

## Arden Civic Committee Agenda

Wednesday, August 25, 2021

7:30 p.m. via Zoom Meeting

### Call to Order

### Approval of July 28, 2021 Minutes

### Priority Items

- Waste Hauling Contract
  - Waste Management vs. Trash Tech
- Encroachment Policy
- DelDot ADA Compliance Walkthrough
  - Path Barrier Removal
- Pre-Fair Sherwood Cleanup
- Bamboo Encroachment

### Remaining Agenda

- Administrative
  - September Meeting Date
- Roads
  - Remainder of Fiscal Year
  - Lower Lane Flooding
  - Orleans Road Overgrowth
- Projects / Grants
  - Water Management: Joint Meeting
- Permits / Reservations
  - Arden Club Fair Permit
  - IT / System Overhaul
  - Lock Combination Sharing
- Maintenance Projects (Status)
  - Signs (Meadow Lane request; old sign sale)
  - Trash Can Holders
- Tree Work
- Greens
  - Arden Club Conduit
  - Branch Removal
  - Aeration
  - Completed / Planned / Prospective
- Seasonal Contracts
- Miscellaneous

### Other Old Business

### New Business

### Adjourn

### Zoom Meeting Information

Meeting Link:

<https://zoom.us/j/480638694?pwd=SEE5dEZmN09jaFNQeUZCSE1OWIFsUT09>

Meeting ID: 480 638 694

Password: 537947

One tap mobile

+13126266799,,480638694# US (Chicago)

+16468769923,,480638694# US (New York)

This information is also online  
at [www.arden.delaware.gov](http://www.arden.delaware.gov) on  
the Civic Page.

**Attendees:** Steve Benigni, Carol Larson, Ed Rohrbach  
**Absent:** Rick Ferrell, Mark Wood

**Call to Order** Steve commence meeting at 7:26

**Approval of July 28, 2021 Minutes as presented**

**Priority Items**

- Waste Hauling Contract

The Steve Benigni, Jeff Politis and Alysion Wakelin of Ardentown met with Paul Beane of Waste Management and with Lou Matos (Account Executive) and Steve Sadler (Operations) from Trash Tech Two proposals are being presented for consideration. The decision is contingent on all three Ardens being involved and it's a combined decision. Historic general agreement that we wanted to limit the amount of trash trucks coming into the town.

The spreadsheet is a three-year comparison. The original

Bottom line the existing contract with Waste Management are offering new conditions and new increased prices. Trash Tech has responded with an offer with a much lower rate.

Waste Management Proposal						
Village	Home Count		Current Monthly	Current Rate Per Home		
Arden	236		\$ 5,800.88	\$ 24.58		
Ardentown	120		\$ 2,949.60	\$ 24.58		
Ardencroft	88		\$ 2,183.04	\$ 24.58		
<b>Total:</b>	<b>444</b>		<b>\$ 10,913.52</b>	<b>\$ 24.58</b>		
	Option 1	Option 2	Option 3	Option 4		
	Weekly Yard Waste (Fixed Price)	5 % Increase (YV Pass Through)*	Bi-weekly Yard Waste (Fixed Price)	Bi-weekly Yard Waste (YV Pass Through)		
Current	\$ 24.58	\$ 27.92	\$ 26.25	\$ 24.45		
Annual Approximated Disposal Cost		\$ 10,710		\$ 10,710		
Annual Actual Tons 2020/2021		128		128		
Average Use per Unit		10.9		10.9		
Average cost per home for yard waste		\$ 2.01		\$ 2.01		
Current	All Options: 5% escalator for years 2 & 3				<b>Arden Costs</b>	
					Yearly Total (Based on Option 3)	Vendor Differential Cost
<b>Est. Total Cost Year 1:</b>	\$ 27.92	\$ 27.33	\$ 26.25	\$ 26.46	\$ 74,340.00	\$ 7,080.00
Year 2:	\$ 29.32	\$ 28.69	\$ 27.56	\$ 27.78	\$ 78,057.00	\$ 8,779.20
Year 3:	\$ 30.78	\$ 30.13	\$ 28.94	\$ 29.17	\$ 81,959.85	\$ 10,603.72
Trash Tech Proposal						
	Proposal					
	Bi-weekly Yard Waste (Per Household Price)	Yearly Total (Based on Option 3)	Vendor Differential Cost			
<b>Total Cost Year 1:</b>	\$ 23.75	\$ 67,260.00	\$ 7,080.00			
Year 2:	\$ 24.46	\$ 69,277.80	\$ 8,779.20			
Year 3:	\$ 25.20	\$ 71,356.13	\$ 10,603.72			
Quote includes 10 additional homes above the 444 count at no additional cost						

Differential Cost: WM Weekly Yard Waste – TT Bi-Weekly:  
 Y1: \$11,809  
 Y2: \$13,756  
 Y3: \$15,816

Trash Tech collection of trash is over two-days.

