

TOWNSHIP OF LOWER MERION

FINANCE COMMITTEE

**Wednesday, September 17, 2025
7:25 PM (Approximately)**

Chairperson: V. Scott Zelov
Vice Chairperson: Ray Courtney, Sean Whalen

AGENDA

- 1. AWARD OF CONTRACT – PUBLIC SAFETY BUILDING (PSB) AND TOWNSHIP ADMINISTRATION BUILDING (TAB) EXTERIOR IMPROVEMENTS & LUDINGTON LIBRARY RAMP REPAIRS**
- 2. AWARD OF CONTRACT – STREET TREE PLANTING PROGRAM**
- 3. AWARD OF CONTRACT – CURBSIDE COMPOST PILOT PROGRAM**
- 4. SOLID WASTE FUND FINANCIAL FORECAST**



AGENDA ITEM INFORMATION

ITEM: AWARD OF CONTRACT – PUBLIC SAFETY BUILDING (PSB) AND TOWNSHIP ADMINISTRATION BUILDING (TAB) EXTERIOR IMPROVEMENTS & LUDINGTON LIBRARY RAMP REPAIRS

Consider for recommendation to the Board of Commissioners approval to award a contract for Public Safety Building (PBS) and Township Administration Building (TAB) Exterior Improvements & Ludington Library Ramp Repairs to the following low bidder in accordance with bids received on Thursday, August 21, 2025 at 11:00 A.M. prevailing time and the recommendation of the Chief Financial Officer with the approval of the Director of Public Works and the Township Engineer:

Jacmel Construction, LLC	
<u>PSB & TAB Exterior Improvements</u>	
Total Base Bid:	\$61,100.00
Total Bid Contingency Item:	4,000.00
Total Add Alts:	<u>18,100.00</u>
Total Bid:	\$83,200.00
 <u>Ludington Library</u>	
Total Base Bid:	\$11,250.00
Total Bid Contingency Item:	<u>3,800.00</u>
Total Bid:	\$15,050.00
 Price Differential if awarded both contracts	 <u>-\$2,000.00</u>
Combined Total Bid:	\$96,250.00

PUBLIC COMMENT

ADDITIONAL INFORMATION:

Funds are available through the Capital Projects Budget – Facilities Improvements (Project #4025) and through the Capital Projects Budget – Library Improvements (Project #4098). The combined construction budget for these projects was \$125,000. This bid award is \$28,750 or 23% less than the construction budget.

ATTACHMENTS:

Description	Type
<input type="checkbox"/> AWARD OF CONTRACT – PUBLIC SAFETY BUILDING (PSB) AND TOWNSHIP ADMINISTRATION BUILDING (TAB) EXTERIOR IMPROVEMENTS & LUDINGTON LIBRARY RAMP REPAIRS	Backup Material
<input type="checkbox"/> AWARD OF CONTRACT – PUBLIC SAFETY BUILDING (PSB) AND TOWNSHIP ADMINISTRATION BUILDING (TAB) EXTERIOR IMPROVEMENTS & LUDINGTON LIBRARY RAMP REPAIRS	Bid Tabulation



**TOWNSHIP
OF
LOWER MERION**
MONTGOMERY COUNTY



TOWNSHIP ENGINEER

75 E. Lancaster Avenue
Ardmore, PA 19003 2376
Telephone: (610) 649-4000
www.lowermerion.org

LOWM 093760 & 093973

MEMORANDUM

TO: Adam M. Szumski, Chief Financial Officer

FROM: Joseph Mastronardo, PE, Township Engineer 
Joann Ma Swierk, PE, Senior Engineer 

DATE: August 27, 2025

SUBJECT: Public Safety Building (PSB) and Township Administration Building (TAB)
Exterior Improvements (LMT Contract No. 25-17-4025) and
Ludington Library Ramp Repairs (LMT Contract No. 25-18-4098)
Bid Review / Award Recommendation

As requested, we have reviewed the following bids submitted by the apparent low bidder, Jacmel Construction, LLC, for the referenced projects and are herewith providing our recommendation for award.

PSB and TAB Exterior Improvements

Base Bid: Selective cleaning, selective masonry repointing, and selective painting	\$61,100.00	
Contingency	\$4,000.00	
Add Alternate A-1A: Extend cleaning to include entire PSB South Façade (Front)	\$6,000.00	
Add Alternate A-1B: Clean PSB West Façade (Side)	\$4,000.00	
Add Alternate A-1C: Clean PSB North Façade (Rear)	\$4,000.00	
Add Alternate A-2: Overhead Door and Frame Repairs with Frame Painting	\$1,500.00	
Add Alternate A-3: Landscape Area Regrading	\$1,800.00	
Add Alternate A-4: Remove Plant Growth along Building Foundation	<u>\$800.00</u>	
Total for Contract 25-17-4025		\$83,200.00

Ludington Library Ramp Repairs

Base Bid: Concrete repairs to ramp	\$11,250.00	
Contingency	<u>\$3,800.00</u>	
Total for Contract 25-18-4098		\$15,050.00

Price differential if contractor is awarded above contracts together	- <u>\$2,000.00</u>
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Combined Bid Total	\$96,250.00
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We find the price bid of \$96,250 to be reasonable for the items of work required for the Base Bid, Contingencies, and all Alternates. The total bid amount is \$28,750, or 23%, less than the construction budget of \$125,000. Please note the \$7,800 of contingencies will only be used if and when directed by the Township.

Therefore, we recommend that the combined contract be awarded to Jacmel Construction, LLC,, contingent upon the remainder of the contract requirements being in order. Funds are available through the following appropriations:

CIP Project Fund	Construction Budget	Award Recommendation *
4025 Facilities Improvements	\$100,000	\$81,500.00
4098 Library Improvements	<u>\$ 25,000</u>	<u>\$14,750.00</u>
Total	\$125,000	\$96,250.00

** The \$2,000 price differential for combined bid award is applied to each contract proportionally based on the total bid amount, including contingencies and alternates.*

We trust that this memorandum adequately addresses this matter. As always, please feel free to contact us if you have any questions or concerns.

cc: Ernie B. McNeely, Township Manager
Brandon J. Ford, MPA, MPS, Assistant Township Manager
Andrew J. Block, Police Superintendent
Paul McElhaney, Director of Public Works
Lynn Williamson, Director of Library System
Albert Augustine, Facilities Maintenance Supervisor

File P:\Projects\LOWM\093760 Facility Improvements\TAB PSB Landscape Walls\DOCUMENTS\2-Bidding\2025-08-27 TAB PSB LPL Bid Review.docx

TOWNSHIP OF LOWER MERION
TABULATION OF BIDS - Public Safety Building (PSB) Township Administration Building (TAB) Exterior Improvements CONTRACT NUMBER: 25-17-4025
BIDS RECEIVED: August 21, 2025 - 11:00 AM

	Bidders:			Jacmel Construction		AJR Environmental		Donald E. Reisinger, Inc.		Solid Wall LLC		Mar-Allen Concrete Products Inc.	
Item No.	Description	U/M	Qty	Unit Price	Total	Unit Price	Total	Unit Price	Total	Unit Price	Total	Unit Price	Total
	Base Bid												
1-1	Mobilization and General Conditions: Permit, Contractor's License, Bonding, Insurance, etc	LS	1	\$4,500.00	\$4,500.00	\$1,000.00	\$1,000.00	\$30,935.00	\$30,935.00	\$5,950.00	\$5,950.00	\$15,253.00	\$15,253.00
1-2	Submittals & Preconstruction Video	LS	1	\$1,500.00	\$1,500.00	\$500.00	\$500.00	\$2,900.00	\$2,900.00	\$3,500.00	\$3,500.00	\$1,745.00	\$1,745.00
1-3	Work Note #1, 1A, and 1B	LS	1	\$3,500.00	\$3,500.00	\$20,000.00	\$20,000.00	\$7,445.00	\$7,445.00	\$17,322.00	\$17,322.00	\$20,722.00	\$20,722.00
1-4	Work Note #2, 3, 3A, and 3B	LS	1	\$38,000.00	\$38,000.00	\$55,000.00	\$55,000.00	\$47,465.00	\$47,465.00	\$53,305.00	\$53,305.00	\$196,490.00	\$196,490.00
1-5	Work Note #4	LS	1	\$1,500.00	\$1,500.00	\$10,000.00	\$10,000.00	\$2,435.00	\$2,435.00	\$3,000.00	\$3,000.00	\$2,385.00	\$2,385.00
1-6	Work Note #5 and 6	LS	1	\$4,200.00	\$4,200.00	\$15,500.00	\$15,500.00	\$6,620.00	\$6,620.00	\$10,000.00	\$10,000.00	\$97,460.00	\$97,460.00
1-7	Work Note #7	LS	1	\$6,400.00	\$6,400.00	\$8,000.00	\$8,000.00	\$8,885.00	\$8,885.00	\$16,000.00	\$16,000.00	\$45,507.00	\$45,507.00
1-8	Close out Documents and Record Drawings	LS	1	\$1,500.00	\$1,500.00	\$1,000.00	\$1,000.00	\$1,915.00	\$1,915.00	\$3,000.00	\$3,000.00	\$1,200.00	\$1,200.00
	Total Lump Sum Price Bid for Contract:				\$ 61,100.00		\$111,000.00		\$108,600.00		\$112,077.00		\$380,762.00
	Contingency Items												
2-1	Additional Selective Repointing (at First Floor Level)	LF	200	\$10.00	\$2,000.00	\$75.00	\$15,000.00	\$7.27	\$1,454.00	\$30.00	\$6,000.00	\$35.60	\$7,120.00
2-2	Additional Backer Rod and Sealant Replacement (at First Floor Level)	LF	100	\$20.00	\$2,000.00	\$55.00	\$5,500.00	\$21.45	\$2,145.00	\$18.00	\$1,800.00	\$70.50	\$7,050.00
	Total Price Bid for Contingency Items:				\$4,000.00		\$20,500.00		\$3,599.00		\$7,800.00		\$14,170.00
	Total Lump Sum Price Bid for Contract Plus Contingencies:				\$ 65,100.00		\$131,500.00		\$ 112,199.00		\$ 119,877.00		\$ 394,932.00
	Add-Alternates												
3-1	Add Alternate A-1A: Extend cleaning to include entire PSB South Façade (Front) [Excludes PSB and TAB Shared Entrance]	LS	1	\$6,000.00	\$6,000.00	\$8,000.00	\$8,000.00	\$9,890.00	\$9,890.00	\$12,500.00	\$12,500.00	\$39,430.00	\$39,430.00
3-2	Add Alternate A-1B: Clean PSB West Façade (Side)	LS	1	\$4,000.00	\$4,000.00	\$8,000.00	\$8,000.00	\$5,160.00	\$5,160.00	\$24,000.00	\$24,000.00	\$8,190.00	\$8,190.00
3-3	Add Alternate A-1C: Clean PSB North Façade (Rear)	LS	1	\$4,000.00	\$4,000.00	\$8,000.00	\$8,000.00	\$11,710.00	\$11,710.00	\$24,000.00	\$24,000.00	\$25,290.00	\$25,290.00
3-4	Add Alternate A-2: Overhead Door and Frame Repairs with Frame Painting	LS	1	\$1,500.00	\$1,500.00	\$4,500.00	\$4,500.00	\$4,200.00	\$4,200.00	\$11,150.00	\$11,150.00	\$17,766.00	\$17,766.00
3-5	Add Alternate A-3: Landscape Area Regrading	LS	1	\$1,800.00	\$1,800.00	\$3,500.00	\$3,500.00	\$6,935.00	\$6,935.00	\$5,000.00	\$5,000.00	\$4,710.00	\$4,710.00
3-6	Add Alternate A-4: Remove Plant Growth along Building Foundation	LS	1	\$800.00	\$800.00	\$2,000.00	\$2,000.00	\$5,290.00	\$5,290.00	\$4,300.00	\$4,300.00	\$2,675.00	\$2,675.00

TOWNSHIP OF LOWER MERION
TABULATION OF BIDS - Ludington Library Exterior Ramp Repairs CONTRACT NUMBER: 25-18-4098
BIDS RECEIVED: August 21, 2025 - 11:00 AM

