

City of Coral Gables City Commission Meeting
Agenda Item I-15
June 9, 2020
City Commission Chambers
405 Biltmore Way, Coral Gables, FL

City Commission

Mayor Raul Valdes-Fauli

Vice Mayor Vince Lago

Commissioner Pat Keon

Commissioner Michael Mena

Commissioner Jorge Fors

City Staff

City Manager, Peter Iglesias

Assistant City Manager, Ed Santamaria

City Attorney, Miriam Ramos

City Clerk, Billy Urquia

Assistant Public Works Director, Al Zamora

Public Speaker(s)

Agenda Item I-15

A Resolution of the City Commission of Coral Gables, Florida, waiving the requirements of the Procurement Code pursuant to Section 2-501(d) of the City Code in order to allow the City Manager to negotiate an agreement with Waste Management, Inc. of Florida (WMIF) for the continuation of solid waste collection and disposal services throughout the City of Coral Gables.

City Attorney Ramos: The other item is I-15, which is a resolution of the City Commission of Coral Gables, Florida, waiving the Procurement Code pursuant to Section 5 -- 2-501(d) of the City Code in order to allow the City Manager to negotiate an agreement with Waste Management, Inc.

City Commission Meeting

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Agenda Item I-15 -Resolution of the City Commission of Coral Gables, Florida, waiving the requirements of the Procurement Code pursuant to Section 2-501(d) of the City Code in order to allow the City Manager to negotiate an agreement with Waste Management, Inc. of Florida (WMIF) for the continuation of solid waste collection and disposal services throughout the City of Coral Gables.

of Florida for the continuation of solid waste collection and disposal services throughout the City of Coral Gables.

Mayor Valdes-Fauli: Alright, Mr. City Manager.

City Manager Iglesias: Yes, Mayor. We have a presentation by our Assistant Director for Sanitation, Al Zamora. Please, Al, present your item.

Mayor Valdes-Fauli: Al.

Assistant Public Works Director Zamora: Can you hear me?

Mayor Valdes-Fauli: Yeah.

Commissioner Keon: Yes.

Assistant Public Works Director Zamora: Okay, they unmuted me. Okay, can you please have the presentation put up? Obviously, as the City Manager said, this is a resolution waiving the Procurement Code and allowing him to negotiate a contract for the collection of solid waste, commercial and multifamily establishments. Slide, please.

City Clerk Urquia: I'm sorry, Al. We don't have a presentation from you.

Assistant Public Works Director Zamora: Okay. It should be in -- okay. Basically, right now, we are in a contract with Waste Management, which was negotiated in January of 2011, and it termed out September 30, 2018. There was a two-year option on the renewal, which was exercised October 18, 2018, and it runs out in September -- on September 30, 2020. Basically, on my slide, it just gave a scope of work an exclusive franchise calls for. As I said, it's servicing multifamily homes, multifamily commercial and commercial accounts. One of the...

City Manager Iglesias: The City Clerk -- somebody is getting your presentation to him now. I think it's too important an item just to not have that presentation done. So, I believe that's going to be happening now.

Assistant Public Works Director Zamora: Great. Okay, good, good. Great. It makes it a lot easier. Billy, can we go to the next page? I covered this. This is a general scope of work that the current provider does. Next slide, please. I understand the times we're in. I put this little slide together to give the Commission an option. Right now, we do collect a 22 percent franchise fee. I -- as you can see to the right, we polled some municipalities that have something in common with Coral Gables. And as you can see, we sit there right in the middle at 22 percent. At 22 percent, we are currently generating about 2.3, \$2.4 million in revenue off the franchise fee. Next slide, please. This is, I think, what the Commissioners were referring to. This is going to be in the RFP or in the negotiations, either way we decide to go. This is what the City Sanitation Department collects on an annual basis. And we take this material -- it happens to be Waste Management. One of the things to point out is we pick up 2,500 tons of recyclable materials at a minimal or at no cost to the City right now. Going rates, City of Miami, Homestead, a lot of the municipalities right now that are not under the County contract are paying an average of about \$100 a ton to process their recyclable materials. In other words, this -- I will put in the RFP this will be part of the RFP if we decide to do that. This is a number that affects the division as a whole. The second thing that I put in there is -- excuse me, the trash. Again, our city, our canopy is beautiful. We produce about 32,000 tons of green waste a year. Again, these are picked up by City forces and taken to a third party; in this case, Waste Management. Right now, we're at a favorable rate of 35.26 versus -- we do not have too many options. We either have the County at 77.23 per cubic yard or if we were to lose the contract with Waste Management, we would pay the actual cost, not the discounted cost, which is \$50 a ton. That's what Miami pays. That's what the other municipalities pay that take their stuff to Waste Management. One of the things that, you know, I looked at is there's only actually two places that are permitted in Miami-Dade County, and that's one of the transfer stations in Hialeah that's owned by Waste Management, and they go over to

that landfill or the County. so, that's important, those two numbers alone represent \$721 million that I think we can leverage into the franchise agreement.

City Manager Iglesias: That's -- let me say, Al, it's very important because the 200 -- 2,500 tons of recyclable material, the reason we have the open containers and so forth is to keep our contamination rate at 8 percent, and therefore that actual City cost of zero. We go to the large -- and sometimes we get complaints because our folks take the material that cannot be recycled out and leave it there as -- for later pickup as garbage. And the idea is to keep that rate below 10 percent. We're about 8 percent. If we go above 10 percent, then that number goes to \$100 instead of zero. And so -- hence our open containers so that we can keep it at that level. In addition to that, the second number Florida Wood -- when we were -- during Irma and trying to get rid of some of our material and our mulch, the County would not pick it up. Florida Wood did not have a small -- did not have any capacity, and we had to take that to Pompano. We came within two days of having to use the golf course or Country Club Pardo because we had no place to take it, and that's after we set up a secondary two-acre site in two days to actually deal with it. So, the fact that Waste Management does have a landfill nearby, and they open that landfill up 24/7. You can imagine taking a 100 yard, a huge -- a very large, 100-yard truck through I-95 at 3 o'clock in the afternoon, not very efficient. But we were able to move those trucks very effectively at night, and there was really no other place to take it because the County site would not take it. So -- and Florida Wood -- we've dealt with Florida Wood, a small landfill, really deals more with gardeners and things like that. And so, I just wanted to make a point on those two because that's an important slide in what we're doing now. Al, please continue. Thank you.

Assistant Public Works Director Zamora: Next slide, I think the Manager just covered. Can I get the next slide, please? There you go.

City Manager Iglesias: And that was very important for us. We came within two days, two days of having to use either Country Club Prado or Coral Gables -- or the Coral Gables golf course. To say that we were under pressure -- and that's with the additional two-acre site. So, for us, it was

very important, our relationship and the fact that we were able to get that 24-hour service at that Pompano disposal site for mulch. We had no place else to go, other than drive to Okeechobee or drive to Naples, which would have increased our trucking time by over double.

Assistant Public Works Director Zamora: Next slide, please. These are just some of the in-kind services that I'm building into the negotiations with Waste Management and -- or with -- if we put out an RFP. And basically, they are in-kind services, roll-off containers to City facilities, garbage containers at City facilities, you know, cost to the City. On the right, I have a savings of -- and that number is what it would cost the City to either do it in-house or hire somebody to do it. Those are the prices that you see on the far right. One of the things that I am going to be pushing is the 150 litter cans in the public right-of-way. Right now, we are doing that in-house. The number I've given you is a fully loaded number. I'm talking about, you know, equipment, maintenance, labor, benefits, uniforms, disposal. So, as you can see, in in-kind services alone, we have -- let me move my screen a little bit -- \$711, 000 in savings to the City. So, if you combine the two numbers, we're talking about almost \$1.2 million. And that bottom list is actually benefits our business owners. Waste Management has agreed in the shared alleys to maintain the free recycling for anybody that's in the shared alleys. And we kind of tried to put a number to that. That's about roughly a savings of \$36,000 a year to our commercial people. Next slide, please. I think that's the last. That concludes my presentation. I'm open to any questions.

