

Erin Mousel

From: Thor Nelson <tnelson@aspenwaste.com>
Sent: Friday, May 29, 2026 4:41 PM
To: Erin Mousel
Cc: Jordan Cook
Subject: Proposal for Community Recycling Program
Attachments: Aspen Waste Systems - Proposal for Community Recycling Program.pdf

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Aspen Waste Systems hereby submits a Proposal to provide a Community Recycling Program for the City of Nevada. Aspen Waste Systems is ready, willing and able to perform any of the options outlined in the Request for Proposal.

We are dedicated to providing extraordinary service, and we look forward to working with the City of Nevada. Please visit our website, aspenwaste.com for more information about our Company. If there are any questions, I will be the contact person for this proposal and my contact information has been provided below. Thank you again for the opportunity.

Please confirm receipt of this proposal.

Thor Nelson
Executive Vice President
Aspen Waste Systems
Office: 612-884-8000
Cell: 612-720-8467
tnelson@aspenwaste.com

Aspen. The clean, green way.
www.aspenwaste.com

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**Proposal for Community Recycling Program, City of Nevada, Iowa
Aspen Waste Systems of Iowa, Inc.**

Company Information

Aspen Waste Systems has been in the waste and recycling business for over 35 years. Aspen is currently ranked among the top 25 waste haulers in the nation. Aspen currently provides trash, recycling, and yard waste services for over 65,000 residential customers and over 16,000 commercial accounts in the Twin Cities and Rochester, MN, St. Louis, MO, Des Moines and Ames, IA, and Denver, CO. Aspen Waste Systems of Iowa, Inc., started in 2010, and today we are the largest hauler in Story County, the exclusive recycling hauler in the City of Ames, and currently the only hauler providing both trash and recycling services in the City of Nevada. We believe the core of our success is customer service. Our commitment to customer service begins the moment a customer contacts us: a real, local person answers the phone, answers questions, and solves problems. Aspen's drivers and supervisors are trained to place a heightened focus on customer service throughout the entire service experience.

Aspen's Management Contacts

Thor Nelson, Executive Vice President, has been with Aspen since 2009 and has overseen the growth of Aspen's Iowa operation since it began in 2010. He has numerous long-standing customer and business relationships in Story County and, as an industry leader, has worked closely with Ames City Council and City staff in planning and implementing the new Ames recycling program.

John Ledman, General Manager – Aspen Waste Systems of Iowa, Inc., is the key operational contact for municipal contracts in Iowa. John has several years of experience with city-wide Aspen contracts and has led the operational rollout of major contract implementations and residential sales campaigns, including large scale projects of cart deliveries. He is also highly experienced with all other systems of waste and recycling collection, including commercial front load, rear load, and rolloff service.

Marni Franzeen, General Manager – Aspen's Service Center, oversees customer service, as well as Aspen's Service Center, which performs various administrative functions from Aspen's Des Moines office on behalf of all Aspen locations.

Background of Aspen's Recycling Service in Nevada and Story County

Aspen currently provides subscription based curbside recycling service to residents of Nevada and we are the only hauler who currently provides this service. Any resident who chooses Aspen for curbside trash service may opt into receiving recycling service for an additional monthly fee.

We estimate that approximately 15% of Aspen's trash customers in Nevada opt in for recycling service.

Aspen has also been one of only two haulers who have provided subscription-based recycling service in the Ames area. Participation rates in Ames subscription services have been similar to Nevada. Beginning in July 2026, all Ames residents will be required to pay \$7.75 per month for recycling service through the new city-wide contract that was awarded to Aspen. A portion of the monthly fee is paid to Aspen for the collection service (the amount in Aspen's bid), while the remainder of the fee covers the City's expenses for billing, customer service and payment of disposal fees. Residents may opt out of participation and request to have their cart removed, however residents will continue to be billed by the City of Ames.

The Ames RFP also asked for pricing to perform curbside collection in other Story County communities, including Nevada. Aspen's proposed price for Nevada assumed that the program would be identical to Ames, with Aspen performing collection services only and the City performing billing, customer service, and paying disposal fees.

In addition to proposing prices for curbside collection in other Story County communities, Aspen submitted an alternative proposal for centralized drop-off boxes in those communities. This idea has been discussed with other city and county leaders, and we believe that it is a cost-effective option to increase the availability of recycling in communities where recycling is not currently offered, or where curbside participation rates are low.