	Bidders:			Jacmel Construction		AJR Environmental		Donald E. Reisinger, Inc.		Solid Wall LLC		Mar-Allen Concrete Products Inc.	
Item No.	Description	U/M	Qty	Unit Price	Total	Unit Price	Total	Unit Price	Total	Unit Price	Total	Unit Price	Total
	Base Bid												
1-1	Mobilization and General Conditions: Permit, Contractor's License, Bonding, Insurance, etc	LS	1	\$800.00	\$800.00	\$1,000.00	\$1,000.00	\$6,150.00	\$6,150.00	\$2,500.00	\$2,500.00	\$1,495.00	\$1,495.00
1-2	Submittals & Preconstruction Video	LS	1	\$1,000.00	\$1,000.00	\$500.00	\$500.00	\$3,075.00	\$3,075.00	\$1,500.00	\$1,500.00	\$770.00	\$770.00
1-3	Work Note #1	LS	1	\$750.00	\$750.00	\$6,000.00	\$6,000.00	\$1,015.00	\$1,015.00	\$2,200.00	\$2,200.00	\$2,230.00	\$2,230.00
1-4	Work Note #2	LS	1	\$3,400.00	\$3,400.00	\$3,000.00	\$3,000.00	\$11,200.00	\$11,200.00	\$4,000.00	\$4,000.00	\$6,290.00	\$6,290.00
1-5	Work Note #3	LS	1	\$1,800.00	\$1,800.00	\$3,000.00	\$3,000.00	\$2,430.00	\$2,430.00	\$4,000.00	\$4,000.00	\$6,440.00	\$6,440.00
1-6	Work Note #4	LS	1	\$2,000.00	\$2,000.00	\$2,000.00	\$2,000.00	\$3,415.00	\$3,415.00	\$13,200.00	\$13,200.00	\$11,357.00	\$11,357.00
1-7	Work Note #5	LS	1	\$500.00	\$500.00	\$0.00	\$0.00	\$0.00	\$0.00	\$4,000.00	\$4,000.00	\$2,155.00	\$2,155.00
1-8	Close out Documents and Record Drawings	LS	1	\$1,000.00	\$1,000.00	\$0.00	\$0.00	\$2,030.00	\$2,030.00	\$1,500.00	\$1,500.00	\$1,200.00	\$1,200.00
	Total Lump Sum Price Bid for Contract:				\$ 11,250.00		\$15,500.00		\$29,315.00		\$32,900.00		\$31,937.00
	Contingency Items												
2-1	Additional concrete repair areas	0.25 CF allowance per Location	2	\$ 500	\$1,000.00	\$250.00	\$500.00	\$2,422.50	\$4,845.00	\$1,000.00	\$2,000.00	\$2,282.00	\$4,564.00
2-2	6/A-102 Note #11.1: If reinforcement is encountered, extend repair area to provide 1" clear between reinforcement and parallel surface of concrete repair area. Assume up to 0.25 CF of additional repair area per location	0.25 CF allowance per Location	4	\$ 500	\$2,000.00	\$250.00	\$1,000.00	\$747.50	\$2,990.00	\$1,000.00	\$4,000.00	\$847.00	\$3,388.00
2-3	6/A-102 Note #11.2 and 5/A-102: If reinforcement is encountered, clean existing steel reinforcement	Location	4	\$ 200	\$800.00	\$250.00	\$1,000.00	\$300.00	\$1,200.00	\$1,500.00	\$6,000.00	\$366.00	\$1,464.00
	Total Price Bid for Contingency Items:				\$3,800.00		\$2,500.00		\$9,035.00		\$12,000.00		\$9,416.00
	Total Lump Sum Price Bid for Contract Plus Contingencies:				\$ 15,050.00		\$18,000.00		\$ 38,350.00		\$ 44,900.00		\$ 41,353.00

TOWNSHIP OF LOWER MERION
TABULATION OF BIDS - Combined Contract
PSB TAB Exterior Improvements: 25-17-4025 | Ludington Library Exterior Ramp Repairs: 25-18-4098
BIDS RECEIVED: August 21, 2025 - 11:00 AM

	Bidders:			Jacmel Construction		AJR Environmental		Donald E. Reisinger, Inc.		Solid Wall LLC		Mar-Allen Concrete Products Inc.	
Item No.	Description	U/M	Qty	Unit Price	Total	Unit Price	Total	Unit Price	Total	Unit Price	Total	Unit Price	Total
	Base Bid												
1-1	Total Lump Sum Price Bid for Base Contract 25-17-4025	LS	1	\$61,100.00	\$61,100.00	\$111,000.00	\$111,000.00	\$108,600.00	\$108,600.00	\$112,077.00	\$112,077.00	\$380,762.00	\$380,762.00
1-2	Total Lump Sum Price Bid for Base Contract 25-18-4098	LS	1	\$11,250.00	\$11,250.00	\$15,500.00	\$15,500.00	\$29,315.00	\$29,315.00	\$32,900.00	\$32,900.00	\$31,937.00	\$31,937.00
1-3	Price differential if contractor is awarded above contracts together	LS	1	(\$2,000)	(\$2,000)	\$0.00	\$0.00	\$0.00	\$0.00	\$19,800.00	\$19,800.00	\$0.00	\$0.00
	Total Lump Sum Price Bid for Contract:				\$ 70,350.00		\$126,500.00		\$137,915.00		\$164,777.00		\$412,699.00



AGENDA ITEM INFORMATION

ITEM: AWARD OF CONTRACT – STREET TREE PLANTING PROGRAM

Consider for recommendation to the Board of Commissioners approval to award a contract for Street Tree Planting to the following bidder in accordance with bids received on Thursday, August 14, 2025 at 11:00 A.M. prevailing time and the recommendation of the Chief Financial Officer with the approval of the Director of Public Works:

Lawrence Site Contractors	
Total Base Bid:	\$89,900.00

PUBLIC COMMENT

ADDITIONAL INFORMATION:

Funds are available through the Public Works Operating Budget – Shade Tree Division. The base bid amount is \$10,100 or 10.1% less than the staff estimate of \$100,000.

ATTACHMENTS:

Description	Type
 AWARD OF CONTRACT – STREET TREE PLANTING PROGRAM	Bid Tabulation

TOWNSHIP OF LOWER MERION
TABULATION OF BIDS - 2025 Street Tree Planting Program
CONTRACT NUMBER: 25-18-4098
BIDS RECEIVED: August 14, 2025 - 11:00 AM

Bidders:				Lawrence Site Contractors		J. Margerison Landscaping, Inc.		Delaware Environmental Construction Services		AJR Environmental, Inc.	
Base Bid:											
Item No.	Description	Quantity	Size (cal)	Unit Price:	Total Price:	Unit Price:	Total Price:	Unit Price:	Total Price:	Unit Price:	Total Price:
1	Persian Ironwood (<i>Parrotia persica</i> 'Vanessa')	4	2.5-3.0"	\$425.00	\$1,700.00	\$450.00	\$1,800.00	\$647.00	\$2,588.00	\$890.75	\$3,563.00
2	Paperbark Maple (<i>Acer griseum</i>)	5	2.5-3.0"	\$450.00	\$2,250.00	\$450.00	\$2,250.00	\$1,151.00	\$5,755.00	\$885.25	\$4,426.25
3	Black Gum (<i>Nyssa sylvatica</i>)	30	2.5-3.0"	\$450.00	\$13,500.00	\$450.00	\$13,500.00	\$440.00	\$13,200.00	\$515.25	\$15,457.50
4	American Elm (<i>Ulmus americana</i>)	19	2.5-3.0"	\$450.00	\$8,550.00	\$450.00	\$8,550.00	\$440.00	\$8,360.00	\$397.00	\$7,543.00
5	Swamp White Oak (<i>Quercus bicolor</i>)	15	2.5-3.0"	\$450.00	\$6,750.00	\$450.00	\$6,750.00	\$440.00	\$6,600.00	\$397.00	\$5,955.00
6	Shingle Oak (<i>Quercus imbricaria</i>)	8	2.5-3.0"	\$450.00	\$3,600.00	\$450.00	\$3,600.00	\$468.00	\$3,744.00	\$397.00	\$3,176.00
7	Hornbeam (<i>Carpinus betulus</i>)	5	2.5-3.0"	\$450.00	\$2,250.00	\$450.00	\$2,250.00	\$494.00	\$2,470.00	\$644.25	\$3,221.25
8	Redbud (<i>Cercic canadensis</i> 'Appalachian red')	15	2.5-3.0"	\$450.00	\$6,750.00	\$450.00	\$6,750.00	\$440.00	\$6,600.00	\$526.00	\$7,890.00
9	Hackberry (<i>Celtis occidentalis</i>)	10	2.5-3.0"	\$450.00	\$4,500.00	\$450.00	\$4,500.00	\$494.00	\$4,940.00	\$418.50	\$4,185.00
10	Cherry (<i>Prunus subhirtella</i> 'Autumnails')	18	2.5-3.0"	\$450.00	\$8,100.00	\$450.00	\$8,100.00	\$458.00	\$8,244.00	\$375.50	\$6,759.00
11	Kousa Dogwood (<i>Cornus kousa chinensis</i>)	10	2.5-3.0"	\$450.00	\$4,500.00	\$450.00	\$4,500.00	\$530.00	\$5,300.00	\$472.25	\$4,722.50
12	Sycamore (<i>Platanus acerifolia</i>)	10	2.5-3.0"	\$450.00	\$4,500.00	\$450.00	\$4,500.00	\$440.00	\$4,400.00	\$418.50	\$4,185.00
13	Yellowwood (<i>Cladrastis kentukea</i>)	10	2.5-3.0"	\$450.00	\$4,500.00	\$450.00	\$4,500.00	\$530.00	\$5,300.00	\$644.25	\$6,442.50
14	Ginkgo biloba (fruitless)	3	2.5-3.0"	\$450.00	\$1,350.00	\$450.00	\$1,350.00	\$530.00	\$1,590.00	\$708.75	\$2,126.25
15	Skyline Locust (<i>Gleditsia triacanthos f. inermis</i> 'Skycole')	8	2.5-3.0"	\$450.00	\$3,600.00	\$450.00	\$3,600.00	\$494.00	\$3,952.00	\$461.50	\$3,692.00
16	Willow Oak (<i>Quercus phellos</i>)	8	2.5-3.0"	\$450.00	\$3,600.00	\$450.00	\$3,600.00	\$494.00	\$3,952.00	\$397.00	\$3,176.00
17	Basswood (<i>Tilia americana</i>)	6	2.5-3.0"	\$450.00	\$2,700.00	\$450.00	\$2,700.00	\$458.00	\$2,748.00	\$644.25	\$3,865.50
18	Katsura (<i>Cercidiphyllum japonica</i>)	6	2.5-3.0"	\$450.00	\$2,700.00	\$450.00	\$2,700.00	\$530.00	\$3,180.00	\$483.00	\$2,898.00
19	Red Maple (<i>Acer rumrub</i>)	5	2.5-3.0"	\$450.00	\$2,250.00	\$450.00	\$2,250.00	\$440.00	\$2,200.00	\$397.00	\$1,985.00
20	Autumn Brilliance Serviceberry (<i>Amelanchier</i> var 'Autumn Brilliance')	5	2.5-3.0"	\$450.00	\$2,250.00	\$450.00	\$2,250.00	\$530.00	\$2,650.00	\$644.25	\$3,221.25
Lump Sum Total for Base Bid:				\$89,900.00		\$90,000.00		\$97,773.00		\$98,490.00	

Add Alternates:											
Item No.	Description	Quantity	Size (cal)	Unit Price:	Total Price:	Unit Price:	Total Price:	Unit Price:	Total Price:	Unit Price:	Total Price:
A-1	Chinkapin Oak (<i>Quercus Muehlenbergii</i>)	1	2.5-3.0"	\$440.00	\$440.00	\$450.00	\$450.00	\$494.00	\$494.00	\$644.25	\$644.25
A-2	Kentucky Coffeetree (<i>Gymnocladus dioicus</i>)	1	2.5-3.0"	\$440.00	\$440.00	\$450.00	\$450.00	\$557.00	\$557.00	\$483.00	\$483.00
A-3	Green Mountain Linden (<i>Tilia tomentosa</i> 'Green Mountain')	1	2.5-3.0"	\$440.00	\$440.00	\$450.00	\$450.00	\$458.00	\$458.00	\$644.25	\$644.25

TOWNSHIP OF LOWER MERION
TABULATION OF BIDS - 2025 Street Tree Planting Program
CONTRACT NUMBER: 25-18-4098
BIDS RECEIVED: August 14, 2025 - 11:00 AM

