

Office of the West Seneca Town Supervisor Hon. Gary A. Dickson

Memorandum

To: Honorable Town Board

From: Gary Dickson, Town Supervisor

Date: January 12, 2022

Subject: Modern Disposal Services contract extension

Dear Colleagues,

As you know, Modern Disposal Services has proposed that we extend the current contract by the maximum of five years, to 1/31/2028, and given us what they call a "Blended Value/Risk Reward processing formula. In January 2019 the Town Board switched to bi-weekly collection of recycling material. The contract allows for an annual increase of up to 2%.

The cost in 2019:

Collection bi-weekly:	\$42.21 per unit (16,500 units)	\$696,465
Processing Fee	\$43.75 per ton (average 250 tons /month)	\$131,250
TOTAL		\$827,715

Current cost:

Collection bi-weekly Processing Fee:	\$43.92 per unit (16,734 units) \$45.51 per ton (average 250 tons/month)	\$734,957 \$136,530
TOTAL		\$871,487

The current Modern extension proposal has two options for the processing fee:

OPTION 1 – Flat Fee

Collection bi-weekly:	\$44.80 per unit (16,734 units)	\$749.683
Processing Fee	\$46.42 per ton (average 250 tons/month)	\$139,260
		======
TOTAL		\$888,943

OPTION 2 – Blended Risk/Reward Collection bi-weekly: \$44.80 per unit Processing fee: \$98.00 per ton

Minus commodity revenue

Historical Examples of blended risk/reward using 2022 collection and processing costs.

2021 Collection bi-weekly: \$44.80 per unit (16,734 units) Processing Fee \$98.00 per ton (average 250 tons/month) MINUS average annual commodity price of \$94.08 per ton	\$749,683 \$294,000 -\$282,240
TOTAL	\$761,443
2020 Collection bi-weekly: \$44.80 per unit (16,734 units) Processing Fee \$98.00 per ton (average 250 tons/month) MINUS average annual commodity price of \$37.95 per ton	\$749,683 \$294.000 -\$113,850
TOTAL	\$939,833
2019 Collection bi-weekly: \$44.80 per unit (16,734 units) Processing Fee \$98.00 per ton (average 250 tons/month) MINUS average annual commodity price of \$33.46 per ton	\$749,683 \$294.000 -\$100,080
TOTAL	\$943,603

The break-even commodity price, where the total cost of Option 2 equals Option 1, is \$51.58 per ton.

Given the volatility in the recycling marked, I recommend that we sign a three-year extension to the current contract using Option 2. This is the minimum extension allowed in the contract.

					\$ 768,794.91	\$ (22,444.55) Collection Collection and processing
					\$757,046.16	Collection
			\$ 56,475.85	\$ 45,860.85	\$136,530.00 \$(124,781.25) \$757,046.16 \$	\$ (22,444.55)
	3000		\$187,725.85 \$ 43.75 \$131,250.00 \$ 56,475.85	\$179,720.85 \$ 44.62 \$133,860.00 \$ 45,860.85	\$136,530.00	
1000	charge	0	\$ 43.75	\$ 44.62	\$ 45.51	
	3000		\$187,725.85	\$179,720.85	\$ 11,748.75 \$ 45.51	
	Net charge		\$62.58	\$59.91	\$3.92	
Ave	τζ	Value	33.36	37.95	94.08	
	Con	_	\$	\$	\$	
	Process rate		\$95.94	\$97.86	\$98.00	
			2019	2020	2021	

