keefe	pre 2000	651-204-6013	kkeefe@cityvadnaisheights.com
Township of White Bear	Bill Short	2000	651-747-2758	bill.short@white-bear-township.mn.us
City of Bayport	Sara Taylor	pre 2000	651-275-4404	staylor@ci.bayport.mn.us
City of Little Canada	Joel Hansen	pre 2000	651-766-4040	joel.hansen@ci.little-canada.mn.us
City of North St. Paul	Scott Duddeck	2001	651-747-2436	sduddeck@ci.north-saint-paul.mn.us

6.2 References

List at least three references regarding recycling collection and processing that the City may contact regarding past performance. Contact information must include name, email address, phone, contract title, client name (city, company), description of work or project and term of contract.

Please feel free to contact the references listed below. All of these communities have a Residential Recycling Contract with us.

City of Maple Grove	Frank Kampel	Recycling Coordinator	763-494-6365
City of Shorewood	Julie Moore	Recycling Coordinator	952-960-7906
City of Anoka	Pam Bowman	Recycling Coordinator	763-576-2725
City of Edina	Solvei Wilmot	Recycling Coordinator	952-826-0463
City of Excelsior	Cheri Johnson	Deputy Clerk	952-474-5233



Letters of Reference

In an effort to give you a specific feel for our efforts, relationships and our partnerships with other communities, I have included several letters of reference at the back of this document. These people are your colleagues. The WAY in which we foster our relationships with communities will likely be an important part of your decision making process.

Please read the letters and understand that my commitment is going to be in making the recycling services in Plymouth the most appreciated and positive service that the residents receive.

6.4 Start-Up Plan—Transition Period

Describe the transition, if any, from the current hauler to your company in December, 2011 and January, 2012 and any impact on city residents, administrative burden on City staff and other issues. Describe any issues from changes in the program and/or containers.

Everything that is outlined in our proposal for these services is “Resident-Focused”. All of our Start-Up thoughts, plans, processes, education, and effort will be done with a singular vision: what is best for the residents of Plymouth and what will drive and support recycling initiatives.

There will be NO COST or BURDEN on the CITY’S ADMINISTRATIVE or PUBLIC WORKS STAFF or MANAGERS. Allied Waste will handle EVERYTHING.

The plan is simple and we have successfully made this transition from small bins to the new carts many times before. We have done this for thousands and thousands of households here in the Twin Cities---including many of your neighboring communities like Maple Grove. We look forward to the City Staff’s involvement in planning the process of switching over to Allied Waste. We have worked with your current recycling vendor on several of these contract-city service transitions recently, so we should be able to handle this flawlessly.

In December 2011 we will deliver Single sort recycling carts to every household in Plymouth.

We will make sure that this is FULLY COMMUNICATED to all residents before we do anything. We’ll hold meetings, we’ll do automated calls to each, we’ll have informative mailings developed, use on-line sign ups for choosing the cart or the bin, do local cable shows, newspaper advertisements, etc. We’ll do whatever is necessary to make this as easy as possible--- all at NO COST to the City of Plymouth. NO COST OR BURDEN TO THE CITY.



Why Should the City of Plymouth Consider Carted Single Sort Recycling?

Overall recycling collection volumes and participation have been flat or down in Minnesota and across the country. Allied Waste has well over 100,000 households using Carted Single Sort Recycling here in the Twin Cities metro area...and they love it! They love it because the cart makes it easier to recycle.

Carted Single Sort Recycling with Allied Waste allows you to throw all recyclable materials into the same container—without any sorting or separating of the materials. It's the easiest, cleanest way to recycle! Participation and the amount of recycling collected increase significantly with Carted Single Sort.



Here are some of the benefits Plymouth residents will see from a Carted Single Sort Recycling Program from Allied Waste

- Allied Waste provides a new 68-gallon recycling cart to every resident in Plymouth
- The Single Sort cart has wheels so it's easy to roll—no more carrying or dragging the bins to the curb
- The cart is self-contained so it doesn't leak in your garage or driveway
- The cart has a lid that keeps out the bees and the weather...and keeps the recycling from blowing around the neighborhood on windy days
- The cart lid has a distinctive gray color to set it apart from the trash cart (see lid picture on next page)
- The lid has a full-color, in-mold label that gives clear directions on what is recyclable and what is not recyclable
- The Single Sort program is an every other week service, which limits the wear and tear on your streets. This also keeps traffic to a minimum in a city with so many young children

Here are important statistics from two local communities that switched to Carted Single Sort Recycling Service:

The Maple Grove City Council voted 5-0 on September 15, 2008 to begin the carted Single Sort and Recyclebank programs in Maple Grove on February 1, 2009. Here are the amazing results:

For the first 12 months of the new Single Sort Recycling and RecycleBank program, Maple Grove residents recycled:

954 TONS MORE than they did in the previous 12 month period! That is **1.9 million MORE POUNDS** of recyclables collected-- or **79.5 TONS MORE A MONTH**.

85% to 90% of the Maple Grove households now participate in the curbside recycling program (up from 65% when they had the small recycling bins)!

The City of Shorewood made the decision to move to carted Single Sort recycling beginning on January 1, 2010.

For the first 12 months of the new carted Single Sort Recycling and RecycleBank program, Shorewood residents recycled:

204 TONS MORE than in the previous 12 month period! This is **31,870 MORE POUNDS** of recyclables collected **PER MONTH...or 157 POUNDS MORE recycled per household, per year!**

85-90% of the Shorewood households now participate in the curbside recycling program now-- (up from 61% when they used the small recycling bins)!

When we introduce Carted Single Sort Recycling to a community, the volume of recyclables collected increases significantly—usually over 25%. This program is designed to make it easy for people to participate.