Mayor Valdes-Fauli: Questions? Alright, comments?

Vice Mayor Lago: Yes, I have a question. Mr. Zamora, thank you, by the way. I appreciate it. You've taken a lot of time, along with staff, to really go over what we're planning and what we're hoping to achieve here. You know, my main question is, for how long has Waste Management had this contract with the City?

Assistant Public Works Director Zamora: Thirty, thirty-five years.

Vice Mayor Lago: Okay.

Mayor Valdes-Fauli: And (INAUDIBLE) -- and it started with when I was Mayor or Commissioner the last time, and they have been through competitive bidding every time and have won it, when I was the Mayor.

Vice Mayor Lago: Yeah, but let me ask -- I just want to ask the question. So, when you say they've been through competitive bidding -- I wasn't aware of that. So, if you -- Peter, if you could answer to me, has there been competitive bidding or has this been a process where, as part of their contract, every five years, it gets renewed. They have three renewals in that contract. Because I have a little bit of experience in this background, and when you talk about different contracts -- the School Boards, with different universities, once those terms expire, you have to go back into the pool and basically present to be re-chosen as the contractor or the architect or the engineer. Whatever scope of work is being performed, you have to basically go out into the open market just to get a competitive number, get competitive services. I want to make sure that we're getting the best. And you know, I think that when you tell me somebody's had a contract for 30 years and we haven't gone back to the market, it concerns me.

Mayor Valdes-Fauli: We have gone back to the market.

Vice Mayor Lago: That's -- Mr. Mayor, excuse me.

Mayor Valdes-Fauli: When I was Mayor, we did go back to the market.

Vice Mayor Lago: That's what I'm -- I'm asking for...

Mayor Valdes-Fauli: Okay.

Vice Mayor Lago: Peter to please provide me a little guidance on that.

City Manager Iglesias: Well, the -- our Assistant Director for Sanitation, Al Zamora, has been in this business over 30 years. This market is (INAUDIBLE)...

Mayor Valdes-Fauli: Somebody needs to be muted. Go ahead.

City Manager Iglesias: Thank you. Thank you, Mayor. As I said, this market is in a flux right now. We've gone from recycling from getting \$100 a ton to paying \$100 a ton. It's a delta of \$200. We are -- we have -- we had a situation not too long ago where we had no place to put our mulch, no place to really -- one of the reasons why we are getting over 90 percent compensation through FEMA is that we were able to keep our contract, and Waste Management honored that contract that we had for disposal fees for mulch. Had we gone someplace else, we probably would have been charged considerably more, and actually, the County would not accept mulch at that time. We were in a true bind. And in addition to that...

Vice Mayor Lago: Mr. Manager, Mr. Manager, I'm sorry to interrupt you. I just need a very simple answer. Have we gone to -- or when was the last time that we went to RFP for commercial garbage disposal? That's all I need to know.

City Manager Iglesias: I will find out.

Vice Mayor Lago: So, that's number one. Number two -- and I understand what you're saying about hurricanes. Trust me, we want to have the best service for our residents in those dire times. I mean, we all remember. You know, I don't have a generator at home. I spent three weeks without electricity, just like many of the people in this community who don't live in luxury condos, who don't have generators. It's a very, very difficult moment, and especially when you're surrounded, like my house was, by two massive trees that had fallen over from the University of Miami, two giant ficus trees, that basically boxed us in and we couldn't even use our cars. So, I understand and I agree with you wholeheartedly. But if your concern is that we need an adequate dumpsite;

has to be something located in my Miami-Dade County, so why don't we put these terms in an RFP? By putting these terms in the RFP, we go out to market and we can hold everybody accountable and we can make sure that we just don't continue for another five years to have the same contract. I've never had any issues with Waste Management. One of the only issues has been -- I've always been notified about is that some, some restaurants who wanted a little bit more recycling in the downtown, but that's not an issue. I've never gotten a negative complaint. But I think what we need to do is, I think it's just in the best interest of the City as a whole to include your request in regards to having a dumping site in Miami-Dade County or a transfer station. Because yesterday I sent an email to my colleagues and I was very happy that none of you responded back to me, and I cleared my email before with Miriam yesterday evening to ensure that I could forward that email to you. And there are other alternatives, and I think competition is healthy. I think it's something that maybe could provide significant savings and could potentially open up new avenues for the City. And why is it that I-15 and I-3 are, in my opinion, connected? Because maybe we could apply some of these savings in regards to a commercial contract. Maybe we could apply those savings so that we wouldn't have to raise the garbage fees on the residential neighborhoods. You know, similar like -- we do that on multiple fronts here in the City. So, that's why I mentioned before that I wanted to -- and I appreciate Commissioner Mena wanting to listen to both of those before we voted on I-3 or I-15.

City Manager Iglesias: I think that this item...

Vice Mayor Lago: And by the way, I'm going to put myself on mute because I have my kids in the background and I don't want to make too much noise.

City Manager Iglesias: Okay. As far as the garbage is concerned, that has to go to Dade County, and we are paying the County rate on that. As far as trash and recycling, we are currently working so that the two contracts, the commercial contract and the residential contract have are intermeshed in that respect where we're paying zero for recycling, we're paying \$35 instead of the \$50 or \$77

for Dade County, as far as our trash is concerned, which is probably 60 -- trash is probably -- I know it's about 60 percent of your budget, is it not, approximately?

Assistant Public Works Director Zamora: Yes, it is. That's my most expensive lines of business.

City Manager Iglesias: So, those are -- so, if you add trash and recycling, you're over 60 percent of your budget there, and that's where we are getting substantial savings there. Garbage, Vice Mayor, you'd have to take it to Dade County. It's under a bond issue. It's part of our requirement. This is a -- this is an industry that is transitioning. It's an industry in flux. It's an interesting time. Again, we've gone from recycling, producing \$100 a ton to costing \$100 a ton, a delta of \$200. And I am also -- we also have to be careful that anybody that we get here should be a national contractor. We don't want to -- we have to be very careful that we don't have something happening that has happened in other areas before where we have somebody leave or companies merge, and once that -- once the merge take place, other things happen. So, we are looking at that. We also think that...

Vice Mayor Lago: But if I may interject, Mayor -- and I apologize, excuse me, Peter, Mr. City Manager. Just for example, the email that I sent you last night, you know, that's just one example of an entity that is publicly traded that deals with three municipalities, two of them which are much bigger than the City of Coral Gables, and offer backdoor service. So, when you talk about the garbage and you talk about issues that deal with hurricane preparedness, in that email, they talk about having a disposal site in Miami-Dade County. I'm just concerned about -- at extending a contract for five years that's been around for 30 years, where we don't even have the answer to when is the last time we went to an RFP.

City Manager Iglesias: I will...

Vice Mayor Lago: And I think that's critical because, again, I may vote in favor of this, but the issue here is just transparency, and I think it sends a bad message that we're extending five years. It just seems hasty, in my open.

City Manager Iglesias: I think that -- two years ago, I was approached by various companies and I asked them -- and I told each one of them to send me a proposal, not a binding proposal.

Vice Mayor Lago: Yeah.

City Manager Iglesias: And I haven't received anything in two years. In addition to that, Al, can you please allude to how many trash -- how many landfill sites we have in Dade County?

