



# Residential Waste Collection

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*Presented by*  
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# Background

## Contract Background

- Franchise waste collections contract started Jan. 1, 2020
- 5 Year contract with (2) 2-year extension options
- Weekly trash and every other week recycling collection in the unincorporated areas of Buncombe County
- BC staff and WP have been negotiating on extension term through CY28



# Questions from Nov 7<sup>th</sup> Briefing

## **Is there any way to know if weekly recycling will result in more recycling?**

- It's unclear if it would increase or decrease if it went to weekly. With 96-gallon cart collection programs, it's less common that there is weekly pickup for recycling. Also, there is just a lack of data within a similar market to offer a reliable answer.

## **If we make a change in recycling frequency to weekly recycling, does it have to be system-wide?**

- Yes, as the current discussion with Waste Pro is associated with system-wide changes, not multiple services within the same routes.



# Questions from Nov 7<sup>th</sup> Briefing

## **Specifically with Catawba County, is Republic countywide?**

- Yes, Republic is all unincorporated areas in Catawba, they do not pick up in municipalities, a similar model to Buncombe County. However, Republic also manages five convenience sites included in their franchise contract.

## **What are the costs associated with another recycling cart in lieu of weekly recycling for the customer?**

- That is currently a negotiation point and Waste Pro to provide what the costs of a subscriber adding a recycling cart for additional capacity



# Buncombe County Franchise Collection of Disposal of Residential Solid Waste and the Collection of Recyclable Materials



Waste Pro has been proud to serve Buncombe County as your community partner for residential solid waste and recycling since 2009.

We remain committed to providing the highest level of customer service while keeping the streets of Buncombe County clean and safe.

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Necessary rate increases result from the rapidly changing market conditions we have all experienced these last several years.

Stimulus packages fueling a fast-moving economy, combined with labor and supply chain shortages, have drastically changed the industry's cost.

We have seen a significant increase in business costs, including truck, fuel, and labor costs.



This economic change is evident in contract bids in the last two years, including recent contracts in North Carolina.

The Cities of Kannapolis, Charlotte, and the Town of Matthews all saw substantial increases—between 20% and 40%.

# Market Rate Analysis



County	Monthly Cost	Company	Service
Catawba County	\$22.15	Republic	Weekly Trash/Bi-Weekly Recycling
<i>Buncombe County</i>	<i>\$22.55</i>	<i>Waste Pro</i>	<i>Weekly Trash/Bi-Weekly Recycling</i>
<i>Proposed Buncombe County CY24</i>	<i>\$25.16</i>	<i>Waste Pro</i>	<i>Weekly Trash/Bi-Weekly Recycling</i>
Guilford County	\$25.50	Republic	Weekly Trash/Bi-Weekly Recycling
Catawba County	\$28.77	Republic	Weekly Trash/Weekly Recycling
Alamance County	\$32.29	GFL/Republic	Weekly Trash/Bi-Weekly Recycling
Henderson County	\$36.16	Waste Pro/Open Market	Weekly Trash/Bi-Weekly Recycling

Current Offer Weekly Trash Bi-Weekly Recycling		Current Offer Weekly Trash Weekly Recycling	
Date	Monthly Cost	Date	Monthly Cost
Current	\$22.55	Current	\$22.55
1/1/2024	\$25.16	1/1/2024	\$27.19
1/1/2025	\$28.52	1/1/2025	\$30.55
1/1/2026	\$32.05	1/1/2026	\$34.08
1/1/2027	plus CPI	1/1/2027	plus CPI
1/1/2028	plus CPI	1/1/2028	plus CPI

A contract renewal would help the County avoid unnecessary costs associated with the overhead required during a transition.

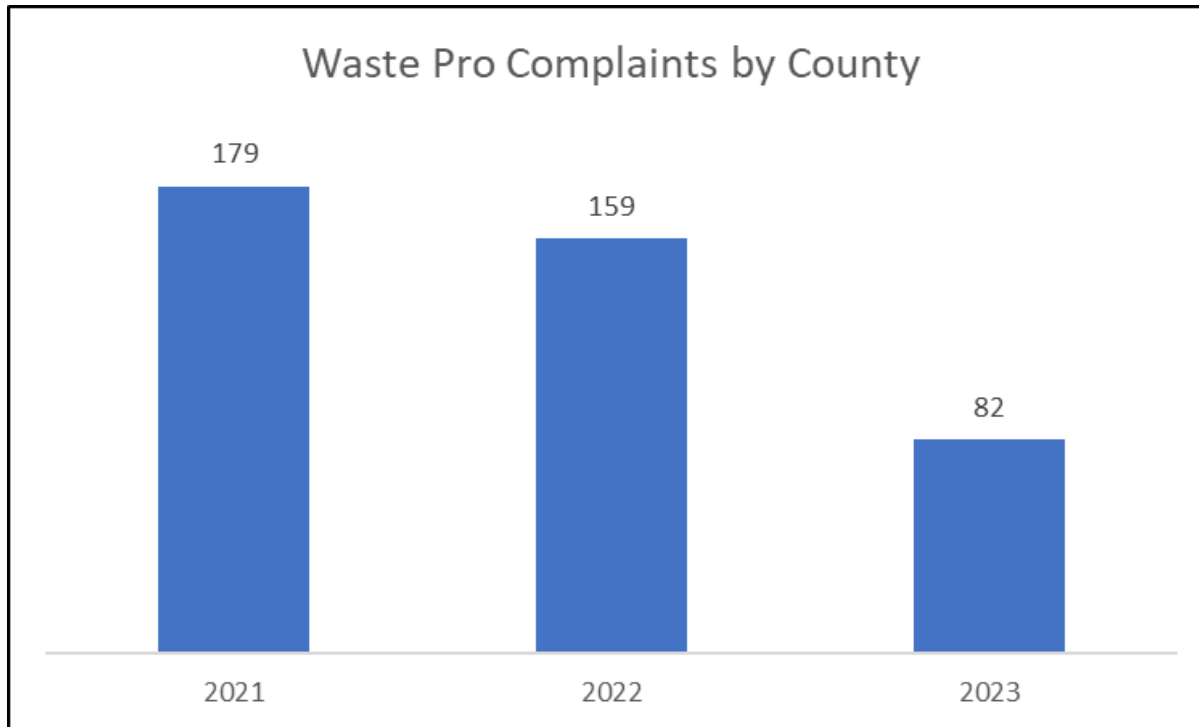
Renewal will also ensure that Buncombe County residents will retain the level of service they have come to expect.