Approach and Pricing Options for the City of Nevada

Option 1: Centralized Recycling Bin(s)

Aspen proposes that we provide one or more rolloff boxes to the City of Nevada. Initially we think it makes sense to start with one box. We would work with City staff to identify a location and Aspen will be responsible for delivering and placing the box. Aspen would own the box and custom fabricate a cover with doors. Aspen's proposed price for the City of Nevada in the Ames RFP was \$275 per haul. This pricing is still valid and assumes that the City of Nevada pays the disposal fees. If the City would like Aspen to pay disposal fees, then Aspen's proposed price would be \$275 per haul, plus \$80 per ton for disposal. Haul rates will be adjusted annually based on CPI and disposal rates will be adjusted by the same percentage of any change in fees at the Ames transfer station. There would be no additional cost for the boxes. If the City is interested in owning the box, we are open to working with the City to procure an appropriate box, provide financing if necessary, and adjust the haul price accordingly.

We propose regularly scheduled service, at a frequency based on the volumes. However, if volumes of recyclables are low, then we are open to performing the service on call.

Option 2: Subscription Based Service (Opt-In/Opt-Out)

This option is currently provided to Nevada residents with open market competition and households' freedom to choose their hauler, which is the most typical way for a City to establish recycling service that is Opt-In/Opt-Out. If a resident wants to opt-in, they can opt-in by choosing a licensed hauler(s) who provides the service. Any licensed hauler can provide the service and rates are determined by market competition. If residents are ever dissatisfied with their service, they are free to choose another hauler who provides the service. Residents are also able to opt-out entirely since current City ordinance does not require them to participate or pay.

Aspen's experience is that households favor freedom of choice, which is what the current system provides. We have supported this system because we think we thrive in a competitive environment when we know that we have to earn our business and may lose customers if we aren't delivering excellent customer service.

Aspen's current call-in promotional rate for subscription service is \$11 per house per month. Rates vary and are subject to change based on market competition. Residents who opt-out of recycling only pay for their trash service. Residents sign up by calling Aspen and all billing and customer service is handled by Aspen. There are no minimum participation requirements.

Option 3: Citywide Contract (Universal Participation)

This option would require all residents to pay, regardless of participation. Our industry experience is that this option is the most likely to increase recycling rates because residents are more likely to use services when they are required to pay. It is also an option that can be politically sensitive because there will be residents who don't want the required expense. Given that current participation among Aspen trash customers is low (approximately 15%), our experience is that community-wide support for this option may also be low.

The cost of this option is typically less than subscription services because of the efficiencies gained when the hauler collects every home across a city. In the Ames RFP, Aspen's proposed price for Nevada was \$4.50 per house per month before the transfer station opens, and \$4.00 per house per month after the transfer station opens. The higher cost before the transfer station opens is due to the higher transportation costs of driving to Des Moines for disposal. Aspen's proposed price in the RFP is based on the following assumptions:

- Collection occurs Every Other Week
- Aspen purchases the carts and transfers ownership to the City
- Aspen is compensated for collection services only
- City does billing
- City pays disposal costs directly to disposal site
- City handles all customer service except for requests related to carts

As mentioned previously, Aspen's price is a portion of the total fee that the City of Ames ultimately charges to residents because the City needs to also cover its own administrative

expenses. If the City of Nevada would like Aspen to assume responsibility for cart ownership, billing, customer service and disposal fees, then Aspen's proposed price would be higher than what Aspen proposed for Nevada in the Ames RFP. Aspen's proposed price for the City of Nevada in this scenario is \$8.75 per house per month. This price assumes the disposal fee per ton that has been initially established by the City of Ames. Any final agreement between Aspen and the City of Nevada would need to include a provision for adjustments in price based on significant changes in disposal cost, in addition to a standard annual adjustment for inflation.

Timeline

Aspen is currently providing Option #2 and we propose that Option #1 or Option #3 begin when the Ames Transfer Station opens, which is estimated to be in July 2027. We are ready and able to begin offering services in Option #1 or Options #3 sooner, however, we would need to increase the prices for the period of time before the transfer station opens, in order to offset the additional cost of driving to Des Moines for disposal.

References

City of Ames

City-wide Contract for Residential Recycling Services

Justin Clausen
Director of Public Works
515.239.5165
Email: justin.clausen@cityofames.org

Nolan Sagan
Sustainability Coordinator
Phone: 515.239.5227
Email : nolan.sagan@cityofames.org

St. Anthony Village, MN

City Contract for Residential Trash, Recycling and Yard Waste Services

Minette Saulog
Phone : 612.782.3312
Email: minette.saulog@savmn.com

City of Richfield, MN

City Contract for Residential Trash, Recycling, Organic Recycling, and Yard Waste Services

Rachel Lindholm

Phone: 612.861.9188

Email : RLindholm@richfieldmn.gov

Summary

Aspen looks forward to working with the City to achieve its recycling goals. As the only current recycling hauler in the City, we have the experience and expertise to perform all of the required collection services for single-sort recycling materials such as paper, cardboard, plastics, aluminum and glass. We meticulously maintain our trucks and containers and have an industry leading average age of fleet. We also have extensive experience with any reporting requirements the City needs.

