

Exclusive Solid Waste RFP Process Highlights

CITY MANAGER WORKSHOP
AUGUST 26, 2021



Internal Process

- Hired solid waste consultant
- Developed scope of work, added side agreements to scope for simplification.
- Worked with Council Ad Hoc committee, which:
 1. provided guidance to staff
 2. resulted in additional requests for information for consideration by councilmembers.
 3. Deeper understanding of process for committee
- Ad Hoc Committee not tasked with a clear objective or asked to make recommendation.



Negotiation Strategy

- Requested to negotiate with three proposers, council approved negotiations with four proposers.
- Required additional work for staff and consultant, resulting in four significant agreements.
- Negotiations with four proposers created increased competition and better results and pricing within 3.8%
- Added scope for Clean City Initiatives program.
- Ensured that city council could easily approve an agreement should they choose other than staff recommendation.



Clean City Initiative Services

Service	Labor & Vehicle Requirements	Schedule	Labor hours
Abandoned item collection and litter clean up	Two, two-person crews, two trucks	8-5 pm, six days per week	9,984
Right-of-way trash containers service	One driver and truck	7 am-11 am, six days per week	1,248
Right-of way trash container steam-cleaning	One steam cleaning truck and personnel	8-5 pm, six days per week	2,496
Hardscape cleaning	Four, two-person crew four trucks	8-5 pm, six days per week	19,968
Sidewalk, curb, gutter power washing	One, two-person crew one truck	8-5 pm, six days per week	4,992
Porter Service	Two, two-person crews, two trucks	7-6 pm, five days per week	10,400
Weekly Alley Clean ups	Two-person crew and front loader	7-6 pm, six days per week	6,240



Outreach

- A detailed Solid Waste Contract *Residential* Customer Impacts presentation was shared with ten City groups, virtually and in person.
- Solid Waste Contract *Business* Customer Impacts presentations were made virtually to the Environmental and Transportation Advisory Commission and at a Citywide community meeting.
- Provided council great comfort level at City Council meetings knowing that staff had reached out to the community and that the community had very few concerns regarding the contract terms (there were a handful of comments from the residents).



Results

- Can be surprising!
- Ten year agreement with five-year extension option and up to an additional 36 months.
- Fully compliant with State mandates.
- Balanced pricing between curbside and multi-family residential.
- One year early implementation of most Clean City Initiatives
- Additional Neighborhood Association collection program that includes weekly steam-cleaning of containers
- Proposition 218 planned in future months for first year rates and four year adjustments.



Timeline

DATE	ACTIVITY
March 24, 2020	Solid Waste Agreement RFP Released
February 16, 2021	Council directs staff to negotiate with the four proposers and return with four fully executed agreements.
June 22, 2021	Work Study Session Held
June – Aug., 2021	Individual meetings with Council as needed.
July 20, 2021	Resolution of Intent to grant exclusive solid waste agreement to any one of four proposers adopted.
August 17, 2021	Adoption of resolution to award an exclusive solid waste agreement to one of four proposers. Authorization of Proposition 218 process.
Fall 2021	Proposition 218 Noticing (45 days in advance of hearing)
Winter 2021	Proposition 218 Hearing
July 1, 2022	Services under new agreement begin.



Questions and Discussion

