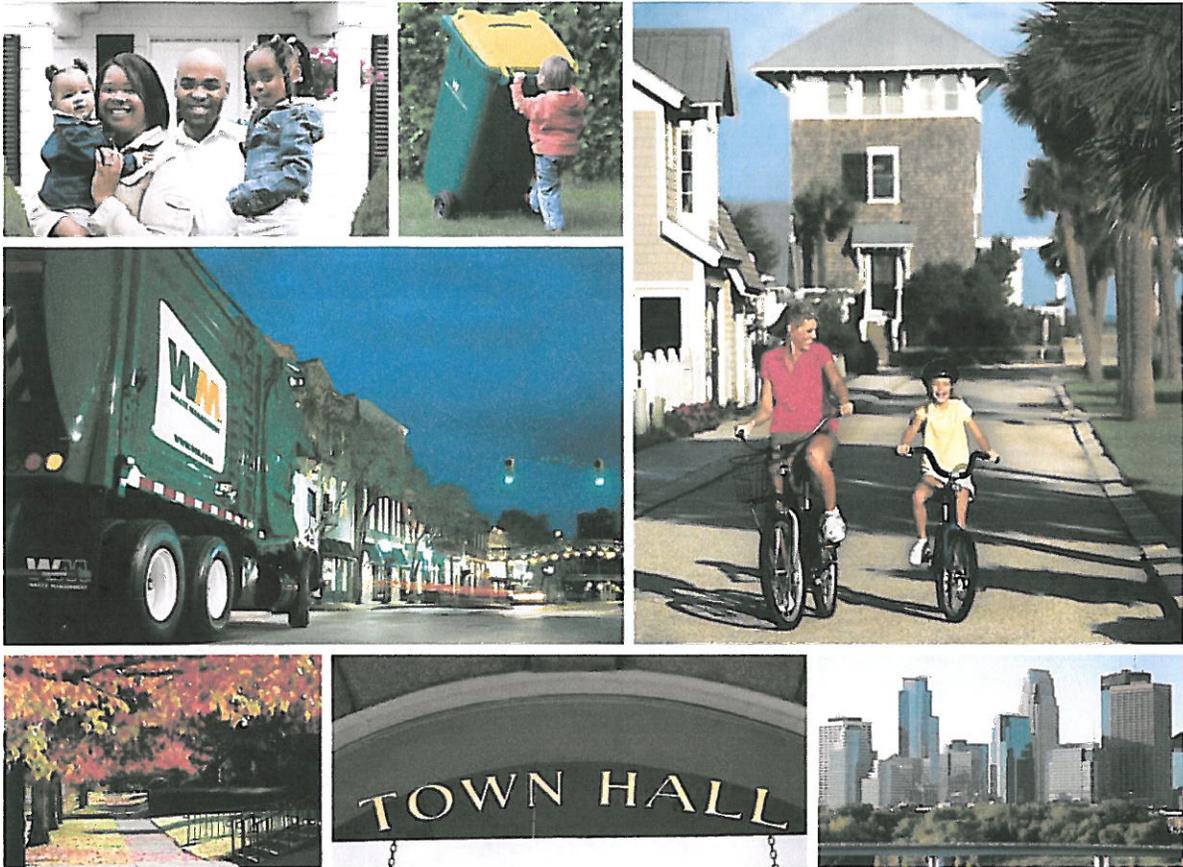


PUBLIC SECTOR SOLUTIONS



Town of Elsmere

Contract Renewal

Jeffrey Karch, Public Sector | April 4, 2012



THINK GREEN®



Waste Management, Inc.

300 Harvey Drive
Wilmington DE 19804
(302) 994-0944

April 4, 2012

John Giles

11 Poplar Avenue

Elsmere, DE 19805

Re: Contract Renewal

Waste Management of Delaware, Inc is pleased to submit this proposal for integrated waste management services. We appreciate the opportunity to demonstrate our willingness and ability to provide outstanding, professional service in The Town of Elsmere.

We understand that the quality and maintenance of the vehicles used to provide waste removal services, as well as, the backgrounds and safety of the personnel operating them have become increasingly important to your community. It is our intent to highlight these aspects of Waste Management in this proposal, as these elements are hallmarks of our success.

Community partnerships are important to Waste Management. We will work shoulder-to-shoulder with your community to understand its needs, customize municipal programs, and build in cost efficiencies. You can rely on us for high-quality solutions to protect your residents, comply with increasingly complex government regulations and benefit local businesses and non-profit organizations. We can be your environmental services partner, offering a comprehensive suite of services.

