# Solid Waste and Recycling Procurement

CITY OF JOPLIN

1.5.2026

CONFIDENTIAL BUSINESS, FINANCIAL AND PROPRIETARY INFORMATION

# Agenda

01 // INTRO & PROJECT OVERVIEW

02 // SERVICES & CONTRACT TERMS

03 // NEXT STEPS

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01

# INTRO AND PROJECT OVERVIEW

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## Why is the City releasing an RFP for Solid Waste and Recycling Services?

✓ **Contract Expiration**

The City's current residential contract with Republic Services expires on June 30, 2026.

✓ **Joplin Recycling Education Outreach (REO) Plan**

The City is investing nearly $2M in recycling education and outreach through an EPA grant.

✓ **Joplin 2022 Solid Waste Management Plan (SWMP)**

The City recommendations of the 2022 SWMP include updates to the residential services during the next procurement.

Burns & McDonnell brings direct experience collaborating with the City and is knowledgeable of key issues that will need to be addressed during the procurement.

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## Decisions before the Council Today

- ✓ **Universal Recycling vs. Opt-in Service (current)**
- ✓ **One or Two trash carts in base-service**
- ✓ **Outside-the-cart set outs – including bulky items – service level**
- ✓ **Yard and brush waste (leaves, grass, and tree limbs) management preference**

Burns & McDonnell brings direct experience collaborating with the City and is knowledgeable of key issues that will need to be addressed during the procurement.

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## 2022 Solid Waste Management Plan Recommendations



- ✓ Modified PAYT: Charge for additional trash carts
- ✓ Include recycling in City contract for all single-family properties
  - ✓ Weekly service, aligned with trash day
- ✓ Bulky item frequency reduced (monthly or quarterly) and limit quantities
- ✓ Require yard waste to be bagged in paper/Kraft bags
- ✓ Restrict yard and brush waste from trash disposal
  - ✓ Provide subscription yard waste service option

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02

# SERVICES & CONTRACT TERMS

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# Procurement Approach

| Current Contract | New RFP/Contract Terms |
| --- | --- |
| 5-year term with Agreement Term<br><br>City may terminate the Agreement without cause (30 days written notice) | Options for both a 5-year and 7-year initial term both with optional 1-3 year renewals up to 10 years total<br><br>Performance-based termination clauses |

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# Residential Collection Services

| Service | Current Service | New RFP/Contract Terms |
|---|---|---|
| Trash Collection | • Once per week in 95-gallon carts<br>• No additional fees for trash carts<br>• Monday-Friday collection<br>• Holiday collection to be made up following day | • Request pricing for:<br>  • Two 95-gallon carts as the base service and rate<br>  • One trash cart as base service and rate plus additional fee for an additional cart<br>• Monday-Friday collection<br>• Continue current holiday schedule |
| Recycling Collection | • Voluntary opt-in subscription service<br>• Every other week in 95-gallon carts<br>• Tuesday, Thursday, and Friday collection (not aligned with trash day)<br>• Holiday collection to be made up following day | • Request pricing for both universal and opt-in recycling<br>• Same day as trash collection<br>• Continue current holiday schedule |

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# Residential Collection Services – Highlighted issue – **Trash Cart Fees**

| | Two Carts | One Cart |
|---|---|---|
| Description | Two 95-gallon carts as the base service and rate | One trash cart as base service and rate - fee for an additional cart |
| Pros | • Many residents are currently used to having two carts<br>• Lower risk of contamination in recycling carts | • Standardized base-level fee for residents<br>• Industry standard<br>• Operational efficiency for haulers<br>• Promotes diversion of materials through recycling |
| Cons | • Customers that are not utilizing two carts are subsidizing costs for everyone<br>• Operational inefficiencies for haulers<br>• Does not incentivize recycling | • Customers that are used to having two carts may start to use recycling cart for trash<br>• Educational outreach to customers for additional cart access will require administrative burden |

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# Residential Collection Services – Highlighted issue – **Recycling**

