

County Commissioners
Colm Willis, Chair
Kevin Cameron
Danielle Bethell



Chief Administrative Officer
Jan Fritz

MARION COUNTY BOARD OF COMMISSIONERS WORK SESSION

Mid-Valley Haulers Association Cost of Service Analysis (COSA) Minutes

Wednesday, October 7, 2026, 1:30 p.m. – 3:00 p.m.
Commissioners' Boardroom
Courthouse Square, 555 Court St. NE, Suite 5231
Salem, Oregon 97301

ATTENDANCE:

Commissioners: Danielle Bethell, Colm Willis and Kevin Cameron.

Board's Office: Jonathan Sanford, Alvin Klausen, Trevor Lane, Toni Whitler, Cameron Russell and Matt Lawyer.

Legal Counsel: Steve Elzinga and Andrew Mittendorf.

Public Works: Andrew Johnson, Brian May, Brian Nicholas

Mid-Valley Hauler's Association: Kevin Hines, Shane Kuenzi, Jimmy Eagle.

Marion County Consultant: Chris Bell.

Commissioner Colm Willis called the meeting to order at 1:35 p.m.

1. Welcome & Introductions

-Commissioner Colm Willis

2. Presentation

a. COSA Review

b. COSA Potential 2027 Rate Adjustments

-Brian May, Chris Bell, and Shane Kuenzi

Summary of Discussion:

Brian May stated that the review concerned collection services and a potential 2027 rate adjustment. Disposal-rate changes were not included because no agreements or assumptions had been established. Chris Bell reported adjusted 2025 composite returns of 8.6% for urban service and 11% for rural service. The principal adjustments involved yard-debris allocation and franchise-fee reporting. Bell and the haulers presented differing 2026 projections. Discussion focusing on labor, recycling/disposal assumptions, fuel, and other expense factors. The haulers' 2027 assumptions included 5% labor increases for 2026 and 5.2% for 2027. A projected 19.7% health-insurance increase for 2027, and substantial fuel increases. County analysis used a 2% 2026 labor increase and other differing assumptions. The haulers projected 2027 returns without a price increase of approximately 4.5% urban and 5.1% rural. Presented service-specific increases intended to bring returns toward a 10% target. The proposed urban increases discussed included 7.2% for residential carts, 5.6% for commercial containers, and 3.2% for industrial service. Commissioners raised concerns about comparing hauler wage and benefit increases with county compensation and discussed effect of rural and urban service differences on margins. No 2027 rates were approved.

Direction & Follow-Up

Unresolved issue: 2027 rate adjustments undecided until further review and information.
Task: Provide actual cost-of-living increases given to employees over previous three years.
Assigned To: Shane Kuenzi/Mid-Valley Haulers Association.
Deadline/Timeline: Not specified.

Task: Provide analysis comparing hauler labor and retirement benefits with county's compensation for comparable Commercial Driver's License (CDL) positions. Including pension or retirement contributions.
Assigned To: Not specified.
Deadline/Timeline: Not specified.

Task: Review of the haulers updated 2027 price-increase figures and coordinate with Brian May to ensure figures are aligned.
Assigned To: Chris Bell and Brian May.
Deadline/Timeline: Not specified.

Task: Maintain consistent historical COSA calculations for future reviews. Including a four-year view following year and eventual five-year snapshot.
Assigned To: Shane Kuenzi/Mid-Valley Haulers Association.
Deadline/Timeline: Next year for four-year view. Timeline for five-year snapshots is not specified.

3. Next Steps

-Brian May

Summary of Discussion:

Participants said no additional work session was scheduled and identified November 4, 2026, as the next public hearing date. A management update was discussed as a possible forum to review requested information before a rate decision. Commissioners indicated that additional information would help inform their decision.

Adjourned – time: 2:52 p.m.

Minutes by: Mary Vityukova

Reviewed by: Gary L. White