People who didn't recycle, start to; people who recycled some, recycle more; and people who recycle a bunch already, love the new carts!

People love this program, love the easy-to-use carts and the increased recycling volume is great for our environment!



6.9 Recyclable Material Requirements

Provide a list of acceptable materials you are currently able to collect, process and market, other than the listed materials the City requires in the RFP. Please also note the types of materials that may be included in the future. Please note whether these materials are included in the different programs, such as curbside, drop-off, multi-family and commercial.

Allied Waste will provide service for the curbside, drop-off and commercial collections that matches the Materials Requirements in the RFP.

IMPORTANT NOTE: In addition to the items required by the RFP, Allied Waste will (for the first time ever) be offering the collection of PLASTICS items #3 thru #7 to the program! This is exciting for us and we are pleased to bring it to Plymouth first!



PET Polyester fibers, soft drink bottles, beverage and mouthwash bottles, food jars



PE-HD Plastic bottles, plastic bags, trash cans, milk and water jugs, detergents, cleaners



PVC Bottles for chemicals, cooking oil bottles, garbage cans, salad dressing bottles



PE-LD Plastic bags, buckets, soap dispenser bottles, food storage containers



PP Most bottle tops, video cassette cases



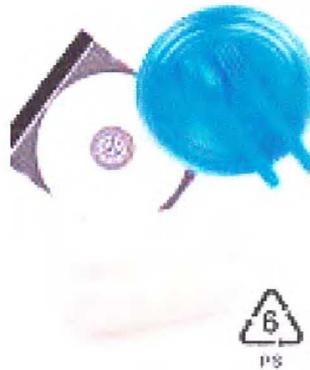
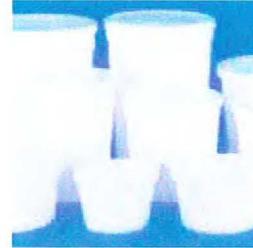
PS Toys, flower pots, clean food trays, plastic cups, throwaway utensils, garbage cans.



O Some plastic containers, plastic plates, etc

Below, and on the next page, are some pictures of the additional types of items we'll now collect and recycle: #3 thru #7 plastic containers and aseptic packaging! Exceeding Expectations!





6.15 Education Plan

Describe your education plans to better the quality of the City's recycling program, to increase participation and volume of materials collected, both initially and over the term of this contract for the various sectors, including, but not limited to, residential curbside recycling, multi-family recycling participation, and the recycling drop-off center. Describe your company's philosophy of education and participation in working with communities.

We are 100% dedicated to working with the City to plan, design and implement the BEST recycling program anywhere. This dedication is not limited to the initial roll-out and is certainly not limited to the curbside recycling program only. We are dedicated to improving the multi-family and drop-off center programs as well.

SINGLE-SORT RECYCLING ONLY

YES! Please Recycle these items in this cart:	All of the items that are Recyclable (listed here in GREEN) can be mixed together and placed in this cart—NO sorting needed!	Do NOT put these items in this cart—(All of these things go in the Garbage Cart):
Newspaper & Newspaper Inserts Magazines & Catalogs Junk Mail & Envelopes Cardboard Office & School Papers (colored paper, too) Boxboard (cereal, cake & cracker boxes) Brown Paper Bags (grocery type) Aluminum Cans Tin & Steel Cans (rinsed) Glass Jars & Bottles Plastic Milk Jugs Plastic Bottles (with necks only) Phone Books		No Plastic Bags No Food Waste No Food Tainted Items (used paper plates, paper towels or paper napkins) No Pizza Boxes No Egg Cartons No Ice Cream Cartons No Paper/Waxy Milk Cartons No Aluminum Foil No Plastic Cups & Silverware No Aerosol Cans No Plastics other than Bottles (Keros like clear plastic strawberry coolers) No Garbage No Juice Boxes/Bags

We believe that the BEST piece of “education” sits on top of the cart everyday. Knowing what is and is not recyclable is critical—and having that list at your fingertips before you throw it into the cart is essential. This has been a huge part of our success and our low residual rate!

Our philosophy is that this education plan cannot just be a City-driven effort. Allied Waste will be there providing the expertise, time, effort, and financial resources that will make these changes effective and efficient so that they will have relative permanence. Kids need to understand the whole program as well as their parents.

Choosing whether to recycle or to not recycle is not a socio-economic issue. Our philosophy is that it is an issue of education, ease of participation and having the opportunity to recycle. We will remove any hurdles that derail this core belief by educating people on recycling, making participation in the program even easier by providing the single sort carts, and ensuring that the opportunity for everyone in the City to recycle is automatic.

If we are chosen as your recycling service provider, we will plan with the City to deliver the BEST RECYCLING PROGRAM ANYWHERE! Below is an example of what we could mail to the residents prior to beginning the Single Sort cart recycling program. This letter (and the information on the following pages) has been effective in giving the resident the information they need to be successful with the new Single Sort recycling program.

City of Plymouth Residents--

The Easiest Way to Recycle is Coming to You!

Carted Recycling from Allied Waste Services starts Monday January 2, 2012!

Q: What is Single Sort Recycling?

A: Single Sort recycling from Allied Waste allows you to throw all recyclable materials into one cart- no sorting or separating of the materials is needed, we'll do it for you! We'll provide you with a specially-designed recycling cart that you can place all recyclables into. The cart has wheels so it's easy to roll down the driveway and has a special grey lid that sets it apart from other containers. In the next few weeks you'll be getting more information so you fully understand the program.

Q: When will the new Single Sort Recycling program start?

