

CITY OF MACCLENNY
Public Hearing
November 13, 2012
5:00 p.m.

The City Commission met in special session, Tuesday, November 13, 2012 with the following present: Mayor Gary Dopson, City Manager Gerald Dopson, Commissioners Tommy Johns, Richard Johnson, Phil Rhoden and Floyd V. Bennett.

Mayor Dopson called the special session to order. Commissioner Phil Rhoden opened the meeting with prayer, followed by a pledge to the United States Flag.

Mayor Dopson opened the meeting and recognized Mr. Frank Darabi, City Engineer to give a status report and answer questions regarding the solid waste bid process. Mr. Frank Darabi gave an introduction as to what we have been doing, why we are here and what we are hoping to accomplish. He stated the City of Macclenny has provided garbage pickup for its citizens for a considerable amount of time. He has done some cost analysis for the City as to what we are doing. This was done 3 or 4 years ago. He spread out each year what the rates have to be in order for us to renew our equipment and be able to serve the community. At the same time, the cost of transporting garbage and picking it up has continuously increased because of fuel costs, wages and everything else increased. At the same time, because the current system requires the man to pick up the garbage and drop it in, there are also some health effects such as injuries and things that increase the costs. So we looked at the cost a while back and we made a decision to go to a system that utilizes curbside automatic pickup. This required buying of new containers, appropriate trucks and spending of capital funds. He had prepared a spreadsheet showing annually what the cost increases would have to be for us to be able to do that. That plan was adopted by the City and although we did not raise the costs every year the way it needed, nevertheless, this is the one that we worked on and we were ready to start experimenting with it a neighborhood at a time and getting into this business. At the time, he felt the costs of going to a private company would be similar or not much less. He was not involved but a representative of a company came to the Council and asked that you give them a chance to bid it. The Commissioners asked that he prepare a bid application submittal and we had to be specific about what we wanted and what we didn't want. He was pleasantly surprised that the rate Advanced Disposal submitted was substantially lower than the other two bidders. In fact by half and basically by about a half lower than what he thought the City could do. This is for strictly one area, garbage collection from residents and commercial. The other aspect is that we provide other services which are yard waste and trash. Those we will keep the same way. The City will take care of that. As for recycling, we are not into that yet and we will allow folks to recycle through New River that provides this service to member counties. It's a drop off center. We encourage folks to do that because we will eventually need to go that way as well. We had a meeting with the City Commission, there were some questions raised and we met with the apparent low bidder and discussed with them some of our concerns such as timing with the holiday season coming up. It may not be the best time to make these changes. If we do make the changes, how do we go about it? How do we get notification back and forth if somebody moves out of a house? Do we still service it or not? How do we handle handicapped? How do we handle other issues? How do we let people know how this project works? We had a meeting with Advanced Disposal and came up with some understandings of what to do about the issues. The City has not decided which way we are going. We are just looking at it. We have not signed a contract. We thought it would be good to have public input as to what are their concerns and how we can make the service work. There are two separate service types: one is residential and one is commercial that does not have a substantial amount of garbage like an office building where people don't have a lot of garbage. But when you get to big grocery stores or whatever that is totally different. That goes into a different category. Apartment complexes, rental places again that is a different category. For each category, we have a specific way of how to go about doing it. The idea is that each resident will get something similar to the garbage cans in the council chambers free of charge. It will be labeled, have instructions and they will be told what day of the week will be their service day. We have spoken with the company management and they are going to go door to door or leave it there to explain with a phone number to contact where it goes in their yard or driveway because each one is different where we will put it. For handicapped folks, they go and pick it up for

