



**South Salt Lake City Council
Work Meeting Agenda**

Public notice is hereby given that the **South Salt Lake City Council** will hold a Work Meeting on **Wednesday, January 11, 2023** in the City Council Chambers, 220 East Morris Avenue, Suite 200, commencing at **6:30 p.m.**, or as soon thereafter as possible. The link can be found on the City Council page on the City's website sslc.gov

CITY COUNCIL

MEMBERS:

LEANNE HUFF
COREY THOMAS
SHARLA BYNUM
PORTIA MILA
SHANE SIWIK
NATALIE PINKNEY
CLARISSA WILLIAMS

Conducting: Sharla Bynum, District 3

MATTERS FOR DISCUSSION:

- | | |
|--|---------------|
| 1. Discussion of ACE Disposal Contract | Crystal Makin |
| 2. Election of Council Chair & Vice Chair | City Recorder |
| 3. Appointment by the Mayor: | Mayor Wood |
| Suzanne Slifka – Alternate Planning Commission | |

Adjourn

Posted January 6, 2023

ARIEL ANDRUS
CITY RECORDER
220 E MORRIS AVE
SUITE 200
SOUTH SALT LAKE
UTAH
84115
P 801.483.6019
F 801.464.6770

Those needing auxiliary communicative aids or other services for this meeting should contact Ariel Andrus at 801-483-6019, giving at least 24 hours' notice.

CITY OF SOUTH SALT LAKE
CITY COUNCIL WORK MEETING

COUNCIL MEETING Wednesday January 11, 2023
6:30 p.m.

CITY OFFICES 220 East Morris Avenue
South Salt Lake, Utah 84115

CONDUCTING Sharla Bynum

COUNCIL MEMBERS PRESENT:

Sharla Bynum, LeAnne Huff, Portia Mila (on the phone),
Natalie Pinkney, Shane Siwik, Clarissa Williams, Corey Thomas (on the phone)

COUNCIL MEMBERS EXCUSED:

None

STAFF PRESENT:

Mayor Cherie Wood
Josh Collins, City Attorney
Jack Carruth, Police Chief
Terry Addison, Fire Chief
Jonathan Weidenhamer, Community and Economic Development Director
Crystal Makin, Finance Director
Eliza Ungricht, Deputy Community Development Director
Danielle Croyle, Public Information Officer
Jessica Potter, Executive Assistant
Ariel Andrus, City Recorder
Sara Ramirez, Deputy City Recorder

Matters for Discussion

1. Discussion of ACE Disposal Contract

Finance Director, Crystal Makin, provided information to the Council, a copy of which is attached and incorporated by this reference, regarding the matter of contract renewal or putting out a bid in the coming months.

The current contract that the City has with ACE Disposal is up for renewal in December of this year. The contract allows for yearly increases based on annual cost of living. This year, the annual adjustment showed an increase of 8.3% for the garbage collection contract.

Ms. Makin stated that she is concerned that with the current rate that the City is charging, it will not be able to come to a net zero on the Solid Waste Fund. The current rate being charged is \$10 for one trash can and one recycle can.

The information packet that was given to the Council for this meeting shows what the Solid Waste Fund has tracked in over the last 5 years. Currently, the City is in a negative position of around \$40,000. The net gain from 2017-2022 shows about four years of positive outcome with some net income. Two of those years show a negative position. The current fund balance shows \$240,000 which is a good place to be to fund any unexpected emergencies, however, isn't an ideal amount for where the City would like to be.

Ms. Makin also pointed to the projection over the next five years. If the City does nothing and there is an expected increase in the garbage collection contract each year of around 8.3% (which is what the City saw for this year), then the City would see a greater deficit coming through in the fund. By fiscal year 2027, this would make the fund balance would go into the negative.

Council Member Siwik wanted to expand on the use of the 8.3% for this calculation, asking if it was a good number to use because normal inflation rates aren't going to always be 8.3% over the next 5 years.

Ms. Makin answered that historically they have always been over 5%. She stated that her fiscal responsibility is to provide the most conservative position that she can and with the volatility in the markets right now the City can expect to see an increase of around 8% each year and that until she has better data than that, these are the numbers she has to work with.

When we look at the current budget year, the rate would need to be \$11.72 for the City to break even. The current rate being charged is \$10 which puts the City behind. Ms. Makin showed how she took the projected cost of service and the departmental cost and calculated what the rate would have to be for the next 5 years. Each year would need an increase with the highest increase being in Fiscal Year 2024 and would taper back down to around an 8% increase for every year moving forward.

Additionally, she put together four possible scenarios on how the City can choose to tackle this:

1. Tying the rate to the contract-which is how other cities do it. With this the rate would increase each year but the shortfall would continue as well because the garbage fund isn't just for fees, but includes departmental costs, and cart replacement costs that come into play as well.
2. To increase the rate one time next year and leave it at that- the shortfall would continue to exist with this scenario as well.
3. To increase the rate every other year by a dollar, and up to \$13 over a 5-year period- this still wouldn't cover the shortfall over time.
4. To increase by two dollars for 2024, bringing the rate up to \$12 and with another \$2 dollar increase the year after bringing it to \$14- this would bring the City whole on the rate. Three years after doing this, the rate could be tied to the contract and keep the City in a positive position.

Ms. Makin stated that she wanted to bring this information this early in the year because the City will be able to cover the increase in the rate for the next six months, however, will not have the sufficient fund balance to cover the shortfall in the future.

Starting this discussion prior to budget season will give the Council time to think about how to they would like the City to proceed and to send additional questions.

2. Election of Council Chair and Vice Chair

Council Chair:

Council Member Huff made a motion to nominate Council Member Bynum as the Council Chair for 2023.

Council Member Williams seconded the nomination.

No other nominations were made.

City Recorder, Ariel Andrus, affirmed that there was no need to go through the voting process if no other nominations were made.

MOTION: LeAnne Huff

SECOND: Clarissa Williams

Vice Chair:

Council Member Williams made a motion to nominate Council Member Thomas as the Council Vice Chair for 2023.

Council Member Mila seconded the nomination.

No other nominations were made.

There was no need for a voting process.

MOTION: Clarissa Williams

SECOND: Portia Mila

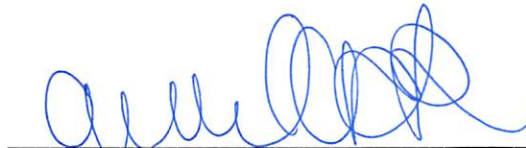
3. Appointments by the Mayor: Suzanne Slifka – Alternate Planning Commission

Mayor Wood informed the Council that an individual is resigning from the Planning Commission and will be honored in the Regular Meeting at 7:00 pm. The appointee, who is unable to be present tonight, will be filling that position and be representing District 2. This item was added to the Work Meeting agenda for initial presentation per Council rules and will officially be presented for the Council's consent and approval in the Regular Meeting. The appointee's resume, a copy of which is attached and incorporated by this reference, has also been provided to the Council.

The meeting adjourned at 6:50 pm.



Sharla Bynum, Council Chair



Ariel Andrus, City Recorder



November 1, 2022
Crystal Makin
220 East Morris Avenue
South Salt Lake, Utah 84115

Crystal,

Re: Annual Cost of Living Increase for Solid Waste and Recycle Collection Services

ACE Recycling and Disposal is proud to provide solid waste and recycling services to South Salt Lake. As stated in our contract, we are allowed an annual cost of living adjustment that will be effective as of January 1, 2023.