Bidders:				Parkyn Landscape and Hardscape, LLC		Yellowstone Landscape		ArcheWild		Cornerstone Landscapes	
Base Bid:											
Item No.	Description	Quantity	Size (cal)	Unit Price:	Total Price:	Unit Price:	Total Price:	Unit Price:	Total Price:	Unit Price:	Total Price:
1	Persian Ironwood (<i>Parrotia persica</i> 'Vanessa')	4	2.5-3.0"	\$517.40	\$2,069.60	\$650.00	\$2,600.00	\$675.00	\$2,700.00	\$737.50	\$2,950.00
2	Paperbark Maple (<i>Acer griseum</i>)	5	2.5-3.0"	\$517.40	\$2,587.00	\$650.00	\$3,250.00	\$650.00	\$3,250.00	\$872.50	\$4,362.50
3	Black Gum (<i>Nyssa sylvatica</i>)	30	2.5-3.0"	\$517.40	\$15,522.00	\$605.00	\$18,150.00	\$615.00	\$18,450.00	\$722.50	\$21,675.00
4	American Elm (<i>Ulmus americana</i>)	19	2.5-3.0"	\$517.40	\$9,830.60	\$605.00	\$11,495.00	\$615.00	\$11,685.00	\$600.00	\$11,400.00
5	Swamp White Oak (<i>Quercus bicolor</i>)	15	2.5-3.0"	\$517.40	\$7,761.00	\$605.00	\$9,075.00	\$615.00	\$9,225.00	\$662.50	\$9,937.50
6	Shingle Oak (<i>Quercus imbricaria</i>)	8	2.5-3.0"	\$517.40	\$4,139.20	\$625.00	\$5,000.00	\$615.00	\$4,920.00	\$797.50	\$6,380.00
7	Hornbeam (<i>Carpinus betulus</i>)	5	2.5-3.0"	\$517.40	\$2,587.00	\$605.00	\$3,025.00	\$675.00	\$3,375.00	\$722.50	\$3,612.50
8	Redbud (<i>Cercic canadensis</i> 'Appalachian red')	15	2.5-3.0"	\$517.40	\$7,761.00	\$585.00	\$8,775.00	\$675.00	\$10,125.00	\$797.50	\$11,962.50
9	Hackberry (<i>Celtis occidentalis</i>)	10	2.5-3.0"	\$517.40	\$5,174.00	\$585.00	\$5,850.00	\$615.00	\$6,150.00	\$737.50	\$7,375.00
10	Cherry (<i>Prunus subhirtella</i> 'Autumnails')	18	2.5-3.0"	\$517.40	\$9,313.20	\$585.00	\$10,530.00	\$615.00	\$11,070.00	\$547.50	\$9,855.00
11	Kousa Dogwood (<i>Cornus kousa chinensis</i>)	10	2.5-3.0"	\$517.40	\$5,174.00	\$605.00	\$6,050.00	\$615.00	\$6,150.00	\$587.50	\$5,875.00
12	Sycamore (<i>Platanus acerifolia</i>)	10	2.5-3.0"	\$517.40	\$5,174.00	\$605.00	\$6,050.00	\$615.00	\$6,150.00	\$587.50	\$5,875.00
13	Yellowwood (<i>Cladrastis Kentukea</i>)	10	2.5-3.0"	\$517.40	\$5,174.00	\$605.00	\$6,050.00	\$615.00	\$6,150.00	\$872.50	\$8,725.00
14	Ginko biloba (fruitless)	3	2.5-3.0"	\$517.40	\$1,552.20	\$650.00	\$1,950.00	\$675.00	\$2,025.00	\$872.50	\$2,617.50
15	Skyline Locust (<i>Gleditsia triacanthos f. inermis</i> 'Skycole')	8	2.5-3.0"	\$517.40	\$4,139.20	\$585.00	\$4,680.00	\$615.00	\$4,920.00	\$737.50	\$5,900.00
16	Willow Oak (<i>Quercus phellos</i>)	8	2.5-3.0"	\$517.40	\$4,139.20	\$605.00	\$4,840.00	\$615.00	\$4,920.00	\$737.50	\$5,900.00
17	Basswood (<i>Tilia americana</i>)	6	2.5-3.0"	\$517.40	\$3,104.40	\$605.00	\$3,630.00	\$615.00	\$3,690.00	\$797.50	\$4,785.00
18	Katsura (<i>Cercidiphyllum japonica</i>)	6	2.5-3.0"	\$517.40	\$3,104.40	\$625.00	\$3,750.00	\$675.00	\$4,050.00	\$722.50	\$4,335.00
19	Red Maple (<i>Acer rumrub</i>)	5	2.5-3.0"	\$517.40	\$2,587.00	\$585.00	\$2,925.00	\$615.00	\$3,075.00	\$712.50	\$3,562.50
20	Autumn Brilliance Serviceberry (<i>Amelanchier var 'Autumn Brilliance'</i>)	5	2.5-3.0"	\$517.40	\$2,587.00	\$585.00	\$2,925.00	\$615.00	\$3,075.00	\$872.50	\$4,362.50
Lump Sum Total for Base Bid:					\$103,480.00		\$120,600.00		\$125,155.00		\$141,447.50
Add Alternates:											
Item No.	Description	Quantity	Size (cal)	Unit Price:	Total Price:	Unit Price:	Total Price:	Unit Price:	Total Price:	Unit Price:	Total Price:
A-1	Chinkapin Oak (<i>Quercus Muehlenbergii</i>)	1	2.5-3.0"	\$517.40	\$517.40	\$975.00	\$975.00	\$615.00	\$615.00	\$872.50	\$872.50
A-2	Kentucky Coffeetree (<i>Gymnocladus dioicus</i>)	1	2.5-3.0"	\$517.40	\$517.40	\$780.00	\$780.00	\$615.00	\$615.00	\$587.50	\$587.50
A-3	Green Mountain Linden (<i>Tilia tomentosa</i> 'Green Mountain')	1	2.5-3.0"	\$517.40	\$517.40	\$690.00	\$690.00	\$650.00	\$650.00	\$797.50	\$797.50

TOWNSHIP OF LOWER MERION
TABULATION OF BIDS - 2025 Street Tree Planting Program
CONTRACT NUMBER: 25-18-4098
BIDS RECEIVED: August 14, 2025 - 11:00 AM

Bidders:				Green Ridge Landscaping, Inc.		Shearon Environmental Design		Holly Days Nursery	
Base Bid:									
Item No.	Description	Quantity	Size (cal)	Unit Price:	Total Price:	Unit Price:	Total Price:	Unit Price:	Total Price:
1	Persian Ironwood (<i>Parrotia persica</i> 'Vanessa')	4	2.5-3.0"	\$3,124.50	\$12,498.00	\$771.83	\$3,087.32	\$989.00	\$3,956.00
2	Paperbark Maple (<i>Acer griseum</i>)	5	2.5-3.0"	\$2,468.80	\$12,344.00	\$771.83	\$3,859.15	\$964.00	\$4,820.00
3	Black Gum (<i>Nyssa sylvatica</i>)	30	2.5-3.0"	\$241.73	\$7,251.90	\$771.83	\$23,154.90	\$864.00	\$25,920.00
4	American Elm (<i>Ulmus americana</i>)	19	2.5-3.0"	\$292.37	\$5,555.03	\$771.83	\$14,664.77	\$809.00	\$15,371.00
5	Swamp White Oak (<i>Quercus bicolor</i>)	15	2.5-3.0"	\$370.33	\$5,554.95	\$771.83	\$11,577.45	\$809.00	\$12,135.00
6	Shingle Oak (<i>Quercus imbricaria</i>)	8	2.5-3.0"	\$123.50	\$988.00	\$771.83	\$6,174.64	\$939.00	\$7,512.00
7	Hornbeam (<i>Carpinus betulus</i>)	5	2.5-3.0"	\$1,394.80	\$6,974.00	\$771.83	\$3,859.15	\$909.00	\$4,545.00
8	Redbud (<i>Cercic canadensis</i> 'Appalachian red')	15	2.5-3.0"	\$390.87	\$5,863.05	\$771.83	\$11,577.45	\$875.00	\$13,125.00
9	Hackberry (<i>Celtis occidentalis</i>)	10	2.5-3.0"	\$586.30	\$5,863.00	\$771.83	\$7,718.30	\$859.00	\$8,590.00
10	Cherry (<i>Prunus subhirtella</i> 'Autumnails')	18	2.5-3.0"	\$291.44	\$5,245.92	\$771.83	\$13,892.94	\$785.00	\$14,130.00
11	Kousa Dogwood (<i>Cornus kousa chinensis</i>)	10	2.5-3.0"	\$663.50	\$6,635.00	\$771.83	\$7,718.30	\$850.00	\$8,500.00
12	Sycamore (<i>Platanus acerifolia</i>)	10	2.5-3.0"	\$586.30	\$5,863.00	\$771.83	\$7,718.30	\$785.00	\$7,850.00
13	Yellowwood (<i>Cladrastis kentukea</i>)	10	2.5-3.0"	\$910.40	\$9,104.00	\$771.83	\$7,718.30	\$909.00	\$9,090.00
14	Ginko biloba (fruitless)	3	2.5-3.0"	\$5,915.00	\$17,745.00	\$771.83	\$2,315.49	\$989.00	\$2,967.00
15	Skyline Locust (<i>Gleditsia triacanthos f. inermis</i> 'Skycole')	8	2.5-3.0"	\$810.13	\$6,481.04	\$771.83	\$6,174.64	\$785.00	\$6,280.00
16	Willow Oak (<i>Quercus phellos</i>)	8	2.5-3.0"	\$694.38	\$5,555.04	\$771.83	\$6,174.64	\$785.00	\$6,280.00
17	Basswood (<i>Tilia americana</i>)	6	2.5-3.0"	\$1,517.33	\$9,103.98	\$771.83	\$4,630.98	\$895.00	\$5,370.00
18	Katsura (<i>Cercidiphyllum japonica</i>)	6	2.5-3.0"	\$1,285.83	\$7,714.98	\$771.83	\$4,630.98	\$985.00	\$5,910.00
19	Red Maple (<i>Acer rumrub</i>)	5	2.5-3.0"	\$1,111.00	\$5,555.00	\$771.83	\$3,859.15	\$735.00	\$3,675.00
20	Autumn Brilliance Serviceberry (<i>Amelanchier</i> var 'Autumn Brilliance')	5	2.5-3.0"	\$1,821.02	\$9,105.11	\$771.83	\$3,859.15	\$885.00	\$4,425.00
Lump Sum Total for Base Bid:					\$151,000.00		\$154,366.00		\$170,451.00

Add Alternates:									
Item No.	Description	Quantity	Size (cal)	Unit Price:	Total Price:	Unit Price:	Total Price:	Unit Price:	Total Price:
A-1	Chinkapin Oak (<i>Quercus Muehlenbergii</i>)	1	2.5-3.0"	\$1,005.00	\$1,005.00	\$789.06	\$789.06	\$949.00	\$949.00
A-2	Kentucky Coffeetree (<i>Gymnocladus dioicus</i>)	1	2.5-3.0"	\$985.00	\$985.00	\$789.06	\$789.06	\$875.00	\$875.00
A-3	Green Mountain Linden (<i>Tilia tomentosa</i> 'Green Mountain')	1	2.5-3.0"	\$1,125.00	\$1,125.00	\$789.06	\$789.06	\$850.00	\$850.00



AGENDA ITEM INFORMATION

ITEM: AWARD OF CONTRACT – CURBSIDE COMPOST PILOT PROGRAM

Consider for recommendation to the Board of Commissioners approval to award a contract for Curbside Compost Pilot Program to Mother Compost in accordance with proposals received on Monday, August 4, 2025 at 12:00 P.M. prevailing time and the recommendation of the Chief Financial Officer with the approval of the Township Manager.

Mother Compost	
Maximum Year 1 Cost:	\$26,700.00

PUBLIC COMMENT

ADDITIONAL INFORMATION:

Total cost will depend upon enrollment, which is capped at 100 households in year one. Funds are available through the Township Manager’s Office 2025 Operating Budget and its 2026 Proposed Operating Budget.

ATTACHMENTS:

Description	Type
<input type="checkbox"/> AWARD OF CONTRACT – CURBSIDE COMPOST PILOT PROGRAM	Issue Briefing
<input type="checkbox"/> AWARD OF CONTRACT – CURBSIDE COMPOST PILOT PROGRAM	Backup Material

TOWNSHIP OF LOWER MERION
Finance Committee

Issue Briefing

Topic: Award of a Contract for Residential Curbside Collection of Organic Food Waste for Composting Pilot Program

Prepared By: Paloma Vila, PE, Sustainability Manager

Date: September 5, 2025

I. Action To Be Considered By The Board:

Award a contract for a pilot Residential Curbside Collection of Organic Food Waste for Composting Program.

II. Why This Issue Requires Board Consideration:

Contracts of this scope must be awarded by the Board of Commissioners.

III. Current Policy Or Practice (If Applicable):

The Board of Commissioners received the Township's first Sustainability Plan on June 7, 2023 (www.lowermerion.org/SustainPlan). Strategy WM2 of the Sustainability Plan, Compost Program, recommends that the Township pilot an organic food waste compost program for Township residents.

Residential food waste is currently included in household refuse, which is picked up curbside, once a week by the Township, and ultimately delivered to the Covanta waste-to-energy facility in Conshohocken. Presently, the Township collects residential yard waste for composting but does not and cannot collect food waste for composting due to state regulations and operational limitations. Some households independently employ the services of third-party vendors for bi-weekly food waste pickup and composting.

IV. Other Relevant Background Information:

In 2024, the Township initiated a pilot community compost drop-off program wherein enrolled participants were able to bring their food waste to designated outdoor collection receptacles located at select Township facilities. The receptacles are serviced weekly by a local third-party service provider that is permitted by the Commonwealth and possesses access to a state-licensed food waste composting facility in nearby Delaware County. The program started at two locations, but was expanded in 2025 due to demand and is currently operating at five Township facilities, providing a residential food waste composting option for up to a total of 200 households.

Curbside Composting Pilot Program

The U.S. Environmental Protection Agency (EPA) estimates that up to 50% of household refuse is made up of waste that can be composted, and reports that food is the single largest category of material sent to municipal solid waste landfills. Lower Merion's refuse is sent to a waste-to-energy facility rather than a landfill, allowing for energy to be generated from incineration. However, due to the high water content of food waste in general, the presence of food waste in household refuse can make burning waste inefficient and costly. Additionally, when waste is incinerated there is an environmental impact that could be avoided.

The existing pilot community compost drop-off program is currently operating in five locations in the Township and serves 160 households. An additional 185 households are currently on a waitlist, including approximately 115 in the Bala Cynwyd section of the Township. The proposed curbside pilot would consist of weekly pickups of residential food waste for up to 100 residential households by a third-party vendor, contracted by the Township. The goal of the pilot program is to gather data and experience with collecting food waste as a separate waste stream, directly from the household where waste is generated. The following information would be gathered from the program:

- Participation rates
- Quantity of waste diverted
- Costs and savings
- Contamination rates
- Operational feasibility
- Communication needs and challenges

The pilot is to be offered to households situated along a single refuse collection route in Bala Cynwyd, located southeast of the Bala Cynwyd Library. This pilot area contains approximately 250 households that share the same refuse pickup day. Food waste pickup would occur on the same day as refuse pickup, which would simplify data collection, limit truck activity in the neighborhood, reduce concerns over pests and aesthetics, and increase ease of participation. Implementing the pilot program in one neighborhood, and this neighborhood in particular, addresses several program priorities including meeting demand for Township-supported composting in Bala Cynwyd, keeping pilot costs within budget by concentrating the program in a high-density area, increasing the feasibility of data collection, and maximizing the usefulness of the data collected by allowing a direct comparison with refuse collection data. Households within the pilot program area would be given the option to opt-in to the pilot. Based on industry data, 50-100 households are expected to opt-in. Once enrolled, households would receive information on how to participate along with a labeled receptacle in which to place their food waste at the curb. The pilot program would be offered at no cost to the participating households.

Bid Information

A Request for Proposals (RFP) was issued on July 1, 2025, with five residential organic waste collection companies in the area receiving the RFP. The Scope of Services in the RFP included procurement and distribution to program participants of collection bins, weekly curbside collection of residential organic food waste, delivery of collected organic food waste to a PADEP permitted/licensed organic food waste composting facility, managing participant enrollment on a

rolling basis, educating and regularly communicating with program participants, and reporting collected volumes to Township staff.