them. There is communication we have established to determine who is handicapped or has other issues. This is the particular container but if you need a smaller container, we can give you a smaller one. This is the one that will be provided to everybody. If it is damaged or stolen, we will address that on a case by case basis. After two or three years if it is damaged, we can replace that but if someone keeps losing it, we are going to have to say okay you have lost it twice and we have to do something about it. We will have a procedure. He guarantees most folks, even though they don't like to have it smelly or whatever, can get by with one of these a week. Most cities are going to once a week. It used to be twice a week but the choice is: Are you willing to pay for it? If we stay to twice a week, our costs will go substantially higher. We were intending to go once a week even if we did not privatize. That was intended from day one. We couldn't afford it and folks could not pay the extra costs. So this is the answer. Our costs would be substantially higher. He has the number at \$32 or \$35 and going higher. We can't afford that and most people don't want to double their costs. We have also called around to other cities. Most of them are doing that and we are comparable. Even after doing all this, we are comparable. Are we going to save some money? We don't know yet. Let's go into it and find out. If after 1 or 2 years there is a savings, it goes into an enterprise fund. That means the money that comes in cannot be used to do something else. The money that comes into the garbage system stays in the garbage system. They can't use it for any other purposes. If that kitty builds up then rates can in fact be reduced and will be reduced. It is too early to say right now. One of the disadvantages of cities and counties getting into the privatized business is that you normally don't get back in. Once you are out, you are out. We don't want to be held to not just this company but any other company. If they want to push their rates too much, we want the option to go to plan B and go back to where we were doing things our own way. That way everyone stays honest with each other. This is not directed at this particular company but he was saying in general. He said these were the issues. He was sure in the beginning, they are going to have a number that folks can call and complain. We will communicate from the City. If someone calls to the City, we will transfer the complaint to them. Even when they call them, we will know that the complaint is going on. The two representatives of Advanced Waste, who is the apparent low bidder, are here to answer any questions. We haven't signed the contract. We haven't signed an agreement. We would like to have your input. If you are a small business or whatever, we can deal with businesses a little differently than homeowners. If your particular business has particular needs, we don't have a problem of dealing with the type of services you need. The homeowners are all going to be pretty much the same. The City will still manage the yard waste. With that introduction, he will respond to any question anybody has. City Manager Gerald Dopson stated one of the things he wanted to clarify a little further was that the containers are going to be available to the small businesses as well which would require the number of pickups that would service that small business to be managed. Not everyone requires a dumpster. The small business will not be required to go to a dumpster because of the lack of volume but serviced as needed. Mr. Darabi said that was what he meant. Small businesses that do not generate a substantial amount of waste will probably be provided one of these containers as well. When you go to a grocery store, 7-Eleven or whatever and they have more waste then they will assign them a larger container for the purposes of that particular business. It's up to the customer. If that's all you need, you got it. If you need some more or need twice a week service, we will manage those because businesses are very specific as to their needs. We have rates there if you want once a week, we charge you once. If you want twice, we charge you for twice. At some time, the cost may be higher than just getting a different container. Those are the decisions that will be made. We will provide all the information so you can decide what you want based on the service you have. Your level of service will be the same if not better. Mayor Gary Dopson said he was hoping he could see the figures if we buy the truck and containers and operated it ourselves if we decided to stay in the business ourselves. How much money are we talking about? City Manager Gerald Dopson said we were asked by several of the Commissioners to do a cost analysis if the City kept it in house and we went to once a week service and assuming we bought the truck and made the capital improvements to the point of what Advanced is offering. We tried to go through and get a cost comparison even though we know it's not exact when we have been picking up twice a week and paying quite a bit of overtime to our solid waste collection crew because of the additional hours it takes to get around to do that. We tried to reduce our overtime cost to what we thought would be a more reflective cost if we went to once a week. Then we reduced our operating supplies if we are doing it once a week. We factored in our solid waste department budget of \$122,000 for a new grappler truck which we use to collect yard debris. Then he factored in the \$300,000 in reserve for the purpose of buying a truck. Then we factored in another \$300,000 we would have to borrow for the commercial dumpsters and a truck with the forks

