Roby, Anita L

From: Collins, Natalie M
Sent: Thursday, January 15, 2004 1:33 PM
To: Roby, Anita L
Subject: FW: Waste Management Proposal

-----Original Message-----
From: Tara Beard [mailto:tara@mshc.org]
Sent: Thursday, January 15, 2004 8:38 AM
To: Collins, Natalie M
Subject: Waste Management Proposal

Hi Natalie! Just wanted to put my two cents in about this Waste Management thing. At this point based on what I've read I do not support agreeing to a fixed price for recyclables. Sounds a lot like a profit for them which makes no sense in budget times like these. I appreciate that Eureka is a non-profit and will refund 100% of their revenues, and they seem more likely to consider the highest and best use of recyclables.

How is Dean planning to vote on this?

Thanks!

Tara Beard
Housing Assistance Manager
Minnesota Supportive Housing Consortium
612-722-6899 x.102
www.mshc.org

-----Original Message-----
From: Collins, Natalie M [mailto:Natalie.Collins@ci.minneapolis.mn.us]
Sent: Monday, January 05, 2004 4:06 PM
To: Zimmermann, Dean G
Subject: 1/7/04, 8:15 a.m. Council Member Zimmermann @ Maria's

Please join 6th Ward Council Member Dean Zimmermann at Maria's Cafe, 1113 E Franklin Ave, Wednesday, January 7.
This month's meeting will begin at approximately 8:15 a.m. following a small business forum with the Mayor's nominee for Police Chief, William McManus. (The forum begins at 7:30 a.m. at Maria's.)

Council Member Zimmermann will discuss constituents' ideas, questions, and concerns. Coffee will be provided, and menu service will be available.

For further information or to request translation services, contact us at the Ward 6 Office, 673-2206.

Natalie Collins
Council Assistant to Dean Zimmermann, 6th Ward
612-673-2206
natalie.collins@ci.minneapolis.mn.us

Roby, Anita L

From: Erin Christman [echristman@mcknight.org]
Sent: Thursday, January 15, 2004 3:12 PM
To: Niziolek, Daniel J
Cc: Zimmermann, Dean G; Lilligren, Robert W; Schiff, Gary X; Benson, Scott A
Subject: FW: Recycling in Minneapolis - Action Needed!

Dear Council Member Nizolek and members of the Transportation and Public Works Committee:

Two of the things I like best about being a Minneapolis (and Kingfield neighborhood) resident is the quality of life and the sense of community here. You have a chance to improve on both of those when you consider the issue of the city's recycling provider.

Waste Management will keep revenues generated from selling recycled materials; Eureka Recycling will return the revenue to the city. This could be $100,000 or more a year depending upon the markets.

Eureka Recycling has an excellent record when it comes to ensuring materials get recycled; Waste Management can't say the same.

Eureka Recycling is a local non-profit organization that shares our community's interests in living wage jobs, domestic partnership benefits, reducing waste and protecting the environment. Any proceeds are reinvested into the community. Waste Management is accountable to its shareholders, not to our community.

Thank you,

Erin E. Christman
Program Assistant
The McKnight Foundation
710 Second Street South, Suite 400
Minneapolis, MN 55401
Phone: 612-333-4220
Fax: 612-332-3833

Roby, Anita L

From: Virajita Singh [singh023@tc.umn.edu]
Sent: Thursday, January 15, 2004 10:10 AM
To: Zimmermann, Dean G
Subject: Minneapolis Recycling contract proposal

Dear Dean Zimmermann -

Recycling in incredibly important to the environment especially in industrial cultures such as ours. We need to raise the bar on this effort while also making it an active part of the market economy.

