

III. B.



MEMORANDUM

DATE: May 30, 2014
TO: Planning and Public Works Committee
FROM: James A. Eckrich, P.E.
Public Works Director / City Engineer *JAE*
RE: Solid Waste Agreement Extension

Earlier this year City Administrator Michael Herring met with Libbey Tucker, James Mello and me to discuss the Solid Waste Agreement (AGREEMENT) between the City of Chesterfield (CITY) and Republic Services (REPUBLIC). During that meeting we discussed the AGREEMENT in detail, including its expiration on July 31, 2014. Further, we reviewed data on the costs experienced by other municipalities in the St. Louis area, as well as a proposal from REPUBLIC within which they indicate their desire to continue to serve the CITY through an Agreement Extension (EXTENSION). At that time Mr. Herring asked the three of us, along with Darcy Capstick, to form a committee (COMMITTEE) to review the services provided by REPUBLIC and to make a determination as to whether it is in the CITY'S best interest to extend the AGREEMENT with REPUBLIC. If we found an EXTENSION to be in the CITY's best interest, Mr. Herring asked that we work with REPUBLIC's Municipal Account Manager, Tony Lamantia, to negotiate such an EXTENSION.

The COMMITTEE's first course of action was to study the quality of service being provided by REPUBLIC. REPUBLIC has provided solid waste service to the CITY since 1990. This service includes the pickup of solid waste and recycling at all single family residences (12,371 customers) and all CITY facilities. The CITY receives very few complaints regarding solid waste service, and those complaints which are received are resolved quickly and professionally. I can personally verify that is not the case in many other cities. REPUBLIC works closely with City Staff and the residents to provide notification of schedule changes or other modifications, including the use of an automatic telephone message system. **The COMMITTEE believes that REPUBLIC is providing an excellent service, and that their longevity and consistency in providing this service is a benefit to all of the residents.**

Next, the COMMITTEE looked at additional services provided by REPUBLIC. REPUBLIC provides collection services at no cost to the City of Chesterfield for all CITY sponsored events, including Earth Day, Fourth of July, and all Amphitheater events and festivals hosted by the CITY. REPUBLIC has partnered with the CITY to provide free educational material to residents regarding solid waste, recycling, and yard waste. Additionally, REPUBLIC has worked with the CITY to provide large yard waste containers after severe storm events. **It is clear to the COMMITTEE that REPUBLIC truly values our business and has become a partner with the Community by helping us, many times at no cost, address our solid waste needs.**

Third, the COMMITTEE reviewed REPUBLIC's commitment to the environment. **While the COMMITTEE believes it is important to always consider the environment when making decisions which affect the CITY, it is paramount for a service such as solid waste.** The CITY takes its commitment to recycling and reducing solid waste very seriously, having established the Chesterfield Citizens Committee for the Environment (CCE) only a few years after the CITY was incorporated. Mrs. Darcy Capstick has served as the leader of the CCE throughout its existence. She and the CCE have worked to educate CITY officials and residents about the importance of better utilizing and preserving our natural resources. Mrs. Capstick and the CCE were instrumental in establishing the City's initial solid waste contract and ensuring that the provision of curbside recycling was part of that basic service. For these reasons, Mr. Herring requested that Mrs. Capstick serve on the COMMITTEE to review the services and EXTENSION proposed by Republic.

The CITY's commitment to recycling not only benefits the environment, but is a primary driver in keeping our solid waste removal costs low. **REPUBLIC has done an excellent job of providing recycling service to the City's residents and furthering our recycling efforts.** As you may recall, REPUBLIC has provided each of the CITY's residences a 65 gallon recycling cart free of charge. REPUBLIC also worked with CITY staff to implement an internal recycling plan in order to increase recycling at all CITY facilities. These types of actions, along with educational efforts, have resulted in **the City of Chesterfield generating more tonnage of recycling than any other city serviced by Republic.** Additionally, REPUBLIC has begun the process of converting its fleet to Compressed Natural Gas (CNG). CNG vehicles run quieter with fewer emissions than diesel vehicles. REPUBLIC already services Chesterfield with CNG vehicles, and has 85 CNG vehicles in its fleet (265 diesel vehicles). REPUBLIC's plan is to have a fleet entirely comprised of CNG vehicles by the end of 2016. Further, REPUBLIC has agreed to place its newest CNG vehicle, the Retriever Satellite Truck, in the CITY. This light duty truck will primarily be utilized in small subdivisions which are difficult to access with the conventional trucks.