Assistant Public Works Director Zamora: Landfill sites in Dade County, we have -- Dade County, one on the south end of the County, one on the north end of the County, and the other landfill that we have is in Medley, which is owned by Waste Management. That's it. We have three landfills in Miami-Dade County.

Mayor Valdes-Fauli: Yeah, but regardless of how many we have in Miami-Dade County, if they didn't take our mulch then they may have 15 landfills in Miami-Dade County. If they don't take ours then they don't take ours.

City Manager Iglesias: They would not -- they were adamant about not taking mulch. They wanted their capacity (INAUDIBLE). We were mulching and we had no place to take that. So, it's -- I mean, we can say we're looking for a landfill, but as Al Zamora just said, there's two from Dade County, one from Waste Management. And where is the other landfill; I believe near Naples?

Assistant Public Works Director Zamora: I mean, we have landfills in Broward County. We have landfills in Collier. There's a big landfill up in Okeechobee.

City Manager Iglesias: What's our driving time?

Assistant Public Works Director Zamora: I mean, first of all...

Vice Mayor Lago: Three hours. Three hours, three and a half hours.

Assistant Public Works Director Zamora: At least. At least, yes. Now, are we talking about municipal solid waste or are we talking about mulch here? Because there's a difference.

Vice Mayor Lago: I mean, listen, I'm talking about all aspects of garbage collection.

Assistant Public Works Director Zamora: Okay.

Vice Mayor Lago: My goal -- and I think it's the goal of this Commission -- is to try to save as much money because you've seen the solid waste fee ramp up from \$600, now we're at \$900, so -- and that's in a 12-year span. So, I think what we need to do, instead of passing through some of these additional costs, we need to find ways to reduce costs, maybe -- you know, everything should be on the table. You know, like Commissioner Fors mentioned, we're potentially entering a recession, two quarters of negative growth. Who knows what's behind that. God willing, there isn't anything. God willing, we come out of this unscathed. But we need to do everything in our power to explore it, and I'm not saying that we don't move in the direction of potentially giving Waste Management a five-year extension, but let's cover all our bases to ensure that we have all the answers.

Assistant Public Works Director Zamora: And I think I've done the best I can at that.

Vice Mayor Lago: Right, and you've done a good job, Al.

Assistant Public Works Director Zamora: If you -- yeah I want you...

Vice Mayor Lago: Always done a good job.

Assistant Public Works Director Zamora: Right.

Vice Mayor Lago: That's not the question.

Assistant Public Works Director Zamora: What I need you to understand is, if we're talking municipal solid waste, we are binded by a contract, an interlocal agreement, that we must take it to the County. So, in other words, if we're talking municipal or solid waste, garbage, we can't take it anywhere else but to Dade County. Now, if we're talking about recycling, we have options. There are two recycling plants in Dade County. You have one that's owned by Waste Management, and you have one that's owned by Waste Connection. They are both in close proximity because that's important to me because my trucks have to take it there, so windshield time to me is money. They're relatively right in the same block. They're down the block from each other. The difference is I'm paying zero at one. When I inquired, they wanted an \$80 processing fee, and then we can talk about rebates. And I can tell you this, in this market that we are today, we're not getting a rebate. So, these are the things why I put these in in the RFP to help out the bleeding over into residential. I mean, we have to find ways -- my goal is to become (INAUDIBLE). And we'll take, you know -- we've taken a look at where we're dumping our stuff. I've taken a look of, you know, the type of equipment that we use. We're limited to automation here in this city. There's only certain things that we can automate and we're moving towards that.

City Manager Iglesias: It's also a very, very premium service. We do...

Assistant Public Works Director Zamora: It's very premium.

City Manager Iglesias: We do -- with trash, you go to every home, every week, that's 52 times. Recycling is 52 times a year, once a week. And backdoor service on recycling and backdoor service twice a week, that's 104 times a year for garbage. That is a very, very premium service, which is probably not -- very few places have that. And it is a very premium service. You're talking about 208 times a year that Sanitation goes by every home, and at a cost of \$4.32 per trip. And if we want to save money, we can certainly go to what other cities, maybe five times for trash a year, maybe have recycling done in containers outside, you know. I mean, there's other ways of doing this. However, if we want to maintain this very high premium service, this is what we have. And three times a week, people go to the backyard, our folks go to the backyards to pick up either garbage or recycling, once a week, every -- once a week, that truck those by every house to think of trash. And that is not cheap. And if we want to go away from this premium service, that's another option. If we want to look at a whole scale look at this, I mean, because your -- the email mentioned privatization, that we can -- we can look at any option...

Vice Mayor Lago: Peter.

City Manager Iglesias: That you all want us to look at. However, you know, there are concerns that we have, especially in this kind of industry, and as much flux as there is right now.

Vice Mayor Lago: Mr. Manager, I just want to put something on the record that's very clear because you mentioned the idea of getting away from this premium service. That is -- at least with myself and I can speak for the whole Commission -- that is not even under consideration or will be under consideration. But there are other cities, like Miami Beach, that have backdoor service also. And I have spoken to the private companies that provide that service, and it is done well and it is done to a level that is expected. Now, all I'm saying is two things, and I want to be very clear. I think we're going around in circles, and I think we should move on and take a vote on this issue. Number one, for transparency reasons and good government, I think that we should have at least an RFP and put all the items that Mr. Zamora and yourself and your team deem as appropriate in regards to what we as a City demands put into that RFP so that there can be competition. Every

time that I have to compete for a CM at risk contract or a design-build contract and I am the one that holds that contract and I have to go out again and compete for it, I know that I have to sharpen my pencil and make sure that I come up with my best price and that I provide, you know, even better service than before via new technologies, via new software or whatever it may be so that the client chooses me when making that decision. That's number one. And number two, I'm more than willing to have a sunshine meeting to discuss this to ensure that we put all our ideas, both in the commercial and in the residential area, before we make a decision. I don't see -- I don't think there's anything that hurts us by doing that.

Mayor Valdes-Fauli: I think it does.

Vice Mayor Lago: And this is -- Mr. Mayor, I'm almost done. And this is why I think it's important and I appreciate Commissioner Mena bringing it up and Commission Fors, the issue of discussing I-3 and I-15 together, because this is the reason we're talking about significant money and a commitment that we're making that's going to last for the next five years. So, thank you to all the staff for their efforts (INAUDIBLE)...

City Manager Iglesias: Vice Mayor, let me just say...

Mayor Valdes-Fauli: This is not -- wait. This is not a sunshine meeting issue, Vice Mayor. This is a recommendation by our professional staff, our City Manager and his staff, that we take it or leave it. But there is -- I mean, if that's what you wish and that's what the Commission votes for, we should have an RFP, and we discussed that as opposed to wasting our time and our residents' time analyzing proposals that our City Manager and Mr. Zamora are perfectly willing to analyze and present to us.

Vice Mayor Lago: Mr. Mayor.

Commissioner Mena: I don't think it's a waste of time at all, respectfully. I think it's -- I think this is a healthy discussion. This is the whole point of...

Mayor Valdes-Fauli: It is a healthy discussion (INAUDIBLE)...

Commissioner Mena: Having these meetings. I can only speak for myself. I can only speak for myself as one of the five people who will be taking a vote that this is a healthy discussion and dialogue to have before making the decision. I have the utmost deference to Peter and to Al and their expertise. But I also believe in free market and competition. And I need a compelling reason why we're going to not have a bid process and award a five-year contract with that one because it's not a one-year con -- I mean, this is a five-year contract. It's a long time, and it's important to understand what's the downside of having a competitive bid. And then if -- it may be Waste Management who is ranked first; maybe somebody else. Maybe if it's somebody else, Al and Peter may, at that point, discuss with us why they believe we should go with maybe the person who's not the first choice for whatever those reasons are, but we can't -- as much as I have the utmost respect for Al and Peter, they don't have the benefit of even seeing what could result from a competitive process. I know they're out there and they have conversations and they know what other cities are doing, et cetera. But at the end of the day, if when push comes to shove, somebody has to make a proposal that's binding in order to get a contract, a five-year contract for a city of our magnitude, maybe it would result in better...

