



August 16, 2021

Mayor Vicente Sarmiento & Members of the Santa Ana City Council  
City of Santa Ana  
20 Civic Center Plaza  
Santa Ana, CA 92701

**Re: Santa Ana Solid Waste Collection Contract**

Dear Mayor Sarmiento and City Councilmembers,

The Apartment Association of Orange County (AAOC) appreciates the time and diligence with which city staff has evaluated the city's sanitation service needs and crafted a Request for Proposal for solid waste collection that reflects your commitment to serving the needs of your constituents.

We wish to urge you to carefully consider the cost impact that your selection of a solid waste collection provider will have on the large population of renters who call Santa Ana home, in addition to rental-housing providers who operate their businesses in the city. A solid waste collection contract with lower rates for multi-family properties and commercial bin service can help to contain a cost that can affect rental rates, housing affordability, and quality of life.

The proposal submitted by Republic Services is one that AAOC believes will serve the city well and not place an undue cost burden on Santa Ana's renters and their rental-housing providers. Republic Services would offer the lowest rates for multifamily dwellings, a reasonable number of free, bulky-item pickups for renters and landlords (a much-needed service for multi-family properties) throughout the year, and a level of accessibility between the customer and the service provider to allow for issues and needs in rental communities to be addressed quickly.

In reviewing the proposed solid waste collection costs and the services to be provided among the companies that submitted proposals, Republic Services seems very well suited to meet the city's needs, in addition to being particularly committed to offering the most affordable multi-family rates without sacrificing service.

**Rates**

- Lowest rates for multi-family dwellings (3+ units)
- Lowest rates for commercial bin service

**Apartment Association of Orange County  
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**Multi-family dwelling benefits**

- Multi-family dwellings will receive free, bulky-item pickups of up to 10 items per unit, per quarter (up to 40 items per year, per unit).
- MySantaAna App Integration
- Local Santa Ana customer service office to respond to customer needs
- 300 roll-off dumpsters a year for neighborhood clean ups
- 6-day per week cleaning of all illegally dumped items

**Service costs compared to the other proposers**

- 2.36 % lower than CR&R on multifamily service
- 6.21 % lower than Athens on multifamily service
- 12.61 % lower than WM on multifamily service
  
- 5.87 % lower than Athens on commercial bin rates
- 7.03 % lower than WM on commercial bin rates
- 8.25 % lower than CR&R on commercial bin rates

**Example: Multi-Family Residential Service**

Proposer	Proposed Monthly Cost to Customer Effective July 1, 2022
Republic Services	\$562.31
CR&R	\$575.62
Athens Services	\$597.21
Waste Management	\$630.69

Data is ranked from low to high.

Equivalent service rate for FY 21-22 is **\$448.64.**

Service Level  
 3 yard refuse bin twice per week  
 3 yard recycling bin once per week  
 1 organics cart once per week



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**Example: Commercial Bin Service**

Proposer	Commercial Bin Rate (per month) Effective July 1, 2022
Republic Services	\$424.92
Athens Services	\$449.88
Waste Management	\$454.79
CR&R	\$459.98

Data is ranked from low to high.

Equivalent service rate for FY 21-22 is **\$388.19.**

Service Level  
 3 yard refuse bin once per week  
 3 yard recycling bin once per week  
 2 yard organics bin once per week




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AAOC urges you to please consider the needs of your multi-family constituents and business owners, and particularly to consider the affordability and scope of services to be provided, when you award the new contract for solid waste collection service for Santa Ana.

Sincerely,

Bill Christiansen  
 Vice President of Government Affairs