



**PROFESSIONAL SERVICES AGREEMENT
Commercial and Multifamily Organics Outreach and Technical Assistance]**

The City of Kirkland, Washington, a municipal corporation ("City") and Wilder Environmental Consulting, whose address is PO Box WA 98146 ("Consultant"), in consideration of the mutual benefits and conditions set forth below, the parties agree and contract as follows.

I. SERVICES BY CONSULTANT

A. The Consultant agrees to perform the services for the City's Commercial and Multifamily Organics Outreach and Technical Assistance project, as such services were described and detailed in the City's Request for Proposal (RFP) Job #12-26-PW and all documents submitted by Consultant in response, which are hereby fully incorporated herein as part of this Agreement as if set forth herein, and as such services are further described in the following attachments to this Agreement:

1. Attachment A – Scope of services; and
2. Attachment B – Consultant proposal with budget

Unless specifically noted in this Agreement, the terms of this Professional Services Agreement supersede any conflicting provisions contained within these attachments.

B. All services and duties shall be conducted and performed diligently, completely and in accordance with professional standards of conduct and performance. If Consultant's Statement of Work includes providing bid documents for a public works project, Consultant shall provide its methodology and calculations for all estimated quantities of bid items per plan sheet, or as otherwise directed by the City.

II. COMPENSATION

A. The total compensation to be paid to Consultant for these services shall not exceed \$ 84,229.33, as detailed in Attachment B.

B. Payment to Consultant by the City in accordance with the payment ceiling specified above shall be the total compensation for all services performed under this Agreement and supporting documents hereto as well as all subcontractors' fees and expenses, supervision, labor, supplies, materials, equipment or the use thereof, reimbursable expenses, and other necessary incidentals.

C. The Consultant shall be paid on the basis of invoices submitted. Invoicing will be on the basis of percentage complete or on the basis of time, whichever is applicable in accordance with the terms of this Agreement.

D. The City shall have the right to withhold payment to Consultant for any services not completed in a satisfactory manner until such time as Consultant modifies such services to the satisfaction of the City.

E. Unless otherwise specified in this Agreement, any payment shall be considered timely if a warrant is mailed or is available within 30 days of the date of actual

receipt by the City of an invoice conforming in all respects to the terms of this Agreement.

III. GENERAL ADMINISTRATION AND MANAGEMENT

The Solid Waste Senior Management Analyst for the City of Kirkland shall review and approve the Consultant's invoices to the City under this Agreement, shall have primary responsibility for overseeing and approving services to be performed by the Consultant, and shall coordinate all communications with the Consultant from the City.

IV. COMPLETION DATE AND/OR DURATION OF AGREEMENT

For the Consultant's performance of the services specified in Section I, the estimated completion date is June 30, 2027.

Consultant will diligently proceed with the services contracted for, but Consultant shall not be held responsible for delays occasioned by factors beyond its control which could not reasonably have been foreseen at the time of the execution of this Agreement. If such a delay arises, Consultant shall forthwith notify the City.

V. TERMINATION OF AGREEMENT

The City or the Consultant may terminate or suspend this Agreement at any time, with or without cause, by giving ten (10) days' notice to the other in writing. In the event of termination, all finished or unfinished reports, or other material prepared by the Consultant pursuant to this Agreement, shall be provided to the City. In the event the City terminates prior to completion without cause, consultant may complete such analyses and records as may be necessary to place its files in order. Consultant shall be entitled to receive just and equitable compensation for any satisfactory services completed on the project prior to the date of termination, not to exceed the payment ceiling set forth above.

VI. OWNERSHIP OF WORK PRODUCT

- A. Ownership of the originals of any reports, data, studies, surveys, charts, maps, drawings, specifications, figures, photographs, memoranda, and any other documents which are developed, compiled or produced as a result of this Agreement, whether or not completed, shall be vested in the City. Any reuse of these materials by the City for projects or purposes other than those which fall within the scope of this Agreement or the project to which it relates, without written concurrence by the Consultant will be at the sole risk of the City.
- B. The City acknowledges the Consultant's plans and specifications as instruments of professional service. Nevertheless, the plans and specifications prepared under this Agreement shall become the property of the City upon completion of the services. The City agrees to hold harmless and indemnify consultant against all claims made against Consultant for damage or injury, including defense costs, arising out of any reuse of such plans and specifications by any third party without the written authorization of the Consultant.
- C. Methodology, materials, software, logic, and systems developed under this Agreement are the property of the Consultant and the City, and may be used as either the Consultant or the City sees fit, including the right to revise or publish the same without limitation.
- D. The Consultant at such times and in such forms as the City may require, shall furnish to the City such statements, records, reports, data, and information as the City may request pertaining to matters covered by this Agreement. All of the

reports, information, data, and other related materials, prepared or assembled by the Consultant under this Agreement and any information relating to personal, medical, and financial data will be treated as confidential only as allowed by Washington State laws regarding disclosure of public information, including chapter 42.56 RCW.

- E. The Consultant will at any time during normal business hours and as often as the City may deem necessary, make available for examination all of its records and data with respect to all matters covered, directly or indirectly, by this Agreement and shall permit the City or its designated authorized representative to audit and inspect other data relating to all matters covered by this Agreement. The City shall receive a copy of all audit reports made by the agency or firm as to the Consultant's activities. The City may, at its discretion, conduct an audit, at its expense, using its own or outside auditors, of the Consultant's activities which relate, directly or indirectly, to the Agreement.
- F. Consultant will provide all original operation and maintenance manuals, along with all warranties, from the manufacturer for any equipment or items installed or supplied to the City has part of this contracted project.
- G. The Consultant shall maintain accounts and records, including personnel, property, financial, and programmatic records, which sufficiently and properly reflect all direct and indirect costs of any nature expended and services performed pursuant to this Agreement. The Consultant shall also maintain such other records as may be deemed necessary by the City to ensure proper accounting of all funds contributed by the City to the performance of this Agreement.
- H. The foregoing records shall be maintained for a period of six (6) years after termination of this Agreement unless permission to destroy them is granted by the Office of the Archivist in accordance with RCW Chapter 40.14 and by the City.

VII. SUCCESSORS AND ASSIGNS

The Consultant shall not assign, transfer, convey, pledge, or otherwise dispose of this Agreement or any part of this Agreement without prior written consent of the City.

VIII. NONDISCRIMINATION

Consultant shall, in employment made possible or resulting from this Agreement, ensure that there shall be no unlawful discrimination against any employee or applicant for employment in violation of RCW 49.60.180, as currently written or hereafter amended, or other applicable law prohibiting discrimination, unless based upon a bona fide occupational qualification as provided in RCW 49.60.180 or as otherwise permitted by other applicable law. Further, no person shall be denied or subjected to discrimination in receipt of the benefit of any services or activities made possible by or resulting from this Agreement in violation of RCW 49.60.215 or other applicable law prohibiting discrimination.