A: The Single Sort recycling carts will be delivered to your home during the last week of December. The **first** Single Sort Recycling pickup will be **WEDNESDAY JANUARY 4, 2012**. We will empty your new recycling cart at your curb **EVERY OTHER WEEK** from that point on (we'll provide you with a calendar when we deliver the new cart). Nothing has changed with your pick-up day or time. Please have your recycling cart to the curb by 6:30am on your service day.

Q: What size is the new Single Sort Recycling cart?

A: The new middle-sized recycling cart has 64 gallons of capacity. It stands 39" tall, is 25" wide, and is 27" deep. The "footprint" of the cart is similar to your current recycling bin, so it should fit in the same area you currently use. **If you need an additional or larger container please give us a call. We'll provide these at no extra charge!**

You will receive more information attached to the cart when it is delivered. Please keep this information.

**Thank you from the City of Plymouth and Allied Waste & Recycling Services!
For more information please visit www.AlliedWasteMinnesota.com or call our
Customer Service Group at (952) 941-5174.**



Here is an example of an educational/introduction brochure we've used that describes the new recycling program and gives residents the information they need to recycle! We will work with you to design a special brochure for this launch.

WHAT IS SINGLE SORT RECYCLING?

Now you can place your recyclable materials in one cart...no separating or sorting needed. We'll do it for you at our new facility! Simply put all recyclable items (see the star on the reverse side) in the blue cart with the gray lid. It's that easy!

HOW DOES THE PROGRAM WORK?

- All recyclable items are placed in the 64-gallon blue cart with the gray lid.
- Recycling is collected every other week on the same day as trash collection.
- All ed will take the recycling material to our great new Single Sort Recycling Facility and handle everything for you.
- The recycling cart should be placed at the end of your driveway with your trash cart. (Carts should be at least three feet apart from one another and any other objects.)

SINGLE SORT ADVANTAGES

- Wheeled carts offer the ease of rolling, no more heavy lifting.
- The carts have the same basic footprint as the recycling bin, but are taller to hold more recycling material.
- It's so easy to use—participation in recycling increases dramatically.
- Tilted carts protect recycling from blowing in the wind.
- Less truck traffic in your neighborhood.

www.AlliedWasteTwinCities.com

REC-10
-55 Recycle
PMD
09/18/08
Newspaper 12.00

Waste Services
9813 Flying Cloud Drive
Eden Prairie, MN 55347



Important information about your new program:
Single Sort Recycling CARTS WILL BE DELIVERED TO YOUR CURB EVERY OTHER WEEK. PLEASE DO NOT PUT ANY OTHER ITEMS IN THEM. PLEASE DO NOT PUT ANY OTHER ITEMS IN THEM. PLEASE DO NOT PUT ANY OTHER ITEMS IN THEM. PLEASE DO NOT PUT ANY OTHER ITEMS IN THEM.

Here is your Introduction Guide to...

Single Sort Recycling
From Allied Waste/BFI

One cart. No sorting. (No kidding.)



The easiest way to recycle is coming soon!

Simply put all of your recycling in the new cart and we'll take care of the rest!

Outside

SINGLE SORT RECYCLING: THE EASIEST WAY TO RECYCLE!

Simply place all of the items that are recyclable (in GREEN) into the new specially designed Single Sort Recycling cart.

YES! Recycle all of these items in your new Single Sort Recycling Cart.

- Newspaper and Newspaper Inserts
- Magazines and Catalogs
- Junk Mail and Envelopes
- Office and School Papers - colored pages, too
- Cardboard
- Boxboard - cereal, cake and cracker boxes
- Brown Paper Bags - grocery type
- Aluminum Cans
- Tin and Steel Cans - rinsed
- Glass Jars and Bottles
- Plastic Milk Jugs
- Plastic Bottles - with caps only
- Phone Books

NO! These items can't be recycled. Put them in your trash cart.

- No Plastic Bags
- No Food Waste, Garbage or Yard Waste
- No Food Tainted Items
- used paper plates, paper towels or paper napkins
- No Pizza Boxes
- No Egg Cartons
- No Ice Cream Cartons
- No Paper/Waxy Milk Cartons
- No Aluminum Foil
- No Plastic Caps and Silverware
- No Aerosol Cans
- No Plastics other than Bottles
- Items like clear plastic strawberry containers
- No Juice Boxes/Bags

Simply roll your new Single Sort Recycling cart to the curb every other week on recycle day.
We'll take it from there!

- Trash service continues to be every week.
- Single Sort Recycling is every other week.



Place your new Single Sort Recycling Cart on one side and... your trash cart on the other.

No need to sort or separate these items. We'll do it for you at our new recycling center.
Please keep this recycle guide handy and refer to it if you have any questions. You can also log onto www.AlliedWasteTwinCities.com or call our Customer Service Group with any questions.
In the North Metro Area call: **(763) 784-2104**
In the East Metro Area call: **(651) 433-8634**
In the West Metro Area call: **(952) 941-5174**

Inside



Here is a look at a recycling calendar every resident will receive initially (and annually) that is very effective in telling your resident WHAT and WHEN to Recycle. People keep this on their refrigerator as a great reminder.

2011

**Allied Waste's
SINGLE SORT
RECYCLING
SCHEDULE**

RECYCLE SERVICE IS ON BLUE WEEKS ONLY

TRASH SERVICE IS EVERY WEEK

YES! Recycle all of these items in your new Single Sort Recycling Cart.

- Newspaper & Newspaper Inserts
- Magazines and Catalogs
- Junk Mail and Envelopes
- Office and School Papers - colored paper not!
- Cardboard
- Boxboard - cereal, milk and cracker boxes
- Brown Paper Bags - grocery type
- Aluminum Cans
- Tin and Steel Cans - rinsed
- Glass Jars and Bottles
- Plastic Bottles
- Plastic Milk Jugs
- Plastic Containers (#1 & #2 Only)
- Phone Books

NO! These items can't be recycled, put them in your trash can.

