

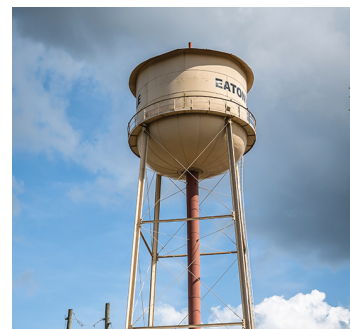


# SOLID WASTE COLLECTION REQUEST FOR PROPOSALS

## PRE-QUALIFICATION MATERIALS – SOLID WASTE COLLECTIONS RFP

### TOWN OF EATONVILLE, FLORIDA

- [wasteprousa.com](http://wasteprousa.com)
- [@waste\\_pro\\_usa](https://twitter.com/waste_pro_usa)
- [wasteprousa](https://www.facebook.com/wasteprousa)



**WASTE PRO OF FLORIDA, INC.**  
1400 S. ORANGE BLOSSOM TRAIL  
ORLANDO, FLORIDA 32805

**SEPTEMBER 30, 2024**  
TOWN OF EATONVILLE  
307 EAST KENNEDY BOULEVARD  
EATONVILLE FL 32751



## Pre-Qualification Requirements

### A. Proof of Experience

*A minimum of five years of pertinent contract experience with municipalities with at least 5,000 residences and with at least 50 commercial establishments.*

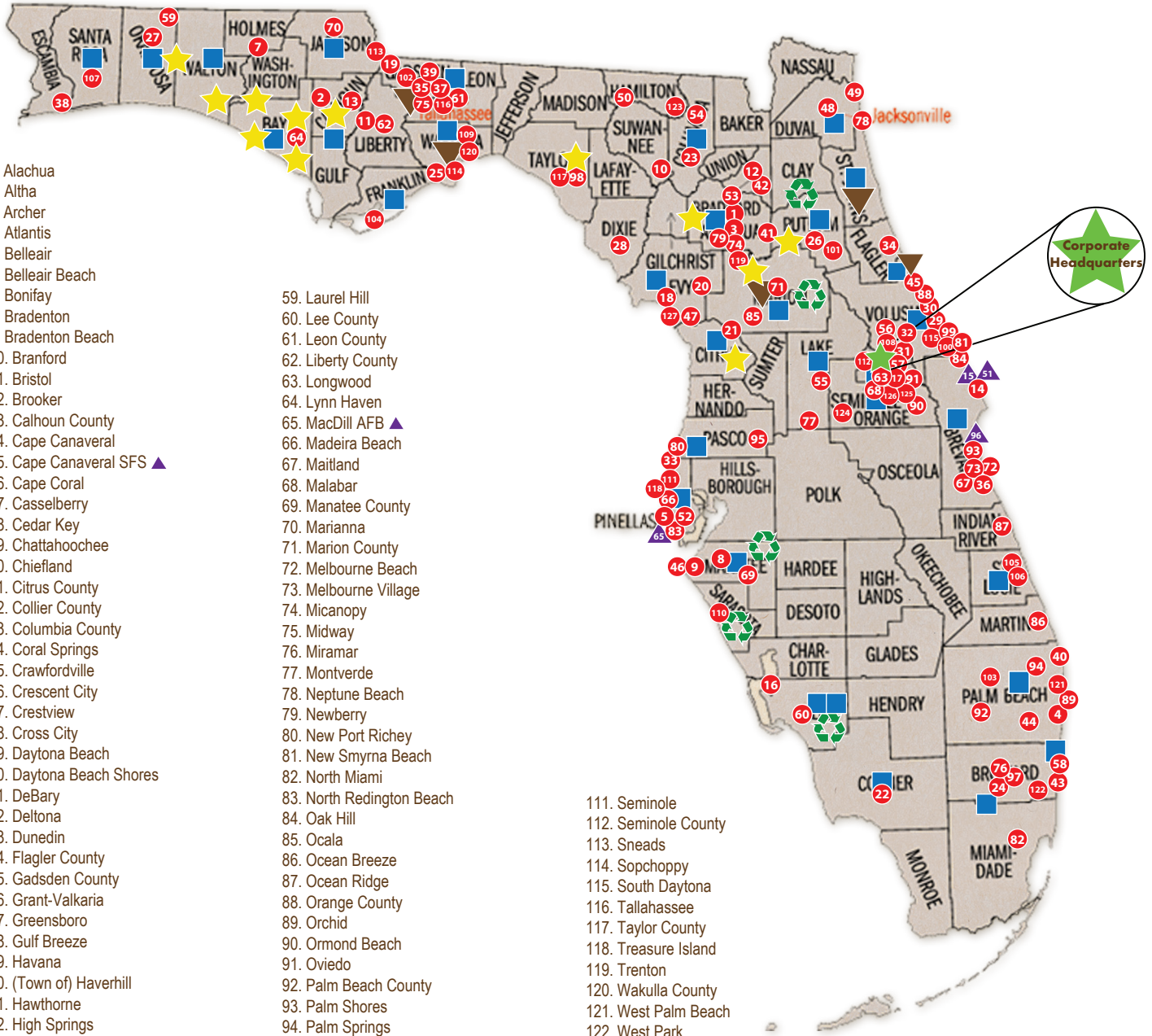
Waste Pro has been providing waste collection and disposal services in Florida since 2001. **As a privately-owned, family-operated business headquartered in Longwood, we are proud to call Florida home and be the hometown hauler for the Town of Eatonville.** Waste Pro is currently one of the largest providers of exclusive residential solid waste services in the state and the third largest privately-owned company in Central Florida. Our widespread presence in Florida combined with our exemplary service record are indicative of the value we place on our relationships with our local partners. Founded by industry legend John J. Jennings, Waste Pro is known as a “people” company because our employees and customers work hand-in-hand to create a “Distinguishable Difference” in the waste industry. Today, we have operations in 61 of Florida’s 67 counties servicing contracts with as few as 50 homes and as many as 130,000. The map on the following page depicts our operations, facilities, and contracts across Florida.