While we are prepared to work with the City on any of the three proposed options, we think that the most cost-effective option for increasing recycling in the City of Nevada is to pursue both Options 1 and 2 by continuing with the current subscription options that are already available and adding drop-off boxes as proposed in Option 1.

Appendix A : Pricing Summary

Option 1 : Centralized Recycling Bin(s)

City of Nevada pays disposal fees: \$275 per haul
or

Aspen pays disposal fees: \$275 per haul, plus \$80 per ton

*Haul rates will be adjusted annually by CPI and disposal rates will change by the same percentage as any change in disposal rates at the Ames transfer station.

Option 2: Subscription -Based Service (Opt-In/Opt-Out)

Competitive Market Prices:

Current Call-in, Promotional Rate: \$11 per house per month

Opt-Out Rate: No Charge

*Rates vary and are subject to change based on market competition.

Option 3: Citywide Contract (Universal Participation/Pay)

Ames RFP Price:

\$4.50 per house per month before Transfer Station Opens

\$4.00 per house per month after Transfer Station Opens

Price for Aspen Performing All Duties:

\$8.75 per house per month

*Rates will be adjusted annually using CPI and a final contract between the City and Aspen needs to include a provision for additional adjustments if there are extraordinary changes recyclable commodity markets that cause significant increases in disposal cost.



City of Nevada Recycling Proposal

Prepared by Gavin Stone, Pratt Sanitation Inc

Date: 5/27/2026

Pratt Sanitation has provided garbage collection services to the City of Nevada since 1957. Under our current leadership since 2012, we have expanded our service area to include all of Story County and several neighboring counties while continuing to grow our service offerings. We have long-standing partnerships with the communities of Maxwell and McCallsburg and recently entered into a service agreement with the City of Roland. As the City of Ames transitions away from its waste-to-energy facility, traditional recycling programs have become increasingly important for meeting DNR waste-reduction goals. Beginning July 1 of this year, we will launch curbside recycling in the three communities mentioned above and are prepared to implement a similar program in Nevada in the near future. Because our business is based in Nevada and we have a long history of providing consistent, reliable service, we believe we are well positioned to meet the city's recycling needs. Below are the proposal options requested by the city and a fourth option to consider

Option #1: Centralized Collection

Pratt Sanitation will provide enclosed roll off containers for recycling. The number and location of containers will be determined by the city with input from Pratt Sanitation. Fees include monthly dumpster rental plus per dump and tipping fees. We have also listed pricing for the city to purchase the recycling roll offs. If purchased, no rental would be billed monthly.

| | |
|--------------------|--|
| Rental per unit: | \$165/month |
| Dump Fee: | \$180/dump |
| Tipping Fee: | \$95/ton (estimated rate at City of Ames R3C facility) |
| Roll off Purchase: | \$9750/container. (pricing subject to change) |

Benefits of centralized collection are ease of implementation.

Drawbacks of centralized collection are decreased participation and increased contamination.

*This is our least preferred option as it greatly increases the chance of contamination, will deter participation, and ultimately may not meet waste reduction goals.

Option #2: Contracted Collection

Pratt Sanitation will provide 95gal carts to each residential property within the city limits and be responsible for paying any associated tipping fees. The city will work with Pratt to design and implement educational materials specific to the program and be responsible for distribution of material by mail or other means prior to program implementation. Pratt will maintain on their website educational information and collection schedules for residents to reference and will also distribute an educational flyer and collection calendar with cart delivery. We would prefer a 5-year service agreement with 5% base rate increases in years 2 and 4 and increases if the tipping fees at the city of Ames R3C facility change (1/3 of the percentage in tipping fee increase). The city would also pay a percentage based fuel surcharge when diesel fuel prices are higher than \$2.99/gal according to the attached fuel surcharge table. Pricing options for weekly and every other week collection are provided. Every other week is the preferred option as it is the industry standard recycling collection schedule. For residents that require more capacity, extra carts can be provided for an additional cost. Residents that wish to opt out of the service may do so but will still be included in the billing count.

| | |
|--------------------|--------------------|
| Weekly Collection: | \$15/house/month |
| Every other Week: | \$7.60/house/month |
| Extra Cart: | \$5/month |

Benefits of contracted collection include increased participation and lower per house monthly cost.