Mayor Valdes-Fauli: (INAUDIBLE).

Commissioner Mena: Rates or I don't know the answer to that.

Mayor Valdes-Fauli: I agree with you 100 percent. And this is not a waste of time. What I'm saying is that a sunshine meeting is a waste of time. This is our discussion...

Commissioner Mena: Well, I think the sunshine meeting would be a broader discussion in terms of what Peter was saying.

Mayor Valdes-Fauli: No, not (INAUDIBLE). Well, we're going to have a lot of -- look...

Commissioner Mena: Well, because, Mayor, here's my thing.

Mayor Valdes-Fauli: This is a very healthy discussion, I agree.

Commissioner Mena: We talk about premium service, for example, and Peter made that point. You know, I'll be honest with you, when I walk to the side of my house and I see recycling spilling out of my two open containers and boxes and boxes folded up, and it looks like a miniature dumpsite, is it premium that they pick it up for me from there or would I rather have a closed container? I don't know the answer. I'm not advocating for one or the other. What I'm saying is there's a real discussion to have there, and we should have it.

Vice Mayor Lago: Yeah, and if I...

Mayor Valdes-Fauli: And that...

Vice Mayor Lago: And if I may add, and if I may add because I wanted to respond to the Mayor's comments. When I say a sunshine meeting, I think it's healthy for us colleagues to get in a room and have a conversation that's -- that again, we don't have the pressures of an agenda or certain time certain items that need to be addressed or we have to move forward because certain people could be waiting here. So, the purpose of the sunshine meeting -- and we've had them on multiple occasions to deal with a litany of issues. I've called them; Mena has called them; Keon, Fors, the Mayor has called them. It's to discuss freely under the sunshine and have a moment where we could just, you know, discuss these issues back and forth, share ideas. That's number one. So, it's always a healthy opportunity. And number two, look, I know for myself and I know Commissioner

Mena has also done it. We got rid of our pits. We got rid of our pits because it's a blight -- we're not advocating to get rid of our pits. We're not advocating to stop backdoor service because that's the way the rumors start, and that started about two years ago and we quickly squashed that idea. What we're talking about is just being transparent and putting things on the record and making sure that if you're going to hand over a five-year contract that we've exhausted every avenue in regards to cost savings. Because at the end of the day, all that money goes to the general fund. And right now, for example, we're about to do a pass-through from the County to increase fees for many of our residents, which again, right now, are feeling the financial crunch of possibly a recession, a lot of them are on subsidized income, a lot of them are on Social Security. So, this is a big hit for them, even if it is \$4. So, even if it is more money, I want to try to find -- and I know that my colleagues agree with me. I want to try to find every single dollar that we could scrape together to not have to pass that money through.

Mayor Valdes-Fauli: Vice Mayor, make a motion. Make a motion. I think (INAUDIBLE)...

Vice Mayor Lago: I mean, we're talking about it.

Mayor Valdes-Fauli: (INAUDIBLE) make a motion.

Commissioner Fors: Mayor, I'd like to understand something from a historical perspective. The reason -- and going back to privatization of residential pickup, is it safe to say -- and I think that's what the City Manager said earlier -- that the reason why we haven't explored that is because we don't believe we can achieve the same level of service by outsourcing that as opposed to doing it in-house. Is that the...

Mayor Valdes-Fauli: No.

Commissioner Fors: Is that the reason?

Mayor Valdes-Fauli: No.

Commissioner Fors: Okay, what is it?

Mayor Valdes-Fauli: No, it isn't. When I was Mayor the last time we discussed this -- and I am very much against -- and I think that people will be very much against privatizing essential services; essential services, police, fire rescue and garbage pickup. Those are essential services. And if we put these essential services in the hands of private companies, we lose control. We lose control of these services that make Coral Gables what it is today. And I am for privatizing many things, but not essential services, and garbage is one of the essential services.

Commissioner Fors: So, I mean, that's pretty much my understanding of why it wasn't -- hasn't been something that's been considered at least that frequently or revisited recently. My interplay and what I -- or the interplay that I was concerned about, in addition to the one that Vice Mayor Lago mentioned, is if we were to consider that -- and I don't even know if there's an appetite for that -- but if we were to consider exploring the possibility of privatizing the residential side, would that be something that we would bid out in conjunction with the bid that we're -- that we've been discussing today?

City Manager Iglesias: I think -- Commissioner, if you wanted to privatize -- we've already privatized commercial, and that's why Waste Management was doing it. If you want to privatize residential, then that should be done as one contract. That should really not be two contracts because I think one plays with the other. So, if -- that's a whole different ballgame, and that would be looking at it completely different than what we've looked at now. But that would be a -- probably one contract. It's always -- it's probably always more economical and better to have one company in control of that. And so, that would just change the entire presumption of what we're doing, where we have residential in-house and we have commercial privatized or done by Waste Management or whoever. But...

Mayor Valdes-Fauli: And I would...

City Manager Iglesias: (INAUDIBLE) a major change in our policy, and it's going to require a change -- a complete change in our RFP.

Assistant City Manager Santamaria: So, if I may...

Mayor Valdes-Fauli: It would be -- excuse me. It would be an essential change or vital change in the services the City of Coral Gables provides its residents, and I would like very much to make that an election year issue so that it can be discussed and voted upon by the residents and not us five in the middle of terms, discussing this and changing the vital services we provide our residents.

Assistant City Manager Santamaria: Mr. Mayor...

Commissioner Keon: I...

Assistant City Manager Santamaria: If I may. Before you is an item that is basically allowing us to negotiate with Waste Management to finalize the terms on an agreement. That agreement would come back to you next month. You can always approve or deny that agreement, but it does give us some runway in the sense that this is a limited timeframe for us to put the key services and have a continuity of services. We'd have to extend Waste Management throughout any RFP process. So, at the end of the day, if we come back with terms that you think would be beneficial to go to RFP with those terms, then at that point, you can just not enter into the agreement with Waste Management.

Commissioner Mena: How would we know that?

City Manager Iglesias: Well, I think...

Commissioner Mena: How would we know that?

City Manager Iglesias: No, I think that if we wanted to go and look at it from an overall perspective, then I think we should extend our agreement with Waste Management for one year and allow us to go back, present, have these public meetings, and allow us the time to make that change. That is a huge change. It's a huge change from an operational perspective. I mean, you're talking about trucks, bins, all kinds of issues throughout the city, so...

Commissioner Keon: Peter, I think what's going on -- what the discussion is about is that's two separate discussions, whether we change the way we provide garbage and trash service in the residential community, and the other issue is the actual contract with Waste Management at that time. These are two very different discussions.

Mayor Valdes-Fauli: Well...

Commissioner Keon: What is on the agenda is that particular contract with Waste Management.

Assistant City Manager Santamaria: Yes.

Commissioner Keon: Now, how many other companies are there in South Florida that provide the same service as Waste Management?

City Manager Iglesias: I think the large companies, I believe, are Waste Management, WastePro, Waste Connection. And what's the fourth one, Al?

Assistant Public Works Director Zamora: Republic. Also, you have a variety of...

City Manager Iglesias: I'm talking about the bigger ones.

Commissioner Keon: The larger...