We are requesting a rate increase of **8.3%** as reported by the **September 2022 West Urban Index published by the U.S. Bureau of Labor Statistics.**

*\$10 1 Trash
1 Recycle*

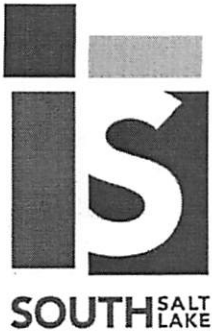
New Rates for Current Services:

1 st Trash Container:	\$5.39	4.36
Additional Trash Container:	\$2.16	1.74
Recycling Container:	\$4.27	3.45
City Facility Dumpsters:	\$185.61	100.00
Neighborhood Dumpster:	\$123.74	150.00
Glass:	\$401.79	350.00
Bulk:	\$2.85	2.63

Your attention to this matter is appreciated. If you have questions, please call me at 801-652-8946.

Sincerely,
Dawn Beagley

Free
*Special Events
City Facility Collection
Christmas Tree Collection*



*City of South Salt Lake
220 East Morris Avenue (2430 South)
South Salt Lake, Utah 84115
(801)483.6000 Fax (801)483.6001*

AGREEMENT FOR COLLECTION OF HOUSEHOLD WASTE AND RECYCLABLE MATERIALS

THIS AGREEMENT ("Agreement") entered into this 31st day of December 2017, between the City of South Salt Lake, a municipal corporation organized under the laws of the state of Utah, 220 East Morris Avenue, 2nd Floor, South Salt Lake, Utah 84115, ("CITY") and ACE Disposal Inc., a Utah corporation, 2274 South Technology Dr., West Valley City, Utah 84119, ("CONTRACTOR") regarding the collection and disposal of household waste and recyclable waste ("Project"). CITY and CONTRACTOR agree as follows:

1. THE PROJECT.

- a. CONTRACTOR shall provide weekly curbside collection of one or more containers of household waste at approximately 4,100 separate locations (approximately 3,900 primary solid waste containers and 200 secondary containers) and weekly collection of approximately 3,800 containers of recyclable waste; and
- b. CONTRACTOR shall provide Fall/Spring cleanup collection to customers of the CITY. Fall/Spring cleanup shall be provided during a two (2) week period, semi-annually, on dates which are mutually agreeable to the parties. Fall/Spring cleanup shall consist of curbside collection of items which are boxed, bundled, or bagged and which are cut/broken down to a maximum length of 5feet and a maximum weight of 75lbs. Spring/Fall cleanup will be provided by CONTRACTOR for each residence in the city. The CONTRACTOR and the CITY shall require that all material left out be boxed, bagged, or bundled, in accordance with regulations promulgated by CONTRACTOR and CITY. Hazardous waste, automotive parts, concrete and dirt are expressly excluded from the Fall/Spring cleanup collection service.

- c. CONTRACTOR will provide weekly collection of household waste and recyclable waste at the City facilities listed in Exhibit 1, which is attached hereto and incorporated by reference; and
- d. CONTRACTOR will provide Christmas tree recycling curbside at each residence; and
- e. Upon the CITY's request, CONTRACTOR will provide roll-off dumpsters; and
- f. CONTRACTOR shall safely and legally transport, process, and dispose of the collected waste and recyclable waste materials in accordance with all applicable federal, state, and local laws and regulations; and
- g. CONTRACTOR shall utilize CITY provided household waste containers; and
- h. CONTRACTOR shall furnish all necessary recyclable waste containers.

2. DEFINITIONS.

For purposes of this Agreement the following definitions shall be used:

Bulky waste: Large items of solid waste including, but not limited to, appliances, furniture, construction and demolition waste, motor vehicles, tires, trees, branches, and stumps;

Construction and demolition waste: Solid waste resulting from the construction, remodeling, repair, and demolition of structures and from road building and land clearing. Such waste includes, but is not limited to, bricks, concrete and other masonry materials, soil, rock, wall coverings, plaster, drywall, and other inert material, plumbing fixtures, non-asbestos insulation, roofing shingles, asphaltic pavement, glass, plastics that are not sealed in a way that conceals other wastes, wood, and metals that are incidental to any of the above. Solid waste that is not construction and demolition waste (even if resulting from the construction, remodeling, repair and demolition of structures, and from road building and land clearing) includes, but is not limited to, hazardous waste, asbestos-containing material, garbage, fluorescent electrical fixtures containing mercury, transformers containing polychlorinated biphenyls, thermostats containing mercury, refrigeration units containing chlorofluorocarbons, radioactive waste, tires, drums and containers with liquid or unrecognizable wastes, and fuel tanks;

Hazardous waste: Solid waste, or a combination of solid wastes which, because of its quantity, concentration, or physical, chemical, or infectious characteristics, may cause or significantly contribute to an increase in mortality or an increase in serious or incapacitation irreversible illness, or pose a substantial present or potential hazard to human health or the environment if improperly treated, stored, transported, disposed, or otherwise managed, or any solid waste listed as a hazardous waste under Section R315-2-10 of the Utah Hazardous Waste Management Rules, or any solid waste that exhibits a characteristic of a hazardous waste as defined in Section R315-2-9 of the Utah Hazardous Waste Management Rules;

Household waste: Waste generated and discarded from a residential dwelling, normally and reasonably associated with households and household activities, not including bulky waste, construction and demolition waste, hazardous waste; or any other type of waste that is prohibited by state rule or law, or health department regulation from being carried by a commercial waste hauler or from being deposited in a municipal landfill;

Residential dwelling: means a dwelling that abuts on a publicly owned and maintained road within the corporate limits of CITY, is part of a building having less than three units is occupied by a person or a group of persons comprising not more than two families, is currently receiving water and domestic sewer services and includes condominiums where each dwelling unit abuts a public road and has individual drive access to the public road;

Recyclable Waste: Paper, including: brochures, catalogs, computer paper, junk mail, magazines, mixed office paper, newspapers, telephone books; cardboard, including: cardboard, cereal boxes, gift, shoe and tissue boxes, paper bags, and paper board; Plastics, including: clear and colored bottles, food and juice bottles, milk jugs, plastic bottles, plastic containers, plastic jugs, soda pop bottles, water jugs and bottle; and Metals, including: aluminum cans, steel cans, tin cans and various food cans; and

Not recyclable waste: Aerosol cans, aluminum foil, car batteries, china and ceramics, clothing, cookware, disposable diapers, food and liquid waste, glass, household hazardous waste, light

bulbs and tubes, motor oil, paint cans, plastic grocery bags, plastic toys, small appliances, Styrofoam packaging, trash and yard waste, used paper plates and cups, pizza boxes, wax paper, wood scraps.

3. TYPE OF COLLECTION

CONTRACTOR shall provide weekly collection of household waste and weekly collection of recyclable waste from residential dwellings approved by the CITY and from other dwellings who receive a permit from the City.

Normal collection points for household waste and recyclable waste shall be at curbside or on public rights- of-way. However, where an accommodation is necessary for those with one or more disabilities CONTRACTOR will provide an accommodation in accordance with the American with Disabilities Act. CONTRACTOR shall collect all household waste, recyclable waste, and bulky waste that is in a proper container and which is of the type that may be placed for collection. When service is refused for failure to comply with the property container and waste type restrictions, CONTRACTOR shall notify the resident(s) with the use of a door hanger indicating the noncompliance concern.