IX. HOLD HARMLESS/INDEMNIFICATION

- A. To the greatest extent allowed by law the Consultant shall defend, indemnify, and hold harmless the City and its officers, officials, employees, and volunteers ("Indemnified Parties") harmless from any and all claims, injuries, damages, losses or suits including attorney fees, arising out of or in connection with performance of this Agreement, except for injuries and damages caused by the sole negligence of the Indemnified Parties.

- B. Should a court of competent jurisdiction determine that this Agreement is subject to RCW 4.24.115, then, in the event of liability for damages arising out of bodily injury to persons or damages to property caused by or resulting from the concurrent negligence of the Consultant and the City, its officers, officials, employees, and volunteers, the Consultant's liability hereunder shall be only to the extent of the Consultant's negligence.
- C. It is further specifically and expressly understood that the indemnification provided herein constitutes the Consultant's waiver of immunity under Title 51 RCW, Washington's industrial insurance law, solely for the purpose of this indemnification. This waiver has been mutually negotiated by the parties.
- D. The provisions of this section shall survive the expiration or termination of this Agreement.

X. LIABILITY INSURANCE COVERAGE

The Consultant shall procure and maintain for the duration of this Agreement, insurance against claims for injuries to persons or damage to property that may arise from or in connection with the performance of the work hereunder by the Consultant and/or its agents, representatives, or employees. A failure to obtain and maintain such insurance or to file required certificates and endorsements shall be a material breach of this Agreement.

Consultant's maintenance of insurance as required by this Agreement shall not be construed to limit the liability of the Consultant to the coverage provided by such insurance or to otherwise limit the City's recourse to any remedy available at law or in equity.

A. Minimum Scope of Insurance

Consultant shall obtain insurance of the types described below:

1. Automobile Liability insurance covering all owned, non-owned, hired and leased vehicles. Coverage shall be as least as broad as Insurance Services Office (ISO) form CA 00 01 or a substitute form providing equivalent liability coverage. If necessary, the policy shall be endorsed to provide contractual liability coverage.
2. Commercial General Liability insurance shall be as least as broad as ISO occurrence form CG 00 01 and shall cover liability arising from premises, operations, stop-gap independent contractors and personal injury and advertising injury. The City shall be named as an additional insured under the Consultant's Commercial General Liability insurance policy with respect to the work performed for the City using an additional insured endorsement at least as broad as ISO CG 20 26.
3. Workers' Compensation coverage as required by the Industrial Insurance laws of the State of Washington.
4. Professional Liability insurance appropriate to the Consultant's profession.
5. Network Security (Cyber) and Privacy Insurance shall include, but not be limited to, coverage, including defense, for the following losses or services:

- a. Liability arising from theft, dissemination, and/or use of City confidential and personally identifiable information, including but not limited to, any information about an individual maintained by or on behalf of the City, including (i) any information that can be used to distinguish or trace an individual's identity, such as name, social security number, date and place of birth, mother's maiden name, or biometric records; and (ii) any other information that is linked or linkable to an individual, such as medical, educational, financial, and employment information regardless of how or where the information is stored or transmitted.
- b. Network security liability arising from (i) the unauthorized access to, use of, or tampering with computer systems, including hacker attacks; or (ii) the inability of an authorized Third Party to gain access to supplier systems and/or the City's Data, including denial of service, unless caused by a mechanical or electrical failure; (iii) introduction of any unauthorized software computer code or virus causing damage to the City or any other Third Party Data.
- c. Lawfully insurable fines and penalties resulting or allegedly resulting from a Data breach.
- d. Event management services and first-party loss expenses for a Data breach response including crisis management services, credit monitoring for individuals, public relations, legal service advice, notification of affected parties, independent information security forensics firm, and costs to re-secure, re-create and restore Data or systems.

For purposes of this insurance subsection, the terms Third Party and Data are defined in Section XI.

B. Minimum Amounts of Insurance

Consultant shall maintain the following insurance limits:

1. Automobile Liability insurance with a minimum combined single limit for bodily injury and property damage of \$1,000,000 per accident.
2. Commercial General Liability insurance shall be written with limits no less than \$1,000,000 each occurrence, \$2,000,000 general aggregate.
3. Professional Liability insurance shall be written with limits no less than \$1,000,000 per claim and \$1,000,000 policy aggregate limit.
4. Network Security (Cyber) and Privacy Insurance shall be written with limits no less than \$1,000,000 per claim, \$2,000,000 policy aggregate for network security and privacy coverage, \$100,000 per claim for regulatory action (fines and penalties), and \$100,000 per claim for event management services.

C. Other Insurance Provisions

The insurance policies are to contain, or be endorsed to contain, the following provisions for Automobile Liability and Commercial General Liability insurance:

1. The Consultant's insurance coverage shall be primary insurance as respects the City. Any insurance, self-insurance, or self-insured pool coverage

maintained by the City shall be excess of the Consultant's insurance and shall not contribute with it.

2. The Consultant shall provide the City and all Additional Insureds for the services with written notice of any policy cancellation, within two business days of their receipt of such notice.

D. Acceptability of Insurers

Insurance is to be placed with insurers with a current A.M. Best rating of not less than A:VII.

E. Verification of Coverage

Consultant shall furnish the City with original certificates and a copy of the amendatory endorsements, including but not necessarily limited to the additional insured endorsement, evidencing the insurance requirements of the Consultant before commencement of the services.

F. Failure to Maintain Insurance

Failure on the part of the Consultant to maintain the insurance as required shall constitute a material breach of agreement, upon which the City may, after giving five business days' notice to the Consultant to correct the breach, immediately terminate the agreement or, at its discretion, procure or renew such insurance and pay any and all premiums in connection therewith, with any sums so expended to be repaid to the City on demand, or at the sole discretion of the City, offset against funds due the Consultant from the City.

G. City Full Availability of Consultant Limits

If the Consultant maintains higher insurance limits than the minimums shown above, the City shall be insured for the full available limits of Commercial General and Excess or Umbrella liability maintained by the Consultant, irrespective of whether such limits maintained by the Consultant are greater than those required by this agreement or whether any certificate of insurance furnished to the City evidences limits of liability lower than those maintained by the Consultant.

XI. SAFEGUARDING OF PERSONAL INFORMATION

- A. Definitions. The following definitions shall have the assigned meaning for this section.

1. "Data" means all information, whether in oral or written (including electronic) form, created by or in any way originating with the City and/or End Users, and all information that is the output of any computer processing, or other electronic manipulation, of any information that was created by or in any way originating with the City and/or End Users, in the course of using and configuring the Services provided under this Agreement, and includes the City's Data, End User's Data, and Personal Information.
2. "Data Compromise" means any actual or reasonably suspected unauthorized access to or acquisition of computerized Data that compromises the security, confidentiality, or integrity of the Data, or the ability of City to access the Data.

