

City Council

Overview / Presentation of RFPs for Disposal and Collection

- WM contract ends May 31, 2025. New contract begins Sunday, June 1, 2025
- Hired Consultant, Allison Trulock, NewGen Strategies & Solutions
- 2024 Citizen survey – trash and recycling results
 - 1,342 responses
 - 52% say they place out 2 or less trash bags each collection night
 - 87% say they place out 1-2 recycling bins each week
 - Out of Quality Service, Consistent Collections, and Cost, cost was rank the lowest
 - **61% stated they wanted to continue with twice a week trash collection.**
 - 28% stated they would want to switch to once a week, only if there was a cost savings
 - 87% wanted to continue with overnight collection
 - **62% support a requirement that all trash must be bagged and placed in a trash can to reduce litter.**

The different collection options in the RFP were based on the responses and through discussion with our consultant.

DISPOSAL: Council has already approved this contract and will begin June 1, 2025

Disposal Contract Awarded to Bethlehem Landfill Company

- **Estimated Total 2025 Cost per ton = \$72.07 for Contract Year 1**
- Waste Management Current Rate = \$64.03
- Bethlehem is a 13% increase over current rate.

COLLECTION:

Requested Proposals for 3 Scenarios within the Work Scope.

	Scenario A - Status Quo	Scenario B – Carts	Scenario C – Carts/Frequency Change
MSW Collection (delivered to disposal location determined by RFP 2024-25)	Manual 2 x week	Carts, 2 x week	Carts, 1 x week
Recycling Collection (delivered to City’s Recycling Transfer Facility)	20 or 25-gallon Bins, 1 x week	Carts, 1 x week	Carts, Every-Other-Week
Bulk Item Collection (delivered to disposal location determined by RFP 2024-25)	1 x week, 1 item	No change: 1 x week, 1 item	No change: 1 x week, 1 item
Yard Waste Collection (delivered to City Processing Site) <i>Note: The City is changing the current once per week for 34 consecutive weeks from the first full week of April through the week of Thanksgiving plus two weeks in January, to twice per month, year-round in Scenarios A, B, and C.</i>	Twice per month, year-round (prepared correctly but no CY limit and no Carts)	Twice per month, year-round (prepared correctly but no CY limit and no Carts)	Twice per month, year-round (prepared correctly but no CY limit and no Carts)

The City received 2 responses to RFP 2024-29

1. Solid Waste Services, d/b/a J.P. Mascaro & Sons
2. Waste Management of PA

Based on the Technical and Cost Proposals and Oral Presentations, the Evaluation Committee is recommending awarding the contract to J.P. Mascaro & Sons

- The Evaluation Committee has decided to select **Scenario A** – Status Quo, Manual Collection with 2 times per week trash collection with once a week recycling collection.
- **JP Mascaro’s total cost** for Contract Year 1 = \$16,320,165. (Based off 37,169 units in collection)
- **Waste Management’s proposed cost** for Contract Year 1 = \$26,587,060. (Based off 37,169 units in collection)

BUDGETING:

- **2024:** Budgeted \$10,326,248 for Disposal & Collection under Waste Management’s current contract.
- **2025:** Budgeted for 5 remaining months of Waste Management’s current Contract and 7 months under the new contracts. **For a total cost of \$15,692,013.**

WM Collection & Disposal	\$ 4,299,937
New Disposal	\$ 1,835,756
New Collection	\$ 9,556,320
TOTAL	\$15,692,013

- **2026:** Total estimated cost for full budget year under new contracts for Disposal & Collection.

Disposal	\$ 3,171,812
Collection	\$17,198,765
TOTAL	\$20,370,577

- **Trash Fee Increase for 2025 & 2026 -Based on actual costs.** As discussed in last years budget discussions surrounding the trash fee, it was anticipated to be a 65% increase.

Year	Trash Fee	Percentage Increase
Current – 2024	\$415	
2025	\$605	46%
2026	\$740	22%

Trash/Recycling Cost Comparison	Cost Per Year	Collection Frequency
Allentown	\$ 605.00	2x/week
Emmaus	\$ 440.00	1x/week
Macungie	\$ 525.00	1x/week
Salisbury	\$ 432.00	1x/week
Whitehall	\$ 335.00	1x/week
South Whitehall	\$ 660.00	1x/week

The increase in the Solid Waste fee from \$415 to \$605 is the minimum we can implement without risking a deficit. This represents an additional \$50.41 per month, or \$1.65 per day, in 2025.