	100.00% \$ 2.328.23	100.00% \$ 40.83	•	100.00% \$1,120.83	100.00% \$ 892.50	100.00% \$ 2.176.08		100.00% \$ 1,048.44	100.00% \$ 15.00	100.00% \$ (125.00)	\$ 8,341.18	\$ 33.36
250.00	54.25	98.00		_	6.00	8.25	-		~	12.50		
	21.70%	39.20%	0.40%		2.40%	3.30%	0.50%	1.50%	0.20%	2.00%		
	\$ 42.92	\$ 0.42	\$ 1 120 83	000000000000000000000000000000000000000	\$ 148.75	\$ 263.77	\$ 675.42	\$ 279.58	\$ 30.00	\$ (10.00)	\$ 283.52	
December	\$ 30.00	- \$	\$ 1.060.00	2000000	\$ 97.50 \$ 97.50 \$ 148.75	\$ 175.00	\$ 1,230.00	\$ 320.00	\$ 30.00	\$ (10.00)		
November December	30.00	,	1.060.00	1	\$ 97.50	\$ 170.00 \$	\$ 1,090.00	\$ 280.00 \$	30.00	\$ (10.00) \$		
October	35.00 \$ 35.00	5	\$ 1 060.00	ì	\$ 125.00	220.00 \$ 180.00 \$	560.00 \$ 790.00	\$ 245.00	\$ 30.00	\$ (10.00) \$ (10.00)		
September	35.00	,	1.150.00	,	125.00	220.00	560.00	200.00	30.00	(10.00)		
August S	35.00 \$	\$ -	\$1,190.00 \$1,140.00 \$1,090.00 \$1,120.00 \$1,130.00 \$1,150.00 \$1,150.00 \$1,150.00 \$1,150.00 \$1,150.00 \$1,060.		\$ 125.00 \$	\$ 280.00 \$	\$ 415.00 \$	\$ 210.00 \$	30.00	\$ (10.00) \$		
- Vini	\$ 35.00 \$	\$ - \$	\$ 1.150.00		\$ 155.00 \$ 125.00	\$ 290.00	\$ 415.00	\$ 245.00 \$	\$ 30.00	\$ (10.00) \$		
June	\$ 35.00	- \$	\$ 1,150.00		\$ 165.00	\$ 295.00	\$ 415.00	\$ 255.00	\$ 30.00	\$ (10.00)		
May	\$ 40.00	,	\$1,130.00		\$ 175.00	\$ 305.00	\$ 415.00	\$ 285.00	\$ 30.00	\$ (10.00)		
April	\$ 50.00	- \$	\$ 1,120.00		\$ 180.00	\$ 305.00	\$ 445.00	\$ 285.00	\$ 30.00	\$ (10.00)		
March	\$ 60.00	- \$	\$ 1,090.00		\$ 180.00	\$ 307.60	\$ 690.00	\$ 320.00	\$ 30.00	\$ (10.00)		
February	\$ 60.00	2:00 \$ - \$ 0:5	\$1,140.00		\$ 180.00	\$ 317.60	\$ 810.00	\$ 340.00	\$ 30.00	\$ (10.00)		
January	\$ 70.00 \$ 60.00 \$ 60.00 \$ 50.00 \$ 40.00 \$ 35.00	\$ 5.00	\$ 1,190.00		\$ 180.00	\$ 320.00 \$ 317.60 \$ 307.60 \$ 305.00 \$ 305.00 \$ 295.00	\$ 830.00	\$ 370.00	\$ 30.00	\$ (10.00) \$ (10.00) \$ (10.00) \$ (10.00) \$ (10.00) \$ (10.00)		
2019	OCC (Cardboard)	Mixed Paper / MP		Containers (sorted/baled)	Steel Cans (sorted/baled) \$ 180.00 \$ 180.00 \$ 180.00 \$ 180.00 \$ 175.00 \$ 165.00	PET Plastic (baled)	HDPE NATURAL #2 (baled) \$ 830.00 \$ 810.00 \$ 690.00 \$ 445.00 \$ 415.00 \$ 415.00	COLORED HDPE #2 (baled) \$ 370.00 \$ 340.00 \$ 320.00 \$ 285.00 \$ 285.00 \$ 255.00 \$ 245.00	Commingled #3-7 (baled) \$ 30.00 \$ 30.00 \$ 30.00 \$ 30.00 \$ 30.00 \$	3 Mixed Glass		

