



September 16, 2024

SOLID WASTE COLLECTION SERVICES RFP 2024-29

City of Allentown, PA



NewGen
Strategies & Solutions

AGENDA

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- Overview of Trash and Recycling Survey Results

2

- Overview of Process and Review of Proposals

3

- Evaluation Committee Recommendations for Service Delivery Option and Contract Award

4

- Proposed Contract Costs and Trash and Recycling Fee



OVERVIEW OF TRASH & RECYCLING SURVEY RESULTS

TRASH & RECYCLING SURVEY RESULTS

- Total of 1,342 responses from customers inside city limits.
- Survey available in English and Spanish online and paper copy January through February of 2024.
- Survey results were used as a tool to help craft the Work Scope for the RFP.



Waste Collection Satisfaction Survey

The City of Allentown believes that clean and well-kept neighborhoods are an important piece to keeping Allentown a vibrant and livable community. With your help, we think the survey below can provide the City with important feedback as to how well the current waste collection is meeting that goal city-wide, and how the service might be improved. Let us know how you feel! We appreciate your time and honest responses to the survey.

1. Which Allentown zip code do you live in?

- ☐ 18101
- ☐ 18102
- ☐ 18103
- ☐ 18104
- ☐ 18109

2. How many people reside in your household?

3. How much trash does your living unit typically place out on collection night?

- ☐ 0 - 2 bags
- ☐ 3 - 5 bags
- ☐ 1 - 32-gallon trash cans / container
- ☐ 2 - 32-gallon trash cans / containers
- ☐ more than 5 bags or 2 trash cans

4. How often do you place out bulk trash (i.e. sofa, other furniture other than appliances)?

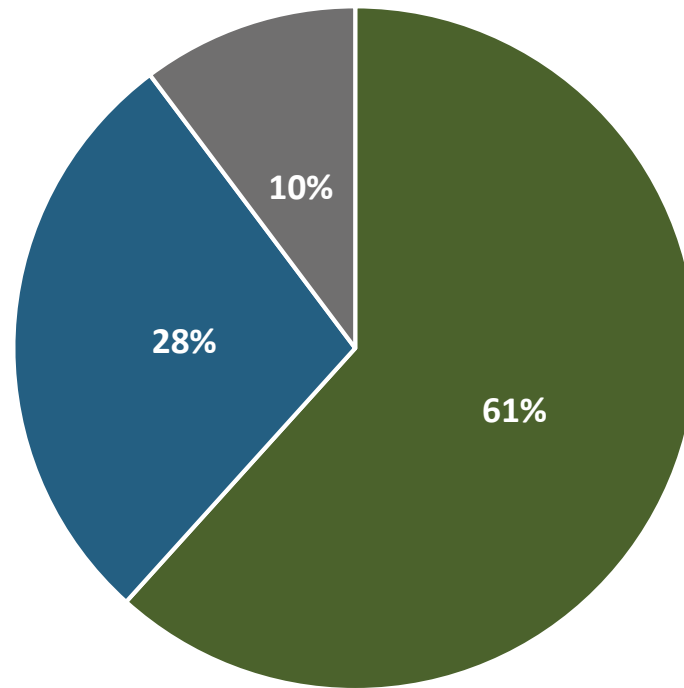
- ☐ every week
- ☐ 1 - 3x per month
- ☐ 1x in a 6-month period
- ☐ 1x in a 12-month period

5. How many city-issued recycling containers do you place out on recycling night collection?

- ☐ 0
- ☐ 1
- ☐ 2
- ☐ 3+

SURVEY: FREQUENCY

- Which of the following statements do you most agree with?