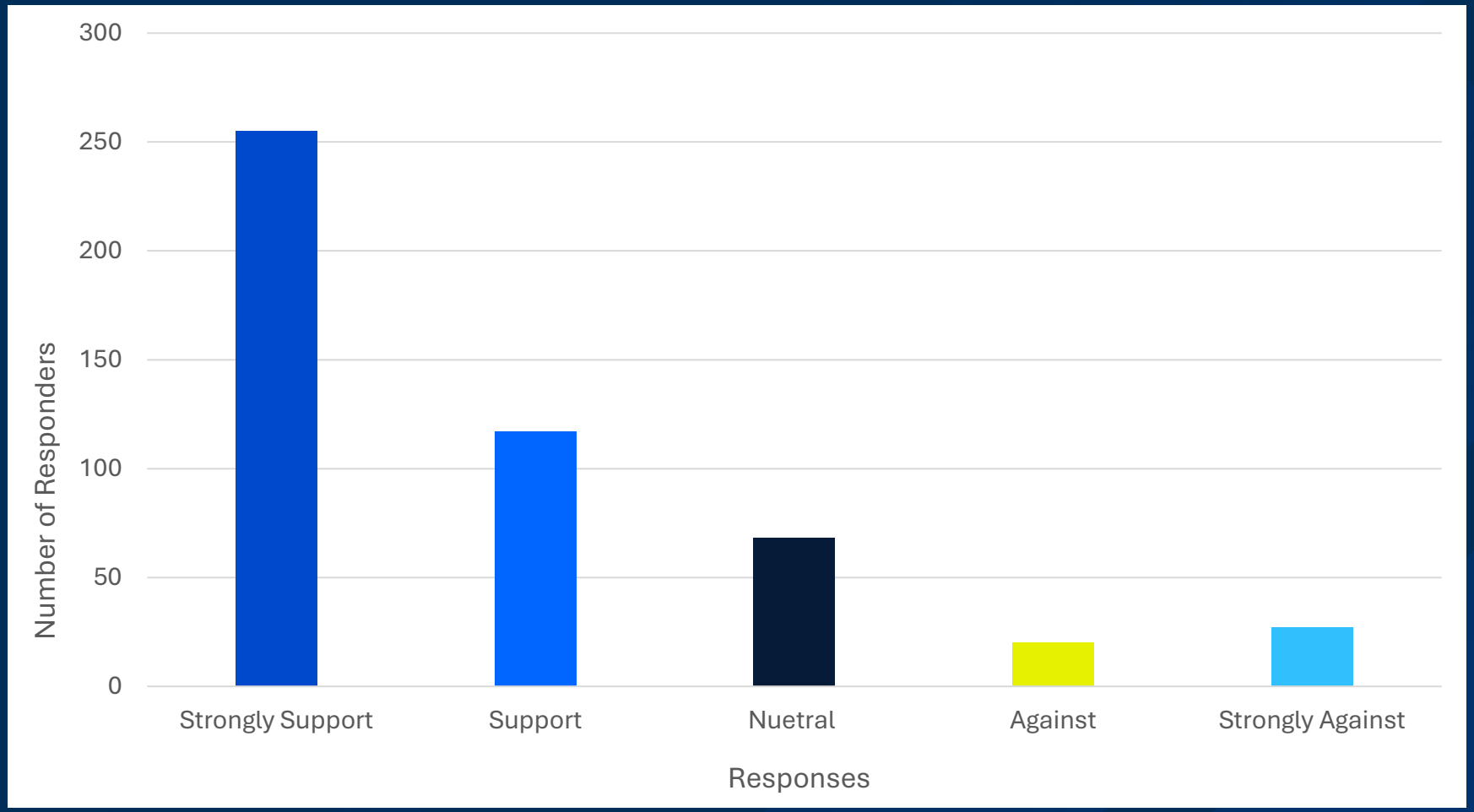
| | Subscription (Opt-In) | Universal |
|---|---|---|
| Description | Residents subscribe for recycling service | All residents receive recycling in base-level service |
| Pros | • Residents have the choice to pay for recycling services<br>• Lower recycling contamination | • Lower cost per household in comparison to subscription service<br>• Increased participation and diversion when provided service<br>• Greater collection efficiency |
| Cons | • Limited participation<br>• Burden to subscribe<br>• Increased public education needed and will require administrative burden<br>• Lower collection efficiency<br>• Higher cost per household for subscription services | • Residents will pay for services regardless if they use the services<br>• Increase need for education and outreach to prevent contamination in recycling carts |

Currently, 10% of Joplin residents subscribe to curbside recycling. If the City transitions to universal, an average of 77% of residents may participate in recycling*.

**The Recycling Partnership, 2024, State of Residential Recycling*

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## *Survey results from 2022 SWMP:* How likely are you to support the City contracting for curbside recycling to be provided to all residents?