Couple of options: One day pick up on one side of Harvey Rd, on second day the other side pick up on Harvey Rd.

Another option, collect one day Arden and another day the other two Ardens.

### **Proposal Differences:**

#### Price

WM quote is 13.6% increase over their current price plus 5% yearly. Their proposed contract includes a 5% yearly escalator compared with 3 % in our current contract.

TT proposal is a 3% escalator cap.

#### Waste Collection

WM says it is the driving force for the significant increase. They encourage Arden to move towards community wide composting.

TT is not offering a weekly yard waste pick up.

#### Costs based on # of households

WM will charge for 236 households

TT will grant all three Arden's 10 extra households over the 444 total that Waste Management uses. Gild Hall and BWVC is included in TT at the same rate as the leaseholds.

#### Increase price

WM is included in 5% (i.e., landfill increased).

TT will pass on increases when they incur them. Since landfill has not increased in years, they are not expecting any increases.

#### 64 Gal totes

WM will provide 64-gallon Totes upon request.

TT is not offering them but if given adequate notice they will try to accommodate.

Can use WM (if WM agrees) totes during transition or use permanently with a sticker.

#### Bulk Collection

WM weekly one single bulk collection up to 50 lbs.

TT will collect 1bulk item per month per request or they might designate one week per month.

#### Recycling Charges

WM None

TT None

Pet waste containers on the green

WM Yes (no additional cost)

TT Yes (no additional cost)

Bi-Annual Community clean up

WM Yes

TT No

Leaf pick up

WM

TT October, November & December in addition to yard waste collection.

Trash Tech currently contracts with Middletown DE for their household waste collection. Civic has requested Trash Tech to provide a letter of recommendation. They are also trying to contact Middletown officials to obtain a letter of recommendation from them. If the Village choose Trash Tech it would be conditioned upon not receiving a negative review from Middletown.

TT has two clauses that Steve thinks need clarification: 1) Disposal and operating increases and 2) Right of first refusal

### **Waste Management proposals (4 options)**

**Option #1 Weekly yard waste pick up** at a fixed price yr. 1 (\$27.92 1 per household). That's a 13.6% increase over what we are paying. In Yr. 2 (\$29.32 - 5% increase) and yr. 3 (\$30.38 increase another 5%).

**Option #2 Weekly yard waste pick up** If we want to manage yard waste by not sending too much, then they have a special price called a pass through. Start off at \$25.32 (fixed) and then (variable) based on usage. The estimate for the variable addition \$2.01 (how much they process) Total managed yard waste estimate \$27.33. We produce the same amount of yard waste we produce now. Yr.2 \$28.69 and yr. 3 \$30.13.

**Option #3 Bi-weekly yard waste pick** Fixed price is \$26.25.

**Option #4 Bi-weekly yard waste pick up** Pass through \$26.46(variable). Their variable was more expensive than their fixed price. Jeff verified the numbers with Paul who verified it was correct.

### **Trash Tech Proposal**

Bi weekly yard waste & recyclables with weekly household trash

**Bi-weekly recyclable** Flat rate \$23.25 per household compared with WM (\$27.92/wk. & \$26.25 bi-wk.) TT escalation is 3% (not 5% like WM) cost increase to (\$24.46 & \$25.20). Cost to Arden:  
WM Total yearly (based on options #3) (bi-weekly yard waste):

WM	TT	Differential Costs
Yr. 1 \$74,000	- \$67,300	= \$ 7,000 TT cheaper than WM (just bi-wk. yard waste)
Yr. 2 \$78,000	- \$69,300	= \$ 8,800 TT cheaper than WM
Yr. 3 \$82,000	- \$71,400	= \$10,600 TT cheaper than WM

**Differential costs:**

WM weekly yard waste

Yr. 1 \$12,000 more

Yr. 2 \$14,000 more

Yr. 3 \$16,000 more

Jeff - If the Village wants to stay with every week yard waste, there is only one company option and two pricing options. Question is - Do we want to stay with all the services that we have vs changing services? If everyone is open to changing services, then you have two company options. Steve believes that Trash Tech is mitigating that by providing one day each month of leaf pick up. Is it mitigating when it is not every week?