- ***Sustainability initiatives that impact your local environment.*** Waste Management can conduct a Sustainability Assessment or a Carbon Footprint Analysis to identify ways for your community to become more environmentally friendly and cost-efficient. Together, we can implement highly effective educational programs that encourage residents and businesses to boost their recycling participation. Higher recycling volumes translate into lower municipal solid waste costs to your community.
- ***Curbside solutions for household hazardous waste.*** Waste Management can collect those tough to handle items that your residents currently have to transport and dispose of on their own—such as prescription drugs, sharps, fluorescent bulbs, paints, oil, and batteries. We will collect these items at the residents' door, recycle the materials where possible, and properly dispose of them when necessary.
- ***A better, greener way to keep public spaces clean.*** While greatly reducing waste collection costs for Ocean City. Waste Management's solar powered trash compactors hold up to five times more refuse than a standard 35-gallon trash container, reducing pickup frequency.



- **Cost-effective solutions for waste from residential do-it-yourself remodeling projects.** Waste Management's exclusive Bagster® service is designed to enable swift, semi-containerized removal of large volumes of household waste at a very reasonable cost to residents.

The offerings and service enhancements detailed in this proposal are available only through Waste Management, the nation's leading environmental performance company. The process used to create this response has entailed much more than putting words on paper—Waste Management has taken an active interest in understanding the unique circumstances associated with servicing your community.

We hope to quickly establish and renew such a relationship with Elsmere.

We look forward to discussing this proposal with you in detail. If there are any questions or items requiring clarification, please do not hesitate to contact Jeffrey Karch at (302) 994-0944.ext 3321 or (302) 420-0142

Respectfully Submitted,

Jeffrey Karch

WM Public Sector Solution

CONTRACT INFORMATION

No MSW Totters

- First year price of \$37,418 per, CPI beginning in year 2 bringing the price back to your current cost Year 3-5 a 3% CPI per year
- Trash: \$10.41 per
- Recycling \$ 3.88 per
- Yard Waste \$. 78 per
- Commercial Front End Loaders your apartments and town homes at 300 yards per week
 - o \$6,100
- 30 Yard rolloff
 - o \$149 per haul and \$80 / ton

Recommended – With MSW Totters Included

- First year price \$39,788 per, CPI beginning in year 2 bringing the price about the same as your current cost. Year 3-5 a 3% CPI per year
- Trash: \$11.36 per
- Recycle \$ 3.88 per
- Yard Waste \$.78 per
- Commercial Front End Loaders your apartments and town homes at 300 yards per week
 - o \$6,100
- 30 Yard rolloff
 - o \$149 per haul and \$80 / ton

All prices subject to reflect any DSWA disposal increases.