In the table below, Waste Pro provides a list of contracts to showcase that we meet and exceed the experience requirements as outlined in the Request for Proposals (RFP). Reference points of contact and available letters for the contracts listed can be found in **Section B: Positive References**. With more than 250 exclusive municipal franchises and 120 in Florida alone, we are happy to provide more examples of our previous experience that fulfill the requirements upon request.

Municipality	Start of Service	Residential	Commercial
<b>City of Winter Park</b>	2009	8,993	859
<b>City of Lake Mary</b>	2015	5,217	244
<b>Lee County</b>		135,166 Total	
<b>Service Area 3</b>	2010		2,435
<b>Service Area 4</b>	2022		1,184
<b>Service Area 5</b>	2005		742
<b>Collier County</b>	2021	9,330	413
<b>Port Orange</b>	2011	24,648	638
<b>New Smyrna Beach</b>	2006	17,398	473



# OF FLORIDA INC.



1. Alachua
2. Altha
3. Archer
4. Atlantis
5. Belleair
6. Belleair Beach
7. Bonifay
8. Bradenton
9. Bradenton Beach
10. Branford
11. Bristol
12. Brooker
13. Calhoun County
14. Cape Canaveral
15. Cape Canaveral SFS ▲
16. Cape Coral
17. Casselberry
18. Cedar Key
19. Chattahoochee
20. Chiefland
21. Citrus County
22. Collier County
23. Columbia County
24. Coral Springs
25. Crawfordville
26. Crescent City
27. Crestview
28. Cross City
29. Daytona Beach
30. Daytona Beach Shores
31. DeBary
32. Deltona
33. Dunedin
34. Flagler County
35. Gadsden County
36. Grant-Valkaria
37. Greensboro
38. Gulf Breeze
39. Havana
40. (Town of) Haverhill
41. Hawthorne
42. High Springs
43. Hillsboro Beach
44. Hollywood
45. Holly Hill
46. Holmes Beach
47. Inglis
48. Jacksonville
49. Jacksonville Beach
50. Jasper
51. Kennedy Space Center ▲
52. Kenneth City
53. LaCrosse
54. Lake City
55. Lake County
56. Lake Helen
57. Lake Mary
58. Lauderdale by the Sea