Please support **Eureka Recycling** for the city recycling contact for the following reasons:

1. They are giving the city a better deal in terms of giving the city the profits from the market.
2. They care about the sustainability of recycling and the environmental benefits of waste reduction
3. They are a community based non-profit organization with years of experience in the recycling field

Thank you. Sincerely,

- Virajita Singh
Minneapolis Resident
2717 Pleasant Ave S # 1
Minneapolis MN 55408
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. . . . . .
Virajita Singh
Research Fellow & Adjunct Faculty
College of Architecture & Landscape Architecture
Center for Sustainable Building Research
University of Minnesota
tel: (612) 625 3447 fax: (612) 626 7424
email: singh023@umn.edu website: www.csbr.umn.edu

Roby, Anita L

From: Heather O'Sullivan [hmickman@yahoo.com]
Sent: Wednesday, January 14, 2004 1:50 PM
To: Zimmermann, Dean G
Subject: Recycling Processing contract vote 1/20/04

Dean,

I am a resident of the 6th Ward in Minneapolis.

I understand that there is a bid on 1/20/04 on the Recycling Processing contract for Minneapolis.

I believe that Eureka Recycling is the best choice for the processing and am against the council's recommendation for the Recycle America Alliance (Waste Management).

Eureka Recycling will offer the city the most revenues in good and average market conditions. All predictions are that markets are going to be very good next year. Waste Management offered the city a "fixed" price that basically keeps all revenues above 2002 (average) market conditions. Eureka Recycling still offers the city a floor price that protects them in poor markets.

Eureka Recycling in addition to being the best cost-choice is also the most socially responsible. They pay ALL their employees living wages - both temporary and full time labor.

I hope that your vote on the Recycling Processing is for Eureka Recycling and not the Waste Management subsidiary (the Recycle America Alliance).

Thank-you,
Heather O'Sullivan
2737 Pleasant Ave
Mpls, MN 55408

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http://hotjobs.sweepstakes.yahoo.com/signingbonus

Roby, Anita L

From: Andrew Lambert [alambert@greeninstitute.org]

Sent: Wednesday, January 14, 2004 10:18 AM

To: Ostrow, Paul T; Zerby, Paul G; Samuels, Don H; Johnson, Barbara A; Johnson Lee, Natalie X; Zimmermann, Dean G; Lilligren, Robert W; Schiff, Gary X; Niziolek, Daniel J; Benson, Scott A

Subject: Eureka Recycling is the better deal

Dear Council Members,

A very important vote will be made on January 20th regarding the future of recycling in Minneapolis. I would like to bring some important facts to your attention that you should consider when forming your decision on the matter:

- Minneapolis stands to make a profit from our recyclable materials, specifically paper. Eureka Recycling will give back 100% of the revenues that are generated from the sales of recyclable materials, whereas, Waste Management Inc (WMI) will keep any and all revenues for themselves. Just look at how many people are using 100% post-consumer recycled paper in their office letterhead and business cards. The market for recycled paper is booming, especially in China where wood products and resources are scarce.
- Eureka Recycling honestly makes a strong effort to recycle EVERYTHING that is recyclable and return the highest profit to their customer (e.g. City of Minneapolis).
- Eureka Recycling is a community-based, non-profit organization that truly cares about our community because **they live here too!** They share our concerns and are passionate about preventing waste, not just managing it.

I hope you'll join me in supporting community-based organizations now and in the future. When we support our neighbors, we as a community become more self reliant and that has economic, environmental, and social equity paybacks for years to come.

Thank you,
Andrew

Andrew Lambert
Program Coordinator
Phillips Community Energy Cooperative
a program of the Green Institute
2801 21st Avenue South, Suite 110
Minneapolis, MN 55407
phone - 612 278 7118
fax - 612 278 7101
www.greeninstitute.org
"The only way to implement our vision for society is to bring it down to the situation of a single household."
- Chogyam Trungpa Rinpoche

Roby, Anita L

From: Dunn, Steve K - Recycle America [kdunn@recycleamerica.com]
Sent: Thursday, January 15, 2004 1:57 PM
To: Zimmermann, Dean G
Subject: Processing and Marketing of Recyclables

Dear Council Member Zimmermann:

I represent Recycle America Alliance (a subsidiary of Waste Management) and am contacting you about an important decision facing the City, contracting for processing and marketing of recyclables for the City. I have become aware that Eureka Recycling, a St. Paul-based competitor for services, has recently contacted neighborhood groups in Minneapolis to politicize the selection process. The process, to this point in time, has been straightforward and professionally administered by City staff, as well as independent consultants assisting the City. Minneapolis has much to be proud of in its recycling program and deserves a professional, considered evaluation of options.