Waste Pro's continued service will yield several benefits for the County in terms of available service options and cost-effective community partnership:

- ✓ We know the local community better than anyone else. We are the only hauler in business who bid during Buncombe County's last call for proposals.
- ✓ We are well-versed in the challenges of providing exemplary service in Buncombe County's mountainous terrain.
- ✓ While other national companies want to provide fully automated service, our contract with the County recognizes the need for partially automated service given the physical landscape of our routes.
- ✓ While other companies want 100% residential participation, we are the dedicated community partner of the 60% of residents who have elected to participate in residential trash and recycling services.

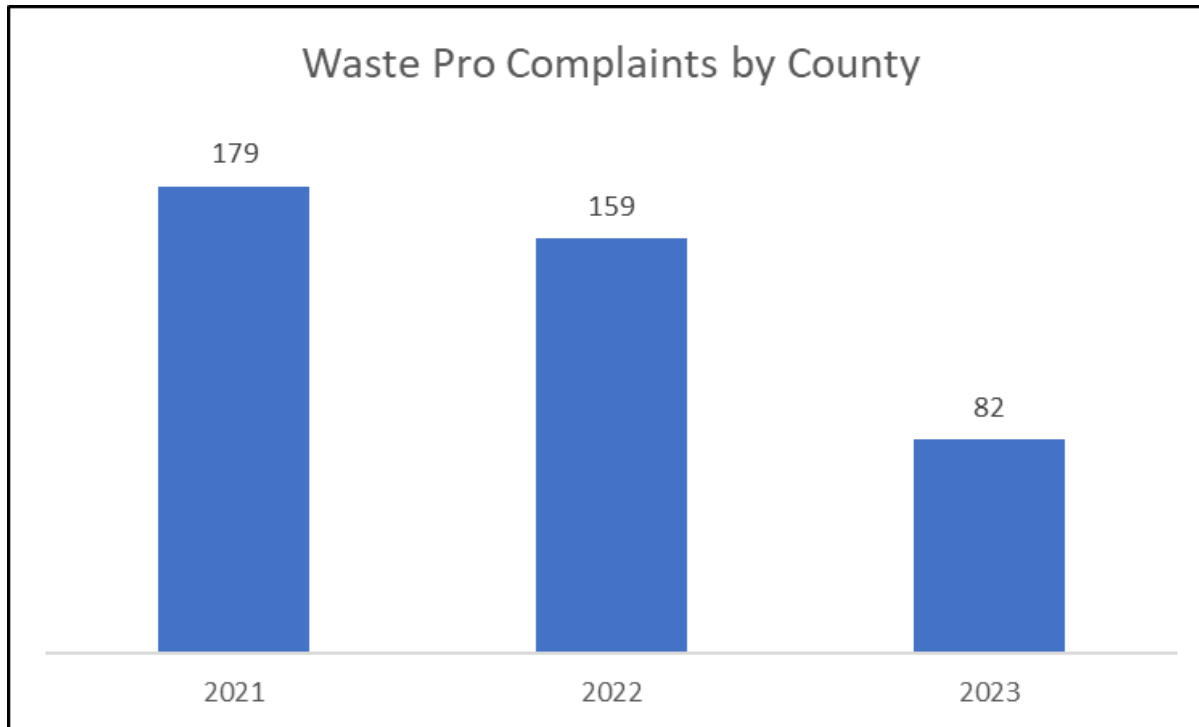
- ✓ While other national companies prefer to be paid by the County, we bill residents individually while absorbing any financial shortfalls.
- ✓ We are an established commercial hauler in Buncombe County, which covers our overhead. Other potential vendors would have to carry the total overhead on this contract, driving up costs that would be passed to the County.
- ✓ Multi-year service cost increase instead of upfront “all at once” cost increase.

- Jan-Oct Solid Waste has logged and tracked **82** complaints
- Approximately 2.4 Million total collection service events since Jan1



77 fewer complaints received compared to 2022 Jan-Oct

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# Options

- 1. Extension Option:** utilize contract extension option per WP proposal
  - Could add weekly recycling collection per WP proposal
- 2. Issue RFP Option:** seek competitive bids for collection services