The final factor considered by the COMMITTEE was cost. REPUBLIC provides solid waste and recycling service for a monthly fee of \$13.51. This is among the very lowest costs of any municipality served by any solid waste provider in the St. Louis area. Further, REPUBLIC offers a ten percent discount to senior citizens, resulting in a monthly cost of only \$12.16 for seniors. The COMMITTEE compared these costs to the costs of other municipalities in the St. Louis area, as shown on the attached spreadsheet (Exhibit B). **After reviewing this information we determined that not only is the CITY receiving exceptional service, but we are receiving that service at one of the lowest rates in the St. Louis area.**

It was clear to each member of the COMMITTEE that REPUBLIC was providing superior service in a responsible manner at an exceptional value. However, we still felt there was merit in discussing whether to extend the AGREEMENT with REPUBLIC or bid this service on the open market. While there are some advantages to bidding a contract, **we concluded that it was in the City of Chesterfield's best interest NOT to bid this AGREEMENT, but to negotiate an extension with REPUBLIC.** The primary reason for this recommendation was the potential of another contractor submitting a low-ball bid in an effort to secure our business. The COMMITTEE fears the negative ramifications this could have on the service provided to the residents. The solid waste employees who most directly impact residents are the drivers who service their homes. These drivers learn the intricacies of routes and have worked, over time, to eliminate, or at least minimize, service problems. A different company with different drivers using different trucks would

have to learn these things and start from scratch. I personally have been a part of two service provider changes in another city. Both were fraught with problems that took months to resolve. The COMMITTEE would like to avoid this potential by maintaining a relationship with REPUBLIC.

What may surprise some is that another reason not to bid this service is actually cost. As described above, the CITY already receives solid waste service at one of the lowest rates in the St. Louis area. REPUBLIC has worked with us to keep costs low, and has been incentivized to do so with the reward of maintaining our business. If the CITY were to bid this service, there is no guarantee that REPUBLIC would not increase its rates above those which we currently experience. REPUBLIC and the CITY share a mutually beneficial relationship. **By publicly bidding solid waste service we would be potentially damaging that relationship, and that could actually result in higher costs to our residents.**

While not beholden to the actions of other cities, the COMMITTEE felt it was prudent to review whether other cities in our area typically bid or negotiate extensions to their solid waste contracts. **We found that a number of the cities in western St. Louis County have negotiated contract extensions in an effort to maintain the consistency of one solid waste hauler. These cities include Ellisville, Ballwin, Wildwood, Des Peres, Winchester, and Clarkson Valley.** This list includes contracts with REPUBLIC, as well as contracts with other providers. Details are contained within the attached Exhibit C.

Once the COMMITTEE came to the conclusion that we should recommend an EXTENSION, we met with Tony Lamantia and began our negotiations. It was at this time that Mr. Lamantia indicated that the CITY was receiving solid waste service at a 2014 rate of \$13.51, while the Agreement called for a rate of \$13.92 (3% increase). **Mr. Lamantia indicated that REPUBLIC maintained the 2013 rate, which is the LOWEST of any city that REPUBLIC serves, as an indication of the value it places on our long-term relationship, and in a good faith effort to commence extension negotiations.**

At this point the CITY and REPUBLIC began a price negotiation, which resulted in the following seven year monthly cost proposal from REPUBLIC:

Year 1 (August 1, 2014 – July 31, 2015:	\$13.51 / Senior \$12.16	0% increase
Year 2 (August 1, 2015 – July 31, 2016:	\$13.72 / Senior \$12.35	1.5% increase
Year 3 (August 1, 2016 – July 31, 2017:	\$13.93 / Senior \$12.54	1.5% increase
Year 4 (August 1, 2017 – July 31, 2018:	\$14.35 / Senior \$12.73	1.5% increase
Year 5 (August 1, 2018 – July 31, 2019:	\$14.57 / Senior \$12.92	1.5% increase
Year 6 (August 1, 2019 – July 31, 2020:	\$14.79 / Senior \$13.12	1.5% increase
Year 7 (August 1, 2020 – July 31, 2021:	\$14.79 / Senior \$13.12	0% increase

As you can see, REPUBLIC is offering to provide service through July 31, 2015 at no increase over the current rate. This means that the residents of the City of Chesterfield will experience the same costs in the spring of 2015 that they were experiencing in the summer of 2012. After July 31, 2015, REPUBLIC is offering to increase rates at an annual amount of only 1.5% through July of 2020, and then another zero percent increase through July of 2021. I think it is noteworthy that REPUBLIC originally proposed a five year AGREEMENT with a two year extension. The COMMITTEE was able to reduce the cost to our residents over that two year period by incorporating year 6 and 7 into the AGREEMENT, decreasing the change from three

percent total (1.5% per year) to 1.5% total (structure shown above). In return the City really gave up very little, as we still maintain the right to terminate the AGREEMENT if the contractor does not meet the standards contained within the AGREEMENT. **THE RESULT IS THAT IN 2021 THE RESIDENTS OF THE CITY OF CHESTERFIELD WILL PAY ON \$1.28 MORE FOR SOLID WASTE SERVICE THAN THEY DID IN 2012.** This translates to an average increase, over nine years, of only one percent per year. In fact, the price Chesterfield residents will pay seven years from now is 80 cents lower than the average price being paid by residents in other municipalities in the St. Louis area currently!

The 1.5% annual increases included as part of this EXTENSION are one-half the prior EXTENSION increase rate of three percent. **FURTHERMORE, AT THE CITY'S INSISTENCE, REPUBLIC HAS EXCLUDED ANY MULTIPLIERS ASSOCIATED WITH FUEL OR LABOR INCREASES.** The result is low (or no) increases over a low rate with no hidden multipliers or fees which could adversely affect the rate in the future. **The COMMITTEE firmly believes this cost structure is in the best interest of the residents of the City of Chesterfield,** and that said residents could not reasonably expect any better results, and may actually receive higher results, if this service were to be publicly bid.

As part of the proposed EXTENSION, **REPUBLIC proposes to provide 65 or 90 gallon solid waste carts to the Chesterfield residents AT NO COST.** This will allow REPUBLIC to utilize fully automated trucks to pick up, dump, and replace the solid waste carts. The impact to the Chesterfield residents are low rates (see above) and a more aesthetically appealing streetscape on trash day, as each residence will contain a uniform cart with wheels and attached lids in lieu of multiple cans. **Additionally, those residents which currently rent 90 gallon solid waste carts from REPUBLIC will have that rental fee eliminated as soon as an EXTENSION is executed. This is a savings of \$4.47 per month (\$53.64 per year) to each of the 1,871 households who currently rent these carts.**

REPUBLIC has also agreed to purchase, supply, and regularly empty aesthetically pleasing 40 gallon trash containers at all current and future bus stops in the City of Chesterfield at no cost to the CITY. This will improve the appearance of our bus stops and prevent trash from being scattered throughout the area. The current AGREEMENT has no provision for this service, and REPUBLIC is offering to implement this service at absolutely no cost to the CITY.

As you know, Republic currently provides solid waste and recycling service at all CITY owned facilities, at no cost to the CITY, and this would continue if an Extension is executed. However, **as part of an EXTENSION, REPUBLIC will increase the number of pick ups it conducts at select CITY properties, including the CVAC and Amphitheater. This will include Saturday pick ups at the CVAC, all at no cost to the CITY. Additionally, REPUBLIC has agreed to provide additional mobile recycling and solid waste carts at numbers and locations specified by the CITY.**

All other services provided in the current AGREEMENT will continue to be provided, or be enhanced, by the Extension. For example, REPUBLIC will continue to pick up Christmas Trees during January. However, they will supplement this service with pumpkin and jack-o-lantern pickup during November, another idea recommended by Darcy Capstick and the CCE. Bulk items will still be picked up free of charge (two per week) and white goods will be picked up at a cost of

\$25 per item. Special pick ups, including the pick up of construction debris, will still need to be coordinated with REPUBLIC.