		\$ 30.00 \$ 35.00 \$ 80.00 \$ 80.00 \$ 100.00 \$ 80.00 \$ 100.00 \$ 80.00 \$ 60.	\$1,306.67		100.00% \$ 908.33	100.00% \$ 611.25	\$1,292.64			\$ 15.42	\$ (125.00)	\$9,488.26	\$ 37.95
		100.00%	100,00%		100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%		
	250.00	54.25	98.00		1.00	6.00	8.25	1.25	3.75	0.50	12.50		
		21.70%	39.20% 98.00		0.40%	2.40%	3.30%	0.50%	1.50%	0.20%	5.00%		
		\$ 64.17	\$ 13.33		\$800.00 \$ 0.000.00 \$ 940.00 \$ 940.00 \$ 930.00 \$ 1,000.00 \$ 908.33 0.40%	3 101.88	3 156.68	\$1,035.83	400.00 \$ 187.50	30.83	(10.00)	\$ 276.51	
	per	8	8		3. 3.	8	8	8	8	40.00	(10.00)		
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	ember	00.09	30.00 \$ 35.00 \$	3	930.00	100.00	115.00	330.00	390.00	30.00	(10.00)		
	Nov	\$	÷s	_	<u>۸</u>	\$	\$	\$ 1,	s	\$	s		
	October	60.00	20.00 \$ 25.00 \$	0000	940.00	85.00	125.00	1,290.00	315.00	30.00	(10.00)		
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	eptem	99	20		94C	85	137	1,130	135	30	(10		
	st S	\$ 00	8	- 5	<u>^</u>	8	8	8	8	\$ 00	\$ (00		
	Augu	\$ 60.	\$ 15.	3	78 TO	\$ 85.	\$150,	\$945.	\$ 70.	\$ 30.	\$ (10.		
•	July August September October November December	\$ 60.00	\$ 15.00	00000	2800.00	\$ 85.00	\$150.00	\$780.00	\$ 70.00	\$ 30.00	\$ (10.00)		
	June	\$ 85.00	\$ 15.00	00000	\$800.000	\$ 85.00	\$150.00	\$780.00	\$ 70.00	\$ 30.00	\$ (10.00)		
	May	\$120.00	\$ 15.00	00000	\$800.00	\$ 85.00	\$172.60	\$780.00	\$ 70.00	\$ 30.00	\$ (10.00)		
	April	\$ 85.00	- \$	00 000	3020.00	\$115.00	\$190.00	\$790.00	\$ 90.00	\$ 30.00	\$ (10.00)		
	March	\$ 50.00	\$ (5.00)	000000	00.0066	\$145.00	\$195.00	\$790.00	\$160.00	\$ 30.00	\$ (10.00)		
	February March	\$ 35.00	\$ (5.00) \$ (5.00) \$ - \$ 15.00 \$ 15.00 \$ 15.00 \$	21 050 00	71,030.00	145.00	195.00	\$1,210.00	170.00	30.00	(10.00)		
	January	30.00	-	00 000	00.000 00.0000 00.000 00.000 00.000 00.000 00.000 00.000 00.000 00.000 00.0000 00.000 00.000 00.000 00.000 00.000 00.000 00.000 00.000 00.0000	107.50	\$ 190.00 \$ 195.00 \$195.00 \$199.00 \$172.60 \$150.00 \$150.00 \$150.00 \$150.00 \$ 1150.00 \$ 115.00 \$ 115.00 \$ 115.00 \$ 115.00	,255.00	310.00	\$ 00.00 \$ 00.00 \$ 00.00 \$ 00.00 \$ 00.00 \$ 00.00 \$ 00.00 \$ 00.00 \$ 00.00 \$ 00.00 \$ 00.00 \$	$\frac{1}{2}$ (10.00)		
	Je	\$	\$	۲,3	۱۲ ا	\$ (\$	1) \$1	\$ (\$ (❖		
	2020	OCC (Cardboard)	Mixed Paper / MP	Aluminum Beverage	Containers (sorted/baled)	Steel Cans (sorted/baled) \$ 107.50 \$ 145.00 \$145.00 \$115.00 \$ 815.00 \$ 815.00 \$ 85.00	PET Plastic (baled)	HDPE NATURAL #2 (baled) \$1,255.00 \$1,210.00 \$790.00 \$790.00 \$780.00 \$780.00 \$780.00 \$780.00 \$780.00 \$780.00 \$1,200.00 \$1,330.0	COLORED HDPE #2 (baled) \$ 310.00 \$ 170.00 \$ 160.00 \$ 90.00 \$ 70.00 \$ 70.00 \$ 70.00 \$ 70.00 \$ 70.00 \$ 315.00 \$ 315.00 \$ 315.00 \$ 315.00	Commingled #3-7 (baled)	3 Mixed Glass		

