

*Solid Waste &
Recycling Services*

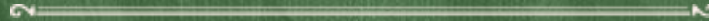
RFP 2020-015

**CORAL
GABLES**[®]
THE CITY BEAUTIFUL



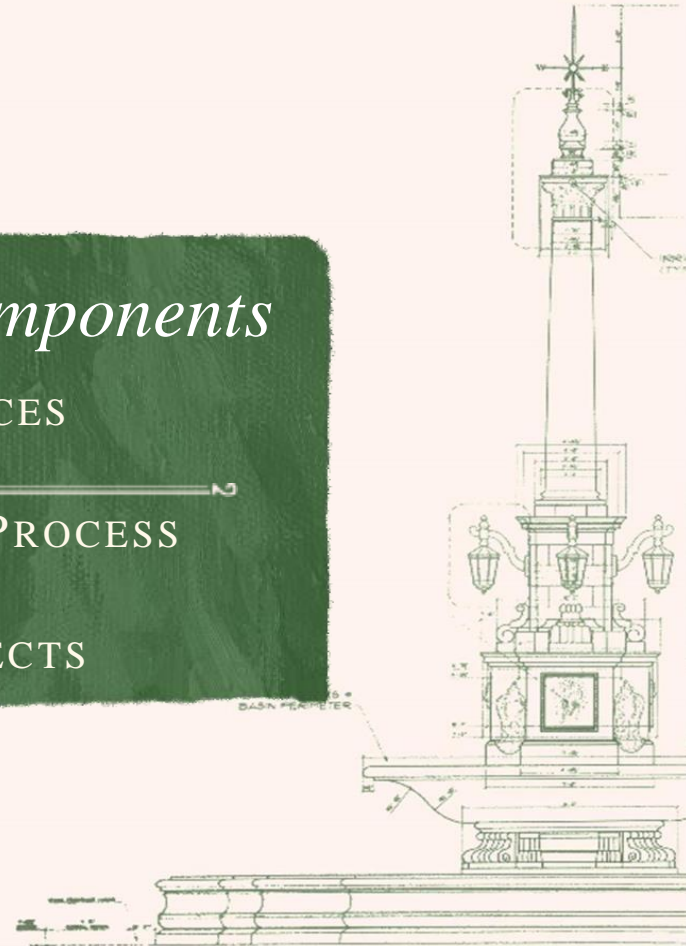
Presentation Components

- THE SERVICES



- PROCUREMENT PROCESS

- LEGAL ASPECTS



SOLID WASTE FRANCHISE

Exclusive franchise to provide Solid Waste Collection to Multi-Family and Commercial properties within the City of Coral Gables.

Scope of Services

Service Type	# of Accounts/Units	# of units	Solid Waste Collection	Recycle Collection	Trash Collection
Multi-family (back door service)	563 building/ approx. 1,700 units	4 units or less	2x weekly (included in pricing)	1x weekly (included in pricing)	1x weekly (included in pricing)
Multi-family/ Commercial (mechanical service)	867 buildings	Greater than 4 Units	Based on Volume	Based on Volume (additional fee)	On – Call (addition fee)
Commercial Services in Consolidated Area (shared alleys)	180 customers/ 77 containers	N/A	Based on Volume	Based on Volume (no cost)	On – Call (additional fee)

ACCEPT DELIVERY OF YARD TRASH/RECYCLABLES COLLECTED BY CITY CREWS

Service	Yearly estimated amount
Disposable of Recycle Material	Approximately 2,500 tons
Disposable of Yard Trash	Approximately 37,000 tons

IN-KIND SERVICES

Service

Roll-off Containers at City Facilities at no additional cost.

Garbage and Recycling services at City Facilities at no additional cost.

PRICE COMPARISON BETWEEN CURRENT RATES AND BID RATES

- Monthly Rates: Containerized Multifamily Residential & Commercial Solid Waste Collection Service.