The lowest of the two bids received, a proposal submitted by Mother Compost in partnership with Bennet Compost, included a price point of \$21 per month, per enrolled household, plus a one-time \$15 charge per participating household for the collection bin. By comparison, the other bid received from Circle Compost featured a cost of \$29 per month, per enrolled household. Retail curbside compost program rates range from \$23-30 per month for every-other-week service, which suggests that the low bid price received by the Township is a competitive figure below market or retail value.

If the contract is awarded, the pilot would launch on or around November 1, 2025 and last through October 31, 2026 using budgeted 2025 funds and funding proposed in the 2026 budget. This tentative pilot calendar would provide the Township with one year of data that could then be analyzed and used to inform future programming and operational decisions around food waste composting in the Township.

V. Impact On Township Finances:

Based on the bids received, the total cost for offering this pilot program would be \$26,700, with a cost of \$5,700 incurred in 2025 and \$21,000 incurred in 2026 assuming enrollment of 100 households along the selected route starting November 1, 2025. The 2025 costs are well below the amount budgeted of \$55,497, primarily due to not being awarded a U.S. Department of Agriculture (USDA) grant for an expanded version of this pilot. The 2026 costs are included in the proposed 2026 budget request that the Board of Commissioners will consider this fall.

If authorized, this pilot program cost would be offset in part by the diversion of organic food waste from the refuse stream and avoided refuse disposal tipping fees.

VI. Staff Recommendation:

Staff recommends awarding a contract to Mother Compost in partnership with Bennet Compost for the pilot residential curbside collection of organic food waste for composting program in the selected program area.

Lower Merion Township Residential Curbside Composting Pilot Proposal



Submitted by: Mother Compost, in partnership with Bennett Compost

A Unified, Scalable Composting Solution for Lower Merion Township

Mother Compost is proud to lead this proposal in partnership with Bennett Compost, bringing together two of the region's most experienced and values-driven food waste haulers to support Lower Merion Township's sustainability goals.

As a company based in and deeply connected to the western suburbs, Mother Compost offers extensive experience working with municipalities, schools, and residents throughout Lower Merion. Our operational presence, community engagement, and familiarity with the area position us well to serve as the lead contractor.

Bennett Compost, with over a decade of experience servicing Philadelphia's dense urban neighborhoods, brings complementary strengths in scale, logistics, and customer experience. Together, our companies represent a unique model of regional collaboration—one that prioritizes community outcomes over competition.

By combining our assets, infrastructure, and operational expertise, this partnership is equipped to scale quickly and efficiently, ensuring high-quality service, clear communication, and a seamless experience for Township staff and residents.

We are excited to offer Lower Merion Township a locally rooted, mission-aligned solution to food waste diversion—one that is proven, practical, and built to grow.

Company Profiles & Experience

Mother Compost

Mother Compost is a certified women-owned organics recycling company based in the western suburbs of Philadelphia. Founded in 2018, we provide food scrap collection for residential and commercial customers with the mission of strengthening soil, educating the community, and modeling a values-based business. We currently serve approximately 1,500 curbside households across the Main Line region, including customers in Lower Merion Township.

In addition to residential service, Mother Compost operates drop-off programs in partnership with Lower Merion Township at the Libraries, manages school composting programs with area public and private schools, and was awarded an RFP in 2023 to support Delaware County's sustainability goals through organics collection at the County Courthouse.

Bennett Compost

Bennett Compost is the largest and oldest composting company in the Philadelphia area (including Lower Merion Township), providing service to over 6,400 households and more than 150 businesses each week. With over 16 years of experience in organic waste hauling across both residential and municipal settings, Bennett Compost currently operates the largest residential curbside composting program in Pennsylvania.

The company has 30 employees and a fleet of 17 collection vehicles. Bennett Compost also operates two PADEP-permitted organic food waste composting facilities in Philadelphia with a combined capacity of 1,000 tons per year, and maintains processing relationships with two additional licensed facilities outside the city, adding another 4,000 tons of capacity per year.

Since 2020, Bennett Compost has managed four municipal contracts with the City of Philadelphia, including two for organic waste hauling and processing. Their dedicated 3-person customer service team manages onboarding, communications, and program inquiries, while also tracking and reporting data to both public and commercial stakeholders.

Together, our organizations offer unmatched regional experience and the operational scale to deliver a seamless, community-centered curbside composting program.

Approach to Scope of Services

We propose a collaborative and efficient operational model to serve the designated Lower Merion Township route. Our goal is to provide reliable service while promoting education, reducing contamination, and ensuring full transparency with the Township.

Key elements of our approach include:

- **Weekly curbside collection every Monday** (shifted to Tuesday following Township holidays)
- **Prompt transport to a PADEP-licensed composting facility**, either Kitchen Harvest or Bennett Compost, ensuring materials are processed responsibly and in accordance with state regulations (*Permit numbers and capacity details available upon request*)
- **Ongoing participant engagement**, including regular education, reminders, and customer service support to maintain a low-contamination program.
- **Monthly and quarterly reporting** to the Township detailing participation metrics and volume of material diverted from landfill.

Each participating household will receive a clearly labeled composting bin—sourced new or repurposed when possible—and a set of educational materials approved by the Township.

Registration and account management will be handled through our online portal, with dedicated customer support available to address participant needs throughout the pilot.

Residential Compost Collection Experience

Mother Compost has provided residential collection services since 2018, currently serving 1,500 households throughout the Main Line.

Our local roots are complemented by the scale of Bennett Compost, which operates the largest residential curbside composting program in the region, including over 6,400 weekly households across Philadelphia and Lower Merion Township.

Composting Facility Partners

Our collected material will be transported to permitted composting facilities with ample capacity. The primary processing locations include My Kitchen Harvest at Linvilla Orchards (Mother Compost's processing partner) and Bennett Compost's two PADEP-permitted facilities in Philadelphia. These facilities have 1500 tons/year of composting capacity.

In addition, Bennett Compost has access to two other permitted facilities outside the city with combined processing capacity exceeding 4,000 tons annually.

Education and Contamination Prevention

Clear, consistent education is central to program success. Our team will engage participants with user-friendly onboarding materials, tip sheets, and reminders delivered via email, print, and social media.

We maintain open communication through our customer support team and address contamination directly through driver reporting and customer outreach, ensuring a clean stream of organics and building long-term participant confidence.

Customer Support & Communication Protocol

Mother Compost and Bennett Compost share a commitment to responsive, human-centered customer service.

Our support team is available Monday through Friday, 7am–4pm, and strives to respond to all inquiries within three hours.

Participants can contact us via phone or email, and use our online portal to cancel service, report issues, or update account information. Text and email reminders are sent the night before scheduled pickups to boost participation and reduce missed bins.

Bennett's customer support team adds further capacity for customer service support as the program grows, with a dedicated team of 3.

Municipal Program Experience

Both Mother Compost and Bennett Compost bring meaningful experience with public-sector composting initiatives.

Mother Compost currently partners with Haverford Township through a subsidized education and collection program, manages Lower Merion's successful library drop-off initiative, and was awarded the 2023 RFP for composting services at the Delaware County Courthouse.

Bennett Compost maintains four active contracts with the City of Philadelphia, demonstrating its capacity to meet the needs of large municipal programs. These contracts are valued at over \$400,000 / year and include both organics collections and processing components.

Operational Capacity and Readiness

Our joint proposal leverages robust staffing and fleet resources: Mother Compost brings 8 staff and 3 collection vehicles, while Bennett Compost contributes 30 staff and 17 vehicles.

Together, we have the infrastructure, technology, and systems needed to onboard 1,000 additional households without delay.

Both teams utilize the StopCheckr platform for route optimization, service tracking, and customer communication—ensuring a seamless, high-quality experience regardless of which team is servicing a particular household.

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Pricing Proposal

Year 1 – Pilot Phase (Rolling Enrollment, Up to 100 Households)

- **Monthly Service Cost:** \$21 per participating household
 - Billed monthly per active signup
- **Bin Procurement:** \$15 per participating household
 - *Includes container, lid, cleaning (if applicable for repurposed), labeling, and delivery. We will prioritize sourcing repurposed, food-grade containers when possible to reduce environmental impact.*

Estimated First-Year Costs (If 100 Households Enroll):

- **Service:** Up to \$2,100/month (based on 100 households)
- **Bins:** \$1,500 (at full enrollment)

Year 2 – Program Expansion up to 400 Households

- **Monthly Service Cost:** \$21 per household
 - *Base pricing remains consistent in year 2 as future efficiencies based on program scale and routing should off-set expected increases in supplies and labor.*
- **Bin Cost:** \$15 per household (if the same container type is used)

Route Locations	1 in Bala Cynwyd	1 in Bala Cynwyd	2 in Bala Cynwyd	2 in Bala Cynwyd, 1 in Ardmore	2 in Bala Cynwyd, 1 Ardmore, 1 Belmont Hills
Pilot Year	Year 1	Year 2	Year 2	Year 2	Year 2
Total estimated participating households	50-100	50-100	100-200	150-300	200-400
Monthly Price Per Household	\$21	\$21	\$21	\$21	\$21

Sample Reports and Participant Communication Tools

Sample Monthly Reporting

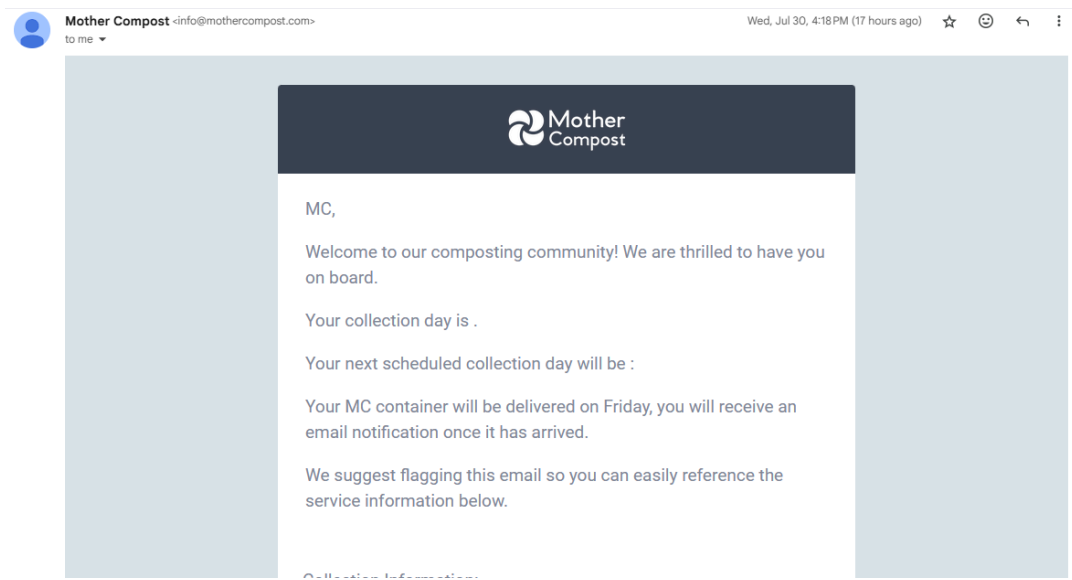
Participant Information (reported via Spreadsheet)

Contact Name	Address	City
Anna Simms	500 Apple Road	Bala Cynwyd
Bethany Jorens	200 Chestnut Avenue	Bala Cynwyd
Brielle Noland	100 Brookfield Terrace	Bala Cynwyd
Camryn Cobbins	2 East Penn Drive	Bala Cynwyd
Cassandra Carlow	123 Trent Road	Bala Cynwyd
Sydney Wilkes	1200 Grenox Road	Bala Cynwyd
Darren Dicksby	11 Saint Pauls Road	Bala Cynwyd
Gavin Culwell	600 Sussex Road	Bala Cynwyd
Marina Santos	900 Ardmore Avenue	Bala Cynwyd
Mitchell Hagan	1111 Surrey Lane	Bala Cynwyd
Peter Marlowe	400 Wickford Road	Bala Cynwyd
Penelope Hains	2000 Chestnut Avenue	Bala Cynwyd
Rae Norwell	500 Elm Avenue	Bala Cynwyd
<i>All names & addresses are fictitious</i>		
Total New Program Participants		
Total Active Program Participants		

Diversion Data

Service Date	# of Households Participating	# of Households Serviced	Est. Diversion Volume (Gallons)	Est. Diversion Weight (LBS)
10/6/2025	5	4	13	50
10/13/2025	15	13	43	150
10/20/2025	27	25	77	270
10/27/2025	32	29	91	320
Monthly Totals	79	71	225	790
Program Totals	79	71	225	790

Sample Welcome Email



Sample Participant Dashboard

MyOther
Compost

Log out

Dashboard

Shop

Account & Billing

Service & Support

Give \$10, Get \$10

Skip Service

Account Credit: \$5.00

Credits will be applied automatically to your next invoice

Subscription

Active

\$313.00/year

Renews February 11, 2026, 10:07 a.m.

Two Buckets, Annual Billing

\$313.00

Request to Cancel

Account Status

Active

Next Service

Aug. 7, 2025

Service Address

MyOther
Compost

Log out

Service Address

Address	Service Day(s)	Actions
641 Clovelly Lane	Thursday	

Your Environmental Impact

Filter by date

Apply

Statistics based on CO₂E (Carbon Equivalency). This number allows us to translate abstract measurements into concrete terms we can understand, such as the emissions from cars, households, or power plants. To learn more visit the EPA's [Greenhouse Gas Equivalencies Calculator](#).

2,301 lbs diverted!

This is the total weight we have collected from you so far.

103 gallons of gas!

The number of gallons of gasoline offset by diverting food scraps from the landfill

2,282 miles offset!

Your composting efforts are equivalent to not driving 2,282 miles. Whoa.

