

The background features abstract, overlapping green geometric shapes in various shades of lime and forest green, creating a modern, dynamic feel. The shapes are primarily located on the left and right sides of the slide, framing the central text.

Waste Pro Proposed Partnership

City of Pembroke Pines Solid Waste and
Recycling Collection Franchise
Agreement

Current Considerations

- ▶ Current Agreement ends May 2021 Bid or No Bid
- ▶ Bids are not yielding lower rates
- ▶ Last (3) three bids Municipalities threw out all bids and negotiated with incumbent
- ▶ Waste Pro Incurred **\$420,699** increase in disposal cost
- ▶ Waste Pro Incurred **\$376,023** in additional collection costs
- ▶ Commercial / Industrial Revenue loss of **944K**
- ▶ Waste Pro needs to replace residential equipment reaching their end of life

Increased Disposal Cost

10/01/2018 - 09/30/2019

- ▶ Residential Solid Waste Tons 35,395
- ▶ Residential Recycling tons 9,013
- ▶ Total Bulk Tons 16,319
- ▶ Total Residential Tons **60,727**

10/01/2019 -09/30/2020

- ▶ Residential Solid Waste tons 39,912
- ▶ Residential Recycling tons- 9,004
- ▶ Total Bulk Tons 16,775
- ▶ Total Residential Tons **65,691**

TOTAL DISPOSAL TONS INCREASE = 4,964

Annual Increase in Disposal Dollars

4,964 tons * \$84.75 per ton

Annual Increase in Disposal Dollars

\$420,699

Increased Collection Cost

- ▶ Additional Collected tons of **4,964**
- ▶ Average Cost per ton to collect **\$75.75**
- ▶ Annualized cost to collect additional tons **\$376,023**
 - ▶ Commercial and Industrial revenue loss
 - ▶ Commercial revenue loss **200K**
 - ▶ Industrial revenue loss **744K**
 - ▶ Total Revenue reduction **944K YOY**

Recent Bid Results

Municipalities	Rate before Bid	New rate	Percentage increase	Hauler
City of Hollywood 2019	\$15.49	\$20.49	32%	Waste Pro (incumbent)
City of Green Acres 2019	\$8.70	\$10.47	20%	Advanced Disposal (incumbent)
Unincorporated Broward County 2019	\$11.47	\$17.99	57%	Coastal Waste (New hauler)
City of Coconut Creek 2019	\$17.01	\$18.85	11%	Republic Services (Incumbent)
City of Atlantis 2020	\$21.95	\$37.03	69%	Waste Pro (new hauler)
City of Fort Lauderdale 2020 (recycling only service)	\$3.29	\$4.16	26%	Coastal Waste (new hauler)
Village of El Portal	\$25.21	\$29.95	19%	Coastal Waste (New Hauler)

Municipalities Having RFP's Canceled

Municipality	Rates	Proposed Bid rate by company	Result
Martin County	\$16.08	FCC Enviro 16.29 Waste Pro 17.17 Waste Mgmt. 21.87	Martin County decided that in was in best interest of county to negotiate a multi-year contract extension Waste Mgmt. Despite a 36% proposed increase
City of West Park	\$21.73	Coastal Waste 60.40 Waste Pro 32.40 Great Waste 57.00	City of West decided that in the best interest of the City negotiate a multi-year contract extension with Waste Pro
Village of Biscayne Park	\$29.70	Waste Pro 38.42 Coastal Waste 42.00	Village of Biscayne Park decided that in the best interest of the City negotiate a multi-term contract extension with Waste Pro

Waste Pro Equipment

- ▶ Waste Pro proposed to replace 6 residential Collection Vehicles at an approximate cost of 3.5 million dollars with an implementation expected to be 10/21 (fiscal year 2022)
- ▶ Waste Proposes to replace 2 Commercial Collection Vehicles with implementation expected to be 10/21 (fiscal year 2022)

Waste Pro Request

- ▶ 5 year extension instead of the 1 year instead with an additional 5 year renewal
- ▶ Waste Pro will provides pricing option for 1x a month bulk or 2x a month bulk
- ▶ Proposed language that makes disposal a pass through cost whether it goes up or down
- ▶ Distance to Disposal site language should there be a disposal site change
- ▶ 2% Annual CPI on Commercial and Industrial customers approximately \$17k per month based on current service frequencies
- ▶ CPI on Residential Collection
- ▶ Language to strengthen Bulk Collection ordinances
- ▶ Should we move to 1x a month, a detailed transition plan being provided.

Waste Pro Request Continues

Proposed Residential Rates

	Rates 10/01/2019	Current Rate	Proposed Rate 2x a Month Bulk	Proposed Rate 1x a month Bulk
Collection	\$8.24	\$8.24	\$9.24	\$8.49
Disposal	\$10.87	\$10.86	\$12.86	\$12.86
WP Total	\$19.11	\$19.10	\$22.10	\$21.35
FF	\$4.00	\$4.00	\$4.00	\$4.00
Admin Fee	\$0.25	\$0.25	\$0.25	\$0.25
Total	\$23.36	\$23.35	\$26.35	\$25.60

Bulk Transition Plan

► Routes

- Revised routes to maximize service delivery while minimizing any changes in service to the residents.
- Currently there are 12 zone covering a large geographical area. Once a month will create much smaller zones (24) allowing for better management, execution of services and follow up if needed.
- Waste Pro's priority in implementing this change is to keep residents bulk day on either one of the 2 current bulk days minimizing opportunities for residents to learn new set out days.
 - For example, if a resident receives bulk service 1 & 3rd Monday currently, there new bulk day will be either 1st Monday of the month or the 3rd Monday of the month.

► Education

- Informational flyer notifying residents of the changes to once per month bulk collection. The flyer will include revised service maps as well as additional information including rules, regulations and best practices for set outs.
- Approval from city on all proposed changes prior to implementation.

► Notifications

- Updated information posted on Waste Pro's customer information pages on its website, along with information on the city website, in the city connect newsletter and on all appropriate social media.

► Transition plan

- Waste Pro will work closely with both code compliance and city staff to ensure a smooth transition, including inspection of not only the sections of the city prior to the new collection day, but areas of the city that would fall on the previously scheduled day to ensure those areas are aware of the changes in dates for the bulk services.

Proposed Language to Strengthen Code of Ordinances Related to Bulk Collection

- ▶ Current provisions enable contractors and landscapers to set out bulk waste at residential units in the City, inflating the bulk tons collected by the contractor.
- ▶ Strengthening the code to call specifically for contractor-generated waste to be removed by the company or entity creating or generating the contractor-generated waste from the premises upon which they are working, at their own expense, and remove waste on the same day it is generated will address this issue.
- ▶ Currently in similar Broward County municipalities, “if contractor generated waste cannot be removed at such time, the waste must be retained on the property site in a metal roll off container per the City Franchise Agreement. All builders and contractors must be required to retain all solid wastes on job-site premises in roll off containers provided for above and shall cause such contractor-generated trash to be removed from the job-site on a weekly basis.”