



Staff Report

Subject: Solid Waste Contract

Department/Program: Administration

Explanation:

The City recently issued a Request for Proposals (RFP) for residential solid waste, recycling, yard waste, and bulky items removal. The City's contract with our current hauler, Republic Services terminates at the end of 2022. Since it has been more than 10 years since this contract was last publicly bid, City ordinance requires the contract to be bid, which is what precipitated the RFP.

After a 60 day window for bidding, bids were due to the City on June 10th. The City received bids from three haulers: Republic Services, Meridian Waste, and Waste Management. It should be noted that the bid from Waste Management did arrive approximately 10 minutes late after the 10am deadline. If the City were to go with Waste Management's bid, the legality of accepting a late bid would have to be considered. Another hauler, Waste Connections, had initially expressed an interest but ultimately indicated that they were declining to bid.

Bidders were asked to provide rates for six years for several services. Those services include trash, yard waste, and recycling for a 35 gallon, 65 gallon, and 95 gallon container, as well as costs for bulky item and white goods. The proposed rate sheets for each of the three haulers is attached to this memo.

Staff has reviewed the bids. In addition to pricing, other considerations include any exclusions listed in the bid, capability of the hauler to provide the trucks and equipment needed to serve the City, record of customer service in other cities, etc.

The RFP called for pricing for a six year contract, with a mutual option for two, two-year extensions at pricing to be agreed upon at a future date. Two of the haulers provided the same pricing each year regardless of the size of the cart. Republic Services provided different pricing depending on the size of the cart. Therefore, we have to consider how many carts are utilized of each size to compare pricing. Currently, we have 1,400 of the 48 gallon carts in use, 5,518 of the 65 gallon, and 2,671 of the 95 gallon. That number can change if residents go to smaller or larger carts, but it represents the current snapshot in time.

The attached bid result sheet shows the calculations of each hauler's proposed pricing multiplied by the number of each size cart. As you can see on the sheet, based on that calculation Republic Services is the low bidder in each of the six years of the contract, and therefore the low bidder overall. For example, in year one of the contract the total cost of the contract is \$230,226 with Republic, compared with \$239,725 with Meridian and \$269,642 with Waste Management.

As a point of reference, all three bids do represent an increase over current rates, though Republic's is the smallest increase at approximately 2.5%.

All bidders agreed to the terms in the RFP regarding 2 free bulk items, free pickup of City facilities, and free pickup of dumpsters for the City's leaf and street sweeping program. The only notable exception is that Waste Management specifically excludes televisions from bulky item or solid waste pickup.

Lastly, the issue of customer service has to be considered. Until recently, Republic Services had an exemplary record of service in the City. They have had problems lately with missed pickups and poor communication with residents. At this time there is no reason to believe those issues are anything but temporary, but are worth consideration. However, the second low bid, Meridian, does have a history of customer service challenges in other area cities (for more information see here: <https://www.ksdk.com/article/news/two-of-the-largest-cities-in-st-louis-county-are-kicking-meridian-waste-to-the-curb/63-ff3eb0c8-0c2f-449c-baf4-bf9f4c0201e0>). Furthermore, any time a hauler adds a new City the size of Ballwin it can be a strain to add the manpower and equipment to serve the City, especially in today's tight labor market. If the Board desires to go with one of the non-low bidders, Meridian or Waste Management, staff can reach out to current customers of each to get further information on current performance.

Given these considerations - the fact that Republic is the low bidder and has a strong track record (until recently) of quality performance in Ballwin, staff recommends drafting a contract with Republic Services for trash, recycling, and yard waste pickup for the years 2023-2028.

Recommendation:

Staff recommends the Board make a motion to direct staff and the City Attorney to draft a contract with Republic Services for consideration at the July 25, 2022 Board meeting.

