



Snohomish County Council

Committee: Public Works
ECAF: 2021-0492
Proposal: Motion 21-249

Analyst: Deb Evison Bell
Date: August 17, 2021

Consideration:

The proposal would approve the License Agreement between Snohomish County (“Licensor”) and Thrift Recycling Management, Inc. (“Licensee”) and authorize the Property Officer or the Director of Facilities and Fleet to sign the License Agreement and any other documents necessary to carry out the terms and conditions of the License Agreement.

Background:

In 2013 Reading Tree, a non-profit organization, ceased operations, including its license agreement with Snohomish County for recycling book bins placed at County operated transfer stations. Thrift Recycling Management, Inc. (TRM) was a logistical partner and entered into a new license agreement (Motion 13-357) with Snohomish County, under the Discover Books banner. TRM has had a License Agreement with Snohomish County ever since that allows for the placement of book bin receptacles at three Snohomish County owned recycling and transfer station facilities. As a license agreement, no competitive process is required¹.

TRM has over 200 employees nationwide and generates over \$43 million in profits, according to Dun & Bradstreet. The below chart represents how the Collected Media system within the Discover Books business model operates:



The following amounts of Collected Media have been picked up from the three Snohomish County sites and taken to Discover Books facilities for processing:

- 2019 – 60, 318 lbs.
- 2020 – 51,753 lbs.
- 2021 (YTD) – 51,883 lbs.

¹ [ch. 6.01 General Licensing Provisions | Snohomish County Code](#)
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According to Denise Finch of Discover Books, about 20 percent of the material is accepted for resale, the remaining 80 percent is sent to recycling. Of the 20 percent that is accepted only about half is actually sold.

Literacy Support:

Discover Books donates books to local residents Roger and Susan Austin, who assist in providing books to area schools.

	2021 (YTD)	2020	2019	2018
Number of destinations served	43	119	120	96
Number of lbs. of books received	60,000	70,000	96,000	48,000

Current Proposal:

Scope: Approval is sought from Council to authorize the License Agreement between Snohomish County (“Licensor”) and Thrift Recycling Management, Inc. (“Licensee”) and to authorize the Property Officer or the Director of Facilities and Fleet to sign the License Agreement and any other documents necessary to carry out the terms and conditions of the License Agreement.

Duration: Current License Agreement will expire December 31, 2021, the term to commence January 1, 2022 and end December 31, 2025.

Fiscal Implication: TRM shall pay no license fee as their use of the premises is considered a public benefit to the residents of Snohomish County which saves taxpayers of Snohomish County money by recovering CD’s, DVD’s, magazines, books and other reading material that would otherwise end up in a landfill.

2021 Budget: N/A.

Handling: NORMAL

Approved-as-to-form: YES

Risk Management: APPROVE

Executive Recommendation: APPROVE

Analysis: The County benefits from the License Agreement, by allowing TRM bins on premise as it keeps over 50,000 lbs of material per year from our landfills. County residents receive a benefit in the form of donated books to local schools.

Requests: Move to GLS on August 25, 2021 for consideration.

List of Schools in Snohomish County that have received books in 2021:

<u>SCHOOL NAME</u>	Number of boxes
Everett - Cascade High School	11.7
Everett - Eisenhower Middle	33.9
Everett - Emerson Elementary	23
Everett - Everett High School	6.5
Everett - Garfield Elementary	8
Everett - Hawthorne Elementary	8
Everett - Lowell Elementary	23.8
Everett - Madison Elementary	41
Everett - Sequoia High School	5.2
Everett - Silver Lake Elementary	17.6
Everett - View Ridge Elementary	40.2
Everett - Whittier Elementary	34.2