													_				
틸	uary	January February March April	March	April	May	June	July	August	September October		November December	December			250.00		
\$	75.00	\$ 80.00	\$ 90.00	\$ 100.00	\$ 100.00	\$ 120.00	\$ 140.00	\$ 175.00	\$ 185.00	\$ 185.00	\$ 175.00	75.00 \$ 80.00 \$ 90.00 \$ 100.00 \$ 100.00 \$ 120.00	\$ 124.17	21.70%	54.25	100.00%	100.00% \$ 6,736.04
s	35.00	\$ 35.00	\$ 35.00	\$ 35.00	\$ 35.00	\$ 55.00	\$ 75.00	\$ 100.00	\$ 105.00	\$ 105.00	\$ 95.00	35.00 \$ 35.00 \$ 35.00 \$ 35.00 \$ 35.00 \$ 35.00 \$ 55.00 \$ 75.00 \$ 75.00 \$ 100.00 \$ 105.00 \$ 105.00 \$ 95.00 \$ 62.08	\$ 62.08	39.20%	98.00	100.00%	100.00% \$ 6,084.17
\$	1,050.00	\$ 1,050.00	\$ 1,210.00	\$ 1,290.00	\$ 1,290.00	\$ 1,460.00	\$ 1,460.00	\$ 1,460.00	\$ 1,570.00	\$ 1,630.00	\$ 1,630.00	\$1,050.00 \$1,050.00 \$1,210.00 \$1,290.00 \$1,290.00 \$1,460.00 \$1,460.00 \$1,460.00 \$1,460.00 \$1,570.00 \$1,630.00 \$1,630.00 \$1,630.00 \$1,341.67	\$ 1,341.67	0.40%	1.00	100.00%	100.00% \$ 1,341.67
❖	100.00	\$ 100.00	\$ 100.00	\$ 260.00	\$ 282.50	\$ 282.50	\$ 282.50	\$ 282.50	\$ 282.50	\$ 282.50	\$ 282.50	100.00 \$ 100.00 \$ 100.00 \$ 100.00 \$ 282.50 \$ 282.	\$ 219.79	2.40%	9.00	100.00%	100.00% \$ 1,318.75
s	140.00	\$ 165.00	\$ 185.00	\$ 210.00	\$ 315.00	\$ 420.00	\$ 430.00	\$ 500.00	\$ 550.00	\$ 520.00	140.00 \$ 165.00 \$ 185.00 \$ 210.00 \$ 315.00 \$ 315.00 \$ 430.00 \$ 500.00 \$ 500.00 \$ 520.00 \$ 520.00 \$ 320.00 \$	\$ 110.00	110.00 \$ 327.08	3.30%	8.25	100.00%	\$ 2,698.44
S	1,410.00	\$ 1,490.00	\$ 1,550.00	\$ 1,725.00	\$ 1,870.00	\$ 2,020.00	\$ 2,130.00	\$ 2,250.00	\$ 2,250.00	\$ 2,230.00	\$ 1,890.00	\$1,410.00 \$1,490.00 \$1,550.00 \$1,725.00 \$1,725.00 \$1,870.00 \$2,020.00 \$2,130.00 \$2,130.00 \$2,130.00 \$2,250.00 \$2,130.	\$1,847.08	0.50%	1.25	100.00%	\$ 2,308.85
ş	395.00	\$ 410.00	\$ 470.00	\$ 690.00	\$ 810.00	\$ 1,020.00	\$ 1,170.00	\$ 1,250.00	\$ 1,250.00	\$ 1,240.00	395.00 \$ 410.00 \$ 470.00 \$ 690.00 \$ 810.00 \$1,020.00 \$1,170.00 \$1,120.00 \$1,250.00 \$1,250.00 \$1,240.00 \$ 890.00 \$	\$ 400.00	\$ 832.92	1.50%	3.75	100.00%	\$ 3,123.44
ş	40.00	\$ 00.00 \$ 00.00 \$ 40.00 \$ 00.00 \$ 00.00	\$ 40.00	\$ 40.00	\$ 90.00	\$ 90.00	\$ 90.00	00'06 \$	00.06 \$ 00.06 \$ 00.06	\$ 90.00	\$ 90.00 \$	40.00	40.00 \$ 69.17	0.20%	0.50	100.00%	\$ 34.58
Υ	(10.00)	\$ (10.00) \$ (10.00) \$ (10.00) \$ (10.00) \$ (10.00)	\$ (10.00)	(10.00)	(10.00)	\$ (10.00)	\$ (10.00)	(10.00) \$ (10.00)		(10.00) \$ (10.00) \$	\$ (10.00) \$	\$ (10.00) \$	\$ (10.00) 5	2.00%	12.50	100.00%	100.00% \$ (125.00)
1													\$ 534.88				\$ 23,520.94
																	\$ 94.08

2021
OCC (Cardboard)
Mixed Paper / MP
Aluminum Beverage
Containers (sorted/baled)
Steel Cans (sorted/baled)
PET Plastic (baled)
HDPE NATURAL #2 (baled)
COLORED HDPE #2 (baled)
3 Mixed Glass
Residual

EXTENSION AGREEMENT (A)

This Extension Agreement is made on November 29, 2021, and effective February 1, 2022, by and between the Town of West Seneca (the "Town"), a New York municipal corporation, having an office at 1250 Union Road, West Seneca, New York and Modern Disposal Services, Inc., ("Modern") a New York corporation with an office at 4746 Model City Road, Model City, New York 14107.