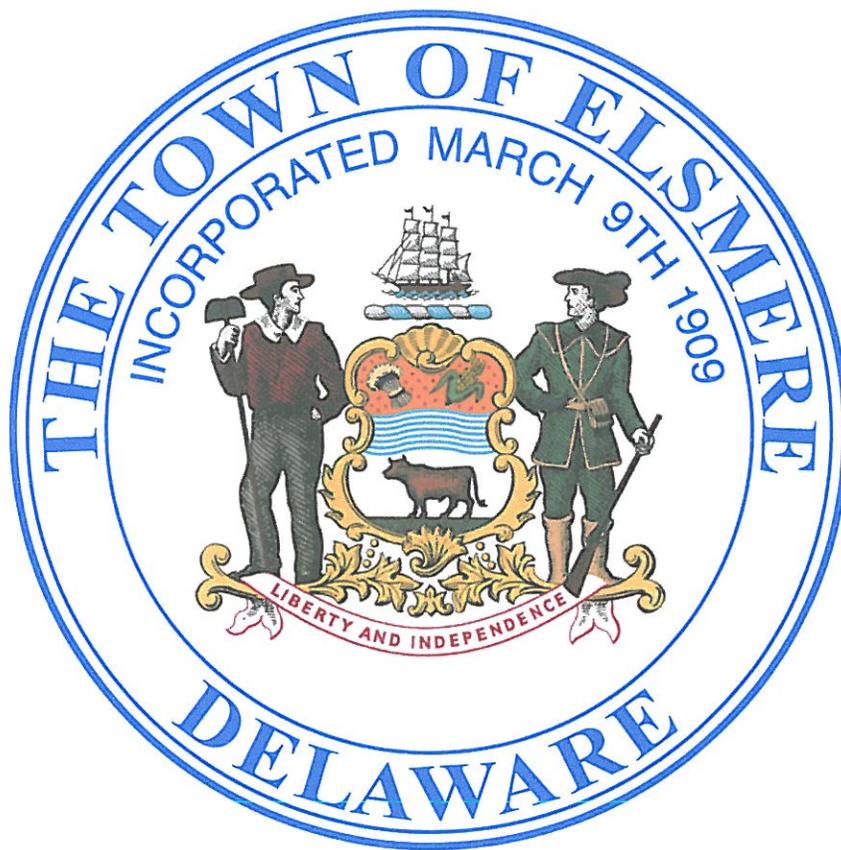
Waste Management Cost Proposal

Service	Per Month	2013	2014	2015	2016	2017
TRASH WITHOUT TOTTERS	37,418.00	449,016.00	462,486.48	476,361.07	490,651.91	505,371.46
30 Yards (10)	6,100.00	73,200.00	75,396.00	77,657.88	79,987.62	82,387.24
Total Cost WITH NO TOTTERS	43,518.00	522,216.00	537,882.48	554,018.95	570,639.52	587,758.71
NO TOTTER COST RECAP:		Annual Cost		Net Change		
Current cost - trash (with Totters)	38,652.36					
Current Cost - 300 Yards	5,070.86					
Total Current Cost	43,723.22	\$ 524,678.64				
2013 Proposed		522,216.00		(2,462.64)		
2014 Proposed		537,882.48		15,666.48		
2015 Proposed		554,018.95		16,136.47		
2016 Proposed		570,639.52		16,620.57		
2017 Proposed		587,758.71		17,119.19		

Waste Management Cost Proposal

Service	Per Month	2013	2014	2015	2016	2017
TRASH WITH TOTTERS	39,778.00	477,336.00	491,656.08	506,405.76	521,597.94	537,245.87
30 Yarders (10)	6,100.00	73,200.00	75,396.00	77,657.88	79,987.62	82,387.24
Total Cost WITH TOTTERS	45,878.00	550,536.00	567,052.08	584,063.64	601,585.55	619,633.12
WITH TOTTER COST INCLUDED		Annual Cost		Net Change		
Current cost - trash (with Totters)	38,652.36					
Current Cost - 300 Yarders	5,070.86					
Total Current Cost	43,723.22	\$ 524,678.64				
2013 Proposed		550,536.00		25,857.36		
2014 Proposed		567,052.08		16,516.08		
2015 Proposed		584,063.64		17,011.56		
2016 Proposal		601,585.55		17,521.91		
2017 Proposal		619,633.12		18,047.57		

Solid Waste, Yard Waste & Recycling



Contract

July 01, 2012 - June 30, 2017

**MUNICIPAL SOLID WASTE
REMOVAL CONTRACT**

WHEREAS, on March 16 2009 the Town of Elsmere (“Elsmere”) extended it contract with Waste Management of Delaware Inc. (Waste Management) for a period of three years which expired June 29, 2012; and

WHEREAS, both Elsmere and Waste Management negotiated and agreed an extension of its current contract for a period of five(5) years beginning July 01, 2012 and expiring June 30, 2017.

NOW THEREFORE, this 9th day of ^{July}~~June~~, 2012, Elsmere and Waste Management, in exchange for good and valuable consideration do hereby agree as follows;

1. The Services To Be Provided

Waste Management shall provide the services set forth originally in Town of Elsmere Request for Proposal 06-01 and all agreements between Elsmere and Waste management since that time which include one-time-a-week collection and disposal of garbage, recyclable and yard waste for residential single family dwellings, residential multi-family units, municipal services, heavy pickup, white goods pickup and natural disaster clean up, participation annually in Elsmere's Town Wide Clean-up Day and will make available 70 gallon cans to those residents who wish to purchase the cans.

2. Service Charges

Elsmere shall pay Waste Management for its services at the rates set forth in the "No MSW Totters" portion of Waste Management's Contract Renewal Addendum dated May 07, 2012 by Jeffrey Karch, which has been attached and made part of this agreement, provided that for those services such as heavy pickup and white goods the payment shall be made by the individual Elsmere resident requesting those special services. Any containers supplied to residents will be paid for by that resident.

3. Term of This Agreement

Waste Management shall provide the services for a term of five years beginning July 01, 2012 and expiring June 30, 2017.

