



## MEMORANDUM

To: Saint Anthony Village City Council  
From: Nicole Miller, Assistant to the City Manager  
Date: September 27, 2022 City Council Work Session  
Request: Review of Proposals (RFP) for Solid Waste and Recycling Services

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### BACKGROUND

Our current organized collection contract for solid waste and recycling ends April 1, 2023. Staff has engaged in discussion with the Council on desires for the next solid waste and recycling contract.

Through discussions with the Council, and guidance from Foth Infrastructure & Environment, LLC, the below items were identified to be included/revise from the previous RFP:

- Seek proposals from a single hauler to service the whole City
- Curbside organics collection
- Weekly recycling collection

In addition to the above listed updates, the following items have also been included:

- Inclusion of collection of waste and recycling for all City facilities
- Inclusion of hauler-staffed Spring Clean-Up Event
- Separation of refuse collection and disposal prices for increased transparency

### PROPOSAL EVALUATION

The City received two proposals for our next solid waste and recycling contract. Those proposals were from Walters Recycling & Refuse and Aspen Waste Systems, Inc.

City staff assembled a Proposal Review Committee, comprised of our City Manager, Assistant to the City Manager, Public Works Director, Finance Director, and Ramsey County Environmental Health Specialist.

The committee reviewed the proposals as submitted and evaluated the following areas:

- Disruption of service
- Experience and Capacity
- Thoroughness and Responsiveness to RFP
- References

Foth provided financial analysis and comparisons to the group on for both proposals.

The committee formulated follow up questions for both haulers prior to in person interviews. These additional questions as well as the in person interview allowed the committee to dive deeper into conversation with the haulers on items such as; customer service, organics and pricing.

**Customer service:**

The review committee discussed the importance of providing a high level of service for all of our residents. Some of the specific items that were discussed were: plan for rolling out new hauler, cart size selection for residents, communicating customer set out incidents (blocked cart, unacceptable materials, etc.), and communications specific for St. Anthony residents.

Both proposals received demonstrated the shared vision for providing a high level of service to our residents. In addition, during the interviews both haulers appeared to be willing to work as a team with city staff to ensure a high level of communications and service levels for our residents.

**Curbside organics:**

Through conversations with both haulers along with Ramsey and Hennepin counties, there are still unknowns as to how a curbside organics program for St. Anthony would work given the different states of readiness in each County. For example, currently Ramsey County's food scraps durable compostable bag pilot program is anticipated to start sometime in 2023. And currently Hennepin County's curbside organics program is a separate cart for organics only, that is picked up by a separate truck and brought to an industrial compost site.

The haulers also discussed the challenges of an opt-in option for residents tends to realize low usage, and an opt-out option with everyone paying for the service but the option to opt-out of receiving the service approach, tends to be more cost efficient for both the haulers and the residents overall.

The review committee recommends having a reopener clause for curbside organics in the future in the contract. This reopener clause would allow the city and hauler to reopen the contract to only discuss cost of curbside organics and program details when the time comes.

**Weekly Recycling:**

Both proposals included every other week recycling prices as well as alternate every week recycling price. The haulers discussed the logistics for conducting every week recycling and the low return on investment for the city/residents due to additional cost for the subscriber and wear on roads having additional truck on the streets every week vs. every other week. Both haulers are open to working with the city if this is a desire in the future.

The review committee recommends having a reopener clause for adding every week recycling in the contract if trends and demand for weekly recycling service shift within the term of the contract.

**RECOMMENDATION**

Both haulers provided thorough and complete proposals, and the committee determined that both haulers are fully capable of serving the City well. The financial analysis attached to this memo clearly shows a significant cost difference between the two, and thus the decision of the committee is to recommend moving forward with contract negotiations with Aspen Waste Systems, Inc.

**DISCUSSION ITEMS FOR COUNCIL FEEDBACK**

Below are the specific items for discussion and feedback:

- Does the Council have any questions about the proposal review process?
- Does the Council wish to have a reopener clause in the final contract for curbside organics?
- Does the Council wish to have a reopener clause in the final contract for weekly recycling?
- Other considerations for staff?

**ATTACHMENTS:**

- Foth Summary of RFP Process and Results