



# Agenda Report

2725 Judge Fran Jamieson  
Way  
Viera, FL 32940

## Unfinished Business

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I.2.

11/12/2019

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### Subject:

Solid Waste Collection and Recycling Options

### Fiscal Impact:

To be determined by the option selected (\$15M to 19M) and results of negotiations with the contractor.

### Dept/Office:

Solid Waste Management Department

### Requested Action:

It is requested that the Board review the options submitted and provide direction to Staff on whether or not to enter into negotiations with the highest ranked contractor who proposed to provide the services requested for Solid Waste Collection and Recycling within Brevard County.

It is further requested that should the Board direct staff to enter into negotiations that the Board appoint the negotiation committee consisting of John Denninghoff, Assistant County Manager; Euripides Rodriguez, Solid Waste Director; and Steven Darling, Interim Central Services Director.

Staff will bring back to the Board the negotiated contracts and rates (if the Board directs staff to enter into negotiations) with the selected Contractor.

### Summary Explanation and Background:

On January 9, 2019 the Board directed staff to solicit a Request for Proposals (RFP) for the franchise areas that will include three options. The three options for residential and commercial services are:

Option 1: Submit Countywide proposal for residential and commercial services

Option 2: Submit North County Area proposal for residential and commercial services

Option 3: Submit South County Area proposal for residential and commercial services

The County currently has a single Contractor providing residential as well as commercial services Countywide.

The Board further directed staff to request pricing options for frequency of pickup service. The Current level of services varies within the municipalities within Brevard County between once a week and twice a week collection of garbage, all have once a week collection of recyclables and once a week collection of unlimited yard waste (see Attachment 1 for level of service of municipalities and surrounding counties). The County's level of service is currently twice a week pick-up for garbage. The options that were to be priced are:

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- Option 1: Once a week pickup
- Option 2: Twice a week pickup

Lastly, the Board directed staff to request pricing options for limited yard waste collection versus unlimited yard waste collection (Brevard County's current level of service is unlimited yard waste collection).

- Option 1: Limited yard waste collection per pickup to 10 Cubic Yards or less
- Option 2: Unlimited yard waste collection per pickup

On May 23, 2019 Purchasing Services released RFP 4-19-08, Solid Waste and Recycle Collection Services. A mandatory pre-bid conference was held on June 12, 2019 in the Atlantic Room of the Viera Government Center. The pre-bid conference was attended by 19 individuals representing 7 different companies. Proposal responses were due to Purchasing Services on September 11, 2019.

The Proposal Opening was held on September 11, 2019 at 2PM. There were 3 proposals received in response to RFP P-4-19-08. The three proposals received were from: WastePro; Waste Management; and FCC Services. Purchasing Services received one Statement of No Bid from Republic Services stating that their reason for not bidding was due to external factors unrelated to this procurement process.

There was a selection committee meeting held on October 3, 2019. The selection committee was attended by the three appointed selection committee members, Mr. John Denninghoff, Assistant County Manager; Mr. Euripides Rodriguez, Solid Waste Director; and Mr. Matt Wallace, Public Safety Director. Representatives from Purchasing Services and the County Attorney's office were also present in a support function for the selection committee meeting. There were also 12 members from the public present, with representatives from the three responding Contractors present for the meeting.

Upon the conclusion of the selection committee meeting, the consolidated score sheets were posted online in accordance with County Policy. The protest period (in accordance with policy) was Friday October 4, 2019 through Friday October 11, 2019. There were no protests received during this time period.

The selection committee evaluated the three proposals received. The Attachment 2 consolidated score sheet shows that Waste Management was the highest ranked contractor for all services and options except the commercial component. The selection committee also discussed the issues that could arise in separating the County into two franchise areas contracts with two residential collection contractors. Based on the proposals received, it is not economically advantageous to split this contract into two separate franchise collection contracts.

Based on the Attachment 3 Cost Comparison by Monthly Rates spreadsheet, Waste Management's proposal is the highest ranked response. The cost comparison spreadsheet shows four options for residential north; four options for residential south; four options for residential combined; and three options for commercial (commercial north; commercial south; commercial combined).

Based on the proposed prices Waste Management is the highest ranked proposal. The evaluation score sheets are included as Attachment 4 for your information.

The committee is recommending the following for the Board's consideration in no particular order:

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1. Waste Management Option 3A - Combining the north area with the south area into one contract with twice (2) a week collection for garbage, once (1) a week collection for recyclables and once (1) a week collection of unlimited yard waste at a cost of \$16.16 a month. This equates to a 43% increase over the existing rate while maintaining the same service level.
2. Waste Management Option 3B - Combining the north area with the south area into one contract with once (1) a week collection for garbage, once (1) a week collection for recyclables and once (1) a week collection of unlimited yard waste at a cost of \$13.29 a month. This equates to a 18% increase to the existing rate while reducing the service level to once a week collection of garbage.
3. FCC commercial - FCC was the lowest proposer for commercial. The committee wanted the Board to consider separating the residential collection from the commercial collection and consider FCC as an option. The Request for Proposals did not specify the separation as an option, but there was a difference of \$1M a year in the total cost of commercial collection that the committee wanted the Board to be aware of.

Depending on the service level option (twice or once a week garbage collection) selected the rates could increase from the current monthly cost of \$11.30 to \$16.16 (Option 3A) or \$11.30 to \$13.29 (Option 3B). This amounts to an 18% to 43% percent increase over the current rate. As requested, a review of adjacent counties and municipalities collection rates is provided as shown in Attachment 1.