Clarity on the fixed plus variable rate (option 2 & 4) WM. Not sure if the 5% is on the pass through. He believes it is only on the service. It does not impact the cost significantly but Jeff will confirm.

**Group Recommendation (Not a vote)**

Waste Management vs. Trash Tech

Rick comments in an email

Rick could not make the meeting but sent the following statement.

After our last Civic Meeting I was inclined to stay with WM providing that the economics were within a few thousand dollars in an apples-to-apples comparison. Now however, I see that WM's economics are significantly higher than TT's and I would be inclined to go with TT.

Given the significant discrepancy in pricing WM is making it easier for me to see the upside in recommending the new provider to the Village

The group is leaning toward Trash Tech mainly because there is a significant amount of savings. They agree there is always a chance with a new company is a factor. TT has allayed many of Steve's concerns by his meeting with them and sensing that their operations person knew what he was talking about. Jeffrey will contact the other two communities.

Set up information Civic Committee meeting including the other two Ardens. TBD and posted. (Need to be prior to the other two Ardens town meetings.)

WM power point presentation copy follows minutes.

- Encroachment Policy

First issue: Civic believes they need a mechanism to handle situations where there is a leasehold transfer involving a non-safety related encroachment of a fence. Replacing a fence in the same place that was originally an encroachment was to use mechanisms of revocable license. Basically, if you replace the fence it must conform. Civic is concerned that if we continue using revocable license, then everything will be grandfather in and nothing will be conforming. Historically when a leasehold is transferred, the Trustees make sure issues are resolved before leasehold transfer. They would not allow a transfer until it was rectified or an agreement was in place to rectify it down the road.

Second issue: Ordinance #11 is considered Safety Committee responsibility to enforce but Civic does not agree. (Steve read into the minutes background on Ordinance#11 and why it is important. A copy is provided at end of minutes).

Steve recommends that whenever there is a leasehold transfer in which the Trustees notify Civic and Safety, that the two committees will informally review fences encroachments to determine if it there is or is not a safety concern. Jeff- Ordinance#11 was clearly defined as Safety Committee. Ordinance #11 allows for an appeal. If Safety indicates something needs to be addressed, it does not stop the leasehold transfer but it alerts the buyer that they are going to have a problem. The buyer can appeal. Safety Committee will notify Civic Committee and Community Planning together about the appeal. At that point Civic Committee is involved as is Community Planning and a decision would be made that would overrule Safety Committee or concur with it. If the person still does not agree, there is an appeal process that takes them to the Town Assembly. It lays out a process. Only the Trustees can stop a leasehold transfer.

Brooke read the following Ordinance#11

SECTION 5. The leaseholder or tenant may request an appeal hearing of the Safety Committee determination. The request must be filed with the Town Assembly Secretary in writing within thirty (30) days after receiving the Safety Committee notice. Such appeal shall negate Section 4 until after all appeal options have been exercised.

The appeal shall first be heard by a board of one member each of the Safety, Civic, and Community Planning Committees within thirty (30) days. If the result of the appeal to the board is not satisfactory to the leaseholder or tenant, the appeal may be heard at the next Town Assembly by filing a request in writing with the Town Assembly Secretary within seven (7) days after the decision of the board. The decision by the Town Assembly shall be final. All decisions of the board and the Town Assembly shall be transmitted to the leaseholder or tenant in writing

She points out it is a three-person board.

The Ordinance#11 is clear. It is written that Safety Committee is the decider unless there is an appeal process in which Civic will be involved.

- DelDot ADA Compliance Walkthrough  
Jeff and Steve did a walk through with DelDot. They will provide a report to discuss what it involved. They discussed removing the path barriers. The barriers were to stop children from riding into the street and to remove needs to be reconsidered.
- Pre-Fair Sherwood Cleanup No cost to Civic to clear the brush from one side of the parking lot.
- Bamboo Encroachment Pending till Danny makes arrangements which will come after Arden Fair.
- Sherwood and Hillside there is a significant branch hanging. They believe it is stable for the time being. Carol will have Ron take it down when he is doing other work. Not a safety issue. Ed will check it out.

