



CITY OF _____
MURPHY

LIFE LIVED AT YOUR PACE

City Council Work Session
Solid Waste Proposal Review
February 6, 2018



Solid Waste Proposal Review

Topics for Discussion

- Process
- Financial Information
- Final Steps
- Scoring Results & Recommendation
- Impact on Rates
- Next Steps



Solid Waste Proposal Review Process

Establish a fair/unbiased approach to review, analyze, score proposals, and make recommendation

- 8 Member Selection Committee appointed on Oct 4, 2017
 - Customer Service Manager
 - Facilities Superintendent
 - Parks Superintendent
 - City Secretary
 - Exec Admin Asst – Community & Econ Development
 - Municipal Court Clerk (and Murphy resident)
 - Finance Director
 - City of Plano - Environmental Waste Services Superintendent

NewGen Strategies & Solutions Consultant hired



Solid Waste Proposal Review Process (cont.)

- RFP #1-2018 issued on Jan 4th; 4 Addendums issued to clarify RFP
- 5 Proposals received on Jan 19th
 - Community Waste Disposal (CWD)
 - FCC
 - Republic Services
 - Waste Connections
 - Waste Management
- Scoring based on evaluation criteria in RFP

• Cover Itr/Conflict of Interest/Stmt of Organ	5%	Committee
• Proposed Approach	20%	Committee
• Experience	15%	Committee
• Financial Stability & Exceptions to RFP	10%	Committee
• Financial Proposal	<u>50%</u>	NewGen
	100%	



Solid Waste Proposal Review

Financial Information

- FY17 Actual cost \$769,519*
- FY18 Budgeted cost \$798,400*
- *Residential costs only; Commercial costs billed directly by vendor
- Est. Annual Value for Scoring (residential only)

CWD	\$ 857,212
FCC	\$1,188,527
Republic	\$ 948,792
Waste Connections	\$1,195,692
Waste Mgmt	\$1,700,316



Solid Waste Proposal Review

Financial Information (cont.)

Estimated Total Annual Value for Scoring

	CWD	FCC	Republic	Waste ConneC	Waste Mgmt	Current
Residential	\$857,212	\$1,188,527	\$948,792	\$1,195,692	\$1,700,316	\$754,121
Commercial	\$500,654	\$888,889	\$483,848	\$603,790	\$609,573	\$464,427
Keep Murphy Beautiful	\$5,000	\$5,000	\$10,000	\$3,000	\$400	N/A
Total Est. Value	\$1,362,866	\$2,082,416	\$1,442,640	\$1,802,482	\$2,310,289	\$1,218,548
Total Score	50%	33%	47%	38%	29%	



Solid Waste Proposal Review

Final Steps

- Interviews held on Jan 31st
 - Questions Prepared – utilized citizen input
 - Top 2 Scoring Proposers – CWD & Republic
- Committee evaluated entire selection process
 - Interviews
 - References
 - Evaluation criteria

Scores & Recommendation finalized



Solid Waste Proposal Review

Scoring Results

	Max Possible	CWD	FCC	Republic	Waste Conn	Waste Mgmt
Evaluation Criteria						
Cover Itr/Conflict of Int/Stmt of Organ	5%	4%	4%	4%	5%	3%
Proposed Approach	20%	17%	19%	18%	12%	16%
Experience	15%	12%	15%	15%	11%	13%
Financial Stability & Exceptions to RFP	<u>10%</u>	<u>6%</u>	<u>9%</u>	<u>8%</u>	<u>7%</u>	<u>7%</u>
Sub Total	50%	39%	47%	45%	35%	39%
Financial Proposal	<u>50%</u>	<u>50%</u>	<u>33%</u>	<u>47%</u>	<u>38%</u>	<u>29%</u>
Total	100%	89%	80%	92%	73%	68%
Overall Ranking		2	3	1	4	5

Solid Waste Proposal Review Scoring Results (cont.)

Recommendation

- Based on all evaluation criteria, per the RFP
- Top scoring Proposer – Republic Services
- Terms: 7 year contract; 2 renewal options of 2 yrs each
- Weekly collection of trash/recycling/bulky waste (residential services)



Solid Waste Proposal Review

Scoring Results (cont.)

REPUBLIC SERVICES STRENGTHS

- Highest Overall Score – 92%
- Strong Company financials: \$21B in net assets; \$9.4B annual revenue (FY2016)
- Outstanding references
- New Recycling Center in Jan 2019 – 99% Recovery of recyclable mtrls; Glass recovery system; Learning Center w/ Free Tours
- Different cart colors for trash & recycling
- “Pay as you use” e-waste recycling; “Sharps”/other medical waste mail-back kits
- Increased Customer Service call hrs (6:00 a.m. to 9:00 p.m.)
- Mobile app
- Headquarters only 3 miles away
- Good transition plan
- Call-ahead service to customers if driver is late
- All side or rear loading trucks; equipped with wind screens
- Recycle rebate - \$7.50/ton, per the RFP



Solid Waste Proposal Review

Impact on Rates

Residential Rates	Contract Rate	Admin/franchise fee (25.6%)	Total
Current Contract	\$10.55	\$2.70	\$13.25
Republic's Proposed	<u>\$13.49</u>	<u>\$3.45</u>	<u>\$16.94</u>
Increase per month	\$2.94	\$0.75	\$3.69

Commercial Dumpster Rates	Current Contract	Republic's Proposed	Increase
8 CY, 1/wk collection	\$140.40	\$144.61	\$4.21
8 CY, 3/wk collection	\$337.74	\$347.87	\$10.13
8 CY, 6/wk collection	\$625.48	\$644.24	\$18.76

Solid Waste Proposal Review

Next Steps

2018 Transition Timeline

- Council approves contract - Feb 20th
- Public Information Campaign – Feb 21st – May 1st
- Council adopts Fee Schedule changes – April 17th
- Current contract ends – April 30th
- Republic begins service – May 1st



QUESTIONS?