that is a one man operation for the commercial side. He amortized that amount over the five year period which this contract represents. He came up with a figure of \$248,500. In the contract proposed budget, we actually tried to detail that out between how many commercial and residential customers we have and then translated Advanced Disposal numbers and applied that and came up with \$362,817. Also as part of the contract, Advanced was going to pay the City \$12,000 annually for the franchise fee. He subtracted \$12,000 from the contract cost to the City and came up with \$350,817. Then we have to consider, we are still running the grappler truck, picking up the yard debris, operating the burning at our limb disposal site and maintaining our collection of materials other than limb & yard debris. He added up the salaries in this figure and also operating costs of dumping, which we are responsible for if we approve the contract or not for disposal at the New River Landfill. This came up to be about \$124,500. There looks like there is a real dollar savings of about \$35,000 per year. He said when we went into this thing, we had got some contract prices about 4 or 5 years ago and they were not able to touch what the City of Macclenny was doing this for. An Advanced representative came and asked that we bid out the cost and we told them we had been that route before and no one could touch what we are doing it for. They requested the chance and we took it before City Council. We owe it to the people we serve to look at the options. They came up with an excellent bid that we all feel good about. We have called and checked on their other customers which is a good way to check customer relations. That will always remain a priority with us. Servicing our customers is a top priority. They have high marks in that area. He would like to point out that there is about \$35,000 less on the contract than what the City could do it for. For us doing this service for a number of years and other counties and cities have done the same, there has got to be some reason why they are getting out of the solid waste collection business. It seems like there have been changes in particularly in small cities where we are keeping work force available all the time and meeting the daily demands it requires. It seems like it is more pressing as years go by. He thought after looking at the actual figures there are some contingent type things we need to think about. Right now, the City only has one CDL driver and two non CDL drivers that work on the back of the truck available to do that job. If we keep the job in house, we have to have another CDL driver plus probably another CDL driver as a backup to those. Logistically, what do we do with the two that don't have the CDL licenses? We will have to hire somebody at a higher salary. That is an issue to think about. If we do spend the money to buy the equipment, we will have one truck for small canisters and one truck for the collection of the dumpsters. If we have a breakdown, which will occur, it will interrupt our continuity of service which is very important. We would have to either lease a truck which could be a day or two to get a truck on call. Advanced has another truck to replace theirs if it has a breakdown right there. That is the advantage of being in the solid waste business. We try to service our customers the best way they deserve to be serviced. It is becoming more difficult. The third thing, for the last several years the economy has been in a down turn for some time with what is going on with taxable dollars and operational cost and trying to maintain service and trying to operate with less money has been the name of the game. We should do that. If we have less money, we should do that. Looking back at the profile, three years ago we had a surplus of money. Last year, we were about even and this year, we are looking at being in the red by about \$100,000 in our operational budget. If this continues for long, we are going to be in the position to make further cutbacks on our expenses. If we keep in the business, we are going to spend the \$300,000 we have in reserve and have to borrow \$300,000 to do that. It is important for us to have some reserve money that we can keep in reserve in case this thing does not work out down the road. Then we have the reserve sitting there. We can go ahead and do what we had originally decided to do with the reserve monies. These are the things he wanted the Commissioners and public to know when making the decision. Mayor Gary Dopson opened the floor for the Commissioners comments. Commissioner Phil Rhoden said he had the pleasure of meeting the representatives from Advanced Disposal. He said he was not a fan of out sourcing but it did change his perspective. He felt like the flea trying to tell the dog which way to go looking at the size of their corporation and the number of customers they have. Their corporation is made up of individuals just like our community and after meeting with these two individuals, he is a lot more at ease over this process if this is the direction we choose to go. Our representatives are two honorable men. They gave the right answers. He point blank asked Myron Thomas, General Manager of Advanced Disposal to tell him what they could do better than we can do it. Mr. Thomas said he would not tell him that and he was very upfront. They have a good quality staff. Mr. Thomas told him they were certainly not perfect but when there was a problem he would be on it. Those are the things we want to hear and need to hear but without a doubt he is not just telling me what I want to hear. The number of years they have been in business and the references we have

