

City of  
**Gainesville**

ID # 200413A

Mike Heimbach  
Sustainability Manager  
Public Works Department

**Benefits of an Exclusive Solid Waste Franchise**  
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# Commercial and Multi Family Collection

Exclusive Franchise Necessary for Zero Waste

10/8/2020

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# Commercial and Multi Family Franchised Collection

## Current Status

- City Franchises Private Haulers to Collect Garbage
- Franchises are Fiscal Year to Fiscal Year
- No Limit on Number of Franchises
- Companies Need to Meet Minimum Requirements

# Commercial and Multi Family Franchised Collection

## Current Status

- **WCA**-Recently Purchased by Canadian Company
- **Waste Pro** -Florida Based Company that Serves the Southeast
- **Republic** -Second Largest Hauler in US
- **Florida Express** -Ocala Based Small Hauler

## Commercial and Multi Family Franchised Collection

Hauler	Percent of Customers	Percent of Waste Stream
WCA	63	82
WASTE PRO	19	7
REPUBLIC	14	3
FLORIDA EXPRESS	4	7

# Commercial and Multi Family Franchised Collection

## Current Status

- Wide Range of Pricing for Customers.
- Multiple Companies Often Drive to Same Location to Service Containers.
- Not Environmentally/Operationally Efficient
- Open Market Can Create an Advantage of Major Corporation over Small Company

# Commercial/ Multi Family Franchised Collection

## Franchise Benefits

- Reduced Traffic=Reduced Emissions
- Even Pricing for Customers
- Better Residential Pricing
- Flow Control Through Contract
- Multifamily Recycling Improvements
- Greater Control Over Vendors (Early Starts, Trash in Roadway)
- Uniform Containers and Messaging-Labeling, Color, etc.
- Truck Minimum Requirements (CNG, Age, Size)
- Ability to Address Unique Situations

# Commercial Multi Family Franchised Collection

## Flow Control

- Zero Waste Requires Flow Control
- Franchise Agreement Contractually Obligates the Vendor to Deliver Waste as Directed
- Current Process has Little Legal Strength

## **Commercial and Multi Family Franchised Collection**

## **Reduced Traffic Benefits**

- Same Truck Services All Dumpsters in an Area
- Fewer Trucks=Less Road Wear
- Less Truck Emissions
- Fewer Early Starts
- Increased Collection Efficiency

# Commercial and Multi Family Franchised Collection

## Even Pricing for Customers Benefits

- Eliminate Wide Pricing Differentials for Same Level of Service
- Eliminate "*Evergreening*" of Contracts for Medium and Small Business which Reduces Ability to Take Advantage of Competition Due to Automatic Renewal of Contract
- Eliminates Unsubstantiated Price Hikes, One Sided Agreements, Other Fees

## **Commercial and Multi Family Franchised Collection**

## **Control Over Vendor**

- Contractual Relationship is with City
- Formal Partnership Created
- Singular Contract for All Customers Creates Uniformity
- Staff Can Assist with Conflicts Between Hauler and Commercial and Multi Family Customer

## **Commercial and Multi Family Franchised Collection**

## **Multi Family Recycling**

- Represents Approximately 50% of Housing Units.
- Lack Consistency and Infrastructure
- #1 Complaint Received by UF Office of Sustainability

# Commercial and Multi Family Franchised Collection

# Multi Family Recycling

City has No Control or Input On:

- Type of Program (Dual or Single Stream)
- Location of Containers
- Type of Containers
- Number of Collection Locations
- Education/Messaging

# Commercial and Multi Family Franchised Collection

## Negatives

- Some Customers Will Pay More For Service
- Companies Could Withdraw from the Market for Other Services
- Poor Performance by Contractor Could Affect the Whole City
- More Difficult for Local Startups to Enter the Business

**Thank You.**