Finally, yard waste service will continue to be provided as an optional service, only if requested by the resident. The monthly cost for yard waste will be maintained at a price of \$14.22 per month, with a three month minimum commitment. The monthly cost will only increase at the same rate as the solid waste cost increases in future years. Additionally, at the CITY's request, REPUBLIC will offer yard waste pickup at a reduced rate of \$13.04 per month to any residence that commits to that service for a period of one year or more. **This will be an added benefit to those residences (5,467) which utilize yard waste service, while ensuring no negative cost impact to our basic service (solid waste and recycling) and those residents which do not elect to pay for yard waste service.**

The COMMITTEE would like to express its appreciation for the opportunity to work with REPUBLIC and negotiate this AGREEMENT EXTENSION. Clearly the CITY and REPUBLIC have established a professional relationship that is mutually beneficial. I would like to add that Mr. Lamantia was very professional and a pleasure to work with during this process.

The Committee unanimously recommends that the City of Chesterfield enter into an Agreement Extension with Republic Services, at the terms provided in the attached Exhibit A. This matter should be presented to the Planning Public Works Committee and, if approved, forwarded to Council for implementation.



EXHIBIT A

Republic Services is proud to be your partner, providing quality solid waste collection services to the City of Chesterfield since 1990. While our company is corporately headquartered in Phoenix, Arizona, we have multiple regional offices, with the Midwest location being St. Louis, Missouri.

Let me first convey to you Republic Services' (REPUBLIC) appreciation for the excellent working relationship we have established during our long association with the City of Chesterfield (CITY). Specifically, let me call attention to the personal involvement of your City Administrator and the high standards that he has established and continues to raise, over the years, as he advocates for quality customer service, on behalf of Chesterfield residents. I am proud to share with you that the City of Chesterfield model for customer service has been implemented throughout our system, involving City Hall, our Customer Service Representatives, and the supervisors who work each day, within each of the cities that we service.

While our current contract with CITY will not expire until July 31, 2014, REPUBLIC is proposing an extension of the current Solid Waste Agreement (AGREEMENT) which, among other things, will provide for the full automation of collection services within the City of Chesterfield. As a GOOD FAITH GESTURE, we have frozen our rates at the August 1, 2012 levels. To ensure uninterrupted services, I met several times with your City Administrator, last year, to discuss a possible extension, to better understand the City of Chesterfield's expectations, and to discuss a multitude of enhancements that we would be willing to make. I subsequently met with the City of Chesterfield's Solid Waste Committee, chaired by James Eckrich, Public Works Director / City Engineer, to further refine our proposal. After review by our regional and corporate headquarters, I am pleased to be able to offer our extension proposal, which I have detailed below:

- As noted above, our current AGREEMENT with CITY, which expires July 31, 2014, specifically authorized a 3% increase, effective August 1, 2013, from \$13.51/month, for the curbside collection of garbage/recycling, 1X/week, to \$13.92/month. As an indication of the value we place upon the long-term relationship that we have established with CITY, **we have decided, voluntarily, to maintain the current rate of \$13.51/month, through July 31, 2014.** As a result, CITY's monthly rate, for garbage/recycling is now the lowest of all cities that REPUBLIC serves.
- As a component of our current AGREEMENT, **we agreed to provide a SENIOR CITIZEN DISCOUNT of 10%, to all residential customers, aged 65 and older.** That commitment was for the life of our AGREEMENT with CITY and for all future AGREEMENT extensions.
- At the request of the Citizens Committee for the Environment (CCE), **we agreed to provide 65-gallon mobile recycling carts, with lids, AT NO COST to all residential customers.** As a result of this and CITY's public commitment to recycling, the CITY'S customers generate more tonnage of recycling materials than any other city that we serve. Your citizens' active participation in this program, which we have facilitated and

