



Residential Solid Waste Services Contract

City of Palm Coast

History

- Five year Contract with Waste Pro, USA
- January 1, 2007 – December 31, 2011
- Service includes the exclusive removal, transport and disposal of trash, recycling, bulk and yard waste for single family residents.
- Contract allows for a renewal option for an additional five years at the same terms, or subsequent negotiated terms
- Non-renewal must be communicated to Waste Pro no later than September 2, 2011.



What has changed?

- Before renewing Contract with Waste Pro, have there been technical and/or service enhancements in the industry?

- Recycling



- Customer Service

- Waste to Energy



- Landfills and Transfer Stations

- Compressed Natural Gas (Vehicles)

Request for Information (RFI)

- On May 4, 2011, the Purchasing & Contracts Management Division issued a formal Request for Information in which responses were due on June 7, 2011.
- The objectives of the RFI were:
 - Identify/ensure cost effective services
 - Provide procedures for high levels of customer service
 - Increase recycling participation and tonnage



Request for Information (RFI)

- Objectives of the RFI cont'd:
 - Identify long term waste disposal capacity
 - Provide flexibility for future changes
 - Identify innovative technical, business and management opportunities
 - Identify parties with experience, financial capability and proven technology to effectively manage the City's solid waste and recycling program.



What We Learned...

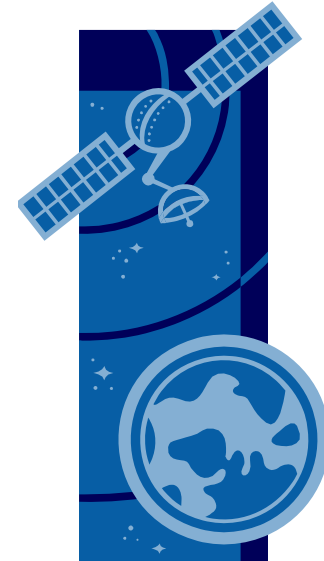
After the evaluation team reviewed all submittals, individual face-to-face presentations were conducted to further identify opportunities.



- All respondents offered (some encouraged) an automated toter/cart program.
- All respondents encouraged single stream recycling.
- Recycling awards programs are being implemented to increase tonnages and participation.

What We Learned Cont'd

- GPS (Global Positioning Systems) in trucks are becoming more popular.
- Trucks fueled by Compressed Natural Gas are surfacing as a cleaner, more efficient and cost effective alternative fuel.
- Transfer station and/or landfill locations are key factors in costs.
- Waste to Energy innovations are not a viable option.
- Hazardous waste options are available for extra cost.



Advantages of renegotiating with Waste Pro

- Familiarity with Palm Coast and City expectations
- Existing automated system allows for easy tracking of issues
- Response and resolution to complaints are immediate
- Has a low percent of complaint history
- Have developed an excellent working relationship between City staff and Waste Pro staff



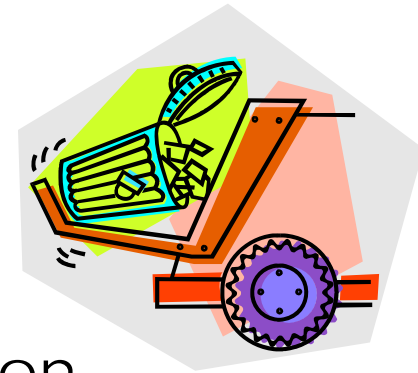
Advantages of renegotiating with Waste Pro Cont'd

- Hiring a new solid waste hauler would bring the risk of a substantial disruption of service
- Community involvement and outreach beyond contractual requirements
- The County has piggybacked our contract creating an efficient county-wide program
- Has invested \$2.9 million in a local facility with 60 local employees
- Willingness to renegotiate enhancements to the existing contract.



Enhancements to Negotiate

- GPS
- Single Stream Recycling
- Recycling Rewards Program
- Natural Gas Trucks
- Joint Natural Gas Filling Station
- Household hazardous waste disposal options
- New Waste Pro transfer station in close proximity to Palm Coast
- Evaluate once per week pick-up cost savings
- Evaluate price for existing and enhanced services.



Recommendation

- Enter negotiations with Waste Pro for a five year renewal.
- If negotiations fail, option to rebid is still open
- Waste Pro has offered to extend the Contract as necessary to accommodate time for the bid process