called on confirmed everything about this corporation. He was sure they are just one of many good employees they have. He has the confidence in the two individuals here tonight from Advanced that if we choose to enter into a contract, we are going to be pleased with the service end of it. As for the cost, he felt that Mr. Darabi had covered that and he felt positive if this is the way we go. On the other end, he still has concerns with the numbers that the City Manager, Gerald Dopson provided today. We are trending upward by going with a private contractor. We are going to lock this in with a set fee and a cap on how much it can increase. We still have to negotiate to something we are both agreeable to. We will know what our costs are going to be where right now we don't. As the City Manager said, we are trending in the wrong direction in a market we can't have escalating costs. Having said that, when he looked at the breakdown, we are pulling out of our local economy about an estimated \$44,000 that he sees between the gas, fuel, tires, our ancillary costs here at the hardware stores and the repairs. So we would be pulling that out. He said there was some discussion on them retaining our staff but if we do go this route and eliminate positions, we are talking about eliminating local salaries of possibly \$142,000 per year. That trickledown effect comes into play in our community. He was saying this more for thought than anything since he was sitting there tonight without a made up mind. He thought that was what he was supposed to do because he wanted to hear from his constituents but the bottom line is there are two sides we have to look at and see what savings would be generated and if it is the best direction. He does not have the answer at the moment. For the preliminaries, this is what he sees after running the numbers. He said he was looking at a man in the audience the City spends money with in the community, Mr. Phil Duval, and we need to think about that as we make the decision. We do answer to all the citizens. He wanted to leave the thought that he does not have any concern over the corporation. We are dealing with good people and a good company. Mayor Dopson said it concerned him that their bid was roughly half what the other two bids were. Does that mean you can really do it for that price or were the other bidders trying to make a lot more profit? Mr. Dave Shepler, District Manager for Advanced Disposal said that was a fair question. He said he was the one that was here and asked for the bid process for the service. He said the company has made a strategic decision to come here and do business. The company is already doing business in Baker County and they have efficiencies in place because they are already operating here. He introduced Mr. Myron Thomas the General Manager of the facility located in Callahan. We are not as far away as the other companies are and we made a strategic decision to come down here and operate. We were able to do it at a cost we can live with and he assured the Council that they would be pleased with the service. He assured the Commission if one thing his company does is service the customer. Service will not be an issue. We will have some growing pains out of the gate and we will get them fixed and move forward but long term service will not be an issue. They grew the company in 12 years. In 2000, they had two trucks. Now they are over \$350 million in revenues. It was grown account by account, municipality by municipality. Are we half of the cost? He didn't know what all the numbers added up to be. He knows they weren't half the cost on the residential side and was not sure on the commercial but if that's what it was then that's what it was. They can service it for that rate. He guarantees that. Mayor Dopson opened the floor to the audience. Mr. Ricky Smith asked if these were amortized cost over five years. The \$248,500 is that for a new truck over five years so that would be 1.25 million. City Manager Dopson said no the \$248,500 includes the \$122,000 to compare to the existing budget. That will go away after this year on both sides of the ledger. We are going to pay cash for the grappler truck. That is factored in to the actual true amortization of the comparable equipment is \$1,248. Mr. Smith asked if the City was to continue providing their own services, next year the operating requirement would be \$122,500. City Manager Dopson said that was right. Mr. Smith said the \$748,000 isn't a running budget for buying the new equipment. City Manager Dopson said that was correct. Mr. Smith said then the \$35,000 isn't seen as a savings if we continue to operate ourselves because next year's budget is less by \$126,000. City Manager said yes but on the contract side that \$126,000 goes away too. So it will be a \$35,000 savings. Mr. Smith asked if the \$35,000 was going to be put into reserves so that if the price rises on this contract too much for us to eat then we could provide services ourselves. With \$35,000 savings, we would have to be able to operate under the contract for about 10 years before we had saved enough to buy a truck. City Manager Dopson said right now we have \$300,000 in reserve to buy a collection truck for the residential and provide the canisters. Then if we go with the commercial dumpsters and what this contract is providing us then we would have to borrow another \$300,000 to buy that truck and those dumpsters. We have \$300,000 in reserve now. Commissioner Rhoden said that money would stay in reserve and the additional \$35,000 would be added to that if all this comes out. That money will be added to the \$300,000. Mr.

