

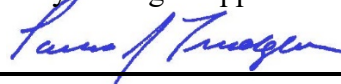
ROSEVILLE
REQUEST FOR COUNCIL ACTION

Date: October 7, 2019
Item No.: 7.d

Department Approval



City Manager Approval



Item Description: Discussion of Recycling Fees

BACKGROUND

The City prides itself on being a leader in recycling, and has a very robust program. Currently Roseville offers service to single unit, multi-unit, and also collects recycling in the parks with a 5-year agreement with Eureka Recycling. The City also offers an Opt-In program that allows small businesses and faith organizations to opt-in to our recycling program if their composition is similar to a residential unit.

Since 2002, the City averages 3,300 tons of recycling per year. As the recycled material is a marketable material, the City has had a Revenue Share with our contracted hauler. This revenue share allowed the City to receive a portion of the money from the sale of the materials. The revenue share model has been in place since 2006 where the City has collected over \$919,000 that was used to offset the quarterly fee charged to the residents. The revenue share is the remaining money the contractor pays to the City, after it is used to pay processing costs of the Material Recovery Facility (MRF).

In 2014, the local glass market was hit with the closure of E-Cullet, a glass processor in Saint Paul. The closure reduced the local capacity to process glass and the markets had to adjust by shipping excess glass to Chicago. Shipping the material to Chicago shifted our commodity price from \$15/ton in revenue, to a \$20/ton expense.

In October 2017, China enacted strict standards (called the National Sword) on material entering their Country to reduce the amount of residual (trash) that was being sent with the recycled materials that go to manufacturing. By creating these standards, U.S. markets had to adjust how material is processed to create a cleaner bale that could be marketed. Now there are millions of tons of material stockpiled in the Country and that has driven down commodity markets.

With the downturn in markets, the City has seen a shift from a positive revenue share to a negative. This negative revenue share means the City has to pay additional money to the contractor each month to cover the costs of processing the material at the MRF.

In 2016, the City executed a new five-year contract with Eureka Recycling that reduced the revenue share to 80% of the total revenue generated from the sale of the recycled material (it was previously 100% under the 2013-2016 contract). At that time, we were starting to see the erosion of the value of recycled materials and we asked Eureka to offer a rate without revenue sharing. Eureka offered a new rate which was twenty cents higher than the proposed contract rate for 2017 (\$2.56 for no revenue sharing vs \$2.36 with revenue sharing). At that time, we had seen some reverse revenue months (where the revenue did not cover the full processing costs), but not enough to justify an additional \$37,441 in base costs. Therefore, the City elected to award the contract with the Revenue Share model and the \$2.36 per unit cost.

35 Attachment A shows revenue sharing payments/cost sharing expenses since January of 2006. As
36 stated above, from 2006 through 2017 the City received over \$919,000 in revenue from its recycled
37 material. Since January of 2018, the City has paid over \$84,000 in cost sharing.

38 Given the significant increases in the additional monthly costs to cover the processing costs, staff
39 contacted Eureka about pricing options if the City were to remove the monthly risk associated with
40 the current commodity market and the revenue share. Eureka provided a \$1.00/dwelling unit/month
41 increase (for 2019 an increase from \$2.46 to \$3.46). The City currently has 15,755 units, which
42 equates to \$189,060 in increased base service cost for 2019. The increased cost for 2020 would be
43 \$192,841 after the 2% annual escalator. In the 2020 proposed budget, this actually would equate to a
44 \$120,841 increase given an additional budgeted line item of \$72,000 for costs related to
45 Revenue/Cost Share. Through August of 2019, the City has paid Eureka roughly \$49,000 to cover
46 processing costs that historically were paid for by the revenue share.