Assistant Public Works Director Zamora: The larger ones would be the ones we just -- WastePro, Waste Management, Waste Connection -- did I mention Republic?

Commissioner Keon: Yeah.

City Manager Iglesias: Yes, Republic.

Commissioner Keon: Yeah.

City Manager Iglesias: But if you...

Commissioner Keon: So, it's a pretty limited market that we would have to -- I think...

Assistant Public Works Director Zamora: Well, if you're asking me for the larger ones those are the larger ones.

Commissioner Keon: Right.

Assistant Public Works Director Zamora: After that, you have some smaller ones.

Commissioner Keon: Yeah. But you want the larger ones that have been at this a long time and that have a record if you go into business with them. But I have to agree with the Mayor that I would never support outsourcing or privatizing garbage collection, ever. I think some of that is also for security reasons. You -- we -- you know, our employees go through background checks. We know who they are. They're walking into your backyard in the residential neighborhoods every single day. And I would rather know who those people are and who is on the street, who is going to (INAUDIBLE) than with another (INAUDIBLE) I don't know any. You also -- we have

the ability that we can control garbage. You know, if we miss a pickup, we send someone out to get it. If there's a problem, we go out and deal with it. If we have, you know, a resident that is having a problem with recycling and whatever, you know, we can take care of seeing that they don't have to break up their boxes and whatever. It is such an essential service that I think we can control the quality so much better when we maintain that sort of in-house. So, I would not ever move to outsource the residential waste collection.

Commissioner Fors: Commissioner Keon brings up some good points. You know, my sort of hesitation is that if we do enter a five-year contract with Waste Management, we're sort of signing up to not consider privatization of the residential side for the five years during that contract, so we're definitely not going to be making -- or exploring that for another five years going forward, if we enter into the Waste Management contract. I'm not necessarily advocating for privatization of it. I think that's a very good point. There's some very good points by the Mayor and Commissioner Keon. But you know, I have been -- I don't know with a degree of certainty that I feel comfortable with that we can't provide that level of service by privatization and how it might impact our cost across the board. You know, I don't even know if it's possible -- and I don't have a problem with the City Manager negotiating or voting to let him negotiate that contract because, at the end of the day, it has to come back to us and see what it would possibly look like. I don't know if it's out of left field to say that we should also find out from them what it would look like if it incorporated them taking over residential as well.

City Manager Iglesias: And Commissioner Fors...

Mayor Valdes-Fauli: I would like to make that into an election year issue, and I will make it into an election year issue.

Commissioner Mena: It is an election year.

Mayor Valdes-Fauli: I don't want (INAUDIBLE) citizens -- what?

Commissioner Mena: It is an election year. We're ten months away from the next election where there might be...

Mayor Valdes-Fauli: I know.

Commissioner Mena: Three seats open.

Mayor Valdes-Fauli: There might be three seats open and I hope the...

Commissioner Mena: In ten months.

Mayor Valdes-Fauli: Ones that win those three seats would be against privatizing people going into the back of their house. I would like to have them as our employees, vetted by us and controlled by us. And there might be three seats open and I'm going to make sure that the issue is discussed.

Commissioner Mena: But again, nobody's proposing to privatize (INAUDIBLE).

Mayor Valdes-Fauli: That's what Commissioner Fors said. Commissioner Fors...

Commissioner Fors: I'm not proposing it, I'm not proposing it.

Commissioner Mena: He's just not afraid of discussing it. Let's discuss it.

Vice Mayor Lago: Mayor, this goes back to the point where we don't want to have a sunshine meeting, remember? Let's not waste people's time, like you said. My comments have never been towards privatization. It's very simple.

Mayor Valdes-Fauli: No, I know that.

Vice Mayor Lago: Competition breeds excellence. So, handing somebody a five-year contract, if that's what you want to do, if that's what Commissioner Keon wants to do, if that's anybody -- what they want to do, make the motion and grant staff the opportunity to negotiate and they'll bring this before us. I will not be making that motion. We've talked about this; I'm willing to move forward. You're running the meeting, so ask somebody to make the motion.

Mayor Valdes-Fauli: I think it is time to move forward. We've been at this very interesting discussion, a very appropriate discussion. And do I hear a motion?

City Clerk Urquia: Mr. Chair, before a motion is made, there are members of the public who would like to speak on this item.

Mayor Valdes-Fauli: No, this is not a public hearing, is it? And we do not have to...

City Manager Iglesias: Mayor, if we...

City Attorney Ramos: There's also two different items. We need to determine which one it is that you want to take up first, sir.

Mayor Valdes-Fauli: I would like to call a vote on I-15. I-15, regarding the Waste Management agreement. Do I hear a motion?

Commissioner Keon: I'll move it with the proviso that, in five years, at the end of this contract, that we go out for RFP.

Mayor Valdes-Fauli: What?

Commissioner Keon: You can negotiate, but you know, if you feel that an RFP to look at what the comparable services will cost from somebody else, I think that's fine. It's going to take you over a year to be able to do that. So, I will vote -- I'll move to do this item with -- to extend this contract but an RFP has to follow, so there is no more continued extensions of -- automatic extensions of this...

City Attorney Ramos: So, Commissioner, you mean for them to negotiate a five-year extension to the contract, which is what's before you.

Commissioner Keon: Yes, yes. But that's it. It's five years and at the end of the five years, the City will -- we will start an RFP process in like the fourth year, whatever it is, so that we will come to a competitive process to look at this issue right now.

Commissioner Mena: When is the contract over?

Mayor Valdes-Fauli: (INAUDIBLE) I have difficulty listening...

Commissioner Fors: December.

Vice Mayor Lago: It's December.

Mayor Valdes-Fauli: You keep breaking up and I didn't hear very well what the motion was.

Vice Mayor Lago: Mayor -- go ahead, Commissioner Keon. Make your motion.

Commissioner Keon: My motion is to -- it is to move the negotiation for an additional five-year contract with Waste Management. But -- I guess it's a separate motion. I would also -- go ahead, that one. I will make another motion that, yeah, in year four of this contract, that you would start to go out for an RFP, or at three years, whatever time you think you need. If you need two years

to come up with a new one, then you know, in year three of this contract, you go out and -- for an RFP on (INAUDIBLE) waste collection.

Mayor Valdes-Fauli: Madam City Attorney, would you read the motion or will you...

City Attorney Ramos: Yeah. I think it's a resolution of the City Commission of Coral Gables, Florida, waiving the Procurement Code requirements to allow the City Manager to negotiate with Waste Management, a new five-year contract. That is the first motion. I think we should hear that motion first.

Mayor Valdes-Fauli: Alright. Is there a second?

Commissioner Mena: I'll second for comment, if we want to discuss it. My -- the question I have is -- if I heard correctly, the contract is up in December, is that right?

City Attorney Ramos: September.

Vice Mayor Lago: September.

Vice Mayor Lago: September.

Commissioner Keon: You'll never get it in...

Commissioner Mena: Okay. We'll never get a -- is it fair to say we can't get an RFP together by September?

City Manager Iglesias: Well, I would...

Commissioner Keon: Very fair.

City Manager Iglesias: This is -- these are very difficult. Waste is a very difficult RFP. I would say if we...

Commissioner Mena: How much time?

City Manager Iglesias: If we cannot get the five years, I would like to extend it just to the end of 2021 so we can get an RFP...

Commissioner Mena: Right. Well, that's what I'm considering right now. How much time do you need to get an RFP together? And if you tell me...

City Manager Iglesias: I would say to the end of (INAUDIBLE)...

Commissioner Mena: If we extend the contract one year and then requested that there be -- at which point there would be an RFP, would that give you enough time?

City Manager Iglesias: No, I don't think -- we need to decide first -- if we want to go to the RFP, decide first what we're doing with privatization and then go for that RFP because...

