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[www.eurekarecycling.org](http://www.eurekarecycling.org)

Reduce waste today through innovative resource management.  
Reach a waste-free tomorrow by demonstrating that waste is preventable not inevitable.

February 10, 2004

Dear Minneapolis Recyclers:

The Minneapolis City Council's Transportation and Public Works Committee postponed their decision again regarding the city's contract for recycling processing until Tuesday, February 17. At their last meeting, on February 3, the chair of the committee requested that the staff get all three proposers' "best and final offer." Because the staff evaluations have revealed pricing, including Eureka Recycling's best pricing, this gives Waste Management, Inc. (WMI) and BFI an opportunity to meet or beat our price, which (to date) has been the best offer they have received.

We believe that Eureka Recycling is in a unique position to partner with the city of Minneapolis for the sustainable future of recycling. We appreciate your interest in this issue and your efforts in communicating with your elected representatives. Sometimes this process leaves residents feeling as though they are not being heard by their elected officials but actually the opposite is true. You were heard loud and clear. We received many calls from local press, government officials and others telling us that the attention was bringing a closer observance to this issue. Of course not all of the elected officials liked this attention and some may hold a bit of a grudge about this grassroots approach, but we all agree that we want an educated community making decisions about their city.

The committee has delayed the decision on this recycling contract several times and we believe it has been because of your questions and concerns about this contract. We hope you will continue to voice your opinion, because it matters a great deal. In the end, if the majority of the decision-makers determine that it is not in the best interests of the city to use Eureka Recycling, then so be it. Obviously, this wouldn't be the end of the world or the end of recycling or the end of Eureka Recycling's involvement in Minneapolis' recycling program. We'll be around to monitor this contract closely and report on it to those of you we know care deeply about it.

We are glad to have provided a competitive atmosphere for Minneapolis' processing contract because we have been able demonstrate the true cost/benefit of recycling. However, we believe that this process is flawed. It is flawed because the reason put forward by decision-makers for their aversion to selecting Eureka Recycling is because we are smaller and we have less money. Minneapolis, like Saint Paul is supposed to hold a preference for small businesses and minority businesses but it appears that the process itself eliminates these businesses from getting contracts with the city.

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Eureka Recycling offered the city the best proposal from the start, providing the city of Minneapolis with the best revenue share for materials as well as floor price protections for bad markets. Now, as questions have surfaced regarding our financial assurances, Eureka Recycling is being characterized as a “risk.” This appears to be an effort to discredit our proposal in order to justify the selection of WMI or BFI on something other than price. And, this indicates that the city is reluctant to work with smaller, local organizations and favors the deeper pockets of multinational companies like Waste Management and BFI.

We could provide counter information on our stability, our 17 year track record, etc., but it is all just debate. What is important and what should change is the city’s process and criteria for making these decisions. The current process for evaluation in contractor selection does not allow for consideration of the greatest assets of organizations like Eureka Recycling’s or the thousands of others in the metro area that have been or will be shut out of this process. These assets include: being locally owned and operated, having a proven track record of protecting the environment and a commitment to keeping all of the assets (including money) in the community.

Then perhaps the question we residents must help our elected officials answer is what, besides a company’s gross revenues, is important in the evaluation of a contractor proposing to supply services to the city of Minneapolis?

Thanks for your support.

Resourcefully Yours,  
Eureka Recycling