

# City of Dania Beach

Request for Proposal #15-010  
Residential Solid Waste Collection  
Proposal Recommendation Meeting  
August 25, 2015  
9:00 A.M.

## Proposal Review Committee:

Colin Donnelly  
Russel Ketchem – Mr. Ketchem will participate via telephone.  
Ronnie Navarro  
Nicki Satterfield  
Adam Segal

## Discussion:

- A. World Waste Recycling
- B. Waste Management, Inc. of South Florida
- C. Waste Pro of Florida, Inc.
- D. Southern Waste Systems

## Recommendation to the city manager:

RFP	Recommended Proposer
Base – Curbside only	<i>Waste Management</i>
Alternate 1 – alleyways	<i>Waste Management</i>
Alternate 2 – curbside inclusive of exclusive non-residential MSW	<i>Waste Management</i>
Alternate 3 – Alleyway curbside inclusive of exclusive non-residential MSW	<i>Waste Management</i>

Residential Solid Waste Collection

**World Waste Recycling**

Insufficient Business Plan

<u>Staffing</u>	<u>Litigation</u>	<u>Experience</u>	<u>Insurance</u>	<u>Financial</u>	<u>Vehicle</u>
Leased employees	indicates no litigation pg.46	No MSW Experience (recycle & bulk only)	Lease employees (see WC)	Liquidity Cash Flow Issues	Current 30 vehicles-aging fleet
No dedicated supervisor	Page 111 of auditor report conflicts	Prior contracts sold		Rollout Recycling \$360K - cash resources not available	No dedicated vehicles identified or collection approach
		Doesn't meet 2 yr, 7000+ Req (Sec 1.08a)		Total Rev is 5.655 of which 5.631 from Miami-Dade 15 new trucks - \$1.5M - cash resources not available	
				Ability to perform under pricing proposal - sustainability is highly questionable	

**Waste Management**  
Clarify Recycle container 65 instead of Sufficient

Sufficient Sufficient Sufficient Sufficient Sufficient

**Waste Pro**

Sufficient

Southern Waste Systems

Doesn't meet 2 yr, 7000+ Req (Sec 1.08a) pg 47

**DANIA BEACH RESIDENTIAL SOLID WASTE COLLECTION SERVICES  
AND ALTERNATE 1, 2, AND 3  
August 21, 2015**

	<u>PROPOSER</u>		
	<u>World Waste Recycling</u>	<u>Waste Management</u>	<u>Waste Pro</u>
<b>7.0</b>			<u>Southern Waste Systems</u>
<b><u>PRIMARY PROPOSAL</u></b> (Residential Curbside)			
Residential Collection & Recycling Component	4.11	13.98	21.82
Residential Fuel Component	0.33	1.40	2.09
Residential Disposal Allowance Per Unit/Mo	<u>12.95</u>	<u>12.95</u>	<u>12.95</u>
<b>Total Residential Price Per Unit/Mo</b>	<b>17.39</b>	<b>28.33</b>	<b>36.86</b>
<b>7.1</b>			
<b><u>ALTERNATE 1</u></b> (Residential w/Alleyway)			
Residential Collection & Recycling Component	4.11	21.30	22.39
Residential Fuel Component	0.33	2.13	2.09
Residential Disposal Allowance Per Unit/Mo	<u>12.95</u>	<u>12.95</u>	<u>12.95</u>
<b>Total Residential Price Per Unit/Mo</b>	<b>17.39</b>	<b>36.38</b>	<b>37.43</b>
<b>7.2</b>			
<b><u>ALTERNATE 2</u></b> (Residential Curbside Include Commercial)			
Residential Collection & Recycling Component	4.11	12.60	21.82
Residential Fuel Component	0.33	1.26	2.09
Residential Disposal Allowance Per Unit/Mo	<u>12.95</u>	<u>12.95</u>	<u>12.95</u>
<b>Total Residential Price Per Unit/Mo</b>	<b>17.39</b>	<b>26.81</b>	<b>36.86</b>
<b>7.3</b>			
<b><u>ALTERNATE 3</u></b> (Resident w/Alleyway Include Commercial)			
Residential Collection & Recycling Component	4.11	19.95	22.39
Residential Fuel Component	0.33	2.00	2.09
Residential Disposal Allowance Per Unit/Mo	<u>12.95</u>	<u>12.95</u>	<u>12.95</u>
<b>Total Residential Price Per Unit/Mo</b>	<b>17.39</b>	<b>34.90</b>	<b>37.43</b>

Commercial Rate - Sample Comparison

**Waste Pro Commercial Rates 31% higher**

1 pickup per wk

1 Cubic Yd	31%	86.40	113.36
2 Cubic Yd	31%	172.80	226.72
3 Cubic Yd	31%	259.20	340.08
4 Cubic Yd	31%	345.60	453.44
6 Cubic Yd	31%	518.40	680.16
8 Cubic Yd	31%	691.20	906.88

2 pickup per wk

1 Cubic Yd	31%	129.60	170.04
2 Cubic Yd	31%	259.20	340.08
3 Cubic Yd	31%	388.80	510.12
4 Cubic Yd	31%	518.40	680.16
6 Cubic Yd	31%	777.60	1,020.23
8 Cubic Yd	31%	1,036.80	1,360.31

Non-Residential Cart Service

**Ancillary Services**

**Non-Residential Containerized**

Container Roll Out (Per Service)	5.00
Casters (Per Monthly Container)	10.00
Special Pickups (Per Yard)	18.00
Locking (Monthly Per Container)	10.00
Ticketed Service (Per Yard0	18.00

**Residential Services**

Alleyway Pickup	35.00	45.00	12.99
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**Pickup Roll-off Services (Open Top/Compactor)**

10 Yard	215.00/255.00*	195.00/205.00*
15 Yard	215.00/255.00*	205.00/225.00*
20 Yard	215.00/255.00*	215.00/250.00*
30 Yard	215.00/255.00*	250.00/275.00*
40 Yard	215.00/255.00*	275.00/275.00*

\* plus disposal fee based on weight

**Construction & Demo Debris**

10 Yard	350.00	195.00*
15 Yard	415.00	205.00*
20 Yard	490.00	215.00*
30 Yard	635.00	250.00*
40 Yard	760.00	275.00*

\* plus disposal fee based on weight

**Value Added**

\$5,000.00	Commercial
Scholarship	Hauling - will provide
	New Hire Job
	Creation - 2 job