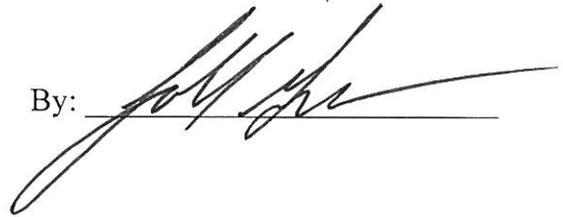
4. Other Terms And Conditions

The terms and conditions of the RFP 06-01 and all agreements between Elsmere and Waste Management since that time incorporated into this Agreement as if they were set out in this Agreement and amended only to the extent applicable to the terms set forth in the "No MSW Totters" portion of Waste Management's Contract Renewal Addendum dated May 07, 2012 by Jeffrey Karch.

In acknowledgement of this Agreement, the parties hereby execute this Agreement as of the date previously entered.

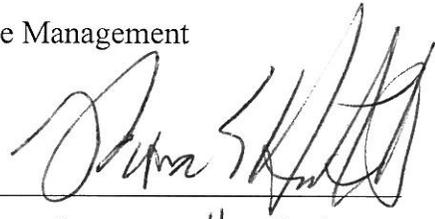
Town of Elsmere

By: _____



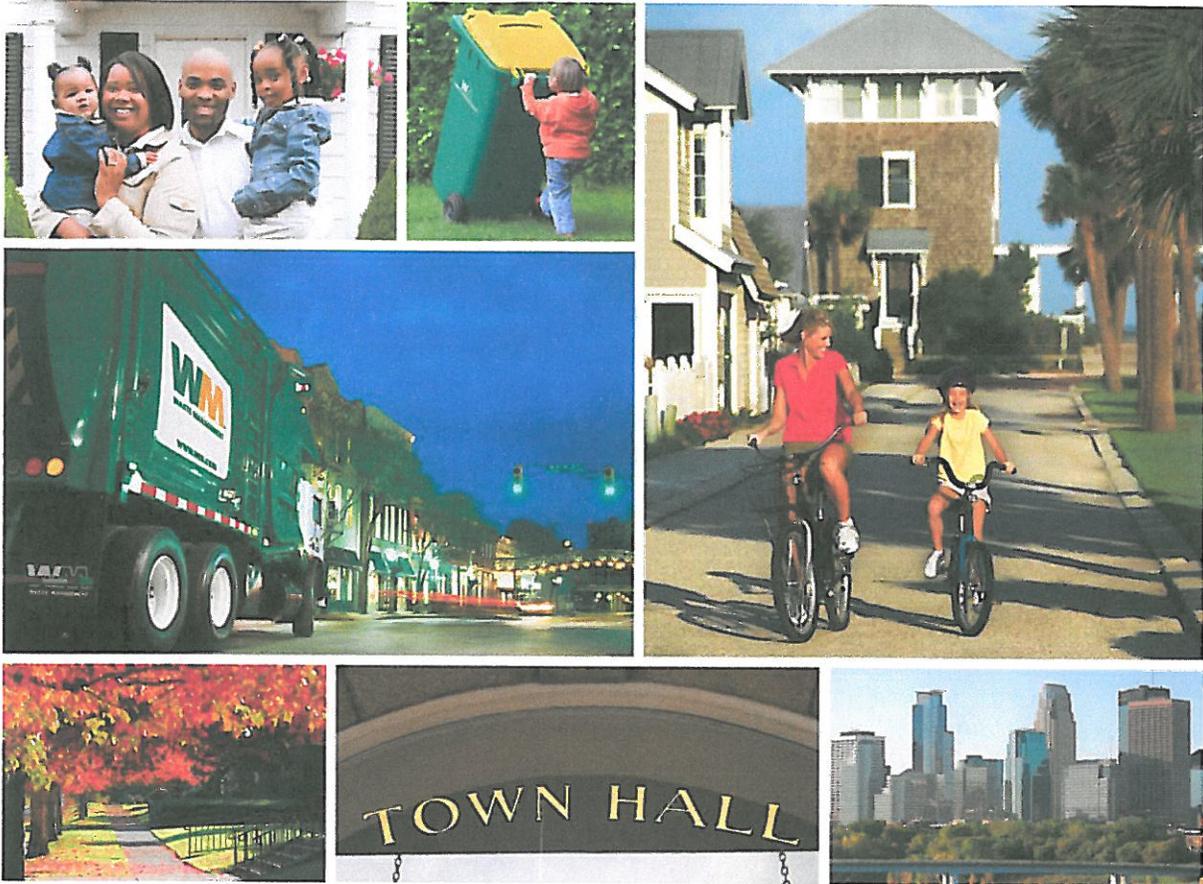
Waste Management

By: _____



T H O M A S H O U S K A

PUBLIC SECTOR SOLUTIONS



Town of Elsmere

Contract Renewal Addendum

Jeffrey Karch, Public Sector | May 7th 2012



THINK GREEN®

CONTRACT INFORMATION

Addendum 1

No MSW Totters

- First year price of \$37,418 per, CPI beginning in year 2 bringing the price back to your current cost Year 3-5 a 3% CPI per year
- Trash: \$10.41 per
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- 30 Yard rolloff
 - o Included in price