The current County rate reported in Attachment 1 is the amount paid to the collection hauler vendor currently. The rates reported for option 3A and 3B are the apparent rates as proposed by the highest rated collection hauler. The current residential collection assessment is \$11.64 a month paid yearly in the amount of \$139.70. The new assessment rates to be paid by the residential property owners has not been evaluated but, should be expected to increase by a similar proportionate amount, since the cost to the vendor is the overwhelmingly dominate factor in determining the assessment rate.

### **Clerk to the Board Instructions:**

None



Tammy Rowe, Clerk to the Board, 400 South Street • P.O. Box 999, Titusville, Florida 32781-0999

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Tammy.Rowe@brevardclerk.us

November 13, 2019

**M E M O R A N D U M**

**TO:** Euripides Rodriguez, Solid Waste Management Director

**RE:** Item I.2., Solid Waste Collection and Recycling Options

The Board of County Commissioners, in regular session on November 12, 2019, directed staff to enter into negotiations with the highest ranked contractor who proposed to provide services requested for Solid Waste Collection and Recycling within Brevard County; approved negotiating combining residential and commercial services Countywide; approved negotiating having twice a week pickup for garbage; appointed Negotiating Committee consisting of you, John Denninghoff, Assistant County Manager, and Steve Darling, Central Services Director; and directed staff to bring back to the Board the negotiated contract and rates with the selected contractor.

Your continued cooperation is always appreciated.

Sincerely,

BOARD OF COUNTY COMMISSIONERS  
SCOTT ELLIS, CLERK

Tammy Rowe, Deputy Clerk

cc: Assistant County Manager Denninghoff  
Central Services Director  
Finance  
Budget



**Attachment 1**  
**Current Collection Residential Rates – Adjacent Counties**

County	Collection Hauler Rate	Level of Service
Brevard	\$11.30 (\$135.60) current Option 3A \$16.16 (\$193.92)* Option 3B \$13.29 (\$159.48)*	2-1-1 2-1-1 1-1-1
Volusia	\$20.28 (\$243.36)	1-1-1
Osceola	\$23.50 (\$282.00)	1-1-1
Seminole	Area 1: \$14.40/\$13.39 (\$172.80/\$160.68) Area 2: \$13.14/\$12.98 (\$157.68/\$155.76) Area 3: \$15.19/\$14.74 (\$182.28/\$176.88)	2-1-1 2-1-0
Orange	Zone 1: \$11.87 (\$142.36)      Zone 4: \$10.37 (\$124.35) Zone 2: \$14.68 (\$176.10)      Zone 5: \$10.55 (\$126.55) Zone 3: \$12.78 (\$153.32)	1-1-1-1
Indian River	Does not have mandatory residential collection	

\* This rate is calculated by applying the rate of increased cost paid to the collection hauler vendor to the Brevard County current rate above. E.G. \$11.30 a month x 1.1761=\$13.29 a month or \$11.30 a month x 1.43=\$16.16 a month



## Current Residential Collection Rates – Brevard Municipalities

Municipality	Paid to Hauler/Mo	Yearly Total	Level of Service
Cocoa	\$7.99	\$95.88	2-1-1
Palm Bay	\$10.43	\$125.16	1-1-1
West Melbourne	\$11.26	\$135.12	2-1-1
Brevard County (current)	\$11.30	\$135.60	2-1-1
Melbourne	\$11.32	\$135.84	2-1-1
Titusville	12.19 (Does Own Collection)	\$146.28	2-1-1
Cocoa Beach	\$12.61	\$151.32	2-1-1
Brevard (Option 3B)*	\$13.29	\$159.48	1-1-1
Indian Harbour Beach	\$15.12	\$181.44	2-1-1
Satellite Beach	\$15.15	\$181.80	2-1-1
Melbourne Beach	\$15.51	\$186.12	2-1-1
Melbourne Village	\$15.72	\$188.64	2-1-1
Brevard (Option 3A)*	\$16.16	\$193.92	2-1-1
Palm Shores	\$16.33	\$195.96	2-1-1
Malabar	\$17.12	\$205.44	2-1-1
Rockledge	17.15 (Does Own Collection)	\$205.80	2-1-1
Cape Canaveral	\$18.22	\$218.64	2-1-1
Grant Valkaria	\$23.63	\$283.56	2-1-1
Indialantic	Received No Response		2-1-1

\* This rate is calculated by applying the rate of increased cost paid to the collection hauler vendor to the Brevard County current rate above. E.G. \$11.30 a month x 1.1761=\$13.29 a month or \$11.30 a month x 1.43=\$16.16 a month

Attachment 2  
Consolidated Score Sheet

<b>Residential North Scoring 1A</b>			
<b>Option 1A = Solid Waste Collection (2x/week automated garbage, on-call bulk, white goods, electronics); Recycling Collection (1x/week, automated); Yard Waste Collection (1x/week, unlimited)</b>			
	<u>Total Amount</u>	<u>Awarded %</u>	<u>Weighted Scores</u>
FCC	\$11,095,440.04	86.51%	34.60
Waste Management	\$9,589,882.32	100.00%	40.00
Waste Pro	\$10,597,094.66	90.50%	36.20

<b>Residential North Scoring 1B</b>			
<b>Option 1B = Solid Waste Collection (1x/week automated garbage, on-call bulk, white goods, electronics); Recycling Collection (1x/week, automated); Yard Waste Collection (1x/week, unlimited)</b>			
	<u>Total Amount</u>	<u>Awarded %</u>	<u>Weighted Scores</u>
FCC	\$9,608,195.27	81.58%	32.63
Waste Management	\$7,837,943.28	100.00%	40.00
Waste Pro	\$9,589,882.32	81.73%	32.69