59. Laurel Hill
60. Lee County
61. Leon County
62. Liberty County
63. Longwood
64. Lynn Haven
65. MacDill AFB ▲
66. Madeira Beach
67. Maitland
68. Malabar
69. Manatee County
70. Marianna
71. Marion County
72. Melbourne Beach
73. Melbourne Village
74. Micanopy
75. Midway
76. Miramar
77. Montverde
78. Neptune Beach
79. Newberry
80. New Port Richey
81. New Smyrna Beach
82. North Miami
83. North Redington Beach
84. Oak Hill
85. Ocala
86. Ocean Breeze
87. Ocean Ridge
88. Orange County
89. Orchid
90. Ormond Beach
91. Oviedo
92. Palm Beach County
93. Palm Shores
94. Palm Springs
95. Pasco County
96. Patrick SFB ▲
97. Pembroke Pines
98. Perry
99. Ponce Inlet
100. Port Orange
101. Putnam County
102. Quincy
103. Royal Palm Beach
104. St. George Island
105. St. Lucie County
106. St. Lucie Village
107. St. Marks
108. Sanford
109. Santa Rosa County
110. Sarasota

111. Seminole
112. Seminole County
113. Sneads
114. Sopchoppy
115. South Daytona
116. Tallahassee
117. Taylor County
118. Treasure Island
119. Trenton
120. Wakulla County
121. West Palm Beach
122. West Park
123. White Springs
124. Windermere
125. Winter Park
126. Winter Springs
127. Yankeetown

- Corporate Headquarters
- Hauling Companies
- Landfills
- Military Contracts
- Municipal Contracts
- Recycling Processing
- Transfer Stations

**WASTE PRO OF FLORIDA, INC.**  
 Corporate Headquarters  
 2101 W SR 434 Suite 305, Longwood, FL, 32779  
 407-869-8800 Fax: 407-869-8884



## B. Positive References

*Positive references from at least three units of government, which have contracted with the proposer for solid waste collection and disposal.*

Waste Pro has provided four units of government we contract with for solid waste collection and disposal. Please feel free to reach out to the points of contact listed below. For municipalities that allow reference letters within their policy, we have also provided reference letters on the following pages. More references can be provided upon request.

City of Winter Park	
<b>Point of Contact:</b>	Michelle del Valle, Assistant City Manager
<b>Address:</b>	401 S. Park Avenue Winter Park, FL 32789
<b>Phone Number:</b>	407-599-3236
<b>Email:</b>	mdelvalle@cityofwinterpark.org

City of Lake Mary	
<b>Point of Contact:</b>	Kevin Smith, City Manager
<b>Address:</b>	100 N. Country Club Road Lake Mary, FL 32746
<b>Phone Number:</b>	407-585-1419
<b>Email:</b>	ksmith@lakemaryfl.com

Lee County	
<b>Point of Contact:</b>	Paul Flores, Operations Manager
<b>Address:</b>	P.O. Box 398 Fort Myers, FL 33902
<b>Phone Number:</b>	239-533-8099
<b>Email:</b>	pflores@leegov.com



Collier County	
<b>Point of Contact:</b>	Kari Ann Hodgson, Director, Solid Waste
<b>Address:</b>	3390 Tamiami Trail – Suite 302 Naples, FL 34112
<b>Phone Number:</b>	239-398-9621
<b>Email:</b>	kari.hodgson@colliercountyfl.gov

Unincorporated Orange County (Zone 2)	
<b>Point of Contact:</b>	David Gregory, Manager – Orange County Solid Waste Division
<b>Address:</b>	9150 Curry Ford Road, 3rd Floor Orlando, FL 32825
<b>Phone Number:</b>	407-2473-1004
<b>Email:</b>	David.Gregory@ocfl.net



401 South Park Avenue • Winter Park, Florida 32789

407-599-3235 • 407-599-3436 fax  
cityofwinterpark.org

Office of the  
City Manager

September 16, 2024

To whom it may concern:

I would like to take a minute to tell you how pleased the City of Winter Park is with Waste Pro. They have been our vendor for more than fifteen years now; they service approximately 9,000 residential homes as well as our business community. The transition to Waste Pro was well thought out, prepared and just plain easy. They continue to live up to their promises and now we take less than 10% of the calls we did before we made the change. As the downtown commercial area has grown and changed, Waste Pro has accommodated our changing collection needs. In addition to doing a good job, they are good Community partners. They participate in Chamber events, Earth Day, Art Festivals, etc. Waste Pro is working closely with the City and the Sustainability & Keep Winter Park Beautiful Board to implement more green initiatives.

