

Utilities Department

**Residential Solid Waste and Recyclable
Collection Services
#Y24-1022-PD**

November 19, 2024



Presentation Outline

2

- **Background**
- **Procurement Approach**
- **Procurement Results**
- **Requested Action**



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Background – Current Program

- Provide services to 230,000+ residential units
- Current contract was bid in 2015 and expires December 31, 2025
- Start new contract January 1, 2026





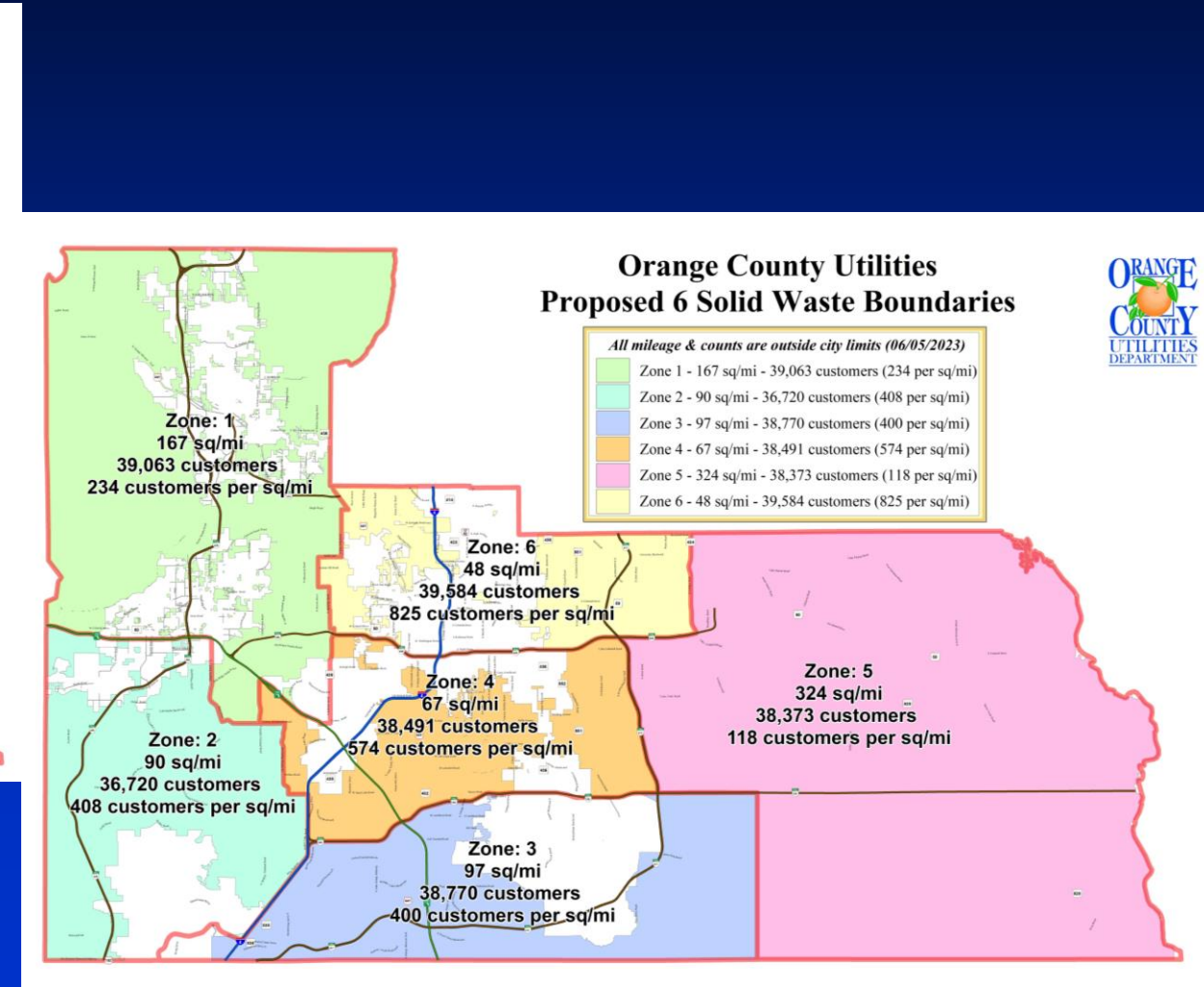
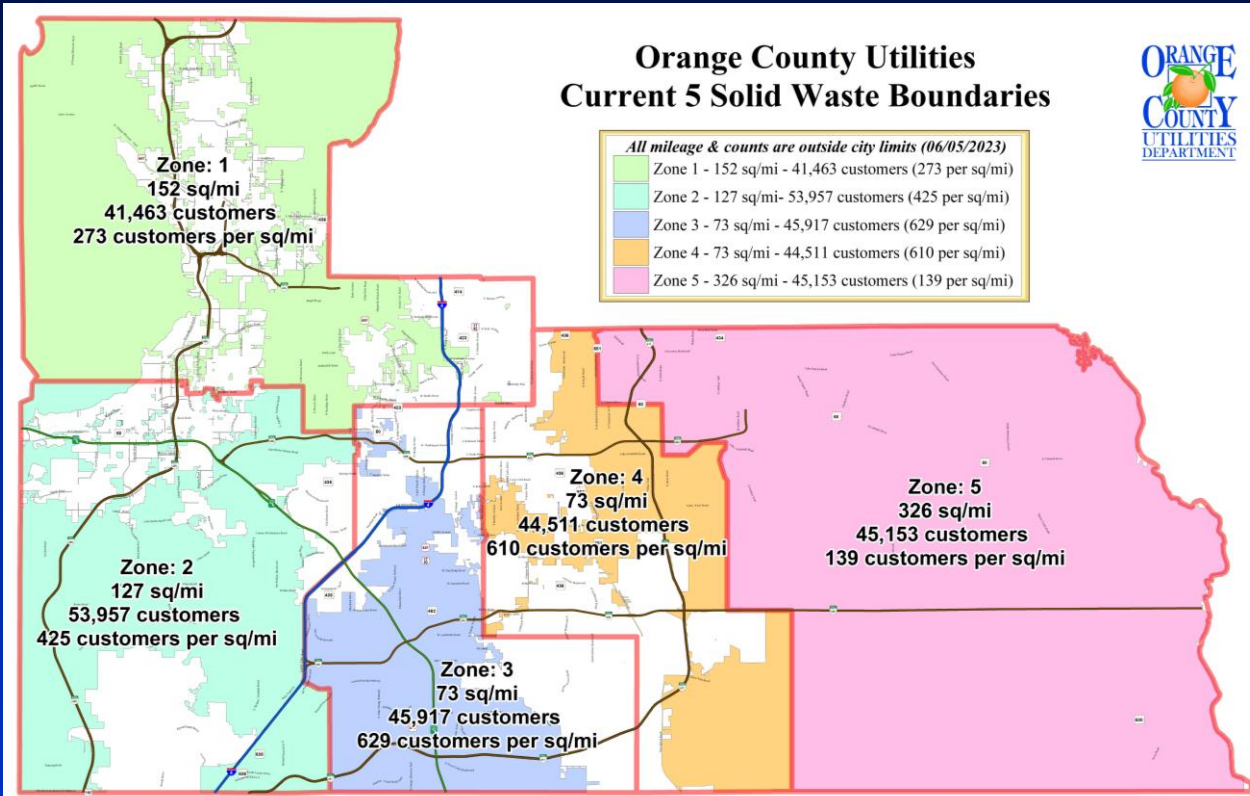
Background – Procurement Goals