# Residential Collection Services

| Service | Current Service | New RFP/Contract Terms |
|---|---|---|
| Bulky and out-of-cart setouts | • Currently no setout restrictions except for no whole-house-setouts | • Provide pricing for various collection frequencies:<br>  • Monthly, quarterly, call-in<br>• Describe setout volume restrictions:<br>  • Number of items, cubic yards, etc. |
| Yard Waste and Brush | • Yard waste is comingled with trash for landfill disposal (Kansas)<br>• No setout restrictions<br><br><u>City Services:</u><br>• City picks up leaves 3 months out of the year for composting<br>• Year-round drop off of leaves and grass at City Compost Facility<br>• Monthly drop off of brush at City Brush and Limb site | • Describe approach to collection of yard and brush in compliance with Missouri landfill ban<br>  • Ok to go to Kansas landfill<br>• Request pricing for yard waste collection options |

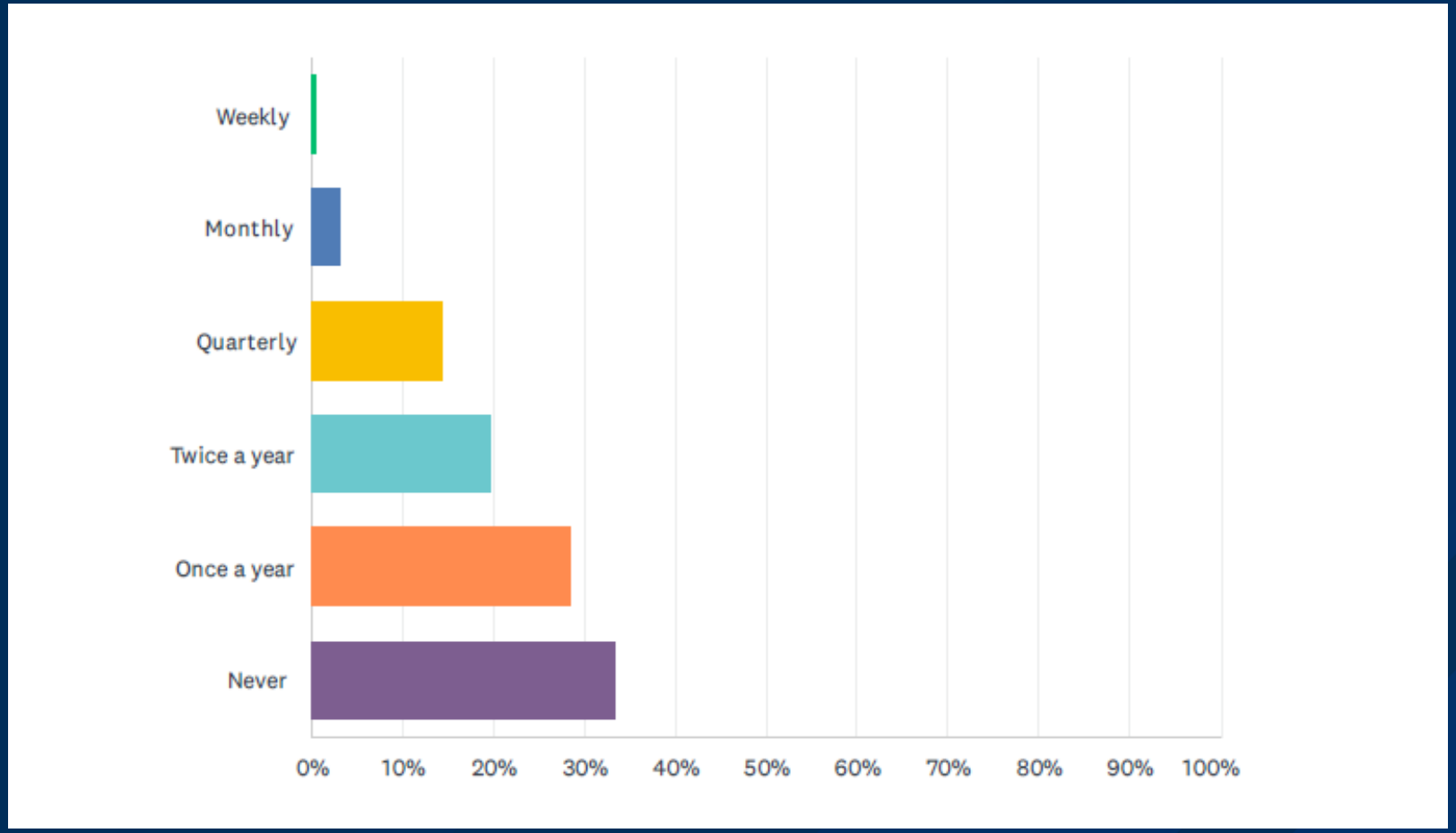
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# Residential Collection Services – Highlighted issue – **Bulky Items**