1.2 tons of waste recycled instead of landfilled.

You've saved 1.2 tons from sitting in a landfill. Thank you!

12

27

Certificates of Insurance

WBEC Certification



CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY)

10/04/2024

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

IMPORTANT: If the certificate holder is an **ADDITIONAL INSURED**, the policy(ies) must have **ADDITIONAL INSURED** provisions or be endorsed. If **SUBROGATION IS WAIVED**, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

PRODUCER THE PETERMAN GROUP 105 Montgomery Ave P.O. Box 249 Montgomeryville PA 18936	CONTACT NAME: Maggie Mackaman PHONE (A/C, No, Ext): (215) 853-3000 E-MAIL ADDRESS: mam@petermancompany.com FAX (A/C, No): (215) 853-3001
INSURED Mother Compost, LLC 469 Clothier Road Wynnewood PA 19096	INSURER(S) AFFORDING COVERAGE INSURER A: PA National Mutual Casualty In INSURER B: SiriusPoint America Insurance Company INSURER C: INSURER D: INSURER E: INSURER F:
	NAIC # 14990 38776

COVERAGES**CERTIFICATE NUMBER:** CL2492723447**REVISION NUMBER:**

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR LTR	TYPE OF INSURANCE	ADDL INSD	SUBR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS
A	<input checked="" type="checkbox"/> COMMERCIAL GENERAL LIABILITY <input type="checkbox"/> CLAIMS-MADE <input checked="" type="checkbox"/> OCCUR GEN'L AGGREGATE LIMIT APPLIES PER: <input type="checkbox"/> POLICY <input type="checkbox"/> PRO-JECT <input type="checkbox"/> LOC OTHER:			CL90780430	10/26/2024	10/26/2025	EACH OCCURRENCE \$ 1,000,000 DAMAGE TO RENTED PREMISES (Ea occurrence) \$ 100,000 MED EXP (Any one person) \$ 5,000 PERSONAL & ADV INJURY \$ 1,000,000 GENERAL AGGREGATE \$ 2,000,000 PRODUCTS - COMP/OP AGG \$ 2,000,000
A	<input checked="" type="checkbox"/> AUTOMOBILE LIABILITY <input checked="" type="checkbox"/> ANY AUTO <input type="checkbox"/> OWNED AUTOS ONLY <input type="checkbox"/> HIRED AUTOS ONLY <input checked="" type="checkbox"/> 19 <input type="checkbox"/> SCHEDULED AUTOS <input type="checkbox"/> NON-OWNED AUTOS ONLY			AU9 0780430	10/26/2024	10/26/2025	COMBINED SINGLE LIMIT (Ea accident) \$ 1,000,000 BODILY INJURY (Per person) \$ BODILY INJURY (Per accident) \$ PROPERTY DAMAGE (Per accident) \$
A	<input checked="" type="checkbox"/> UMBRELLA LIAB <input type="checkbox"/> EXCESS LIAB DED RETENTION \$			UL9 0780430	10/26/2024	10/26/2025	EACH OCCURRENCE \$ 2,000,000 AGGREGATE \$ 2,000,000
B	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH) If yes, describe under DESCRIPTION OF OPERATIONS below	Y/N <input checked="" type="checkbox"/> Y	N/A	WC PI 128974-000	08/27/2024	08/27/2025	PER STATUTE OTH-ER E.L. EACH ACCIDENT \$ 1,000,000 E.L. DISEASE - EA EMPLOYEE \$ 1,000,000 E.L. DISEASE - POLICY LIMIT \$ 1,000,000

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)

CERTIFICATE HOLDER**CANCELLATION**

FOR INFORMATIONAL PURPOSES ONLY

SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.

AUTHORIZED REPRESENTATIVE

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CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY)

07/14/2025

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

IMPORTANT: If the certificate holder is an **ADDITIONAL INSURED**, the policy(ies) must have **ADDITIONAL INSURED** provisions or be endorsed. If **SUBROGATION IS WAIVED**, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

PRODUCER The Peterman Group 105 Montgomery Ave, Suite 2051 PO Box 249 Montgomeryville PA 18936	CONTACT NAME: Margaret Mackaman PHONE (A/C, No, Ext): (215) 853-3000 E-MAIL ADDRESS: mam@petermancompany.com FAX (A/C, No): INSURER(S) AFFORDING COVERAGE INSURER A: Penn National Mutual Casualty INSURER B: PinnaclePoint Insurance Company INSURER C: INSURER D: INSURER E: INSURER F:	NAIC # 14990 15137
INSURED Bennett Compost, Inc. 5650 Rising Sun Avenue Philadelphia PA 19120		

COVERAGES**CERTIFICATE NUMBER:** CL2551457318**REVISION NUMBER:**

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR LTR	TYPE OF INSURANCE	ADDL INSD	SUBR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS
A	<input checked="" type="checkbox"/> COMMERCIAL GENERAL LIABILITY <input type="checkbox"/> CLAIMS-MADE <input checked="" type="checkbox"/> OCCUR GEN'L AGGREGATE LIMIT APPLIES PER: <input type="checkbox"/> POLICY <input checked="" type="checkbox"/> PRO-JECT <input type="checkbox"/> LOC OTHER:	Y	Y	CL92016769	05/17/2025	05/17/2026	EACH OCCURRENCE \$ 1,000,000 DAMAGE TO RENTED PREMISES (Ea occurrence) \$ 100,000 MED EXP (Any one person) \$ 10,000 PERSONAL & ADV INJURY \$ 1,000,000 GENERAL AGGREGATE \$ 2,000,000 PRODUCTS - COMP/OP AGG \$ 2,000,000
A	<input checked="" type="checkbox"/> AUTOMOBILE LIABILITY <input checked="" type="checkbox"/> ANY AUTO <input type="checkbox"/> OWNED AUTOS ONLY <input type="checkbox"/> HIRED AUTOS ONLY <input type="checkbox"/> SCHEDULED AUTOS <input type="checkbox"/> NON-OWNED AUTOS ONLY	Y	Y	AU92016769	05/17/2025	05/17/2026	COMBINED SINGLE LIMIT (Ea accident) \$ 1,000,000 BODILY INJURY (Per person) \$ BODILY INJURY (Per accident) \$ PROPERTY DAMAGE (Per accident) \$ Benefits \$
A	<input checked="" type="checkbox"/> UMBRELLA LIAB <input checked="" type="checkbox"/> EXCESS LIAB DED RETENTION \$			UL92016769	05/17/2025	05/17/2026	EACH OCCURRENCE \$ 1,000,000 AGGREGATE \$ 1,000,000
B	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH) If yes, describe under DESCRIPTION OF OPERATIONS below	Y/N Y	N/A	WCP7005080	04/04/2025	04/04/2026	PER STATUTE OTH-ER E.L. EACH ACCIDENT \$ 500,000 E.L. DISEASE - EA EMPLOYEE \$ 500,000 E.L. DISEASE - POLICY LIMIT \$ 500,000

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)

Drexel, its subsidiaries and affiliates, trustees, officers, and employees are recognized as Additional Insured with respect to General Liability and Automobile Liability as it pertains to the named insureds work or operations, as their contract warrants. Waiver of Subrogation applies to the General Liability and Automobile Liability policies only if required by written contract, subject to the terms, conditions, limitations and exclusions.

CERTIFICATE HOLDER**CANCELLATION**

Drexel University Office of General Counsel 3020 Market Street, Suite 102 Philadelphia PA 19104	SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS. AUTHORIZED REPRESENTATIVE <i>Margaret Mackaman</i>
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WOMEN'S BUSINESS ENTERPRISE
NATIONAL COUNCIL

JOIN FORCES. SUCCEED TOGETHER.

hereby grants

National Women's Business Enterprise Certification

to

Mother Compost, LLC DBA Mother Compost

who has successfully met WBENC's standards as a Women's Business Enterprise (WBE).

This certification affirms the business is woman-owned, operated and controlled and is valid through the date herein.

Certification Granted: October 5, 2021

Expiration Date: October 5, 2025

WBENC National Certification Number: WBE2102607

WBENC National WBE Certification was processed and validated by Women's
Business Enterprise Center - East, a WBENC Regional Partner Organization.

Authorized by Elizabeth M. Walsh, President
Women's Business Enterprise Center - East

WBENC EAST
WOMEN'S BUSINESS ENTERPRISE CENTER
JOIN FORCES. SUCCEED TOGETHER.

NAICS: 562111, 562119
UNSPSC: 11140000, 11141701, 21101806, 76122300



Letters of Recommendation



ALBERT MOTEL, CRP, TRUE Advisor for Zero Waste
MANAGER OF WASTE & RECYCLING
FACILITIES MANAGEMENT OFFICE

July 11th, 2025

Recommendation of Mother Compost

To whom it may concern:

I am eager to recommend Mother Compost for the residential composting pilot in Lower Merion Township.

As the Manager of Waste & Recycling at Villanova University, I have worked with Mother Compost since 2023, while they have been our organic waste hauler, and cannot say enough about how positive that experience has been. Their service is top-notch and extremely reliable, and it doesn't stop there. The excellent communication and customer support are unmatched amongst many of the vendors I work with. I never have to worry about whether they will fulfill their responsibilities, and they are always willing to do more to support mine. One example is in how they have partnered with us to provide composting education to our campus community and improve participation in our organic waste diversion program. Gwenn Nolan and her team have been excellent partners in our pursuit of zero waste.

Another reason why I feel Mother Compost would be a good fit for Lower Merion's composting pilot is their strong, local ties. They are based out of the Main Line and their mission-driven approach is to improve sustainability in this region. They and their families live and work in this area and demonstrate a strong sense of ownership towards improving sustainability here. They aren't just doing what they do because it's good business. They do it because they want to improve our communities.

I applaud Lower Merion Township and its residents for taking this important step towards implementing a curbside composting program, and I strongly feel that Mother Compost will meet and exceed your expectations if given the opportunity. If you need any additional information, or would like to discuss this in more detail, please feel free to contact me.

Yours sincerely,

Albert Motel, CRP, TRUE Advisor for Zero Waste

800 Lancaster Avenue | Villanova, Pennsylvania 19085 | PHONE 610 519-4466 | albert.motel@villanova.edu | villanova.edu

IGNITE CHANGE. GO NOVA™



To Whom It May Concern,

I'm writing in support of **Mother Compost** as a partner for the Lower Merion Township curbside composting initiative. Over the past six years, I've had the opportunity to work closely with Gwenn Nolan and her team as both a collaborator and processing partner. I can say with confidence that Mother Compost is one of the most mission-driven, operationally sound, and community-oriented food scrap collection companies in the region.

Since launching in 2018, Mother Compost has grown from a single residential route to a robust hauling operation serving households, schools, and commercial accounts across the Main Line and beyond. Their team consistently demonstrates reliability, professionalism, and a deep commitment to education and outreach — essential qualities for the success of any municipal diversion program.

As the founder of **Kitchen Harvest, Inc.** I've had a front-row seat to their evolution. Together, we've diverted thousands of tons of organic material from landfills, supported school composting initiatives, and strengthened regional composting infrastructure. Their attention to customer service and route execution is unmatched, and their work has directly contributed to stronger soil systems and more climate-conscious communities in Southeastern Pennsylvania.

Lower Merion would be well served by partnering with Mother Compost. They bring the technical capacity, public engagement mindset, and on-the-ground experience needed to make a curbside program successful — not just operationally, but culturally as well.

Sincerely,
Chris

Chris Pieretti - owner

Kitchen Harvest Inc.

Chris@MyKitchenHarvest.com

610-952-2930

MyKitchenHarvest.com



July 18, 2025

To: Lower Merion Township

From: Miguel Servellon, Assistant General Manager - Reading Terminal Market Corporation

Subject: Recommendation Letter Mother Compost Pilot

Greetings from the Reading Terminal Market Management Team!

It is our pleasure to provide a recommendation supporting the selection of Mother Compost as the lead vendor for Lower Merion Township's curbside composting program.

Since 2024, Reading Terminal Market has partnered with Mother Compost to divert 776,074 pounds of food scraps from landfills. With 76 merchants and an annual foot traffic of 4-5 million visitors, the Market generates a significant volume of waste. This pilot program currently manages organic waste from 10 merchants and has proven successful in a high-traffic, urban environment. The Market now seeks to expand its composting operations in partnership with Mother Compost.

Mother Compost has been a reliable and collaborative partner, helping troubleshoot challenges and refine the program to meet the Market's evolving needs. For example, they adjusted their pickup schedule to operate during off-peak hours - 4:30 to 5:00 a.m., three times per week - streamlining waste removal for building staff. To support merchant participation, Mother Compost created customized onboarding materials, including training resources for employees and tailored marketing collateral to encourage adoption. They also provide daily reports on organic waste collection, allowing the Market to monitor performance and track environmental impact.

We see value in expanding access to composting regionally, and believe Mother Compost would bring the same care and capability to residential programs.

Letter of Recommendation – Mother Compost

From: Amy Feeney, Lower Merion Resident and First MC Subscriber

To Whom It May Concern,

I am writing to enthusiastically recommend Mother Compost as a service provider for municipal composting. As their very first subscriber back in 2019, I've had the unique privilege of watching their work grow from a single bin at my curb into a movement that's reshaping how our community thinks about waste.

Since day one, Mother Compost has been consistent, professional, and deeply committed to their mission. Over the past six years, my household alone has diverted more than 6,700 pounds of food waste from landfills thanks to their service. That's over 150 pickups—nearly every other week for six years—and not once have they missed a beat. Every visit has been reliably completed, even through holidays, snowstorms, and a pandemic.

What sets Mother Compost apart is the combination of reliability and heart. They've never been just a hauler—they're educators, community builders, and problem solvers. Their impact extends far beyond my white bucket.