47 Looking at recent contracts that metro area cities have entered into over the past 18 months, we are
48 seeing some dramatic cost increases in the per unit per month costs. Examples from Fridley's and
49 Edina's recent RFP process are shown in Attachment B, Tables 4 and 5. Edina and Fridley both
50 selected Republic Services for their recycling services. Edina, who went through their RFP process
51 in 2019, is now paying \$3.59 per unit per month, which is \$1.09 more than our 2020 contractual
52 price and \$0.06 per unit per month higher than what Eureka proposed to remove the Revenue/Cost
53 share model.

54 The City of Maplewood also just awarded a six-year contract to Tennis Sanitation for Recycling
55 Services. Staff was not able to find a comparison of rates from all of the proposals Maplewood
56 received (including Eureka, Republic, Waste Management and Walters) but the contract price for
57 City owned carts without revenue sharing is \$4.50 per unit per month for 2020, increasing by \$0.25
58 per year (5.5% for the second year) for the term of the contract.

59 The current contract with Eureka will expire at the end of 2021. The contract did have a provision to
60 extend the contract up to two additional years (2022 and 2023). It is possible that if the City was
61 open to extending the contract, Eureka may negotiate some lower rates in order to remove the
62 Revenue/Cost sharing model. Also, staff would try to negotiate a restart of the revenue sharing or at
63 the very least a reduction in the per unit cost if the revenue for recyclable materials recovered over
64 the remaining term of the contract (some benchmark would be established for the reduction in cost).
65 Staff would like some direction from Council on if we should explore this route or simply let the
66 current contract expire and request new proposals in 2021 for a new contract at the start of 2022.

67 **POLICY OBJECTIVE**

68 Policy 6.4 of the Roseville 2030 Comprehensive Plan states: Support citywide recycling,
69 reduction, and reuse of waste materials for both residential properties and businesses.

70 **FINANCIAL IMPACTS**

71 As of the end of August, the City has spent approximately \$49,000 more on recycling processing
72 than budgeted for 2019. We anticipate the final overrun on processing will be approximately
73 \$75,000 at the end of the year. The current 2020 budget for recycling assumes an additional \$72,000
74 (\$6000 per month) for recycling processing costs. The current proposed Recycling Fee for 2020 is
75 \$9.00 per unit per quarter (an increase from the current \$7.15 per quarter). With the 2020 budget
76 and the \$9.00 fee, we anticipate a surplus of \$10,280. Increasing the fee to \$9.50 would result in a
77 surplus of \$41,669. A \$10 fee would result in an anticipated surplus of \$73,119.

78 The current proposal from Eureka Recycling to eliminate the Revenue/Cost Sharing model would

79 increase the per unit rate in 2020 from \$2.50 per unit per month to \$3.53 per unit per month.

80 **STAFF RECOMMENDATION**

81 Staff is requesting that Council receive a presentation from staff on the current state of funding
82 recycling operations in the City of Roseville and provide direction to staff on possible renegotiations
83 of the current recycling contract.

84 **REQUESTED COUNCIL ACTION**

85 Receive a presentation from staff and provide direction.

Prepared by: Marc Culver, Public Works Director
Attachments: A: Monthly Revenue/Cost Share 2006-Present
B: Recycling Costs and Fees Compared
C: Presentation