| | Unlimited | Scheduled or Limited |
|---|---|---|
| Description | Unlimited bulky item setouts | Limited quantity/frequency included in base-service – fee for additional set-outs |
| Pros | • Highest level of service<br>• Convenient for residents | • Industry standard<br>• Collection efficiencies<br>• Lower cost option compared to unlimited<br>• Customers pay for use like other utilities |
| Cons | • Collection inefficiencies<br>• Highest cost option<br>• Cost burden to all residents regardless of frequency of use<br>• Disincentivizes diversion of material<br>• Not the industry standard | • Customers are not used to the system<br>• Education and enforcement required<br>• Administrative billing burden for additional fees |

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***Survey results from 2022 SWMP:*** **How frequently do you set out bulky items (i.e. furniture, appliances, tree limbs, carpet, lumber) with your residential curbside trash?**

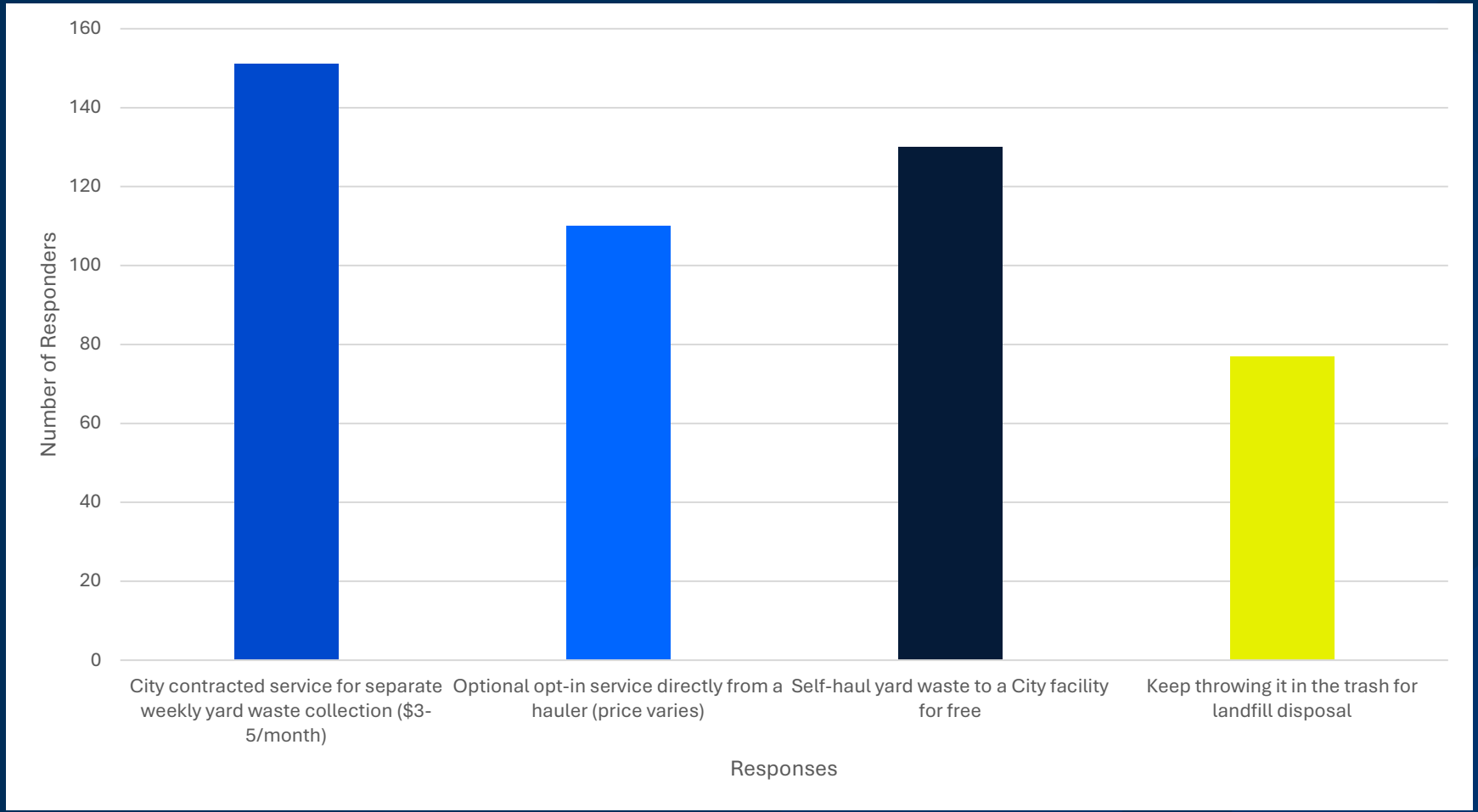


# Residential Collection Services – Highlighted issue – **Yard Waste and Brush**

| | Unlimited, Landfill Disposal | Separate Collection |
|---|---|---|
| Description | Unlimited yard waste for landfill disposal (Kansas) | Yard waste and brush collected separately for composting |
| Pros | • No changes to current system<br>• Convenient for residents | • Diversion of materials from landfill |
| Cons | • Disincentivizes diversion of material<br>• Not in the spirit of the Missouri landfill ban | • Higher cost to manage yard waste separately from trash<br>• Customers are not used to the system<br>• Education and enforcement required |

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## *Survey results from 2022 SWMP:* What level of service options do you support to receive separate collection of yard waste and divert material from the landfill for composting?



# Carts, Collection Vehicle Requirements, Public Education, and Financial Contribution

| Topic | Current Contract | New RFP/Contract Terms |
|---|---|---|
| Residential Carts | • Carts are owned and maintained by contractor | • City is not requesting new carts to be purchased<br>• Proposers to include information on appearance<br>  • City would prefer to have input on appearance for educational purposes for recycling<br>• Proposers responsible for assembly, storage, and maintenance for all proposed cart-purchasing scenarios |