Drawbacks of contracted collection include “forced” participation, mandatory billing for customers who choose not to participate, and increased contamination.

*This is our second-preferred option for the city to consider. Although the lower per-household collection cost is attractive, the higher risk of contamination, along with forced participation and billing could lead to higher costs over time.

Option #3: Subscription based service

Under a subscription-based program, the city would take a hands-off approach to recycling, similar to its current garbage service model. Licensed garbage haulers operating in the city would be responsible for offering a compliant recycling program to current and future customers. To help achieve waste-reduction goals, the city could support haulers by promoting recycling, encouraging participation, and educating residents about its importance. Pratt Sanitation would provide collection every other week under this program and be responsible for all aspects of customer service including signups, cancellation, and billing.

Service Rate: \$12/month/house (based on estimated tipping fees)

Benefits of a subscription-based system include low levels of contamination, no forced participation/billing, and customer choice.

Drawbacks of this system include lower participation rates.

*From our perspective, this is the best option for the city moving forward. While lower participation rates are a concern, if the city is willing to help with customer education, that concern can be minimized. Contamination rates in a subscription based program will be the lowest of all of the proposed options reducing the risk of higher tipping and per capita DNR fees in the future. Subscription based service is also an extension of the free market system the city has continued to embrace regarding waste collection services.

Option #4: Hybrid Model

Another option the city may consider is a Hybrid model combining centralized collection and subscription service. In this system the haulers would be responsible for implementing subscription service as referenced above and the city could provide one or more centralized roll off containers for residents to use as well. The pros and cons of each individual system would still be the same, however this system could prove beneficial as there would be a city supplied option without forced participation and a subscription option available as well.

Proposal conclusion

We believe subscription-based service is the best option for the city. A standalone centralized collection model is not a practical fit for a community the size of Nevada.

Choosing between contracted and subscription service ultimately comes down to balancing participation and contamination in order to meet waste-reduction goals. The DNR's target is a 30% reduction by weight. Residents who choose to recycle are more likely to do so correctly, which lowers contamination and improves overall waste reduction. Contaminated recycling is often sent to the landfill, undermining those goals. Contracted service also requires mandatory participation, which has drawn significant pushback from Ames residents under that city's new curbside program. Given Nevada's long history with subscription-based waste services, it makes sense to structure recycling the same way.

I would like to thank the council for reviewing our proposal. I look forward to working with the city to create and implement a robust recycling program that works for all residents of Nevada. I can be reached at 515-382-4951 or gstone@prattsanitation.com should you have any questions about our proposal.

