

Memorandum

To: Board of Public Works; Attn. Jason Meyer, Jeff Lantz, Scott Fadness
From: Jordin Alexander, Chief of Staff; City of Fishers
Date: 7/19/2024
RE: City-Wide Trash Contract Recommendation



On June 10, 2024, the City of Fishers received three proposals in response to an RFP for a city-wide trash contract, to serve an estimated 32,333 residential units in Fishers. The RFP consisted of a base bid with a variety of alternates including 5-, 6-, & 7-year contracts.

Following discussions with the offerors, city staff requested that offerors provide a **10-year contract option** as well. The 10-year contract is preferred by city staff, to lock in low rates for a maximum period for Fishers residents.

Upon review of the submitted 10-year contract proposals, it is recommended that the Board move forward with awarding Republic Services the proposed city-wide trash contract **for weekly trash collection and biweekly recycling**.

Why Republic?

Republic Services has a long-standing presence in Central Indiana and is familiar with the Fishers market, serving nearly 60% of residents in Fishers. In considering the change management challenges associated with the transition to a city-wide trash contract, staff believes the switch to Republic Services will provide for the most streamlined and efficient transition.

Furthermore, Republic provides competitive rates and the lowest monthly rates for residents in the first three years of the 10-year contract submissions, among all offerors. Republic also offers a 'snowbird' feature to its service, which will allow individuals to pause service while away from their residence for a month or longer.

Monthly Rates:

Republic's 10-year contract monthly costs are listed below and provide for *weekly trash pickup and biweekly recycling*.

The rates below reflect the monthly costs for each residential household (including townhomes & condos in configurations up to 4 units). These proposed rates are locked in and account for inflation, fuel tax, and a city's administration fee to manage billing.

Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10
\$16.39	\$17.33	\$18.32	\$19.38	\$20.51	\$21.72	\$23.00	\$24.36	\$25.82	\$26.89

Current Rates in Fishers:

In providing context to the proposed rates, in a 2023 city survey of 2,532 residents, staff gathered that **87% of residents were paying over \$16/ month for waste removal**, with 70% of residents paying over \$21/ month for trash service (22% of residents paying between \$31-40/month; 24% of residents paying over \$41/ month for trash and recycling services).

Additionally, the survey indicated that only 37% of residents currently utilize recycling in the City of Fishers.

Billing:

As a part of the contract, the City of Fishers will administer billing of the monthly trash fee to residents. Residents will receive one monthly bill including charges for both sewer and trash services.

Conclusion:

In summary, a city-wide trash contract award to Republic Services provides residents and the City with the following:

- **Lower monthly rates in year one for ~85% of residents** (per 2023 public survey)
- **No significant service changes for 60% of residents** (as 60% of residential units are already being serviced by Republic)
- **Trash AND recycling to all residential units** (in comparison to the only 37% of residents that currently have recycling in Fishers)
- The ability for the City of Fishers staff to advocate for residents when it comes to trash service in our community.

As next steps, City staff will present this recommendation at the **July 23rd Board of Public Works meeting** and return to the Board of Public Works on **August 13th for a public hearing and contract approval.**

The go live date for this contract, if approved, would be January 2025.

Please do not hesitate to reach out with questions in the meantime.

Thank you,

Jordin Alexander
Chief of Staff, City of Fishers