

JAY BENANAV
Councilmember

CITY OF SAINT PAUL
OFFICE OF THE CITY COUNCIL

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JANE PRINCE
Legislative Aide

FEB 09 10:11

February 6, 2004

Council Member Sandy Colvin Roy
350 South 5th Street
307 City Hall
Minneapolis, MN 55415

Dear Council Member Roy,

I am writing to encourage your support to contract with Eureka Recycling. Eureka is our region's premier recycling and waste reduction organization and has been the City of Saint Paul's partner since the mid 1980s. I am sure you are aware of the advantages Eureka offers: a true connection to the community, a true commitment to the environmental benefits of recycling, and a true commitment to provide quality service to the City of Minneapolis.

I understand that Eureka Recycling offered you an excellent proposal, providing the City of Minneapolis with the best revenue share for your materials as well as protection for bad markets through floor pricing. Your concerns about Eureka Recycling's performance bond and their cash flow indicate that you are concerned about the financial risk of selecting Eureka. While it is true that Eureka Recycling, a local nonprofit organization, does not have the financial depth of companies like Waste Management or BFI, I believe it would be misguided to dismiss them as a risky choice.

The City of Saint Paul decided to contract with Eureka only after rigorous financial review by our Planning and Economic Development Department and approval from our Public Works Department. Saint Paul has experienced no interruption in either collection or processing services since our contract with them in April. In addition to their operations, Eureka Recycling's organizational capacity and long-term vision are unquestionably solid.

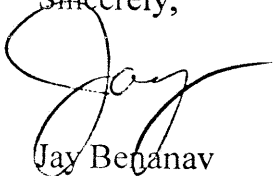
As public stewards, we are entrusted to make decisions every day that weigh risk. For Saint Paul, it was far more risky to allow our program to be beholden to price increases by monopolistic multinational vendors than to continue to work with a solidly performing local company like Eureka. You have a similar choice to make and a similar risk to weigh.



We are fortunate to have Eureka Recycling as the caretaker of Saint Paul's recycling program. And you have already benefitted from their work, for without their presence in the marketplace, it is doubtful that you would be enjoying the excellent proposals that you are currently debating. I believe the real risk in not selecting Eureka Recycling would be to have the market controlled by one or two large companies who do not share Eureka Recycling's vision or commitment.

As always, I wish you the best of luck with your decision and I am available to discuss your concerns about Eureka Recycling at any time.

Sincerely,

A handwritten signature in black ink, appearing to read "Jay", with a large, sweeping flourish extending to the right.

Jay Benanav

Saint Paul Ward 4 Councilmember

CC: City of Minneapolis Mayor's Office
City of Minneapolis Council
Susan Hubbard, Tim Brownell, Eureka Recycling
Klara Fabry, Susan Young, City of Minneapolis Public Works Dept.