- a. **Household Waste Containers- Specifications.** House hold waste containers shall be provided by the City. Containers shall not exceed 100 gallons in capacity. In the event any container which does not conform to the provisions of this section is set out for collection, CONTRACTOR shall have the authority to deny collection services for such container. Any container not meeting the requirements of this section will be tagged by CONTRACTOR or City and shall not be used again.
- b. **Recyclable Waste Containers Specifications.** Recyclable waste containers shall be provided by CONTRACTOR. Containers shall be 95 gallons in capacity and shall be of a different color than household waste containers. In the event any container which does not conform to the provisions of this section is set out for collection, CONTRACTOR shall have the authority to deny collection services for such container. Any container not meeting the requirements of this section will be tagged by CONTRACTOR or City and shall not be used again. City shall be responsible for the replacement cost of recyclable waste containers that are lost, stolen, or damaged, not including those containers

damaged by CONTRACTOR. CONTRACTOR shall be responsible for replacing recyclable waste containers damaged by CONTRACTOR. The cost charged to CITY for replacement of recyclable waste containers shall be \$75 per container.

c. Materials Not Collected. The following materials shall not be collected:

Highly flammable or explosive materials

Hazardous or radioactive waste materials

Hot ashes, cinders, clinkers, or stove ashes which could ignite other refuse

Dead animals

Septic tank waste or holding tank waste from recreational vehicles or travel trailers

Tires

Batteries

Oils, paint, paint thinner

Bulky waste

Construction and demolition waste

In regard to placement in recyclable containers, and in addition to items described in paragraph (c), all waste that is not "recyclable waste."

d. Waste Materials Requiring Special Preparation.

i. Small animal waste material must be dry and mixed with sand, sawdust, commercial pet litter, or similar absorptive material, and double wrapped in paper or placed in a separate plastic bag before being placed in a refuse container for disposal

ii. Sharp objects such as broken glass, knives, and hypodermic needles must be double wrapped in paper or other suitable material so that no sharp edge is exposed before being placed in a refuse container for disposal

iii. Ashes, cinders, or clinkers must be wrapped separately in a plastic bag or other suitable material so as to prevent dust blowing before being placed in a container for disposal.

4. COLLECTION OPERATION

a. **Collection Schedule.** CONTRACTOR shall prepare and submit for approval a collection schedule which will insure regular weekly collection service of household waste and weekly collection of recyclable waste. The collection of recyclable waste shall occur on the same day of the week as the household waste collection. The collection schedule shall show the days of the week on which collection will be made at each residential dwelling in the collection zone. All regular collection schedules shall be made Monday through Friday. CONTRACTOR shall provide CITY with maps and schedules of collection routes and keep such information current at all times. Maps and schedules of collection routes shall be provided to the CITY's a minimum of thirty (30) days prior to the initiation of collection operations or changes in operations. Maps and schedules of collection routes shall show the day(s) for regularly scheduled pickup for each route and area. CITY may request that collection routes for Fall/Spring cleanup service be provided on a daily basis during the cleanup service period.

b. **Time of Collection.** CONTRACTOR shall not commence collection of household waste or recyclable waste in residential areas prior to 7:00AM or continue collection after 6:00PM.

c. **Holidays.** The following shall be holidays for the purposes of his contract: New Year's Day, 4th of July, Thanksgiving Day, Christmas Day.

d. **Change of Collection Schedule.** CITY must give prior written approval to all routes and schedules when established or changed prior to implementation by CONTRACTOR. Changes in regular collection routes or schedules shall not be made more often than once during any six month period without the written consent of CITY. CONTRACTOR shall notify each and every home in the affected collection route(s) by distributing flyers or through other canvassing means of any changes in collection schedules at least 30 days prior to the intended date of the proposed schedule change. If the collection is made the day following the holiday, no published notice is necessary.

e. **Employees.** CONTRACTOR agrees to prohibit any employee from working while under the influence of alcohol, drugs or otherwise impaired and by prohibiting drinking alcoholic beverages by his drivers and crew members while on duty or in the course of performing their duties under this contract. CONTRACTOR's employees shall be

required to wear a clean uniform bearing the CONTRACTOR's name. Employees who normally and regularly come into direct contact with the public shall bear some means of individual identification such as a name tag or identification card. Employees driving CONTRACTOR's vehicles shall at all times possess and carry a valid Commercial Driver's License issued by the State of Utah. CONTRACTOR'S employees, officers, agents, and sub-contractors shall, at no time, be allowed to identify themselves or in any way represent themselves as being employees or agents of CITY.

f. Hauling. All household waste and recyclable waste hauled by CONTRACTOR shall be contained, tied, or enclosed so that leaking, spilling or blowing are prevented, and if CONTRACTOR causes waste or other deleterious material to be deposited and remain on the street, CONTRACTOR shall be responsible to immediately clean the material up; if CONTRACTOR fails to do so, CITY may elect to perform the cleanup and bill the CONTRACTOR its cost incurred.

g. Disposal. All household waste collected for disposal by CONTRACTOR shall be hauled to the Salt Lake County Transfer Station located at approximately 3300 South 500 West. No tipping fee shall be required to be paid for loads which contain only household waste collected pursuant to the terms of this Agreement. In the event that Salt Lake County Transfer Station closes or becomes otherwise unusable, the CONTRACTOR and CITY will determine the best means of waste disposal and adjust the contract price upon written mutual agreement. CONTRACTOR shall haul recyclable waste to an appropriate recyclable waste sorting center.

h. Collection Equipment. Contractor shall provide an adequate number of vehicles for household waste and recyclable waste collection services. All vehicles shall be equipped with sufficient loading devices for dumping containers of household waste or recyclable waste described in this Agreement. Each vehicle shall have clearly visible on each side of the vehicle the identity and telephone number of CONTRACTOR.

i. Public Service Messages. At no charge to CITY and with prior approval from CONTRACTOR, CONTRACTOR will permit the CITY to post public service messages on collection vehicles as long as posting of the messages can be accomplished at no cost to the CONTRACTOR.

j. **Complaints.** CONTRACTOR shall maintain a live telephone customer service line and shall furnish this number to CITY and to each resident so that they can call CONTRACTOR at their convenience during all hours. CONTRACTOR shall investigate all complaints received and, if allegations are verified, arrange for the household waste or recyclable waste to be picked up within twenty-four (24) hours or provide such other suitable remedy as the situation may dictate.

k. **Office.** CONTRACTOR shall maintain a local office through which it can be contacted. It shall have a responsible person in charge from 8:00AM to 5:00PM on regular collection days. The office shall be located within Salt Lake County, State of Utah.

l. **Point of Contact.** All dealings, contracts, etc. between CONTRACTOR and CITY shall be directed by CONTRACTOR to Finance Director.

m. **American with Disabilities Act.** CONTRACTOR shall, when requested in writing by CITY, provide those people with disabilities an accommodation in such a manner that the household waste and recyclable waste service may be provided.

5. COMPLIANCE WITH LAWS

Contractor shall conduct operations under this Agreement in compliance with all applicable federal, state, and local laws, rules, regulations and ordinances.

6. EFFECTIVE DATE

This Agreement shall be effective upon execution by City and Contractor and performance under the Agreement shall begin January 1, 2018.

7. NONDISCRIMINATION.

CONTRACTOR shall not discriminate against any person because of race, sex, age, creed, color, religion, or national origin.

8. INDEMNITY

CONTRACTOR will indemnify, save harmless and exempt CITY, its officers, agents, servants, and employees from and against any and all suits, actions, legal proceedings, claims, demands, damages, costs and expenses, and attorney's fees incident to any work done in the performance of this Agreement arising out of a willful or negligent act or omission of CONTRACTOR, its officers, agents, servants and employees; provided, however that CONTRACTOR shall not be

liable for any suits, actions, legal proceedings, claims, demands, damages, costs, expenses and attorney's fees arising solely out of a willful or negligent act or omission of CITY, its officers, agents, servants and employees.

9. LICENSES AND TAXES

CONTRACTOR shall obtain all licenses and permits and promptly pay all taxes and other charges required for the performance of this Agreement.