Gavin Stone

President, Pratt Sanitation Inc

FUEL SURCHARGE TABLE

| <u>FUEL PRICE</u> | <u>SURCHARGE %</u> | <u>FUEL PRICE</u> | <u>SURCHARGE %</u> | <u>FUEL PRICE</u> | <u>SURCHARGE %</u> |
|-------------------|--------------------|-------------------|--------------------|-------------------|--------------------|
| \$3.00 | 2.00% | \$3.64 | 3.28% | \$4.28 | 4.56% |
| \$3.01 | 2.02% | \$3.65 | 3.30% | \$4.29 | 4.58% |
| \$3.02 | 2.04% | \$3.66 | 3.32% | \$4.30 | 4.60% |
| \$3.03 | 2.06% | \$3.67 | 3.34% | \$4.31 | 4.62% |
| \$3.04 | 2.08% | \$3.68 | 3.36% | \$4.32 | 4.64% |
| \$3.05 | 2.10% | \$3.69 | 3.38% | \$4.33 | 4.66% |
| \$3.06 | 2.12% | \$3.70 | 3.40% | \$4.34 | 4.68% |
| \$3.07 | 2.14% | \$3.71 | 3.42% | \$4.35 | 4.70% |
| \$3.08 | 2.16% | \$3.72 | 3.44% | \$4.36 | 4.72% |
| \$3.09 | 2.18% | \$3.73 | 3.46% | \$4.37 | 4.74% |
| \$3.10 | 2.20% | \$3.74 | 3.48% | \$4.38 | 4.76% |
| \$3.11 | 2.22% | \$3.75 | 3.50% | \$4.39 | 4.78% |
| \$3.12 | 2.24% | \$3.76 | 3.52% | \$4.40 | 4.80% |
| \$3.13 | 2.26% | \$3.77 | 3.54% | \$4.41 | 4.82% |
| \$3.14 | 2.28% | \$3.78 | 3.56% | \$4.42 | 4.84% |
| \$3.15 | 2.30% | \$3.79 | 3.58% | \$4.43 | 4.86% |
| \$3.16 | 2.32% | \$3.80 | 3.60% | \$4.44 | 4.88% |
| \$3.17 | 2.34% | \$3.81 | 3.62% | \$4.45 | 4.90% |
| \$3.18 | 2.36% | \$3.82 | 3.64% | \$4.46 | 4.92% |
| \$3.19 | 2.38% | \$3.83 | 3.66% | \$4.47 | 4.94% |
| \$3.20 | 2.40% | \$3.84 | 3.68% | \$4.48 | 4.96% |
| \$3.21 | 2.42% | \$3.85 | 3.70% | \$4.49 | 4.98% |
| \$3.22 | 2.44% | \$3.86 | 3.72% | \$4.50 | 5.00% |
| \$3.23 | 2.46% | \$3.87 | 3.74% | \$4.51 | 5.02% |
| \$3.24 | 2.48% | \$3.88 | 3.76% | \$4.52 | 5.04% |
| \$3.25 | 2.50% | \$3.89 | 3.78% | \$4.53 | 5.06% |
| \$3.26 | 2.52% | \$3.90 | 3.80% | \$4.54 | 5.08% |
| \$3.27 | 2.54% | \$3.91 | 3.82% | \$4.55 | 5.10% |
| \$3.28 | 2.56% | \$3.92 | 3.84% | \$4.56 | 5.12% |
| \$3.29 | 2.58% | \$3.93 | 3.86% | \$4.57 | 5.14% |
| \$3.30 | 2.60% | \$3.94 | 3.88% | \$4.58 | 5.16% |
| \$3.31 | 2.62% | \$3.95 | 3.90% | \$4.59 | 5.18% |
| \$3.32 | 2.64% | \$3.96 | 3.92% | \$4.60 | 5.20% |
| \$3.33 | 2.66% | \$3.97 | 3.94% | \$4.61 | 5.22% |
| \$3.34 | 2.68% | \$3.98 | 3.96% | \$4.62 | 5.24% |
| \$3.35 | 2.70% | \$3.99 | 3.98% | \$4.63 | 5.26% |
| \$3.36 | 2.72% | \$4.00 | 4.00% | \$4.64 | 5.28% |
| \$3.37 | 2.74% | \$4.01 | 4.02% | \$4.65 | 5.30% |
| \$3.38 | 2.76% | \$4.02 | 4.04% | \$4.66 | 5.32% |
| \$3.39 | 2.78% | \$4.03 | 4.06% | \$4.67 | 5.34% |
| \$3.40 | 2.80% | \$4.04 | 4.08% | \$4.68 | 5.36% |
| \$3.41 | 2.82% | \$4.05 | 4.10% | \$4.69 | 5.38% |
| \$3.42 | 2.84% | \$4.06 | 4.12% | \$4.70 | 5.40% |
| \$3.43 | 2.86% | \$4.07 | 4.14% | \$4.71 | 5.42% |
| \$3.44 | 2.88% | \$4.08 | 4.16% | \$4.72 | 5.44% |
| \$3.45 | 2.90% | \$4.09 | 4.18% | \$4.73 | 5.46% |
| \$3.46 | 2.92% | \$4.10 | 4.20% | \$4.74 | 5.48% |
| \$3.47 | 2.94% | \$4.11 | 4.22% | \$4.75 | 5.50% |
| \$3.48 | 2.96% | \$4.12 | 4.24% | \$4.76 | 5.52% |
| \$3.49 | 2.98% | \$4.13 | 4.26% | \$4.77 | 5.54% |
| \$3.50 | 3.00% | \$4.14 | 4.28% | \$4.78 | 5.56% |
| \$3.51 | 3.02% | \$4.15 | 4.30% | \$4.79 | 5.58% |