As a Lower Merion resident, I believe strongly that this kind of thoughtful, locally rooted service is exactly what we need in our Township. Mother Compost has already proven what's possible with commitment and care. I hope to see their work grow even further through this program.

Sincerely,

Amy Feeney

Lower Merion Township Resident
Mother Compost Subscriber Since 2019

Bios



GWENN NOLAN - *Founder + CEO*

Gwenn Nolan is the founder of Mother Compost, an organics recycling company that helps people and businesses transform food scraps into fertilizer. Launched in 2018 with a single route on the Main Line of Philadelphia, Mother Compost now serves more than 1,500 households and over 40 local businesses—diverting millions of pounds of food waste from landfills and turning it into something that gives back to the earth.

At the heart of Mother Compost is a mission to make composting easy, accessible, and impactful. Through a focus on service, education, and storytelling, Gwenn and her team have helped build a community of everyday environmentalists committed to circular waste solutions.

From loading trucks and managing growth to speaking in school gyms and township boardrooms, Gwenn is passionate about showing that real climate action can start at the curb. She regularly partners with schools, townships, and local organizations to spread the word about the power of composting and teach practical ways to get started—whether you're a first-time composter or looking to scale a community program.

Before founding Mother Compost, Gwenn spent a decade in operations and advisory roles in the financial services industry. She holds a BA in Public Relations with a Minor in Spanish from Penn State. A lifelong Main Line resident, she now lives in Wynnewood with her husband, three children and quite a few buckets.



Jennifer Mastalerz - Program Manager

Jennifer Mastalerz is an owner of Bennett Compost with over 15 years of experience in the Philadelphia composting world. She came to Philadelphia in 2000 to study architecture at Drexel University. After obtaining her degree, professional license and working in the field for 7 years she decided to follow a passion for urban farming and ended up in the composting field where she's been ever since.

Before joining Bennett Compost in 2016, Jennifer ran a community composting program in Fishtown which evolved to include an organics collection route for local businesses via bicycle. Jennifer has helped multiple City of Philadelphia compost sites obtain GP-17 permits through Pennsylvania's Department of Environment Protection permitting process and is highly knowledgeable about the requirements. Jennifer has managed multiple municipal contracts with the Philadelphia Department of Prisons and has completed the Compost Operators training course through the United States Composting Council which extensively covers Aerated Static Pile (ASP) operations.

Tim Bennett - Founder & CEO

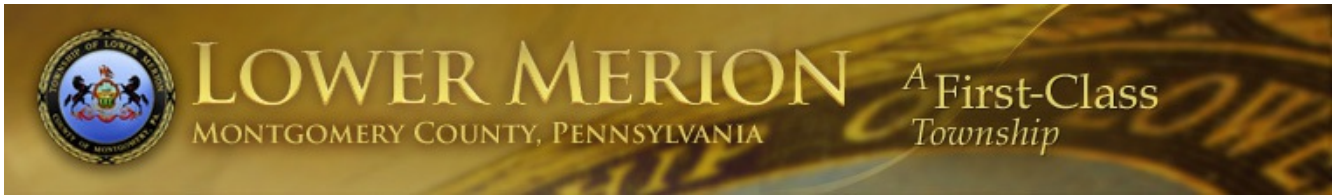
Tim Bennett started Bennett Compost with \$100 and a desire to make composting easier for Philadelphians. Today, Bennett Compost actively works with over 6,500 residents, businesses, community groups, schools and municipal partners to collect over 4,000,000 lbs of food scraps for composting every year making it the largest curbside composting program in the Commonwealth of Pennsylvania. Tim has successfully managed multiple compost PA DEP permitted compost sites without ever receiving a notice of violation. Tim has completed certification training courses through the US Composting Council and the Professional Recycling Organization of Pennsylvania and has guided Bennett Compost through winning and managing multiple municipal contracts with the City of Philadelphia.

Thank you for the opportunity to submit this proposal.

We look forward to the possibility of supporting Lower Merion Township in leading our region toward a more sustainable future.

Contact for Questions:

Gwenn Nolan, Mother Compost
gwenn@mothercompost.com
610-509-9700



AGENDA ITEM INFORMATION

ITEM: SOLID WASTE FUND FINANCIAL FORECAST

The Chief Financial Officer will provide an updated Solid Waste Fund Financial Forecast and discuss the Township's Solid Waste fee levels for 2026.

PUBLIC COMMENT

ATTACHMENTS:

Description	Type
 SOLID WASTE FUND FINANCIAL FORECAST	Presentation

Township of Lower Merion Solid Waste Fund 2026 Financial Forecast



Finance Committee
September 17, 2025





Overview of Presentation

- I. Solid Waste Fund (SWF) Overview**
- II. SWF Subscription History**
- III. SWF History & Financial Performance and Policy Options**



Solid Waste Fund (SWF) Overview

- Solid Waste Fund (SWF) is an Enterprise Fund with user fees set for full cost recovery.
- Township financial policy calls for Township to strive to maintain 10% fund balance level for emergencies and contingencies.
- Refuse Division provides trash and recycling collection services for over 16,900 residential customers and collects annually:
 - 15,000 tons of trash
 - 3,000 tons of recycled paper
 - 2,000 tons of commingled recyclable products



Solid Waste Operations

Weekly operations

- Six refuse crews and six recycling crews Monday – Friday
 - (3 staff per crew; 36 total)
- Two smaller trucks servicing township facilities (2 staff total)
- Two Crew Leaders, one Supervisor and one Admin Clerk
- Thursdays: Special Trash Pickup crew (2 staff)

Seasonal operations

- Leaf Collection
- Weekend Cleanups (two in the spring, one in the fall)
- E-Waste events



Solid Waste Subscription History





Solid Waste Fund Fee History

- 2014: +5.4%
- 2017: +5.0% (except Rear Yard Fee)
- 2019: +10%
- 2021: Fees Restructured
- 2024: +10%
- 2025: +3% - +12% depending on service level

SWF Can Level	2013	2014-2016	2017-2018	2019-2020	SWF Can Level	2021-2023	2024	2025
Mini-Can	\$195	\$205	\$215	\$237	Mini-Can	\$255	\$281	\$289
1 Can	\$277	\$292	\$307	\$338	Standard 1-2 cans	\$380	\$418	\$443
2 Cans	\$332	\$350	\$368	\$405				
3 Cans	\$387	\$408	\$429	\$472	Enhanced 3-4 cans	\$530	\$583	\$653
4 Cans	\$442	\$466	\$490	\$539				
5 Cans	\$497	\$524	\$551	\$606				
6 Cans	\$552	\$582	\$612	\$673				
7 Cans	\$607	\$640	\$673	\$740				
8 Cans	\$662	\$698	\$734	\$807				
Rear Yard	+\$200	+\$210	+\$210	+\$231	RY Mini	+\$200	+\$220	+\$233
					RY Standard	+\$250	+\$275	+\$292
					RY Enhanced	+\$300	+\$330	+\$350



Solid Waste Fund Subscriptions

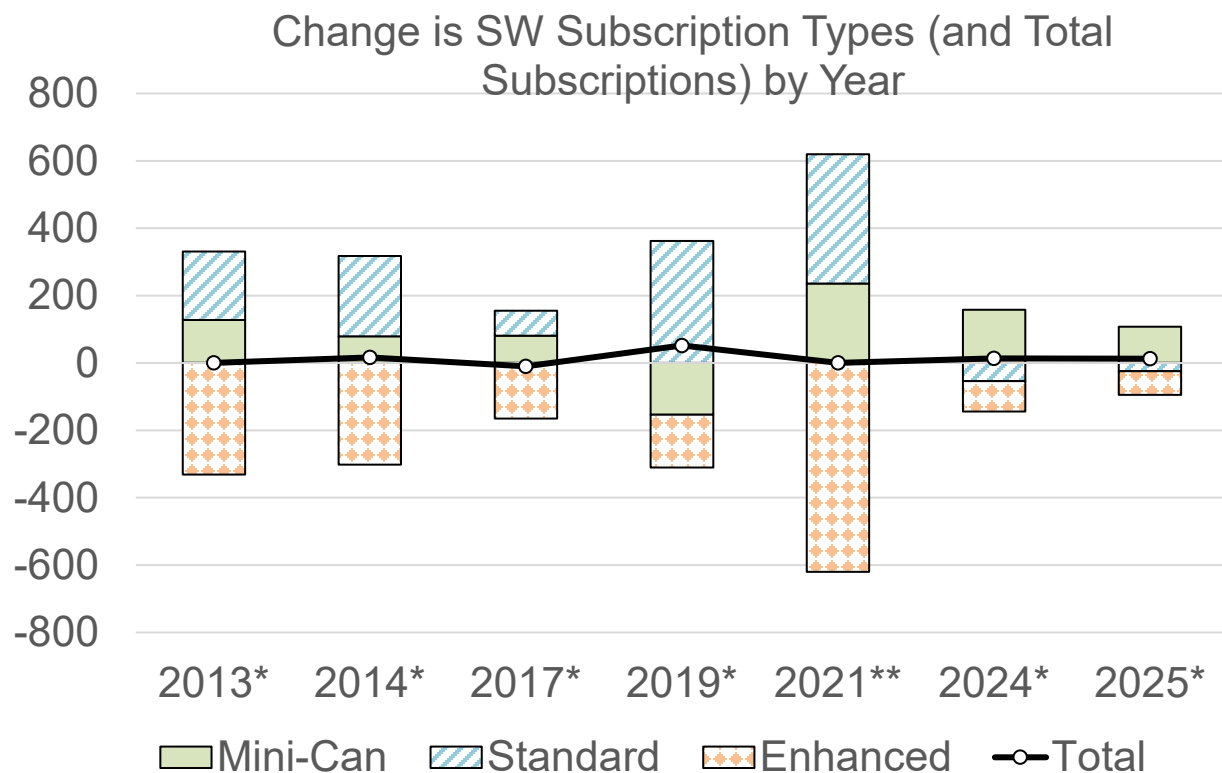
- 16,905 subscriptions overall (13 more than last year)
 - Over 90% of subscriptions are at the mini-can or standard levels which is part of a multi-year trend
 - 17% of subscriptions include rear-yard service

Subscription Level	Current Subscriptions	% of Total Subscriptions	\$ Fee	2025 Est. Revenue (Flat)
Mini-Can	2,395	14.2%	289	\$ 692,155
Standard	13,099	77.5%	443	5,802,857
Enhanced	1,411	8.3%	653	921,383
Total	16,905	100.0%		\$ 7,416,395
Ry-Mini-Can	150	5.2%	233	\$ 34,950
Ry-Standard	2,180	75.4%	292	636,560
Ry-Enhanced	560	19.4%	350	196,000
Total	2,890	100.0%		\$ 867,510
Rear Yard % of Total Subs	17.1%	Total SW Fee Revenue (Flat)		\$ 8,283,905
		Total SW Fee Revenue (98% Collection)		\$ 8,118,227



Solid Waste Fund Subscriptions

- Residents have continued to transition to reduced subscription levels and rear yard subscriptions have fallen consistently on an annual basis



2025 Changes

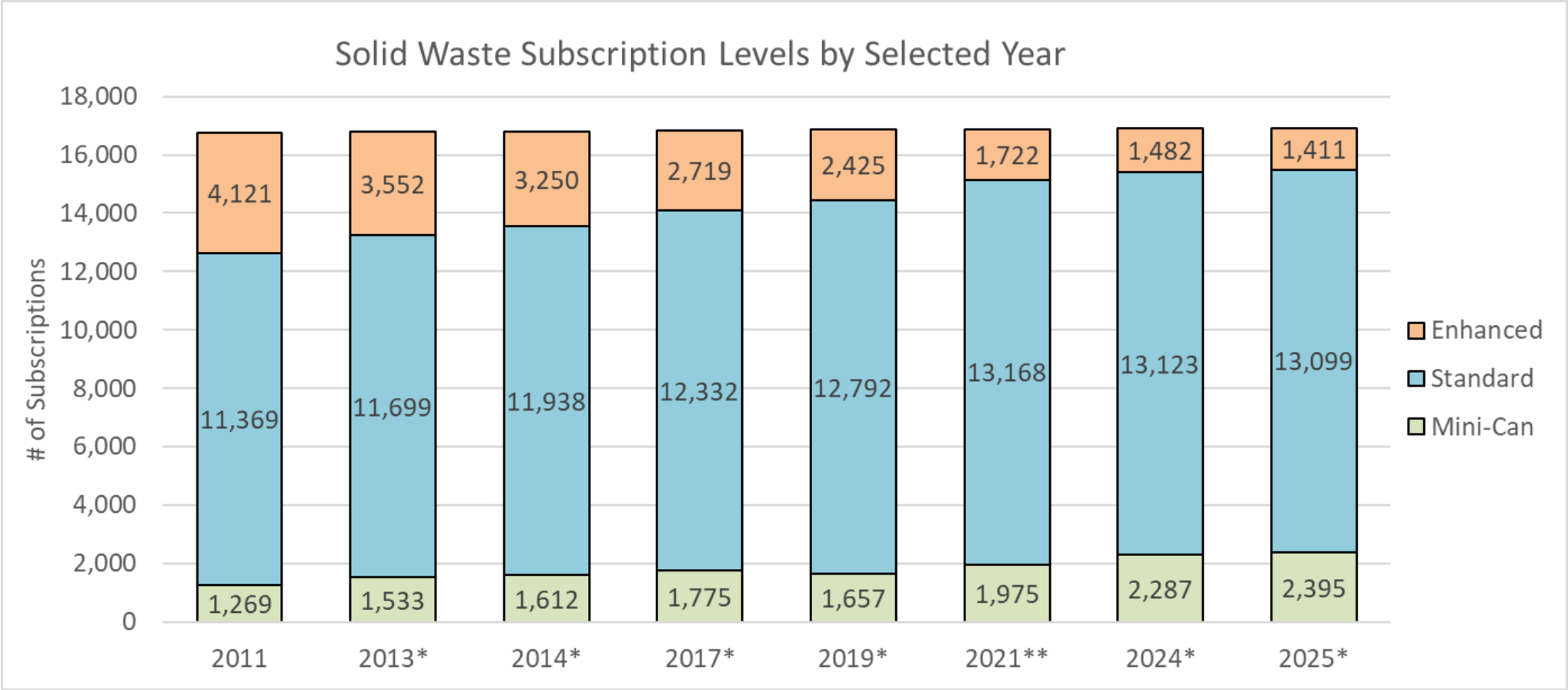
- +108 Mini-Can customers
 - (2024: + 158)
- 24 Standard customers
 - (2024: -54)
- 71 Enhanced customers
 - (2024: -90)
- 16 Rear Yard (RY) customers (2024: -47)
 - RY has fallen from 23.1% to 17.1% of customers since 2011