<b>Residential North Scoring 1C</b>			
<b>Option 1C = Solid Waste Collection (2x/week automated garbage, on-call bulk, white goods, electronics); Recycling Collection (1x/week, automated); Yard Waste Collection (1x/week, 10 CY limit)</b>			
	<u>Total Amount</u>	<u>Awarded %</u>	<u>Weighted Scores</u>
FCC	\$10,853,475.98	88.36%	35.34
Waste Management	\$9,589,882.32	100.00%	40.00
Waste Pro	\$10,420,069.46	92.03%	36.81

<b>Residential North Scoring 1D</b>			
<b>Option 1D = Solid Waste Collection (1x/week automated garbage, on-call bulk, white goods, electronics); Recycling Collection (1x/week, automated); Yard Waste Collection (1x/week, 10 CY limit)</b>			
	<u>Total Amount</u>	<u>Awarded %</u>	<u>Weighted Scores</u>
FCC	\$9,376,231.22	83.59%	33.44
Waste Management	\$7,837,943.28	100.00%	40.00
Waste Pro	\$9,406,753.81	83.32%	33.33

<b>Residential South Scoring 2A</b>			
<b>Option 2A = Solid Waste Collection (2x/week automated garbage, on-call bulk, white goods, electronics); Recycling Collection (1x/week, automated); Yard Waste Collection (1x/week, unlimited)</b>			
	<u>Total Amount</u>	<u>Awarded %</u>	<u>Weighted Scores</u>
FCC	\$11,849,176.17	80.79%	32.32
Waste Management	\$9,572,902.07	100.00%	40.00
Waste Pro	No Bid		

<b>Residential South Scoring 2B</b>			
<b>Option 2B = Solid Waste Collection (1x/week automated garbage, on-call bulk, white goods, electronics); Recycling Collection (1x/week, automated); Yard Waste Collection (1x/week, unlimited)</b>			
	<u>Total Amount</u>	<u>Awarded %</u>	<u>Weighted Scores</u>
FCC	\$10,354,479.89	77.74%	31.10
Waste Management	\$8,049,681.06	100.00%	40.00
Waste Pro	No Bid		

<b>Residential South Scoring 2C</b>			
<b>Option 2C = Solid Waste Collection (2x/week automated garbage, on-call bulk, white goods, electronics); Recycling Collection (1x/week, automated); Yard Waste Collection (1x/week, 10 CY limit)</b>			
	<u>Total Amount</u>	<u>Awarded %</u>	<u>Weighted Scores</u>
FCC	\$11,615,273.31	82.42%	32.97
Waste Management	\$9,572,902.07	100.00%	40.00
Waste Pro	No Bid		

<b>Residential South Scoring 2D</b>			
<b>Option 2D = Solid Waste Collection (1x/week automated garbage, on-call bulk, white goods, electronics); Recycling Collection (1x/week, automated); Yard Waste Collection (1x/week, 10 CY limit)</b>			
	<u>Total Amount</u>	<u>Awarded %</u>	<u>Weighted Scores</u>
FCC	\$10,120,577.04	79.54%	31.82
Waste Management	\$8,049,681.06	100.00%	40.00
Waste Pro	No Bid		

<b>Residential Combined Scoring 3A</b>			
<b>Option 3A = Solid Waste Collection (2x/week automated garbage, on-call bulk, white goods, electronics); Recycling Collection (1x/week, automated); Yard Waste Collection (1x/week, unlimited)</b>			
	<u>Total Amount</u>	<u>Awarded %</u>	<u>Weighted Scores</u>
FCC	\$21,953,423.26	86.93%	34.77
Waste Management	\$19,083,771.92	100.00%	40.00
Waste Pro	No Bid		

<b>Residential Combined Scoring 3B</b>			
<b>Option 3B = Solid Waste Collection (1x/week automated garbage, on-call bulk, white goods, electronics); Recycling Collection (1x/week, automated); Yard Waste Collection (1x/week, unlimited)</b>			
	<u>Total Amount</u>	<u>Awarded %</u>	<u>Weighted Scores</u>
FCC	\$18,953,870.00	84.23%	33.69
Waste Management	\$15,964,512.92	100.00%	40.00
Waste Pro	No Bid		

<b>Residential Combined Scoring 3C</b>			
<b>Option 3C = Solid Waste Collection (2x/week automated garbage, on-call bulk, white goods, electronics); Recycling Collection (1x/week, automated); Yard Waste Collection (1x/week, 10 CY limit)</b>			
	<u>Total Amount</u>	<u>Awarded %</u>	<u>Weighted Scores</u>
FCC	\$21,492,861.94	88.79%	35.52
Waste Management	\$19,083,771.92	100.00%	40.00
Waste Pro	No Bid		

<b>Residential Combined Scoring 3D</b>			
<b>Option 3D = Solid Waste Collection (1x/week automated garbage, on-call bulk, white goods, electronics); Recycling Collection (1x/week, automated); Yard Waste Collection (1x/week, 10 CY limit)</b>			
	<u>Total Amount</u>	<u>Awarded %</u>	<u>Weighted Scores</u>
FCC	\$18,493,308.68	84.87%	33.95
Waste Management	\$15,694,512.92	100.00%	40.00
Waste Pro	No Bid		

