



**City of North St. Paul  
City Council  
Workshop Meeting Agenda**

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**April 7, 2026  
5:15 PM**

The City Council Workshop Meeting will be conducted on **April 7, 2026** at 5:15 p.m. in the Council Chambers at City Hall, located at 2400 Margaret St., North St. Paul.

You can watch the meeting on our YouTube channel here: [tinyurl.com/NSPYouTube](https://www.youtube.com/NSPYouTube)

**I. Call to Order**

**II. Roll Call**

Council Member Nordby  
Council Member Woods  
Council Member McKenzie  
Council Member Schweer  
Mayor Monge

**III. Adopt Agenda**

**IV. Topic(s)**

A. Discussion - RFP Solid Waste and Recycling Collection Services

**V. Other Business**

**VI. Adjournment**

**Members may be participating by Interactive Technology.**

**The next regularly scheduled City Council Workshop meeting is April 21, 2026.**



To	Date
Honorable Mayor Monge and City Council	April 7, 2026

**Agenda Placement # IV.A**

Topic(s)

**Subject**

Discussion - RFP Solid Waste and Recycling Collection Services

**Background/Facts**

To update the City Council on the Request for Proposals process for Solid Waste and Recycling Collection Services and to seek direction on key elements the City Council would like in the final contract before staff interviews vendors and negotiates the contract.

**Financial Impact**

**Recommended Action**

Staff seeks direction from City Council prior to interviewing vendors.

**Attachments**

1. Solid Waste and Recycling Collection Services Discussion 4.7.26

Respectfully submitted,  
Daniel Winek, Finance Director  
Ken Roberts, Community Development / Community Services Director



# SOLID WASTE AND RECYCLING COLLECTION SERVICES

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APRIL 7, 2026

**City of North St. Paul**



## Purpose

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- To update the City Council on the Request for Proposals process for Solid Waste and Recycling Collection Services and to seek direction on key elements the City Council would like in the final contract before staff interviews vendors and negotiates the contract.



# WHAT HAS BEEN DONE

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- **Developed a Solid Waste and Recycling Collection Services Committee:**
  - **Ken Roberts, Community Development Director**
  - **Chris Cherne, Community Development Administrative Assistant**
  - **Dan Winek, Finance Director**
  - **Barb Huelsman, Utility Coordinator**
  - **Taylor Lillie, Senior Accounting Technician – Utilities**
- **The Committee worked with the consultants at Foth Infrastructure and Environment LLC (Foth), as part of Ramsey County’s Technical Assistance program, prepared a Request for Proposals (RFP) for solid waste and recycling collection services for residences in North Saint Paul.**
- **On December 16, 2025, the City Council adopted a motion approving the draft Request for Proposals (RFP) and all associated documents for solid waste and recycling collection services for the City of North Saint Paul and authorized city staff to release the RFP to the public.**
- **The City received seven proposals from contractors interested in providing solid waste, recycling and yard waste pick up services in North Saint Paul by the February 13, 2026, submittal deadline.**



# WHAT HAS BEEN DONE

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- **Committee reviewed and scored each of the seven proposals in five different categories with 1-10 points possible in each category.**
- **The categories are qualifications, economics/price, community values, past performance and value-added plan.**
- **The staff at Foth Consultants tabulated the Committee scores and they also completed a comparison of the base proposals by doing a weighted percentage scoring for each of the seven proposals.**



# RFP RESULTS

## North St. Paul Base Proposal Comparisons – 2026 Weighted Percentage Scores

		A		B		C		D		E		F		G	
		Points	Weighted %	Points	Weighted %	Points	Weighted %	Points	Weighted %	Points	Weighted %	Points	Weighted %	Points	Weighted %
Qualifications	35%	9.25	3.24	8.00	2.80	8.25	2.89	8.25	2.89	7.75	2.71	8.00	2.80	7.50	2.63
Economics/Price <sup>3</sup>	35%	9.30	3.25	10.00	3.50	6.76	2.37	6.54	2.29	6.40	2.24	6.90	2.42	5.00	1.75
Community Values	20%	7.50	1.50	5.75	1.15	7.50	1.50	6.75	1.35	7.00	1.40	5.25	1.05	7.00	1.40
Past Performance	5%	9.00	0.45	8.50	0.43	8.25	0.41	8.25	0.41	8.75	0.44	8.00	0.40	7.50	0.38
Value-Added Plan	5%	9.25	0.46	2.25	0.11	5.50	0.28	3.75	0.19	2.75	0.14	0.25	0.01	3.25	0.16
<b>Totals<sup>4</sup></b>	<b>100%</b>	<b>44.30</b>	<b>8.90</b>	<b>34.50</b>	<b>7.99</b>	<b>36.26</b>	<b>7.44</b>	<b>33.54</b>	<b>7.13</b>	<b>32.65</b>	<b>6.93</b>	<b>28.40</b>	<b>6.68</b>	<b>30.25</b>	<b>6.31</b>

