

Memorandum

To: Village President and Village Board of Trustees
CC: Steven Bosco, Village Administrator
From: David Hansen, Administrative/GIS Analyst
Date: 1-28-2021
Re: Waste Hauler RFP Summary



The Village's current five-year agreement with Waste Management for residential garbage, recycling and yard waste collection is due to expire on May 31, 2021. The current contract covers all residential properties of four or less units that do not utilize dumpsters for collection. Waste Management has been the residential waste hauler in the Village via franchise agreement since 1996.

At the Services Committee on October 19, 2020 staff presented two program pricing proposals from Waste Management, one sticker program and one toter only program, to determine whether the committee would like to attempt negotiating a new contract with Waste Management. Both proposals included a free bulk item per week, a white goods price increase of \$23.88 per item, and zero clean-up days. The sticker program included a monthly base sticker fee of \$9.69 a month in excess of the current sticker price of \$4.03. Due to the lack of clean-up days, the monthly base sticker fee, and concerns regarding the proposed sticker and toter pricing in comparison with nearby communities, the Services Committee directed staff to conduct a request for proposal process (RFP) to determine pricing from other waste haulers. A total of five companies submitted responses to the RFP.

Though the Village's current waste program includes the whole community having waste collected on one day each week (Fridays), the RFP allowed companies the option to divide the Village into a three-day collection program in an attempt to increase the number of proposals submitted. The RFP was also designed to include three different pricing options. The base pricing request was to keep the significant features of the current waste collection program the same. The RFP included a request for pricing for two alternate waste programs. Alternate #1 reduces the number of annual clean-up day events from two to one. Alternate #2 reduces the number of annual clean-up day events from two to one and includes a two-week period in the spring in which yard waste collection would not require a sticker.

For reference, the following information is a summary of the Village's current waste collection program. According to our current vendor, Waste Management, 21% of North Aurora households currently rent a garbage toter for a monthly fee, while 79% utilize stickers for garbage.

Garbage

- [Sticker - 1 per every 32-gallon can each week](#) (maximum weight of 50 lbs.)
 - Sticker = \$4.03
 - 96-gallon totes are available to rent at a flat rate (rental fee = \$24.57 per month)
- [Small Bulk items](#) – 1 sticker per item of 50 lbs. or less in weight (i.e. toys, small tables/chairs, crates)
- [Large Bulk items](#) – 4 stickers per item of more than 50 lbs. (i.e. mattresses, dressers, sofas, large chairs)
- [White Goods \(Appliances\)](#) – 4 stickers per item (i.e. refrigerators, humidifiers, air conditions, freezers, washers, dryers)
- [Carpet Rolls](#) – 1 sticker per 50 lb. bundle of carpet cut into 4-foot length rolls at 18-inches in diameter
- [Construction Debris](#) – 1 sticker per 32-gallon garbage can with a maximum weight of 50 lbs. or bundle of materials 4-foot in length and 18-inches in diameter with a maximum weight of 50 lbs.

Recycling

- [64-gallon recycling free per household](#) (additional recycling totes are available to rent monthly)

Yard Waste (April 1 – November 30th)

- [Sticker - 1 per each 33-gallon yard waste bag each week](#) (maximum weight of 50 lbs.)
- [Brush and Tree Trimmings](#) – 1 sticker per bundle of materials 4-foot in length and 18-inches in diameter with a maximum weight of 50 lbs. and biodegradable twined

Special Programs

- [Free Leaf Pickup](#) – between October 1st and November 30th, residents can place an unlimited number of 33-gallon yard waste bags full of leaves at the curb with no stickers needed
- [Spring and Fall Clean-up](#) – on two days during the year, the contractor will collect bulk items, white goods (appliances) and an unlimited amount of non-regular garbage
- [Christmas Tree Collection](#) – the contractor will pick up natural Christmas trees at the curb throughout the month of January

The pricing proposals for all five companies for the three different programs specified in the RFP are attached to the memo. Also, in an attempt to create an equalized comparison of the pricing, staff created a chart showing the cost per resident for using the sticker and toter programs based on the pricing submitted by each company while utilizing the programs equally during a four-month period.