<b>Commercial North</b>			
	<u>Total Amount</u>	<u>Awarded %</u>	<u>Weighted Scores</u>
FCC	\$4,272,690.53	100.00%	40.00
Waste Management	\$6,014,343.11	71.04%	28.42
Waste Pro	\$6,538,475.98	65.35%	26.14

<b>Commercial South</b>			
	<u>Total Amount</u>	<u>Awarded %</u>	<u>Weighted Scores</u>
FCC	\$1,193,993.34	100.00%	40.00
Waste Management	\$1,695,648.70	70.42%	28.17
Waste Pro	No Bid		

<b>Commercial Combined</b>			
	<u>Total Amount</u>	<u>Awarded %</u>	<u>Weighted Scores</u>
FCC	\$5,466,683.87	100.00%	40.00
Waste Management	\$7,709,991.81	70.90%	28.36
Waste Pro	No Bid		

Attachment 3  
Cost Comparison By Monthly Rates

Brevard County Solid Waste Collection and Recycling - Bid 4-19-08

Residential - Total Annual Rates			
	Waste Pro	Waste Management	FCC
1A - North	\$ 10,597,094.66	\$ 9,538,882.22	\$ 11,085,440.04
1B - North	\$ 9,589,882.32	\$ 7,337,043.28	\$ 9,604,195.27
1C - North	\$ 10,420,069.46	\$ 9,581,802.32	\$ 10,853,475.98
1D - North	\$ 9,406,752.81	\$ 7,837,943.18	\$ 9,376,231.22
2A - South	\$ 9,502,962.07	\$ 8,049,681.05	\$ 11,849,176.17
2B - South	\$ 9,577,502.07	\$ 8,043,631.06	\$ 10,354,479.89
2C - South	\$ 9,577,502.07	\$ 8,043,631.06	\$ 11,615,273.31
2D - South	\$ 9,577,502.07	\$ 8,043,631.06	\$ 10,120,577.04
3A - Combined	\$ 19,061,771.92	\$ 15,694,512.82	\$ 21,953,423.26
3B - Combined	\$ 19,061,771.92	\$ 15,694,512.82	\$ 18,953,670.00
3C - Combined	\$ 19,061,771.92	\$ 15,694,512.82	\$ 21,492,861.04
3D - Combined	\$ 19,061,771.92	\$ 15,694,512.82	\$ 18,493,308.68
Monthly cart rent	\$ 17.41	\$ 4.50	\$ 4.00
Purchase cart	\$ 85.00	\$ 75.00	\$ 35.00
Fee for over 10CY	\$ 25.00	\$ -	\$ 10.00

Commercial - Total Annual Rates				
	Waste Pro	Waste Management	FCC	Current
CY non compact	\$ 6.69	\$ 5.79	\$ 4.08	\$ 4.06
CY compact	\$ 13.38	\$ 21.85	\$ 10.18	\$ 15.30
North Area	\$ 6,538,475.98	\$ 6,104,343.31	\$ 6,772,294.53	
South Area	\$ 1,695,648.70	\$ 1,129,993.34	\$ 1,350,000.00	
Combined	\$ 7,929,991.81	\$ 6,466,951.87	\$ 8,122,294.53	

Recycling				
	Waste Pro	Waste Management	FCC	Current
% paid to County	0%	0%	0%	40%

Total Residential and Commercial Service - Total Annual			
	Waste Pro	Waste Management	FCC
1A - North	\$ 17,135,570.64	\$ 15,694,225.43	\$ 15,188,140.27
1B - North	\$ 16,128,358.30	\$ 13,942,286.39	\$ 13,292,885.90
1C - North	\$ 16,958,545.44	\$ 15,694,225.43	\$ 16,125,486.51
1D - North	\$ 15,945,228.79	\$ 13,942,286.39	\$ 13,448,931.75
2A - South	\$ 11,268,550.27	\$ 10,043,169.51	\$ 13,043,169.51
2B - South	\$ 9,746,329.25	\$ 8,043,631.06	\$ 11,548,473.23
2C - South	\$ 11,268,550.27	\$ 10,043,169.51	\$ 12,809,266.65
2D - South	\$ 9,746,329.25	\$ 8,043,631.06	\$ 11,314,570.38
3A - Combined	\$ 26,781,263.23	\$ 27,420,107.13	\$ 31,423,423.26
3B - Combined	\$ 24,404,504.23	\$ 24,420,553.87	\$ 28,423,423.26
3C - Combined	\$ 26,791,783.23	\$ 26,939,545.81	\$ 31,423,423.26
3D - Combined	\$ 24,404,504.23	\$ 23,919,992.55	\$ 28,423,423.26

A = 2x trash, 1x recycle, 1x unlimited yard  
 B = 1x trash, 1x recycle, 1x unlimited yard  
 C = 2x trash, 1x recycle, 1x 10CY yard  
 D = 1x trash, 1x recycle, 1x 10CY yard