encouraged by providing these FREE recycling containers, not only reduces our landfill costs, but results in additional revenue to REPUBLIC. We now operate our own Materials Recovery Facility (MRF). These two factors positively impact our ability to continue to offer competitive pricing for the services we provide. By processing all of the recyclables that we collect, we not only generate income, we create jobs. Some City contracts call for a rebate on the recycle material picked up from their City; while Republic will not offer that to the City of Chesterfield, we will offer the residents the LOWEST rate in St Louis and continue that throughout this entire seven year offer.

- We currently serve 12,371 residential customers in CITY. Our long-term partnership has allowed us to learn all of the “ins and outs” of your community, as well as the special needs of our customers, your residents. We pride ourselves in customer service. On the rare occasion that we receive a complaint call, either from one of our customers, or a member of the City Staff, we ALWAYS attempt to resolve those issues on the same day.
- As part of our overall commitment, REPUBLIC has provided collection services, at NO COST, to CITY for all CITY sponsored events, including Earth Day, City Fest, Fourth of July and Forks and Corks. As well as for all City facilities, including City Hall, the Family Aquatic Center, Chesterfield Valley Athletic Complex, Parks/Administration building and the Public Works Maintenance Facility.
- We provide, on an as-needed basis, twenty (20), thirty (30) or forty (40) cubic yard containers, placed at City-designated sites for removal of any material caused by storm damage. This service is provided at a flat rate, to be determined at the time of the request, which has always been BELOW the market rate otherwise charged by REPUBLIC.
- REPUBLIC provides educational materials, at NO COST, in support of CITY programs encouraging recycling and/or the proper handling of solid waste.
- REPUBLIC is now currently committed to long-term contracts with the cities of Ballwin, Ellisville and Manchester. The inclusion of these other cities enables greater cost-efficiencies and BACK-UP, in terms of the use/scheduling of vehicles and manpower, for the City of Chesterfield.
- REPUBLIC has become a leader in our industry in the conversion of our fleet to Compressed Natural Gas (CNG). Not only does CNG burn cleaner and quieter, it is cheaper than diesel or gasoline and those cost-efficiencies enable us to pass those savings onto our customers. We have discussed this with the CCE, and the CCE has endorsed our efforts.

As noted above, our current AGREEMENT authorized an increase of 3%, from \$13.51/month to \$13.92/month, from August 1, 2013 – July 31, 2014. However, REPUBLIC has agreed, voluntarily, to maintain the current rate. As was included in previous contracts, the current AGREEMENT also allows for an unlimited number of one-year extensions, assuming both parties agree in advance. Given the uncertainty of fuel prices and labor costs, even that would have been deserving of consideration, by the City. However, based upon our long-term partnership, our recent conversations regarding the service-enhancements that you have requested and with the approval of my corporate offices, REPUBLIC is pleased to make the following proposal:

- A seven (7) year AGREEMENT extension, expiring July 31, 2021, with rates as follows:

YEAR 1 (August 1, 2014 – July 31, 2015):	\$13.51/ Senior \$12.16	month - 0% increase
YEAR 2 (August 1, 2015 – July 31, 2016):	\$13.72/ Senior \$12.35	month – 1.5% increase
YEAR 3 (August 1, 2016 – July 31, 2017):	\$13.93/ Senior \$12.54	month – 1.5% increase
YEAR 4 (August 1, 2017 – July 31, 2018):	\$14.35/Senior \$12.73	month – 1.5% increase
YEAR 5 (August 1, 2018 – July 31, 2019):	\$14.57/Senior \$12.92	month – 1.5% increase
YEAR 6 (August 1, 2019 – July 31, 2020):	\$14.79/Senior \$13.12	month – 1.5% increase
YEAR 7 (August 1, 2020 – July 31, 2021):	\$14.79/Senior \$13.12	month – 0% increase

- Optional Yard Waste one time per week, curbside, three month program:

YEAR 1 (August 1, 2014 – July 31, 2015):	\$14.22/ Senior \$12.80	month - 0% increase
YEAR 2 (August 1, 2015 – July 31, 2016):	\$14.44/ Senior \$13.00	month – 1.5% increase
YEAR 3 (August 1, 2016 – July 31, 2017):	\$14.66/ Senior \$13.20	month – 1.5% increase
YEAR 4 (August 1, 2017 – July 31, 2018):	\$14.88/Senior \$13.40	month – 1.5% increase
YEAR 5 (August 1, 2018 – July 31, 2019):	\$15.11/Senior \$13.60	month – 1.5% increase
YEAR 6 (August 1, 2019 – July 31, 2020):	\$15.34/Senior \$13.81	month – 1.5% increase
YEAR 7 (August 1, 2020 – July 31, 2021):	\$15.34/Senior \$13.81	month – 0% increase

- Optional Yard Waste one time per week, curbside, twelve month program, must be paid in one annual payment:

YEAR 1 (August 1, 2014 – July 31, 2015):	\$13.04/Senior \$11.74	month - 0% increase
YEAR 2 (August 1, 2015 – July 31, 2016):	\$13.24/Senior \$11.92	month – 1.5% increase
YEAR 3 (August 1, 2016 – July 31, 2017):	\$13.44/Senior \$12.10	month – 1.5% increase
YEAR 4 (August 1, 2017 – July 31, 2018):	\$13.65/Senior \$12.29	month – 1.5% increase
YEAR 5 (August 1, 2018 – July 31, 2019):	\$13.86/Senior \$12.48	month – 1.5% increase
YEAR 6 (August 1, 2019 – July 31, 2020):	\$14.07/Senior \$12.67	month – 1.5% increase
YEAR 7 (August 1, 2020 – July 31, 2021):	\$14.07/Senior \$12.67	month – 0% increase

White Goods will remain \$25.00 per item for the term of the AGREEMENT.

Optional Services:

Service	Participation	Cost
Twice per week Solid Waste with one time recycle	340	\$34.35
Twice per week Solid Waste with one time recycle, senior	7	\$30.93
One time per week rear yard trash one time recycle curb	79	\$39.19
Two time per week rear yard trash one time recycle curb	2	\$48.04

These services will be increased by 1.5% annually. Additionally, these services are only offered to customers who have this service at the current time. These services are NOT offered to new customers or as expanded service to current customers.

- As noted previously, our AGREEMENT has routinely contained the option for unlimited one-year extensions. We would again request that this new AGREEMENT contain that provision, effective August 1, 2021. We agree that such extensions would be at the sole discretion of the City, and **would only be contemplated if REPUBLIC's services meet or exceed CITY's expectations. If so, we would agree to such extensions at a maximum increase of two and one half (2.5%) percent/year. Negotiations, at that**

time, could result in a lower annual increase, but not a higher annual increase. This offer would then be available each subsequent year.