Whereas the Town and Modern entered into an Agreement ("Agreement") dated January 28, 2019, whereby Modern agreed to provide municipal collection, hauling and processing ("Recycling") of recyclable materials.

Whereas that Agreement grants the Town and Modern the mutual option to renew the Agreement for a total of six (6) additional years; and

Whereas the Town and Modern now wish to exercise all options to extend the term of the Agreement.

Now, therefore, the Town and Modern stipulate and agree to the following extension of the Agreement:

- 1. The Town hereby exercises all available options and extends the term of the Agreement until January 31, 2028.
- 2. Modern will provide every other week collection and hauling of recycling at the following rate:
 - a. February 1, 2022: \$44.80 per unit, per year
- 3. Modern will provide processing of each ton of acceptable recyclables it collects at the following rate:
 - a. February 1, 2022: \$46.42 per ton

This Extension Agreement is intended to modify the original Agreement executed January 28, 2019, only to the extent that the Agreement is consistent with the terms stated herein. All the other terms and conditions of the original Agreement including annual price adjustments, shall remain in full force and effect.

Modern Disposal Services, Inc.	Town of West Seneca
By:	By:
Michael P. McInerney	Gary A. Dickson
Chief Executive Officer	Supervisor, Town of West Seneca
Date:	Date:

EXTENSION AGREEMENT (B)

This Extension Agreement is made on November 29, 2021, and effective February 1, 2022, by and between the Town of West Seneca (the "Town"), a New York municipal corporation, having an office at 1250 Union Road, West Seneca, New York and Modern Disposal Services, Inc., ("Modern") a New York corporation with an office at 4746 Model City Road, Model City, New York 14107.

Whereas the Town and Modern entered into an Agreement ("Agreement") dated January 28, 2019, whereby Modern agreed to provide municipal collection, hauling and processing ("Recycling") of recyclable materials.

Whereas that Agreement grants the Town and Modern the mutual option to renew the Agreement for a total of six (6) additional years; and whereas the bid provided the Town the option to select Processing Option B (Pate per Ton) or Processing Option B-1 (Risk Reward).

Whereas the Town and Modern now wish to exercise all options to extend the term of the Agreement.

Now, therefore, the Town and Modern stipulate and agree to the following extension of the Agreement:

- 1. The Town hereby exercises all available options and extends the term of the Agreement until January 31, 2028.
- 2. Modern will provide every other week collection and hauling of recycling at the following rate:
 - a. February 1, 2022: \$44.80 per unit, per year
- 3. Modern will provide processing of acceptable recyclables it collects using Blended Valu/Risk Reward processing formula.
 - a. February 1, 2022: See Town of West Seneca Schedule (dated November 11 2021attached)

This Extension Agreement is intended to modify the original Agreement executed January 28, 2019, only to the extent that the Agreement is consistent with the terms stated herein. All the other terms and conditions of the original Agreement including annual price adjustments, shall remain in full force and effect.

Modern Disposal Services, Inc.	Town of West Seneca
By:	By:
Michael P. McInerney	Gary A. Dickson
Chief Executive Officer	Supervisor, Town of West Seneca
Date:	Date:

Schedule A Blended Value / Risk Reward Formula Prepared for the Town of West Seneca