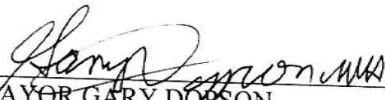
Smith asked if in two to three years of operating it is growing faster than we can really swallow then we can move those funds back to get into business. Commissioner Rhoden said yes. Mr. Phil Duval said he does not have a dumpster but containers due to the size of his property. Now they come twice a week and the two containers that they have are slam full with garbage on top and cardboard boxes beside it. He doesn't know if he could stand once a week pickup. Even if he had two containers, he doesn't know if he could stand once a week pickup and wanted to know if they will pick up the cardboard boxes. With everything that goes with his business, he sells rims and tubes and everything else that comes in boxes. He has a lot of cardboard boxes and that is a question that he has. The next thing is like Commissioner Rhoden said, he does have the opportunity being in the tire business to do some work for the City and now that will be gone. He is concerned about that. His biggest concern is about the trash pickup. He understands the City has to do what's best for their business just like he stands there and has to do what's best for his business. The other issue is he owns a trailer park within the City with six rentals and he owns a beauty shop and if someone is getting a free container and they leave and take the container with them, who is going to replace that. Is it going to fall back on him? Who is going to replace it? That is an issue. He feels like before long other people are going to run into this that has rental properties. Those containers are going to go missing. Even for the residential people, at some point in time someone is going to steal one and take it to the hunting camp or to the woods or somewhere. It's going to wind up with one of ya'lls containers missing and who is going to be responsible for the out of pocket money to replace that container. He said Mr. Darabi said earlier that if it is a limited basis it would be replaced but if it got to be an ongoing issue it would be addressed. He has a concern about an ongoing issue with rental property and rental people. He can't chain them down because they can't pick them up and dump them. So where do we go from there on that issue. His other issue is the trash pickup at his business. He is concerned with once a week pick up. He is going to be overwhelmed. Where is he going to put all this trash? Mayor Gary Dopson asked Mr. Frank Darabi or Mr. Myron Thomas from Advanced Disposal to answer the question. Mr. Myron Thomas, General Manager of Advanced Disposal said they were legitimate concerns. We have a truck that will be picking up residential garbage three days a week. We can certainly provide that service to you three days a week regardless of how many cans you want. We can go up to three days a week. Tuesday, Wednesday and Thursday is the way we have it scheduled out. We will be as flexible to meet your needs as we can be with what we have available. He also has a truck in Baker County that is here but the problem is that the City of Macclenny is paying disposal but if it means making you happy, he would put that garbage on his truck and eat the disposal cost if you need that extra service. He doesn't have a problem with that. His plan is going to have a truck in Baker County five days a week somewhere either in the County or servicing the City. Sometimes we will have two trucks up here servicing and he has no problem working with Mr. Duval. He understands it is not a one size fits all. Mr. Duval asked if there would be an additional cost. Mr. Thomas said it was per cart per dump. If you need two carts twice a week you are charged for the amount you use. The City has those figures. Mr. Duval said he is paying a flat fee now and you are saying if he needs more service the cost is going to rise. My cost is going up and is that fair because he generates a little more trash. Mr. Thomas said he did not know what his costs are. He only knows what the costs for Advanced to the City would be. Commissioner Rhoden said they have discussed this but have not come to an iron clad cost. The anticipation is that you won't see a replication in costs. If you were paying \$17 you won't see it jump to \$34 as an example. We are not trying to do that. We will look at true costs of what it costs to pick that up and he did not want to say profit but there are other intangibles that make it go to \$17. If we are talking about \$5 or \$8, there are things in that costs that won't be replicated it will strictly be a manual thing. You won't see it go drastically up. Mr. Frank Darabi, City Engineer said that we did not request them to bid it 50 different ways. Every business is different so we have a specific bid for an amount. It may be two or three guys like Mr. Duval in this town. For those three or four, we will work with you the best we can handle that. However, life as fair as it is, the more garbage you have the more we have to pay New River because they charge based on tonnage. That is fairness of life, so far this hasn't happened. We are doing the best we can but it is based on tonnage. It costs more. It costs the City more. It costs everyone more. His suggestion would be that Mr. Duval take his cardboard to the recycling facility. It would require a small trip but there is no reason to give the cardboard boxes and have to pay for it. Just put what you definitely need to get rid of in the canister and you may be able to get away with one or two canisters. The cardboard boxes are recyclable and he did not want to see those in the garbage pickup going to the dump. We have to pay for that. You can take that and they will recycle that at the recycling center. City Manager Dopson said we had moved the recycling containers because