10. TERMS

The term of this Agreement shall be five (5) years beginning January 1, 2018 and ending on December 31, 2023.

- a. Renewal option. At CITY's sole option and discretion it shall have the option to extend the term of the contract for an additional four (4) years on the same terms and conditions contained in this Agreement by giving CONTRACTOR six (6) months advance notice in writing prior to the expiration of the initial five-year term.

11. INSURANCE.

CONTRACTOR shall at all times during the Agreement maintain in full force and effect a minimum of the following insurance coverage: (a) Automobile Liability; (b) Worker's Compensation; (c) General Liability and Property Damage Insurance, and (d) Environmental Liability Insurance. The Automobile liability policy, General Liability policy, and Environmental Liability policy shall have minimum limits of \$5,000,000 per occurrence, \$5,000,000 aggregate. Worker's Compensation limits shall be written with limits not less than those statutorily required, Employers Liability limits shall be written with limits not less than \$1,000,000. The insurance, other than Workers' Compensation and Environmental Liability, shall contain an endorsement listing CITY as an additional insured for ongoing and completed operations (ISO CG 20 10 and ISO CG 20 37 or equivalents). All policies shall apply on a primary basis, without contribution from the City's insurance or self-insurance funds. All Insurers shall have a minimum AM Best rating of A-, and a minimum AM Best financial size of X. All insurance shall be by insurers and for policy limits acceptable to the City and, before commencement of work hereunder, Contractor agrees to furnish CITY a certificate of insurance documenting that the required insurance coverage is in force. CONTRACTOR agrees to waive

their rights of subrogation arising from the work performed under this Agreement. By the first day of July each year that this Agreement is in effect, CONTRACTOR shall provide the City an updated certificate of insurance demonstrating that the required insurance coverage remains in effect.

12. PERFORMANCE BOND

- a. CONTRACTOR shall execute and deliver to CITY a performance bond with a corporate surety, conditioned upon the faithful performance of this Agreement. The performance bond shall be in the amount of One Hundred Thousand Dollars (\$100,000) and shall be in force for the full term of the Agreement. CONTRACTOR shall bill the CITY annually for the premium payment for the bond which shall be over and above the contract price.
- b. The Agreement shall not become effective until the bond has been delivered to the CITY and approved by the City Attorney.
- c. The term of the bond will be stated on its face.
- e. Any notice of cancellation of the bond will be served upon CITY by delivering a written notice of cancellation to the Office of the Mayor, and a copy to the City Recorder and the City Attorney thirty (30) days prior to the effective date of cancellation.
- f. This Agreement shall not be terminated because of violation of this provision if within twenty (20) days after service of notice of cancellation as provided above, CONTRACTOR files with CITY a similar bond approved by the City Attorney to be effective for the balance of the term of this Agreement commencing on the date of such termination.

13. BASIS AND METHOD OF PAYMENT

- a. Household Waste. City shall pay CONTRACTOR within thirty (30) days after the end of the monthly period for which the invoice is submitted. City shall pay CONTRACTOR the sum of \$4.36 per month per pickup for the first can refuse container per residential dwelling. City shall pay CONTRACTOR the sum of \$1.74 per month for a second can refuse container at the same residential dwelling. It is estimated that on January 1, 2018 there will be approximately 4,100 pickups. The number of pickups of refuse containers shall be verified annually by CONTRACTOR. Billings shall be based only upon the total

number of residential dwellings as agreed upon by CONTRACTOR and CITY at the beginning of the contract period and each following contract year. CONTRACTOR shall submit an invoice to the CITY within ten (10) days after the end of the monthly period for services performed the previous month.

- b. **Recyclable Waste.** City shall pay CONTRACTOR \$3.45 per month per pickup for a recyclable container. Billing for recyclable containers shall be based upon actual addresses of residential dwellings at which recycling service is provided pursuant to a recycling agreement executed between CITY and a resident. All recycle containers will be supplied by CONTRACTOR.
- c. **Roll-off Dumpsters.** Roll-off dumpsters at \$100/haul at city facilities and \$150 for others.
- d. **Services at No Cost.** CONTRACTOR will provide special events and weekly CITY facility collection of household and recyclable waste at no additional charge to the CITY. Christmas tree collection will be provided at no charge.
- e. **Modification of Rates.** The fees charged by CONTRACTOR for the second and subsequent years of this Agreement may be adjusted upward or downward to reflect changes in the cost of operations, as reflected by the annual change in the specific Producer Price Index (PPI) for the waste collection industry as computed by the US Department of Labor, Bureau of Labor Statistics, and as reflected by the increase or decrease in number of household waste containers and recyclable waste containers being collected as of the last month of the first year of the contract and every twelve (12) months thereafter (the "Annual Adjustment"). The Annual Adjustment shall be requested by CONTRACTOR and approved by CITY.

14. ASSIGNMENT OF CONTRACT

This Agreement may not be assigned in whole or in part without the express written consent of CITY; in the event of any assignment, the assignee may assume the liability of CONTRACTOR. In the event CONTRACTOR becomes insolvent or bankrupt then the rights authorized hereby shall immediately canceled and annulled and CITY shall have the right to take over the collection of household waste and recyclable waste itself or hire a contractor in its place.

15. OWNERSHIP

Title to all refuse and recyclable waste shall pass to contractor when placed in CONTRACTOR's collection vehicle, removed by CONTRACTOR from the bin, or removed by CONTRACTOR from the customer's premises and shall remain the property of CONTRACTOR until deposited at the Salt Lake County transfer Station and/or recycling facility.

16. TERMINATION

All terms, conditions and specifications of the Agreement are considered material and failure to perform any part of the contract shall be considered a breach. Should CONTRACTOR fail to perform any of its contractual obligations, other than failure to provide the required collection services for a period in excess of five (5) consecutive working days, CITY may, at its option, serve CONTRACTOR with written notice of its default whereupon the CONTRACTOR will have thirty (30) days to remedy the default. If the default has not been cured within thirty (30) days, CITY may terminate the contract; however, in regard to failure by CONTRACTOR to provide the collection service for five (5) consecutive days, the following remedies will apply:

- a. **Failure to Perform.** If CONTRACTOR fails to provide the collection service required by this contract for a period in excess of five (5) consecutive scheduled pick-up days during any one year period, CITY may take any or all of the following actions:
 - i. Employ such persons or a different contractor as it may deem advisable to continue the work until CONTRACTOR is again able to carry out its operations under this contract.
 - ii. Deduct any and all expenses incurred by the CITY by electing the remedy in subparagraph (i) or (iii) from any money due or to become due CONTRACTOR and , should the CITY's cost for continuing the operation exceed the amount due CONTRACTOR, collect the amount due together with interest at the rate of ten percent per annum, from CONTRACTOR or CONTRACTOR's surety company or both.
 - iii. CITY or a substitute contractor hired by CITY shall have the right to immediately take over the collection of all garbage and to take temporary

possession of all land and equipment owned by CONTRACTOR and used by it in the performance of this Agreement. This possession by CITY or its substitute contractor shall be limited to a period not exceeding three (3) months. During that period, in computing the cost of taking over the service as set forth in paragraph (ii), CITY shall credit CONTRACTOR the reasonable rental value of its land and equipment taken. During such a period, the liability of CITY to CONTRACTOR for loss or damage to equipment or facilities so used shall be that of a bailee for hire, ordinary wear and tear being specifically exempt from such liability.

- b. **Conditions Beyond the Parties' Control.** Any failure on the part of either party to this Agreement to perform any obligation hereunder, and any delay in doing any act required hereby shall be excused if such failure or delay is caused by any cause beyond the control of the party so failing to perform, to the extent and for the period that such cause continues.