Recycling Summary - Revenue by year

Year	January	February	March	April	May	June	July	August	September	October	November	December	Total (sum if >0)	Monthly Avg
2006	\$7,328.07	\$6,470.76	\$7,366.49	\$7,371.29	\$8,276.15	\$7,756.15	\$5,903.35	\$7,226.06	\$6,354.46	\$6,310.02	\$8,540.55	\$7,810.58	\$86,713.93	\$7,226.16
2007	\$7,833.53	\$6,635.21	\$9,383.84	\$9,850.45	\$9,224.59	\$8,917.43	\$10,027.22	\$10,471.46	\$9,503.32	\$11,017.46	\$12,655.98	\$10,877.64	\$116,398.13	\$9,699.84
2008	\$11,027.09	\$9,869.71	12,262.35	\$12,625.01	\$13,752.46	\$12,713.37	\$15,192.49	\$16,251.89	\$16,483.87	\$10,667.34	\$3,503.28	\$630.84	\$134,979.70	\$11,248.31
2009	\$146.65	\$546.04	\$1,727.92	\$1,740.36	\$1,893.08	\$2,087.38	\$2,777.13	\$3,258.05	\$4,421.35	\$5,035.89	\$4,792.94	\$6,934.73	\$35,361.52	\$2,946.79
2010	\$6,548.11	\$6,424.67	\$8,138.25	\$9,456.56	\$8,985.75	\$9,699.31	\$7,828.76	\$7,693.92	\$7,522.19	\$8,605.67	\$11,081.25	\$12,762.16	\$104,746.60	\$8,728.88
2011	\$11,229.48	\$12,280.73	\$15,044.20	\$16,597.19	\$16,932.55	\$16,569.55	\$15,311.54	\$16,594.03	\$15,330.20	\$13,842.29	\$12,191.45	\$10,421.55	\$172,344.76	\$14,362.06
2012	\$8,667.41	\$8,475.43	\$11,005.11	\$11,053.48	\$9,202.35	\$8,324.85	\$6,481.18	\$5,484.87	\$4,197.14	\$3,837.67	\$4,321.99	\$5,883.62	\$86,935.10	\$7,244.59
2013	\$5,739.59	\$4,813.29	\$5,253.69	\$6,856.80	\$6,292.18	\$5,195.20	\$4,936.48	\$5,020.13	\$4,748.44	\$5,200.17	\$5,238.43	\$6,542.91	\$65,837.31	\$5,486.44
2014	\$6,164.53	\$2,560.32	\$3,628.85	\$5,814.19	\$6,509.04	\$5,834.21	\$6,467.44	\$6,139.13	\$6,527.74	\$5,908.23	\$3,822.61	\$3,177.79	\$62,554.08	\$5,212.84
2015	\$984.54	(\$1,455.14)	(\$2,247.58)	(\$2,212.92)	(\$3,505.86)	(\$3,417.39)	(\$2,465.43)	(\$2,875.19)	(\$3,286.66)	(\$3,838.58)	(\$3,964.80)	(\$4,715.38)	\$984.54	\$984.54
2016	(\$4,413.00)	(\$3,228.40)	(\$3,223.68)	(\$2,511.31)	\$611.10	\$2,258.48	\$2,127.15	\$2,679.10	\$2,875.13	\$2,837.09	\$2,285.62	\$2,238.32	\$17,911.99	\$2,239.00
2017	\$3,296.81	\$4,118.07	\$7,018.24	\$6,347.10	\$3,864.71	\$4,099.64	\$3,914.46	\$4,035.49	\$3,390.63	(\$1,643.42)	(\$1,787.81)	(\$1,793.03)	\$34,860.89	\$2,905.07
2018	(\$984.18)	(\$1,325.02)	(\$1,417.77)	(\$2,549.55)	(\$3,640.21)	(\$3,960.46)	(\$2,755.08)	(\$3,335.81)	(\$3,240.45)	(\$4,209.52)	(\$4,280.65)	(\$3,978.24)	(\$35,676.94)	(\$2,973.08)
2019	(\$4,139.60)	(\$4,621.21)	(\$5,423.45)	(\$7,280.49)	(\$8,137.18)	(\$5,959.16)	(\$6,525.62)	(\$6,850.12)					(\$48,936.83)	(\$6,117.10)
	\$59,429.03	\$51,564.46	\$68,516.46	\$73,158.16	\$70,260.71	\$70,118.56	\$69,221.07	\$71,793.01	\$74,827.36	\$63,570.31	\$58,400.84	\$56,793.49	\$835,014.78	

NOTES:

2002 - 2005: No Revenue Share offered

2006-2013: Revenue share was 50% to Roseville

2014: Revenue share changed to 100% to Roseville (w/ \$74/ton processing fee)