Commercial - Monthly Rates and Pull Charges							
container	Waste Pro		WM		FCC		Current
	monthly	pull charge	monthly	pull charge	monthly	pull charge	monthly
32 gal	\$ 35.68		\$ 17.06		\$ 15.00		\$ 11.94
64 gal	\$ 35.68		\$ 36.46		\$ 22.00		\$ 25.52
96 gal	\$ 35.68		\$ 48.12		\$ 30.00		\$ 33.68
adit	\$ 35.68		\$ 7.50		\$ 30.00		same for each size
non compact	monthly		monthly		monthly		monthly
2	\$ 22.60		\$ 32.83		\$ 16.41		\$ 22.98
3	\$ 25.65		\$ 37.26		\$ 19.30		\$ 26.08
4	\$ 28.60		\$ 41.50		\$ 21.71		\$ 29.05
6	\$ 34.70		\$ 50.37		\$ 27.01		\$ 35.26
8	\$ 40.65		\$ 59.01		\$ 32.89		\$ 41.31
compact	monthly		monthly		monthly		monthly
2	\$ 185.00		\$ 152.84		\$ 86.99		\$ 107.00
3	\$ 185.00		\$ 152.84		\$ 90.23		\$ 107.00
4	\$ 185.00		\$ 152.84		\$ 93.48		\$ 107.00
6	\$ 185.00		\$ 152.84		\$ 97.58		\$ 107.00
8	\$ 185.00		\$ 152.84		\$ 101.88		\$ 107.00
on call	monthly	pull charge	monthly	pull charge	monthly	pull charge	monthly
15	\$ 400.00	\$ 235.00	\$ 125.00	\$ 235.00	\$ 325.31	\$ 260.00	\$ 190.64
20	\$ 400.00	\$ 235.00	\$ 125.00	\$ 235.00	\$ 337.70	\$ 260.00	\$ 217.25
22	\$ 400.00	\$ 235.00	\$ 125.00	\$ 235.00	\$ 337.70	\$ 260.00	\$ 217.25
25/26	\$ 400.00	\$ 235.00	\$ 125.00	\$ 235.00	\$ 347.00	\$ 260.00	\$ 217.25
30	\$ 475.00	\$ 235.00	\$ 125.00	\$ 235.00	\$ 355.26	\$ 260.00	\$ 242.52
34	\$ 475.00	\$ 235.00	\$ 125.00	\$ 235.00	\$ 366.62	\$ 260.00	\$ 242.52
35/36	\$ 475.00	\$ 235.00	\$ 125.00	\$ 235.00	\$ 379.01	\$ 260.00	\$ 242.52
40/42	\$ 475.00	\$ 235.00	\$ 125.00	\$ 235.00	\$ 423.11	\$ 260.00	\$ 269.11

Residential - Monthly SF Unit				
	Waste Pro	WM	FCC	Current
1A - North				
SW 2x/wk	\$ 6.87	\$ 8.40	\$ 8.64	
Recycle 1x/wk	\$ 5.73	\$ 3.25	\$ 5.93	
YW 1x/wk unit	\$ 4.76	\$ 4.00	\$ 3.50	
Total	\$ 17.36	\$ 15.71	\$ 18.16	
1B - North				
SW 1x/wk	\$ 5.22	\$ 5.59	\$ 6.22	
Recycle 1x/wk	\$ 5.73	\$ 3.25	\$ 5.93	
YW 1x/wk unit	\$ 4.76	\$ 4.00	\$ 3.50	
Total	\$ 15.71	\$ 12.84	\$ 15.74	
1C - North				
SW 2x/wk	\$ 6.87	\$ 8.40	\$ 8.64	
Recycle 1x/wk	\$ 5.73	\$ 3.25	\$ 5.93	
YW 1x/wk 10CY	\$ 4.47	\$ 4.00	\$ 3.21	
Total	\$ 17.07	\$ 15.71	\$ 17.78	
1D - North				
SW 1x/wk	\$ 5.22	\$ 5.59	\$ 6.22	
Recycle 1x/wk	\$ 5.73	\$ 3.25	\$ 5.93	
YW 1x/wk 10CY	\$ 4.46	\$ 4.00	\$ 3.21	
Total	\$ 15.41	\$ 12.84	\$ 15.36	
2A - South				
SW 2x/wk	\$ 6.51	\$ 9.68	\$ 6.83	
Recycle 1x/wk	\$ 3.75	\$ 6.83	\$ 4.26	
YW 1x/wk unit	\$ 4.50	\$ 20.77	\$ 16.73	
Total	\$ 14.76	\$ 27.29	\$ 17.82	
2B - South				
SW 1x/wk	\$ 6.88	\$ 7.06	\$ 6.83	
Recycle 1x/wk	\$ 3.25	\$ 6.83	\$ 4.26	
YW 1x/wk unit	\$ 4.00	\$ 4.26	\$ 18.15	
Total	\$ 14.13	\$ 18.15	\$ 18.15	
2C - South				
SW 2x/wk	\$ 9.53	\$ 9.68	\$ 6.83	
Recycle 1x/wk	\$ 3.25	\$ 6.83	\$ 3.85	
YW 1x/wk 10CY	\$ 4.00	\$ 20.36	\$ 16.73	
Total	\$ 16.78	\$ 26.87	\$ 20.36	
2D - South				
SW 1x/wk	\$ 6.88	\$ 7.06	\$ 6.83	
Recycle 1x/wk	\$ 3.25	\$ 6.83	\$ 3.85	
YW 1x/wk 10CY	\$ 4.00	\$ 17.74	\$ 15.74	
Total	\$ 14.13	\$ 20.69	\$ 16.42	
3A - Combined				
SW 2x/wk	\$ 8.91	\$ 8.40	\$ 6.12	
Recycle 1x/wk	\$ 3.25	\$ 6.12	\$ 3.58	
YW 1x/wk unit	\$ 4.00	\$ 3.58	\$ 11.30	
Total	\$ 16.16	\$ 18.10	\$ 21.00	
3B - Combined				
SW 1x/wk	\$ 6.01	\$ 6.26	\$ 6.12	
Recycle 1x/wk	\$ 3.25	\$ 6.12	\$ 3.58	
YW 1x/wk unit	\$ 4.00	\$ 3.58	\$ 16.05	
Total	\$ 13.26	\$ 15.96	\$ 16.05	
3C - Combined				
SW 2x/wk	\$ 8.91	\$ 6.80	\$ 6.12	
Recycle 1x/wk	\$ 3.25	\$ 6.12	\$ 3.78	
YW 1x/wk 10CY	\$ 4.00	\$ 3.78	\$ 18.20	
Total	\$ 16.16	\$ 16.70	\$ 24.10	
3D - Combined				
SW 1x/wk	\$ 6.01	\$ 6.26	\$ 6.12	
Recycle 1x/wk	\$ 3.25	\$ 6.12	\$ 3.58	
YW 1x/wk 10CY	\$ 4.00	\$ 3.58	\$ 15.66	
Total	\$ 13.26	\$ 15.96	\$ 15.66	