Submitted By: Eric Sterman

Date: 6/21/22

Ballwin Solid Waste Bid Results

Current Rates

Republic	48/35 Gallon Cost	65 Gallon Cost	95 Gallon Cost	Total Cost to Residents**
	\$20.91	\$23.13	\$25.35	\$224,615.19

Year 1 - 2023

	48/35 Gallon Cost	65 Gallon Cost	95 Gallon Cost	Total Cost to Residents
Republic	\$21.43	\$23.71	\$25.98	\$230,226.36
Meridian	\$25.00	\$25.00	\$25.00	\$239,725.00
Waste Management	\$28.12	\$28.12	\$28.12	\$269,642.68

Year 2 - 2024

	48/35 Gallon Cost	65 Gallon Cost	95 Gallon Cost	Total Cost to Residents
Republic	\$22.18	\$24.54	\$26.89	\$238,286.91
Meridian	\$25.75	\$25.75	\$25.75	\$246,916.75
Waste Management	\$29.39	\$29.39	\$29.39	\$281,820.71

Year 3 - 2025

	48/35 Gallon Cost	65 Gallon Cost	95 Gallon Cost	Total Cost to Residents
Republic	\$22.96	\$25.40	\$27.83	\$246,635.13
Meridian	\$26.53	\$26.53	\$26.53	\$254,396.17
Waste Management	\$30.71	\$30.71	\$30.71	\$294,478.19

Year 4 - 2026

	48/35 Gallon Cost	65 Gallon Cost	95 Gallon Cost	Total Cost to Residents
Republic	\$23.76	\$26.29	\$28.81	\$255,283.73
Meridian	\$27.32	\$27.32	\$27.32	\$261,971.48
Waste Management	\$32.09	\$32.09	\$32.09	\$307,711.01

Year 5 - 2027

	48/35 Gallon Cost	65 Gallon Cost	95 Gallon Cost	Total Cost to Residents
Republic	\$24.59	\$27.21	\$29.82	\$264,220.00
Meridian	\$28.14	\$28.14	\$28.14	\$269,834.46
Waste Management	\$33.53	\$33.53	\$33.53	\$321,519.17

Year 6 - 2028

	48/35 Gallon Cost	65 Gallon Cost	95 Gallon Cost	Total Cost to Residents
Republic	\$25.46	\$28.16	\$30.86	\$273,457.94
Meridian	\$28.99	\$28.99	\$28.99	\$277,985.11
Waste Management	\$35.04	\$35.04	\$35.04	\$335,998.56

**Estimates based on current number of carts for each size:

48 Gallon - 1,400

65 Gallon - 5,518

95 Gallon - 2,671

Bid Form

**Exhibit A
BID FORM
EXCLUSIVE RESIDENTIAL WASTE COLLECTION
CITY OF BALLWIN**

Item	Service
1	Solid Waste, Recycling, and Yard Waste; Curbside service once per week with 48, 65, and 95 gal. solid waste containers as specified in the bid documents. (35 gallon containers may be provided in lieu of 48 gal, but such a substitution would need to be agreed upon during negotiations.)

Service Cost	YEAR	48 GAL.	65 GAL.	95 GAL.
	2023	\$21.93	\$23.71	\$25.48
2024	\$22.18	\$24.54	\$26.89	
2025	\$22.96	\$25.40	\$27.83	
2026	\$23.76	\$26.29	\$28.81	
2027	\$24.59	\$27.21	\$29.82	
2028	\$25.46	\$28.16	\$30.86	

Name of Contractor or Subcontractor that shall provide service: *Amel Services LLC, c/o Republic Services of Bixby, OK, MO*

Item	Service
2	Bulky Waste; two (2) item maximum monthly, requires resident to schedule pick up with Contractor. Services as specified in the bid documents

Service Cost	YEAR	2 ITEM PER WEEK	COST PER ITEM EXCEEDING
	2023	INCLUDED	\$25
2024	INCLUDED	\$25	

Bid Form

2025	INCLUDED	\$ 25
2026	INCLUDED	\$ 25
2027	INCLUDED	\$ 25
2028	INCLUDED	\$ 25

Name of Contractor or Subcontractor that shall provide service: *Allied Services, LLC, dba, Republic Services of Bridgeton, MO 63094*

3	White Goods; Requires resident to schedule pick up with Contractor. Services as described in bid documents
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Service Cost	YEAR	
	2023	INCLUDED
	2024	INCLUDED
	2025	INCLUDED
	2026	INCLUDED
	2027	INCLUDED
	2028	INCLUDED

