

SUBJECT: 2024 – 2029 SOLID WASTE HAULING CONTRACT AWARD

DATE: MARCH 5, 2024

PRESENTED BY: KURT KOWAR, P.E., PUBLIC WORKS DIRECTOR

SUMMARY:

Staff is providing a review of Requests for Proposals (RFP) for Solid Waste Hauling Services for the 5-year period from September 2024 to September 2029. The City renews this contract every 5 years providing for trash, recycling, and compost hauling services.

RFP's were received from 5280 Waste Solutions/Scraps, Western Disposal, and Republic Services.

Staff consisting of the Public Works and Utilities Director, Sustainability Manager, and Facilities Superintendent evaluated proposals and conducted interviews with each vendor.

Results of the evaluation process and RFP scoring in accordance with Council directed criteria are being provided for review. Staff have identified options for Council consideration based upon best value, most sustainable, and best customer service and convenience. Council may award a contract on a staff developed option or interpret results as a body and provide an award on an alternative option.

Staff will provide a brief presentation to discuss the proposals, staff perspective, and provide for Q&A with the proposers if desired.

Staff will provide a notice of award and negotiate final contract terms for signature by the Mayor based upon City Council guidance.

FISCAL IMPACT:

Solid Waste Hauling services are a direct pass through cost from the vendor to the customer via the City's Utility Bill. This has no net impact to the City's Solid Waste Fund.

PROGRAM/SUB-PROGRAM IMPACT:

Provide successfully managed solid waste with competitive prices. Enable residents to dispose of their solid waste in a convenient, environmentally responsible, cost effective manner.

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RECOMMENDATION:

Staff recommends City Council award the 5 year Solid Waste Hauling contract to the proposer most qualified through combination of proposal scoring and additional Council considerations as necessary. This action would authorize the Mayor, City Manager, Public Work Director, and City Clerk to sign and execute the Agreements and certain other documents on behalf of the City.

ATTACHMENTS:

1. Presentation

STRATEGIC PLAN IMPACT:

☒	 Financial Stewardship & Asset Management	☒	 Reliable Core Services
☐	 Vibrant Economic Climate	☒	 Quality Programs & Amenities
☐	 Engaged Community	☐	 Healthy Workforce
☐	 Supportive Technology	☐	 Collaborative Regional Partner

CITY COUNCIL COMMUNICATION

City Council RFP Review & Award Residential Solid Waste Collection

City of Louisville, Colorado

March 5, 2024

“Enable residents to dispose of their solid waste in a convenient, environmentally responsible, cost effective manner.”

– Louisville Solid Waste Subprogram Objective

5 Year Solid Waste Contract Value ~ \$8,000,000 to \$10,500,00

Dependent on Bidder Selected

What Affects Pricing?

Current Rate Structure

	35g	65g	95g		35g	65g	95g		35g	65g	95g
2013	40%	48%	10%		14%	26%	57%		45%	46%	8%
2018	45%	43%	10%		12%	26%	58%		45%	41%	10%
2021	49%	39%	10%		11%	26%	60%		38%	41%	20%
2023	48%	39%	11%		8%	26%	62%		30%	41%	28%



RFP Price Results

Bid Tab Overview	Description	Republic	5280	Western
3.1.1 Base Bid	Tue-Fri	Yes	Yes	Yes
3.1.2 Alternate #1	Alt Days	No	No	No
3.1.3 Alternate #2	Weekly Recycle	Yes	Yes	Yes
3.1.4 Alternate #3	Weekly Compost	Yes	No	Yes
3.1.5 Alternate #4	GHG Offsets	Yes	No	No

	Service Days	32g Trash 35g / 65g / 95g 48% / 39% / 11%	Biweekly Recycle (Weekly)	Biweekly Compost (Weekly)	Equipment (Alt. GHG)
Existing Rates	Tue - Fri	\$13.92 (\$14.60) 13.92 / 27.84 / 41.76	Included -	Included -	RNG -
Republic	Tue - Fri	\$15.20 15.20 / 30.40 / 45.60	Included (+2.58 All) (+8.00 Opt In)	Included (+3.50 All) (+8.00 Opt In)	RNG (+5.36 Electric)
5280 Waste Solutions	Any	\$19.70 19.70 / 39.40 / 59.10	Included (+22.10 All)	Included -	CNG -
Western	Any	\$20.00 20.00 / 40.00 / 60.00	Included (+3.10 All) (+3.10 Opt In)	Included (+3.10 All) (+3.10 Opt In)	RNG (+.10 - 1.00 Offsets)

2024 RFP Evaluated Criteria

Points	60	10	5	10	5	10	100
Contractor	Pricing	Additional Services	Schedule	Equipment	RFP/ Interview	Customer Service	Total
Republic (RNG)	60.00	9.00	5.00	7.50	5.00	7.50	94.00
Republic (EV)	49.15	9.00	5.00	10.00	5.00	7.50	85.65
5280	46.29	7.00	5.00	5.00	3.00	6.00	72.29
Western	45.60	9.00	5.00	7.50	4.50	10.00	81.60

$$\text{Price Score} = \frac{(\text{5 Yr Total Low Bid} \times 60)}{\text{5 Yr Evaluated Bid}}$$

2024 RFP Price Evaluation

Base RFP Price Evaluation Before Alternates

1) 32g Trash Increment with 96g Recycle/Compost Base Bid Tab

Size	Existing *	Republic	5280	Western
35	\$ 14.60	\$ 15.20	\$ 19.70	\$ 20.00
65	\$ 29.20	\$ 30.40	\$ 39.40	\$ 40.00
95	\$ 43.80	\$ 45.60	\$ 59.10	\$ 60.00

*Republic Charges City \$14.60. City Charges Residents \$13.92.