3. "End User" means the individuals (including, but not limited to employees, authorized agents, students and volunteers of City; Third Party consultants, auditors and other independent contractors performing services for City; any governmental, accrediting or regulatory bodies lawfully requesting or requiring access to any Services; customers of City provided services; and any external users collaborating with City) authorized by City to access and use the Services provided by Consultant under this Agreement.
 4. "Third Party" means persons, corporations, and entities other than Consultant, or any of their employees, contractors, or agents.
- B. The Consultant shall not use or disclose Personal Information, as defined in RCW 19.255.010, in any manner that would constitute a violation of federal law or applicable provisions of Washington State law. Consultant agrees to comply with all federal and state laws and regulations, as currently enacted or revised, regarding Data security and electronic Data interchange of Personal Information.
 - C. The Consultant shall ensure its directors, officers, employees, subcontractors, or agents use Personal Information solely for the purposes of accomplishing the services set forth in the Agreement and for no other purposes.
 - D. The Consultant shall protect Personal Information collected, used, or acquired in connection with the Agreement, against unauthorized use, disclosure, modification, or loss.
 - E. The Consultant and its sub-consultants and agents agree not to release, divulge, publish, transfer, sell, or otherwise make Personal Information known to unauthorized persons without the express, prior written consent of the City or as otherwise authorized by law.
 - F. The Consultant agrees to implement physical, electronic, and managerial policies, procedures, and safeguards to prevent unauthorized access, use, or disclosure of Personal Information.
 - G. The Consultant shall make Personal Information available to amend as directed by the City and incorporate any amendments into all the copies maintained by the Consultant or its subcontractors and agents. Consultant shall certify its destruction after ninety (90) calendar days and the Consultant shall retain no copies. If Consultant and City mutually determine that return or destruction is not feasible, the Consultant shall not use the Personal Information in a manner other than those permitted or authorized by state and federal laws.
 - H. The Consultant shall notify the City in writing immediately upon becoming aware of any unauthorized access, use, or disclosure of Personal Information. Consultant shall take necessary steps to mitigate any harmful effects of such use or disclosure. Consultant is financially responsible for notification of any unauthorized access, use, or disclosure. The details of the notification must be approved by the City. Any breach of this clause may result in immediate termination of the Agreement by the City and the demand for return of all Personal Information.
 - I. Consultant agrees that within 12 months prior to the Effective Date of this Agreement, at least once per year thereafter, and immediately after any actual or reasonably suspected Data Compromise, Consultant will, at its own expense, conduct or have conducted the following:
 - A PCI, SOC 2 or other mutually agreed upon audit of Consultant's security policies, procedures, and controls;

- A vulnerability scan, performed by a Third-Party scanner, of Consultant's systems and facilities that are used in any way to deliver services under this Agreement; and,
- A formal penetration test of Consultant's systems and facilities that are used in any way to deliver services under this Agreement, with such test performed by qualified personnel consistent with an established process.

The same will be evidenced by providing the City a copy of the successful audit letter and a scope of audit document (outlining what is included in the audit), or equivalent as determined acceptable to the City. The audit report should not include "private" information, defined as proprietary environment/infrastructure detail not specific to systems that process or transmit Data.

XII. COMPLIANCE WITH LAWS/BUSINESS LICENSE

The Consultant shall comply with all applicable State, Federal, and City laws, ordinances, regulations, and codes. Consultant must obtain a City of Kirkland business license or otherwise comply with Chapter 7.02 of the Kirkland Municipal Code.

XIII. FUTURE SUPPORT

The City makes no commitment and assumes no obligations for the support of Consultant activities except as set forth in this Agreement.

XIV. INDEPENDENT CONTRACTOR

Consultant is and shall be at all times during the term of this Agreement an independent contractor and not an employee of the City. Consultant agrees that he or she is solely responsible for the payment of taxes applicable to the services performed under this Agreement and agrees to comply with all federal, state, and local laws regarding the reporting of taxes, maintenance of insurance and records, and all other requirements and obligations imposed on him or her as a result of his or her status as an independent contractor. Consultant is responsible for providing the office space and clerical support necessary for the performance of services under this Agreement. The City shall not be responsible for withholding or otherwise deducting federal income tax or social security or for contributing to the state industrial insurance of unemployment compensation programs or otherwise assuming the duties of an employer with respect to the Consultant or any employee of Consultant.

XV. EXTENT OF AGREEMENT/MODIFICATION

This Agreement, together with all attachments and addenda, represents the final and completely integrated Agreement between the parties regarding its subject matter and supersedes all prior negotiations, representations, or agreements, either written or oral. This Agreement may be amended only by written instrument properly signed by both parties. The terms of this Agreement supersede any conflicting provisions contained in any attachments and/or addenda.

XVI. ADDITIONAL WORK

The City may desire to have the Consultant perform work or render services in connection with the project other than provided for by the express intent of this Agreement. Any such work or services shall be considered as additional work, supplemental to this Agreement.

XVII. NON-ENDORSEMENT

As a result of the selection of a consultant to supply services to the City, the Consultant agrees to make no reference to the City in any literature, promotional material, brochures, sales presentation or the like without the express written consent of the City.

XVIII. NON-COLLUSION

By signature below, the Consultant acknowledges that the person, firm, association, co-partnership or corporation herein named, has not either directly or indirectly entered into any agreement, participated in any collusion, or otherwise taken any action in restraint of free competitive bidding in the preparation or submission of a proposal to the City for consideration in the award of a contract on the specifications contained in this Agreement.

XIX. WAIVER

Waiver by the City of any breach of any term or condition of this Agreement shall not be construed as a waiver of any other breach.

XX. ASSIGNMENT AND SUBCONTRACT

The Consultant shall not assign or subcontract any portion of the services contemplated by this Agreement without the prior written consent of the City.

XXI. DEBARMENT

Recipient certifies that it is not suspended, debarred, proposed for debarment; declared ineligible or otherwise excluded from contracting with the federal government, or from receiving contracts paid for with federal funds.

XXII. SEVERABILITY

Any provision or part of the Agreement held to be void or unenforceable under any law or regulation shall be deemed stricken. Unless such stricken provision goes to the essence of the consideration bargained for by a party, all remaining provisions shall continue to be valid and binding upon the parties, and the parties agree that the Agreement shall be reformed to replace such stricken provision or part thereof with a valid and enforceable provision that comes as close as possible to expressing the intention of the stricken provision.

XXIII. GOVERNING LAW AND VENUE

This Agreement shall be interpreted in accordance with the laws of the State of Washington. The Superior Court of King County, Washington, shall have exclusive jurisdiction and venue over any legal action arising under this Agreement.

XXIV. DISPUTE RESOLUTION

All claims, counterclaims, disputes, and other matters in question between City and Consultant arising out of or relating to this Agreement shall be referred to the City Manager or a designee for determination, together with all pertinent facts, documents, data, contentions, and other information. The City Manager or designee shall consult with Consultant's representative and make a determination within thirty (30) calendar days of such referral. No civil action on any claim, counterclaim, or dispute may be commenced until thirty (30) days following such determination.