* Year with SW Fee increase

** 2021 SW Fees restructured



Solid Waste Fund Subscriptions



* Year with SW Fee increase

** 2021 SW Fees restructured



Solid Waste Fund Financial Performance and Policy Options





Updated Solid Waste Fund Forecast

Solid Waste Fund	Actual 2023	Actual 2024	Estimate 2025	Projected 2026
Beginning fund balance	\$ 1.18	\$ 0.47	\$ 0.58	\$ 0.03
Revenues	8.11	8.76	9.06	8.85
Expenses	8.81	8.65	9.61	9.90
Surplus/(deficit)	(0.71)	0.11	(0.55)	(1.05)
Ending fund balance	\$ 0.47	\$ 0.58	\$ 0.03	\$ (1.02)
Fund Balance % of Expenditures	5.4%	6.7%	0.3%	-10.3%

- Year-end Estimates anticipate near-elimination of fund balance by year-end 2025 and a \$1M deficit in 2026.
- Baseline assumptions includes no increase in annual solid waste fee levels and maintenance of current refuse/recycling operations/service, trash disposal costs per existing contract



Solid Waste Fund Financial Trends

Solid Waste Fund Revenues	Actual 2024	Budget 2025	Estimate 2025	Projected 2026
Solid Waste Fees	7,726,467	8,197,200	8,182,780	8,180,080
Recycling Grant	184,607	175,000	175,000	170,000
Paper Recycling	288,746	225,000	215,000	70,000
Investment Income	123,991	90,000	103,000	50,000
Transfers In	88,684	90,000	90,000	90,000
PHMIC Refund	46,086	115,050	10,000	0
Other Revenues	299,558	300,000	288,000	286,500
Total Revenues	8,758,139	9,192,250	9,063,780	8,846,580

Solid Waste Fund Expenses	Actual 2024	Budget 2025	Estimate 2025	Projected 2026
Labor Costs	5,098,981	5,149,637	5,231,676	5,416,405
Vehicle Charges*	975,194	1,689,218	1,689,218	1,683,409
Refuse Disposal Costs	1,445,494	1,545,000	1,500,000	1,545,000
Indirect Costs To General Fund**	521,800	601,800	601,800	601,800
All Other Costs	206,576	209,359	210,424	243,200
Commingled Recycling Costs	187,829	208,000	185,000	205,000
Insurance Costs	216,235	196,470	196,170	201,290
Total Expenses	8,652,110	9,599,484	9,614,288	9,896,104

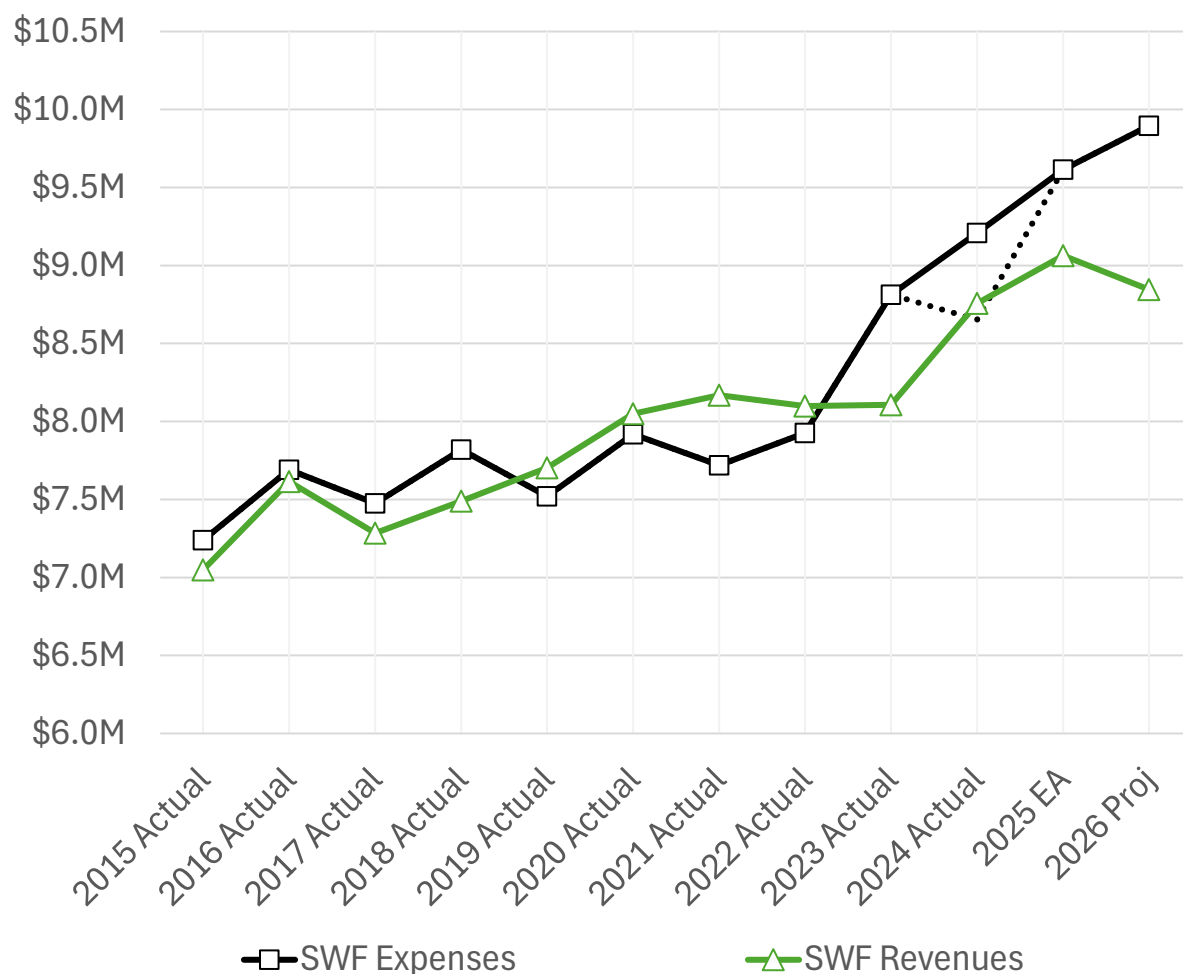
* \$477,000 of Vehicle Charges payable to Equipment Fund waived in 2024

** \$80,000 of Indirect Costs payable to General Fund waived in 2024



Solid Waste Fund Revenue and Expenditure History

Solid Waste Fund Expense and Revenue History

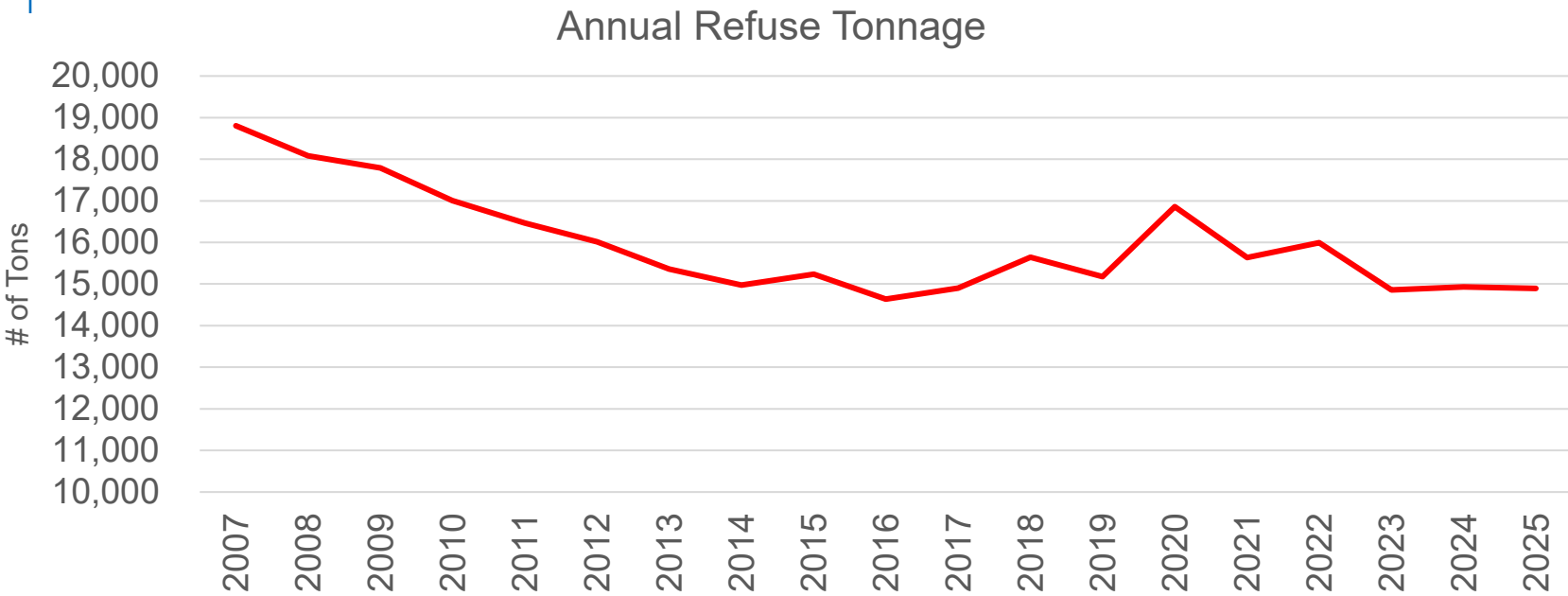


*Dotted line represents actual 2024 expenses after partial waiver of charges to Equipment Fund and General Fund are accounted for.

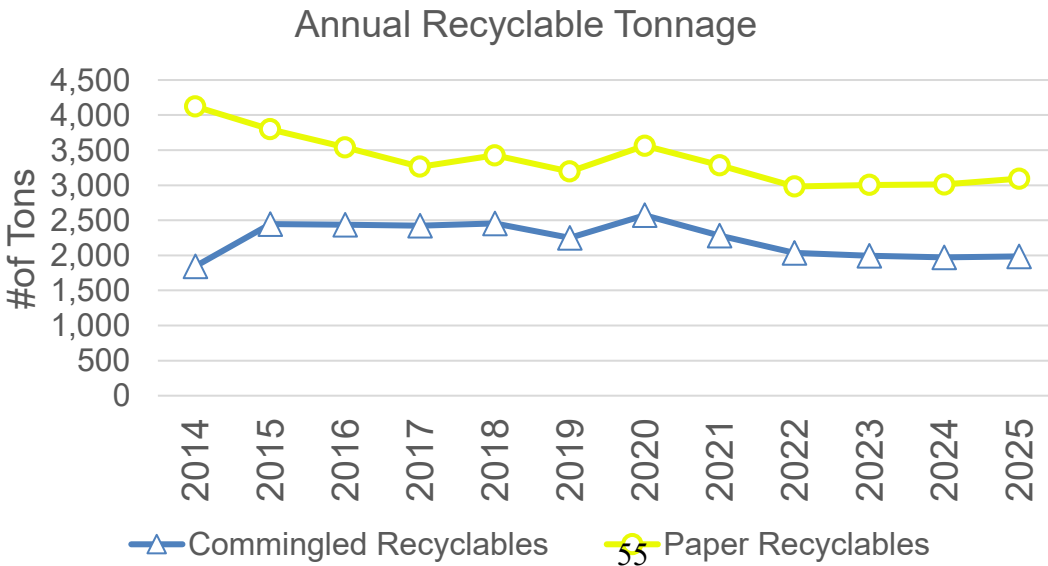
- After slow cost growth between 2015 and 2022, several factors have driven costs up 25% between 2022 and 2026.
- Solid Waste Fund Fee Rates have increased ~15% during this time by comparison, absent any 2026 rate increase.
- The resulting gap between fund revenues and costs have eliminated much of the fund's \$1.2 million fund balance at year-end 2022.