- No Plastic Bags
- No Food Waste, Garbage or Yard Waste
- No Food Tainted Items
- used paper plates, paper towels or paper napkins*
- No Pizza Boxes
- No Egg Cartons
- No Ice Cream Cartons
- No Paper/Waxy Milk Cartons
- No Aluminum Foil
- No Plastic Cups and Silverware
- No Aerosol Cans
- No #3 thru #7 Plastics
- No Juice Boxes/Bags

JANUARY	FEBRUARY	MARCH
1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 23 24 25 26 27 28 29 30 31	1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 23 24 25 26 27 28	1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 23 24 25 26 27 28 29 30 31
APRIL	MAY	JUNE
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JULY	AUGUST	SEPTEMBER
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OCTOBER	NOVEMBER	DECEMBER
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○ Indicates a holiday. Collections on or after the holiday will be delayed by one day this week.

www.AlliedWasteMinnesota.com

East Metro: (651) 455-8634

South, West and North Metro: (952) 941-5174

Our initial plan to help educate children on recycling in Plymouth Schools

As one of the special pieces to our proposal, Allied Waste will engage in a special initiative with each of the elementary schools in Plymouth. We are going to offer each school a "Recycling Scholarship" of \$250.00 for use to expand recycling education. We will work with each school individually to develop a program to educate the students on recycling at their homes. We have put together a DVD for elementary students called "Recycling Rocks!" that is fun and informative. I have enclosed one copy of this DVD in our proposal packet. Please watch it. We'll come to speak to each grade/class and make sure all kids in Plymouth schools come away with a solid recycling knowledge that will translate to their homes!

We have initially targeted the following elementary schools: Birchview Elementary, Gleason Lake Elementary, Greenwood Elementary, Kimberly Lane Elementary, Oakwood Elementary, Plymouth Creek Elementary, Sunset Hill Elementary, Zachary Lane Elementary School...but are certainly willing to work with others as well. Just let us know.



Our goal would be to help develop public education pieces that will increase participation and improve compliance with recycling preparation instructions. We have done this type of thing on several occasions and have significant success doing so. We have enclosed in the proposal other public education pieces that we have developed previously and look forward to partnering with the City to bring as much recycling success as possible. We love being a part of public outreach activities.

Allied Waste has also worked with other communities to increase awareness and education of recycling programs by making public appearances, providing information for local environmental groups, and have attended public events sponsored by the City.

Allied Waste will become a real part of the Plymouth community if chosen to provide these services for the City. We will invest time, energy and recycling services at these events. We will certainly provide the City of Plymouth with low-cost pricing and service options for these events when that time comes.

Conclusion

Allied Waste is committed to, and has great confidence in the Carted Single Sort program. All of our local employees are 100% committed to bringing the *BEST* service to the City of Plymouth. We believe that making recycling easier at home and providing a REAL incentive are keys to success. The FACTS state that recycling participation and volumes collected increase with Carted Single Sort.

Plymouth's neighbors love Allied Waste's service and attentiveness; we believe we have the best sorting and recycling program in the Twin Cities, we can exclusively offer your residents RecycleBank (that pays you back the cost for the whole year of recycling service within the first few months—and that helps your local businesses grow); we have been providing service here since 1948 and are looking for a long-term partner in Plymouth.

We are not just a "switch to us because we're the lowest price quote" company—we're stable and solid and have built our business on quality service and dependable, fair pricing. The Cities of Shoreview, New Brighton and Albertville have all recently made the move to Allied Waste because of our commitment toward a service that improves their City.

If you have any questions please do not hesitate to call. We look forward to becoming Plymouth's recycling partner and will stop at nothing to make sure every single citizen is thrilled with their service.

Thank you for your consideration.





City of
Maple Grove

12800 Arbor Lakes Parkway, P.O. Box 1180, Maple Grove, MN 55311-6180 763-494-6000

March 9, 2011

Doran Cote, Public Works Director
Sarah Hellekson, Recycling Coordinator
CITY OF PLYMOUTH
3400 Plymouth Boulevard
Plymouth, MN 55447

Subject: Allied Waste Services Reference

Dear Doran and Sarah:

Rich Hirstein of Allied Waste Services has asked me to submit a letter of reference to both of you regarding my experience with the service he, as my contact at Allied Waste Services, and Allied Waste Services, as our recycling vendor, has provided to me as Recycling Coordinator and to the citizens of Maple Grove.

Maple Grove has had Allied Waste Services, formerly BFI, Inc., as its recycling company since the beginning of 1992 and I have known and worked with Rich Hirstein since he became the Municipal and Residential Sales Manager since mid-2004.

I can honestly say that my working relationship with Rich has been excellent the past six plus years and the service provided by Allied Waste Services has been equally superior.

Be it Rich himself or one of his associates, they consistently and promptly get back to me with any concerns or questions I may have regarding service or billing issues. If there should happen to be a missed pickup on a recycling route, I have the cell phone number and email address of one of the route supervisors that takes care of the problem usually with only one phone call or email.

I do not recall, in the 19 years working with BFI and Allied Waste Services, having complaints of sufficient quantity and nature that drastic action needed to be taken. Usually a phone call is all it took to get the problem taken care of.

At the beginning of 2009, the City of Maple Grove converted from the 18 gallon recycling container to the wheeled cart, single sort container. Considering approximately 22,000 carts needed to be distributed, no major issues were encountered. The distribution process went pretty smoothly.