	riepared for the	TOWN OF WEST SE	icca		
Total Monthly Recycling	300	tons		First Publication of	
BRE Processing Expense (Subject to annual CPI adjustment)	\$98.00	\$/ton		Each Month	
Commodities from Recycling Stream	Average Composition	Assumed Supply	Revenue Sharing	Monthly Market Prices - October 2021	Values
OCC (11) [cardboard] PPI PPW by Fastmarkets RISI	21.7%	65.10	100%	\$185.00	\$12,043.50
Mixed Paper (54) PPI PPW by Fastmarkets RISI	39.2%	117.60	100%	\$105.00	\$12,348.00
Metals: Aluminum Cans (Sorted, Baled) Recycling Markets Limited	0.4%	1.20	100%	\$1,630.00	\$1,956.00
Metals: Steel Cans (Sorted, Baled) Recycling Markets Limited	2.4%	7.20	100%	\$282.50	\$2,034.00
Plastics: PET (Baled) Recycling Markets Limited	3.3%	9.90	100%	\$520.00	\$5,148.00
Plastics: Natural HDPE (Baled) Recycling Markets Limited	0.5%	1.50	100%	\$2,230.00	\$3,345.00
Plastics: Colored HDPE (Baled) Recycling Markets Limited	1.5%	4.50	100%	\$1,240.00	\$5,580.00
Plastics: Commingled (#3-7, Baled) Recycling Markets Limited	0.2%	0.60	100%	\$90.00	\$54.00
Glass: 3 Mix Recycling Markets Limited	5.0%	15.00	100%	-\$10.00	(\$150.00)
Residual	25.8%	77.40	0%	\$0.00	\$0.00

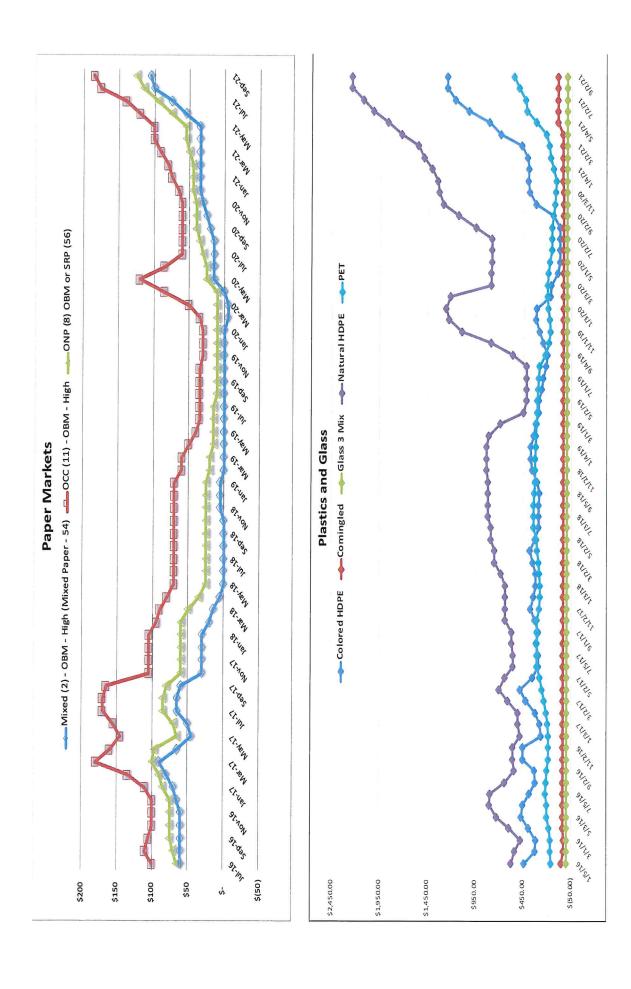
AVERAGE COMMODITY RATE PER TON	\$141.20
FACILITY PROCEESING RATE PER TON	\$98.00
SUM OF MONTLY COMMODITY VALUE	\$42,358.50
FACILITY PROCEESING FEE	(\$29,400.00)
Refund this MONTH	\$12,958.50
Refund PER TON	\$43.20

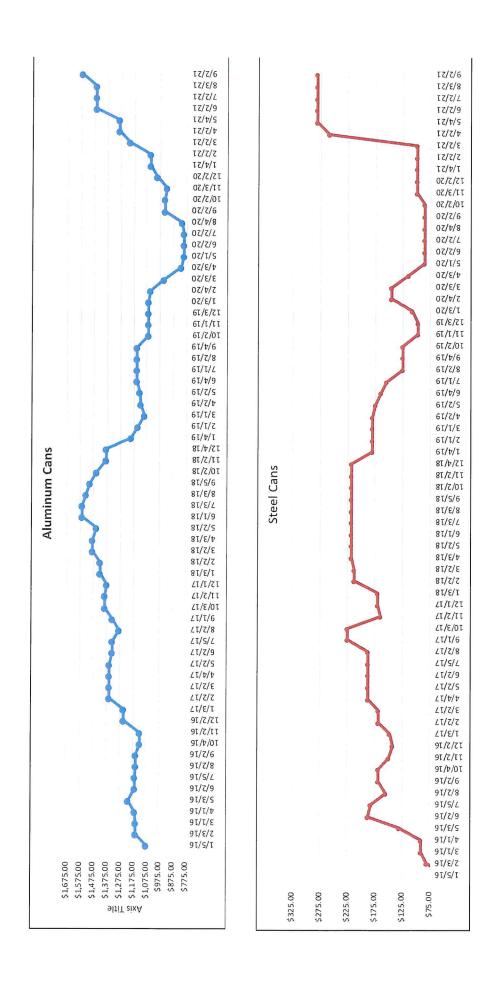
Schedule A Blended Value / Risk Reward Formula Prepared for the Town of West Seneca