they were out at the ball fields and they were putting all kinds of perishable items in them. Right now we are trying to get a location close to our yard. Mr. Duval said he didn't want to be in the trash business any more than the City does and he does not want to haul his trash off. Mr. Darabi said he would not be hauling off his trash. Mr. Duval said yes they would service him as much as he needs but his price is going up. He is losing what little business the City gives him on the tire end of it so he is losing all the way around. Mr. Darabi said he did not know if that was the case or not with the tire service. That is outside of his area of expertise. He said he appreciates that. Mr. Duval said if he didn't look out for himself, no one else would. Mr. Darabi said he understood him looking after himself. Mr. Duval said he pays plenty in taxes and he did not want his garbage going up. Mayor Dopson said he could tell him going forward regardless if we do it this way or the City does it, it will be like water usage. The more water you use, the more money you pay. It will have to be the same way with garbage. The bigger users will have to pay more money. Mr. Duval said he understands that. It will still hit a few that will have to pay more. He doesn't have a dumpster and doesn't know how much it will cost. He could show them his property line and if CSX came around and put up a fence Phil Duval is in trouble because he doesn't have anywhere to park. The edge of the concrete is the edge of his property line and he knew that buying it. He is fortunate enough to have railroad property to use. He is limited to what he has got. Mr. Darabi said he would get with Mr. Duval and address his issues and work with him. Mr. Duval asked about the missing and stolen canisters. Mr. Darabi said in the past, the City of Macclenny had dealt with the individual renter rather than the property owners. It is really an issue that we have to address here. We don't know when these people come and leave, if they are gone for a week or a month or if they have vacated. Mr. Duval said he understood. He has renters that leave in the middle of the night. Mr. Darabi asked how we can cut off that service because if they are not there then there is no customer there. That issue is something we will be discussing in our next conversation. He doesn't have an answer to it. Some cities make the land owner responsible. This city has historically kept the responsibility on the tenant not the land owner. The City Manager said everybody has their own account with the City and that's who we look to. Mr. Darabi said a couple of them will steal them but the canisters are not a marketable thing. Mr. Alex Robinson thanked everyone for their appropriate questions. The local media had the price going up for a one time pick up and he had heard they are not going up. He has a container that will be issued to him. Probably once a month, now, after the garbage is picked up, his wheels are no longer on his trash can any more and the lid is no longer on his can. In three months, he doesn't expect his lid and wheels to be on his garbage cans so who is going to be responsible for the maintenance of those cans. Mr. Thomas said it was their responsibility. The trucks are fully automatic but occasionally they grab something they aren't supposed to grab and break something. We are a phone call away. They typically do those repairs in three to five business days from the time they receive the complaint. It is totally their responsibility. The canisters are very durable and they have some 45,000 out and he has one guy that does deliver and repair and he is able to keep up with the job. He has a few supervisors in some of the outskirts that do it. They also keep extras in their yard and swap out as needed. Many times the repairs are quick. It is their responsibility and they have addressed it in the bid. Mr. Robinson said at the present time, he did have a dumpster at his place of business and he wanted to know if he be able to keep the container or will it be replaced with one or two of the canisters. Mr. Thomas said if he has a commercial dumpster now it will be replaced with a front load dumpster. It will be a smaller footprint in your business. Either a 6 or 8 yard container. It can be dumped up to your needs. A representative will come out and help determine your needs. Mr. Robinson asked if he would be subject to the same thing that Mr. Duval was asking about and will his costs go up and his service go to once a week. Mr. Thomas said businesses would be cost specific based on the size of the cans and number of dumps. City Manager Dopson said on the bids they had looked at, he felt safe in saying the cost would be the same or even a little less. Mr. Darabi said there are some businesses that operate now with different containers that could live with this canister. They will evaluate each customer and replace what they have with a container that fits their needs which they will manage. They will visit the customers with the price sheet and you can decide what is best for your business. He didn't think anyone would go higher except where he did not know the circumstances. Normally the rates will not go up and with a better container that they maintain for you, you don't have that responsibility. Mr. Robinson said he admired the Council for trying to save the City some money. He asked what if after a year or so the company comes in and says it is not working and they need to go up on the contract. Mr. Darabi said the contract was for 5 years with a 5 year renewal. We are not talking about 6 months or a year. He said we have not negotiated specific issues and they have provided the price and they will hold that price