Mayor Valdes-Fauli: We're not talking about privatization.

Commissioner Mena: I'm not suggesting privatization.

Mayor Valdes-Fauli: No.

City Manager Iglesias: But that has been discussed.

Commissioner Mena: We may discuss that at another time, but that's not the issue. The issue is...

City Manager Iglesias: Yes, but...

Commissioner Mena: Forget that for a second.

City Manager Iglesias: You can't split those two...

Commissioner Mena: Can we -- if my -- let me just tell you. If what the goal is, is to have a competitive RFP bidding process, if we can't have that by September when the contract is due to expire, then what I'm suggesting is if we -- and I'm just talking this over with my colleagues. Should we consider extending them for one year so that we have enough time to prepare an RFP process, and then in a year from now, or a year from September, I guess, we can then at that point deal with the contract for whoever the successful bidder is.

City Manager Iglesias: I would say to give us 'til the end of '21, that way we can discuss this process. I think it -- and then we can -- we have time for the RFP. And in addition to that, we can fully discuss the process. So, one year would be minimum. I would prefer 'til the end of '21, if possible.

Commissioner Keon: December of '21?

City Manager Iglesias: December of '21.

Commissioner Mena: I would like to hear from, obviously, the Vice Mayor, who brought this up, and obviously, my other colleagues to see what they think about that. I'm trying to come up with a way...

Mayor Valdes-Fauli: Can I...

Commissioner Mena: To get to a competitive process.

Mayor Valdes-Fauli: Can I interrupt for a second? Commissioner Keon, would you amend your motion to authorize the City Manager to negotiate with Waste Management an extension of a contract 'til the end of 2021?

Commissioner Keon: Yes.

City Attorney Ramos: Mayor, if I may, there's no extensions available in the contact. So, the Manager would have to negotiate with them for a 12- or 15-month new contract...

Mayor Valdes-Fauli: Okay.

City Attorney Ramos: While we proceed down the RFP route.

Mayor Valdes-Fauli: Okay.

Commissioner Keon: Right.

Mayor Valdes-Fauli: Commissioner Keon, would you amend...

Commissioner Keon: Record that motion for me.

Vice Mayor Lago: And again, and if I may, Miriam. Maybe -- Madam City Attorney, maybe this is a question for Al and for Peter. If we're going to negotiate a 12- or 15-month extension of the contract, the terms may not be as favorable as the ones that Al has currently negotiated as are presented in the slides because, obviously, what that is based off -- and I imagine they had the same conversation with you -- is that this is a five-year term that they're requesting for, so that's going to allow them to do certain things, like buy new equipment and do certain things that, again,

require five years. So, the term for the next 12 to 15 months may not be -- and I'm playing both sides of the argument -- may not be as favorable as what Al and Peter and Ed and Hermes and all the staff has negotiated as was...

City Manager Iglesias: So, Vice Mayor...

Vice Mayor Lago: Portrayed in the slideshow, correct?

City Manager Iglesias: Yeah, I think that the equipment that they have is relatively new. I spoke to Al about that. It's about three years old, so extending it for a year or 15 -- for 15 months would not be an issue. And I think...

Vice Mayor Lago: You sure?

City Manager Iglesias: And I think we can discuss how we can have a favorable contract that we can negotiate at that time and then allow it to go for an RFP.

Mayor Valdes-Fauli: Well, what is the motion then?

City Manager Iglesias: Al, would you like to comment on that?

Commissioner Keon: Alright. I'll amend the motion that we -- to negotiate an agreement with Waste Management for the continuing on solid waste (INAUDIBLE) through the end of the December of '21.

Mayor Valdes-Fauli: Alright. Is there a second to that?

Commissioner Mena: I'll second.

Vice Mayor Lago: And before we take the vote, I want to make sure -- I want to add very clearly that I don't ever want to see an item like this ever presented to the Commission with such short lead time. I think it's a bad practice, and I think -- and I'm going to be voting no because I just think that it's not appropriate, number one, the extension, and I just think that, you know, bringing something that is something of this magnitude that is about to expire in September, I just don't think it's the right -- we're sending the right message.

Mayor Valdes-Fauli: Okay.

Commissioner Fors: Mayor, I'd like to add too that I'm concerned that having the City Manager and AI negotiate something that's only a year and a half could compromise what's possibly a good deal that's in our best advantage. You know, AI spoke about the fact that when he spoke to another vendor, they said it would cost an \$80 fee and they talk about rebates and that's not realistic. Maybe we let them negotiate that five-year deal and then make some of those phone calls again, and perhaps, Waste Management is not the type of thing that's appropriate to go to an RFP, maybe it is, but I don't want to lose what could potentially be a very good deal on a five-year basis, you know, with this motion here.

Mayor Valdes-Fauli: And I agree with the Vice Mayor...

Commissioner Keon: Well, the first motion I made was...

Mayor Valdes-Fauli: I agree with the Vice Mayor that, you know, this is too short a time.

Commissioner Mena: It is.

Mayor Valdes-Fauli: But we're facing with the fact that if we don't do something now, as opposed to voting everything down, we're going to lose our waste -- our contract in September, three months from now -- two and a half months from now.

Commissioner Keon: Okay, so the first motion I made as written. And it then followed with the second motion by the end of this term, we will have an RFP prepared and we'll go out for an RFP, you know, as this was concluding. I didn't get a second, so you know, you...

Vice Mayor Lago: Yeah, you did. You got a second. It was Mike Mena, Commissioner Mena.\

Mayor Valdes-Fauli: You did get a second.

Vice Mayor Lago: Commissioner Mena gave the second.

Commissioner Keon: Well, it wasn't -- well, Mike Mena...

Vice Mayor Lago: Yeah.

Commissioner Keon: Oh, okay.

Vice Mayor Lago: Commissioner Mena...

Commissioner Mena: The second time.

Vice Mayor Lago: Seconded it.

Mayor Valdes-Fauli: You did get a second. Alright.

Commissioner Keon: Exactly as it's written.

Mayor Valdes-Fauli: Let's...

Vice Mayor Lago: Let's do a roll call.

Mayor Valdes-Fauli: (INAUDIBLE) we'll take a vote.

Commissioner Mena: Hold on, guys. Hold on. This is -- and by the way, I'm going to bring up later doing meetings in person again, and this is precisely why.

Mayor Valdes-Fauli: Yeah, but this is -- I agree with you and we should do it, but let's take a vote on this.

Commissioner Mena: Okay, but I need to -- I want to discuss it with my colleagues because I just had a colleague, the Vice Mayor, made a point that I agree with, which is that I don't like the fact that this has been brought up so late and we're kind of in a pickle now. But my question, I guess, for you, Vice Mayor, is what do we do then? Because it does expire in September, and so what are you suggesting we do?

City Manager Iglesias: Commissioner Mena, we're not necessarily in a pickle. We have a six-month extension proposed by Waste Management for terms similar to what you're looking at in writing.

Commissioner Mena: So, we can get a six-month extension from September going forward six months?

City Manager Iglesias: We have that. We have that in writing.

City Attorney Ramos: They've offered that to us. We'd bring it to you in July.

City Manager Iglesias: It's based on the terms that we have now.

Commissioner Keon: But that's not...

Vice Mayor Lago: You see, Commissioner Mena, you see what ends up happening in these type of situations -- and I face these two or three times a year when I have to apply to hopefully win back some of these contracts that I have with local agencies and state-wide agencies and the US Post Office. All of a sudden, there is a little bit more leeway, all of a sudden, there is a little bit more flexibility in an effort to get back that contract and get involved. So...