Oct 2017 thru xxxx China was not accepting dirty recycling materials

Nov 2014 thru xxxx: Ecullet (Glass MRF) shut down and now all glass in metro is going to Chicago (material went from \$15/ton to -\$20/ton due to \$35/ton shipping)

2017-2021: \$58/ton processing fee calculated after 80% Revenue Share

Table 1

Roseville Recycling Contract						
Current Contract from 2016 RFP				2016 RFP Cost (no revenue share)		
Year	Recycling Rate/Unit	Revenue Share	Processing Cost/Ton	Recycling Rate/Unit	Revenue Share	Processing Cost/Ton
2017	\$2.36	80%	\$58.00	\$2.56	0%	\$58.00
2018	\$2.41	80%	\$58.00	\$2.61	0%	\$58.00
2019	\$2.46	80%	\$58.00	\$2.66	0%	\$58.00
2020	\$2.50	80%	\$58.00	\$2.72	0%	\$58.00
2021	\$2.55	80%	\$58.00	\$2.77	0%	\$58.00

Table 2

2019 Proposed Rates w/ no revenue share			
Year	Recycling Rate/Unit	Revenue Share	Processing Cost/Ton
2019	\$3.46	0%	\$58.00
2020	\$3.53	0%	\$58.00
2021	\$3.60	0%	\$58.00

Table 3

City Quarterly Recycling Fees		
City	Fee	Population
RV 2019	\$7.15	35,987
RV (2020 Proposed)	\$9.00	35,987
Fridley	\$9.02	27,853
Edina	\$8.10	51,958

Table 4

Comparison RFPs			
Fridley (RFP 2018)			
Proposer	Recycling Rate/Unit	Revenue Share	Escalator
Eureka	\$3.46	0%	3.0%
Republic	\$2.50	0%	3.0%
WM	\$3.65	0%	3.0%

Table 5

Edina (RFP 2019)						
	Proposal 1			Proposal 2		
Proposer	Recycling Rate/Unit	Revenue Share	Escalator	Recycling Rate/Unit	Revenue Share	Escalator
Eureka	\$4.73	100%	3.0%	\$4.14	100%	3.0%
Republic	\$3.59	50%	4.0%	NA	50%	4.0%
WM	\$5.51	80%	3.5%	\$5.35	0%	3.5%

Table 6

2016 RFP Costs					
	2017	2018	2019	2020	2021
Current Recycling Costs (Res. only)	\$446,182	\$455,635	\$465,088	\$472,650	\$482,103
Current Revenue Share Payments	-\$34,860	\$35,676	\$75,000	\$72,000	\$74,160
Annual Cost	\$411,322	\$491,311	\$540,088	\$544,650	\$556,263
Estimated					
Negative number means City received revenue					

Table 7

2016 RFP w/ No Revenue Share					
	2017	2018	2019	2020	2021
Price/Unit (+\$0.20/unit)	\$2.56	\$2.61	\$2.66	\$2.72	\$2.77
2016 RFP (no revenue Share)	\$483,994	\$493,447	\$502,900	\$514,243	\$523,696

Table 8

2019 Proposed cost (no revenue share)					
	2017	2018	2019	2020	2021
Price/Unit	NA	NA	\$3.46	\$3.53	\$3.60
Annual Cost	NA	NA	\$654,148	\$667,382	\$680,616

Recycling Costs Review

Public Works Department



Presented at the October 7, 2019 City Council Meeting

Recycling Costs History

- Recycling costs have long included collection costs as well as processing costs.
- In 2006 City started a revenue sharing model where the City received the revenue from the sale of the recycled materials **AFTER PROCESSING COSTS**
- Starting in 2017 the new contract decreased the processing costs per ton (\$74 to \$58) but reduced the percentage of the revenue returned to the City to 80%
- At the same time, the revenue generated from the recycled materials declined substantially. This trend is continuing.



