

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?

