

VENDOR RECOMMENDATIONS FOR COUNCIL CONSIDERATION

**WASTE AND RECYCLING PROGRAM**



# OVERVIEW

- Background
- Procurement Process
- Recommended Program
- Key Program Features
- Action Items



# BACKGROUND

- Initial 10 Yr Contract (5+5) Ends March 31, 2019
- Allied Waste was Original Contractor
- Industry Continues to Churn – Less Competition
- Lots of Turnover in Commercial Drivers Market
- Has Caused issues with Missed Pickups/Complaints
- Challenges in Recycling Market
- Refresh Needed in Recycling Rewards System
- 10 Years of Positive Results with Lessons Learned



# PROCUREMENT PROCESS – PREP AND RFP

- Procurement Committee Organized
- Reviewed Current Contractor Performance
- Documented Gaps
- Developed RFP to Address Gaps
- Included Options on Recycling and Rewards
- Recruited Pool of Potential Vendors from Region
- Released RFP, Pre-Proposal Meeting, Q&A Process



# PROCUREMENT PROCESS – RESPONSES/BAFO

- Vendor Interviews After Proposals Submitted
  - Waste Management (WM)
  - Green For Life (GFL)
  - Republic – Letter and No-Submittal
- Clarifying Questions and Updated Proposals
- Best and Final Offer Process (BAFO)
- Confirm Program Elements (GFL BAFO, SOCRRA & RB)
- Final Analysis and Recommendation



# RECOMMENDED PROGRAM

- **GFL as Collection and Disposal Contractor**
  - Continue Collection Service with Upgrades
  - Includes Waste Disposal and Yard Waste Composting
  - Deliver Recyclables to City Designated Processor
- **Recycling Processing Contract with SOCRRA**
  - Intergovernmental Contract with the Authority
  - Added Benefits for City Residents (drop-offs, etc.)
- **Recycling Rewards Contract with RecycleBank**
- **Green City Initiative**



# KEY PROGRAM FEATURES – MUCH STAYS SAME

- 4 Days of Collection – Friday for Holiday Shift
- Carts for Waste and Recycling
- Same Great List of Acceptable Recyclables
- RecycleBank Rewards Program Continues
- Yard Waste Pickup During Season
- Free Christmas Tree Pickup
- Senior and Pre-Pay and SnowBird Discounts
- Same Single Hauler Benefits – Safer Streets, Lower Cost



# KEY PROGRAM FEATURES – KEY CHANGES

- Discounts Can't be Stacked – Have to Choose
- City Management of RecycleBank Rewards
- City Direct Contracting for Recycling Processing
- Added SOCRRA Resident Benefits
  - Free Drop-off for Additional Recyclables, Document Shredding, Big Loads of Cardboard, etc.
  - Drop-off of Household Hazardous Waste and E-Scrap at No Cost to Resident (charge to City)
  - Free Compost Pick-up at City Designated Location
  - For-Fee Drop-off of Household Waste, Bulk Items



# KEY PROGRAM FEATURES – NEW FEATURES

- New Veteran's Discount
- New SOCRRA Drop-off Services for Residents
- SOCRRA Support for Outreach/MRF Tours
- Green Initiative – Improved Recycling at City Parks
- Improved RecycleBank Rewards Program
- Added Community Rewards Donation Options
- All Trucks are New – Quieter with Lower Emissions
- All Trucks Have GPS for Better Service Tracking



# KEY PROGRAM FEATURES – PROGRAM PRICING

Year 1: \$55.75 Per Quarter per Household\*

Year 2: \$57.33 Per Quarter per Household

Year 3: \$58.97 Per Quarter per Household

Year 4: \$60.65 Per Quarter per Household

Year 5: \$62.38 Per Quarter per Household

Program Includes 5 Year Contract with Known Pricing (no Fuel Escalation this Time)– and a 5 Year Renewal Option for the City



# SUMMARY – WIN/WIN FOR ROCHESTER HILLS

- Comprehensive Service – Expanded in Key Areas
- Most Innovative Recycling Program in the Region
- Discounts up to 5%
- Guaranteed Pricing for 5 Years
- Monday – Thursday Collection
- Safer and Quieter Streets
- Improved Community Appearance
- RecycleBank Rewards Program
- Local Economic Stimulus
- \$55.75 per Quarter – About the Same as 10 Years ago \*
- Green Initiative for Comprehensive City Park Recycling Program



# ITEMS FOR COUNCIL ACTION

## *SUMMARY OF RECOMMENDATIONS*

- Approval of Contracts and Rates:
  - GFL for Collection, Disposal and Composting
  - SOCRRA for Recycling Processing
  - RecycleBank for Recycling Incentive
- Authorization for Solid Waste Fund

