



October 22, 2012

Bob Vitas, City Manager

Flagler Avenue

Key West Fl. 33040

Bob,

Below each point is a narrative response. These are for your review.

This outline is predicated on the remaining two years of our current contract, pre your request. If there are any items, you would like to adjust please advise. We look forward to our continued partnership serving Key West.

Points for Negotiation – WM Collection Contract

Implementation of Master Plan Phase I Recommendations:

1. Recycling revenue
No revenue share.
2. Fee for metals/white goods - Please provide written description of your proposal
WM will collect and transport white goods as per contract, to the transfer station. Freon will be removed at the transfer station. After sale of the material WM will deduct our cost of transportation and the remaining funds will be split 20/80 between WM and The City.

From everyday collection to environmental protection, Think Green® Think Waste Management.



3. Recycling Carts (no additional cost)
 - WM will provide space to store spare inventory provided by City, deliver new/replacement carts after initial citywide distribution, provide cart maintenance (cost should be minimal on new carts; plus carts should be under warranty unless damaged by WM or customer).
 - **WM will provide space to store inventory for city provided carts. WM will also deliver new or replacement carts after the initial citywide distribution. WM will provide cart maintenance to all the carts under city program.**

4. 1-1-1 Collection and Processing procedure for material – cradle to end product. (at no additional cost)

WM will provide the 1-1-1 collection at no additional charge.

5. HHW and E-Waste service - Operating plan, location, assurance of proper disposal
WM will add residential E-waste to its HHW collection at no additional charge. Once per month.

6. Equal collection charges for commercial solid waste and recycling.

Recycling Collection charges will be the same as solid waste. No rebate will be paid to the city on tons brought to the city by self haulers.

7. Single stream recycling available widespread for business in container sizes ranging from carts to dumpsters to roll-offs
WM will provide this service.

8. Reporting - Monthly reports in City-approved Excel format (more user-friendly for data analysis and tracking)
WM will provide the reports in the format.

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9. Education Program

WM will promote an educational program designed for Key West.

10. Commitment to Implementation of Phase II recommendations after Phase I is achieved.

WM will work with the city on implementation of Phase II.