It should be noted that SBC's pricing proposal is included for reference, but is crossed-out as it includes Saturday as a pick up day. Per the RFP specifications, Saturday and Sunday were not

allowed as a normal collection day. Also, Lake Shore Recycling Systems, included an alternate program that would lower sticker prices to \$3.35 the first year, but that includes a \$5.00 sticker program base fee. That is not included in the pricing summaries as that program was included outside of the programs specified in the RFP.

Overall, Groot provided the best overall core pricing with the lowest sticker price for all three programs and the second lowest monthly toter price. Groot's sticker price at \$4.09 is \$0.66 less than the closest company and offered the second cheapest 95/96 gallon toters at \$19.99. In comparison to current pricing, Groot's pricing would be an increase of \$.06 per sticker and a savings of \$4.58 a month for toter users. Groot's proposal also gives residents the option of renting a smaller 65-gallon garbage toter, which is priced at \$17.99 in the first year. On the contrary, Groot's bulk and white good pricing is 4th highest. In comparison to the current program, it would require an additional sticker per item over 50 lbs. which results in an additional cost of \$4.33 per item.

Staff is looking for direction from the Village Board on what company the Village should select as its waste hauler for the next five years as well as which of the three program options the Village would like to pursue.

Flood Brothers

1) Current Program - two clean-up day collections

Collection Day(s) (circle) – Monday **Tuesday** **Wednesday** Thursday Friday

	Monthly Base Sticker Fee	Refuse/Yard Waste Cost per Sticker	Monthly Flat Fee 95/96 Gallon Refuse Toter Service	# of Stickers per Bulk Item Heavier than 50 Pounds	# of Stickers per White Good Item Heavier than 50 Pounds
June 1, 2021	\$4.00	\$4.85	\$18.25	2	3
June 1, 2022	\$4.00	\$4.95	\$18.62	2	3
June 1, 2023	\$4.00	\$5.05	\$18.99	2	3
June 1, 2024	\$4.00	\$5.15	\$19.37	2	3
June 1, 2025	\$4.00	\$5.25	\$19.75	2	3

2) Alternate Program #1 - one clean-up day collection

Collection Day(s) (circle) – Monday **Tuesday** **Wednesday** Thursday Friday

	Monthly Base Sticker Fee	Refuse/Yard Waste Cost per Sticker	Monthly Flat Fee 95/96 Gallon Refuse Toter Service	# of Stickers per Bulk Item Heavier than 50 Pounds	# of Stickers per White Good Item Heavier than 50 Pounds
June 1, 2021	\$4.00	\$4.85	\$18.25	2	3
June 1, 2022	\$4.00	\$4.95	\$18.62	2	3
June 1, 2023	\$4.00	\$5.05	\$18.99	2	3
June 1, 2024	\$4.00	\$5.15	\$19.37	2	3
June 1, 2025	\$4.00	\$5.25	\$19.75	2	3

3) Alternate Program #2 - one clean-up day collection and free yard waste the first two weeks of April

Collection Day(s) (circle) – Monday **Tuesday** **Wednesday** Thursday Friday

	Monthly Base Sticker Fee	Refuse/Yard Waste Cost per Sticker	Monthly Flat Fee 95/96 Gallon Refuse Toter Service	# of Stickers per Bulk Item Heavier than 50 Pounds	# of Stickers per White Good Item Heavier than 50 Pounds
June 1, 2021	\$4.00	\$4.85	\$18.25	2	3
June 1, 2022	\$4.00	\$4.95	\$18.62	2	3
June 1, 2023	\$4.00	\$5.05	\$18.99	2	3
June 1, 2024	\$4.00	\$5.15	\$19.37	2	3
June 1, 2025	\$4.00	\$5.25	\$19.75	2	3

Additional Amenities (regardless of program option)

- Offered one free bulk item a week (under 50lbs) free of charge. More than 1 bulk item a week (under 50lbs) would cost 1 sticker.