Current Price Total	Bid Price Total	Savings	% of Savings
\$ 494,525.15	\$ 493,401.06	\$ (1,124.09)	-0.2%

- Monthly Rates: Containerized Multifamily Residential and Commercial Recycling Service.

Current Price Total	Bid Price Total	Savings	% of Savings
\$ 48,259.54	\$ 48,259.54	\$ -	0.0%

PRICE COMPARISON BETWEEN CURRENT RATES AND BID RATES

- Monthly: Multifamily & Single-Family Residence with Garbage Cans back-door service (twice weekly garbage, weekly recycling and weekly bulk waste), price per unit.

Current Price Total	Bid Price Total	Increase	% of Increase
\$ 46,818.00	\$ 71,468.00	\$ 24,650.00	53%

- Roll Off Service:

# of Pull per Month	Current Price	Bid Price	Current Price Total	Bid Price Total	Increase	% of Increase
176	\$ 207.18	\$ 495.82	\$ 36,463.68	\$ 87,264.32	\$ 50,800.64	139%

PRICE COMPARISON BETWEEN CURRENT RATES AND BID RATES

- Commodities Delivered by the City to the Contractor.

Price per ton Yard Waste:

Current Rate	Bid Rate	Current Price Total	Bid Price Total	Increase	% Increase
\$ 35.91	\$ 45.00	\$ 89,775.00	\$ 112,500.00	\$ 22,725.00	25%

Price per ton Recycle:

Current Rate	Bid Rate	Current Price Total	Bid Price Total	% of Increase	% Increase
\$ -	\$ -	\$ -	\$ -	\$ -	0%

TOTAL CHARGES CALCULATION

- Total charges calculation

Total Charges Calculation	Current Charges	Bid Charges	Total Increase	% of Increase
Total monthly charges	\$715,841.37	\$790,167.92	\$74,326.55	10%
Total yearly charges	\$8,590,096.44	\$9,482,015.03	\$891,918.59	10%

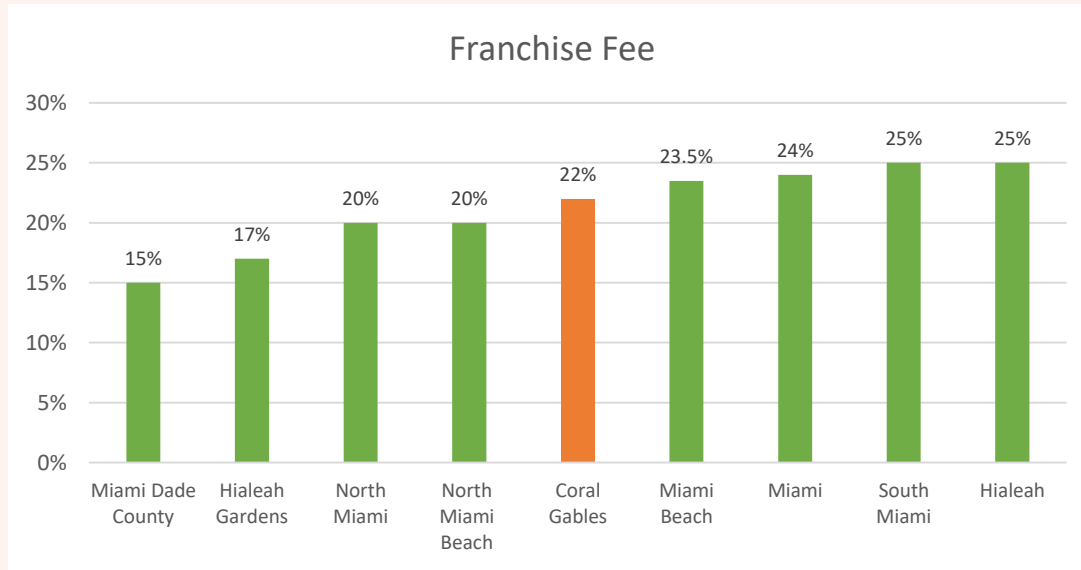
BID PRICE DIFFERENCE

	Total WM Cost	Total Coastal Cost
Total Bid without R/O	\$ 8,707,543.32	\$ 8,003,167.20
Yearly R/O Service (2109 pulls 3-year average)	\$ 495.82	\$ 800.00
Total Roll Off Price	\$ 1,045,684.38	\$ 1,687,200.00
Total Yearly Price	\$ 9,753,227.70	\$ 9,690,367.20
Difference WM vs Coastal	\$ 62,860.50	0.6%