XXV. EFFECTIVE DATE


This Agreement shall be deemed effective on the last date signed below.

IN WITNESS WHEREOF, the parties hereto have executed this Agreement on the dates written below:

CONSULTANT:

CITY OF KIRKLAND:

Signature: 
Printed Name: Sam Wilder
Title: President, Wilder Environmental Consulting
Date: 05/04/2026

Signature: 
Printed Name: Tracey P. Dunlap
Title: Deputy City Manager of Operations
Date: 05/04/2026

Attachment A

Scope of Work

There are two main goals for this consultant contract.

1. **Route audit, review and optimization.** In an effort to ensure the organics program is efficient and effective, an audit of the route is necessary. This will include a visual and service audit of each multi-family and commercial customer. The deliverable for this task will be a full analysis of the route with suggestions for changes to level of service, cart swaps, and customer outreach.
2. **Outreach and technical assistance.** Outreach and technical assistance will focus both on optimizing the route, as well as outreach to businesses and multi-family property complexes to both bring new customers on to the route, and helping current customers utilize service and reduce contamination.

Work to achieve these goals may include:

- Outreach to existing commercial and multi-family customers to right-size their service, potentially reboot participation, and help with contamination.
- Outreach to new commercial customers to join the route, and to bring qualifying customer into compliance with the Organics Management Law.
- Outreach to set up new multi-family customers per request.
- Provide guidance and technical assistance to both commercial and multi-family customers regarding how to implement a composting program, including offering guidance on bins, signage and other tools and materials for successful composting.
- Support food rescue and food waste reduction efforts.
- Develop a strategy for tracking and addressing contamination.
- Review and track WM route sheets.
- Coordinate with WM CityDesk, route managers and drivers as appropriate.
- Measure outcomes pre and post outreach to calculate waste diverted.

- Track and report all outreach and technical assistance efforts, including visits, number of business and multi-family customers added to the route, and overall level of service changes.
- Report number of pounds of organic waste diverted from the landfill. Include both composting and food rescue and food waste prevention activities.
- Provide overall evaluation of the City's commercial and multi-family composting program, including improvement opportunities and suggestions for future changes, with awareness of future subsidization cost impacts.

Outcomes

The consultant will be expected to prepare a report on outcomes, in compliance with LSWFA grant guidelines. Per the City's LSWFA grant the City has a goal of the following by the end of the contract term.

- Visting at least 50 properties
- Adding at least 20 new customers to the route
- Increasing the amount of organics diverted on the route by 50,000

Final Reporting

The City requests a report at the end of the project summarizing work completed including:

- details on how the route was optimized
- increase in organics tonnage
- number of new businesses and multi-family complexes added to the route
- number of businesses and multi-family complexes assisted
- number of businesses and multi-family complexes removed from the route (due to closure, opt-out or non-compliance)
- food waste prevention and rescue efforts and results.

The report should also include an overall evaluation of the City's commercial and multi-family organics program, lessons learned, and recommendations for next steps. The contractor will provide a spreadsheet of businesses and multi-family properties assisted with and relevant details.

Budget and Performance Schedule

The total budget for this project is not to exceed \$84,229.33. This includes any materials and supplies, printing, mileage, and all consultant time. The work of this contract must be completed by June 30, 2027 with the option of up to one 1-year renewal. The City may elect to opt out of the contract with 30 days written notice.

The Consultant will submit invoices broken down by project staff, hours per staff, hourly billable rate, materials, travel, and overall cost. The Consultant will meet regularly and as needed throughout the project with the City's Solid Waste team to discuss progress to date, needed course corrections, and plans for upcoming work.



Wilder Environmental Consulting
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Wilderenvironmental.com
Washington State UBI: 602258265
Current City of Kirkland Business License
OWMBE Certification Number: W2F0030002



City of Kirkland Commercial and Multi-Family Organics Outreach and Technical Assistance Job #12-26-PW

Wilder Environmental Consulting Response to Request for Proposals

City of Kirkland Evaluation Team,

Wilder Environmental Consulting (WEC) is pleased to submit this proposal to provide commercial organics program evaluation and outreach for Kirkland customers. Founded in 2002, Wilder Environmental Consulting is a regional leader in commercial organics evaluation and outreach programs.

We have over two decades of experience designing and implementing effective organics and recycling programs for Cities and Counties. Our work includes coordinating with agencies and partners—such as haulers, property managers, businesses, and residents—developing clear and practical educational materials, launching campaigns, recruiting, and training participants, tracking participation, reducing contamination, and optimizing collection routes through route reviews and waste audits.

- **WE HAVE EXPERIENCE.** We have assisted commercial and multifamily properties with organics participation since 2002 for the following: the first King County commercial organics pilot program—which led to regional adoption— as well as Cities of Redmond, Kirkland, Bellevue, Tukwila, and Issaquah. We have set up or improved organics collection programs for more than 1,200 businesses, schools, and multifamily properties, representing over 20,000 units. Almost all participating properties increased diversion and reduced contamination. In 2025, WEC worked with City of Kirkland multifamily properties on organics and recycling. We are familiar with the City's current organics program, service structure, and hauler contract.
- **THE EXPERT IS DOING THE WORK.** Businesses, property managers, and residents work directly with the expert—no ramp-up time required. We have been the sole consultant on all listed projects.
- **WE ACHIEVE RESULTS.** We use proven strategies with measurable outcomes, grounded in on-site, in-person outreach and measurement.
- **WE COMMUNICATE EFFECTIVELY.** We use community-based social marketing to identify and remove barriers with clear education and easy collection systems.
- **WE ARE FLEXIBLE.** We understand the need for flexibility and can work weekends, evenings, or early-morning hours.
- **WE ARE A HIGH VALUE CONTRACTOR.** We are small, independent, OWMBE-certified and offer exceptional value through proven results and competitive pricing.

Thank you for the opportunity to be considered. We look forward to your questions.
Sincerely,

A handwritten signature in black ink, appearing to read "Sam Wilder", is written over a light blue horizontal line.

Sam Wilder (she/her)
President, Wilder Environmental Consulting

PROJECT APPROACH AND IMPLEMENTATION

This contract has two main components:

- Route Audit, Review and Optimization
 - Observe the route, track participation, and adjust customer service levels to make the route efficient
 - Solve contamination or equipment (cart) issues
 - Continue tracking use and contamination beyond the route audit
- Outreach and Technical Assistance
 - Recruit businesses and multifamily properties to join the program. Provide education and technical expertise. Help customers comply with the Organics Management Law (OML)
 - Retain current participants. "Right size" service levels, increase participation and reduce/eliminate contamination. Help customers comply with the OML.