July 2019
Roseville Tonnage and Revenue Report

Tonnage Summary (Gross Amount Collected)

Curbside Tons-	219.11
Multifamily Tons-	47.68
Total Tons	266.79

Net Amount Marketed by Commodity and Residual Rate*	Composition*	Gross collected and Net Tons Marketed	Index Value	Total Revenue	Markets Generally Used for Sale of Materials
Single Stream Composition					
News Mix	32.42%	86.49	\$25.00	\$2,162.24	PPW/OBM - Sorted Residentail #56 High side Chicago
Cardboard	13.35%	35.63	\$30.00	\$1,068.78	PPW/OBM - OCC #11 High side Chicago
Mixed Paper	16.54%	44.12	\$0.00	\$0.00	PPW/OBM -Mix Paper #54 High side Chicago
Textiles	0.01%	0.03	\$80.00	\$2.13	US'Again
Aluminum Cans	1.84%	4.90	\$1,120.00	\$5,485.37	Recycling Market.Net Regional Average
Steel Cans	1.61%	4.30	\$147.50	\$633.69	Recycling Market.Net Regional Average
HDPE NAT	0.81%	2.15	\$415.00	\$891.47	Recycling Market.Net Regional Average
HDPE Col	0.75%	2.01	\$245.00	\$492.43	Recycling Market.Net Regional Average
PET	4.39%	11.72	\$287.86	\$3,373.80	Recycling Market.Net Regional Average
Tubs and Lids	0.65%	1.75	\$20.00	\$34.92	Recycling Market.Net Regional Average
Mix Glass	19.81%	52.86	(\$21.71)	(\$1,147.62)	Recycling Market.Net Regional Average / Plus cost of Trans
Milk Cartons/Juice Boxes	0.20%	0.55	\$22.50	\$12.30	Recycling Market.Net Regional Average
Residual	7.61%	20.30	(\$89.85)	(\$1,824.27)	Actual Cost of Disposal and Transport
SubTotals	100.00%	266.79		\$11,185.25	
				41.93	

Rev Share at 80%	80%	\$8,948.20
Processing Fee	\$58.00 Per Ton	\$15,473.82

Net Revenue to Roseville (\$6,525.62)



August 2019 Roseville Tonnage and Revenue Report

Tonnage Summary (Gross Amount Collected)

Curbside Tons-	203.63
Multifamily Tons-	52.61
Total Tons	256.24

Net Amount Marketed by Commodity and Residual Rate*	Composition*	Gross collected and Net Tons Marketed	Index Value	Total Revenue	Markets Generally Used for Sale of Materials
Single Stream Composition					
News Mix	32.42%	83.07	\$20.00	\$1,661.39	PPW/OBM - Sorted Residentail #56 High side Chicago
Cardboard	13.35%	34.22	\$30.00	\$1,026.52	PPW/OBM - OCC #11 High side Chicago
Mixed Paper	16.54%	42.37	\$0.00	\$0.00	PPW/OBM -Mix Paper #54 High side Chicago
Textiles	0.01%	0.03	\$80.00	\$2.05	US'Again
Aluminum Cans	1.84%	4.70	\$1,110.00	\$5,221.41	Recycling Market.Net Regional Average
Steel Cans	1.61%	4.13	\$138.33	\$570.80	Recycling Market.Net Regional Average
HDPE NAT	0.81%	2.06	\$468.33	\$966.24	Recycling Market.Net Regional Average
HDPE Col	0.75%	1.93	\$210.00	\$405.39	Recycling Market.Net Regional Average
PET	4.39%	11.26	\$257.17	\$2,894.94	Recycling Market.Net Regional Average
Tubs and Lids	0.65%	1.68	\$20.00	\$33.54	Recycling Market.Net Regional Average
Mix Glass	19.81%	50.77	(\$20.19)	(\$1,025.06)	Recycling Market.Net Regional Average / Plus cost of Trans
Milk Cartons/Juice Boxes	0.20%	0.52	\$22.50	\$11.81	Recycling Market.Net Regional Average
Residual	7.61%	19.50	(\$89.96)	(\$1,754.28)	Actual Cost of Disposal and Transport
SubTotals	100.00%	256.24		\$10,014.75	
				39.08	