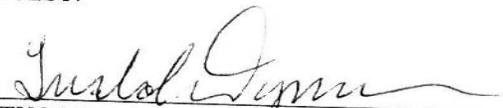
with a percentage of CPI. He would not negotiate the contract tonight. Mayor Dopson said if the company went out of business was one of the reasons why we had the fund set aside. Mr. Robinson said that was the contingency plan for this. Mr. Danny Norton said Advanced was a growing company but he asked them to make a pledge to try to hire people from Baker County so those concerns would be answered. Mr. Thomas said he had interviewed the two employees and they have a standing job offer with his company. There were concerns over driving to Callahan. He has not heard back from them. He gave them business cards. He understands the draw of a CDL licensed driver. They are always open for that. Mr. Norton said he previously owned a truck company and he understood the need for CDL drivers. He used subcontractors to fill in the gaps and he understood the City Manager's concern. Having to hire the CDL drivers to keep on staff does raise the costs. For a private company like he had or Advanced, it does make it cost efficient. He said he understood that Advanced would probably have a service truck to take care of repairs but he requested that Advanced put out a bid locally for people like Mr. Duval that owns a tire store to get the tire business. Mr. Thomas said it was something they had considered. They do have a service truck but it may be more cost effective to have tires kept locally and set them up as a local vendor for when they have a service call in Baker County and utilize local business. They have done that in the past. As long as they can meet the insurance requirements, we do not have issues with going that route. They have already looked at setting up accounts with Fuel Land so they can buy diesel in the local area if need be. They do try to fuel the trucks at their own tanks but it is a lot of travelling and they have had that established. He finalized that last week since they are already in Baker County and he made the move already to have that in place. Mr. Dave Shepler from Advanced wanted to cover a few things. The only service that is changing is the residential. They are going from twice a week to once a week. For the commercial customer, they will get the service they want. He said they do not have the right to come in and say they are raising rates. You are protected in the contract. That's not how Advanced works. They are hoping to be approved for a five year contract and he can assure you that they will service out the five year contract and he will be in here in five years to renew because we have such a good partnership that you will want to renew it. Please do not think this is short term for us. Commissioner Rhoden asked that Mr. Shelper share their renewal story with Fernandina. Mr. Shepler said the City of Fernandina Beach had a five year contract with them that just came up for renewal and they did not go out for bids or anything they just renewed the contract. It's because they strongly believe in partnerships. They are not a vendor but a partner. If you are not happy, we are not going to be successful. We are going to make sure you are happy. Mr. Dennis Collins said he was in favor of this and thought it was long overdue. He thought it would be an asset to the City. As a business owner, he has canisters as a tenant. Do we have to go out and purchase these canisters? Mr. Darabi said they would be provided. Mr. Collins said it was an enclosed space. Mr. Darabi said it would all be coordinated. That is all part of the education part of the process. Mr. Collins said before he had to buy his cans. Mr. Darabi said they will address each business. Mayor Dopson assured the audience that he was not concerned about the regular meeting starting late. He wanted to make sure all questions would be answered. Mr. Tom Heppner asked if for residential use, the canister in the council chamber would be the size of the container they would provide. Mr. Thomas said yes. Mr. Heppner asked if all trash would have to be contained within the container. He said sometimes people have cardboard boxes and stuff that has been delivered that is outside of the solid waste. Should they put that alongside the can? How do we dispose of that? Mayor Dopson said if it is cardboard it is good to recycle. Mr. Heppner said if he crushes a cardboard container and puts it in the canister it would fill it up pretty quick. Mr. Darabi said once everyone starts to experiment with it. We will all learn how to manage. The thing is that there is a man in the truck and he isn't coming out. That is the whole idea of this process. So you either have to take the cardboard and recycle which is a good thing for all of us or fold it and bend it and put it in the canister. If the lid is not on top they can still handle it. Mr. Heppner said he agrees with that and respects that but if you survey around the residential areas during trash day you will see things stacked up not necessarily cardboard that are being picked up today. City Manager Dopson said Christmas time was an issue we discussed to see how we can deal with that. Mr. Darabi said most people have a much smaller can than the canister we are looking to switch to. It fits a lot. Commissioner Bennett asked if there was a smaller can available. Mr. Darabi said yes there is a smaller version available for those that request it. The 95 gallon canister is the one we bid out. Mr. Thomas said he understands that families that have big families may need an extra can. We can provide that to the customer at an additional fee to the City. We don't know how that will be passed along to the customer. It can be done. It is a training process. It is an adjustment and will not be smooth as silk. He utilizes one and he has a family of four with teenage boys.

