



January 24, 2024

Town of Bowdoinham  
ATTN: Bryan Benson  
121 Pond Road  
Bowdoinham, ME 04008

**TRANSFER STATION HAULING, DISPOSAL & PROCESSING PROPOSAL**

Dear Bryan,

Pine Tree Waste, Inc., a wholly owned subsidiary of Casella Waste Systems, Inc. (“Casella”) is pleased to provide the Town of Bowdoinham (“Town”) with this proposal for the hauling of waste materials from the Town transfer station. As the leading resource management company in the Northeast, we have over four decades of experience of hauling, disposal and recycling processing services and have been managing the Towns materials for the past 3 years. As such, we believe Casella is the most qualified partner to continue meeting the Town of Bowdoinham’s needs.

We are committed to working collaboratively with the Town both environmentally and economically. Paramount to success is our strength as an organization, which begins with selecting the best individuals to be a part of our team. We are committed to building a diverse workforce that is passionate about serving our customers, adhering to the highest ethical standards, complying with all state and federal regulations, all the while improving our communities and environment.

Our proposal provides the Town of Bowdoinham with services continuing July 1, 2024, with an option for a one-year agreement. We feel that this proposal reflects our strong desire to continue our esteemed partnership with the Town. We have outlined our scope of services and qualifications in the following pages and look forward to discussing the opportunity in greater detail. If at any time you have any questions, please do not hesitate to reach out directly to me at (207) 604-4522.

Sincerely,

**Chris McHale**  
**Market Area Manager**

## Scope of Services

### Transfer Station Services

The Town of Bowdoinham will be serviced by our local hauling division located at 64 Arthur J Reno Sr Road Bath Maine, where our administrative offices and fleet vehicles are dispatched. Casella is fully equipped to provide and maintain equipment to service the Town in addition to being fully qualified and licensed in accordance with all applicable Federal, State, and local laws. Our trucks are routinely serviced and inspected. We will plan on utilizing our existing fleet to provide hauling services and have ample backup equipment in our existing fleet located at our local division.

The recyclable material will be transported to our West Bath Transfer Station and consolidated for final processing.

### Customer Service

Casella's Local Commercial Service Representatives are available to take the Town employee's call to assist with any scheduling or service's needs. The Public Works Department and Town Officials will have a direct line to our local operations team.

#### **Casella- Scarborough Commercial Service Representatives**

**Phone:** 207-510-4839

**Email:** [laurie.richards@casella.com](mailto:laurie.richards@casella.com)

### Reporting

Casella recognizes the importance of providing the Town with monthly and annual reports for quantities of all material streams.

### Compliance

Casella operates under strict compliance with all local, state, and federal regulations and laws, including E.P.A., OSHA, and D.O.T. regulations. All Town ordinances will be clearly communicated and adhered to within our organization. All necessary permits, licenses, certificates, and inspections would be provided.

## Key Personnel

Bowdoinham's Public Works Department and Town Officials will have a direct line to our local operations team to ensure any daily service issues are resolved promptly. Casella will have the following resources overseeing the contract and supporting the Town's needs:

**Market Area Manager:** Chris McHale

**Phone:** (207) 604-4522

**Email:** [christopher.mchale@casella.com](mailto:christopher.mchale@casella.com)

**Operations Manager:** Mark Haley

**Phone:** (603) 365-9420

**Email:** [mark.haley@casella.com](mailto:mark.haley@casella.com)

**Municipal Account Manager:** Talya Bent

**Phone:** (603) 327-9098

**Email:** [talya.bent@casella.com](mailto:talya.bent@casella.com)

## **Qualifications and Experience**

### **Insurance and Bonding Capabilities**

Casella has the ability meet the bonding and insurance requirements set forth in this contract. Please see the attached certificate from our insurance agency, the Noyle Johnson Group. Casella can provide additional information needed upon further request.

### **Finance**

Casella's financial statements can be downloaded at <https://ir.casella.com/financialinformation>

### **Partnering for Success**

We view Municipal work as a partnership. Our over-arching goal is to provide the highest level of service and satisfaction to our municipal partners. Everything we do is in the best interest of both parties. We believe the best testament to our performance comes from our customers. Should you wish to reach out to some of your neighboring communities, the following list would certainly be willing to share their experiences in partnering with Casella.