| \$3.52 | 3.04% | \$4.16 | 4.32% | \$4.80 | 5.60% |
| \$3.53 | 3.06% | \$4.17 | 4.34% | \$4.81 | 5.62% |
| \$3.54 | 3.08% | \$4.18 | 4.36% | \$4.82 | 5.64% |
| \$3.55 | 3.10% | \$4.19 | 4.38% | \$4.83 | 5.66% |
| \$3.56 | 3.12% | \$4.20 | 4.40% | \$4.84 | 5.68% |
| \$3.57 | 3.14% | \$4.21 | 4.42% | \$4.85 | 5.70% |
| \$3.58 | 3.16% | \$4.22 | 4.44% | \$4.86 | 5.72% |
| \$3.59 | 3.18% | \$4.23 | 4.46% | \$4.87 | 5.74% |
| \$3.60 | 3.20% | \$4.24 | 4.48% | \$4.88 | 5.76% |
| \$3.61 | 3.22% | \$4.25 | 4.50% | \$4.89 | 5.78% |
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|-------------------|--------------------|-------------------|--------------------|-------------------|--------------------|
| \$4.92 | 5.84% | \$5.56 | 7.12% | \$6.20 | 8.40% |
| \$4.93 | 5.86% | \$5.57 | 7.14% | \$6.21 | 8.42% |
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| \$4.95 | 5.90% | \$5.59 | 7.18% | \$6.23 | 8.46% |
| \$4.96 | 5.92% | \$5.60 | 7.20% | \$6.24 | 8.48% |
| \$4.97 | 5.94% | \$5.61 | 7.22% | \$6.25 | 8.50% |
| \$4.98 | 5.96% | \$5.62 | 7.24% | \$6.26 | 8.52% |
| \$4.99 | 5.98% | \$5.63 | 7.26% | \$6.27 | 8.54% |
| \$5.00 | 6.00% | \$5.64 | 7.28% | \$6.28 | 8.56% |
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| \$5.22 | 6.44% | \$5.86 | 7.72% | \$6.50 | 9.00% |
| \$5.23 | 6.46% | \$5.87 | 7.74% | \$6.51 | 9.02% |
| \$5.24 | 6.48% | \$5.88 | 7.76% | \$6.52 | 9.04% |
| \$5.25 | 6.50% | \$5.89 | 7.78% | \$6.53 | 9.06% |
| \$5.26 | 6.52% | \$5.90 | 7.80% | \$6.54 | 9.08% |
| \$5.27 | 6.54% | \$5.91 | 7.82% | \$6.55 | 9.10% |
| \$5.28 | 6.56% | \$5.92 | 7.84% | \$6.56 | 9.12% |
| \$5.29 | 6.58% | \$5.93 | 7.86% | \$6.57 | 9.14% |
| \$5.30 | 6.60% | \$5.94 | 7.88% | \$6.58 | 9.16% |
| \$5.31 | 6.62% | \$5.95 | 7.90% | \$6.59 | 9.18% |
| \$5.32 | 6.64% | \$5.96 | 7.92% | \$6.60 | 9.20% |
| \$5.33 | 6.66% | \$5.97 | 7.94% | \$6.61 | 9.22% |
| \$5.34 | 6.68% | \$5.98 | 7.96% | \$6.62 | 9.24% |
| \$5.35 | 6.70% | \$5.99 | 7.98% | \$6.63 | 9.26% |
| \$5.36 | 6.72% | \$6.00 | 8.00% | \$6.64 | 9.28% |
| \$5.37 | 6.74% | \$6.01 | 8.02% | \$6.65 | 9.30% |
| \$5.38 | 6.76% | \$6.02 | 8.04% | \$6.66 | 9.32% |
| \$5.39 | 6.78% | \$6.03 | 8.06% | \$6.67 | 9.34% |
| \$5.40 | 6.80% | \$6.04 | 8.08% | \$6.68 | 9.36% |
| \$5.41 | 6.82% | \$6.05 | 8.10% | \$6.69 | 9.38% |
| \$5.42 | 6.84% | \$6.06 | 8.12% | \$6.70 | 9.40% |
| \$5.43 | 6.86% | \$6.07 | 8.14% | \$6.71 | 9.42% |
| \$5.44 | 6.88% | \$6.08 | 8.16% | \$6.72 | 9.44% |
| \$5.45 | 6.90% | \$6.09 | 8.18% | \$6.73 | 9.46% |
| \$5.46 | 6.92% | \$6.10 | 8.20% | \$6.74 | 9.48% |
| \$5.47 | 6.94% | \$6.11 | 8.22% | \$6.75 | 9.50% |
| \$5.48 | 6.96% | \$6.12 | 8.24% | \$6.76 | 9.52% |
| \$5.49 | 6.98% | \$6.13 | 8.26% | \$6.77 | 9.54% |
| \$5.50 | 7.00% | \$6.14 | 8.28% | \$6.78 | 9.56% |
| \$5.51 | 7.02% | \$6.15 | 8.30% | \$6.79 | 9.58% |
| \$5.52 | 7.04% | \$6.16 | 8.32% | \$6.80 | 9.60% |
| \$5.53 | 7.06% | \$6.17 | 8.34% | \$6.81 | 9.62% |
| \$5.54 | 7.08% | \$6.18 | 8.36% | \$6.82 | 9.64% |
| \$5.55 | 7.10% | \$6.19 | 8.38% | \$6.83 | 9.66% |