Accusations regarding our proposal and services are now circulating in an effort to sway parties from these facts:

1. Recycle America Alliance has proposed fixed pricing as one option for certain materials to the City to minimize the inherent risk of market fluctuations. RAA has also proposed "market" pricing to the City for all materials or some materials. It is the City's choice to decide which pricing scenario meets its needs. In fact, we have offered a mix and match scenario for a combination of fixed and market pricing to maximize the City's benefits.

In these times of hard financial decisions, we sought to propose a unique option to the City that could maximize the City's revenues while reducing possible risks of declining revenues. Fixed pricing offers a "bankable" revenue stream for the City, unaffected by market fluctuations.

Recycled materials are commodities and as such are subject to pricing fluctuation, depending on external world events and influences. Fixed pricing can shield the City from market downturns and stabilize its important revenue stream. In some ways, considering this option is like personal financial decisions. Stocks (market-based) can potentially generate more money but can have great downside risk. Certificates of Deposits and Bonds will probably generate less money but usually have much less risk. A prudent approach is to look at both and, usually, take a mixed approach. City staff has correctly recognized the possible advantages of this approach in its prior recommendation to negotiate for favorable terms with RAA.

2. RAA has no economic advantage in the future if prices rise under fixed pricing scenarios. The fixed pricing agreement is a financial instrument. The fixed price is locked for RAA and, therefore, the City for the agreed term. Neither party makes more money or less money as the market pricing changes. One hundred percent of the fixed price is returned to the City, regardless of market changes.

Further, the City requires a 30-day cancellation provision for its agreement, exercisable without cause. A fixed pricing agreement is an agreement for certain volume over a set term. RAA has taken the additional step of pledging its own material from other areas as a guarantee against the City's volume for the term so that the agreement could be satisfied, even if the City's program was cutback or discontinued for any reason.

3. Anyone can look at different time periods and draw their own conclusion about whether markets for any materials, including recyclables are going to rise or fall. Crystal balls are not always clear. City staff recognizes this fact in their balanced approach to market evaluation and overall market experience and capabilities of proposers. It is troubling for any party to imply, as Eureka has, that their pricing for the City will be better in future years because market prices are sure to increase.

4. Eureka implies that, in some way, the City's materials will be handled better at their facility. Specifically, they imply that we will landfill glass

collected from Minneapolis residents. Eureka knows that the City's RFP and, most certainly, the contract to be negotiated specifically prohibit the landfilling of glass or its use as daily cover. The City's glass is sorted by color when delivered. It will be unloaded into separate storage bunkers at our Twin Cities MRF. The glass will be marketed for the remanufacturing of glass bottles.

We take great exception to impugning the performance of our Twin Cities MRF and its ability to provide anything but first-rate service to the City. This facility has a proven track record of performance. It receives more than 600 tons per day of materials, receives materials from communities throughout the metro-area and greater Minnesota, accepts materials collected in a variety of collection styles from both Waste Management customers and external customers and is nationally recognized. In comparison, Eureka does not have even have an operating facility to point to for direct operational experience.

5. On a national basis, last month the National Recycling Coalition presented our company, RAA, with its 2003 "Recycling Works" Recognition Award for "outstanding efforts and accomplishments in advancing the cause for recycling and sustainability." This award places RAA in the company of well-known prior recipients including Target, Aveda, Ford Motor Company, McDonald's, Verizon and Anhueser-Busch. There can be no question about RAA's commitment to recycling and sustainability.