I hope this helps you in your decision.

Sincerely,

Michelle del Valle  
Assistant City Manager



Kevin L. Smith  
City Manager  
ksmith@lakemaryfl.com



**City of Lake Mary**  
*Incorporated in 1973*

May 12, 2023

**Re: Waste Pro Response to Request for Proposal-Waste Hauling Services**

To Whom It May Concern:

Please accept this Letter of Reference as to our experience with the level of service provided by Waste Pro.

The City Commission of Lake Mary, Florida awarded a bid for commercial and residential solid waste collection and disposal services and subsequently entered into a franchise agreement with Waste Pro of Florida, Inc. for said services effective March 1, 2015. Since then, the City Commission approved five (5) amendments to this agreement.

Upon inception of the agreement, Waste Pro effected a smooth transition from the City's prior solid waste service provider, delivering uninterrupted service with minimal impact on our business (approximately 311 containers and 5,199 residential customers). City staff has found Waste Pro to be very responsive to issues and concerns brought forth by the City. The City's relationship with Waste Pro has been a positive and mutually beneficial one.

I hope this information is helpful when considering Waste Pro's response to your proposal. Please feel free to contact me with any questions.

Sincerely,

Kevin Smith  
City Manager

[www.lakemaryfl.com](http://www.lakemaryfl.com) Main Phone: (407) 585-1400 Fax: (407) 585-1498

CITY HALL, 100 N Country Club Rd, P.O. Box 958445, Lake Mary, FL 32795-8445



July 30, 2024

Dear Mr. Farmer,

I am writing to provide a reference for Waste Pro of Florida, Inc., who has been a waste management service provider serving our community for almost 3 years. I have had the pleasure of working with them, and I can confidently attest to their exceptional service and professionalism.

Waste Pro of Florida, Inc. assumed Collier County's collection District II, with a seamless transition and high level of customer service value. Further, they brought in new equipment and embraced themselves in community programs, such as the local Chamber of Commerce.

Throughout our partnership, Waste Pro of Florida, Inc. has consistently demonstrated a high level of reliability and efficiency. Their team has exceeded our level of expectation and rarely ever are liquidated damages assessed. They are punctual and thorough, ensuring that all waste is collected in a thorough and orderly manner. Their commitment to enhancing our communities through attending events and even parades, have been an invaluable partnership. Furthermore, only 3 days post Hurricane Ian, the staff was prepared to resume services and help restore our devastated community.

In addition to their reliable service, Waste Pro of Florida, Inc. places a strong emphasis on customer service. Their staff is approachable, knowledgeable, and always willing to address any concerns or special requests. They have shown a strong commitment to addressing any issues promptly and effectively, which has greatly contributed to a positive working relationship.

Based on our experience, I highly recommend Waste Pro of Florida, Inc. They have proven to be a trusted partner and a valuable asset to our community.

If you have any questions or need further information, please feel free to contact me.

Respectfully,

  
Kari Ann Hodgson, P.F.  
Director, Solid Waste  
Collier County



---

Collier County Public Utilities • Solid Waste Division  
3339 Tamiami Trail East, Naples, FL 34112  
[www.colliercountyfl.gov/publicutilities](http://www.colliercountyfl.gov/publicutilities)





### **C. Cancelled Contracts**

*Each proposer shall list all similar contracts or agreements. for which the municipality has cancelled the contract or agreement for any reason.*

No municipality has cancelled their contract or agreement with Waste Pro for any reason.



### D. Local Office

*A local office must be maintained within 25 miles of the Town.*

Waste Pro has over 90 operating facilities across our 10-state footprint. For an overview of our operations across Florida, please refer to the map in **Section A: Proof of Experience**. We will service the Town of Eatonville from our Orange County hauling facility on Orange Blossom Trail and have nearby Sanford and Lake County hauling facilities in the event we would need extra resources for the Town. Below is a list of our nearby facilities local to the Town of Eatonville.



