



December 28, 2023

St Paul Solid Waste/Recycling RFP Review Committee

Dear Committee Members,

Republic Services of Inver Grove Heights has been a long-time service provider in the City of Saint Paul and is currently an active member of St Paul Haulers LLC. I am submitting the enclosed proposal on behalf of Republic Services of Eden Prairie, a separate business unit that operates independently from the Inver Grove Heights operation.

The entire Republic Services team has appreciated our partnership over the years and looks forward to continuing this relationship into the future. Enclosed you will find the completed Attachment 1 with all required content and signatures.

We appreciate the opportunity to respond to the Request for Proposals (RFP) that was issued on November 13, 2023, and amended on December 8, 2023. This RFP was issued with an incredibly tight timeframe and presents information in a manner that created some challenges and confusion when finalizing the submittal. We look forward to more discussion with the City team to clear up the confusion and set even expectations going forward.

We are excited to offer pricing for the collection and transportation of Mixed Municipal Solid Waste (garbage) as well as pricing for seasonal and per bag collection, transportation, and disposal of yard waste to the City's residents. Our current proposal is to provide these services for approximately 14,500 customers.

We are happy to negotiate with the City on whether those customers would be in the same areas currently serviced by Republic of Inver Grove Heights as indicated by the City's Garbage and Recycling Map/Collection Zones, or



a similar set of customers. This pricing potentially allows us to take on additional customers adjacent to the primary customer set. We are happy to negotiate the number and location of additional customers.

This pricing is being provided under the assumption that the city will pay the County directly for disposal of MSW. Requiring the payment and reimbursement of disposal costs will increase this pricing significantly. We are happy to negotiate that price should the city not be willing to pay the county directly.

We would like to provide service to additional properties as well, exactly how many additional customers we could service at the proposed pricing will be determined in part by the service day and location of those new customers. We invite future discussions with the city planning team to determine how best to move forward.

Our team worked diligently to evaluate our ability to provide recycling collection services within the city. Unfortunately, the RFP did not provide enough information to evaluate and provide pricing for recycling collection. To complete this evaluation our team need to understand the number of stops, addresses, container types and sizes, the number and location of dumpsters as well collection frequency. We would look forward to future discussions on this topic and an opportunity to complete an in-depth evaluation of this opportunity.

Form H of Attachment 1 contains a certification of acceptance section. Our team modified this section to reflect our position that more active dialogue is required to create final contract language. We do not agree to execute the draft contract as written. We have provided a redlined version of the agreement however this draft is not comprehensive, and we will need further discussion with the City to fully negotiate and clarify the terms of the contract.

Drafting contract language is a collaborative process that requires negotiation, dialogue, and a common understanding of our shared goals. Our pricing is reflective of our teams' reaching agreement on commonly accepted contract terms, any unusual requests or requirements may result in a higher price point.

We understand that cart sharing is an important topic for the City of St Paul and its residents. We support the concept of cart sharing and want to encourage residents to share carts wherever they feel necessary. We must



also address the fact that cart sharing does not remove any significant costs from the trash collection system.

In our response we propose the creation of a quarterly cart sharing price adjustment. This cart sharing price adjustment recognizes that there are high fixed costs associated with providing trash and recycling collection service in the City of St Paul. The cost of the trucks, collection teams and other resources do not change when one resident decides to share a cart with their neighbor. In order for the collection system to remain sustainable we must make sure the total anticipated revenue is not reduced. We look forward to negotiating the details of this arrangement with your team.

Thank you for your consideration and please feel free to reach out with any questions or concerns. I can be reached by phone at 763-972-4176 or by email at mherman2@republicservices.com.

A handwritten signature in black ink, appearing to read "Matt Herman".

Matt Herman
Municipal Services Manager
Republic Services of Eden Prairie