City of Kirkland is a leader in commercial organics. This contract offers an opportunity to further this strong program and increase results. Below is Wilder Environmental Consulting's (WEC) recommended approach. Our strategy is primarily based on our work with City of Redmond's highly successful organics collection program. City of Redmond shares similarities with Kirkland in customer base and WM.

Route Audit, Review and Optimization



City of Kirkland subsidizes commercial organics collection, making route optimization essential to maximize diversion for the City's budget. We have twenty-four years of experience analyzing and streamlining routes for local cities and counties.

For Kirkland, we recommend conducting a comprehensive two-day route review alongside the WM commercial organics route driver(s). Subject to WM approval, this would include a full Tuesday and Friday route (we understand the routes are on these days- if they are not, then for the appropriate days.)

During the route review, we will collect field data on cart usage, fullness, materials collected, cart condition, and contamination. This information allows us to improve route efficiency by consolidating underutilized carts and adjusting pickup frequency to match actual volumes. For example, if a customer has two carts that are each a quarter full for pickups, we recommend consolidating this to one cart.

This approach is effective because it combines on-site verification of cart conditions and use with our knowledge and the WM's driver's expertise. We consider nuances such as accessibility and volume cycles when considering service level adjustment. We have worked with WM teams for many years (route managers, outreach staff, drivers.) We frequently conduct route reviews with WM. The drivers and route team trust us and our work. Wilder Environmental Consulting NEVER contracts directly with area haulers. We are sensitive to trade information and perform route reviews as a neutral third party.

Although our preferred method of analysis is with the driver, we can successfully conduct route reviews without riding on the truck- if the driver review is not an option. We conduct "lid lifts" for customers and send questions to WM's driver for input. Lid lifts don't always provide a true picture since business fluctuates. Drivers are very familiar with their route and provide excellent insight regarding customer quantity and quality of organics material. Combining this data gives us more accurate information to effectively right size customers.

After the route review, we will conduct an analysis for City of Kirkland summarizing findings, recommendations, route efficiency opportunities, cart swaps, tonnage, and photos.

We will work with City of Kirkland to determine which changes to make and coordinate with WM to implement approved service-level adjustments- including cart consolidation and pickup frequency.

Customers with contamination or service level adjustments will be contacted by email, phone, or visit, based on the business type and situation. Customers are provided clear, practical solutions to improve participation and sort materials correctly. Our approach works! Photos from the City of Redmond route reviews (above by header) show low/no contamination.

We recommend continued tracking after the route review. City of Redmond received weekly tonnage and contamination reports from WM. This will be beneficial for Kirkland if WM is not already sending these. We utilize this information to reach out to customers that appear on reports with photos to show them which items are not compostable. We place signs on carts addressing specifics and assist with rebooting education for staff or residents (business or multifamily.)

Outreach and Technical Assistance

New Program Participants: Education, Recruit, Launch

We have recruited over 1,200 businesses, schools, and multifamily properties – representing over 20,000 units- across multiple Cities to participate in organics collection. Each property is visited by an expert with almost 30 years of experience, allowing customers to receive tailored and efficient assistance.

Recent multifamily recruits have remarked "The City really has this down" after receiving materials, carts, and interior containers. Another noted "this was so easy!" We recognize businesses and multifamily properties have time and budget constraints. We provide support in a friendly, helpful, and efficient manner. We make participation and compliance with the Organics Management Law easy!

City of Kirkland businesses have multiple options to comply with the OML. The City's subsidized program is a great fit for smaller businesses needing cart- based service. Businesses may also choose to pay for cart or dumpster service through local haulers. We ensure businesses understand their options so they can choose the service that best fits the volume they generate. We recommend the following approach for Kirkland and have included photo samples from our work to illustrate our recommendations.

EDUCATION

Existing. City of Kirkland has a well-established commercial organics program with existing educational materials. WEC will work with the City to review and update these materials as needed. We recommend using existing sorting posters and residential tri-fold kitchen compost inserts for multifamily residents.

Development. We create clear, practical educational materials that help multifamily properties and businesses understand the program and participate successfully.

Promotional Items

We will work with the City to create promotional materials.

- Postcard to distribute to food-generating businesses and multifamily properties.
- Kirkland Broadcast for website, social media, and newsletter content promoting the commercial organics program.

Materials we developed with City of Redmond staff are shown as examples.

FREE Organics Composting

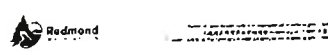
The City of Redmond offers organics composting collection carts for businesses, schools, and apartment complexes at no additional cost as part of garbage service.



Sign up for free Organics Composting service in City

- City will send you a cart to your business, office, and apartment complex to collect your organics and food scraps.
- Each cart is sent to you weekly to help you collect your organics and food scraps.

To sign up or learn more call 425-335-2900 ext. 7 or visit redmond.gov/Recycle.



RECYCLING and ORGANICS COMPOSTING SERVICES

FOR REDMOND BUSINESSES AND APARTMENT AND CONDOMINIUM PROPERTIES

Did you know organics composting and recycling services are free as part of your garbage service?

Organics Composting
All food scraps and processed paper (like coffee and paper towels) can be placed in organics composting carts. APARTMENTS ORG up to 1000 lbs of organics composting can be placed up weekly for free.

Recycling Service
You can recycle up to 100 lbs of your garbage service.

FOR EXAMPLE: If you have a recycling bin, you can also use it for organics composting. To request a change regarding organics composting or recycling services, please call 425-335-2900 ext. 7 or visit redmond.gov/recycling.



Onboarding Materials

For all customers, we recommend expanding the City's website to include information about OML and all organics options. We also propose these customer specific materials (to also include online):

- **Business** We will prepare an overview document to leave during cold-call visits as well as an organics welcome kit for new customers. The kit will include guidance on front- and back-of-house collection set-ups, acceptable compostable service ware and liners, interior collection tips, frequently asked questions, and training recommendations. Materials will be developed for print, in-person distribution and online use. We can also include short training videos.
- **Multifamily** We will produce a program overview handout outlining requirements and what the City provides to leave during cold-call visits. We will create an organics multifamily welcome kit for new customers. The kit will include a "pop-up" event poster, ready-to-use announcements for residents, and a frequently asked questions document.

RECRUIT

The City and WEC will select a month to launch a media campaign. Postcards will be mailed, website and social media messaging will be broadcast, and we will conduct direct outreach to customers during the launch. We will identify and collaborate with community and City partners to amplify program messaging.

Some customers will contact the City to sign up. We will respond to requests quickly and provide assistance. If a resident of a multifamily property contacts the City, the resident will be asked to provide a property management person, whom we will work with to initiate or add service. While we work with a property to launch- we can direct individual residents to the City of Kirkland's "Community Food Scrap Drop Off."

WEC will contact customers soon after postcards are received. We will conduct on-site visits to leave information and meet customers. Visits will be during non-busy times to avoid disrupting business operations.