*Waste Pro's Orange County Hauling Division Entrance*

Facility	Address	Approximate Miles from the Town of Eatonville*	Trucks
Orange County Hauling Facility	1400 S Orange Blossom Trail, Orlando, FL 32805	8	90+
Sanford Hauling Facility	3705 St. Johns Parkway. Sanford, FL 32771	17	105
Lake County Hauling Facility	20344 U.S. Highway 27. Clermont, FL 34715	37	38

\*The approximation of office distance from the Town of Eatonville is based on Google Maps's designated point in Eatonville.



## E. Proof of Insurance

*Required limits of insurance coverage as described*

Waste Pro provides our proof of insurance on the following page.





## F. Financial Ability

*Demonstrates the firm's ability to financially manage.*

The letter below from our bank, Wells Fargo, attests to our financial ability to provide services as requested in this RFP.





The letter below from our Chief Financial Officer attests to our annual gross income. Audited financial statements can be made available at the Town's request.



2101 West SR 434 | Suite 301 | Longwood, FL 32779  
T (407) 869-8800  
F (407) 869-8884

September 10, 2024

Demetris Pressley, CSM  
Town Chief Administrative Office (CAO)  
Town of Eatonville  
307 E. Kennedy Blvd  
Eatonville, FL 32751

RE: Solid Waste Collection Request for Proposals

Dear Mr. Pressley,

Waste Pro of Florida, Inc. is a financially stable company that has assets in excess of \$500 million and generated over \$75 million in cash flows from operations in 2023. We have operated profitably since 2006 and are profitable thus far in 2024. We have been good standing customers of Wells Fargo Bank, National Association (the "Bank") since 2014. The Bank currently serves as administrative agent for a syndicate of lenders for the Company's \$215 million senior revolving credit facility ("the Senior Credit Facility"), of which approximately \$43 million is available to borrow as of this date. The current maturity date of the Senior Credit Facility is June 29th, 2026. Should you require more information, our relationship manager, Kevin Cumberland, can be reached by phone at (310) 633-0072 or by email at [kevin.cumberland@wellsfargo.com](mailto:kevin.cumberland@wellsfargo.com).

I can assure you that we have the necessary financial resources to honor all requirements of the Town of Eatonville. We are not currently, nor have we ever been involved in any bankruptcy proceedings. All our debt obligations are paid current, and I see no circumstances that would change that situation. Should you have any questions regarding these matters, please feel free to contact me.

Sincerely,



Cort Sabina  
Executive Vice President & Chief Financial Officer  
Waste Pro of Florida, Inc.

[www.wasteprousa.com](http://www.wasteprousa.com)





## E. Equipment

*Demonstrates the firm's ability to provide back-up equipment and vehicles beyond those assigned to the proposed contract and within reasonable proximity to the Town of Eatonville.*




We pride ourselves on our maintenance and storm preparedness but in the event of an unexpected service disruption such as a storm, Waste Pro has the necessary resources to continue service. Waste Pro's fully equipped Orange County hauling facility is near the Town of Eatonville and currently has over 90 collection trucks at its disposal. Nearby facilities in Sanford and Lake County also have 105 and 38 trucks available respectively, in the rare event we would need to bring resources in from other facilities.

### WASTE PRO USA BY THE NUMBERS

 <b>OPERATING LOCATIONS</b> 90+ operating facilities 25 landfills 16 transfer stations 5 MRFs/ Recycling Facilities	 <b>CUSTOMERS</b> 2 million+ residential 100,000+ commercial	
 <b>FLEET</b> 3,700+ state-of-the-art trucks with 3rd Eye 360 degree onboard cameras	 <b>MRFS</b> (MATERIAL RECOVERY FACILITY OR RECYCLING PROCESSING) Atlanta, GA; Ft. Myers, FL; Ocala, FL; Sarasota FL; Columbus, MS (commercial corrugated only)	 <b>EMPLOYEES</b> 4,700+
 <b>MUNICIPAL CONTRACTS</b> 250+ exclusive municipal franchises	 <b>REVENUE</b> Projected to exceed \$1.3 billion in 2024	



**WASTE PRO OF FLORIDA, INC.**  
1400 S. ORANGE BLOSSOM TRAIL  
ORLANDO, FLORIDA 32805

 [wasteprousa.com](http://wasteprousa.com)  
 [@waste\\_pro\\_usa](https://twitter.com/waste_pro_usa)  
 [wasteprousa](https://www.facebook.com/wasteprousa)