### **Remaining Agenda**

- Administrative
  - September Meeting Date- Civic will move the next monthly meeting from Sept 22 to Sept 29.

- Roads

#### **2021 Paving Schedule**

The following is the proposed paving schedule as a follow up to our last Civic Meeting:

The proposed work will take 2 days to complete. The timing for this work is anticipated to be mid to late September 2021, if approved. The contractor has marked (in orange paint) the areas to be repaved which include:

Green Road between Cherry & Walnut - 4350 ft.<sup>2</sup>

Wind Lane - 1050 ft.<sup>2</sup>

Hillside Road across Harvey Road - 3900 ft.<sup>2</sup>

Intersection of Mill Rd. & Miller Road - 1350 ft.<sup>2</sup>

10,650 ft.<sup>2</sup> total paving

**Total Cost:** \$20,000.00 (45% of total is requested at start of work and balance in full at date of completion)

**NOTE:**

- There are obvious potholes in various areas that will be filled as part of the above pricing.
- In addition, in response to a resident's recent request to pave Lower Lane, our contractor estimates that this area is approximately 6000 ft.<sup>2</sup> and could be prepped and paved for \$12,000.00. Carol suggested that this work should be addressed in the context of the water management issues in this area, and I agree. This will give a sense of costs when we get to that area.

The group approved 2021 Paving schedule.

- Remainder of Fiscal Year
- Lower Lane Flooding not a priority.
- Orleans Road Overgrowth
- Projects / Grants
  - Water Management: Joint Meeting
- Permits / Reservations
  - Arden Club Fair Permit
  - IT / System Overhaul looking at reservation system. It will fix Civics reservation system.
  - Lock Combination Sharing
- Maintenance Projects (Status)
  - Signs (Meadow Lane request; old sign sale) commend Mark for putting up all the signs. To be discussed next time to add two more signs in area of Meadow Lane and to move a couple of signs to make them more visible.
  - Trash Can Holders
- Tree Work
- Greens
  - Arden Club Conduit approved
  - Branch Removal
  - Aeration Club to help with money since they use parking. Carol will schedule aeration.
  - Completed / Planned / Prospective
- Seasonal Contracts American. American Landscaping is planning to use horticultural vinegar to address tall weeds.

- Miscellaneous
  - Clane picked up sticks and charged for it. Think he missed some.
  - Carol has a bill from Wayne Hull for cutting branches back from the BWVC root because they had to work on the gutters.

## **Other Old Business**

## **New Business**

## **Adjourn**

# **Village Encroachment Policies**

- Civic Committee Chair has a conflict of interest with the issue under consideration.
- The first motion to revise Ordinance #11, dealing with encroachments on the rights of way, was placed in June 2009, with third reading and final passage in January 2010.
- The “Purpose” statement says that improper use of rights of way areas between leaseholds and paved roads and paths constitutes a safety issue that should be addressed by the provisions of the ordinance and enforced by the Safety Committee. Previously, the Civic Committee was charged with enforcing the ordinance.
- Section 1 states the practical criteria by which violations and encroachments can be judged. (Road step-off, roadside parking, safe visibility)
- As a safety-related ordinance, it does not refer specifically to non-safety related encroachments, such as fences along rights of way.
- Prior to the enactment of the revised ordinance, discussions were held within and between the Civic and Safety Committees.
- There are references in Town Assembly, Advisory Committee, Civic Committee, and probably also Safety Committee minutes as well as email communications regarding the intent of the revisions and the subsequent responsibilities of the two committees.
- There is some remaining disagreement regarding how certain right of way encroachments should be handled. Everyone that Civic has consulted on this issue obviously has the well-being of the community at heart, and we appreciate the background information and expressions of concern.

- At issue is the responsibility for addressing right of way encroachments of fences that do not pose a safety hazard. Had this responsibility been transferred to Safety by the revised Ordinance #11, or did it remain with Civic because the situation does not apply to an ordinance that is specifically designated as a safety ordinance?
- **Question:** Is this a matter for the Governance Committee being formed by Community Planning?