5

- **Continue current level of service**
 - Once per week garbage collection in carts
 - Once per week recycling collection in carts
 - Once per week yard waste collection (up to 3 cy)
 - Empty bags at curb
 - Once per week bulky waste (large item) collection (up to 3 cy)
 - Includes white goods and up to four tires
- **Create six collection zones**
- **Improve contract with goal of consistent, positive collection service for our customers**



Background – Six Zones vs. Five Zones





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Procurement Approach - Timeline

- **August 17, 2023 – Conducted Market Sounding Event to raise awareness among potential proposers and seek their feedback**
- **November 14, 2023 – Briefed BCC on collection procurement approach**
- **May 22, 2024 – Request for Proposals #Y24-1022-PD released**
- **June 10, 2024 – Mandatory pre-proposal conference held**
- **July 16, 2024 – Proposals due**
- **August 22, 2024 – Evaluation committee met**



Procurement Approach – Solicitation Strategy

9

- Request for proposal versus bid
- Enhanced contract requirements for optimal performance
 - Six collection zones instead of five to balance service area populations
 - Requirement for 20% spare vehicles
 - Claw truck required in each zone
 - Separate collection of tires and white goods consistent with regulations
 - Contractor responsible for cart management
 - Increasing penalties for poor performance
 - Positive service verification
 - Directed collection required



Procurement Approach

- Any one proposer can be awarded maximum of two zones
- Proposers request one or two zones and meet minimum criteria
- Qualifications based evaluation

Criteria	Points
Qualifications	15
Experience	15
Technical Approach, General	15
Technical Approach, Zone Specific	15
Price	40
Total	100

- Service Option 1 – price and approach for 1x per week garbage collection



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Procurement Results

- **Four proposals received**
- **Three incumbent firms qualified for two zones**
 - FCC Environmental Services of Florida, LLC (FCC)
 - Waste Management Inc. of Florida (WM)
 - Waste Pro of Florida, Inc. (Waste Pro)
- **One new firm qualified for one zone**
 - GFL Solid Waste Southeast, LLC (GFL)



Procurement Results

- **Procurement evaluation approach**
 - Committee scored all proposals by service zone and service option for qualifications, experience, technical approach general and zone specific
 - Evaluated number of routes, number and size of trucks, staffing, etc.
 - Mathematical approach to convert proposed pricing to score
 - Highest score qualified first (recommended for award)
 - Once a firm qualified for two zones (or one zone), no longer qualified for additional zones
 - Continue to look at next-highest score to recommend highest scoring eligible company