Groot

1) Current Program - two clean-up day collections

Collection Day(s) (circle) – **Monday** **Tuesday** **Wednesday** Thursday Friday

	Monthly Base Sticker Fee	Refuse/Yard Waste Cost per Sticker	Monthly Flat Fee 95/96 Gallon Refuse Toter Service	# of Stickers per Bulk Item Heavier than 50 Pounds	# of Stickers per White Good Item Heavier than 50 Pounds
June 1, 2021	\$0.00	\$4.09	\$19.99	5	5
June 1, 2022	\$0.00	\$4.21	\$20.59	5	5
June 1, 2023	\$0.00	\$4.34	\$21.21	5	5
June 1, 2024	\$0.00	\$4.47	\$21.85	5	5
June 1, 2025	\$0.00	\$4.60	\$22.51	5	5

2) Alternate Program #1 - one clean-up day collection

Collection Day(s) (circle) – **Monday** **Tuesday** **Wednesday** Thursday Friday

	Monthly Base Sticker Fee	Refuse/Yard Waste Cost per Sticker	Monthly Flat Fee 95/96 Gallon Refuse Toter Service	# of Stickers per Bulk Item Heavier than 50 Pounds	# of Stickers per White Good Item Heavier than 50 Pounds
June 1, 2021	\$0.00	\$4.09	\$19.99	5	5
June 1, 2022	\$0.00	\$4.21	\$20.59	5	5
June 1, 2023	\$0.00	\$4.34	\$21.21	5	5
June 1, 2024	\$0.00	\$4.47	\$21.85	5	5
June 1, 2025	\$0.00	\$4.60	\$22.51	5	5

3) Alternate Program #2 - one clean-up day collection and free yard waste the first two weeks of April

Collection Day(s) (circle) – **Monday** **Tuesday** **Wednesday** Thursday Friday

	Monthly Base Sticker Fee	Refuse/Yard Waste Cost per Sticker	Monthly Flat Fee 95/96 Gallon Refuse Toter Service	# of Stickers per Bulk Item Heavier than 50 Pounds	# of Stickers per White Good Item Heavier than 50 Pounds
June 1, 2021	\$0.00	\$4.09	\$19.99	5	5
June 1, 2022	\$0.00	\$4.21	\$20.59	5	5
June 1, 2023	\$0.00	\$4.34	\$21.21	5	5
June 1, 2024	\$0.00	\$4.47	\$21.85	5	5
June 1, 2025	\$0.00	\$4.60	\$22.51	5	5

Additional Amenities (regardless of program option)

- Offered a 65 gallon toter option at a price of \$17.99.
- For additional cost to the resident - electronic waste (excluding televisions exceeding 50lbs) can be picked up weekly, but must call ahead and requires 48 hour notice

Lake Shore Recycling Systems

1) Current Program - two clean-up day collections

Collection Day(s) (circle) – Monday **Tuesday** **Wednesday** **Thursday** Friday

	Monthly Base Sticker Fee	Refuse/Yard Waste Cost per Sticker	Monthly Flat Fee 95/96 Gallon Refuse Toter Service	# of Stickers per Bulk Item Heavier than 50 Pounds	# of Stickers per White Good Item Heavier than 50 Pounds
June 1, 2021	\$0.00	\$4.85	\$22.00	15	5
June 1, 2022	\$0.00	\$5.00	\$22.66	15	5
June 1, 2023	\$0.00	\$5.15	\$23.34	15	5
June 1, 2024	\$0.00	\$5.30	\$24.04	15	5
June 1, 2025	\$0.00	\$5.46	\$24.76	15	5

2) Alternate Program #1 - one clean-up day collection

Collection Day(s) (circle) – Monday **Tuesday** **Wednesday** **Thursday** Friday

	Monthly Base Sticker Fee	Refuse/Yard Waste Cost per Sticker	Monthly Flat Fee 95/96 Gallon Refuse Toter Service	# of Stickers per Bulk Item Heavier than 50 Pounds	# of Stickers per White Good Item Heavier than 50 Pounds
June 1, 2021	\$0.00	\$4.75	\$21.75	15	5
June 1, 2022	\$0.00	\$4.89	\$22.40	15	5
June 1, 2023	\$0.00	\$5.04	\$23.07	15	5
June 1, 2024	\$0.00	\$5.19	\$23.77	15	5
June 1, 2025	\$0.00	\$5.35	\$24.48	15	5