Recruitment can include presenting to groups such as HOAs, commercial or multifamily property managers. We know how to address common concerns and provide practical solutions to encourage participation. We track customer contacts and will provide this information to the City.

LAUNCH



Businesses

Organics collection service is free market in Kirkland, and businesses have multiple options. We inform businesses of choices so they can select service that best meets their needs.

All new customers will be trained by us. WM will forward customer requests to us to ensure consistent onboarding- as they did in Redmond. Requiring this training results in low contamination and high participation. We use a "toolbox" of training and support options to help customers participate successfully. Our business onboarding is friendly and efficient.

For qualifying businesses to join the City's program, we will visit onsite to provide a welcome kit (including sorting posters), establish an interior collection system, and train staff. We create sorting systems based on space, business type, size, and the types of food waste. For example, a collection system for a school

differs significantly from one for a fast-food restaurant. We use translation tools and multilingual materials to ensure clear understanding and successful participation.

Our onboarding onsite meeting will include what to compost (food scraps and accepted compostable service ware/liner options), compost processing information, applicable health department codes, storm drain restrictions, and procedures for missed collection. We will confirm space and truck accessibility for outdoor cart delivery. We work with WM City desk and route managers to deliver and service carts.

Multifamily

We will meet with the property manager or HOA to initiate the program and gather key information, including how materials are currently collected (i.e. Resident self-haul, facilities staff, waste chutes, or valet service) and how residents currently receive information from the property. We will make sure they meet City of Kirkland's requirements to participate.

We will provide the property manager or HOA with the City's enclosure posters or signs, updates they can share with residents (via newsletters, social media, text messages, or websites), and "pop-up" event posters. In most cases, we recommend launching the program with an after-work or weekend event.

For "pop-up" events, we set up a booth in a central location such as a lobby, parking lot, cabana, or community space. We educate residents about the program and distribute City materials, including kitchen compost containers, compost tri-folds, and sorting posters. We make the booth interactive, fun, and friendly. Some properties request a presentation for residents as part of their event, while others prefer door-to-door delivery of compost kits. We are able to accommodate the approach a property manager chooses. We work with WM City desk and route managers to deliver and service carts.

Current Program Participants: Retention, Increased Participation, Troubleshooting

City of Kirkland has a strong program with 106 businesses and 119 multifamily properties participating in commercial organics collection. We recognize that businesses and multifamily properties experience a high rate of turnover, which means commercial organics programs require periodic reengagement. Using route review data, contamination reports, and direct requests we will assist existing customers to increase participation and/or reduce contamination.

We use a combination of onsite visits, training, re launch pop ups (for multi-family properties), in person and virtual trainings, and targeted signage to reignite program excitement. We have found having consistent contact with the same person (Sam) amplifies results. We work with the hauler to track contamination. We contact businesses that need additional support. We relaunch education efforts, provide cart signs, and monitor customers with contamination issues to help them get back on track.

Saving Food

We include information about reducing waste and using food efficiently.

Businesses

Food Recovery: We recommend working with City food banks and food-recovery organizations to identify needs and share information with businesses about opportunities to donate edible food.

Reduce Wasted Food: We will work with businesses to reduce wasted food. Strategies include tracking purchases versus waste, improving storage techniques, and making product substitutions. We help businesses save money while using food more efficiently.

Multifamily Properties

Eat Food: We have traditionally included the King County Food Storage Guide as part of resident composting kits to share ways to make food last longer and reduce waste. This guide covers ways to store food, how to read expiration dates and additional online resources.



Project Approach and Implementation Summary in Eight Steps

- 1. Evaluate the Route**
 - Re-introduction to WM route manager, WM City desk and WM driver
 - Conduct route reviews (first preference with the driver, otherwise lid lifts with driver interview); analyze data and follow up with customers, as needed
 - Develop recommendations and implement approved changes with City approval
- 2. Review Existing City of Kirkland Educational Materials**
 - City of Kirkland Sorting Signs (use as is)
 - City of Kirkland residential kitchen compost container trifold (use as is)
 - Promotional or Onboarding compost-specific materials
- 3. Identify Community and City Partners**
 - Meet with area food donation and recovery organizations to find out needs and messaging for Kirkland food generators
 - Contact City departments that meet with businesses or multifamily properties to share plans and coordinate efforts
- 4. Develop New Educational Materials**
 - Postcard
 - Business: Onsite visit handout, welcome kit (program basics, tips, frequently asked questions, sorting posters), guide to reduce food waste or donate.
 - Multifamily: Onsite visit handout, welcome kit (program basics, frequently asked questions, resident education content, pop up event/poster)
- 5. Assist Existing Customers**
 - Respond to requests.
 - Identify and assist customers to right size service, increase participation, or reduce contamination
 - Reboot education with new staff or new residents
- 6. Promote the Program**
 - Visit at least 50 properties
 - Promote through City broadcast channels
 - Contact customers directly – mostly onsite since we have found this to be most effective.
- 7. Launch New Customers**
 - Add at least 20 new customers to the route
 - Businesses
 - Meet onsite, set up interior collection, provide signs and a welcome kit, and train staff.
 - Order outdoor composting carts and set up service.
 - Multifamily Properties
 - Meet with property managers or HOA onsite or virtually
 - Select launch date for “pop up” and/or information broadcast
 - Distribute compost collection kits (either through event or door-to-door); provide signage
 - Residential education with the property manager
 - Order outdoor composting carts and set up service.
- 8. Measure Results and Final Reporting**
 - Track weekly WM tonnage and contamination reports as well as customer/cart counts.
 - Provide the City with monthly invoice updates and a final report.
 - Write a final report with route optimization details (customers updated or removed), organics tonnage, number of new customers, number of current customers assisted and food waste prevention and rescue efforts and results. The final report will also contain an overall evaluation of the organics program, food recovery, lessons learned, recommendations and next steps. A spreadsheet of business and multifamily properties assisted will be included.

TIMELINE

This is a suggested timeline. We are flexible and will work with the City to revise dates and activities based on the City's preferences.