### Why is it important?

- Suppose a pending leasehold transfer involves an encroaching fence that does not pose a safety hazard and that the fence was not erected by the current leaseholder. The leasehold may or may not have one of the four existing “revocable licenses” issued during a previous leasehold transfer.
- Under current practice, the Trustees inform the committees of the upcoming leasehold transfer. Unless one of the committees’ objects, the Trustees “grandfather” the existing encroachment, and the fence is allowed to stay. The village doesn’t want to surprise the buyer at closing.
- None of this is a problem if the village doesn’t care if existing encroachments carry on in perpetuity, even if the new leaseholder decides to erect a replacement in the same location or does not maintain the area in a “neat and orderly fashion.”
- If the village wants any replacements kept out of the right of way, can it simply tell the leaseholder that the new construction is an illegal encroachment and must be removed from the right of way? Or does it need an instrument like a “revocable license” which was introduced by the Civic Committee and the Village at the time of the ordinance revision?
- Only four revocable licenses have been issued.
- Are revocable licenses legal? Civic has been told that Steven Threefoot likely consulted an attorney at the time.

### Background Documents and Communications:

- **Ordinance #11:** <https://arden.delaware.gov/home/ordinances-town-charter/>
- **Civic Committee Minutes (Nov. 2008):**  
ORDINANCE NO. 11 AND REVOCABLE LEASE  
Sue reported that Ordinance No. 11 had been discussed at the recent Advisory Retreat. The Advisory Committee recommended that if Ordinance No. 11 is to be enforced by the Safety Committee, it would have to be revised so that it would be about safety only and enforceable. The language needed to be changed in some areas so the provisions could be consistently applied. Sue said she would work with the Safety Committee to revise Ordinance 11. The part of Ordinance No. 11 pertaining to issues other than safety would

have to be addressed separately. Sue said that the Revocable Lease had been devised because of the boundary issues on the rights-of-way, which are not safety issues. If the Civic or Forest Committees felt that an encroachment was not causing a safety issue, a Revocable Lease could be issued. That would protect the interests of the Village and require that the leaseholder maintain the area. The Trustees were very concerned that Revocable Lease should only be issued at the time of lease transfer, since that is the time when a full survey is made. The Trustees wanted to be sure that the policy would be applied consistently and fairly. Greg Morrison felt that safety should be the determining factor in dealing with an encroachment, not simply a location. Greg felt that greenery in the in the rights-of-way was a good thing for the appearance of Arden, and he was not in favor of cutting down hedges and trees to simply push a leaseholder back to the surveyed boundary.

- **Town Assembly, Safety Committee, Minutes (June 2009):**

- 10.1 Safety Committee

Denis O'Regan presented the Safety Committee report. Copies of Ordinance 11 were distributed. (See Attachment 1) Six to eight months ago it was discussed that Ordinance 11 was not written best for what it needed to accomplish in the Town. The Committee decided to separate those sections of Ordinance 11 that deal with the "right of way" in Town and how they are used and split the responsibilities between the Safety and Civic Committees. Civic will be responsible for any right of way which involves woodlands and greens. Any right of way that borders a roadway will be Safety's responsibility. Ordinance 11 has been rewritten and will be read at three Town Meetings. Tonight, is the first reading. At the third reading, if it has not been amended, Ordinance 11, as it is written, will become the new Rule of Law in Arden. In the last version of Ordinance 11 from 1992, the wording was a little looser than Safety thought it should be. Wording was added to Section 7 to ensure that a survey was done by a licensed surveyor. The wording change is: "unless evidence is presented to the contrary in the form of a property line survey prepared by a licensed surveyor." Denis said the first thing the Safety Committee wants to go after are the intersections where there is a significant safety issue – where automobiles, cyclists, and pedestrians should be able to see up and down the road before getting into the road. They will first address the 6 intersections that were read into the Minutes at Town Meeting about 9 months ago. Then, as it is the sense of the community, how do we want to proceed on the right of ways throughout the Town where leaseholders have encroached on the right of ways? This is the same Ordinance 11, but with more weight put on the Safety Committee. Rodney Jester asked if leaseholders would be reimbursed for surveys done and found not to be encroaching on the right of way. Denis replied that, at this time, the Safety Committee does not have the funds to reimburse. However, New Castle County does have an Instant Ticket that deals with obstructions on highways. Sue Rothrock mentioned that New Castle County's Ordinance on corners and intersection requires a 25' line of vision and that our Ordinance is much more lenient. Connee McKinney expressed concern regarding enforcement and support from the community for enforcement. Elizabeth Varley asked that we take this written revised version of Ordinance 11 as the first reading of the new Ordinance.