**Waste Collection Services**

**RFP-4-19-08**

**Attachment 4  
SELECTION COMMITTEE CONSOLIDATED EVALUATION SCORESHEET Option 3A**

**MEETING DATE: October 3, 2019 @ 1:00 PM**

**POSTING DATE: October 4, 2019 @ 6:00 PM THROUGH: October 11, 2019 @ 5:00 pm POSTED BY: Corey McMillen**

<b>▼ Committee Member ▼</b>	<b>FCC</b>	<b>Waste Management</b>
John Denninghoff	2	1
Euripides Rodriguez	2	1
Matthew Wallace	2	1
<b>TOTAL POINTS</b>	<b>6</b>	<b>3</b>
<b>RANKING</b>	<b>2</b>	<b>1</b>

**\*\*\* Motion by John Denninghoff, Second by Euripides Rodriguez to recommend options 3A, 3B, and Commercial Combined for the BOCC consideration.**

*Brevard County encourages prompt and fair handling of all complaints and disputes with the business community.  
Filing of any disputes and appeals shall be in accordance with procedures specified in bid documents.*

Approval



Waste Collection Services

RFP-4-19-08

**SELECTION COMMITTEE CONSOLIDATED EVALUATION SCORESHEET Option 3B**

MEETING DATE: October 3, 2019 @ 1:00 PM

POSTING DATE: October 3, 2019 @ 5:00 PM THROUGH: October 10, 2019 @ 5:00 pm POSTED BY: Corey McMillen

▼ Committee Member ▼	FCC	Waste Management
John Dennighoff	2	1
Euripides Rodriguez	2	1
Matthew Wallace	2	1
<b>TOTAL POINTS</b>	<b>6</b>	<b>3</b>
<b>RANKING</b>	<b>2</b>	<b>1</b>

**\*\*\* Motion by John Denninghoff, Second by Euripides Rodriguez to recommend options 3A, 3B, and Commercial Combined for the BOCC consideration.**

*Brevard County encourages prompt and fair handling of all complaints and disputes with the business community. Filing of any disputes and appeals shall be in accordance with procedures specified in bid documents.*

\_\_\_\_\_ Approval



Waste Collection Services

RFP-4-19-08

**SELECTION COMMITTEE CONSOLIDATED EVALUATION SCORESHEET Option 3C**

MEETING DATE: October 3, 2019 @ 1:00 PM

POSTING DATE: October 4, 2019 @ 5:00 PM THROUGH: October 11, 2019 @ 5:00 pm POSTED BY: Corey McMillen

▼ Committee Member ▼	FCC	Waste Management
John Dennighoff	2	1
Euripides Rodriguez	2	1
Matthew Wallace	2	1
<b>TOTAL POINTS</b>	<b>6</b>	<b>3</b>
<b>RANKING</b>	<b>2</b>	<b>1</b>

\*\*\* Motion by *Committee Member A* , Second by *Committee Member B* to shortlist and interview the top three (3) firms [Unanimous vote]:  
 (1) Firm 1, (2) Firm 2, (3) Firm 3

*Brevard County encourages prompt and fair handling of all complaints and disputes with the business community.  
 Filing of any disputes and appeals shall be in accordance with procedures specified in bid documents.*

\_\_\_\_ Approval



Waste Collection Services

RFP-4-19-08

**SELECTION COMMITTEE CONSOLIDATED EVALUATION SCORESHEET Option 3D**

MEETING DATE: October 3, 2019 @ 1:00 PM

POSTING DATE: October 4, 2019 @ 5:00 PM THROUGH: October 11, 2019 @ 5:00 pm POSTED BY: Corey McMillen

	FCC	Waste Management
<b>▼ Committee Member ▼</b>		
John Dennighoff	2	1
Eurípides Rodríguez	2	1
Matthew Wallace	2	1
<b>TOTAL POINTS</b>	<b>6</b>	<b>3</b>
<b>RANKING</b>	<b>2</b>	<b>1</b>

**\*\* Motion by Committee Member A , Second by Committee Member B to shortlist and interview the top three (3) firms [Unanimous vote]:  
 (1) Firm 1, (2) Firm 2, (3) Firm 3**

*Brevard County encourages prompt and fair handling of all complaints and disputes with the business community.  
 Filing of any disputes and appeals shall be in accordance with procedures specified in bid documents.*

