

# Solid Waste Contract Decision

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Redmond  
WASHINGTON



# Purpose and Agenda

- **The Public Works Department is seeking Council authorization for the Mayor to execute a new 10-year solid waste contract with Recology.**
  - Solid Waste contract background
  - Request for Proposal process
  - Outcomes and contract provisions

# Garbage, Recycling, and Compostables Services Contract



- Current contract with Waste Management (WM)
  - Jan. 1, 2016 - Dec. 31, 2025
  - Single two-year extension option (not exercised)
  - Redmond has not held a competitive bid process for solid waste and recycling services since 1994.
  - All new contracts with WM have been directly negotiated with the hauler.
- New contract
  - Jan. 1, 2026 – Dec. 31, 2035
- Procurement process for a new contract began in 2023



# Process Timeline

- Aug. 11, 2023 - Release Industry Review Draft
- Sept. 8, 2023 - Industry Review Comments
- Oct. 11, 2023 - Final RFP Posted and Distributed
- Nov. 7, 2023 - First Round Proposer Questions
- Dec. 8, 2023 - Second Round Proposer Questions
- Jan. 11, 2024 - Proposals Due
- Feb. – March 2024 - Proposal Evaluation and Selection
- Apr. – June 2024 - Finalization of Contract
- July 2024 - Redmond City Council Authorization
- July 2024 - Redmond Executes Contract
- Jan. 1, 2026 - Start of Collection Services



# Comparing Three Proposals

Regular Services Revenue(\$M/year)*	Current Contract	Option 1	Option 2	Option 3
Residential Carts	\$ 4.30	\$ 4.90	\$ 7.30	\$ 8.80
Multifamily and Commercial	\$ 10.80	\$ 13.50	\$ 15.50	\$ 13.40
Total	\$ 15.1	\$ 18.4	\$ 22.70	\$ 22.20

- Reduced Admin fee from 7.9% to 5.5%
- Maintains a stable program budget
- Negotiated to reduce rates in the first year

\*Not including misc. fees, temp services, taxes, roll-off disposal, etc.

# Proposal Scoring



Evaluation Elements	Max	RKC	SSR	WM
Collection and Processing operations, experience, and environmental impact	15	12	9.7	13.3
Targeted customer service approach and past performance	15	12.3	9.7	9.2
Recycling and composting outreach and diversion strategies	5	4.8	3.3	3.5
Strong alternative pricing and responsive proposer variations	10	7.7	5.7	5.5
Price	55	55	44.5	45.6
Total	100	91.8	72.9	77.1



# Rates Compared to Other Cities

New Regional Contracts	Residential		Hauler	Awarded	% Residential Rate Increase for New Contract
	32 gal.	64 gal.			
Redmond Current	\$21	\$42	WM	2015	-
Redmond New	\$25	\$48	RKC	2024	16%
Issaquah	\$38	\$64	RKC	2022	75%
Kirkland	\$48	\$87	WM	2021	40%
Burien	\$49	\$65	RKC	2021	52%
Mercer Island	\$37	\$59	RKC	2019	
SeaTac	\$29	\$39	RKC	2024	17%
Tukwila	\$34	\$45	RKC	2022	84%
Maple Valley	\$38	\$49	RKC	2024	25%
Des Moines	\$44	\$59	RKC	2022	15%
North Bend	\$53	\$77	RKC	2022	63%



# Rates Compared to Other Cities

New Regional Contracts	Commercial		Drop-box		Hauler	Awarded
	4 yd.	6 yd.	30 yd. non-compact	30 yd. compact		
Redmond Current	\$466	\$593	\$200	\$268	WM	2015
Redmond New	\$569	\$715	\$231	\$312	RKC	2024
Issaquah	\$620	\$930	\$330	\$330	RKC	2022
Kirkland	\$374	\$522	\$233	\$256	WM	2021





# Enhancements

## Sustainability

- Expanded curbside collection to include Styrofoam, batteries, textiles, and lightbulbs.
- Two full-time Waste Zero staff focused on education and outreach
- Recology follows the Basel Convention provision to not export low-grade plastic materials.
- Embedded commercial organics service to better align with new state organics management law.



# Enhancements

## Customer service

- Free annual curbside bulky item pickup for all residential customers.
- A retail store location in Redmond for bill pay, customer service, education, and hard-to-recycle item drop-off.
- Local call center with expanded hours, and all calls answered by a live person.
- Low-income senior, and low-income disabled service discount of 50% off listed rates.

## Miscellaneous

- Annual CPI increase limited to 5% (formerly 6%).
- Hiring preference for current Redmond drivers, allowing them to keep pay and benefit accruals from their current Teamsters Local 117 or 174 contract.



# Thank You

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Any Questions?  
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