City Manager Iglesias: Well, I think, Vice Mayor, if you all had voted no for the RFP, then we would go for that RFP. And no, there is -- I think it was a -- it was something that was delayed for various reasons, and so there was a goodwill contract for six months to have an extension based on the terms that we show there and Waste Management is willing to go to an RFP with that additional six months. So, I -- and there's no additional cost to the -- to our business partners, and there's no additional -- and we still get the 22 percent franchise fee. So, we did consider the fact that you all may say don't negotiate the contract and that's -- and that was a possibility. So, we were trying to look at the different possibilities that could happen in this meeting today. Because if you tell us (INAUDIBLE) then we would negotiate. If you tell us no, then we would go immediately to an RFP and (INAUDIBLE)...

Mayor Valdes-Fauli: Okay, we have...

Commissioner Fors: Is it -- just one last question, Mayor.

Mayor Valdes-Fauli: We have a motion on the floor.

Commissioner Fors: One last-minute question. Is it illegal to negotiate with two providers and not go to an RFP?

Commissioner Keon: No.

Commissioner Fors: Because I mean, I think we all know that the RFP is going to yield really two competitors, from what I understand.

Mayor Valdes-Fauli: It may not.

Commissioner Fors: Can we do the same thing we're doing to PM -- at the other side...

City Manager Iglesias: I mean, we are -- our position...

City Attorney Ramos: The problem becomes, Commissioner Fors, how do you choose that second -- right now, we're negotiating with Waste Management because it's our current provider. How do you pick number two? There's going to be ten people clamoring at the door for that number two...

Commissioner Fors: Maybe...

City Attorney Ramos: And then how do you pick them? That's how the R -- that's what the RFP does. It eliminates...

Commissioner Fors: Yeah.

City Attorney Ramos: Based on criteria.

Commissioner Fors: And can we -- without an RFP, can we set the condition that we're only going to negotiate with people that have a site in Miami-Dade County since that's such an important and critical factor?

City Manager Iglesias: We are...

Assistant Public Works Director Zamora: (INAUDIBLE).

City Manager Iglesias: (INAUDIBLE) go with the RFP tomorrow. If this -- if y'all did not allow us to negotiate, we're all set to go for the RFP tomorrow. There is goodwill six-month extension that we will bring in July, based on the terms that you see there. It's a goodwill intention and we have that in writing. And so, we will -- if you all do not allow us to go -- if we don't negotiate, we'll put that RFP this week.

Mayor Valdes-Fauli: Okay, let me...

City Manager Iglesias: And move on to the -- and move on with this contract. So, I think it's a goodwill negotiation that we have from Waste Management, and that's what that is. And so, there's nothing -- the franchise fee stays the same and the cost to our resident -- to our business partners stays the same.

Mayor Valdes-Fauli: Okay. Can I -- we have a motion on the floor made by Commissioner Keon and seconded by Commissioner Mena that we allow the City Manager to extend this contract for one year and start the RFP process (INAUDIBLE). The one year is 'til the end of December 2021. Is that the correct motion, Miriam?

City Attorney Ramos: Yes.

Mayor Valdes-Fauli: Okay. Will you call the roll, please?

Commissioner Fors: No.

Commissioner Keon: Yes.

Vice Mayor Lago: No.

Commissioner Mena: No.

Mayor Valdes-Fauli: Yes.

(Vote: 2-3)

Mayor Valdes-Fauli: Alright. So, what's the motion now? We need a motion first or it failed and that's it. It fails and let's...

Commissioner Fors: I move to negotiate with...

Mayor Valdes-Fauli: I-3.

Commissioner Fors: I move to negotiate with all parties -- with all vendors that have permitted sites in Miami-Dade County, not do an RFP.

City Attorney Ramos: How many vendors are there with permanent sites in Miami-Dade County?

Assistant Public Works Director Zamora: For recycling, there's two (INAUDIBLE).

Mayor Valdes-Fauli: What about...

Assistant Public Works Director Zamora: And for trash...

Mayor Valdes-Fauli: In hurricanes -- what about in hurricanes...

Assistant Public Works Director Zamora: Well, hurricanes, it's wide open. It's just a matter of timing. You can take it anywhere during a hurricane.

Mayor Valdes-Fauli: Yeah, we can take it anywhere, to Okeechobee, which is a four-hour drive in (INAUDIBLE).

Assistant Public Works Director Zamora: Right.

Mayor Valdes-Fauli: That's not...

Assistant Public Works Director Zamora: My concern -- and the reason why I tied this in with the commercial is 32,000 tons of yard waste that we generate, that that would be a big number at an unfavorable rate.

Vice Mayor Lago: Yeah, but you know, Al -- and this is...

Assistant Public Works Director Zamora: And when we're talking about permitted...

Mayor Valdes-Fauli: What's the point of limiting it to two? Let's -- if we're going to have an RFP, we want to have the best terms (INAUDIBLE)...

City Attorney Ramos: Mayor, Commissioner Fors is not suggesting an RFP. And Commissioner Fors, this is the problem with that process. From a practical standpoint, how do you negotiate with five different people? That's -- the whole idea of the RFP is that it ranks them and then you negotiate with the top-ranked provider. And if that doesn't work, you go to the next ranked provider. How do you keep a negotiation going with five different people that are all moving targets?

Commissioner Fors: Yeah, but I mean, I think the only way it would work is if there was a condition that we deemed to be important enough that really only reduces the pool to two or three.

City Manager Iglesias: Well, if you look at -- Commissioner Fors, if you look at trash and not recycling, how many (INAUDIBLE) can we actually dispose of of trash in Dade County besides the County? Who else has one?

Assistant Public Works Director Zamora: A permanent site to dispose of trash?

City Manager Iglesias: Yes.

Assistant Public Works Director Zamora: Of yard waste? Waste Management.

City Manager Iglesias: That -- is that it? And the County.

Assistant Public Works Director Zamora: And the County. And Florida Wood will take it. They're permitted.

City Manager Iglesias: No, but they're very small.

Vice Mayor Lago: And what about the email -- what about the entity that I -- the email that I sent to all my colleagues and -- last evening?

City Manager Iglesias: Vice Mayor...

Vice Mayor Lago: You were copied on that email and it talks a little bit about...

Assistant Public Works Director Zamora: Right.

Vice Mayor Lago: Opportunities and different strategies in regards to waste.

Assistant Public Works Director Zamora: Right. I reached out to that company while I was doing my due diligence, and the response I got from them was they were not permitted to handle the amount of green waste that we generate in the city that I would be delivering -- my trucks would be delivering to their facility.

Commissioner Fors: But what about...

Vice Mayor Lago: Then why don't -- since we're talking about green waste, why don't we -- this is the reason why I said we have an actual -- that we get together and we have a sunshine meeting because this is the type of -- this is a very complicated -- and there's a lot of moving parts on this issue. Al, how many times have we had a discussion about green waste and the fact that it's a known fact in this community that the City of Coral Gables as a whole gets taken advantage by our neighboring partners and that we are dumping everybody's green waste throughout Miami-Dade County in our facilitate because of the trash pits that we offer. I mean, we've talked -- you and I have talked about that. I've talked about that with Ed, with Peter, and it's costing us -- how much money do you think it's costing? How many hundreds of thousands of dollars do we pay here in this city to throw away other people's garbage? I mean, we -- it's just -- it's gotten to the point where we're the butt of everybody's joke and we have to address this issue. So -- let me -- talk -- why don't you talk a little bit about that, Al? So, you -- because I mean, we've had very candid conversations about how we need to find a solution for that. We just can't keep turning a blind eye on that issue.

Assistant Public Works Director Zamora: And you're right, Commissioner. I mean, we...