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#### **Sebago, Maine**

**Name:** Maureen Scanlon, Town Manager

**Phone:** (207) 787-2457 **Email:** [townmanager@townofsebago.org](mailto:townmanager@townofsebago.org)

**Address:** 406 Bridgeton Road, Sebago, ME 04029

**Partnership:** Casella provides hauling, disposal of solid waste and processing of recyclable material from the Town's drop-off station. The Town engages in Zero-Sort® recycling. *(Approximately 1,800 residents)*

#### **Lisbon, Maine**

**Name:** Randy Cyr, Director of Public Works

**Phone:** (207) 353-3000 **Email:** [rcyr@lisbonme.org](mailto:rcyr@lisbonme.org)

**Address:** 14 Capital Avenue, Lisbon, ME 04250

**Partnership:** Casella provides hauling, disposal of solid waste and processing of recyclable material from the Town's drop-off station. The Town engages in Zero-Sort® recycling. Casella also manages the disposal of the Town's biosolids from the Wastewater Treatment Facility. *(Approximately 9,000 residents).*

#### **Dresden, Maine**

**Name:** Michael Henderson, Town Manager

**Phone:** (207) 737-4335 **Email:** [michael.henderson@townofdresden.org](mailto:michael.henderson@townofdresden.org)

**Address:** 534 Gardiner Road, Dresden, ME 04342

**Partnership:** Casella provides hauling, disposal of solid waste and processing of recyclable material from the Town's drop-off station.

**Proposal Exceptions**

Casella has proposed additional nuances of the agreement which we would like to call to your attention for review. Please see below:

- 1. The proposed term is for 1 year, commencing on July 1, 2024.
- 2. Pricing included in this proposal is valid for 60-days from submission date.

**Price Proposal**

**July 1, 2024-June 30, 2025**

<b>Material</b>	<b>Haul Rate</b>	<b>Disposal/Processing Rate</b>
Municipal Solid Waste	N/A	\$123.00/ton
Single Sort Recycling	\$428.19/haul	ACR – (\$165 + \$38.00) <i>*See attachment for formula explanation</i>

## Attachment A

### Single Stream Recycling Formula

ACR - Threshold = Rebate (Charge)

**Average Commodity Revenue (ACR)** - means the current market value for each recyclable commodity (including residue tons) multiplied by the product mix percentage of each recyclable commodity tons from that facility for the residential line of business over the same month, less any direct costs of Processor related to transportation, storage, or marketing of product. In addition, if there is a material change in the ACR during any thirty-day period, the Processor reserves the right to make the immediate adjustment to the ACR.

**Rebate (Charge)** - means the percentage of value paid to the Generator when the ACR is greater than the Threshold. When the Rebate is negative, each dollar below the ACR will be charged to the Generator.

*Rebate Split = 50% to Generator when ACR is above Threshold*

**Threshold= \$165.00/ton** - means the base rate required to process Recyclable Materials (including increases in labor expenses and to cover capital investments) Threshold shall be updated periodically to account for these changes in costs.

**Handling & Transportation= \$38.00** – means the additional cost to handle and transport materials from a Casella Transfer Station to a Materials Recovery Facility (MRF) for final processing.

### Example (current) Pricing Scenario:

Based on Today's Market	Based on Better Market
<b>ACR = \$39.52      Threshold = \$165.00/ ton</b> <b>Handling &amp; Trans = \$38.00/ton</b>	<b>ACR = \$85.77      Threshold = \$165.00/ ton</b> <b>Handling &amp; Trans = \$38.00/ton</b>
<b>Pricing Formula: \$39.52 – (\$165 + \$38) = \$163.48/ton</b>	<b>Pricing Formula: \$85.77 – (\$165 + \$38) = \$117.23/ton</b>
<b>Rebate/Charge: 50% over Threshold (to Generator) and dollar for dollar below the Threshold (to Processor)</b>	<b>Rebate/Charge: 50% over Threshold (to Generator) and dollar for dollar below the Threshold (to Processor)</b>
<b>Net Charge to Generator is \$163.48/ton (\$163.48 x 100%)</b>	<b>Net Charge to Generator is \$117.23/ton (\$117.23 x 100%)</b>