Recommended – With MSW Totters Included

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- Yard Waste \$.78 per
- Commercial Front End Loaders your apartments and town homes
 - o \$6,100
- 30 Yard rolloff
 - o Included in Price

All prices subject to reflect any DSWA disposal increases which will be a direct pass through to the town.



The Town of Elsmere

11 Poplar Avenue, Elsmere, Delaware 19805

Phone (302) 998-2215 Fax (302) 998-9920

Meeting Notes and Contract Amendment Town of Elsmere & Waste Management

Mayor

Steven E. Burg

1st District Councilman
President Pro-Tempore

John Jaremchuk Jr.

2nd District Councilman

Ted Pffirmann

3rd District Councilman

Robert Kacperski

4th District Councilman

Edward Zielinski

5th District Councilwoman
Secretary of Council

Joann I. Personti

6th District Councilwoman

Deborah A. Norkavage

Town Treasurer

Paul Chalfant

City Solicitor

Edward McNally

On September 23, 2015 Town Manager, Mr. John Giles, Finance Director, Mr. Joseph Schulcz and Finance Department Account Clerk, Ms. Heather Herold all representing the Town of Elsmere met with Mr. Donald Weist and Mr. Michael Stang both representing Waste Management in the Town Managers Office located at 11 Poplar Avenue, Elsmere, DE 19805.

The purpose of the meeting was to discuss and hopefully find a solution to outstanding billing issues. After lengthy discussions and a review of the facts (the current contract, email chains and spreadsheets) surrounding the outstanding billing issues and prior verbal agreements, the following items were agreed to by both parties.

Additionally both parties agree that this document shall serve, where applicable as a contract amendment to the original contract which was executed on July 09, 2012 and agree to be bound by the agreed upon items in this document. This amendment affects only the portions of the contract in conflict with this document and all other portions of the original contract shall remain in full force.

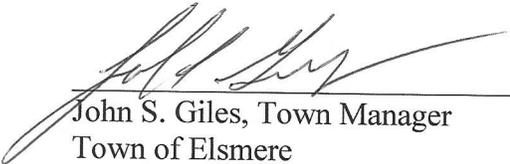
1. That the credit amount of \$28,149.14 that had been issued to the Town corrected any and all billing errors which had occurred prior to December 2014 and those issues are resolved.
2. That between January 01, 2015 and June 30, 2015 the Town of Elsmere paid to Waste Management a total of \$278,383.36. During this same period the Town should have paid to Waste Management a total of \$268,941.24. This resulted in the Town overpaying a total of \$9,442.12 during this period.
3. That between the July 01, 2015 and October 01, 2015 the Town of Elsmere paid to Waste Management a total \$179,294.16. During this same period the Town should have paid to Waste Management a total of \$184,673.00. This resulted in the Town underpaying a total of \$5,378.84 during this period.
4. In consideration of the Town's overpayment of \$9,442.12 as outlined in #2 and the Town's underpayment of \$5,378.84 as outlined in #3, the Town will receive a credit from Waste Management in the amount of \$4,063.28.

A Council – Manager Municipality
Located on the Net at www.townofelsmere.com

5. Beginning with the November 2015 billing and ending with the June 2016 billing, the Town of Elsmere will be billed and agrees to pay the amount of \$39,696.76 per month for the commercial contract and \$6,471.49 per month for the dumpster contract.
6. Beginning with the July 2016 billing and ending with the June 2017 billing, the Town of Elsmere will be billed and agrees to pay the amount of \$40,887.66 per month for the commercial contract and \$6,665.64 per month for the dumpster contract.
7. All charges agreed to in this document shall include Waste Management supplying to each property served under the contract carts of a size agreeable to the Town. The monthly fee shall be considered a "With Totter" fee.
8. Waste Management has agreed to take the proper internal actions needed to ensure that the Town of Elsmere is properly billed in accordance with this agreement.

Agreed to by:

Date: 09/29/2015



John S. Giles, Town Manager
Town of Elsmere

Date: 9-29-15



Michael Stang, Waste Management
Public Sector Solutions