Rev Share at 80%	80%	\$8,011.80
Processing Fee	\$58.00 Per Ton	\$14,861.92

Net Revenue to Roseville (\$6,850.12)

Recycling Summary - Revenue by year

Year	January	February	March	April	May	June	July	August	September	October	November	December	Total (sum if >0)	Monthly Avg
2006	\$7,328.07	\$6,470.76	\$7,366.49	\$7,371.29	\$8,276.15	\$7,756.15	\$5,903.35	\$7,226.06	\$6,354.46	\$6,310.02	\$8,540.55	\$7,810.58	\$86,713.93	\$7,226.16
2007	\$7,833.53	\$6,635.21	\$9,383.84	\$9,850.45	\$9,224.59	\$8,917.43	\$10,027.22	\$10,471.46	\$9,503.32	\$11,017.46	\$12,655.98	\$10,877.64	\$116,398.13	\$9,699.84
2008	\$11,027.09	\$9,869.71	12,262.35	\$12,625.01	\$13,752.46	\$12,713.37	\$15,192.49	\$16,251.89	\$16,483.87	\$10,667.34	\$3,503.28	\$630.84	\$134,979.70	\$11,248.31
2009	\$146.65	\$546.04	\$1,727.92	\$1,740.36	\$1,893.08	\$2,087.38	\$2,777.13	\$3,258.05	\$4,421.35	\$5,035.89	\$4,792.94	\$6,934.73	\$35,361.52	\$2,946.79
2010	\$6,548.11	\$6,424.67	\$8,138.25	\$9,456.56	\$8,985.75	\$9,699.31	\$7,828.76	\$7,693.92	\$7,522.19	\$8,605.67	\$11,081.25	\$12,762.16	\$104,746.60	\$8,728.88
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2014	\$6,164.53	\$2,560.32	\$3,628.85	\$5,814.19	\$6,509.04	\$5,834.21	\$6,467.44	\$6,139.13	\$6,527.74	\$5,908.23	\$3,822.61	\$3,177.79	\$62,554.08	\$5,212.84
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2016	(\$4,413.00)	(\$3,228.40)	(\$3,223.68)	(\$2,511.31)	\$611.10	\$2,258.48	\$2,127.15	\$2,679.10	\$2,875.13	\$2,837.09	\$2,285.62	\$2,238.32	\$17,911.99	\$2,239.00
2017	\$3,296.81	\$4,118.07	\$7,018.24	\$6,347.10	\$3,864.71	\$4,099.64	\$3,914.46	\$4,035.49	\$3,390.63	(\$1,643.42)	(\$1,787.81)	(\$1,793.03)	\$34,860.89	\$2,905.07
2018	(\$984.18)	(\$1,325.02)	(\$1,417.77)	(\$2,549.55)	(\$3,640.21)	(\$3,960.46)	(\$2,755.08)	(\$3,335.81)	(\$3,240.45)	(\$4,209.52)	(\$4,280.65)	(\$3,978.24)	(\$35,676.94)	(\$2,973.08)
2019	(\$4,139.60)	(\$4,621.21)	(\$5,423.45)	(\$7,280.49)	(\$8,137.18)	(\$5,959.16)	(\$6,525.62)	(\$6,850.12)					(\$48,936.83)	(\$6,117.10)
	\$59,429.03	\$51,564.46	\$68,516.46	\$73,158.16	\$70,260.71	\$70,118.56	\$69,221.07	\$71,793.01	\$74,827.36	\$63,570.31	\$58,400.84	\$56,793.49	\$835,014.78	