Name of Contractor or Subcontractor that shall provide service: *American Contractor*

Signature: *[Signature]* Date: *6-2-22*

Company: *Allied Services, LLC, dba, Republic Services of Bridgeton, MO 63094*



Exhibit A
BID FORM
EXCLUSIVE RESIDENTIAL WASTE COLLECTION
CITY OF BALLWIN

Item	Service
1	Solid Waste, Recycling, and Yard Waste; Curbside service once per week with 35, 65, and 95 gal. solid waste containers as specified in the bid documents

Service Cost	YEAR	35 GAL.	65 GAL.	95 GAL.
	2023	\$25.00	\$25.00	\$25.00
	2024	\$25.75	\$25.75	\$25.75
	2025	\$26.53	\$26.53	\$26.53
	2026	\$27.32	\$27.32	\$27.32
	2027	\$28.14	\$28.14	\$28.14
	2028	\$28.99	\$28.99	\$28.99

Name of Contractor or Subcontractor that shall provide service:

2	Bulky Waste; two (2) item maximum weekly, requires resident to schedule pick up with Contractor. Services as specified in the bid documents
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Service Cost	YEAR	2 ITEM PER WEEK	COST PER ITEM EXCEEDING
	2023	INCLUDED	\$25.00
	2024	INCLUDED	\$25.75
	2025	INCLUDED	\$26.53
	2026	INCLUDED	\$27.32
	2027	INCLUDED	\$28.14
	2028	INCLUDED	\$28.99

Name of Contractor or Subcontractor that shall provide service:

3

White Goods; Requires resident to schedule pick up with Contractor. Services as described in bid documents

Service Cost

YEAR	
2023	INCLUDED
2024	INCLUDED
2025	INCLUDED
2026	INCLUDED
2027	INCLUDED
2028	INCLUDED

Name of Contractor or Subcontractor that shall provide service:

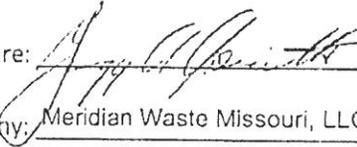
Signature:  Date: 6-9-22
Company: Meridian Waste Missouri, LLC

Exhibit A
BID FORM
EXCLUSIVE RESIDENTIAL WASTE COLLECTION
CITY OF BALLWIN

Item	Service
1	Solid Waste, Recycling, and Yard Waste; Curbside service once per week with 35, 65, and 95 gal. solid waste containers as specified in the bid documents

Service Cost	YEAR	35 GAL.	65 GAL.	95 GAL.
	2023	\$28.12	\$28.12	\$28.12
	2024	\$29.39	\$29.39	\$29.39
	2025	\$30.71	\$30.71	\$30.71
	2026	\$32.09	\$32.09	\$32.09
	2027	\$33.53	\$33.53	\$33.53
	2028	\$35.04	\$35.04	\$35.04

Name of Contractor or Subcontractor that shall provide service: Waste Management of Missouri, Inc.

2	Bulky Waste; two (2) item maximum weekly, requires resident to schedule pick up with Contractor. Services as specified in the bid documents
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Service Cost	YEAR	2 ITEM PER WEEK	COST PER ITEM EXCEEDING
	2023	INCLUDED	\$35.00
	2024	INCLUDED	\$35.00
	2025	INCLUDED	\$35.00
	2026	INCLUDED	\$35.00
	2027	INCLUDED	\$35.00
	2028	INCLUDED	\$35.00

Name of Contractor or Subcontractor that shall provide service: Waste Management of Missouri, Inc.

3	White Goods; Requires resident to schedule pick up with Contractor. Services as described in bid documents
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Service Cost	YEAR	
	2023	INCLUDED
	2024	INCLUDED
	2025	INCLUDED
	2026	INCLUDED
	2027	INCLUDED
	2028	INCLUDED

Name of Contractor or Subcontractor that shall provide service: Waste Management of Missouri, Inc.

Signature: _____ Date: _____

Company: Waste Management of Missouri, Inc.
