



City of Eustis

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TO: EUSTIS CITY COMMISSION

FROM: Tom Carrino, City Manager

DATE: December 12, 2024

RE: Waste Collection Services Discussion

Introduction:

Staff would like to recommend proceeding with contract negotiations with Waste Management for Waste Collection Services pending a presentation to the City Commission on the Waste To Energy program, which is the proposed method of service delivery by Waste Management.

Background:

The City recently issued a Request for Proposal for Waste Collection Services. We received proposals from three firms, Coastal Waste & Recycling, Waste Management and Waste Pro. Each firm submitted a proposal based on the criteria outlined in the RFP and Waste Management also submitted an alternate proposal for Waste To Energy, which was allowed through the addenda process. An Evaluation Committee was formed to select the proposal which best met all of the criteria outlined in the RFP. The Committee members were Tom Carrino, Miranda Burrowes, Mike Shepherd, Rick Gierok, Nichole Jenkins and Mari Leisen.

The first meeting of the Evaluation Committee was a review of all proposals received. Each member participated in a lengthy discussion of each proposal and the pros and cons thereof. Once all proposals were reviewed, a ranking was established as follows:

- #1 Waste Management Alternate Proposal (Waste To Energy)
- #2 Waste Pro
- #3 Tie between Coastal and Waste Management (Base Bid)

The Committee decided to bring all three firms back for oral presentations and a question and answer session. During the presentations, each firm presented a PowerPoint program that outlined how they would provide waste collection services to the City of Eustis. During and following the presentations, Committee members asked questions of the presenters.

At the end of the oral presentations, each Evaluation Committee member, except for Mike Shepherd (who was on vacation), ranked the firms again and the results were as follows:

- #1 Waste Management Alternate Proposal (Waste to Energy)
- #2 Waste Pro

#3 Coastal

#4 Waste Management (Base Bid)

Recommendation:

The staff recommendation is to award the waste collection services to Waste Management, via their Alternate Proposal for Waste To Energy.

Representatives from Waste Management and ReWorld will present an overview of the Waste To Energy program to the Commission.

Staff is requesting direction on how to proceed.

Prepared By:

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Reviewed By:

Tom Carrino, City Manager