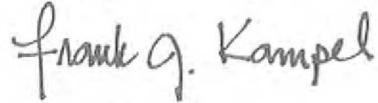
“Serving Today, Shaping Tomorrow”

AN EQUAL OPPORTUNITY EMPLOYER

City of Plymouth
March 9, 2011
Page 2

I hope this letter provides you a snapshot of the service BFI and Allied Waste Services has provided to the City of Maple Grove over the years. If you have any questions or desire to discuss anything further, please do not hesitate to contact me.

Sincerely,

A handwritten signature in black ink that reads "Frank J. Kampel". The signature is written in a cursive, slightly slanted style.

Frank J. Kampel
Recycling Coordinator

FJK:rkj

Enclosure

cc: Ken Ashfeld, Director of Public Works/
City Engineer



CITY OF EXCELSIOR

339 THIRD STREET
EXCELSIOR, MINNESOTA 55331
TEL: 952-474-5233
FAX: 952-474-6300

March 15, 2011

Sarah Hellekson
Solid Waste/Transit Manager
City of Plymouth
3400 Plymouth Road
Plymouth, MN 55447-1448

Dear Ms. Hellekson:

I want to take this opportunity to provide you with feedback on the services that Allied Waste has provided to the City of Excelsior. The City of Excelsior has contracted with Allied Waste for organized refuse service for its residents since the early 2000's. The City began contracting with Allied Waste for recycling services in April 2006, and it moved from multi-sort bins to a single sort recycling cart.

When the City entered into the new recycling contract, Rich Hirstein worked closely with staff to ensure that the transition to Allied Waste would go smoothly. Allied Waste provided our residents with information on the transition to their company and educated them on the new Single Sort Program. I am happy to say that the transition went very smoothly and City staff received very few calls from residents during the transition.

The residents loved the change to single sort because they no longer had to sort their recycling or carry the recycling bins down to the street to be picked up. The City saw an immediate increase in the number of homes recycling and the tonnage being collected.

I've known and worked with Rich Hirstein since 2004. I have appreciated his continued attention to detail and follow through. Even though our City is small (540 single-family households), Rich has always checked in with City staff on a regular basis to see how things are going. If a problem has come up, which is rare, Rich has personally made sure that the problem is handled promptly and efficiently.

Rich and all of the other Allied Waste employees that the City staff has worked with have always been professional, friendly, and helpful. The refuse and recycling drivers who pick up in Excelsior always stop by the City offices after completing their route to let us know they're finished and to check with staff to see if any calls have been received from residents who may have been missed. City staff continually hears comments from residents about how pleased they are with the service and how friendly and helpful the drivers are.

The City of Excelsior's recycling contract expires at the end of the year and I am looking forward to working with Rich on the renewal. I am confident that Allied Waste will continue to provide competitive rates and the same exemplary service that they have in the past.

If you have any questions regarding the services that the City of Excelsior receives from Allied Waste, please feel free to contact me at (952) 653-3675 or cheri@ci.excelsior.mn.us.

Sincerely,


Cheri Johnson
City Clerk



March 14, 2011

Ms. Sarah Hellekson
Mr. Doran Cote
City of Plymouth
3400 Plymouth Boulevard
Plymouth, MN 55447-1482

Dear Ms. Hellekson and Mr. Cote:

In January of 2006, the City of Anoka was pleased to be the first city in which Allied Waste Services implemented the single sort recycling system.

The Allied team, particularly Rich Hirstein, did a very thorough job in organizing the implementation. From delivery of carts to distribution of educational materials, the Allied team ensured our single family and multi-family households were fully equipped and educated on the program. Naturally, some concerns arose, but the Allied team worked out solutions fast and effectively and we experienced a smooth transition. In the first year alone, we saw an increase of 428 tons of recyclable materials and received positive feedback from our residents.

Both Rich Hirstein and the Allied team have provided courteous, efficient customer service to city staff and to our residents. I personally have appreciated the dependability and commitment to service that both have proven to us over the years. I would highly recommend Allied Waste Services for your residential recycling program.

Please feel free to contact me if you have any questions.

Sincerely,

Pam Bowman
Recycling Coordinator
763-576-2725
pbowman@ci.anoka.mn.us

ANOKA CITY HALL
2015 First Avenue North, Anoka, MN 55303
763-576-2700



www.ci.anoka.mn.us
Equal Opportunity Employer





CITY OF SHOREWOOD

5755 COUNTRY CLUB ROAD • SHOREWOOD, MINNESOTA 55331-8927 • (952) 960-7900
FAX (952) 474-0128 • www.ci.shorewood.mn.us • cityhall@ci.shorewood.mn.us

Wednesday, March 16, 2011

To Whom It May Concern:

In January 2010 the City of Shorewood engaged the services of Allied Waste for a residential single sort recycling program. This service is offered to residents in single family homes and residents up to fourplex units. Collection is every-other-week and consists of mixed paper/boxboard, corrugated cardboard, glass, cans, and plastic #1 #2 with a neck. Each resident was provided one 68-gallon cart, and offered a free upgrade to a 90-gallon cart. After three months, residents requesting a smaller cart were provided with a 30-gallon cart, although only approximately 10 residents took advantage of the smaller option once they began using the service. Approximately 1/5 of our residents opted for the larger 90-gallon cart.

The Shorewood recycling participation rate averaged 62% prior to single-sort service. Almost immediately, and continuing through the entire first year of service, our recycling participation rate has increased to 86%.

In the beginning stages of the program, we did have some confusion with which week to place recycling curbside, we also had residents who had unusual circumstances (such as long driveways, difficult to access properties, snowbirds, etc.). Allied Waste worked with individual residents and city staff to resolve all issues in a timely manner.

