



September 10, 2024

Lorelei Elkin
Community Environmental Program Specialist
Guilford County
400 W Market Street
Greensboro, NC 27401

Dear Ms. Elkin,

Waste Industries LLC dba GFL Environmental has three locations in Guilford County- Burnt Poplar Transfer Station, Greensboro, Hauling Operation, High Point and our Construction and Demolition Processing Facility, High Point. We use a combination of diesel and Compressed Natural Trucks (CNG) trucks. The CNG trucks are quiet and have a lower carbon footprint than diesel. We have our own CNG filling stations located on site.

We employ more than 133 people. Most live in Guilford County. Our monthly payroll for these locations is over \$750,000 per month. These employees are drivers, mechanics, heavy equipment operators, management, office employees, etc.. We have customer service representatives that answer the telephone in our High Point location. We pay over \$100,000 in local taxes annually.

We currently service over 2700 residences through our Guilford County franchise. We also have exclusive franchises with Oak Ridge and Stokesdale where we service 2800 and 2200, respectively. We have serviced the residences of Oak Ridge since 2009 and just extended our franchise for another three (3) years.

Franchises are common in the State of North Carolina. Besides Guilford, Stokesdale and Oak Ridge, we have franchises with Brunswick, Craven, Martin, Granville, Alamance and others. They all have triggers for price adjustments. Most are tied to the Bureau of Labor Statistics.

We would request that Guilford County change their ordinance to allow for annual adjustment. In our previous requests to the County, we discussed an annual Cost of Living increase tied to the Bureau of Labor Statistics CPI-U Water, Sewer and Trash, Sub Index- Garbage and Trash. This index is tied only to expenses that represent solid waste and recycling services and would be a non-biased and common- sense approach. You can even narrow it down to the South Region only.

This was discussed in our last authorized price increase two years ago and in our requests last year. Two years ago, we gave optional requests- one that provided a three- year price and a lower price that allowed for annual CPI increases. We received a rate less than our



requested lower price with annual increases. We have not received any annual increases since then.

On January 1, 2025, we would like our rate to increase to \$28.72 (our previously proposed three- year rate of \$27.35 plus 5% that covers many increases in our cost including the disposal increase at the landfill) that would be set until June 30, 2025, when our franchise agreement expires. We have not been receiving the \$27.35 since the last approved rate but \$25.50. Effective July 1, 2025, we would like an annual CPI's based on our above referenced Index. We would like this written into the franchise to automate the process.

Waste Industries LLC dba GFL Environmental has been located in Guilford County for over 25 years. We appreciate our relationship with Guilford County and look forward to a long-lasting partnership to service its citizens. We look forward to discussing our proposal.

Respectfully,

Norma Yanez
Government Contracts Manager



September 11th, 2024

Sustainability in Action

Guilford County Board of Commissioners
301 West Market Street
Greensboro, NC 27401

Members of the Board:

Republic Services was granted a Solid Waste Hauler License effective July 1, 2022, through June 30th, 2025. Due to the upward movement of inflation Republic Services respectfully asks for the following pricing considerations due to increases in operating expenses related to labor, equipment, fuel, and disposal. To sustain the current service levels, the necessity for a price adjustment is resolute and critical to our ability to continue serving the residents of Guilford County. Our request is based on the Consumer Price Index, and Garbage Trash series, and reflects an ask of \$3.09/ month or a 12% monthly increase. I have attached a copy of the index for reference.

~ Additionally, we would like consideration to add the following language to the 2025 License Agreement. See below:

Annual Rate Adjustments. The Licensed Solid Waste Hauler may increase the rates for all Services effective on January 1st, 2026, and annually thereafter, in an amount equal to the Consumer Price Index for All Urban Consumers (Garbage Trash Collection) U.S. County Average, as published by United States Department of Labor, Bureau of Statistics (the "CPI"). For the CPI calculation, rates will be adjusted using the month of July trailing twelve (12) months average CPI compared to the twelve (12) months preceding.

