



Press Release from the Villages Of Winnetka and Glencoe



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For Immediate Release:

December 18, 2015

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Residents Reap Rewards from Recycling RFP



Local governments often use smaller cooperative purchasing ventures in order to secure the best possible pricing for commodities, but in 2014 the Villages of Winnetka and Glencoe approached each other with a unique opportunity to co-select a vendor to provide recycling services for their residents. Both Villages are serviced by the same law firm, provide garbage collection in-house, and had the same recycling provider. These circumstances allowed the Villages to present a joint request-for-proposal (RFP), which departed from the normal smaller-scale single purchase cooperatives utilized by municipalities.

Staffs of both organizations collaboratively developed an RFP that would best meet the needs of the residents of Glencoe and Winnetka. This process culminated in the issuance of the joint proposal on September 3, 2015. Four responses were received, and of those, three were selected to participate in a comprehensive interview in mid-November with the Villages' staff. The interview afforded an opportunity for the collective negotiation team to ask detailed questions of each vendor regarding their proposals, and explore their specific operational plan to provide comprehensive recycling collection services to the Villages.



Ultimately, staff from both Winnetka and Glencoe identified Lakeshore Recycling Systems of Morton Grove as the most competitive proposal and recommended vendor. Lakeshore Recycling Systems (LRS) has provided waste and/or recycling collection services to the Chicago Public Schools, City of Chicago, and Villages of Bannockburn, Skokie, Deerfield and Riverwoods. In addition, beginning January 1, 2016, Lakeshore Recycling Systems will begin collecting

refuse and recycling for the City of Highland Park.

Single family and multi-family residences will be billed to the Villages at a rate of \$4.00 per month. Municipal sites and downtown streetside recycling containers will be collected at no charge. In addition, Lakeshore will provide recycling containers for various holidays and events for both Villages.

Including a rebate program enclosed in the proposal, the Villages of Winnetka and Glencoe will collectively save approximately \$566,000 over the life of the recommended five year agreement. Process collaboration also saved the Villages administrative and legal fees, estimated at around \$20,000.

Although local governments participate in single “joint purchases,” rarely do they collectively negotiate such an integral service that touches every resident. Village Manager Robert Bahan noted, “From Winnetka’s perspective, I am extremely pleased to find an opportunity of this magnitude on which to collaborate with the Village of Glencoe. Where our communities have common goals and service delivery, we continue to look for ways to work together, achieve meaningful cost savings, and be good neighbors.”

Recycling at a Glance			
Term	Billing Unit	Glencoe	Winnetka
		5 year	5 year
Single-Family	Per Month	\$4	\$4
Multi-Family	Per Month	\$4	\$4
Commercial	Per Month	\$22	\$28
Cart Rental Charge	Per Month/Per Cart	\$0.80	-
Total Monthly Collection Charge	Per Month	\$16,200	\$18,240

Glencoe’s Village Manager Phil Kiraly pointed out the high level of trust, coordination and communication between the two Villages. “The residents of Glencoe and Winnetka expect and deserve innovative government practices, and I think staff from both organizations rose to the occasion in completing this project.” Kiraly continued, “The outcome has led to real savings for our residents for recycling services, and I look forward to further collaborations between our two communities.”

The final agreements were approved by both Village Boards this week. Lakeshore Recycling Systems will begin work in Winnetka in February, and March in Glencoe. Residents should expect to see mailings and other informational material distributed in the coming months.

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