



Village of Orland Park Counter Offer Pricing
5/2/2013

ORIGINAL	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	Total Cost
WM Original 1/28/13	\$ 19.20	\$ 19.68	\$ 20.18	\$ 20.67	\$ 21.19	\$ 21.69	\$ 22.27	\$ 22.82	\$ 23.39	\$ 23.97	\$ 56,775,840
WM Counter 5/2/13	\$ 18.58	\$ 19.04	\$ 19.52	\$ 20.01	\$ 20.51	\$ 21.02	\$ 21.55	\$ 22.09	\$ 22.64	\$ 23.20	\$ 54,953,932
Difference	3.23%	3.23%	3.27%	3.20%	3.21%	3.08%	3.25%	3.22%	3.22%	3.20%	\$ 1,821,908

Through negotiations, the total cost of the Waste Management ten-year contract will be reduced by approximately \$1,821,908 from their original proposal

The village's current rate is \$19.40 per month

Maintains 2.5% annual increases over the life of the contract

Projecting further reduction in refuse volumes due to increase in recycling frequency

Projecting reduction in disposal costs due to increased recycling frequency and increased landfill diversion

Increase in recycling volumes results in greater commodity value - benefit to both WM and the Village (via recycle rebate)

Assumes additional cost reductions from reduced work comp liability due to use of carts and automation for refuse collection

No reduction in services to Village residents or Village