



Pinellas County

Staff Report

File #: 17-1412A, Version: 1

Subject:

Ranking of firms and agreement with Advanced Disposal Services Solid Waste Southeast, Inc. pertaining to the landfill operations of Bridgeway Acres.

Recommended Action:

Approval of ranking of firms and execution of agreement with Advanced Disposal Services Solid Waste Southeast, Inc., (ADS) for Landfill Operations of Bridgeway Acres.

Contract No. 167-0517-P (SS), in the annual amount of \$12,400,000.00 for a ten (10) year term total of \$124,000,000.00 beginning August 26, 2018. Chairman to sign and Clerk of Court to attest.

Strategic Plan:

Practice Superior Environmental Stewardship

3.3 Protect and improve the quality of our water, air, and other natural resources

Deliver First Class Services to the Public and Our Customers

5.1 Maximize partner relationships and public outreach

5.2 Be responsible stewards of the public's resources

5.3 Ensure effective and efficient delivery of county services and support

Summary:

This is a ten (10) year operational contract for maintenance services of the Bridgeway Acres and the closed Toytown Landfill properties. Services include but are not limited to: waste disposal, vegetation control, waterway maintenance, litter control, and other activities associated with maintaining a sanitary landfill. ADS is the current provider and the contract term expires August 25, 2018.

Background Information:

A request for proposal (RFP) was released on November 15, 2017 resulting in two (2) responses. This solicitation was advertised for approximately sixty (60) days and distributed to over one hundred (100) vendors. On December 11, 2017, a pre-proposal meeting and site visit was held at the Solid Waste campus, with three (3) firms in attendance. Two firms submitted a response; ADS and SanteK Waste Services. Competition for landfill operations is extremely limited due to number firms available to perform this service and the large amount of capital heavy equipment that is required. Staff made several attempts to contact the third firm that attended the pre-proposal meeting, to inquire why a bid was not submitted, but the firm has not responded.

Staff negotiated the attached agreement with the number one ranked firm, ADS.

Disposal services include ash from the Waste to Energy (WTE) Facility, waste in excess of the WTE

Facility capacity, and waste that cannot be processed within the WTE Facility. This contract also includes a provision for 50/50 revenue share of recycled metals captured from the incoming waste stream, prior to disposal at the landfill or WTE Facility.

Contract pricing as outlined in Exhibit C of the agreement is not to exceed \$124,000,000.00 for the initial ten (10) year term. There is a provision for one (1) three (3) year term extension beyond the primary contract term, which requires mutual agreement by both parties. The renewal provision would be brought to the Board for consideration and approval.

Contingency funds of \$1,000,000.00 (\$100,000.00 annually) is included in contract pricing for unforeseen circumstances which typically arise. Compensation for any contingency service assignments shall be negotiated between the County and ADS at the time of need for services.

The firms in order of ranking are attached on the ranking spreadsheet.

Fiscal Impact:

Estimated ten (10) year contract not to exceed:	\$123,000,000.00
Contingency for ten (10) year contact:	<u>\$ 1,000,000.00</u>
Total:	\$124,000,000.00

Estimated annual expenditure not to exceed: \$124,000,000.00

Funding is derived from the Solid Waste Department Operating Budget.

Staff Member Responsible:

Paul Sacco, Assistant County Administrator
Joe Lauro, Director, Purchasing

Partners:

N/A

Attachments:

Services Agreement
Ranking Spreadsheet