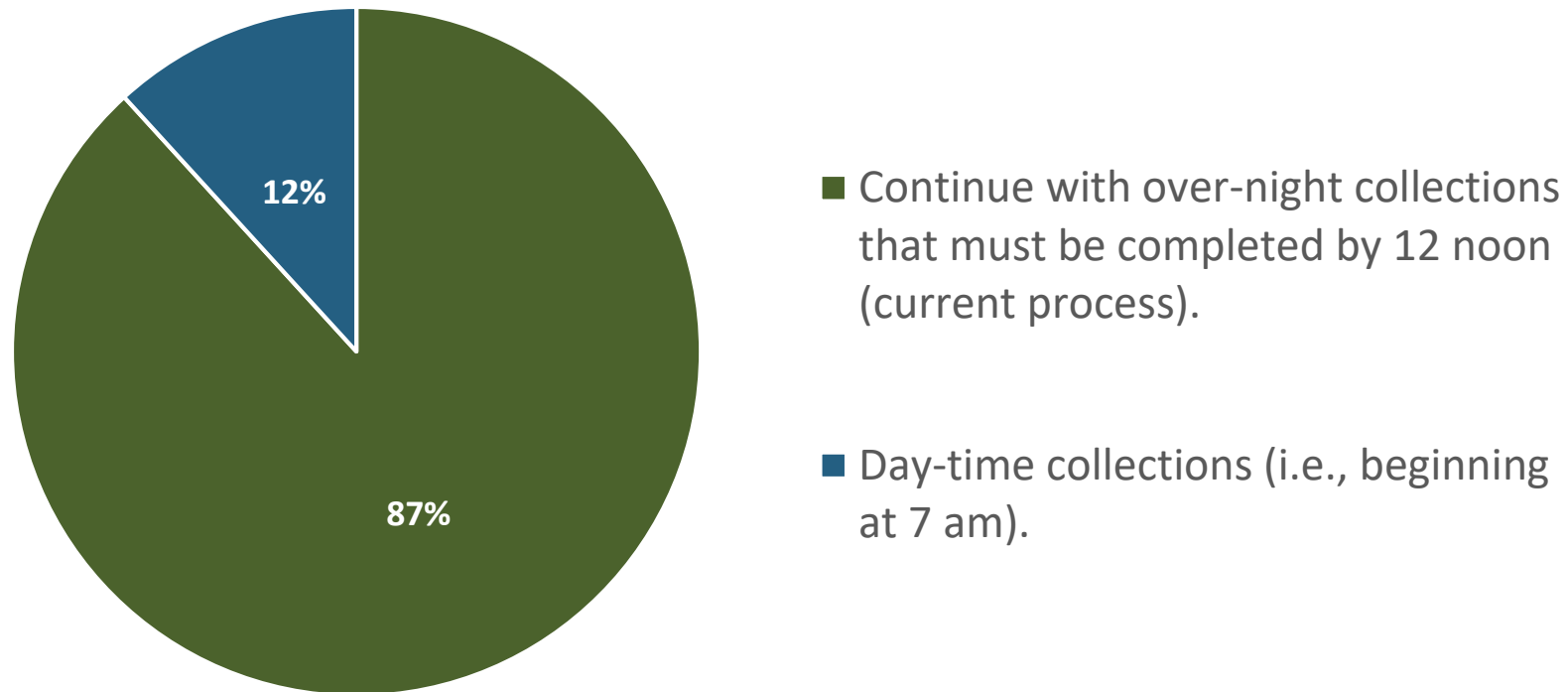


- Two times a week trash collection is necessary, and I do not want it to change.
- One time a week trash collection is fine. I do not need two trash collections every week.
- One time a week trash collection would be fine, only if it meant a cost savings compared to twice per week.

- 61% stated they wanted to continue with twice a week trash collection.

SURVEY: TIME OF COLLECTION

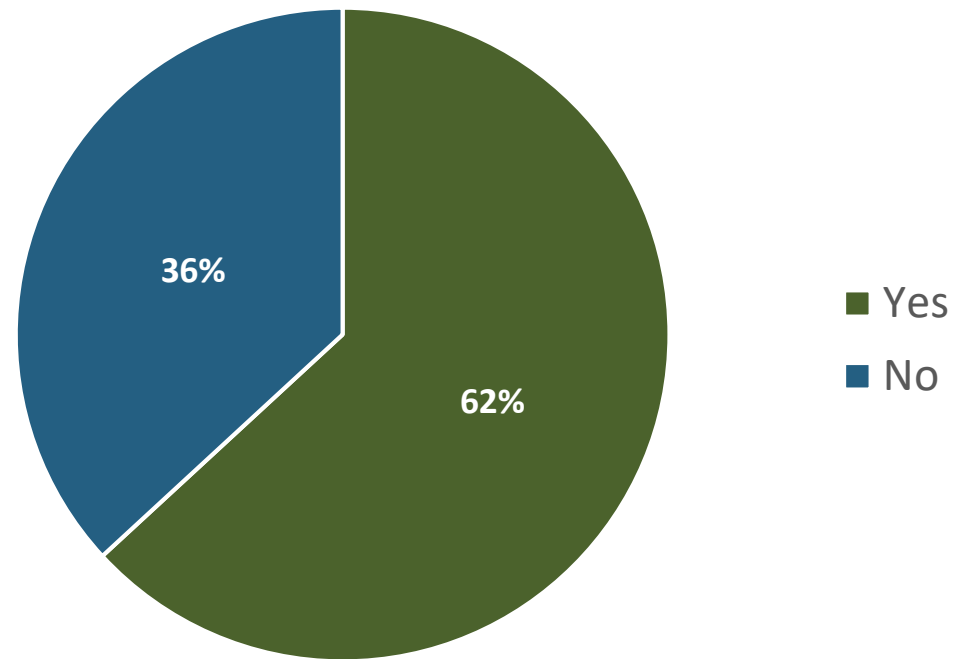
- Which collection time period would you prefer?