3) Alternate Program #2 - one clean-up day collection and free yard waste the first two weeks of April

Collection Day(s) (circle) – Monday **Tuesday** **Wednesday** **Thursday** Friday

	Monthly Base Sticker Fee	Refuse/Yard Waste Cost per Sticker	Monthly Flat Fee 95/96 Gallon Refuse Toter Service	# of Stickers per Bulk Item Heavier than 50 Pounds	# of Stickers per White Good Item Heavier than 50 Pounds
June 1, 2021	\$0.00	\$4.80	\$21.85	15	5
June 1, 2022	\$0.00	\$4.94	\$22.51	15	5
June 1, 2023	\$0.00	\$5.09	\$23.18	15	5
June 1, 2024	\$0.00	\$5.25	\$23.88	15	5
June 1, 2025	\$0.00	\$5.40	\$24.59	15	5

SBC Waste Solutions

1) Current Program - two clean-up day collections

Collection Day(s) (circle) – Monday Tuesday Wednesday Thursday **Friday** (Saturday)

	Monthly Base Sticker Fee	Refuse/Yard Waste Cost per Sticker	Monthly Flat Fee 95/96 Gallon Refuse Toter Service	# of Stickers per Bulk Item Heavier than 50 Pounds	# of Stickers per White Good Item Heavier than 50 Pounds
June 1, 2021	\$0.00	\$4.75	\$21.95	1	0
June 1, 2022	\$0.00	\$5.00	\$22.60	1	0
June 1, 2023	\$0.00	\$5.15	\$23.60	1	0
June 1, 2024	\$0.00	\$5.30	\$24.35	1	0
June 1, 2025	\$0.00	\$5.50	\$25.00	1	0

2) Alternate Program #1 - one clean-up day collection

Collection Day(s) (circle) – Monday Tuesday Wednesday Thursday **Friday** (Saturday)

	Monthly Base Sticker Fee	Refuse/Yard Waste Cost per Sticker	Monthly Flat Fee 95/96 Gallon Refuse Toter Service	# of Stickers per Bulk Item Heavier than 50 Pounds	# of Stickers per White Good Item Heavier than 50 Pounds
June 1, 2021	\$0.00	\$4.75	\$21.95	1	0
June 1, 2022	\$0.00	\$5.00	\$22.60	1	0
June 1, 2023	\$0.00	\$5.15	\$23.60	1	0
June 1, 2024	\$0.00	\$5.30	\$24.35	1	0
June 1, 2025	\$0.00	\$5.50	\$25.00	1	0

3) Alternate Program #2 - one clean-up day collection and free yard waste the first two weeks of April

Collection Day(s) (circle) – Monday Tuesday Wednesday Thursday **Friday** (Saturday)

	Monthly Base Sticker Fee	Refuse/Yard Waste Cost per Sticker	Monthly Flat Fee 95/96 Gallon Refuse Toter Service	# of Stickers per Bulk Item Heavier than 50 Pounds	# of Stickers per White Good Item Heavier than 50 Pounds
June 1, 2021	\$0.00	\$4.75	\$21.95	1	0
June 1, 2022	\$0.00	\$5.00	\$22.60	1	0
June 1, 2023	\$0.00	\$5.15	\$23.60	1	0
June 1, 2024	\$0.00	\$5.30	\$24.35	1	0
June 1, 2025	\$0.00	\$5.50	\$25.00	1	0

Additional Amenities (regardless of program option)

- Yard waste program would be free the first week of the season and would support composting

Waste Management

1) Current Program - two clean-up day collections

Collection Day(s) (circle) – Monday **Tuesday** Wednesday Thursday Friday

	Monthly Base Sticker Fee	Refuse/Yard Waste Cost per Sticker	Monthly Flat Fee 95/96 Gallon Refuse Toter Service	# of Stickers per Bulk Item Heavier than 50 Pounds	# of Stickers per White Good Item Heavier than 50 Pounds
June 1, 2021	\$10.32	\$4.03	\$24.57	4	4
June 1, 2022	\$10.68	\$4.17	\$25.43	4	4
June 1, 2023	\$11.05	\$4.32	\$26.32	4	4
June 1, 2024	\$11.44	\$4.47	\$27.24	4	4
June 1, 2025	\$11.84	\$4.63	\$28.19	4	4

