

# Solid Waste and Recycling Contract

July 17, 2024



*SWS*  
SOLID WASTE  
SPECIALISTS

# Current Services

Solid Waste	Recycling	Bulk	Brush
1 x per week in 95-gallon cart	Every other week in 95- gallon cart	Residents bring this material themselves to deposit at Public Works	Residents bring this material themselves to deposit at Public Works

Waste Connections's current contract expires December 31, 2024

Current Rate is \$19.60



# PROCUREMENT PROCESS

- City engaged **Solid Waste Specialists** in January 2024 to provide RFP and Contract documents and assist with the procurement of a new contract for the upcoming term.
- The kick-off meeting was held in January wherein Staff gave specific instructions to SWS regarding changes desired in the new contract.



# PROCUREMENT PROCESS

SWS prepared an RFP and Contract based on the following specifications with collections performed Monday thru Friday

## Residential Garbage Collection

- Garbage collection 1 x weekly with NEW Contractor-supplied 95 – gallon cart. All material is to fit within the cart (or additional carts for an added fee).

## Residential Recycling Collection

- Acceptable recyclables collection Every Other Week with NEW Contractor-supplied 95 – gallon cart. All material is to fit within the cart (or additional carts for an added fee)



# PROCUREMENT PROCESS

## Residential Brush and Bulk Collection

- Brush and Bulk collection 1 x weekly on the same day as garbage and recycling is collected with a combined limit of 3 cubic yards of material at the curb.
- Unusual accumulations will be collected for a fee based on time and disposal expense.

# PROCUREMENT PROCESS

## Commerical (dumpsters) and Roll-Off containers

- All accounts will be visited by a sales representative prior to delivering a NEW container to “right size” the collection by dumpster size and frequency of collection.
- The mandated NEW equipment requires an investment in:
  - approximately 13,000 poly carts
  - approximately 100 dumpsters
  - approximately 25 new Roll Off containers

# PROCUREMENT PROCESS

- Rate adjustments will be determined using the Bureau of Labor Statistics Garbage and Trash Index.
- Future rate adjustments will be capped at 5%.

# PROCUREMENT PROCESS

- Pre-Bid meeting was held on May 3rd
- Seven firms attended the meetings and were then given a week to send in follow-up questions to allow Staff to respond.

Five firms responded:

Waste Connections (incumbent)

Texas Pride

Texas Disposal

Waste Management

Frontier





# THE SCORING PROCESS

The City provided a team of four personnel to perform the work of judging the submittals.

SWS held a scoring workshop to review how the scoring process would be performed utilizing a spreadsheet that reflected the written portion of the submittals.

SWS scored the numerical pricing entries using extension data provided by Staff.

# THE SCORING PROCESS – WRITTEN EVALUATION – 65 POINTS

**5= extremely qualified**  
**4= well qualified**  
**3= qualified**  
**2= possibly qualified**  
**1= no recommendation**

TAB 1 Experience with like-size communities	Past Performance and Experience providing similar services in like-size cities	5%	0
TAB 2 Financial Strength of Proposer	Evidence of Financial Ability	5%	0
TAB 4 Strength of Personnel	Demonstrated Strength of LOCAL Personnel at the hauling division	3%	0
TAB 6 Operational Plan Detailed Narrative	Quality of Plan to achieve the City's Service Objectives	10%	0
TAB 6 TRIR and DART Scores	Lowest Possible Score is "0" for both	5%	0
TAB 7 Transition Plan Detailed Narrative	Quality of Plan to implement all services - delivery of equipment, education of customers, etc.	10%	0
TAB 9 Disaster Management Plan	Quality of Plan to assist the City with cleanup after major storm	5%	0
Customer Service, GPS & Support	How GPS Tracking System interfaces with Customer Service - Customer Service responsiveness and reporting	17%	0
Overall and TAB 10 Compliance and Clarity of Proposal	How well proposal follows RFP - <u>minimum number</u> of exceptions to the Proposal.	5%	0
		Total Weighted Score >>	0
		65%	

# THE SCORING PROCESS

The Written Evaluation, scored by the Committee selected by the City, had a potential of 65 points for a perfect score.

The Price Evaluation, rates extended by actual quantities of work, had a value of 35 points for the lowest Total Price for all Services, with other scores based on a ratio against that lowest score.

The two steps were combined for a Total Score.

Two best scores would be interviewed in person



# Written Evaluation Scoring

During the price review, it was discovered that WM had taken exception to the mandatory provision of NEW Dumpsters and Roll-Offs, thereby rendering their proposal Non-Responsive

From Written Evaluation

	Waste Connections	Frontier	Texas Pride	Waste Management	Texas Disposal
Committee					
Scott Jones	39	43	33		37
Scott Dunlop	41	40	31		42
Matt Woodard	40	40	37		34
Belena Pena	38.6	36	34		50
Total	158	159	135		163
<b>Combined Averages</b>	<b>40</b>	<b>40</b>	<b>34</b>	<b>Non-Responsive</b>	<b>41</b>

# RATE TABULATIONS

The cost per service reflects the total number of possible services available to a home divided into the price