- **Town Assembly, Safety Committee, Minutes (Jan. 2010):**

- 9.2 Safety – Denis O'Regan

Third reading of the proposed changes to Ordinance 11. Since Denis did not have paper copies of the proposed Ordinance 11 available for the Assembly to have in hand Steven proposed tabling the third reading until the next meeting if it was the sense of those present that they needed to have a copy in hand. There have been no changes since the last reading. Denis said that the change that is being made to the current Ordinance 11 is that the Safety Committee is taking over responsibilities that were performed by the Civic Committee in enforcing right of way safety issues. Denis read the sections of Ordinance 11 (Attachment 5) that contain the changes. Questions: Ed Rohrbach asked, when work has to be done to make a right of way safe, for what is the offender billed. Denis read that it remains the same, as it has been since 1992, a violation shall be punishable for no less than \$25 and no

more than \$100, in addition to the cost of the work. **MOVED We accept the new Ordinance 11 Seconded New Ordinance 11 Passes.** Ayes have it.

- **Email from Susan Rothrock to Civic, Safety, and Forest Committees (Sept. 2013):  
(A communication of how Civic Committee understood the intent and the implementation)**

The Trustees used to deal with all encroachments before, or let's say, at settlement of a house. The buyer would find out at settlement that they would have to remove fences, sheds, etc. at their expense or with some nominal money paid by the current homeowner. This not only brought much animosity and grief to the new homeowner, but many times the encroachments had to deal with Village land, not another leasehold.

The Trustees do not make decisions on Village land, only the Village government can do that. However, this meant that we as a Village really have no way to enforce anything, so it had to be in cooperation with the Trustees who could withhold the signing of lease transfers. This is one reason we insisted upon having staked surveys before lease transfer with enough time to look for possible encroachments to be discussed with the current and prospective leaseholder. Civic and the Trustees worked together with encroachments. The new Revocable License from Civic, which was written after much discussion, made it possible to move forward without penalizing people for owning a property that had a forty year old non safety hazard encroachment on it.

The next chapter of encroachments begins when Safety became responsible for Ordinance #11. It seemed that Civic had all of the issues in town to deal with, so we started switching those issues that actually belonged to another committee. Ordinance #11 was one of those because the purpose stated that it was to promote safety. Ordinance #11 was what we used to enforce right of way issues. It is a very important document and should probably be given out as a reminder to all leaseholders.

SAFETY (for safety issues), CIVIC (for right of way encroachment not involving a safety issue), FOREST (for encroachment into the forest), AND THE TRUSTEES (for enforcement of the Village Committees decisions) SHOULD ALL WORK TOGETHER BEFORE A LEASE TRANSFER TO BE SURE THERE ARE NO ISSUES. The Revocable License should be included with all documents at lease transfers that have an issue. The existing Revocable Licenses should probably be reissued with Safety as the signed committee since Ordinance #11 has been moved to Safety

**Village of Arden, Ardentown & Ardencroft**  
**Service Proposal: Trash, recycling, and yard waste collection.**  
**Presented August 2021**

### Why choose Waste Management?

- ▶ **We share the Ardens' values**
  - ▶ **Waste Management is committed to sustainability**
    - ▶ Our fleet of vehicles consists almost entirely of trucks powered by clean-burning compressed natural gas
    - ▶ We endorse zero waste practices
    - ▶ We encourage efforts that promote proper recycling practices
    - ▶ We support your commitment to maximize landfill diversion outcomes
    - ▶ Our pricing is aligned with our shared sustainability principals
- ▶ **We know the Ardens' roads**
  - ▶ **Committed to preserving your lands**
    - ▶ Our team has a unique insight into the complex nature of your streets, your valued public lands, and your mature and carefully cultivated tree canopy
    - ▶ Waste Management has more than 10 years of experience in providing for the Ardens' essential waste collection services
    - ▶ Our drivers respect the sanctity of your protected space and carefully traverse your lands and property to limit our footprint and ensure no damage is done to your greenspace

Our team has navigated your roads more than 2,000 times!