- 87% wanted to continue with overnight collection.

SURVEY: CONTAINERS

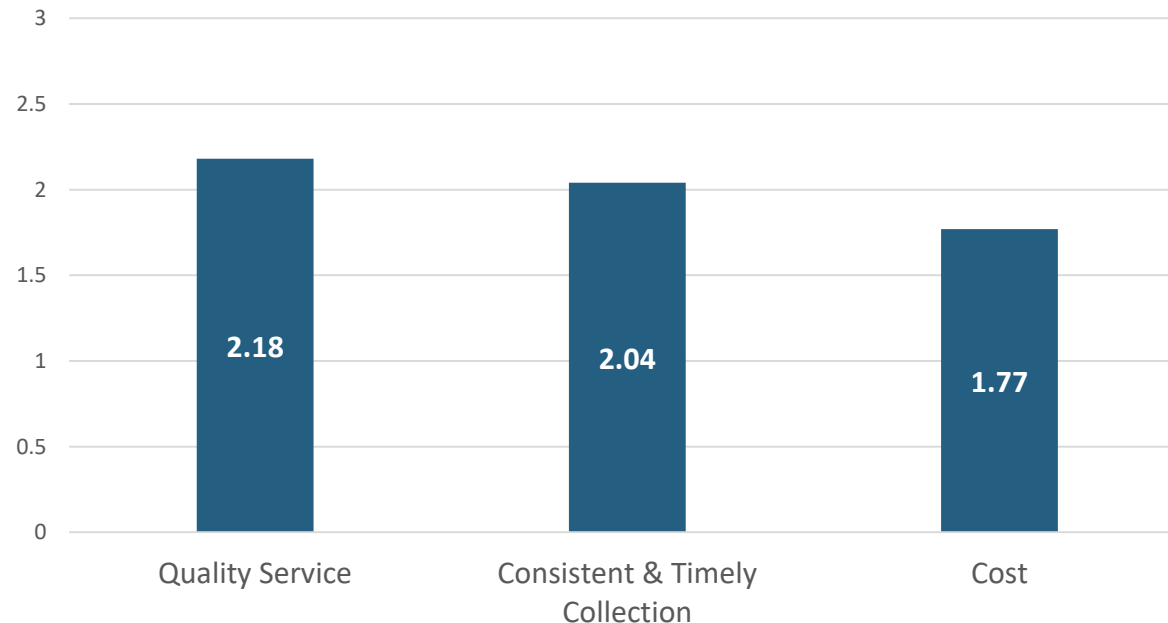
- Would you support a requirement that all trash must be bagged and placed inside a trash can for collection, as a method to reduce litter in Allentown?



- 62% support a requirement that all trash must be bagged and placed in a trash can to reduce litter.

SURVEY: WHAT IS MOST IMPORTANT

- We understand that Quality Service, Cost, and Consistent & Timely Collection are important. Please rank your priorities for trash and recycling collection services.



- These were ranked/prioritized, and cost was ranked the lowest.



OVERVIEW OF PROCESS AND REVIEW OF PROPOSALS

ELEMENTS OF RFP 2024-25 (DISPOSAL SERVICES)

- The City received three proposals including:
 - Bethlehem Landfill Company
 - Solid Waste Services, d/b/a J.P. Mascaro & Sons
 - Waste Management of PA
- Bethlehem Landfill Contract Approved by Council July 24, 2024.

ELEMENTS OF RFP 2024-29 (COLLECTION SERVICES)

- Trash, Bulk Items, Recycling, and Yard Waste Collection Services

CITY OF ALLENTOWN
REQUEST FOR PROPOSAL

RFP NO. 2024-29

MUNICIPAL SOLID WASTE (MSW), RECYCLABLES AND
YARD WASTE COLLECTION



QUESTIONS DUE NO LATER THAN:

JULY 8, 2024 AT 4:00 P.M.