17. CHANGE IN CITY RULES AND REGULATIONS

If for any reason there is a change in CITY's ordinances as to the method of disposal of garbage or a change in the location of the dump sites, CONTRACTOR shall have the right to renegotiate new contractual provisions to be added to the basic contract by way of amendment. In the event that funding is reduced, CITY shall have the right to renegotiate new contractual provisions with CONTRACTOR within the amount allocated.

18. REFUSE SERVICE-SOUTH SALT LAKE CITY FACILITIES

CONTRACTOR will provide garbage service at the South Salt Lake Facilities listed in Exhibit 1, which is attached hereto and incorporated by reference. CONTRACTOR will provide containers where needed and in such quantity and size as determined by CITY.

19. SUPERVISION.

CONTRACTOR shall supervise, inspect and direct the Project competently and efficiently, devoting such attention and applying such skill and expertise as may be necessary to perform the Project in accordance with this Agreement. CONTRACTOR shall be solely responsible for the means, methods, techniques, sequences and procedures of performing the Project. At all times during the progress of the Project, CONTRACTOR shall assign a competent superintendent who

will be CONTRACTOR'S representative at the site and shall have the authority to act on behalf of CONTRACTOR. All communications given to or received from the superintendent shall be binding on CONTRACTOR.

20. RESOLVING DISPUTES.

- a. This Agreement shall be governed by the laws of the state of Utah.
- b. To resolve any dispute, the parties may mutually agree to submit the controversy to mediation or arbitration.
- c. When any provision of this Agreement refers to *giving notice*, notice shall be sufficient if delivered in person or if delivered by certified mail to the last know address of the appropriate representative of CITY or CONTRACTOR. The appropriate representative for CITY is the Finance Director. The appropriate representative for CONTRACTOR is CONTRACTOR's agent who signed this Agreement.
- d. The duties and obligations imposed by these General Conditions and the rights and remedies available to the parties by way of this Agreement are cumulative and in addition to any rights or remedies which may be available to the parties at law or equity.
- e. All representations, indemnifications, warranties and guarantees made in this Agreement, as well as all other obligations of a continuing nature described in this Agreement, shall survive final payment, completion, acceptance of the Project or termination or completion of this Agreement.

21. STATUS VERIFICATION SYSTEM.

Pursuant to Utah Code Ann. § 63G-11-103, the CONTRACTOR certifies that it is registered with and participates in a Status Verification System (such as E-Verify), as defined in the Utah Code, to verify the work eligibility status of its new employees that are employed in the state of Utah. The CONTRACTOR further agrees that it will require any subcontractor performing work on this project to similarly certify that it is registered with and participates in a state-approved Status Verification System to verify the work eligibility status of its new employees that are employed in the state of Utah. The Contractor will provide proof of enrollment and participation in a Status Verification System within five days of written request by the City.

22. AMENDMENT. No amendment to this Agreement will be effective unless it is in writing and signed by both parties. CITY reserves the right to amend the Agreement during the 2018

calendar year to increase the scope of services at the rates set forth in CONTRACTOR's proposal dated October 3, 2017.

23. THE AGREEMENT.

The Parties agree that electronic copies of this Agreement, including the signature page, shall be sufficient evidence of the contents of this Agreement, without reference to the original, signed copy. This Agreement shall consist of the following documents:

- a. Agreement; and
- b. List of City Facilities to be Serviced- Exhibit 1; and
- c. Certificate(s) of Insurance; and
- d. Performance/Payment Bonds

WHEREFORE, CITY and CONTRACTOR, through their duly authorized representatives, execute this Agreement:

For CONTRACTOR:

Dated: 1-21-2018

By: 
(signature)

Name: Matt Stalsberg
Title: VP

For CITY:

Dated: 1-26-2018

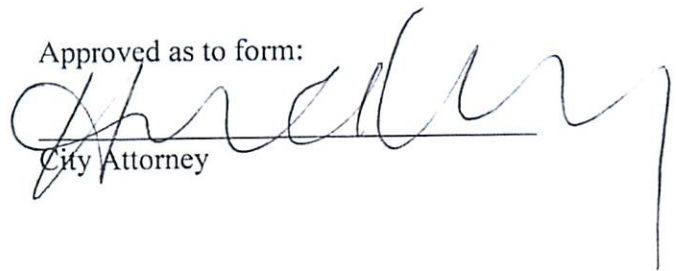
By: 
(signature)

Cherie Wood, Mayor

Attest: 
(signature)

Craig Burton, City Recorder

Approved as to form:


City Attorney

CITY OF SOUTH SALT LAKE
SOLID WASTE FUND INCOME STATEMENT
FOR 5 YEARS ENDING JUNE 30, 2023

	December-23	FY 2023 Budget	June-22	June-21	June-20	June-19	June-18	June-17
REVENUES:								
SOLID WASTE COLLECTION FEES	\$ 170,613	\$ 408,000	\$ 413,973	\$ 409,065	\$ 399,048	\$ 391,122	\$ 392,944	\$ 390,278
WASTE COLLECTION FEES - RENTALS	660	105,000	92,625	96,673	90,374	91,364	96,785	100,071
GLASS RECYCLING FEES	8,269	19,200	15,466	-	-	-	-	-
TRAILER RENTAL INCOME	11,350	32,000	15,600	13,475	10,205	10,688	8,725	8,745
OTHER REVENUE	325	-	1,045	1,175	963	685	818	1,135
GROSS REVENUE	191,217	564,200	538,708	520,389	500,589	493,859	499,272	500,229
COST OF SERVICE:								
CLEAN-UP EXPENSES	14,676	25,000	25,379	23,795	22,689	21,548	24,830	20,869
WASTE COLLECTION CONTRACT	182,963	422,100	386,029	400,589	387,057	372,756	356,480	319,281
GLASS RECYCLING CONTRACT	7,026	18,600	14,488	-	-	-	-	-
CART REPLACEMENT	-	20,000	21,220	16,330	25,471	45,317	8,277	13,867
TOTAL COST OF SERVICE	204,665	485,700	447,116	440,714	435,217	439,621	389,586	354,017
SERVICE REVENUE	(13,448)	78,500	91,592	79,675	65,372	54,238	109,685	146,213
DEPARTMENTAL COSTS:								
SALARIES & BENEFITS	12,117	105,840	75,051	70,480	87,232	81,341	56,030	31,076
OTHER OPERATING COSTS	14,617	11,800	9,551	5,468	6,222	7,781	6,702	3,634
TOTAL DEPARTMENTAL COSTS	26,734	117,640	84,602	75,948	93,453	89,122	62,732	34,710
NET GAIN/(LOSS)	\$ (40,182)	\$ (39,140)	\$ 6,990	\$ 3,726	\$ (28,081)	\$ (34,883)	\$ 46,954	\$ 111,503
FUND BALANCE	\$ 240,596.00		\$ 280,777.69	\$ 273,787.87	\$ 270,061.47	\$ 298,142.88	\$ 333,026.29	\$ 286,072.74