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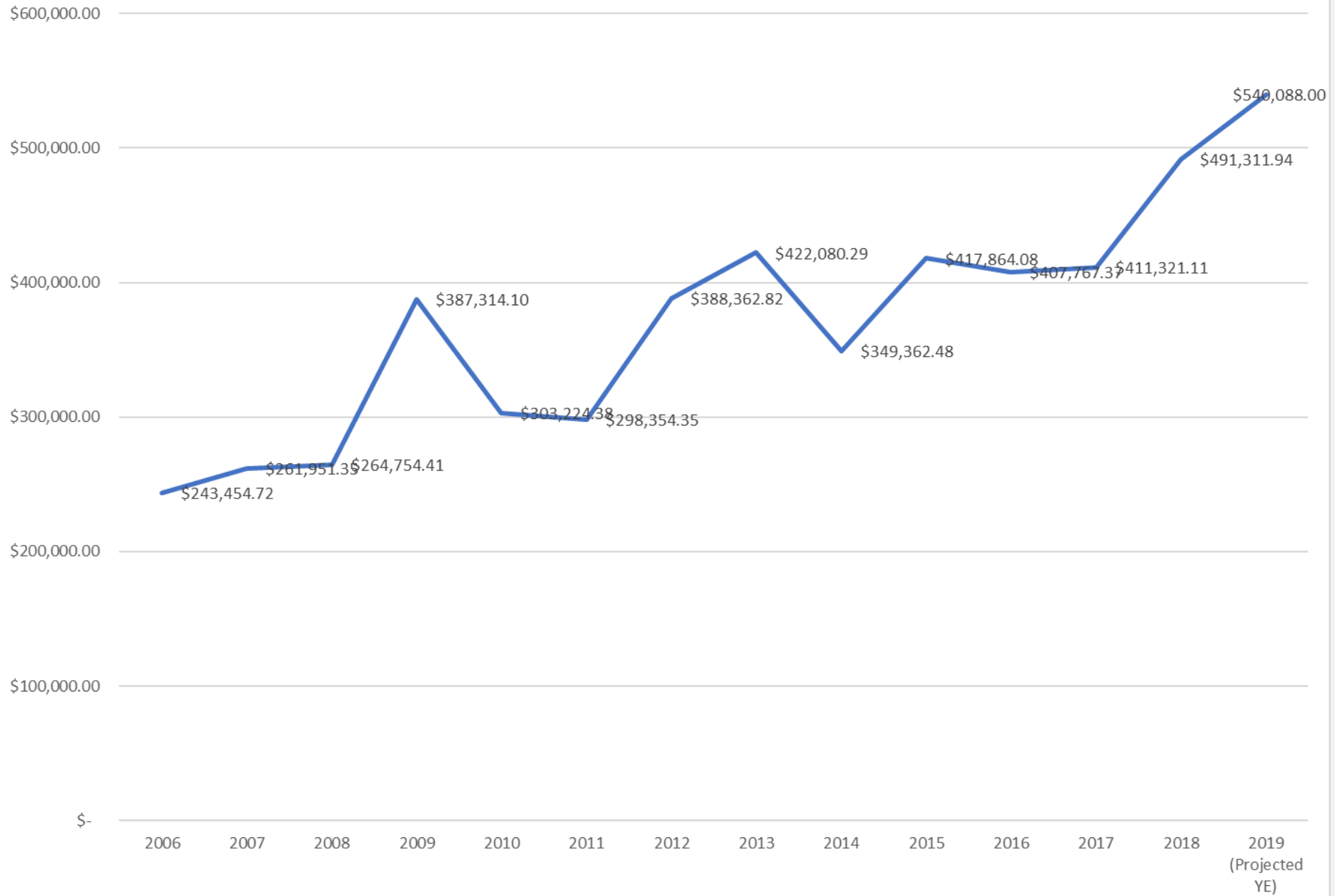
2017-2021: \$58/ton processing fee calculated after 80% Revenue Share