Dates	Activity
Start- June 30 2026	<ul style="list-style-type: none"> • Meet with City of Kirkland staff to launch the project. <ol style="list-style-type: none"> 1. Learn City nuances beyond this RFP and question responses 2. Discuss existing resources and what to develop 3. Adjust this timeline and work approach based on City needs • Set up route review dates with WM (if approved) or schedule WEC dates to review independently • Contact area food banks and food-recovery organizations to determine current needs and identify opportunities for business donation of edible food • Coordinate with City departments that work with businesses or multifamily properties to align and support outreach efforts • Review existing City of Kirkland commercial or multifamily organics educational materials • Review list of current customers and summaries of previous outreach • Meet with WM team- outreach, route manager, and re-introduction to City desk
July 1- July 31	<ul style="list-style-type: none"> • Submit report to City of Kirkland on route review findings and recommendations • Upon the City's approval, submit service level changes to WM, contact customers regarding right sizing, participation, and contamination • Develop educational materials with City staff for customers • Contact Community Partners (City of Kirkland Chamber of Commerce, area business groups, property manager groups, or existing contacts) • Meet with City team
Aug 1- Sept 30	<ul style="list-style-type: none"> • Set up an online training session with area community group • Mail out postcards • Print welcome kits • Launch City of Kirkland website and social media broadcast • Begin onsite recruitment visits • Meet with City team
Oct 1- Dec 31	<ul style="list-style-type: none"> • Continue to recruit businesses and multifamily properties • Meet with City team
Jan 1- Jan 31 2027	<ul style="list-style-type: none"> • Work with the City to promote through City outlets again • Meet with City team
Feb 1-May31	<ul style="list-style-type: none"> • Continue to recruit new businesses • Continue to assist existing customers • Continue to streamline the route • Meet with City team
June 1-June 30	<ul style="list-style-type: none"> • Final reporting and program wrap up

BUDGET

The RFP states the budget is \$84,229.33. We understand some materials are available and some may need to be purchased. We estimate approximately \$3000 for supplies, printing, and mileage. Sam Wilder's rate is \$140/hour. That allows roughly 580 hours for this project after expenses. Work will not be moved to other staff with less experience. Sam Wilder will be responsible for all aspects.

	Staff	Hours	Cost
Task 1: Route Audit, Review and Optimization	Sam Wilder	80	\$11,200
Task 2: Outreach and Technical Assistance	Sam Wilder	500	\$70,000
Expenses: Mileage, Supplies, Printing Costs			\$3,000
TOTAL		580	\$84,200

Please note: Estimates for each task or expenses may go beyond or under estimated costs, while total costs will still remain within the total budget.

***Mileage/gas will be billed at the current accepted IRS/ City standard mileage rate, which for 2026 is 72.5 cents per mile. 2027 TBD.*

REFERENCES

- Jennifer Goodhart, Everett Public Schools Communications Coordinator- Formerly with City of Bellevue 425-385-4042, JGoodhart@everettsd.org
 - We worked for Jennifer/City of Bellevue for sixteen years. Projects included: Bellevue school composting and recycling, Greener Living program (classes and events), commercial organics recruitment and program launch, Sustainable Living tools for multifamily properties. We have known each other for over twenty years.
- Rina Fa'amoe, Seattle Public Schools- Formerly with Bellevue School District, 206-252-0618, rfaamoe@seattleschools.org
 - We worked together setting up composting in over 30 schools in Bellevue. We have known each other for more than twenty years.
- Patrick Malloy, King County Housing Authority, 206-574-1139, PatrickM@kcha.org
 - We worked together setting up composting programs at multifamily properties in Bellevue, Kirkland, Seattle and Tukwila. WEC worked for KCHA on the "White Center Eco Outreach" Program.
- Elaine Borjeson, Formerly with City of Kirkland and City of Bellevue 206-790-0064, eborjeson@gmail.com
 - We worked for Elaine in Kirkland and Bellevue for commercial and multifamily organics outreach.



STAFF



Sam Wilder, President, Wilder Environmental Consulting

Sam Wilder brings experience, enthusiasm, commitment, innovation, integrity, and efficiency to every project. She consistently maximizes results and excels at friendly, knowledgeable communication that supports effective project delivery and public outreach. When an organization hires Wilder Environmental Consulting, Sam Wilder is the expert who performs the work.

Sam has been in the sustainability and resource conservation field for 29 years. She holds a Bachelor of Science degree in Environmental Resource Management from Penn State University, with a minor in Education. Her professional experience includes work with the Student Conservation Association, the U.S. Fish and Wildlife Service, Hawk Watch International, the Bureau of Land Management, and Pacific Science Center, in roles ranging from wetlands education and hawk banding to sustainability programming.

In 2002, she founded Wilder Environmental Consulting (WEC). Since then, WEC has worked as a consultant for government agencies, assisting residents, businesses, and schools on a wide range of sustainability and waste-reduction initiatives. Sam has established organics programs for more than 1,200 businesses, schools, and multifamily properties (representing over 20,000 units). She has delivered more than 3,000 presentations to schools, neighborhood associations, community groups, and businesses, and has developed and staffed hundreds of interactive educational booths on sustainability topics.

Education and Certifications

- Environmental Resource Management Bachelor of Science degree from Penn State University
- Certified as a Climate Reality Leader through Al Gore's Climate Reality Corps, having completed in-person training with Al Gore and his team in 2017
- Completed McKenzie-Mohr's basic and advanced community-based social marketing trainings
- Recognized as Toastmasters International Club President of the Year in 2004
- Multiple cultural competency trainings

Industry Presentations

Sam Wilder is an industry expert and has presented on commercial organics at the following events

- Upcoming- Washington State Recycling Association, 2006 "Food Waste Prevention and Recovery"
- Washington State Recycling Association, 2025 "Commercial Organics Collection"
- Washington State Recycling Association, 2011 "Successful Outreach Strategies"
- Biocycle West Coast, 2006; "Commercial Compost Recruitment and Festival Recycling"

Awards

Lead on project teams that won WSRA awards

- 2025: Tukwila School District recycling and composting launch
- 2021: King County Housing Authority Greener Living Challenge White Center
- 2020: City of Bellevue Green Genius Program
- 2015: City of Bellevue Zero Waste Cafeteria Challenge (Recycling and Composting)
- 2011: Bellevue School District Recycling and Composting launch

Photos of Sam include examples from a compost route with seven tons of food waste, a community presentation, and a multifamily pop-up event.

RELEVANT EXPERIENCE

We have assisted commercial and multifamily properties with organics participation since 2002 for the following: the first King County commercial organics pilot program—which resulted in regional adoption—as well as the Cities of Redmond, Kirkland, Bellevue, and Tukwila.

We have set up or improved organics programs for more than 1,200 businesses, schools, and multifamily properties (representing over 20,000 units). Almost all participating properties increased diversion and reduced contamination. Our projects always include a data component to measure results. In 2025, WEC worked directly with City of Kirkland multifamily properties on organics and recycling. As a result, we are familiar with the City's current organics program and contract requirements.

Below are selected project highlights. We have additional relevant experience beyond these projects, which is available upon request or can be found on MRSCrosters.org.

City of Redmond Commercial Organics Program 2007- 2025

WEC was the sole contractor on this project, which assisted both businesses and multifamily properties with organics collection. This program most closely aligns with the scope proposed for City of Kirkland. Many of the project examples referenced in our approach are drawn from this work.

The program used a multi-level approach that included promoting the program, coordinating with the hauler (WM), collaborating with City departments on outreach; developing educational materials, recruiting participants, assisting with implementation, evaluating, and streamlining the route. Every customer added to the City's program during this eighteen year period was trained and set up by WEC. We worked closely with the hauler to review route sheets, respond to and correct contamination. We conducted annual full day route reviews where we rode with the driver to evaluate participation and implement changes. We worked closely with the City Project Manager, Stacey Auer, and were involved in all aspects of the program.