FRANCHISE FEE

Franchise Fee paid to the City of Coral Gables

- 22% of the Gross Revenues billed by Contractor to Customers for Collection Services.



PROCUREMENT PROCESS

- Project Timeline
- Pre-Proposal Conference
- Addenda
- Responses
- Responsiveness Review Process
- Evaluation Process
 - Evaluation Committee
 - Evaluation Results
- Award

PROJECT TIMELINE

Phase	Date
Advertisement of Solicitation	6/16/2020
Pre-Proposal Meeting	7/2/2020
Addenda Issued	7/17/2020-8/18/2020
Solicitation Closed	8/25/2020
Responsiveness Review Process	8/26/2020-9/25/2020
Evaluation Committee Meeting	10/8/2020
Award Recommendation Posted	10/16/2020

PRE-PROPOSAL CONFERENCE

- Pre-Proposal Conference took place via the Zoom online platform
- Five (5) of the major Waste and Recycling providers for the South Florida area participated:
 - Waste Management
 - Waste Pro
 - Great Waste & Recycling Services
 - Coastal Waste & Recycling
 - Waste Connections of Florida

SOLICITATION ADDENDUMS

- There were five (5) separate addenda issued for the project that addressed 208 questions received.
- Addendum # 1 – Issued on July 17, 2020
 - Extended the proposal due date and revised the terms of agreement
- Addendum # 2 – Issued on July 20, 2020
 - Extended the proposal due date and revised the agreement execution language
- Addendum # 3 – Issued on July 29, 2020
 - Addressed 169 questions and provided supporting documentation for the responses
- Addendum # 4 – Issued on August 3, 2020
 - Addressed 39 questions and provided supporting documentation for the responses
- Addendum # 5 – Issued on August 18, 2020
 - Addressed remain questions #44, #64, #72, #74 & #83a (related to requests to receive proprietary information owned by Waste Management)

SOLICITATION RESPONSES

- Three (3) responses were received. One (1) no-bid and two (2) proposals.
- One (1) no-bid received from:
 - Waste Connections of Florida, Inc.
 - Legal will address why issues presented in no-bid letter were properly part of RFP process.
- Two (2) proposals were received from:
 - Coastal Waste & Recycling of Florida, Inc.
 - Waste Management Inc. of Florida

RESPONSIVENESS REVIEW PROCESS

- All proposals are reviewed for responsiveness to the requirements of the RFP and for proof of the proposer's responsibility. This phase of the evaluation consists of, but not be limited to, Proposer's compliance with the minimum requirements of the solicitation and their willingness and ability to provide all services requested under the conditions stated in the RFP.

MINIMUM REQUIREMENTS

- The proposals were carefully reviewed to ensure that they met the minimum qualifications listed in the solicitation. The review consisted of the following:
 - Ensuring that the potential proposers:
 - (1) Are regularly engaged in the business of providing waste and recycling services for a minimum of five (5) years
 - (2) Provided a minimum of three (3) references for which they provided or is currently providing waste and recycling services
 - (3) Has an active status with the Florida Department of State, Division of Corporations
 - (4) Has a District Manager on staff with at least five (5) years of experience
 - (5) Has a Field Supervisor on staff to oversee the collection services

EVALUATION PROCESS

- The Proposers(s) professional references, company resources, including personnel and equipment, ability to respond to requests, including missed commitments, response time, business history with the City, if any, as well as with all other public or private entities; and the required licenses and insurance is all considered during the evaluation process.