\_\_\_\_\_ Approval



Waste Collection Services

RFP-4-19-08

**SELECTION COMMITTEE CONSOLIDATED EVALUATION SCORESHEET Commercial Combined**

MEETING DATE: October 3, 2019 @ 1:00 PM

POSTING DATE: October 3, 2019 @ 5:00 PM THROUGH: October 10, 2019 @ 5:00 pm POSTED BY: Corey McMillan

▼ Committee Member ▼	FCC	Waste Management
John Denninghoff	1	2
Euripides Rodriguez	1	2
Matthew Wallace	1	2
<b>TOTAL POINTS</b>	<b>3</b>	<b>6</b>
<b>RANKING</b>	<b>1</b>	<b>2</b>

**\*\*\* Motion by John Denninghoff, Second by Euripides Rodriguez to recommend options 3A, 3B, and Commercial Combined for the BOCC consideration.**

*Brevard County encourages prompt and fair handling of all complaints and disputes with the business community. Filing of any disputes and appeals shall be in accordance with procedures specified in bid documents.*

\_\_\_\_\_ Approval

# Waste Management Brevard County Solid Waste and Recycle Collection Services

I(2)  
11/12/19  
Solid Waste Collection  
and  
Recycling Options

November 12, 2019

**THINK GREEN.®**

Presented to:  
Brevard County Board of County Commissioners



# Benefits of Combined Residential and Commercial Service

- Waste Management proposal offers overall lower price with combined residential and commercial services
  - Greater economy of scale in Brevard with services combined
- Understood pricing intent as a complete package with residential and commercial services combined
  - Understood bid document designed to illustrate the pricing allocation between various residential and commercial services, but not to split the services
- Multifamily is considered residential, but serviced with commercial trucks
  - Multifamily pricing included in bid as a pre-populated percentage of single family rate, contributing to intent to combine residential and commercial services
- Greater wear and tear on County streets if another hauler is introduced
- WM holds best safety record in the industry and substantially more collection experience in Brevard than all other haulers



# Waste Management Offers Lowest Overall Cost

## Brevard County Solid Waste Total Cost Comparison

Proposer	Service Options			
	3A Combined 2-1-1 Unlimited	3B Combined 1-1-1 Unlimited	3C Combined 2-1-1 10cy Limited	3D Combined 1-1-1 10cy Limited

### Waste Management

Residential	\$19,083,772	\$15,694,513	\$19,083,772	\$15,694,513
Commercial	\$7,709,992	\$7,709,992	\$7,709,992	\$7,709,992
<b>Annual Totals</b>	<b>\$26,793,764</b>	<b>\$23,404,505</b>	<b>\$26,793,764</b>	<b>\$23,404,505</b>

### FCC

Residential	\$21,953,423	\$18,953,870	\$21,492,862	\$18,493,309
Commercial	\$5,466,684	\$5,466,684	\$5,466,684	\$5,466,684
<b>Annual Totals</b>	<b>\$27,420,107</b>	<b>\$24,420,554</b>	<b>\$26,959,546</b>	<b>\$23,959,993</b>

### Savings with Waste Management

<b>Annual</b>	<b>\$626,344</b>	<b>\$1,016,049</b>	<b>\$165,782</b>	<b>\$555,488</b>
<b>Life-of-Contract (7 Yrs)</b>	<b>\$4,384,405</b>	<b>\$7,112,344</b>	<b>\$1,160,475</b>	<b>\$3,888,415</b>

# Brevard County Cost Impact Factors

- Adding more trucks, routes and personnel among residential lines of business
  - Response to County expectation of continuing high level of service even as population increases
  - Increased wages to attract and retain the most qualified personnel
  - Continued increases in yard waste volume
- Adding carts and another cart delivery route to address increasing population
- Higher cost to replace current trucks at the end of their useful life
  - Average truck price increased 20% from 2013 to today
- Global factors related to increased recycling processing and contamination costs
- CPI adjustments not keeping pace with increased industry costs
- Residential population growth outpaces commercial industry growth



# BREVARD COUNTY WASTE MANAGEMENT



## CURRENT VS. PROPOSED 2-1-1 Service COMPARISON

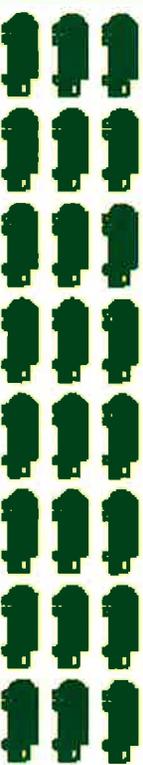
### NUMBER OF COLLECTION VEHICLES PER SERVICE DAY