Results

- Over the course of the project, more than 500 customers were recruited and participated. Because businesses and restaurants frequently close and reopen, the customer base evolved over time.
- Between 2024 and 2025, we added 87 customers to the route and worked with 84 existing customers to reboot or adjust their programs.
- At the close of 2025, there were 279 customers on the route (204 commercial and 75 multifamily properties, representing approximately 10,000 units).
- Total organics tonnage for 2025 was 612 tons.

City of Kirkland Multifamily Sort Smart Program 2025

WEC served as the sole contractor in partnership with City of Kirkland staff. The Sort Smart Tournament was created and implemented to provide positive reinforcement for multifamily properties. This 2–3 month program gamified sorting for nine properties and more than 500 households. Participating properties were supported by a dedicated "Sort Coach" (WEC) and provided with a resident toolkit that included reusable recycling collection bags, kitchen compost containers, sorting guides, and game information, along with enclosure signage and tracking boards.

TRIANGLE APARTMENTS

195 UNITS IN A MIDRISE BUILDING

"THANK YOU FOR YOUR SUPPORT AND ASSISTANCE LAUNCHING OUR COMPOST PROGRAM. I WAS VERY HESITANT, BUT SINCE IMPLEMENTATION I NOTICED SEVERAL BENEFITS. OUR RESIDENTS WHO ARE CONSCIOUS ABOUT OUR ENVIRONMENT ARE HIGHLY INVESTED IN THE COMPOST PROGRAM AND WE NOW ADVERTISE THE COMPOST SERVICE AS A BENEFIT FOR LIVING AT THIS COMMUNITY.

SINCE IMPLEMENTING THE COMPOST OUR TRASH ROOM IS CLEANER AND LESS SMELLY. OUR MAINTENANCE HAS LESS WORK TO KEEP CLEAN."

PROPERTY MANAGER. MARCH 2025.

Results

- We distributed toolkits to 517 household doors and conducted more than 600 dumpster and cart checks. Based on these checks, we recommended that seven properties downsize garbage service and three properties add composting service. All participating properties improved sorting performance.
- Garbage was reduced by 37% (1,578 cubic yards per year), recycling increased by 30% (1,016 cubic yards per year), and composting increased by 236% (73 cubic yards per year). In addition, 275 households joined the composting program.

City of Issaquah’s School, Festival & Business Composting Assistance 2007-2020

We worked on a range of composting initiatives for thirteen years. We helped businesses and schools establish organics collection programs through in-depth technical assistance that included student education campaigns, staff training, and hauler coordination. We supported the City in rolling out composting collection to all eight City buildings, with launches that included presentations for each department.

We assisted with the management and coordination of City-wide organics technical assistance, including hauler outreach for 140 food-generating customers. We conducted participation route reviews for residential routes. WEC managed compost collection for the “Issaquah Salmon Days” festival during the first three years of implementation. The program remains in place today, with vendors and visitors composting and using compostable service ware.



City of Tukwila Business and Multifamily Recycling and Composting Assistance 2000-2018



We worked with approximately 162 multifamily properties representing 3,500 units and with 300–500 businesses per year through 2018. We distributed information in multiple languages, addressed dumpster and cart issues, and re-evaluated service as needed. In many cases, we increased recycling and downsized garbage dumpsters, resulting in cost savings for properties. We worked closely with WM to identify sources of contamination and conducted targeted outreach to correct issues.

City of Bellevue Commercial Organics Assistance Program 2011-2016



We worked with the City of Bellevue to recruit and set up commercial organics customers both before and after the transition to embedded service. We conducted route reviews to optimize service, developed educational materials, promoted the program, recruited participants, and coordinated implementation with the hauler, Republic Services. In the first year of embedded service, WEC recruited 50 businesses to participate.

SAMBICA, BELLEVUE BUSINESS
 “SAM, YOU HAVE BEEN SUCH A PLEASURE TO WORK WITH! WOW! I WAS BLOWN AWAY BY ALL YOUR KNOWLEDGE AND FELT LIKE YOU WERE GOING OUT OF YOUR WAY TO BE OF ASSISTANCE AND OFFERING YOUR SUPPORT. THANK YOU!”

City of Kirkland Commercial Organics and Recycling Assistance 2006-2011

We were responsible for all aspects of the food recycling program, including outreach; development of educational materials such as newsletters, postcards, and handouts; staff training; establishment collection systems; coordination with WM; training for WM drivers and call center staff. We distributed recycling collection bags, kitchen compost containers, and multifamily recycling kits. We presented at neighborhood association meetings, HOA meetings, and condo association meetings. We conducted route reviews that included riding along with the WM driver to observe the program firsthand and adjust service levels as needed.

Kirkland Commercial and Multi-Family Organics
 Outreach and Technical Assistance Job# 12-26-PW

Results

- We recruited and launched roughly 190 businesses, schools, and multifamily properties to participate in the City's commercial organics program.
- In 2011, we estimated that 3,345 cubic yards of organic material was collected annually.
- For 2010 and 2011, we estimated that 4,400 cubic yards of recyclable material was diverted from the landfill annually as a result of outreach.



King County Commercial and Residential Organics Pilot Program 2002-2007

This program was the first regional pilot to test the feasibility of a commercial organics collection route, as well as residential food-scrap collection with yard waste service. The business portion of the pilot included trial service with businesses in Redmond, Kirkland, and Bellevue. The current commercial organics collection routes in all three Cities are a direct result of this pilot program.



We assisted businesses with setting up kitchen collection systems, worked with haulers to distribute carts and to collect material, developed educational materials including posters and handouts and created recognition certificates. Business participation was tracked by the haulers and logged by us. We conducted our first route reviews with WM and Republic drivers in 2003.



We managed the "Food Recycling Hotline" for a residential organics pilot program in Issaquah, Kirkland, Lake Forest Park, and Redmond- that included over 1,000 households. We conducted a residential weight study monitoring approximately 100 households over the course of a year. An additional component of this program was setting up organics recycling at all Marymoor Park (Redmond) concerts starting in 2007. We recruited volunteers, set up stations, worked with vendors to switch to biodegradable materials, and assisted on-site during concerts. Marymoor Park continues this program as a result of the pilot.

Results

- We contacted over 200 businesses and recruited 100 to participate (roughly 30 in each City) in organics collection.
- In 2006, 587 tons of organic material was collected
- This program received national coverage on news stations including CNN
- Pilot led to King County commercial and residential organics collection

City of Seattle Large Generator Edible Food Recovery Program 2006

WEC was part of roundtable meetings of local partners developing strategies for food recovery. We conducted onsite reviews with hospitals, large schools, and institutions to evaluate food generation and connect with food recovery programs such as Hope Link to save edible food. This program received King County TV Coverage.