Erin Mousel

From: Taylor, Ammon <ataylo23@wm.com>
Sent: Tuesday, May 26, 2026 12:05 PM
To: Erin Mousel; Jordan Cook
Subject: WM Recycling Proposal
Attachments: Nevada IA 5.26.26.pdf; 3 Basic Recycling Rules WM.pdf; Poster-Whats-Recyclable-at-Home (2).pdf; WM COI 2026.2027.pdf; Your Recycling Cart is Arriving Social Media.pdf; wm_04392 HRTLAND Ames IA RFP Postcard.pdf

Warning: Unusual sender <ataylo23@wm.com>

You don't usually receive emails from this address. Make sure you trust this sender before taking any actions.

Erin/Jordan,

Please find attached WM's Proposal for Recycling. Your RFP asked for three options:

1. Option 1 – Centralized service. We offer this in our Proposal for \$325.00 per 30-yard recycling roll off container. The City will need to pay the tonnage additionally, which fluctuates based on commodities and contamination rates. We estimate an all in cost of approximately \$525.00 per box, and about three boxes per month, for a monthly cost of \$1,575.00.
2. Option 2 – Subscription recycling. We respectfully decline to bid this option at this time. It rarely proves effective in making a substantive impact in diversion rates and being financially sustainable for the hauler.
3. Option 3 – City wide recycling. This is our recommended option and the standard of service most municipalities in the Des Moines metro utilize. We would request a 7-year term to be able to offer this pricing year one. As referrals for this service, we would point you to:

Indianola, IA - Almost 5,000 homes. Serviced for over 10 years. Jackie Raffety - City Clerk,

Metro Waste Authority - About 115,000 homes, serviced for over 10 years. Cassie F

Winterset, IA - Almost 2,000 homes. Serviced for over 10 years. Drew Barden - City Admini

Fairfield, IA - Almost 3,800 homes. Serviced for over 10 years. Doug Reinert - City Administrator, 641)

Each of these communities use WM for every other week curbside service with 96-gal carts. There are many others we can refer you to if interested.

Finally, please note our attached recycling education brochures, which highlight what should and shouldn't be placed in the cart. And, our COI as evidence of insurance coverage. I've also included two educational pieces we prepared for a recent bid with the City of Ames – one for social media and the other a postcard we print and mail at our expense. These could be tailored for the City of Nevada and shared/mailed to residents to help prepare them for a successful service program.

Please reach out with any questions or otherwise confirm receipt of this Proposal and the supporting documentation.

THANKS!

Ammon Taylor

Municipal Marketing Manager

Heartland Public Sector Solutions

ataylo23@wm.com

Waste Management

Cell 515 229 3641

Waste Management renewable energy projects create enough energy to power more than 470,000 homes annually. Learn more at www.wm.com.



CITY OF NEVADA, IA

Solid Waste & Recycling Proposal
May 26, 2026

SUBMITTED BY

Waste Management of Iowa, Inc.

CONTACT

Ammon Taylor | Area Manager

(515) 229-3641 | ataylo23@wm.com | 201 SE 18th St. Des Moines IA 50317





May 26, 2026

City of Nevada, IA
1209 6th St.,
Nevada, MO 50201

Attn: Jordan Cook

Dear Jordan:

It was a pleasure to visit with you today. Thank you for the opportunity to submit this proposal to the City of Nevada. Based on our conversation, Waste Management of Iowa, Inc. (WM) is pleased to provide the following Proposal:

- ❖ **Every Other Week Recycling Service, with 96-gal carts:** Every home will be given one 96-gallon cart for recycling. Recycling would be collected every other week. All recycling must be in the cart for service. This would be \$5.20/home/month. We would bill the City of Nevada monthly for all homes in town. Whether a resident participates or not is up to them. This proposal is for a 7-year Contract. All prices will increase each year of years 2-7, on the contract anniversary, by the Consumer Price Index for Water, Sewer, & Trash (CPI WS&T).
- ❖ **Benefits for the City:** By recycling, you are helping to conserve natural resources. Plus, your residents get an incredible 96-gallons of disposal volume for only \$5.20 per month – a way better rate than they currently pay to dispose of the same materials in their trash cart. Lastly, you help support the other communities in your 28-E agreement area by reducing the volumes of trash being taken to the landfill.