CITY OF SOUTH SALT LAKE

SOLID WASTE FUND INCOME STATEMENT

FOR FISCAL YEAR ENDING JUNE 30, 2023 -- PROJECTED

	FY 2023 Budget	Actual December-23	Projected Jan-June 2023	FY 2023 Projected
<u>REVENUES:</u>				
SOLID WASTE COLLECTION FEES	\$ 408,000	\$ 170,613	\$ 240,667	\$ 411,280
WASTE COLLECTION FEES - RENTALS	105,000	660	53,000	53,660
GLASS RECYCLING FEES	19,200	8,269	9,934	18,203
TRAILER RENTAL INCOME	32,000	11,350	11,350	22,700
OTHER REVENUE	-	325	325	650
GROSS REVENUE	564,200	191,217	315,276	506,493
<u>COST OF SERVICE:</u>				
CLEAN-UP EXPENSES	25,000	14,676	14,676	29,352
WASTE COLLECTION CONTRACT	422,100	182,963	222,396	405,358
GLASS RECYCLING CONTRACT	18,600	7,026	8,708	15,735
CART REPLACEMENT	20,000	-	20,000	20,000
TOTAL COST OF SERVICE	485,700	204,665	265,780	470,445
SERVICE REVENUE	78,500	(13,448)	49,496	36,048
<u>DEPARTMENTAL COSTS:</u>				
SALARIES & BENEFITS	105,840	12,117	32,390	44,507
OTHER OPERATING COSTS	11,800	14,617	14,800	29,417
TOTAL DEPARTMENTAL COSTS	117,640	26,734	47,190	73,924
NET GAIN/(LOSS)	\$ (39,140)	\$ (40,182)	\$ 2,306	\$ (37,876)
FUND BALANCE		\$ 240,596.00		\$ 202,720.02

CITY OF SOUTH SALT LAKE
SOLID WASTE FUND INCOME STATEMENT
5 Year Projected Budget

NO FEE CHANGE

	Increase Assumption	FY 2023 Budget	FY 2024 Projected	FY 2025 Projected	FY 2026 Projected	FY 2027 Projected	FY 2028 Projected
REVENUES:							
SOLID WASTE COLLECTION FEES	0.00%	\$ 408,000	\$ 410,000	\$ 410,000	\$ 410,000	\$ 410,000	\$ 410,000
WASTE COLLECTION FEES - RENTALS	0.00%	105,000	105,000	105,000	105,000	105,000	105,000
GLASS RECYCLING FEES	0.00%	19,200	20,000	20,000	20,000	20,000	20,000
TRAILER RENTAL INCOME	0.00%	32,000	30,000	30,000	30,000	30,000	30,000
OTHER REVENUE	0.00%	-	500	500	500	500	500
GROSS REVENUE		564,200	565,500	565,500	565,500	565,500	565,500
COST OF SERVICE:							
CLEAN-UP EXPENSES	8.30%	25,000	27,075	29,322	31,756	34,392	37,246
WASTE COLLECTION CONTRACT	8.30%	422,100	457,134	495,076	536,168	580,670	628,865
GLASS RECYCLING CONTRACT	0.00%	18,600	18,600	18,600	18,600	18,600	18,600
CART REPLACEMENT	10.00%	20,000	22,000	24,200	26,620	29,282	32,210
TOTAL COST OF SERVICE		485,700	524,809	567,199	613,144	662,943	716,922
SERVICE REVENUE		78,500	40,691	(1,699)	(47,644)	(97,443)	(151,422)
DEPARTMENTAL COSTS:							
SALARIES & BENEFITS	8.00%	105,840	114,307	123,452	133,328	143,994	155,514
OTHER OPERATING COSTS	5.00%	11,800	12,390	13,010	13,660	14,343	15,060
TOTAL DEPARTMENTAL COSTS		117,640	126,697	136,461	146,988	158,337	170,574
NET GAIN/(LOSS)		\$ (39,140)	\$ (86,007)	\$ (138,160)	\$ (194,632)	\$ (255,781)	\$ (321,996)
FUND BALANCE		\$ 201,456.00	\$ 154,589.50	\$ 102,436.05	\$ 45,964.35	\$ (15,184.56)	\$ (81,399.54)

CITY OF SOUTH SALT LAKE
SOLID WASTE FUND
 Projected Rate Requirement

Cost Per Year	FY 2023 Budget	FY 2024 Projected	FY 2025 Projected	FY 2026 Projected	FY 2027 Projected	FY 2028 Projected
Cost of Service	485,700	524,809	567,199	613,144	662,943	716,922
Departmental Costs	117,640	126,697	136,461	146,988	158,337	170,574
Total Cost	603,340	651,507	703,660	760,132	821,281	887,496
Needed Rate Per Unit	\$ 11.72	\$ 12.65	\$ 13.66	\$ 14.76	\$ 15.95	\$ 17.23
Yearly Increase Percent	17.15%	26.51%	8.01%	8.03%	8.04%	8.06%
Tie Rate to Contract	\$ 10.83	\$ 11.73	\$ 12.70	\$ 13.76	\$ 14.90	
Rate Shortfall	\$ (1.82)	\$ (1.93)	\$ (2.06)	\$ (2.19)	\$ (2.33)	
Increase Rate \$1.00 Once	\$ 11.00	\$ 11.00	\$ 11.00	\$ 11.00	\$ 11.00	\$ 11.00
Rate Shortfall	\$ (1.65)	\$ (2.66)	\$ (3.76)	\$ (4.95)	\$ (6.23)	
Increase Rate \$1.00 Every Other Year	\$ 11.00	\$ 11.00	\$ 12.00	\$ 12.00	\$ 13.00	
Rate Shortfall	\$ (1.65)	\$ (2.66)	\$ (2.76)	\$ (3.95)	\$ (4.23)	
Increase \$2/\$2/8.3%	\$ 12.00	\$ 14.00	\$ 15.16	\$ 16.42	\$ 17.78	
Rate Shortfall	\$ (0.65)	\$ 0.34	\$ 0.40	\$ 0.47	\$ 0.55	

CITY OF SOUTH SALT LAKE
SOLID WASTE FUND INCOME STATEMENT
5 Year Projected Budget

Tie Rate Increase to Contract Increases

	Increase Assumption	FY 2023 Budget	FY 2024 Projected	FY 2025 Projected	FY 2026 Projected	FY 2027 Projected	FY 2028 Projected
REVENUES:							
SOLID WASTE COLLECTION FEES	8.30%	\$ 408,000	\$ 444,030	\$ 480,884	\$ 520,798	\$ 564,024	\$ 610,838
WASTE COLLECTION FEES - RENTALS	8.30%	105,000	113,715	123,153	133,375	144,445	156,434
GLASS RECYCLING FEES	0.00%	19,200	20,000	20,000	20,000	20,000	20,000
TRAILER RENTAL INCOME	0.00%	32,000	30,000	30,000	30,000	30,000	30,000
OTHER REVENUE	0.00%	-	500	500	500	500	500
GROSS REVENUE		564,200	608,245	654,538	704,673	758,969	817,772
COST OF SERVICE:							
CLEAN-UP EXPENSES	8.30%	25,000	27,075	29,322	31,756	34,392	37,246
WASTE COLLECTION CONTRACT	8.30%	422,100	457,134	495,076	536,168	580,670	628,865
GLASS RECYCLING CONTRACT	0.00%	18,600	18,600	18,600	18,600	18,600	18,600
CART REPLACEMENT	10.00%	20,000	22,000	24,200	26,620	29,282	32,210
TOTAL COST OF SERVICE		485,700	524,809	567,199	613,144	662,943	716,922
SERVICE REVENUE		78,500	83,436	87,339	91,529	96,026	100,851
DEPARTMENTAL COSTS:							
SALARIES & BENEFITS	8.00%	105,840	114,307	123,452	133,328	143,994	155,514
OTHER OPERATING COSTS	5.00%	11,800	12,390	13,010	13,660	14,343	15,060
TOTAL DEPARTMENTAL COSTS		117,640	126,697	136,461	146,988	158,337	170,574
NET GAIN/(LOSS)		\$ (39,140)	\$ (43,262)	\$ (49,122)	\$ (55,459)	\$ (62,311)	\$ (69,723)
FUND BALANCE		\$ 201,456.00	\$ 197,334.50	\$ 191,473.89	\$ 185,137.32	\$ 178,284.77	\$ 170,872.75

