



*El Dorado Disposal Connecting with
El Dorado County*

May 1, 2012



El Dorado County and El Dorado Disposal get Connected through Waste Connections



2006 – What we did

- June 2006 purchased assets of Waste Management in El Dorado County with assignment of all contracts
- Immediately invested in over \$2m in new capital, purchasing new trucks (replacing littering trucks), new carts (over a two month backlog when WC took over, over 100 new metal containers for commercial and roll off customers (previous complaints about not enough bins)
- From day one, hired and trained local customer service reps to answer local calls, hired and trained local welders and fabricators to repair bins, hired and trained local admin and accounting staff adding over 20 new local jobs to El Dorado County

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2006 – What we did

- MRF/Transfer Station – Immediately changed the computer system and receipt capability to speed up the entry process, put in a second gate house for overflow capability, revamped the flow of traffic for safety, hired additional staff to be able to hand more customers quickly, put in a new misting system to cut down on odor and dust, refurbished the asphalt and concrete floors, dramatically improved the movement of trash, clearing the floor nightly
- Developed and have maintained excellent working relationships with the Diamond Springs Fire Department and LEA regarding the MRF and Transfer Station to include Household Hazardous Waste Operations
- Recognized by the State of California as being one of the first rural county partners to help the county reach it's 50% diversion goal

El Dorado County and El Dorado Disposal- A Partnership



2007 and Beyond – What We've Done

- Trucks – We purchase 4-5 new trucks each year, meeting all CARB requirements and continuously ungrouping the group areas with small satellite trucks, the next one scheduled to be delivered in May
- Carts and Containers – We purchase about 4,000 carts each year continuing to add new programs such as multi family recycling and encourage more residential customers to use the cart program for recycling and yard waste; hundreds of commercial bins for recycling
- AB 341 – An Assembly Bill signed by the Governor adding mandatory commercial recycling; we have launched a campaign staying ahead of this Bill, having already outreached to hundreds of commercial accounts, reducing their trash bills and increasing their recycling
 - ▶ Out of 232 customers meeting the criteria in the unincorporated area, we have only 59 left to get compliant

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2007 and Beyond – What We've Done

- School Outreach – We met with each and every one of the schools to get them on a recycling program saving them thousands of dollars at a time when they needed it most
- Public Outreach – We provide all of the public outreach for all new and existing recycling programs always ahead of the curve
- We Shop Locally – Almost everything we buy is in El Dorado County
- Active Engagement – We are actively engaged in El Dorado County from MORE, CASA, Kiwanis, the Chambers, Rotary, Big Brothers and Sisters, the Little Leagues, the Schools – we volunteer time, talent and treasure
- We demonstrate through our actions our stewardship of this community, safety in all we do, service second to none – we accept the responsibility

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Rates

- In the Study performed by the New Point Group in 2008 for the County, the study said, “County mean residential rates were between 3.2 and 27.1 percent below the mean residential rates of the twelve (12) comparative jurisdictions meeting AB939 goals.” Page 6
- The Study further indicated, “The County should only consider a new formal competitive bid process for its refuse service provided unless it can not come to agreeable terms with its current franchisees.” Page 8
- Rates have been consistent, the methodology used whether point to point or annual average have been historically consistent over the last 20 years. The historical average over the last twenty years is 3.1%. The forecast for the next three years averages 2%.

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MRF/Transfer Station

- The land and buildings and infrastructure exist today – we are willing and able to finish what we started and remodel it completely
- More of what we do can be done within the building if we re-build and raise the ceiling height.
- Need to enhance the Construction and Demolition Sort Line
- Rebuilding the space at the current site will save tremendous amounts of money and time; will enable us to be “nimble” with what we need to put into the building at the various intersect points over time
- We have alignment with the County’s Solid Waste Management Plan