Many utilities, by the nature of their infrastructure, impose fixed costs for residents regardless of their volume of use. This program is no different, but the benefits are certainly documented for those who do choose to recycle. Indeed, every major community in the Des Moines metro has implemented a similar curbside recycling program for a reason. Ames is now doing the same, at the price point of \$7.75/home/month. We are proud to provide a rate to your residents well below that and stand ready to help Nevada implement this great new service offering.

In addition to or as an alternate to the above proposal, we could provide a central location drop off for recycling, for \$325.00 per box hauled, plus tonnage. We estimate this would cost the city approximately \$1,575 total per month. This estimate assumes it would be monitored to prevent illegal dumping of trash and restricted to Nevada resident use only. We will not bid at this time a subscription model for recycling.

WM extends our appreciation for allowing us to provide this Proposal to Nevada. We look forward to your feedback, and if you have any questions or need clarification regarding our Proposal or the information provided, please do not hesitate to contact me.

Sincerely,

Ammon Taylor

Ammon Taylor, Area Manager
(515) 229-3641, ataylo23@wm.com | 201 SE 18th St. Des Moines IA 50317

New Every Other Week Recycling Service

Begins Thursday, July 1, 2026

We are proud to provide your community with every-other-week recycling with a 96-gallon cart.

Recycling is good for your community, and convenient, wheeled 96-gallon carts allow you to recycle more of the right materials - bottles, cans, paper and cardboard.

See the back side for more information.



City of Ames Resident,

Carts will be provided the last two weeks of June.

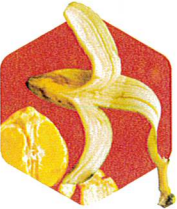
Recycling collection will begin July 1.

Service Guidelines

- Please place recyclables directly into your cart and break down cardboard. Remember these three simple rules each time you recycle:



Recycle empty and dry plastic bottles & cups, cans, paper and cardboard.



Keep food and liquid out of your recycling.

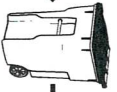


No loose plastic bags and no bagged recyclables.

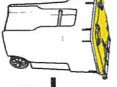
- No material outside the cart will be collected.
- Place your carts at least 3 feet apart and 3 feet away from any obstacles to allow the automatic arm to lift and empty the cart. Place the wheels of the cart toward your house.



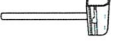
→
3 ft.



→
3 ft.



→
3 ft.



- Place your carts at the curb by 7 a.m. on your service day.

If you have any questions about this new service, please call the Ames City Hall at 515-239-5160.

Visit Your WM Service Community Page



Conveniently view your holiday schedule, manage your service information, contact our Customer Service team and more at home.wm.com/muni.



201 SE 18th St,
Des Moines, IA 50317

Exciting News: Your 96 Gallon Cart Is Arriving!

**Get ready for
automated recycling
collection with your
new 96-gallon cart!**

**Expect your cart the
week of June 22.**



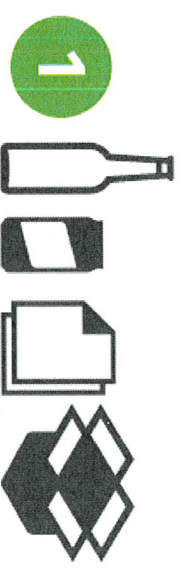
Let's work together to positively impact our community and the environment by placing all your materials inside the carts and securely closing the lid.

Thank you for being a great neighbor!



Let's get back to the basics of recycling.

Remember these three rules each time you recycle:



Recycle all empty plastic bottles, cans, paper and cardboard.



Keep food and liquids out of the recycling.



Empty recyclables directly into your cart - NO bagged recyclables.





Always Recycle



Plastic Bottles, Cups
& Containers



Paper & Paper Cups



Glass Bottles & Containers



Flattened Cardboard
& Paperboard



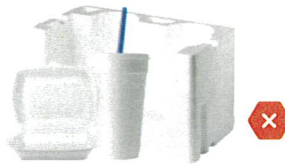
Food & Beverage Cans



Do Not Include In Your Recycling Container



NO Batteries, Power Tools,
Flammables or Hazardous Waste



NO Foam Cups, Containers
or Straws



NO Food or Liquids



NO Clothing, Furniture
or Carpet



NO Loose Plastic Bags,
Bagged Recyclables or Film

Empty recyclables
directly into your bin



NO Green Waste