- ▶ **We value loyalty and partnership with the Ardens**
  - ▶ Waste Management is proposing pricing that limits the fiscal burden on the Villages in order to maintain our continued partnership
  - ▶ Our team has long-established relationships with the leadership of the Villages
    - ▶ We have dedicated the time and resources to build trust with the Chiefs and the residents whose interests they represent
    - ▶ The Villages have a single point of contact at Waste Management who serves to ensure that the interests of all parties are considered, valued and well-protected
    - ▶ Waste Management has cultivated familiarity and trust with the residents of the Villages that is only established through long-term partnership
  - ▶ **We value our people**
  - ▶ **Waste Management understands the value that well-trained, safety conscious, and seasoned drivers represent to our success.**

- ▶ The logistics/transportation industry as a whole has suffered significant loss of qualified drivers during the pandemic; these effects have continued to impact the waste industry, so we have taken action...
- ▶ **Pay Enhancements**
- ▶ In an effort to retain our existing team and attract new talent at Waste Management, we offered significant pay increases to our driving team in 2021; this has enhanced our position of one Fortune's 'Most Admired Companies' and secured our place as an employer of choice in the waste arena.
- ▶ **Educational Opportunities**
- ▶ Waste Management also developed one of the most attractive education programs to further up-skill our existing team members. The program allows employees and their families to pursue certifications, associate's, bachelor's, and master's degrees in multiple fields of study.

### ▶ We offer competitive pricing

- ▶ Waste Management carefully developed two pricing options that ensure that the Villages continue to benefit from our proven service delivery model
  - In the spirit of partnership, we are offering the Villages total transparency in how we arrived at the proposed rates. Outlined below are some of the inflationary and other price influencers that impact the price for the services you have requested...
    - ▶ **Cost Drivers:**
      - ▶ Labor – We pay our drivers wages that attract and retain the best talent;
      - ▶ Diesel – The price of diesel gasoline has nearly doubled
      - ▶ Consumer Price Index – this economic indicator has increased by 4%
      - ▶ Oil – Increased by 24%
      - ▶ Natural Gas – Increased by 36%
      - ▶ Plastics - Resin / HDPE is up 61%
      - ▶ Steel – Steel costs have increased by 176%

### **Competitive Pricing (Cont.)**

#### **Option 1\***

- ▶ This option includes weekly trash, weekly yard waste, and biweekly recycling collection at an all-inclusive fixed rate.
- ▶ Rate per Home: \$27.92

#### **Option 2\***

- ▶ This option includes weekly trash, weekly yard waste, and biweekly recycling collection at a fixed rate for trash / recycling and a variable rate for yard waste based on tons of material generated.

- ▶ **Rate per home: \$25.32**
- ▶ Additional costs vary depending on how much yard waste is generated each month. The concept is designed to encourage internalization of yard debris.
- ▶ Estimated cost per home based on previous tonnage generated is \$2.01 per month.

### Option 3\*

- ▶ This option includes weekly trash, bi-weekly yard waste, and biweekly recycling collection at an all-inclusive fixed rate.
- ▶ **Rate per Home: \$26.25**

### ▶ Option 4\*

- ▶ This option includes weekly trash, bi-weekly yard waste, and biweekly recycling collection at a fixed rate for trash / recycling and a variable rate for yard waste based on tons of material generated.
- ▶ **Rate per home: \$24.45**
- ▶ Additional costs vary depending on how much yard waste is generated each month. The concept is designed to encourage internalization of yard debris.
- ▶ Estimated cost per home based on previous tonnage generated is **\$2.01** per month.  
\*Years 2 and 3 will have a 5% escalator to ensure that our operational costs are covered and no modifications to terms and conditions Are necessary

### Other service enhancements that distinguish Waste Management

- ▶ **Biannual Community Cleanup Events:** Waste Management will commit the resources to support the three communities' cleanup efforts by offering each community rolloff dumpsters free of charge twice per year.
- ▶ **Yard Waste Carts:** Waste Management will commit to providing one 64 gallon rolling toter per household for the purposes of yard waste disposal. These carts will be provided upon the expressed request from the homeowner and will be furnished without charge. The carts will serve to:
  - Unify the aesthetic of the community
  - Further support landfill diversion efforts
    - Deterring residents from using bags for their yard waste
    - Mitigate incidents of commingling trash and yard debris
- ▶ **Bulk Collection:** Because Waste Management and the Ardens have enjoyed such a long and successful partnership, we avoid being overly prescriptive in how bulk is collected.