The RecycleBank program has not been as actively used as we anticipated, although that continues to grow and is somewhat due to a lack of education on our part. The one thing the RecycleBank program did for us, is gave those residents who were upset about the recycling increase on their utility an opportunity to easily earn back the dollars spent. This made it easy for staff to neutralize the concerns of these residents.

Overall, we are extremely pleased with our program and service from Allied Waste and would highly recommend their service, and the single-sort program. Please feel free to call us if you have additional questions.

Sincerely,

A handwritten signature in blue ink that reads "Patricia Fasching".

Patricia Fasching
City of Shorewood
952.960.7900

A handwritten signature in blue ink that reads "Julie Moore".

Julie Moore

March 18, 2011

Sarah Hellekson
City of Plymouth
3400 Plymouth Road
Plymouth, MN 55447-1448

Dear Ms. Hellekson:

I'd like to take this opportunity to provide you with a reference for the services that Allied Waste has provided to the North St. Paul. The City of North St Paul has contracted with Allied Waste for municipal trash and recycling service since 2001. In 2006, the City decided to switch from the small recycling bins and moved to Allied's single sort recycling cart service.

When we switched to single sort and additional new carts, Rich Hirstein and his group worked with us to make sure that the transition would go smoothly. They provided our residents with information on the transition to the new carts and the concept of single sort recycling. The change-over to the new program went very smoothly and City staff received few calls from residents during the transition.

The residents liked the change to the single sort cart because they no longer had to sort their recycling or carry and drag the recycling bins to the curb. The City saw an immediate increase in the number of homes recycling and a increase in the volume collected.

The Allied Waste employees that the City staff has worked with have always been professional, friendly, and helpful. The drivers who service North St Paul do a good job and react to our needs.

I am confident in recommending Allied Waste Services. They have given us good service and provided our citizens with a good value for the work that they do.

Sincerely,



Scott Duddeck
Public Works Director / Fire Chief



11955 CHAMPLIN DRIVE, CHAMPLIN, MN 55316-2399 • (763) 421-8100 • ci.champlin.mn.us

March 10, 2011

Dear City of Plymouth Representatives,

Rich Hirstein with Allied Waste Services/Republic Services has requested a letter of recommendation in relation to their proposal for recycling services for the City of Plymouth. I am confident in providing a strong recommendation based on the many years of quality service we have received.

The City of Champlin is served by a five member consortium of haulers organized as Champlin Refuse Inc. (CRI). Tom Chovan with Allied Waste has served as the President of CRI for all of the seven years I have been here and he has been an excellent leader and representative. We have re-negotiated our refuse & recycling contract once due to its expiring and most recently due to our desire to move to a single sort recycling program. Tom & Rich have both taken the time to attend numerous Environmental Resources Commission and City Council meetings to help move us forward towards a single sort program.

On the service side we deal directly with all five haulers and the sophistication of Allied Waste's larger scale operation is greatly appreciated. They have set in place both a direct customer service contact for our staff to report service changes and issues and Tom & Rich are both personally available to resolve any extraordinary issues.

Sincerely,

Roberta Colotti, CMC
City Clerk
City of Champlin



March 10, 2011

Doran Cote
Public Works Director
City of Plymouth
14900 23rd Ave. N.
Plymouth, MN 55447

Sarah Hellekson
Solid Waste/Transit Manager
City of Plymouth
14900 23rd Ave. N.
Plymouth, MN 55447

Dear Mr. Cote and Ms. Hellekson:

I am the City of Spring Park's recycling coordinator and in 2006 was a member of a multi-city team effort evaluating RFP's for recycling services. When looking for a recycling provider a number of criteria were identified as being important to the selection process. We were looking for providers who would:

- make the transition as seamless as possible;
- provide direct, local contacts in case of problems;
- be willing to supply new large containers to accommodate bi-weekly pickups;
- guarantee dedicated safety efforts due to narrow, dead end streets;
- assure 85-90% of collected recyclables wouldn't end up in landfills;
- agree to direct mailing of recycling schedules and educational materials; and
- accommodate multi-family apartment buildings as well as Lake Minnetonka Presbyterian Homes, a large retirement/healthcare facility in Spring Park.

Our selection process narrowed to four providers who were subsequently interviewed by our team. Allied Waste, represented by Rich Hirstein, overwhelmingly met the criteria we were looking for in a recycling provider.

In March of 2007, the City of Spring Park began their relationship with Allied Waste as provider of recycling services for the city. Some comments from residents since that time have been:

- They really like the rolling container with lids because it's easy to roll to the curb and the contents are private.
- Some of our residents have long driveways so they also appreciate the opportunity to continue using their more portable bins.
- Residents appreciate the drivers' helpfulness (even sweeping up an accidental glass breakage!)

D. Cote
S. Hellekson
3/10/11
Page 2

- Residents appreciate the drivers' willingness to return on missed pick-ups due to an occasional residents' curbside tardiness.
- Residents appreciate the drivers sometimes walking down dead-end roads to retrieve recycling containers because the roads are too narrow due to snow piles.

Our service manager, Rich Hirstein, has worked hard to develop our recycling service and coordinate our multiple housing recycling pick-ups, including our large Presbyterian Homes campus. We have received many compliments from property managers stating that working with Rich is a pleasure. Factors complicating his job have included extra pick-ups for items not typically accepted for recycling, increased container requests due to increased recycling tonnage and coordination of periodic container relocations at Lake Minnetonka Presbyterian Homes due to a huge redevelopment project. At all times these extra-ordinary recycling issues have been handled by Rich with a cheerful, no-worry attitude.

The City of Spring Park has been delighted by the service we've received from Allied Waste over the years of the contract. We look forward to a continued relationship with Rich Hirstein and his co-workers at Allied Waste.