NON-MANDATORY PRE-BID MEETING:

JUNE 17, 2024 AT 9:00 A.M.

RESPOND NO LATER THAN:

JULY 31, 2024 AT 2:00 P.M.

ALL INQUIRIES:

Purchasing Agent

City of Allentown

Purchasing Office

435 Hamilton Street

Allentown, PA 18101-1699

Phone: 610-437-7624

Fax: 610-437-7618

purchasing.agent@allentownpa.gov

To become a registered vendor and receive automatic notifications of any current bid solicitations for the City of Allentown, you must register online with the City's automated "Public Purchase" system. Sign-on and register @ <http://www.publicpurchase.com>

There is NO vendor fee for this service.

COLLECTION SCENARIOS IN RFP 2024-29

- Three Service Delivery Scenarios Included:

	Scenario A Status Quo	Scenario B Carts	Scenario C Carts, Reduce Frequency
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 item 1 x week	1 item 1 x week	1 item 1 x week
Yard Waste Collection (Delivered to City Processing Site) ¹	2 x month year-round (prepared correctly but no CY limit and no carts)	2 x month year-round (prepared correctly but no CY limit and no carts)	2 x month year-round (prepared correctly but no CY limit and no carts)

1) The City is changing the current 1 x week for 34 consecutive weeks from the first full week of April through the week of Thanksgiving plus two weeks in January, to 2 x month year-round in Scenarios A, B and C.

RFP 2024-29 (COLLECTION SERVICES)

- City received two proposals:
 - Solid Waste Services, d/b/a J.P. Mascaro & Sons
 - Waste Management of PA



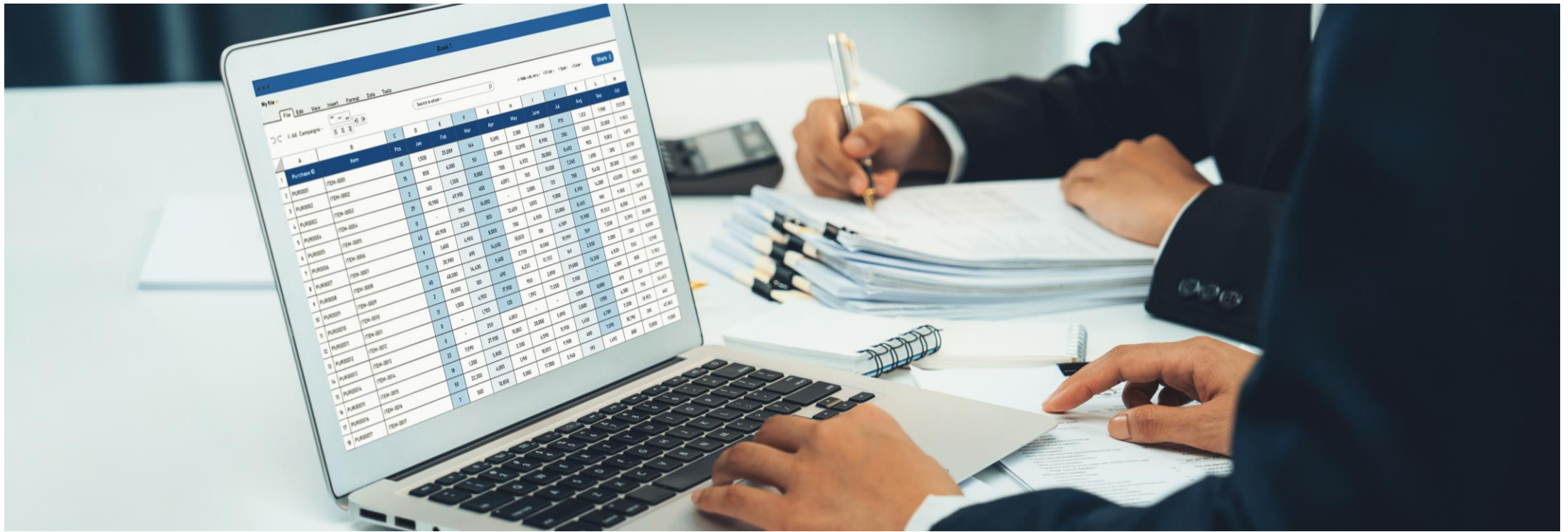
EVALUATION COMMITTEE RECOMMENDATIONS FOR SERVICE DELIVERY OPTION AND CONTRACT AWARD

EVALUATION COMMITTEE RECOMMENDATIONS

- Scenario A: Current System and Frequency (increase yard waste to year-round)

Service	Style and Frequency
Trash	2 x week, manual
Recycling	1 x week, 20-to-25-gallon bins
Bulk Trash	1 x week, 1 item
Yard Waste	2 x month, year-round

- Approve contract with J.P. Mascaro & Sons
 - 5-year initial term with two 2-year extension renewals.
 - Mascaro has an operations hub in Allentown. Mascaro will be hiring Allentown residents to work on this contract.