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Total Monthly Recycling BRE Processing Expense (Subject to annual CPI adjustment)	250 \$88.00	tons \$/ton		First Publication of Each Month			
Commodities from Recycling Stream	Average Composition	Assumed Supply	Revenue Sharing	Monthly Market Prices - November 2019	Values		
OCC (11) [cardboard] PPI PPW by Fastmarkets RISI	21.7%	54.25	100%	\$30.00	\$1,627.50		
Mixed Paper (54) PPI PPW by Fastmarkets RISI	39.2%	98.00	100%	\$0.00	\$0.00		
Metals: Aluminum Cans (Sorted, Baled) Recycling Markets Limited	0.4%	1.00	100%	\$1,060.00	\$1,060.00		
Metals: Steel Cans (Sorted, Baled) Recycling Markets Limited	2.4%	6.00	100%	\$97.50	\$585.00		
Plastics: PET (Baled) Recycling Markets Limited	3.3%	8.25	100%	\$500.00	\$4,125.00		
Plastics: Natural HDPE (Baled) Recycling Markets Limited	0.5%	1.25	100%	\$2,250.00	\$2,812.50		
Plastics: Colored HDPE (Baled) Recycling Markets Limited	1.5%	3.75	100%	\$1,250.00	\$4,687.50		
Plastics: Commingled (#3-7, Baled) Recycling Markets Limited	0.2%	0.50	100%	\$90.00	\$45.00		
Glass: 3 Mix Recycling Markets Limited	5.0%	12.50	100%	-\$10.00	(\$125.00)		
Residual	25.8%	64.50	0%	\$0.00	\$0.00		

AVERAGE COMMODITY RATE PER TON	\$59.27
FACILITY PROCEESING RATE PER TON	\$88.00
SUM OF MONTLY COMMODITY VALUE	\$14,817.50
FACILITY PROCEESING FEE	(\$22,000.00)
Cost PER MONTH	-\$7,182.50
Charge PER TON	(\$28.73)

2019, November, Town Paid (per ton) \$43.75







Modern would like to thank the Town of West Seneca for entertaining the Blended Value / Risk Reward processing alternative. The BV / RR more accurately accounts for fluctuation in market valuations for recycling commodities.

Recyclables are commodities and their value will fluctuate during the term of a municipal contract in the same way stocks fluctuate when you invest.

Traditionally, fixed processing fees are set a level which offers long-term protection against market fluctuation (Risk) over the life of the agreement.

This traditional pricing methodology offers pricing safety and stability to the Municipality (no Risk, no Reward). All the risk and reward go to the processor for the life of the agreement, as the current "Norm" provides no measures to share market improvements as commodity prices rise ("Reward").

An example of a Blended Value / Risk Reward model is provided and featuring the Town of West Seneca's monthly tonnage and market conditions for August 2021.

This example demonstrates the true impact of rising markets especially in paper/fiber and plastics

While no one can predict future markets, markets pricing is often cyclical and can change direction at any time. Therefore, without a market valuation tool (Blended Value / Risk Reward), in this example, the Town would not benefit from a market with rising commodity pricing. It's important to note, that current markets may or may not be at the top and could move downward as well as upward.

We believe that the Blended Value / Risk Reward model for residential recycling commodities allows the Town of West Seneca to realizes the benefit of market fluctuation.



September 12, 2021

Honorable Gary Dickson, Supervisor Town of West Seneca 1250 Union Road West Seneca, NY 14224



Re: Contract extension: Collection and Processing of Recyclable Materials

Dear Supervisor Dickson.

The current agreement between the Town of West Seneca and Modern Disposal Services, Inc. includes three (3) extension options when exercised, extends the current agreement five (5) years through January 31, 2027.