Sincerely,

Wendy Lewin
City Clerk

City of Spring Park

March 11, 2011

RE: Allied Recycling Contract
City of Shoreview

To Whom It May Concern:

Based on a recommendation from the City's proposal review committee that Allied Waste Services provided the best overall proposal for recycling services the City entered into a 5-year agreement with Allied for residential recycling services in September of 2010.

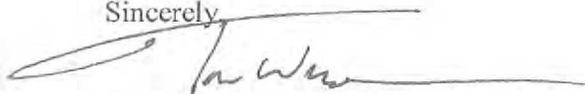
As part of the agreement Allied was responsible for supplying and delivering over 10,000 recycling carts to all the residential and multi-unit dwellings within the City. The City's existing contract was set to expire on December 31, 2010 and Allied had to have the new carts supplied and delivered by the second week of January 2011 to keep with the City's current recycling schedule. Allied started to deliver carts during the first week in December and within two weeks all of the carts had been delivered. The City currently had a single sort recycling program and three size carts were used by the residents. The City requested that residents receive the same size cart they were using with the previous hauler, which added another level of complexity to the delivery of carts.

During the cart delivery there were some mistakes that occurred with providing the same cart size as the current cart. It was expected that some mistakes would occur given the large number of carts that were being delivered. There were also errors in the database that the City provided to Allied. Allied was very responsive in switching out the carts when there was a mistake, usually the same day or the next.

The transition from the previous provider to Allied for the most part went smoothly. There were some missed pick-ups the first week, which was expected because the drivers are learning the routes. Allied was very responsive in making sure the missed carts were emptied within one day of being notified that they were missed. Over the next few collection dates the calls for missed carts have stopped.

We look forward to continuing to build our relationship with Allied over the next five years.

Sincerely,



Tom Wesolowski, P.E.
Assistant City Engineer
City of Shoreview



CITY OF BAYPORT

294 NORTH 3RD STREET
BAYPORT, MN 55003

March 14, 2011

To Whom It May Concern:

It is my pleasure to write this letter of recommendation on behalf of the City of Bayport regarding Allied Waste and the services they have provided the city for the past 10 + years. I believe the longevity of this relationship speaks volumes as to their commitment to service, professionalism, and competitive pricing.

Allied Waste is committed to customer service and makes a point to respond to issues in a timely manner. They pride themselves on good communication and professional demeanor. Senior Area Municipal Services Manager Rich Hirstein is an exemplary representative for Allied Waste, who exhibits these attributes, and is always a pleasure to work with.

As a service provider, Allied Waste has gone above and beyond to foster a strong relationship with city staff and residents. They are always willing to attend public meetings to present changes in services, listen to suggestions, and answer questions. In addition, they are willing to work with the city to offer residents special programs and events, such as an annual scholarship and citywide cleanup day, which are greatly appreciated by the community.

Working with Allied Waste has been a positive experience for the city. We hope to continue this relationship for years to come.

Sincerely,

A handwritten signature in cursive script that reads "Sara Taylor". The ink is dark and the signature is fluid and legible.

Sara Taylor
Assistant City Administrator/Recycling Coordinator
City of Bayport



City of Fridley

Fridley Municipal Center • 6431 University Avenue NE • Fridley, MN 55432

RECYCLING

March 16, 2011

To Whom It May Concern:

This letter is to convey our experience with Allied Waste Services / Republic Services (Allied). Allied took over the City's recycling collection contract in March 1999, after an open and competitive solicitation of proposals.

Over the duration of our contractual arrangement with Allied, we have received a minimum number of complaints from our residents. Most problems brought to our attention by customers have been promptly and courteously resolved by Allied staff. Allied also worked with the City to create a smooth transition to a new hauler.

Based on the City of Fridley's experience with Allied over the past several years, I would recommend Allied to any city seeking recycling collection service. We have been satisfied with our experience.

Sincerely,

Rachel Harris
Environmental Planner



5341 MAYWOOD ROAD
MOUND, MN 55364-1687

PH: (952) 472-0600
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WEB: www.cityofmound.com

March 7, 2011

Mr. Rich Hirstein
Allied Waste Services/Republic Services - Minnesota
Sr. Area Municipal Services Manager

Dear Rich,

I am writing to once again express our appreciation for the successful implementation and seamless transition of the single sort recycling program in the City of Mound. We continue to hear positive feedback from our residents and the number of calls concerning missed pick-ups is virtually down to zero (a significant issue with our last provider/program).

The operations team have been very responsive to our requests for additional bins, changes in bin size, and/or general service requests. Households participating even increased from 36% in January of 2007 to 62% in January of 2008!

Joyce and Catherine enjoyed their tour of the recycling facility and were reassured that your process is so efficient and so little product is wasted. Allied should be recognized for embracing technology and contributing to a better environment. Please feel free to use my name as a reference. We wish you and the members of your team much success in the future.

Sincerely,

Kandis Hanson
City Manager



printed on recycled paper

City of the Village of Minnetonka Beach

2945 Westwood Road - Mailing Address: P.O. Box 146
Minnetonka Beach, MN 55361
952-471-8878 fax 952-471-7416
www.ci.minnetonka-beach.mn.us

March 10, 2011

Doran Cote
Public Works Director
City of Plymouth
3400 Plymouth Blvd.
Plymouth, MN 55447

Dear Mr. Cote:

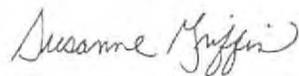
The City of Minnetonka Beach moved seamlessly to single sort recycling with Allied Waste in April of 2007. Our residents appreciate the single sort method and the ease of having one cart to handle it all. Because of switching to single sort we have seen the amount of recycling (in pounds) more than double.