EVALUATION COMMITTEE

- The committee for the project was comprised of professionals who possessed the relevant experience necessary in order to participate in the review process as subject matter experts. Each member independently reviewed and conducted their scoring of the respondent's proposals based on their independent judgement of the proposal information and not on personal experience with any proposer.
- The Committee consisted of the following members:
 - Hermes Diaz Public Works Director, City of Coral Gables
 - Mike Fernandez Solid Waste Director, Miami Dade County
 - Jay Fink Asst. Public Works Director, Miami Beach
 - Mario Nuñez Director of Solid Waste, City of Miami
 - Rudy Umana Superintendent of Operations Public Works,
City of Long Beach, CA

EVALUATION RESULTS

SELECTION CRITERIA	PROPOSERS	Maximum Criteria Points	Maximum Total Points (5 Members)	Coastal Waste & Recycling of Florida, Inc.	Waste Management Inc. of Florida
Experience & Qualifications		200			
Proposer qualifications including, but not limited to: company history and description, number of years in business...			50	38	50
Proposer's relevant knowledge and experience during the past five years in providing similar scope of services...			50	39	50
Proposer's financial stability			75	50	61
Qualifications and experience of all proposed key personnel			25	21.3	24
Experience & Qualifications Total				148.3	185
Proposed Approach and Methodology		125			
Proposer's overall detailed approach to perform the services solicited herein, as per Section 2.0 (Scope of Work)...			75	59	74
Proposer's list of vehicles and equipment proposed for services under the RFP			25	18.5	25
Recent, current and projected workload for the Proposer and how the potential contract will fit into the Proposer's workload			25	20	25
Proposed Approach and Methodology Total				97.5	124
Past Performance and References		100			
Proposer's three (3) references (but no more than five (5) from public sector agencies, particularly municipal/local)...			50	36.5	49
Proposer's list with contact information of public sector clients, if any, that have discontinued use of Proposer's services...			25	20	24
Incidents within the last five (5) years where a civil, criminal, administrative, other similar proceeding filed or pending...			15	15	15
Proposer's statement regarding the Proposer's ability to comply with the requirements of a Bid and Performance Bond...			10	10	10
Past Performance and References Total				81.5	98
Overall Cost		75			
Proposer's pricing as shown on the proposal Pricing Form			75	68	56
Overall Cost Total				68	56
TOTAL POINTS		500		395	463

AWARD

The Evaluation Committee voted 5-0 in favor to move forward with a recommendation to award the new contract to Waste Management, Inc. of Florida.

The award recommendation was signed by the City Manager on October 16, 2020.

3-Day protest period expired October 21, 2020 without a protest.

Legal Aspects

- Points discussed in Waste Connections no-bid letter did not raise valid legal issues or identify any defects in procurement process.
 - Capital expenditures
 - Termination for convenience
 - Drug testing
 - Unilateral rate reductions

Legal Aspects

- Minimum qualifications were reasonable and intended to insure selection of experienced service provider.
 - (1) Five year experience requirement under contracts of similar size, scope, and complexity not unduly restrictive
 - (2) Rationally related to needs of the City to have competent, experienced service provider.
- Performance requirements intended to assure that services are provided in safe and sanitary manner.

Legal Aspects

- Points discussed in Coastal Waste & Recycling of Florida, Inc's after award recommendation letter:
- Coastal's belated protest is barred by section 2-910 (k) of the city code
- City has absolute right to determine its evaluation criteria
- Relative weight of selection factors appropriate for qualitatively driven procurement
- Challenge to the weight of evaluation criteria specifically prohibited by section 2-910 (f) of the code

Legal Aspects

- Procurement process was conducted in accordance with legal precedents and requirements.
- Proposers allowed to ask questions and request changes to RFP provisions. Some changes were made based on industry input.
- Ample time was provided to supplement documents during responsiveness review period