| Collection Vehicle Requirements | • No specifications or standards | • Add requirement that all trucks will be inspected for spill seal requirements and need proof of insurance<br>• City will apply a fee per truck for inspections |
| Public Education by Contractor | • No stipulations in contract | • Add request for proposers to add general information to proposal<br>  • (i.e. participation in City events, Third Thursdays, Earth Day, etc.) |

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# Disposal Location & Recycling Program

| Topic | Current Contract | New RFP/Contract Terms |
|---|---|---|
| Disposal Location | • Trash disposal fees included in per-cart fee | • No change to fee |
| Recycling Program Requirements | • Accepted materials: Cardboard, mixed paper, aluminum cans, steel and tin food cans, #1 PET, and #2 HDPE | • Proposers to maintain currently accepted materials<br>• Add request for proposers to include processing requirements and ensure audit frequency is included and roles defined |
| Recycling Location | • Recycling processing fees included in per-cart fee | • No change to fee |

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# Rate Adjustments and Complaint Log

| Topic | Current Contract | New RFP/Contract Terms |
|---|---|---|
| Rate Adjustments | • 2% increase for collection services each year after the first until June 30, 2026. | • Proposers must base rates and rate adjustments on CPI Garbage and Trash Collection Index |
| Exclusive Provider | • Contractor currently has exclusive rights for collection, hauling, recycling, and disposal of municipal solid waste and recycling | • No change |
| Complaints | • Monthly complaint log maintained by Contractor via voicemail and call-system<br>  • Actions taken by Contractor to address complaints listed in log | • Add request that proposers have:<br>  • Local customer service representation available<br>  • A 1-800 number that will refer residents to a local Joplin-adjacent customer service office<br>• Add request that weekly invoicing is provided by proposer on Fridays |