To kick off the single sort program Allied provided a brochure about single sort recycling to our residents and they also delivered recycling calendars to mail out with our city newsletter. In addition, they provided the calendars for inserting into our new resident packets at city hall.

We appreciate the staff at Allied; they are always a pleasure to work with. Phone calls and questions are always answered by Allied personnel and customer service is of utmost importance to their organization.

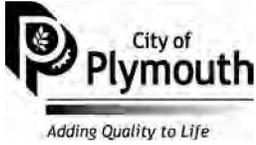
The City of Minnetonka Beach has found single sort recycling to be a win-win endeavor; we are recycling more than we ever have, our residents are very happy, and we get great service!

Sincerely,



Susanne Griffin
City Administrator

Cc: Sarah Hellekson, Plymouth Public Works



Agenda
Number:

2.B

To: Mayor and City Council

**SPECIAL
COUNCIL MEETING**

Prepared by: Laurie Ahrens, City Manager

August 9, 2011

Item: **Set Future Study Sessions**

1. ACTION REQUESTED:

Review the list of pending study session items and schedule dates as desired. Calendars are attached for your use.

Councilmember Bildsoe is requesting that the Joint Meeting with PACT on September 13 at 6:00 p.m. be rescheduled to September 27 at 5:30 p.m. as he'll be out of town.

Pending Study Session Topics

(at least 3 Council members have approved the following study items on the list)

- Discuss paperless Council packets (CC – report provided)
- Meet with prosecutor for update and discuss Police Department's trends and statistics
- Update with City Manager – fall

Other requests for study session topics:

- Review dangerous dog regulations/process (JW)
- Discuss streamlining street lighting rates
- Update on surplus City properties

August 2011

SUN	MON	TUES	WED	THUR	FRI	SAT
	1	2 2:30-5:00 PM NIGHT TO UNITE KICKOFF Plymouth Creek Center 6:30-9:30 PM NIGHT TO UNITE	3 7:00 PM PLANNING COMMISSION MEETING Council Chambers	4 7:00 PM HUMAN RIGHTS COMMITTEE MEETING Medicine Lake Room	5	6
7	8	9 5:00 PM SPECIAL COUNCIL MEETING* Medicine Lake Room 7:00 PM REGULAR COUNCIL MEETING Council Chambers	10 7:00 PM ENVIRONMENTAL QUALITY COMMITTEE (EQC) MEETING Council Chambers	11	12	13
14	15	16 6:00 PM SPECIAL COUNCIL MEETING Budget Study Session Medicine Lake Room	17 7:00 PM PLANNING COMMISSION MEETING Council Chambers	18	19	20
21	22	23 5:30 PM SPECIAL COUNCIL MEETING 2012-2016 CIP Medicine Lake Room 7:00 PM REGULAR COUNCIL MEETING Council Chambers	24	25 7:00 PM HRA MEETING Parkers Lake Room	26	27
28	29	30	31			

* Discuss Recycling Proposals

Modified on 08/05/11

SUN	MON	TUES	WED	THUR	FRI	SAT
				1	2	3
4	5  LABOR DAY CITY OFFICES CLOSED	6 6:00 PM SPECIAL COUNCIL MEETING Budget Study Session <i>If Necessary</i> Medicine Lake Room	7 CANCELLED PLANNING COMMISSION MEETING Medicine Lake Room	8 7:00 PM PARK & REC ADVISORY COMMISSION (PRAC) MEETING Council Chambers	9	10
11	12	13 6:00 PM SPECIAL COUNCIL MEETING* Medicine Lake Room 7:00 PM REGULAR COUNCIL MEETING Council Chambers	14 7:00 PM ENVIRONMENTAL QUALITY COMMITTEE (EQC) MEETING Parkers Lake Room	15	16	17
18	19	20	21 7:00 PM PLANNING COMMISSION MEETING Medicine Lake Room	22 6:00–9:00 PM OPEN HOUSE FOUR SEASONS MALL STUDY Plymouth Creek Center 7:00 PM HRA MEETING Parkers Lake Room	23	24 9:00 AM PLYMOUTH FIREFIGHTERS 5K Fire Station #2 11:30 AM PLYMOUTH ON PARADE CELEBRATION City Center Area
25	26	27 7:00 PM REGULAR COUNCIL MEETING Medicine Lake Room	28	29 <i>Rosh HaShanah Begins at Sunset</i>	30 * Joint meeting with PACT to discuss operations	

Modified on 08/05/11

October 2011

SUN	MON	TUES	WED	THUR	FRI	SAT
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						1
2	3	4	5 7:00 PM PLANNING COMMISSION MEETING Medicine Lake Room	6	7	8 <i>Yom Kippur Begins at Sunset</i>
9	10  COLUMBUS DAY Observed PLYMOUTH PUBLIC WORKS DIVISION CLOSED	11 7:00 PM REGULAR COUNCIL MEETING Medicine Lake Room	12 7:00 PM ENVIRONMENTAL QUALITY COMMITTEE (EQC) MEETING Parkers Lake Room	13 7:00 PM PARK & REC ADVISORY COMMISSION (PRAC) MEETING Plymouth Ice Center	14	15 12:00–3:00 PM FIRE DEPT. OPEN HOUSE Fire Station III
16	17	18	19 7:00 PM PLANNING COMMISSION MEETING Medicine Lake Room	20	21	22
23	24	25 7:00 PM REGULAR COUNCIL MEETING Medicine Lake Room	26	27 7:00 PM HRA MEETING Parkers Lake Room	28	29
30 <i>Modified on 08/05/11</i>	31 6:00–8:00 PM Halloween on the Creek Plymouth Creek Center					