CITY OF SOUTH SALT LAKE
SOLID WASTE FUND INCOME STATEMENT
5 Year Projected Budget

One Time \$1.00 Increase

	Increase Assumption	FY 2023 Budget	FY 2024 Projected	FY 2025 Projected	FY 2026 Projected	FY 2027 Projected	FY 2028 Projected
REVENUES:							
SOLID WASTE COLLECTION FEES	\$ 1.00	\$ 408,000	\$ 451,000	\$ 451,000	\$ 451,000	\$ 451,000	\$ 451,000
WASTE COLLECTION FEES - RENTALS	\$ 1.00	105,000	115,500	115,500	115,500	115,500	115,500
GLASS RECYCLING FEES	0.00%	19,200	20,000	20,000	20,000	20,000	20,000
TRAILER RENTAL INCOME	0.00%	32,000	30,000	30,000	30,000	30,000	30,000
OTHER REVENUE	0.00%	-	500	500	500	500	500
GROSS REVENUE		564,200	617,000	617,000	617,000	617,000	617,000
COST OF SERVICE:							
CLEAN-UP EXPENSES	8.30%	25,000	27,075	29,322	31,756	34,392	37,246
WASTE COLLECTION CONTRACT	8.30%	422,100	457,134	495,076	536,168	580,670	628,865
GLASS RECYCLING CONTRACT	0.00%	18,600	18,600	18,600	18,600	18,600	18,600
CART REPLACEMENT	10.00%	20,000	22,000	24,200	26,620	29,282	32,210
TOTAL COST OF SERVICE		485,700	524,809	567,199	613,144	662,943	716,922
SERVICE REVENUE		78,500	92,191	49,801	3,856	(45,943)	(99,922)
DEPARTMENTAL COSTS:							
SALARIES & BENEFITS	8.00%	105,840	114,307	123,452	133,328	143,994	155,514
OTHER OPERATING COSTS	5.00%	11,800	12,390	13,010	13,660	14,343	15,060
TOTAL DEPARTMENTAL COSTS		117,640	126,697	136,461	146,988	158,337	170,574
NET GAIN/(LOSS)		\$ (39,140)	\$ (34,507)	\$ (86,660)	\$ (143,132)	\$ (204,281)	\$ (270,496)
FUND BALANCE		\$ 201,456.00	\$ 206,089.50	\$ 153,936.05	\$ 97,464.35	\$ 36,315.44	\$ (29,899.54)

CITY OF SOUTH SALT LAKE
SOLID WASTE FUND INCOME STATEMENT
5 Year Projected Budget

\$1.00 Increase Every Other Year

	Increase Assumption	FY 2023 Budget	FY 2024 Projected	FY 2025 Projected	FY 2026 Projected	FY 2027 Projected	FY 2028 Projected
REVENUES:							
SOLID WASTE COLLECTION FEES	\$1 EOY	\$ 408,000	\$ 451,000	\$ 451,000	\$ 492,000	\$ 492,000	\$ 533,000
WASTE COLLECTION FEES - RENTALS	\$1 EOY	105,000	115,500	115,500	126,000	126,000	13,650
GLASS RECYCLING FEES	0.00%	19,200	20,000	20,000	20,000	20,000	20,000
TRAILER RENTAL INCOME	0.00%	32,000	30,000	30,000	30,000	30,000	30,000
OTHER REVENUE	0.00%	-	500	500	500	500	500
GROSS REVENUE		564,200	617,000	617,000	668,500	668,500	597,150
COST OF SERVICE:							
CLEAN-UP EXPENSES	8.30%	25,000	27,075	29,322	31,756	34,392	37,246
WASTE COLLECTION CONTRACT	8.30%	422,100	457,134	495,076	536,168	580,670	628,865
GLASS RECYCLING CONTRACT	0.00%	18,600	18,600	18,600	18,600	18,600	18,600
CART REPLACEMENT	10.00%	20,000	22,000	24,200	26,620	29,282	32,210
TOTAL COST OF SERVICE		485,700	524,809	567,199	613,144	662,943	716,922
SERVICE REVENUE		78,500	92,191	49,801	55,356	5,557	(119,772)
DEPARTMENTAL COSTS:							
SALARIES & BENEFITS	8.00%	105,840	114,307	123,452	133,328	143,994	155,514
OTHER OPERATING COSTS	5.00%	11,800	12,390	13,010	13,660	14,343	15,060
TOTAL DEPARTMENTAL COSTS		117,640	126,697	136,461	146,988	158,337	170,574
NET GAIN/(LOSS)		\$ (39,140)	\$ (34,507)	\$ (86,660)	\$ (91,632)	\$ (152,781)	\$ (290,346)
FUND BALANCE		\$ 201,456.00	\$ 206,089.50	\$ 153,936.05	\$ 148,964.35	\$ 87,815.44	\$ (49,749.54)

CITY OF SOUTH SALT LAKE
SOLID WASTE FUND INCOME STATEMENT
5 Year Projected Budget

Increase \$2 in 2024 and \$2 in 2025, then increase tied to contract

	Increase Assumption	FY 2023 Budget	FY 2024 Projected	FY 2025 Projected	FY 2026 Projected	FY 2027 Projected	FY 2028 Projected
REVENUES:							
Rate		\$ 10.00	\$ 12.00	\$ 14.00	\$ 15.16	\$ 16.42	\$ 17.78
SOLID WASTE COLLECTION FEES	\$2/\$2/8.3%	\$ 408,000	\$ 492,000	\$ 574,000	\$ 621,560	\$ 673,220	\$ 728,980
WASTE COLLECTION FEES - RENTALS	\$2/\$2/8.3%	105,000	126,000	147,000	159,180	172,410	186,690
GLASS RECYCLING FEES	0.00%	19,200	20,000	20,000	20,000	20,000	20,000
TRAILER RENTAL INCOME	0.00%	32,000	30,000	30,000	30,000	30,000	30,000
OTHER REVENUE	0.00%	-	500	500	500	500	500
GROSS REVENUE		564,200	668,500	771,500	831,240	896,130	966,170
COST OF SERVICE:							
CLEAN-UP EXPENSES	8.30%	25,000	27,075	29,322	31,756	34,392	37,246
WASTE COLLECTION CONTRACT	8.30%	422,100	457,134	495,076	536,168	580,670	628,865
GLASS RECYCLING CONTRACT	0.00%	18,600	18,600	18,600	18,600	18,600	18,600
CART REPLACEMENT	10.00%	20,000	22,000	24,200	26,620	29,282	32,210
TOTAL COST OF SERVICE		485,700	524,809	567,199	613,144	662,943	716,922
SERVICE REVENUE		78,500	143,691	204,301	218,096	233,187	249,248
DEPARTMENTAL COSTS:							
SALARIES & BENEFITS	8.00%	105,840	114,307	123,452	133,328	143,994	155,514
OTHER OPERATING COSTS	5.00%	11,800	12,390	13,010	13,660	14,343	15,060
TOTAL DEPARTMENTAL COSTS		117,640	126,697	136,461	146,988	158,337	170,574
NET GAIN/(LOSS)		\$ (39,140)	\$ 16,993	\$ 67,840	\$ 71,108	\$ 74,849	\$ 78,674
FUND BALANCE		\$ 201,456.00	\$ 257,589.50	\$ 308,436.05	\$ 311,704.35	\$ 315,445.44	\$ 319,270.46

Suzanne Slifka

Salt Lake City, Utah, United States



Summary

Since 1991, I have successfully demonstrated advanced expertise in developing, designing and producing quality marketing products, as well as working closely with clients to meet their desired goals. I have had the unique opportunity to serve clients such as Home Depot, Sam's Club, Jim Beam, Taco Bell, Burger King, and Gatorade, as well as many local Salt Lake City companies.