	Residential	Commercial Total	Roll Off	Grand Total	Points
Waste Connections	\$184,196	\$26,634	\$53,750	<b>\$264,580</b>	28
cost per service	\$2.58				
Frontier	\$142,600	\$24,052	\$47,843	<b>\$214,495</b>	<b>34</b>
cost per service	\$1.85				
Texas Pride	\$212,459	\$28,035	\$40,300	<b>\$280,794</b>	26
cost per service	\$2.95				
Waste Management	\$156,107	NA	NA	NA	NA
cost per service	\$2.19				
Texas Disposal	\$136,429	\$26,132	\$46,716	<b>\$209,277</b>	<b>35</b>
cost per service	\$1.84				

# THE SCORING PROCESS COMBINING BOTH

From Written Evaluation

	Waste Connections	Frontier	Texas Pride	Waste Management	Texas Disposal
Committee					
Scott Jones	39	43	33		37
Scott Dunlop	41	40	31		42
Matt Woodard	40	40	37		34
Belena Pena	39	36	34		50
Total	158	159	135		163
<b>Combined Averages</b>	<b>40</b>	<b>40</b>	<b>34</b>	<b>N/A</b>	<b>41</b>
<b>Price Score Base Bid</b>	<b>28</b>	<b>34</b>	<b>26</b>	<b>N/A</b>	<b>35</b>
<b>Total Score</b>	<b>67</b>	<b>74</b>	<b>60</b>	<b>N/A</b>	<b>76</b>

Provided only an Alternate  
without pricing the Base



# Considering TDS Alternate with reduced service

The cost per service reflects the total number of possible services available to a home divided into the price to be able to compare an alternate to the Base Bid Request.

TDS Base Bid	\$136,429	\$26,132	\$46,716	\$209,277	
cost per service	\$1.84				
TDS Alternate	\$130,129	\$22,489	\$44,700	\$197,318	Service Reduction
cost per service	\$2.42			12 Bulk a year (call in) and 4 annual Brush	



# Considering Waste Connections Alternate

This Alternate would keep the same used carts and used dumpsters in place and the vendor would continue to operate with existing equipment (which appears to be approximately 8 years old).

	Residential	Commercial Total	Roll Off	Grand Total
Waste Connections Base Bid	\$184,196	\$26,634	\$53,750	\$264,580
Waste Connections Alternate	\$152,696	\$26,634	\$53,750	\$233,080





# INTERVIEWS

Based on the Scoring Process, the City Manager decided to arrange interviews with Texas Disposal Systems and Frontier.

Interviews were conducted on June 20<sup>th</sup> at City Hall.

Representing the City were Scott Moore, Scott Jones and Scott Dunlop  
Representing the Consultant was Lynn Lantrip

A series of questions were prepared in advance to clarify specific portions of each company's proposal regarding Operations and Communication



# INTERVIEWS

## Frontier

Strong Regional Firm focused on Municipal Contracts

If property is available, intends to open facility in or immediately adjacent to Manor.

Good team of professionals at all levels in Operations with a focus on Safety

Superb Communication software called Trac EZ program that allows City and Residents access to daily activity with the ability to add a need for a pickup, another container, track recovery of missed stops – all “live”.

Provision of direct-to-chief Operation person for City staff and elected officials



# INTERVIEWS

## Texas Disposal Systems

Strong Regional Firm with long history of service focused on Municipal Contracts as well as Municipal Utility Districts

Good team of professionals at all levels in Operations

Adequate GPS tracking system, but the system is closed to anyone outside of the company.

Issues above those that can be resolved by the Customer Service Team are directed to a designated Municipal Professional who acts as a go-between for Staff and Elected Officials.



# Reference Checks

Texas Disposal Systems						
City	MSW Service	Recycling	Brush	Bulk	Complaints go to	Overall Rating
Georgetown pop. 86,000	1 x week in carts	EOW in cart	1 x month up to 20 bags	4 x per year for 3 yards each	Both City and TDS, not by design but acceptable	8
Kyle pop. 57,000	1 x week in carts	EOW in cart	2 x month	2 x per year	Both City and TDS, not by design but acceptable	8
Buda pop. 18,000	1 x week in carts	EOW in cart	2 x month	4 x per year	Both City and TDS, not by design but acceptable	8
Frontier						
City	MSW Service	Recycling	Brush	Bulk	Complaints go to	Overall Rating
Pearland pop. 127,000	2 x week carts	1 x week cart	1 x week with 3 yards combined		Frontier	10
Balch Springs pop. 27,000	2 x week carts	1 x week cart	EOW with 2 yards combined		split between City and Frontier but City <u>prefers</u> to take the calls	10
Mansfield pop. 76,000	1 x week cart	1x week cart	1 x week with 3 yards combined		Frontier	8

# SOLID WASTE SPECIALIST'S RECOMMENDATION

SWS recommends accepting the proposal from **Frontier**.

The firm had one of the two best combined scores, interviewed very well, provides an excellent communication tool for the City and its customers, and received high marks from their references. As an added benefit, If property is available, Frontier intends to open a new facility in or immediately adjacent to Manor.

Our recommendation is to consider their Base Bid response to provide:

- 1 x per week Garbage service in a cart

- Every Other Week Recycling service in a cart

- Weekly Brush and Bulk service at the curb

The new Residential Rate will be \$19.99 for the increased service through weekly Brush and Bulk collection. This is a 39 cents per month increase for the added service.

As required, all Poly Carts, Dumpsters, Roll-Off containers and Vehicles will be **NEW** at the start of the contract.



# SOLID WASTE SPECIALIST'S RECOMMENDATION

## Questions?

We want to thank you for giving our company a chance to  
serve the City of Manor!