**Notes:**

<sup>1</sup> Monthly and Annual Hauler Cost Totals do not include MDUs Recycling Collection – Dumpsters, On-call and/or Bundled Brush, or Bulky Waste prices.

<sup>2</sup> Used SDUs Garbage Collection total number of carts billed (3,671) as total number of households in calculation.

<sup>3</sup> Used the below Proportional (Linear) Scaling formula to determine Economics/Price ranking system for Contractors with 10.00 being the lowest cost and 5.00 being the highest cost. Used Linear Scaling so scores reflected actual price gaps between Contractors.

$$\text{Score} = 10 - \frac{(\text{Cost} - \min(\text{All Costs})) \times (10 - 5)}{\max(\text{All Costs}) - \min(\text{All Costs})}$$

<sup>4</sup> Totals are conditionally formatted to use a 3-color scale to indicate the lowest value in red, midpoint values in yellow, and highest values in green.



# RFP RESULTS

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- **The result of the staff scoring and the weighted percentage scores of the seven proposals shows two proposals with the highest scores and the other five proposals with much lower scores – especially when considering economics and price.**
- **We are not yet identifying any the proposers or the contractors to allow the review and approval process to move forward in a fair manner.**



## NEXT STEPS

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- **Determine key elements to highlight in the vendor interviews.**
- **Select vendors to interview.**
  - Interview vendors (Tentatively the April 13<sup>th</sup> – 25<sup>th</sup>).
  - Negotiate terms of contract including key elements.
  - Finalize contract.
  - Bring proposed contract to a June City Council meeting for approval (allows 3 months if a new vendor is selected).
  - New contract starts on September 1, 2026.



# POTENTIAL KEY ELEMENTS

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## Customer Service Options:

- **City Staff (current arrangement)**
- **Vendor provided**
  - **Free**
  - **\$.25 per resident per month**
  - **\$.50 per resident per month**
  - **\$.75 per resident per month**
  - **\$1.00 per resident per month**



# POTENTIAL KEY ELEMENTS

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**Vendor provided App** (Customers could access with information about prices, schedule changes, delays in pick up, pick-up options, vacation holds, etc.)

- **Does the City Council desire an App? If yes, at what cost for the residents?**
  - **Free**
  - **\$.25 per resident per month**
  - **\$.50 per resident per month**
  - **\$.75 per resident per month**
  - **\$1.00 per resident per month**



# POTENTIAL KEY ELEMENTS

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- **Truck Technology** (Trucks would have technology such as cameras showing the driver and the load and GPS that residents could access so they know when and where their truck is located.)
  - **Does the City Council desire a Truck Technology? If yes, at what cost for the residents?**
    - Free
    - \$.25 per resident per month
    - \$.50 per resident per month
    - \$.75 per resident per month
    - \$1.00 per resident per month



# POTENTIAL KEY ELEMENTS

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- **Bulky Pick-up** (Bulky items would be picked up at residences on a regular basis at no additional charge to the resident outside of a monthly charge.)
  - **Does the City Council desire a regular Bulky Pick-up for all residents? If yes, at what frequency and cost for the residents?**

## Frequency

- **2 items per month, per quarter, semi-annual, annual**
- **4 items per month, per quarter, semi-annual, annual**
- **6 items per month, per quarter, semi-annual, annual**



# POTENTIAL KEY ELEMENTS

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- **Bulky Pick-up** (Bulky items would be picked up at residences on a regular basis at no additional charge to the resident outside of a monthly charge.)
  - **Does the City Council desire a regular Bulky Pick-up for all residents? If yes, at what frequency and cost for the residents?**

## Cost

- Free
- **\$.25 per resident per month**
- **\$.50 per resident per month**
- **\$.75 per resident per month**
- **\$1.00 per resident per month**



# POTENTIAL KEY ELEMENTS

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- **Do you have other items to include in the new contract?**