City did not pass along 2023 CPI Increase and reduced Solid Waste Fund Reserve.

2) Bin Mix	Accts	% of Total	Cum %
35	2699	49%	49%
65	2141	39%	88%
95	607	11%	99%
> 96 Trash	66	1%	100%
> 96 Recycle	169	3%	
> 96 Compost	57	1%	
Total	5513		

3) 5 Yr Estimated Contract Value (w/o WST Inflation)

Size	Republic Net	5280 Net	Western Net
35	\$ 2,461,488	\$ 3,190,218	\$ 3,238,800
65	\$ 3,905,184	\$ 5,061,324	\$ 5,138,400
95	\$ 1,660,752	\$ 2,152,422	\$ 2,185,200
5 Yr Total	\$ 8,027,424	\$ 10,403,964	\$ 10,562,400

$$\text{Price Score} = \frac{(\text{5 Yr Total Low Bid} \times 60)}{\text{5 Yr Evaluated Bid}}$$

4) Scoring	5 yr Cost	5 yr Score
Current	\$ 7,710,552	
Republic	\$ 8,027,424	60.00
5280	\$ 10,403,964	46.29
Western	\$ 10,562,400	45.60

5) 5 Year Overall Cost vs Existing Net Increase

Size	Current	Republic	Western
35	\$ 2,364,324	\$ 97,164	\$ 874,476
65	\$ 3,751,032	\$ 154,152	\$ 1,387,368
95	\$ 1,595,196	\$ 65,556	\$ 590,004
5 Yr Total	\$ 7,710,552	\$ 316,872	\$ 2,851,848
5 Yr Total % Inc		4%	37%

2024 RFP Additional Services

Service	Republic	Western
Weekly Recycle / Compost	Opt In \$8.00 per Month per Waste Stream	Opt In \$3.10/ month per 32g Waste Stream
Recycling	-	Unlimited Overflow Pickup Outside Bin in Reusable Containers or Cardboard Boxes
Composting	Preprocessing	Preprocessing
Tree Branch / Leaf Collection	Spring / Fall Curbside Event	No Event Unlimited Curbside in Bag or Bundle
Bulk Pickup	Annual 5 Item Event One Item Each Quarter (*)	12 Items per Year Anytime
Christmas Tree Pickup	Yes (Cut and Bundled)	Yes
Cart Exchange	3 per Year (*)	Unlimited
Discounts	-	65+ Eligible for 10% Discount ~ 15% of pop. (0.69 point difference)
Document Shredding	-	Annual Shredding @ Western Offices



Base RFP Pricing - RNG Trucks

Base RFP Price - Renewable Natural Gas Trucks



Republic Services Electric Trucks

Alternate #4 - 100% Carbon Neutral via Electric Trucks and Xcel Renewables (+5.36/ mo)

Historical Trash Collection Survey Results

Categories: (2012, 2020) 2023

	2012	2020	2023
Very Satisfied (Excellent)	52%	38%	42%
	90%	82%	66%
Moderately Satisfied (Good)	38%	44%	24%
Slightly Satisfied			5%
Neutral (Fair)	8%	14%	7%
			18%
Slightly Dissatisfied			6%
Moderately Dissatisfied (Poor)	2%	5%	7%
			15%
Very Dissatisfied			8%

2024 RFP Customer Service

Republic

During City's 5 year Term Had 66%
Good to Excellent Rating on 2023 Survey

Colorado Call Pod

24 Customer Service Representatives

21 out of 24 Reps Based in Colorado

Represent Colorado, New Mexico, Wyoming

Western

During City's 10 year Term Had 90%
Good to Excellent Ratings

Boulder Based Call Pod

12 Customer Service Representatives

12 Reps in Boulder County

Represent Boulder County

Guaranteed Same Day Service for Not Outs
or Missed Bins

Unlimited Recycling & Compost on Pickup Day
"Just Pick It Up" Philosophy

Cost of Transition

- ❖ Staff Time (Minimal)
- ❖ Resident Time (Minimal)
- ❖ Contractor Time and Cost (Heavy, Built In)
- ❖ Resident Inconvenience / Onboarding Process



LSAB Feedback

- ❖ Prioritize Electric Vehicles if They Are Available.
- ❖ Prioritize composting without restrictions on what can be composted.
- ❖ Avoid Greenwashing.
- ❖ Prefer to have an Opt In Option if Available.

2024 RFP Council Opportunities

Best Value

Republic

35g / 65g / 95g
\$15.20 / \$30.40 / \$45.60
+\$1.28 / +2.56 / +3.84

Weekly Trash
Biweekly Recycle
Biweekly Compost

Opt In Weekly Recycle
Opt In Weekly Compost

Renewable Natural Gas Trucks

Most Sustainable

Republic

35g / 65g / 95g
\$20.56 / \$35.76 / \$50.96
+\$6.64 / +7.92 / +9.20

Weekly Trash
Biweekly Recycle
Biweekly Compost

Opt In Weekly Recycle
Opt In Weekly Compost

Electric Trucks
Zero Emissions

Premium Customer
Service and Convenience

Western

35g / 65g / 95g
\$20.00 / \$40.00 / \$60.00
+\$6.08 / +12.16 / +18.24

Weekly Trash
Biweekly Recycle
Biweekly Compost

Opt In Weekly Recycle
Opt In Weekly Compost

Renewable Natural Gas Trucks

Ultimate Convenience
and Customer Service