#### SERVICE

WASTE MANAGEMENT  
CURRENT 2-1-1 SERVICE

WASTE MANAGEMENT  
PROPOSED NEW 2-1-1 SERVICE

RESIDENTIAL  
GARBAGE



22 VEHICLES TOTAL PER DAY

24 VEHICLES TOTAL PER DAY

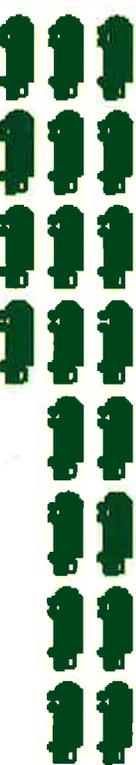
RESIDENTIAL  
RECYCLING



13 VEHICLES TOTAL PER DAY

16 VEHICLES TOTAL PER DAY

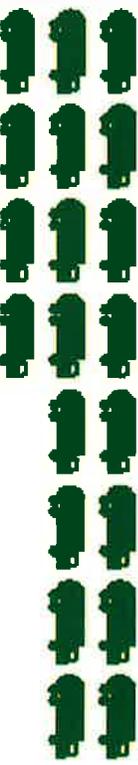
RESIDENTIAL  
CONTAINERIZED/  
SMALL PILE  
LOOSE YARD  
WASTE



16 VEHICLES TOTAL PER DAY

20 VEHICLES TOTAL PER DAY

RESIDENTIAL  
BULK WASTE



16 VEHICLES TOTAL PER DAY

20 VEHICLES TOTAL PER DAY

RESIDENTIAL  
CLAM YARD  
WASTE



300 CUBIC YARDS TOTAL CAPACITY

300 CUBIC YARDS TOTAL CAPACITY

# BREVARD COUNTY SOLID WASTE SERVICE COMPARISON: North & South County Combined



## NUMBER OF COLLECTION VEHICLES PER SERVICE DAY

	WASTE MANAGEMENT CURRENT SERVICE	WASTE MANAGEMENT PROPOSED NEW SERVICE	FCC PROPOSED SERVICE
RESIDENTIAL BULKY WASTE	<p>16 VEHICLES TOTAL PER DAY</p>	<p>20 VEHICLES TOTAL PER DAY</p>	<p>6 VEHICLES TOTAL PER DAY</p>
RESIDENTIAL CONTAINERIZED/ SMALL PILE LOOSE YARD WASTE	<p>16 VEHICLES TOTAL PER DAY</p>	<p>20 VEHICLES TOTAL PER DAY</p>	<p>13 VEHICLES TOTAL PER DAY</p>
RESIDENTIAL CLAM YARD WASTE	<p>16 VEHICLES TOTAL PER DAY</p>	<p>20 VEHICLES TOTAL PER DAY</p>	<p>4 VEHICLES TOTAL PER DAY</p>
	300 CUBIC YARDS TOTAL CAPACITY	300 CUBIC YARDS TOTAL CAPACITY	80 CUBIC YARDS TOTAL CAPACITY

# Recent Residential Market Pricing Adjustments in Florida Counties

- Market adjustments within specific Florida county franchise agreements:
  - Charlotte County
  - Osceola County
  - Volusia County
  - Palm Beach County
  - Pasco County
  - Hernando County
  - Polk County
- Adjustments reflective of pricing changes specific to each individual franchise agreement



# Thank you!

## CORPORATE AWARDS



**World's Most Ethical Companies:**  
The Ethisphere Institute 11 of the past 12 years



**CDP formerly Carbon Disclosure Project:** Reporting since 2004



**DJSI North American and/or World Indices:** 13 of the past 16 years



**Climate Disclosure Leadership Index:** 11 consecutive years



**CDP A-List:** 2016 and 2017



**Dow Jones Sustainability Index S&P 500 Commercial Services & Supplies Sector Leader:** 2018



## CORPORATE SUSTAINABILITY

- > 100 Best Corporate Citizens: Corporate Social Responsibility Magazine 2015-2018
- > Change the World: Fortune Magazine 2015
- > FTSE4 Good Index Series: 2011-2018
- > Euronext Vigeo World 120 Index: 2012-2015
- > Ecovadis: Silver (2017), Bronze (2016, 2018)



## ENVIRONMENTAL

- > Green Fleet Leadership Award: Chicago Area Clean Cities Coalition, 2017
- > Education Excellence Award: Youth Education Program, Washington, Solid Waste Association of North America (SWANA), 2017
- > Governor's Environmental and Economic Leadership Award: Davis Street Transfer Station, California EPA, 2017
- > Environmental Gold Leader: Awarded to the Denver Arapahoe Disposal Site, Denver, Colorado Department of Public Health and Environment's Environmental Leadership Program, 2017
- > Frank Condon Award: Environmental Federation of Oklahoma, 2017



## WORKPLACE

- > "Best for Vets" Employer: Military Times 2010-2018
- > "Best Place to Work," Corporate Equality Index Score 90+: Human Rights Campaign 2011-2017; Corporate Equality Index Score 80, Human Rights Campaign, 2018
- > Best Companies to Work for Millennials (Top 100): Women's Choice 2018
- > America's Best Places for Latinos to Work: Hispanic/Latinos Professional Association (HLLPA) 2017
- > Top Military Friendly® Employer: GI Jobs 2010-2018
- > Military Friendly Diversity Program: GI Jobs, 2018
- > Top Military Friendly: Canada Company's Military Employment Transition (MET) 2017
- > Top Military Spouse Employer: Canada Company's Military Employment Transition (MET) 2017
- > 50 Best Companies to Sell For: Selling Power Magazine



## COMMUNITY

- > Corporate Conservation Leadership Award: Wildlife Habitat Council, 2017
- > Carolyn Crayton Award: Keep America Beautiful, 2017 — Awarded to employee Buford Clark
- > Community Partner of the Year: Wildlife Habitat Council 2015
- > Corporate Lands for Learning of the Year: Wildlife Habitat Council 2015
- > Community Partner Award: Grass Valley Chamber of Commerce 2017
- > Simi Valley Education Foundation Legacy Award: Simi Valley Education Foundation 2017



## BUSINESS RECOGNITION

- > Supplier of the Year Services Award: BASF 2015
- > Excellence in Job Creation and Major Investments: Le Conseil des entreprises en technologies environnementales du Québec (CETEQ) 2017
- > Business of the Year: Chamber of Commerce, Desechobee County, 2017
- > Award of Appreciation: Nevada City Chamber of Commerce, 2017