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# RFP/Contract Enhancements

| Topic | Current Contract | New RFP/Contract Terms |
|---|---|---|
| Liquidated Damages | • Penalty for non-performance: $150 per day until contractor cures<br>• Cure period if Contractor notifies (e.g., timeframe from act or omission to assessing administrative charges) to be subject to City Manager determination<br>• Grace period (e.g., timeframe from commencement of services to assessing administrative charges) of 30 calendar days | • Liquidated damages for missed collections, failure to clean spills, repair property damage, respond to complaints, or meet other performance standards |
| Enhanced Reporting | • Not in current contract | • Billing reporting for account reconciliation<br>• Service reporting for performance management |
| On-Board Technology | • Not in current contract | • Collection vehicles equipped with on-board cameras, electronic routing, and data collection |
| RFP Evaluation Criteria | • Not in current contract | • “Best value” approach considers price and key criteria |
| RFP Communications | • Not in current contract | • All communications through designated staff<br>• No communication from proposers to Council or other City staff |

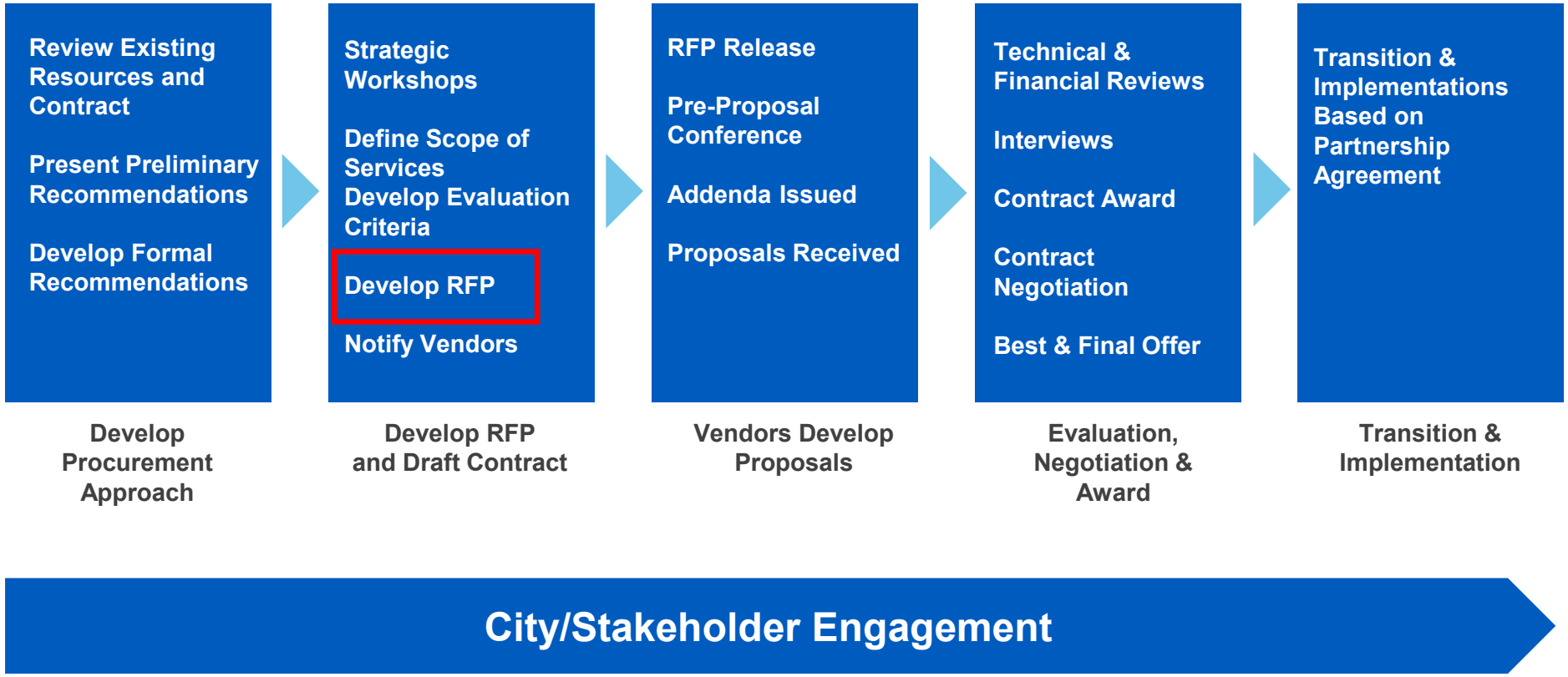
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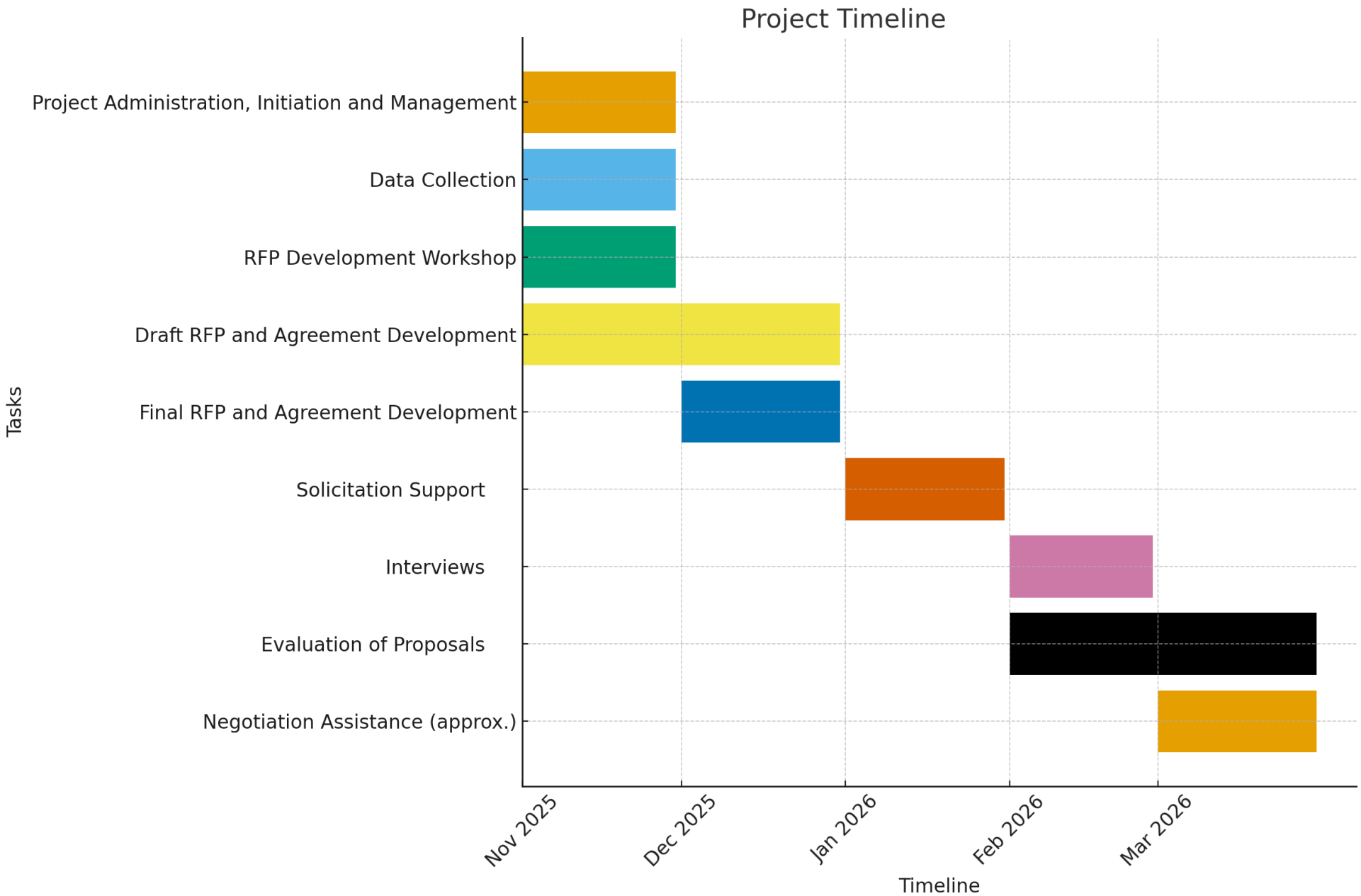
# 03

## NEXT STEPS

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# Procurement Process






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**Discussion and Decision Time**

# Provide Staff and Burns & McDonnell guidance on the following:

Staff would like council input on:

- ✓ Staff recommend the City see pricing for both Universal Recycling vs. Opt-in Service (current).
- ✓ Staff recommend the City see pricing for both one or two trash carts in base-service.
- ✓ Staff recommend the City see pricing for multiple service levels of out-of-cart set outs – including bulky items and/or a specific amount.
- ✓ Staff recommend the City see pricing for separate collection of yard waste (leaves and grass). Vendor costing may be affected based on state restrictions on yard waste collection compliant with MO law.

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# 04

## Q&A

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# Thank You