- **SENIOR RATE:** A ten percent (10%) senior citizen (age 65 or older) discount, for the life of this AGREEMENT including any additional extension years.
 - **CONTAINERS:** Delivery to all of our customers, AT NO ADDITIONAL COST, of sixty-five (65) or ninety (90) gallon carts, with lids and wheels, for solid waste. While not required by the current AGREEMENT, it would be our intent to deliver these solid waste carts, no later than September 19, 2014. For informational purposes, 1871 of our CITY customers currently rent a solid waste container. **Even though not required by our current AGREEMENT, we will stop charging each of those customers who currently have a mobile container, as of June 1, 2014. We will continue to provide recycling containers, as noted previously, at NO CHARGE to our CITY customers.**
 - **BUS STOPS:** REPUBLIC will purchase and supply automated 40-gallon (aesthetically-pleasing) containers for METRO bus stops, as designated by CITY and routinely empty said containers, at NO COST to the CITY. These containers are valued at \$328.00 each.
 - **SCHEDULE:** With the change to a fully-automated service, REPUBLIC will need to make changes to the current schedule for collection of yard waste and recycling. We will notify all of our customers, at least thirty (30) days in advance, corresponding with the June 2014 delivery of containers, as described above. Republic would like the CITY to entertain in the new scheduling of NO SERVICE in the entire CITY on Wednesdays, which would save your city streets from the heavy vehicles one day during the week.
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- **CITY-SPONSORED EVENTS/CITY FACILITIES:** Currently REPUBLIC provides solid waste collection services for the following CITY-sponsored events: Earth Day, Fourth of July, Forks and Corks and provides all solid waste and recycling collections services for all current and future CITY facilities, including City Hall, the Family Aquatic Center, Central Park, Amphitheater, Chesterfield Valley Athletic Complex (CVAC), Parks/Administration building and the Public Works Maintenance Facility. **REPUBLIC will continue to provide these services at NO COST to CITY and this commitment applies to any other City-sponsored event or any other CITY owned/operated facility.**
 - As noted above, REPUBLIC provides services to a variety of CITY-owned facilities. In addition and as discussed & endorsed by the Citizens Committee for the Environment (CCE), **REPUBLIC agrees to provide, at NO COST, mobile solid waste containers (either 65-gallon or 90-gallon, as determined by CITY) and mobile recycling containers, for use in CITY parks, with the numbers & locations of each to be determined by CITY.** Solid waste and recycling will be collected on Saturdays, at the CVAC, during the season (April – November) and on event weekends, mainly Saturdays, at the Amphitheater and Central Park. Schedule of events to be provided by CITY
 - As requested by the Solid Waste Committee, REPUBLIC will provide free pickup and disposal of pumpkins and jack-o-lanterns during the month of November.

Exhibit "B" - Solid Waste Costs for Other Cities

Municipality	Solid Waste Provider	Basic Montly Cost
Chesterfield	Republic Services	\$13.51
Clarkson Valley	Meridian	\$12.00
Ellisville	Republic Services	\$13.49
Maryland Heights	Republic Services	\$13.52
Maplewood	Republic Services	\$14.18
Black Jack	Republic Services	\$14.65
Florissant	Meridian	\$14.90
St. Ann	Republic Services	\$15.68
Hazelwood	Republic Services	\$15.70
Wildwood	Meridian	\$15.75
Shrewsbury	Christian	\$16.50
Sunset Hills	American	\$17.28
Ferguson	Republic Services	\$18.69
Winchester	Republic Services	\$18.78
Crestwood	Meridian	\$18.83
Manchester	Republic Services	\$19.59
Glendale	Republic Services	\$19.63
Ballwin	Republic Services	\$20.03
Richmond Heights	Republic Services	\$20.35
Des Peres	Progreessive	\$20.48
Creve Coeur*	Republic Services	\$20.80
Olivette	Republic Services	\$20.83
Webster Groves	Waste Management	\$20.95
Clayton*	Republic Services	\$24.04

* Denotes Rear Yard Pick-up

You will note from the chart above that only Clarkson Valley and Ellisville have costs lower than the City of Chesterfield for basic solid waste service. It is noteworthy that the City of Clarkson Valley is billed directly (reduced billing costs, no uncollectables) and that Ellisville will soon be receiving an increase as part of its contract. This will result in the City of Chesterfield having the lowest cost for basic solid waste service of any city in the area in which the residents are directly billed.

Exhibit "C" - Solid Waste Agreements - Length of Term

Cities in western St. Louis County

Municipality	Solid Waste Provider	Contract Start Date	Contract End Date
Chesterfield	Republic Services	2001	2014
Ballwin	Republic Services	1998	2022
Clarkson Valley	Meridian	2003	2015
Creve Coeur	Republic Services	1992	2014
Des Peres	Progreessive	2007	2015
Ellisville	Republic Services	2005	2018
Manchester	Republic Services	2009	2019
Maryland Heights	Republic Services	2001	2019
Wildwood	Meridian	2007	2015
Winchester	Republic Services	2006	2016

You will note from the chart above that cities in our area have been with their current solid waste provider, on average, since 2003. Many of these cities have executed contract extensions, and clearly other cities also see the value in maintaining consistency in solid waste service to their residents.
