

# **Discount for Multi-Year Service Agreements**

**Environment Management and  
Sustainability Department**



# Background

- State Legislation regarding Apartments 5 units or more
- Ordinance definition Updated



# Background

- 250 existing apartment accounts
  - \$1.5 million in revenue
- Approx. 2,500 Business and Commercial accounts
  - \$5 million in revenue



## Recommendation

- Ability to offer a discount rate for those who enter into a multi-year agreement
  - 2% cumulative each year
  - Not to exceed 6%

# Questions?