Recycling Revenue 2006 to Present (2019 costs through July)

Total Annual Revenue from Recycling Proceeds after Processing Costs (Cost)



Actual Cost



Roseville Recycling Contract

Current Contract from 2016 RFP				2016 RFP Cost (no revenue share)		
Year	Recycling Rate/Unit	Revenue Share	Processing Cost/Ton	Recycling Rate/Unit	Revenue Share	Processing Cost/Ton
2017	\$2.36	80%	\$58.00	\$2.56	0%	\$58.00
2018	\$2.41	80%	\$58.00	\$2.61	0%	\$58.00
2019	\$2.46	80%	\$58.00	\$2.66	0%	\$58.00
2020	\$2.50	80%	\$58.00	\$2.72	0%	\$58.00
2021	\$2.55	80%	\$58.00	\$2.77	0%	\$58.00

2019 Proposed Rates w/ no revenue share			
Year	Recycling Rate/Unit	Revenue Share	Processing Cost/Ton
2019	\$3.46	0%	\$58.00
2020	\$3.53	0%	\$58.00
2021	\$3.60	0%	\$58.00

Table 6

2016 RFP Costs					
	2017	2018	2019	2020	2021
Current Recycling Costs (Res. only)	\$446,182	\$455,635	\$465,088	\$472,650	\$482,103
Current Revenue Share Payments	-\$34,860	\$35,676	\$75,000	\$72,000	\$74,160
Annual Cost	\$411,322	\$491,311	\$540,088	\$544,650	\$556,263
Estimated					
Negative number means City received revenue					

Table 7

2016 RFP w/ No Revenue Share					
	2017	2018	2019	2020	2021
Price/Unit (+\$0.20/unit)	\$2.56	\$2.61	\$2.66	\$2.72	\$2.77
2016 RFP (no revenue Share)	\$483,994	\$493,447	\$502,900	\$514,243	\$523,696

Table 8

2019 Proposed cost (no revenue share)					
	2017	2018	2019	2020	2021
Price/Unit	NA	NA	\$3.46	\$3.53	\$3.60
Annual Cost	NA	NA	\$654,148	\$667,382	\$680,616

City Quarterly Recycling Fees		
City	Fee	Population
RV 2019	\$7.15	35,987
RV (2020 Proposed)	\$9.00	35,987
Fridley	\$9.02	27,853
Edina	\$8.10	51,958

Comparison RFPs			
Fridley (RFP 2018)			
Proposer	Recycling Rate/Unit	Revenue Share	Escalator
Eureka	\$3.46	0%	3.0%
Republic	\$2.50	0%	3.0%
WM	\$3.65	0%	3.0%

Edina (RFP 2019)						
	Proposal 1			Proposal 2		
Proposer	Recycling Rate/Unit	Revenue Share	Escalator	Recycling Rate/Unit	Revenue Share	Escalator
Eureka	\$4.73	100%	3.0%	\$4.14	100%	3.0%
Republic	\$3.59	50%	4.0%	NA	50%	4.0%
WM	\$5.51	80%	3.5%	\$5.35	0%	3.5%

Recycling Costs vs Fees

- 2020 proposed expenditures for Recycling Fund is \$643,020
 - Includes personnel costs, parks recycling, zero waste events, Clean Up Day, Shredding Day, etc. (\$95,000)
 - Assumes \$2.50 per unit per month plus \$72,000 in additional cost sharing expenses (\$548,020)
 - At \$9 per unit/per quarter revenue for 2020 estimated at \$653,300
 - Net balance of \$10,280
 - At \$9.50 per unit/per quarter revenue for 2020 estimated at \$684,719
 - Net balance of \$41,499
 - At \$10 per unit/per quarter revenue for 2020 estimated at \$716,139
 - Net balance of \$73,119
- If Revenue/Cost Sharing averages to \$8,000 per month, or \$96,000 annually, would be an additional \$24,000 of expenditure