6. RAA and Waste Management are not faceless. By the very nature of our business as a provider of services, we are community based. We are made up of committed employees who are members of the community. We employ more than 800 people in the Twin Cities area and more than 1,300 people in Minnesota. People who pay taxes here. People who shop here. People who spend their leisure time and money here. People who go to their place of worship and school here.

I trust that you will review facts as you consider the options available to the City. I am fully committed to answering any questions you may have regarding our proposed services.

Thanks,

Steve Dunn

Recycle America Alliance - Twin Cities MRF
1800 Broadway NE
Minneapolis, MN 55413

reply to: <mailto:kdunn@wm.com> kdunn@wm.com
(612) 379-1360 (20)
fax: (612) 379-1362

Cc: Steve Ragiel, President, RAA

Harry Pelz, Director of Operations, RAA

Jack Perry, Briggs and Morgan, P.A.

Roby, Anita L

From: Erik Farseth [efarseth@yahoo.com]
Sent: Thursday, January 15, 2004 8:59 AM
To: Zimmermann, Dean G
Cc: Johnson, Barbara A
Subject: Support community-based nonprofit Eureka for City recycling program

Dear City Councilmembers,

It has come to my attention that the City Council will be voting on Tuesday to decide which company will be the processor of the city's recyclable materials. I am writing to urge you to support the bid by Eureka Recycling, a community-based nonprofit that currently handles recycling in St. Paul.

I believe that Eureka is offering the city of Minneapolis a much better deal than Waste Management Corporation. Waste Management is a very controversial company -one that has been linked to widespread corruption and financial mismanagement. In 2002, Waste Management Founder Dean L. Buntrock, and five former Top Officers were sued by the Securities and Exchange Commission for "massive fraud".

Is the sort of company we want to do business with in Minneapolis?

Unlike Waste Management, Eureka is a local company, with years of experience in the field. I urge you to go with a much more trustworthy local recycling alternative, and forget Waste Management.

Because Eureka is a non-profit, they are offering the city 100 percent of the revenues. That money can then be reinvested into the recycling program helping to cover cost for collection and expand waste reduction programs, making recycling much more sustainable and successful for Minneapolis.

Sincerely,
Erik Farseth
206 E. Franklin Ave. #2
Minneapolis, MN
55404

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http://hotjobs.sweepstakes.yahoo.com/signingbonus

Roby, Anita L

From: Vala Monroe [ValaM@aioic.org]
Sent: Wednesday, January 14, 2004 11:42 AM
To: Zimmermann, Dean G
Subject: Re: Recycling contractor bid for the City of Mpls.

I feel it would be in the best interest of the City of Minneapolis to accept the proposal for recyling from Eureka.

Eureka's proposal has the most to offer at this point, the City and the environment will both benefit. Waste Management Co. will make a personal profit for their investors, whereas, our City budget has been cut and needs to find funds to maintain the environment of our Parks and Lakes. If the opportunity is there to solve part of the budget problem, the City should take advantage of it.

Please vote for the proposal from Eureka. Thank you.

Roby, Anita L

From: janet johnson [janetltbo@hotmail.com]
Sent: Wednesday, January 14, 2004 11:29 AM
To: Zimmermann, Dean G
Subject: Recycling by Eureka in Mpls. What a great opportunity

Hey Dean, I can't imagine you won't be voting for Eureka. I am excited we are considering them. I've seen them in action in St. Paul and have had friends work for them. I would love it if we were able as a city to use a locally owned (grassroots on top of it) business for recycling and not just be another city using the international Waste Management Company that has already put many out of business or bought them up. I'm sure you have more facts and will make your best decision. Janet

Janet Johnson
1823 15th Ave. S.
Minneapolis, MN 55404
612-871-4260

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