PROPOSED CONTRACT COSTS AND TRASH AND RECYCLING FEE

COLLECTION & DISPOSAL CONTRACT COSTS AND BUDGETING

- Disposal Contract award to Bethlehem Landfill Company at \$72.07 per ton.
 - Allentown landfills approximately 41,000 tons per year.
- Collection Contract recommendation of award to J.P. Mascaro & Sons.
- 2024 = \$10,326,248 under current WM contract.
- 2025 = \$15,692,013 estimated for collection and disposal.
 - WM's contract ends May 31.
 - Proposed Mascaro contract would begin June 1.
 - 5 months old price / 7 months new price.
- 2026 = \$20,370,577 estimated for collection and disposal.
 - First full year at new contract pricing.

TRASH & RECYCLING FEE

- 2024 Fee = \$415
- 2025 Fee = \$605
 - Minimum increase to Solid Waste Fund without risking a deficit.
 - 46% increase (originally anticipated a 65% increase).
 - Increase of \$190 for 2025.
 - The 2025 fee of \$605 is \$50.41 per month / \$1.65 per day.
 - Retains 2 x week trash collection.
 - Increases yard waste collection to year-round, 2 x month.
- 2026 Fee = \$740 (estimated)
 - 1st full year at new contract price.

TRASH AND RECYCLING COST COMPARISON

	Cost Per Year	Trash Collection Frequency
Allentown	\$ 605	2 x week
Emmaus	\$ 440	1 x week
Macungie	\$ 525	1 x week
Salisbury	\$ 432	1 x week
Whitehall	\$ 335	1 x week
South Whitehall	\$ 660	1 x week

Commitment

- Mascaro has operations hub at 315 Basin Street, Allentown.
- Mascaro has committed to hiring Allentown residents to work on this contract.

GARBAGE FEE BILL AND PAYMENTS

- The garbage fee is listed as a separate line item on the Real Estate Tax invoice, calculated according to the number of dwelling units on the property.
- According to City Code, the Real Estate Tax invoice must be billed each year on or before February 1st.
- There are four payment alternatives indicated on the bill:
 - 1st : Payment in full by April 5th to take advantage of the discount applicable to the real estate tax only (2% for prompt payment). There is NO discount on the garbage fee portion of the bill.
 - 2nd : Splitting the balance into 4 installments payable on
 - First Installment: April 15th
 - Second Installment: May 15th
 - Third Installment: June 15th
 - Fourth Installment: July 15th
 - 3rd : Payment in full on July 15th (gross due date).
 - 4th : Any remaining balance that was not received or postmarked by July 15th incurs a 10% penalty (applies to real estate tax and garbage fee) and becomes payable by December 31st.

PARTIAL & OUTSTANDING BALANCE PAYMENT OPTIONS

- The City will permit partial payments if a taxpayer opts to break the balance into their own installments:
 - For example, they can make six payments from February 15th to July 15th, provided the balance is fully settled by July 15th.
 - If there is an outstanding balance on the account, the City will issue two past due notices:
 - One in September and another in November.
 - Both notices will include a 10% penalty and specify the final date by which the City will accept payment.
 - The City will accept partial payments until forwarded to a collection agency, however after July 15, 10% penalty will be added to the outstanding balance.
- If garbage fee is not paid within the year in which the claim was due then:
 - Any outstanding balance that remains after December 31st will receive a delinquent letter in January with a warning.
 - The warning will state that if the balance is not paid in full to the City within a month, the claim will be forwarded to a collection agency (Penn Credit Corporation), and a collection fee (15% of the unpaid balance) will be incurred.

GARBAGE FEE REBATES FOR SENIORS

- Rebate Provisions for Seniors

- The City provides a garbage and water/sewer rebate to eligible seniors for the full amount.
- To qualify, applicants must submit the necessary paperwork to the City by June 30th to receive the rebate for the previous year's payments.
 - The income threshold to qualify for rebate is \$ 15,000.
 - If they've applied for the State Property Tax Rebate the City requests that they attach the State Form. The City will also request proof of income from Social Security.

QUESTIONS



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