Whereas the current term expires January 31, 2022, Modern respectfully requests the Town of West Seneca to exercise all remains options for the period February 1, 2022, through January 31, 2027.

Current terms and conditions of the contract would remain in full force and effect except that with the extension, the Town of West Seneca would adopt the Blended Value – Risk Reward recycling procession formula. This modification will allow the Town to benefit when commodity values exceed processing costs receiving monthly check when this occurs.

An example of the benefit and using August 2021 commodity values, the Town's volume of recyclables collected curbside (253 ton), the Town would have received a check for \$9,621.35 which represent commodity values less processing expense. Under the current contract term however, the Town's processing expense for August 2021 was \$11,304.92.

Commodity values are at an all-time high and will fluctuate with the market. It makes for good business sense to share in the Risk and Reward of market swings as you would with any investments.

I have included the Blended Value / Risk Reward formula, historical commodity values and an explanation of the process.

Please contact me at 716-622-0210 should you need additional information or schedule a meeting to discuss this opportunity.

We look forward to continuing to work with the Town of West Seneca through the extension of our contract and thank you for considering this request.

Sincerely,

Joseph M. Hickman

Strategic / Municipal Sales Manager

Joseph M. Hickman





Modern would like to thank the Town of West Seneca for entertaining the Blended Value / Risk Reward processing alternative. The BV / RR more accurately accounts for fluctuation in market valuations for recycling commodities.

Recyclables are commodities and their value will fluctuate during the term of a municipal contract in the same way stocks fluctuate when you invest.

Traditionally, fixed processing fees are set a level which offers long-term protection against market fluctuation (Risk) over the life of the agreement.

This traditional pricing methodology offers pricing safety and stability to the Municipality (no Risk, no Reward). All the risk and reward go to the processor for the life of the agreement, as the current "Norm" provides no measures to share market improvements as commodity prices rise ("Reward").

An example of a Blended Value / Risk Reward model is provided and featuring the Town of West Seneca's monthly tonnage and market conditions for August 2021.

This example demonstrates the true impact of rising markets especially in paper/fiber and plastics

While no one can predict future markets, markets pricing is often cyclical and can change direction at any time. Therefore, without a market valuation tool (Blended Value / Risk Reward), in this example, the Town would not benefit from a market with rising commodity pricing. It's important to note, that current markets may or may not be at the top and could move downward as well as upward.

We believe that the Blended Value / Risk Reward model for residential recycling commodities allows the Town of West Seneca to realizes the benefit of market fluctuation.



Blended Value / Risk Reward Formula Prepared for the Town of West Seneca Assumptions (Projected annual recycling rate, Average Index Rates, Average Breakdown of Commodities)								
BRE Processing Expense (Subject to annual CPI adjustment)	\$98.00	\$/ton						
Commodities from Recycling Stream	Average Composition	Assumed Supply	Revenue Sharing **	Average Monthly Market Prices - August 2021	Values			
OCC (Cardboard)	21.7%	54.98	100%	\$175.00	\$9,621.35			
Mixed Paper / MP	39.2%	99.32	100%	\$100.00	\$9,931.71			
Aluminum Beverage Containers (sorted/baled)	0.4%	1.01	100%	\$1,460.00	\$1,479.62			
Steel Cans (sorted / baled)	2.4%	6.08	100%	\$282.50	\$1,717.78			
PET Plastic (baled)	3.3%	8.36	100%	\$500.00	\$4,180.44			
HDPE NATURAL #2 (baled)	0.5%	1.27	100%	\$2,250.00	\$2,850.30			
COLORED HDPE #2 (baled)	1.5%	3.80	100%	\$1,250.00	\$4,750.50			
Commingled #3 - 7 (baled)	0.2%	0.51	100%	\$90.00	\$45.60			
3 Mixed Glass**	5.0%	12.67	100%	-\$10.00	(\$126.68)			
Residual	25.8%	65.37	0%	\$0.00	\$0.00			

AVERAGE COMMODITY RATE PER TON	\$135.98
FACILITY PROCEESING RATE PER TON	\$98.00
SUM OF MONTLY COMMODITY VALUE	\$34,450.63
FACILITY PROCEESING FEE	(\$24,829.28)
CUSTOMER (Charge) or Refund PER MONTH	\$9,621.35
CUSTOMER (Charge) or Refund PER TON	\$37.98