As an accomplished leader in both corporate and educational settings, I have a proven ability to recognize production problems and improve processes throughout organizations.

My varied background includes management, brand building, channel selection and management, customer service and account/project management, franchise support (both corporate offices and individual franchisees), digital asset management, prepress, text formatting and manual design, high-end photocomposition, graphic design, fulfillment, large format printing, packaging creation/design, variable data/direct mail design and print, training, and education.

Specialties: Traditional/online/social media marketing development/fulfillment, publication/advertising graphic design, project management, quality control, content writing, print variables (CMYK/RGB/PMS, coating/varnish, dies, packaging, trapping, variable data/direct mail, offset/digital press variables, postal requirements). Intermediate skills in website design, ePublications, PC platform, MS Word, Preps/Press Touch/Imposition. Expert in OSX, Adobe CC (InDesign, Illustrator, Photoshop, Acrobat, Excel, PowerPoint, EasyCatalog).

Experience



Media Director

Loftus International

Feb 2011 - Present (11 years 11 months +)

Loftus International was established in 1939 and is one of the leaders in providing great products to Wholesale, Costume, Novelty, Magic and Balloon Suppliers.

I am responsible for creating and maintaining the marketing calendar, all media and marketing products including brand maintenance, digital and print design and production, product photography, image manipulation, image library maintenance, database management, packaging creation and design, catalog design, print production, in-house graphics, distributor graphics, web graphics, trade show graphics, traditional marketing, in-house graphic needs, and social media marketing.



Marketing and Graphics Specialist

Freelance

Dec 2010 - Aug 2022 (11 years 9 months)

Management, customer service and account/project management, franchise support (both corporate offices and individual franchisees), digital asset management, prepress, text formatting and manual design, high-end photocomposition, graphic design, fulfillment, large format printing, packaging

creation/design, variable data/direct mail design and print, training, and education for a variety of clients in various industries.

Adjunct Instructor (part time)

Salt Lake Community College

Oct 2006 - Jan 2012 (5 years 4 months)

Educate individuals and SLCC employees on the following software programs through Beginner, Intermediate, and Advanced training workshops: Adobe Creative Suite 5 (InDesign, Illustrator, Photoshop), Adobe Acrobat, and Microsoft Word.

Developed curriculum and instructed Social Media class (Facebook, Twitter, LinkedIn).

Founder & President

Yelo Creative Group

Jun 2005 - Feb 2011 (5 years 9 months)

Full service branding, marketing and public relations creative agency supporting the graphic and marketing needs of small-to-medium size businesses. Business employed two people and utilized up to seven subcontractors.

Responsible for all aspects of business including yearly growth, activities, management, quality control, and employee/client relations for two employees and seven independent contractors.

Responsible for the Marketing, Public Relations, Advertising, and Social Media initiatives for YG and up to 26 active Clients in various industries. Developed and maintained Client's content development, creative direction, channel selection, distribution, budgets, project costs, project management, objectives, design, fulfillment, training, bookkeeping, billing, office management, and overall company direction.

Developed Client-specific procedures followed by YG employees and independent contractors.

Represented YG, as well as various Client's businesses, at trade shows, events and banquets.

Educated business leaders and industry professionals by providing marketing, print, and software seminars for professional organizations such as the Salt Lake County, American Advertising Federation (Utah), Printing Industries of America, Salt Lake Community College, and various small business seminars. In addition to group education, I also wrote branding, marketing, and print-related magazine articles for a social media marketing magazine, and provided on-site and off-site training programs.

Graphics Specialist

Marketing Support, Inc.

Mar 2004 - Oct 2005 (1 year 8 months)

MSI (merged with agencyinmotion.com) is a multiple award winning marketing agency focused on trade and retail distribution for major retail chains, co-ops and trade wholesalers, such as The Home Depot, Lowes, Husky, Skil, Sharper Image, and other National and Fortune 500 brands.

Responsible for exceptional prepress, design, and quality control for multiple National brands and projects from one to over 50 pieces.

Produced and implemented project procedures, to ensure the highest levels of quality control throughout projects, followed by up to seven prepress specialists, 25 freelance graphics specialists, 12 art directors, and six client service representatives and account coordinators.

TUKAIZ On-Site Print Liaison/Client Relations/Prepress/Design/Assistant Supervisor

Tukaiz

Oct 1997 - Mar 2004 (6 years 6 months)

Tukaiz is a multiple award winning, results-driven marketing communications provider with over 49 years of experience serving national creative agencies and Fortune 500 companies.

Within six months of hire, and out of a pool of 45 prepress specialists, I was selected to relocate to California to facilitate the first-ever on-site project management and graphics service for Taco Bell's marketing agency, Wunderman, Cato, Johnson (currently Young & Rubicam). Through this endeavor, I successfully eliminated miscommunication between Tukaiz and the Account Supervisors, improved processes, and educated Art Directors on the proper ways to create designs for print-related marketing materials. Responsible for all proofing, communications between WCJ and Tukaiz, project scheduling, prepress, and Client relations for all Taco Bell print-related marketing pieces including point-of-purchase, drive-through, menu board, window, and promotional signage.

Traveled to top-tier client offices such as Citibank and Enesco to assist in the graphic development, file management, and procedural development for various projects, ensuring efficient completion and quality control throughout projects.

Pioneered the first team work environment between customer service and prepress production, increasing efficiency and communication throughout the company.

Organized, managed, and produced projects that ranged from one to over one hundred elements.

Created and implemented project procedures followed by up to 40 prepress specialists on three shifts.

Assisted in supervising up to 40 prepress specialists on three shifts.

Tackled various responsibilities such as design, prepress, image manipulation, color correction, digital and offset print specifications, large format printing, new software/new employee training.

 **Graphic Arts Instructor**

Triton College

Mar 1996 - Apr 2001 (5 years 2 months)

Developed entire curriculum/testing materials and instructed 8-week college class for Quark XPress. Classes taught include: Intro. to Macintosh, Intro. to Scanning, Intro. to Quark, Advanced Quark.

 **Graphic Arts Instructor**

Graphic Communications International Union School

Mar 1996 - Apr 2001 (5 years 2 months)

Taught the following classes to Printers Union members: Intro. to Mac, Intro. to Quark XPress.

Education



Western Governors University

Bachelor of Science (B.S.) - Marketing Management, Marketing Management
2012 - 2013



Triton College

Graphic Arts

1993 - 1996

Fundamentals of Desktop Publishing, Electronic Typography, Advanced Composition Technology,
Advanced Desktop Publishing



Morton College

Associate of Arts (AA), General Education

1989 - 1992

Licenses & Certifications



CompTIA Project+ - CompTIA

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Skills

Teaching • Mentoring • Print Design • Mac • Print Management • Data Analysis • Packaging
Artwork • Vendor Relations • Product Photography • Marketing Management

Honors & Awards



30 Women To Watch Honoree - Utah Business Magazine

Apr 2009

The 30 Women to Watch event celebrates Utah's most successful and influential women as selected by their peers, giving us all the opportunity to commend them for giving so much devotion to their profession.



We Believe In Heroes Awardee - Utah Chapter Freedoms Foundation at Valley

Forge

Feb 2015

I was at the right place at the right time to save Janice from what would have been a severe injury/death and received an award for my actions.

<https://www.ksl.com/?sid=32436329&nid=148&title=woman-thanks-rescuer-who-saved-her-from-barreling-trax-train>