Vice Mayor Lago: We're not talking about -- and I'm sorry, I want to make it clear to the people who are listening to this today. We're not talking \$5,000, \$10,000. We're talking about hundreds of thousands of dollars that we're spending a year, and it's a big number. It's a big number. So, I'm sorry to interrupt you, please.

Assistant Public Works Director Zamora: No, I mean, you're right. We've had this conversation a couple of times. We see that the landscapers take, you know, they take abuse of the fact that we have pits. They'll finish up in Coral Gables sometimes just so they can -- and you showed me a movie of it, of a guy, you know, parked it on the side of the road, just dumping his stuff, you know, in front of a house that has a pit. And that's one of the reasons why I tied this to the RFP because it's such a large number. And if you look at the numbers, I mean, we're talking upwards of, you

know, \$471,000 in savings, if they had to take this stuff to the County. Now, that's 60 percent. That line of business is 60 percent of my cost...

City Manager Iglesias: And Al...

Assistant Public Works Director Zamora: Here in the City of Coral Gables.

City Manager Iglesias: I would give it (INAUDIBLE) dollars because the County's at \$77, not \$50.

Assistant Public Works Director Zamora: Right.

City Manager Iglesias: We calculated for \$50, so you're talking about several thousand dollars.

Assistant Public Works Director Zamora: I think there needs -- right. There needs to be some reform on what the amount of trash that's put out there because, as I've tracked it over the years, I've only been here two years, but I've gone back for five or six years and tried to find out what the weights are. It's only increasing. Yeah, you had Irma that wiped it out a little bit. And the prior year, it didn't have the tonnages. But we're steadily climbing. And as I said, that's 60 percent of my cost in solid waste. We have three businesses. We have three lines of business. We have trash, we have garbage, we have recycling. And the trash is 60 percent. That -- something needs to give there.

Vice Mayor Lago: So, with that being said -- and this is important because we're having a conversation. The Mayor brought up the fact that this is going to be an election issue. I hope it's an election issue because when you talk about reform and the fact that many people in this community cannot afford increases the way you're seeing them now on all fronts, we're allowing people outside this community to take advantage. You know, I know that I've done it. I know that Commissioner Mena did it. When we got rid of our trash pits, I pay my landscaper \$5 additional

to take my green matter away. I don't need a trash pit. I'm not advocating -- and I want to be very careful again, put it on the record. I'm not advocating for privatization, and I'm not advocating for removal of trash pits, but there has to be some sort of reform on the fact that we accept everything from everyone and it's just not working out. I mean, when you hear that 60 percent of your residential waste is coming from green matter, it's unsustainable. So, what do we do? We just keep passing it on to the residents, and it's going to come to the point where we're going to have no other option but to take drastic measures. And we can kick the can down the curb another year, another two years, another three years, but eventually, we're going to have to face this issue, and that's a conversation, Al, you and I, and Ed, the ACM, the City Manager, we've had not once, probably a half dozen times. And I think it has to be a front burner issue.

Commissioner Mena: Can I make a recommendation?

Mayor Valdes-Fauli: (INAUDIBLE).

Commissioner Mena: I'd like to move to defer this item, not because I'm in a rush or, you know, I don't want to keep discussing it, but because I think there's still a lot to discuss and there's a lot of questions we all have from staff. You know, I think part of what staff is saying, if I'm understanding correctly, is that, well, let us negotiate with Waste Management, and then once we have terms, then decide whether those are good terms or whether to shop those terms. There's a lot of questions here, and I think that on this item, there's not necessarily -- (INAUDIBLE) if you will, because, you know, we can make this decision at the next meeting, and in the interim, we can each have discussions with staff to get some clarification. So, I would make a motion to defer the item...

City Manager Iglesias: Commissioner...

Commissioner Mena: Until our next meeting.

City Attorney Ramos: Commissioner Mena, let me offer an alternative. I don't want to lose the next -- I don't want staff to lose the next three weeks. Would you all be willing to allow the Manager to negotiate between now and the next meeting, that way you have the benefit of what he's able to negotiate with Waste Management by July 12. And then if you don't like it, then you can kick it to RFP?

Commissioner Keon: What?

City Manager Iglesias: Miriam, I think what I would like to do is allow ourselves to extend the contract for six months under these favorable terms and then just go for an RFP this week and that's it. And that way it just resolves all the issues. That's what we were planning on doing if...

Mayor Valdes-Fauli: I think that that is...

City Manager Iglesias: (INAUDIBLE) not approve this, we're planning on going for an RFP. It's ready to go. We were going to put it out this week if this did not -- if you all did not agree to it. And we have a very favorable extension based on these terms.

Mayor Valdes-Fauli: Peter, that is the sense of the Commission and I think we should do that, yes.

Commissioner Keon: We should do that, where we -- that you move to an RFP.

Commissioner Mena: He said December '21. Yeah, I'm lost. You lost me.

City Manager Iglesias: No, no, no, no. We have -- if you allow me to negotiate (INAUDIBLE)...

Commissioner Keon: (INAUDIBLE) RFP right now.

City Manager Iglesias: In six months...

Commissioner Keon: And have...

Mayor Valdes-Fauli: One at a time, please. One at a time. Go ahead, Peter, and then Commissioner Keon.

City Manager Iglesias: We have a negotiated extension that we could provide under very -- under these terms that are very favorable for six months. And we will go out to RFP this week, and that's what our plan was. We have a very favorable six months extension that maintains the cost to the -- to our business partners. It maintains our 22 percent franchise fee, and it's basically what you saw on that presentation. If you will allow us to extend that for six months, we will go to -- we will -- the RFP is ready, out to go this week, and we should...

Mayor Valdes-Fauli: Alright.

City Manager Iglesias: And I think that ends the discussion on whether it's a better deal or worse deal. And whatever it is, you know, we will accept it.

City Attorney Ramos: So, if that's the will of the Commission, on July 12, we would bring the extension back. It would extend it from September 30, six months into the future. And in the meantime, the RFP would go out.

Mayor Valdes-Fauli: Okay. Commissioner Keon, you wanted to say something?

Commissioner Keon: (INAUDIBLE).

Unidentified Speaker: Commissioner Mena.

Commissioner Mena: I couldn't understand what Commissioner Keon said, I'm sorry.

Mayor Valdes-Fauli: I couldn't either.

Commissioner Keon: The motion is that we -- well, it's -- well, we deny this. We extend the contract for the six months; it's already been negotiated and immediately go out for an RFP.

City Attorney Ramos: No, Commissioner. What we would need to do is bring that back on July 12 with an actual new contract for six months. There's no extensions left in the current contract. So, on July 12, basically, you would take no action other than to direct the Manager to start the RFP process. And on July 12, we would bring back a six-month new contract starting September 30 with Waste Management to allow time for the RFP.

Commissioner Keon: Okay, that's fine.

Mayor Valdes-Fauli: Alright. It's been moved. Is there a second?

Commissioner Mena: (INAUDIBLE).

Mayor Valdes-Fauli: What?

Commissioner Mena: I'll second that.

Mayor Valdes-Fauli: Alright. Will you call the roll, please?

Commissioner Keon: Yes.

Vice Mayor Lago: Yes.

Commissioner Mena: Yes.

Commissioner Fors: Yes.

Mayor Valdes-Fauli: Yes.

(Vote: 5-0)

City Commission Meeting

June 9, 2020

Agenda Item I-15 -Resolution of the City Commission of Coral Gables, Florida, waiving the requirements of the Procurement Code pursuant to Section 2-501(d) of the City Code in order to allow the City Manager to negotiate an agreement with Waste Management, Inc. of Florida (WMIF) for the continuation of solid waste collection and disposal services throughout the City of Coral Gables.