2) Alternate Program #1 - one clean-up day collection

Collection Day(s) (circle) – Monday **Tuesday** Wednesday Thursday Friday

	Monthly Base Sticker Fee	Refuse/Yard Waste Cost per Sticker	Monthly Flat Fee 95/96 Gallon Refuse Toter Service	# of Stickers per Bulk Item Heavier than 50 Pounds	# of Stickers per White Good Item Heavier than 50 Pounds
June 1, 2021	\$10.00	\$4.03	\$24.57	4	4
June 1, 2022	\$10.35	\$4.17	\$25.43	4	4
June 1, 2023	\$10.71	\$4.32	\$26.32	4	4
June 1, 2024	\$11.08	\$4.47	\$27.24	4	4
June 1, 2025	\$11.47	\$4.63	\$28.19	4	4

3) Alternate Program #2 - one clean-up day collection and free yard waste the first two weeks of April

Collection Day(s) (circle) – Monday **Tuesday** Wednesday Thursday Friday

	Monthly Base Sticker Fee	Refuse/Yard Waste Cost per Sticker	Monthly Flat Fee 95/96 Gallon Refuse Toter Service	# of Stickers per Bulk Item Heavier than 50 Pounds	# of Stickers per White Good Item Heavier than 50 Pounds
June 1, 2021	\$10.15	\$4.03	\$24.57	4	4
June 1, 2022	\$10.51	\$4.17	\$25.43	4	4
June 1, 2023	\$10.88	\$4.32	\$26.32	4	4
June 1, 2024	\$11.26	\$4.47	\$27.24	4	4
June 1, 2025	\$11.65	\$4.63	\$28.19	4	4

Additional Amenities (regardless of program option)

- Offered additional recycling cart rental for \$3 per month
- Offered at your door special collection for hazardous waste of \$1.40 per home per month

Four-Month Pricing Comparison

Four Month Cost Summary

Sticker Program – one sticker per week (17 weeks), one bulk item over 50 lbs., one white good over 50 lbs.

Toter Program – four month rental cost, one bulk item over 50 lbs., one white good over 50 lbs.

Current Program: Two Clean-Up Days

Current Price through 5/31/21	\$68.51	\$98.28	\$16.12	\$16.12
Company	Sticker Price	95/96 Toter Price	Bulk Item	White Goods
Flood Brothers	\$98.45	\$73.00	\$9.70	\$14.55
Groot	\$69.53	\$79.96	\$20.45	\$20.45
Lake Shore	\$82.45	\$88.00	\$72.75	\$24.25
SBC Waste	\$80.75	\$87.80	\$4.75	\$0.00
Waste Management	\$109.79	\$98.28	\$16.12	\$16.12

Alternate #1: One Clean-Up Day

Current Price through 5/31/21	\$68.51	\$98.28	\$16.12	\$16.12
Company	Sticker Price	95/96 Toter Price	Bulk Item	White Goods
Flood Brothers	\$98.45	\$73.00	\$9.70	\$14.55
Groot	\$69.53	\$79.96	\$20.45	\$20.45
Lake Shore	\$80.75	\$87.00	\$71.25	\$23.75
SBC Waste	\$80.75	\$87.80	\$4.75	\$0.00
Waste Management	\$108.51	\$98.28	\$16.12	\$16.12

Alternate #2: One Clean-Up Day & Free Yard Waste First Two Weeks of April

Current Price through 5/31/21	\$68.51	\$98.28	\$16.12	\$16.12
Company	Sticker Price	95/96 Toter Price	Bulk Item	White Goods
Flood Brothers	\$98.45	\$73.00	\$9.70	\$14.55
Groot	\$69.53	\$79.96	\$20.45	\$20.45
Lake Shore	\$81.60	\$87.40	\$72.00	\$24.00
SBC Waste	\$80.75	\$87.80	\$4.75	\$0.00
Waste Management	\$109.11	\$98.28	\$16.12	\$16.12