



## **Report to Council**

**Report Number:** REP-ENV-03-2025

**Subject:** Agreement Renewal – Mike's Waste Disposal Inc.

**Date of the meeting:** March 24, 2025

**Prepared by:** Daniel R. Desforges, Environmental Infrastructure Manager

**Circulated to and/or collaborated with:** Marc Legault, Public Works Director

**Approval:** Pierre Leroux, CAO

In agreement with the recommendation based on the contents of this report

## Recommendation

The Environment Department recommends that Council approve the renewal of the agreement with Mike's Waste Disposal Inc. for the curbside collection of municipal solid waste for a five-years, effective until 2030. This agreement includes a provision allowing the municipality to renegotiate its terms on the fourth anniversary, with the option of either terminate or extend the agreement based on operational and financial considerations.

## Financial Considerations

The proposed agreement guarantees continued savings through competitive rates below market prices, thereby contributing to the municipality's long-term financial planning. The five-year term ensures cost stability and budget predictability, while also offering flexibility for potential adjustments based on market conditions. Starting in 2026, the annual collection rate will be set at \$104 per unit, with a 1.75% annual increase until the end of the agreement in 2030. These adjustments will be incorporated into the 2026 municipal budget under cost center N5870-5000-5210.

PRICE PER STOP PER YEAR – ANNUAL 1.75% INCREASE				
2026	2027	2028	2029	2030
\$104.00	\$105.82	\$107.67	\$109.55	\$111.47

## Context

The municipality initially entered into an agreement with Mike's Waste Disposal Inc. in 2006 for a three-year term. Over the past 19 years, the contract has been renewed or extended four times for short- to medium-term durations. During this period, Mike's Waste Disposal Inc. has consistently demonstrated reliability, operational efficiency, and cost-effectiveness, with no reported service deficiencies. Market analysis confirms that the supplier's pricing remains favorable compared to industry standards, reinforcing the financial prudence of this extension.

## Report

The extension of the agreement aligns with the municipality's strategic objectives of ensuring cost-efficient and uninterrupted waste management services. The current contract is set to expire at the end of 2025. Renewing the agreement at this stage eliminates the need for a formal Request for Proposal (RFP) process, which would typically require a 12 to 18-month lead time for potential bidders to procure fleet assets and operationalize service delivery. The five-year term facilitates long-term planning, operational stability, and budget predictability while preserving the flexibility to reassess contractual terms based on market conditions. Given the supplier's proven performance and cost advantages, a renewal under the proposed terms is the most prudent course of action.

## **Relevance to priorities**

Municipal Act, 2001, S.O. 2001, c.25

Ontario Environmental Assessment Act R.S.O. 1990

Procurement Policy F-2024-01

## **Purchase Policy**

The Nation municipality adheres to Procurement Policy F-2024-01 to ensure compliance with the Municipal Act, S.O. 2001, c.25, Part VI s.270. This policy mandates an open, transparent, and accountable purchasing process that is fair and impartial, while securing the highest quality goods, services, or construction works in the most cost-effective manner.

Single source purchasing is permitted under specific circumstances outlined in section 6.7 of the procurement policy.

- 6.7(b), when the proposed acquisition is a Single Source acquisition and one (1) or more of the following reasons for selecting a particular Supplier apply:
- 6.7(b)(iii): The extension of an existing Contract would prove more cost-effective or beneficial.

## **Communication Plan**

N/A

## **Attachments**

N/A