

RECOMMENDATION ON AWARD OF SOLID WASTE COLLECTION CONTRACT

Staff has reviewed the three proposals received in response to the RFP. A spreadsheet using quantities included in the RFP was created to enable a bottom-line price comparison. One complication was encountered. Two respondents didn't provide unit prices for all of the services listed in the RFP. Not wanting to muddy the waters by having respondents engage in post-proposal pricing, staff adopted two methods for completing the comparisons:

1. Staff used ratios collected from each respondent's pricing to calculate the missing unit costs.
2. Staff created a spreadsheet in which rows with missing unit costs were eliminated and compared the remaining rows.

Both of the above methods delivered roughly the same result: Frontier Waste's proposal came in about 10% under Waste Connection's proposal and over 40% under Republic's proposal. So, clearly, from a price-only perspective Frontier offers a better deal for the City.

Another advantage of contracting with Frontier is their operation of the Somervell County Transfer Station. For an additional \$0.25/month, once a year Glen Rose customers would be given free access to that facility or for an additional \$0.50/month, twice a year.

The City of Hico has a similar solid waste collection history as does Glen Rose. Initially, like Glen Rose, they were serviced by Waste Connections (previously known as IESI and Progressive Waste). Then both cities contracted with Knox Waste Service (KWS). In both cases, Republic took over the KWS contracts. Last year, Hico transitioned from Republic to Frontier when Frontier offered a much more competitive proposal. A Hico resident, well-known to staff, has said that the service being provided by Frontier is much better than the service that was previously provided by KWS. (This is not a criticism of Republic as that firm didn't service the Hico account very long.)

Frontier has been in business since 2015 and has many municipal customers. Several of them have provided letters of recommendation for Frontier. Frontier has a very experienced staff and has the resources to service Glen Rose's account. Two final benefits of contracting with Frontier worthy of note is their use of Drivecam/Lytx and TracEz. The former provides GPS tracking and video to document Frontier's collection efforts. The latter provides an effective system for monitoring, documenting, and responding to customer complaints.

While all three firms would be capable of servicing the Glen Rose account, due primarily to their pricing and Somervell County Transfer Station operation, staff recommend that the contract be awarded to Frontier.