Occasionally, he has to get creative. It does work about 95% of the time. At Christmas, we are going to get out and pick up extra trash. Our people are customer service oriented and they will take care of the customer as long as it is not a repetitive issue. We bid this efficiently. The truck can really go. We are estimating picking up in a three day period 2100-2300 homes. For large families, there is a provision in the contract to make it available if someone needed a second canister. We are not privy to your pricing. We only have what we bid. Mr. Norton asked if the canisters had to be turned a certain way along the driveway. Mr. Thomas said there will be instructions as to which way to face the canister and we need basically 3 feet on both sides of the canister. The truck will dump it either way but we tend to have less damage to the cans if it is facing the proper way. The canister is marked well to show how to face it on the road and also has weight limits and other needed information. They have 45,000 of these canisters on the street that they service and they are very durable. He thinks you will be very pleased at how the neighborhood looks aesthetically. These canisters lined up and down the road have more curb appeal. He understands it is a tough decision and why we are struggling. He thinks we will be satisfied with their service but it will take some getting used to. Mr. Norton said he knew Advanced was already in the area and coming to Baker County would give them the opportunity to advertise and hopefully make them more profitable. Mr. Thomas said absolutely. There is some efficiency for them if they come to the City. Commissioner Johns asked if they were going to have two people on the truck. Mr. Thomas said only one person. What if someone calls in sick? How would the replacement know where to go? Mr. Thomas said they have backup drivers that are trained for multiple routes. Mr. Shepler said they have swing drivers that are used as replacements. Mr. Thomas said they even have supervisors that run the routes when needed. The supervisor trains with the driver. They also have a routing system called route smart that helps to provide maps. There are issues such as handicapped clients that are difficult when you don't have your regular driver. We are not claiming to be perfect but we do have contingencies when staff is out on vacation or sick. We will have someone else trained on that route. The swing drivers are trained on as many as five different routes. Commissioner Johns asked about the people that need assistance. Is your driver going to get out and help them? Mr. Thomas said absolutely. We are glad to do that. Commissioner Johns asked if when they started, they would have more than one person on the truck to learn the route. Mr. Thomas said he hoped that the route would be learned before the first load is ever picked up with more than one driver. Worst case scenario, we will have a supervisor in the cab working with the driver. We are hoping to have two or three people ready by then. Commissioner Johns said in other words it would get picked up. Mr. Shepler said it will. Mr. Darabi said we would have the routing and information as well. Everyone will know what the pickup day will be. Mr. Thomas said he has been doing this for 34 years and never left trash on the ground. Commissioner Johns asked about Cypress Pointe subdivision. If there is a truck and a car on the road, the garbage truck can't squeeze in there. Mr. Darabi said they had discussed the areas that are difficult to service, hours of operation, traffic routes, school bus traffic and try to operate in hours that will not be a conflict with folks going in and out. Mr. Thomas said these issues are not uncommon and they know how to work around them. He said that was a learning process and they will work them out as much as they need to. They want the path of least resistance as much as anyone. We don't like complaints and we will keep working until we get it right. Mr. Norton asked if the site on Lowder street would remain open. Commissioner Rhoden said there is a drop off facility that can be used between pickups in case of emergency, need or if you have large items that won't fit in the canisters. That is available. They are open three days a week. Mayor Dopson said Tuesday, Thursday and Saturday. Mayor Dopson asked if there were any other questions or comments.

With no further business, the special meeting was adjourned.


MAYOR GARY DOPSON

ATTEST:


CITY MANAGER/ CLERK GERALD DOPSON



City Of Macclenny