Procurement Results

■ Qualified proposers and prices

Zone	Company	Price/HH /Month	Annual Price/HH
Zone 1	Waste Pro	\$24.80	\$297.60
Zone 2	Waste Pro	\$27.38	\$328.56
Zone 3	GFL	\$27.00	\$324.00
Zone 4	FCC	\$22.93	\$275.16
Zone 5	FCC	\$25.58	\$306.96
Zone 6	WM	\$25.29	\$303.48
Estimated Average Price/HH ¹			\$305.87
Collection Price Increase over 2025 ²			\$137.55
Percent Increase			82%

1. Weighted average based on different house count per zone
2. Compared to CY 2025 MSBU collection component of \$168.32



Procurement Results – Procurement Comparison

Level of Service	Contract Award Date	Contract Rate (\$/HH/year) ¹	Percent Increase Over Prior Contract ²	Jurisdiction ³	Includes Commercial
2-1-1	2023	\$193.20 – \$206.04	83% - 99%	Manatee County (Contract Extension)	Y
	2021	\$297.70 ⁴	78% - 187%	Hillsborough County	Y
	2020	\$249.12	590% (was \$36.12)	Broward County ⁵ (MSD)	N
1-1-1	2019	\$194.04 – \$354.96	55%-120%	Palm Beach County (SWA)	Y
	2022	\$292.92	83%	Lee County (SA4)	Y
	2020	\$273.72	51%	Volusia County	N
1-1-1	2024	\$275.16-\$328.56 Average \$305	82%	Orange County	N

Notes:

1. Contract rate annualized by simple multiplier of 12 applied to monthly rates.
2. Percent increase data provided where readily available.
3. Direct comparisons between rates cautioned due to differences in the level of services provided and contract term length.
4. Hillsborough County rate is MSBU rate to customer for CY 2024 collection only.
5. Broward County MSD yard trash collection once per month. For simplification on table, provided under 2-1-1 level of service.



Procurement Results – MSBU Impacts

▪ MSBU Rate Impacts

- MSBU rate includes several components including collection, disposal, and administration
- Use available reserve funds as collection component offsets and smooth rate increases to customers
 - \$14.62 per household for cart component elimination
 - Per household rate stabilization using reserves
 - CY 2026 – approximately \$31.00 reduction per household
 - CY 2027 – approximately \$19.00 reduction per household
 - CY 2028 – approximately \$7.00 reduction per household



Procurement Results – MSBU Impacts

- MSBU rate for CY 2025 is \$300 per household
- Reserves will be used to offset collection component increase
- Forecasted MSBU rate for CY 2026 is \$400 per household

Component	CY 2025	Estimated CY 2026	Change
Collection	\$168.32	\$305.87	\$137.55
Disposal	\$68.28	\$75.28	\$7.00
Administration	\$13.39	\$13.39	\$0.00
Recycling	\$36.07	\$36.07	\$0.00
Carts	\$14.62	\$0.00	(\$14.62)
Reserves/Rate Stabilization	(\$0.68)	(\$30.61)	(\$29.93)
MSBU Rate per Household	\$300.00	\$400.00	\$100.00



Procurement Results – MSBU Impacts

- Miami-Dade County	\$547.00
- Palm Beach County*	\$486.17
- Hillsborough County	\$477.89
- Orange County ('26)	\$400.00
- Osceola County	\$381.98
- Broward County	\$370.00
- Lake County	\$345.00
- Seminole County	\$305.00
- Lee County*	\$300.51

Note: This slide compares Orange County's proposed 2026 rate to others' 2025 rates. * Indicates an average of different zone rates.



Procurement Results – Service Requirements

19

- High level of service provided to County residents
- County Code prescribes that curbside collection provide:
 - Weekly yard waste collection up to 3 cubic yards
 - Weekly bulky waste collection up to 3 cubic yards
 - Waste tires collected as bulky waste
 - White goods collected as bulky waste
- Additional considerations
 - Cart management by hauler
 - Equipment requirements
 - Contract is residential only, no commercial



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20

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Requested Action

Selection of firms to provide Residential Solid Waste and Recyclables Collection Services, Request for Proposals Y24-1022-PD, from the following firms listed alphabetically:

- **FCC Environmental Services of Florida, LLC (FCC) – Zones 4 and 5**
- **GFL Solid Waste Southeast, LLC (GFL) – Zone 3**
- **Waste Management Inc. of Florida, Inc. (WM) – Zone 6**
- **Waste Pro of Florida, Inc. (Waste Pro) – Zones 1 and 2**

Further request Board authorization for the Procurement Division to negotiate and execute contracts for a seven-year term under service level 1 (once per week collection) in the following estimated amounts:

- **FCC Environmental Services of Florida, LLC - \$156,673,670.46**
- **GFL Solid Waste Southeast, LLC - \$87,979,038**
- **Waste Management Inc. of Florida - \$84,327,196.24**
- **Waste Pro of Florida, Inc. - \$165,991,577.36**