Change in Law Adjustments. The Licensed Solid Waste Hauler may increase the rates for Services as a result of increases in costs incurred due to (a) any third party or municipal hauling company or disposal or recycling facility being used; (b) changes in local, state, federal or international rules, ordinances or regulations; (c) changes in taxes, fees or other governmental charges (other than income or real property taxes); (d) uncontrollable prolonged operational changes (i.e., a major bridge closure); (e) increased fuel costs; and (f) changes in costs due to a Force Majeure Event. Any of the foregoing cost adjustments shall be retroactive to the effective date of such increase or change in cost.

Republic Services has a significant investment in infrastructure and people in this community with a hauling company location on Bishop Road, a Recycling Center on Patton Avenue, and a permitted Treatment, Storage, & Disposal Facility (TSDF) on Patterson Street. We employ 125 employees between the three facilities. The rate increases and additions to the agreement language are an effort to align the rates with the increased costs and provide a mechanism for addressing inflation in the future. Please let me know if you have any additional questions regarding this request. We look forward to the opportunity to continue to provide safe, reliable waste and recycling collection services for the Guilford County residents.

Warm Regards,

Tracy Nestor

Senior Area Manager Municipal Services
828.217.8766
tnestor@republicservices.com

Series ID	Year	Label	Value	12-Month % Change
CUUR0000SEHG02	2022	2022 Jul	548.187	5.2
CUUR0000SEHG02	2023	2023 Jul	596.167	8.8
CUUR0000SEHG02	2024	2024 Jul	614.089	3

Garbage Hauler Customers in Guilford County

(*based on the FY23-24 Solid Waste Management & Materials Annual Report)

Republic Services

Total Customers: 29,458. Republic Services accounts for 90.98% of the total customers (32,379) subscribing to services in Guilford County that a rate change would impact.

- Unincorporated area: 24,544 (83% of Republic Services subscribers reside in the unincorporated areas.
- Incorporated area: 4,914 (17% of Republic Services subscribers reside in the incorporated areas listed below.)
 - Summerfield: 3,525
 - Whitsett: 340
 - Sedalia: 307
 - Pleasant Garden: 742

GFL Environmental

Total Customers: 2,761. GFL Environmental accounts for 8.53% of total customers (32,379) subscribing to garbage services in Guilford County that a rate change would impact.

- Unincorporated: 1,685 (61% of GFL subscribers reside in the unincorporated areas of Guilford County.)
- Incorporated: 1,076 (39% of GFL subscribers reside in the incorporated areas listed below.)
 - Jamestown: 65
 - Pleasant Garden: 25
 - Whitsett: 986

Randolph County Garbage Service

Total Customers: 160. Randolph County Garbage Services accounts for 0.49% of customers subscribing to garbage hauling services in Guilford County that a rate change would impact.

- Unincorporated: 160 (100%)
- Incorporated: 0

***The total number of customers potentially impacted by a rate change is 32,379.**

Additional Information

Republic Services has a significant investment in infrastructure and people with a hauling company on Bishop Road, a Recycling Center on Patterson Avenue, and a permitted Treatment, Storage, and Disposal Facility on Patterson Street. They employ 125 people between those three facilities. In 2023 and 2024, Republic Services supported two charities, Backpack Beginnings and Urban Ministries. Please see the letter dated September 11, 2024

GFL Environmental employs 133 people, most of whom live in Guilford County. Its monthly payroll for its locations in the County is over \$750,000. GFL pays over \$100,000 in local taxes annually and has operated in Guilford County for over 25 years. They have three locations in Guilford County. The towns of Oak Ridge and Stokesdale contract directly with GFL for services and would *not* be impacted by this rate change. There are 2,700 customers in Oak Ridge and 2,200 customers in Stokesdale. For more detailed information, please see its letter dated September 10, 2024.

Randolph County Garbage Service did not respond to emails regarding a potential fee increase request.