Solid Waste Tonnage History

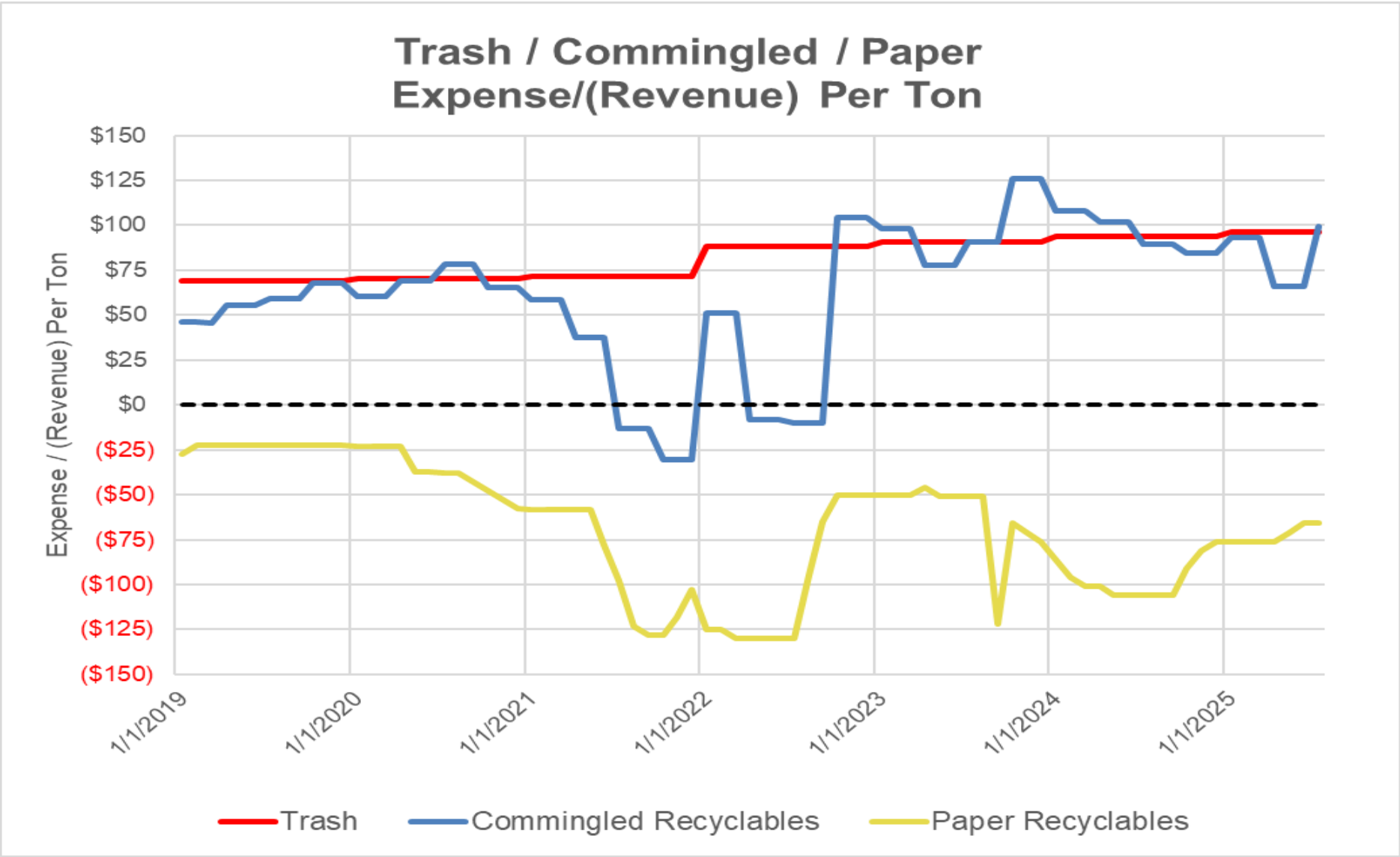


- Refuse tonnage collected has averaged 15,000/yr since 2018 (excluding 2020 COVID year impact)
- Commingled and paper tonnage both slightly lower than mid-late 2010s





Solid Waste Fund – Refuse/Commingled/Paper Price History





Solid Waste Fund Revenues

- SWF Fee represents nearly 90% of fund revenue. Total SWF revenue growth is constrained absent fee increases.
- Charges for services growth is minimal at best absent introducing new charges (e.g., Weekend Cleanup) or increasing other fees (e.g., Special Pickup charges).
- Recycling grants funding from PA DEP have declined over time.
- Recycled paper market prices have softened after a relatively strong market in 2024.
 - 2024 Revenue: \$288,746
 - 2025 Estimate: \$215,000
 - With less buyers in the region for our recycled paper, we witnessed little competition for our 2026 paper recycling contract.
 - 2026 Estimate ~ \$70,000



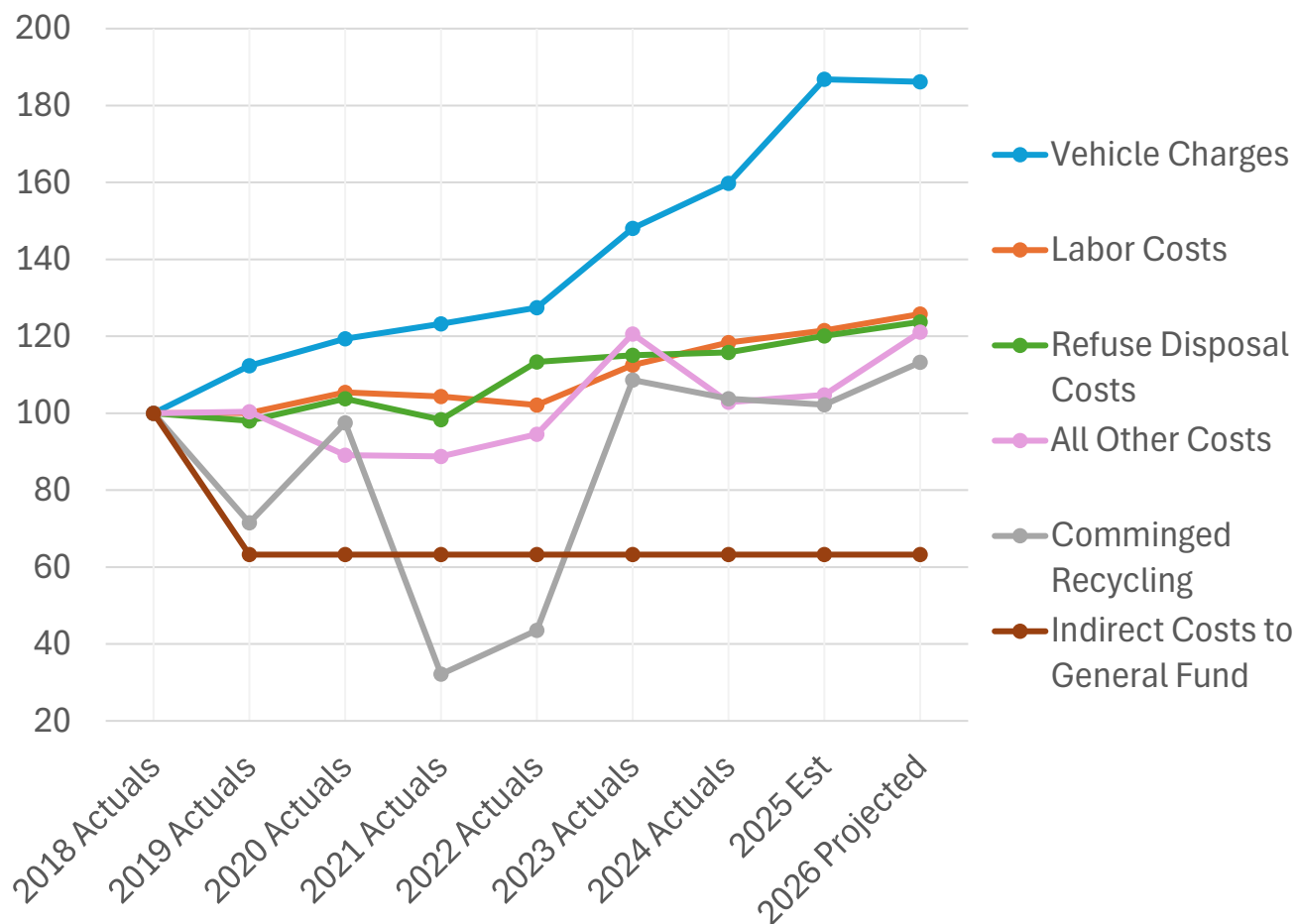
Solid Waste Fund Expenditures

- After slow cost growth between 2015 and 2022, several factors have driven costs up 25% since 2022.
 - One crew (+3 FTE) added in 2023 and a new Collective Bargaining Agreement.
 - Significant increase in maintenance and vehicle replacement costs.
 - Significant increase in insurance costs.
 - Reduced market prices for commingled recycling products have increased disposal costs.



Solid Waste Fund Expenditures

SWF Expense Growth by Category (100 = 2018 Costs)



- Vehicle Charges to Equipment Fund have increased 80%+ since 2018
- Most other cost categories have risen 20%
- Indirect Cost Transfer, once nearing \$1M, was reduced for 2019 on a one-time basis and then held permanently at that level since.



Solid Waste Fund Policy Options

- Given the poor financial position of the Fund, the Finance Committee discussed several options for the fund, including:
 - Waiving 2025 Charges to the Equipment Fund in an amount sufficient to maintain a \$100,000 Fund Balance.
 - Current waiver estimate: \$70,000
 - A 5.0% Solid Waste Fee rate Increase for 2026.
 - Introduction of a per-entry Cleanup Weekend fee of \$20.
 - The Finance Committee also tasked staff with assessing the current Special (bulk) Pickup charges.
 - Waiving 2026 charges to the Equipment Fund in an amount sufficient to close the 2026 deficit and maintain a \$100,000 Fund Balance.



Summary of Solid Waste Fund Fee Increase Options

- A 5.0% increase would bring in approximately \$388,000 accounting for subscription substitutions and collection rate.
- 10% and 15% increases shown for comparison.

SWF Can Level	2025 Rates	2026 5% inc	2026 10% inc	2026 15% inc
Mini-Can	\$289	\$303	\$318	\$332
Standard 1-2 cans	\$443	\$465	\$487	\$509
Enhanced 3-4 cans	\$653	\$686	\$718	\$751
RY Mini	+\$233	\$245	\$256	\$268
RY Standard	+\$292	\$307	\$321	\$336
RY Enhanced	+\$350	\$368	\$385	\$403
Additional Revenue		\$388k	\$751k	\$1,097k



Solid Waste Fund – Cleanup Weekends

- Township Cleanup Weekends entail a crew of 16 employees per day on Saturday and Sunday at Overtime and Double-Time rates.
- 2024 Cleanup Weekends statistics: 3 weekends (6 days), 735 staff hours, 6,350 cars entered, and 355 tons disposed (111 pounds per car on average).
- Annual direct costs of \$50,000 in personnel and \$35,000 of refuse disposal.
- The Finance Committee discussed cost savings and new revenue associated with either eliminating Cleanup Weekends and/or charging a per-entry fee.
- The Finance Committee recommends charging a \$20 per-entry fee for Cleanup Weekends which is estimated to raise \$90,000 - \$120,000 annually.



Solid Waste Fund Revenues – Special/Bulk Pickup

The Township charges \$40 for bulk or “special” pickup services for up to three items. Volume greater than three items is quoted by Township staff based on type of materials to be collected. Comparable charges at other municipalities include:

Haverford Township

- \$23 per item for 1 – 5 items
- \$135 “Clean-Out” (6 – 10 items)

Radnor Township

- \$75 for up to 5 items
- \$25 per item supplemental charge for items 6 – 10
- Additional charges for items containing Freon (\$10) or a propane tank (\$5)

Marple Township

- \$20 per item
 - \$50 for tv’s and electronics
- \$140 for “Clean-Out” (10 items)

Abington Township

- Per-item charges based on type of bulk items being disposed

Cheltenham Township

- \$35 base fee with additional charges based on items



Solid Waste Fund Revenues – Special/Bulk Pickup

- The Township's costs for Special Pickup can be thought of as the cost to place one Refuse Driver and one Refuse Collector on a route, a rental cost for the vehicle servicing the route, and tipping fees:
 - Labor: \$115/hr inclusive of benefits
 - Vehicle Rental costs: \$32/hr
 - Tipping Fee (per 100lb): \$5
 - Total: \$152.00/hr or nearly \$76 per 30 minutes
- Costs suggest a higher charge is warranted, either a per-item charge similar to Haverford and Marple Townships, or a higher base charge for a set number of items similar to Radnor Township.
- Staff is discussing options and will provide further details at the October Finance Committee meeting.



Solid Waste Fund Policy Options

- Finance Committee Recommendation Impact
- Starting 2026 Deficit: \$1,050,000
 - New SW Fee Revenue: \$388,000
 - Weekend Cleanup Revenue: \$90,000 - \$120,000
 - Additional Special Pickup Revenue: TBD depending on ultimate charge structure; estimated \$15,000 - \$40,000 annually
 - \$500,000 - \$550,000 Equipment Fund charges waiver estimate required to balance budget depending on new revenue performance, recycling market performance, and budget performance.
- The extent to which the reduction of charges to the Equipment Fund should be made whole by the General Fund can be reviewed during the 2026 Budget process.



Preliminary Equipment Fund Projections

- Equipment Fund projections are prior to any waiver of Solid Waste Fund rental charges.

Equipment Fund	Estimate 2025	Projection 2026	Projection 2027
Beginning Fund Balance	2,518,780	1,870,494	1,167,825
Revenues			
Rental Rates	6,895,521	7,000,000	7,350,000
Sale of Equipment	200,000	200,000	200,000
Interest Income	285,000	171,000	128,250
Total Revenues	7,380,521	7,371,000	7,678,250
Operating Expenditures	3,088,807	3,060,616	3,202,499
Vehicle-Equipment Purchases	4,940,000	5,000,000	5,000,000
Total Expenditures	8,028,807	8,060,616	8,202,499
Surplus/(Deficit)	(648,286)	(689,616)	(524,249)
Ending Fund Balance	1,870,494	1,180,878	643,575



Solid Waste Fund Next Steps

- While the Board may have questions and want further discussion on this topic, there is also a need to move quickly.
 - Any solid waste fee increase requires an ordinance to be adopted by the Board which would need to occur prior to the end of October.
 - Solid waste fee subscription change mailing would then go out to customers in early-mid November explaining the rationale for a fee increase and providing the option to customers to switch their subscription level.
- 2026 Solid Waste Bill is included with tax bill mailed Jan 31st.