

COUNCIL WORK SESSION
TUESDAY
22 MARCH 2011
1:00 P.M.
COUNCIL CHAMBER

1. Solid Waste Request for Proposal (RFP) Contractor interviews.

Attachments will be provided in this week's Items for Your Information.

Prior to the date of the briefing, contact Channel 13 at 333-6922 if you have electronic presentations.

Any individual with a disability who needs an interpreter or other auxiliary aids or services for this meeting may contact the City Clerk's Office at 373-2397 or 333-6930 (TDD).

Office of the City Manager
City of Greensboro



March 18, 2011

TO: Rashad M. Young, City Manager

FROM: Robert Morgan, Deputy City Manager

SUBJECT: Interviews for Solid Waste Management RFP's

The five firms that submitted responsive Request for Proposals (RFP) for Solid Waste Management Services have been notified that the City Council is scheduled to conduct interviews on Tuesday, March 22, 2011, in the City Council Chambers beginning at 1:00 PM.

Each firm has been informed to prepare a twenty-minute presentation that includes the following:

- Introductions of the team
- Brief Summary of offering
- Overview of qualifications and financial strength
- Explanation of proposed waste management system
- Project approach and methods to address community concerns
- Qualities that differentiate their offer from others

The firms also received a couple of question specific to their proposal to include in their presentation. These questions are attached to this memo. They have also been informed that thirty minutes have been allowed for questioning.

The interview schedule is as follows:

1:00 - 1:50	Republic Services of North Carolina, LLC
2:00 - 2:50	Waste Industries, LLC
3:00 - 3:50	Carolina Energy Development, LLC
4:00 - 4:30	Break
4:30 - 5:20	Gate City Waste Services, LLC
5:30 - 6:20	Advanced Disposal Services Carolinas, LLC

Also attached are questions specific to each proposal that the City Council may wish to ask. HDR has provided these questions at the staff's request. In addition is an interview evaluation form based upon the earlier decision matrix that will allow the City Council members to take notes while conducting the interviews. Copies of this form will be provided to Council to use during interviews.

RWM

**City of Greensboro RFP #11-695
Municipal Solid Waste Management Services
Interview Evaluation Form**

Company Name: _____

<u>Key Criteria</u>	<u>Notes</u>
<p>Qualifications, Staffing, and Experience of the Respondent Qualifications and experience of the Company, Company's staff, teaming partners and subcontractors. Demonstrated experience with projects of similar type and magnitude. History of successful project implementation.</p>	
<p>Master Plan/Approach Company's proposed transition from the current contracts, utilization of City's current property or assets, including those at White Street. Long term diversion from landfilling or enhancement of recycling. Schedule for implementation.</p>	
<p>Company Financial Depth and Stability Demonstrated ability to meet stated goals of the proposal and fund project implementation. Track record on funding similar projects.</p>	
<p>Viability of Proposed Technology Proposed technology is valid and performance has been demonstrated on previous projects using similar feedstock and throughput levels.</p>	

<p>Consideration of Community Concerns Potential for impacts including traffic, odors, noise, affect on property values. Company's plan to mitigate impacts to community.</p>	
<p>Integration of System Components Does offerer propose to manage only MSW disposal, or are other components enhanced, such as increasing recycling or waste diversion?</p>	
<p>Economic Development Potential for project to positively impact local economy by addition of jobs, future development, etc. Impact to current solid waste staff jobs?</p>	
<p>Financial Offering to the City Costs to City, tipping fee structure, escalators, up front cash payments, lease payments, host fees, revenue sharing.</p>	
<p>Other Important Considerations Subjective or intangible issues not directly considered above.</p>	

City of Greensboro
Sample List of Questions for Solid Waste Interviews March 22, 2011

The questions below are those that the City previously transmitted to companies for them to address during their interviews:

Republic Services

No questions were posed prior to interview.

Waste Industries

1. Please discuss your “no bid” for categories 0-60,000 and 60,001-150,000 tons per year in Price Form 1.

Carolina Energy Development

1. Please address the modifications or additions required at the City’s transfer station to accommodate the pyrolysis units.
2. Please clarify the process for the handling, transport and disposal of bypass waste, residue waste, and excess tonnage beyond the proposed unit capacity.

Gate City Waste Services

1. Please clarify which alternative technology system is being proposed as a potential future option.

Advanced Disposal

1. Please clarify what is covered under the base proposal service fee as compared to alternative proposal number 1.
2. Please discuss your “no bid” for categories 0-60,000 and 60,001-150,000 tons per year in Price Form 1.

Additional questions to consider asking companies during the interviews:

Republic Services

1. How does your financial offering of your base case (status quo) compare to your current disposal contract price with the City of Greensboro?
2. Is there a limit to how much waste you can take at the Uwharrie landfill? How close are you to that limit? How long do you estimate the Uwharrie facility will last?
3. You offered to take our waste through your transfer station off Bishop Road. How much waste do you take through there now and what, if anything do you have to do to add our waste if we choose that option? Expand? Re-permit? Other approvals? Are there community concerns to address if you transfer our waste from there?

Waste Industries

1. Would there be additional cost to the City if Waste Industries implements the C&D waste sorting program discussed in your proposal?
2. How do you propose to process and dispose of the City’s yard waste?
3. If you reopen White Street to all MSW, how will you ensure that there won’t be noise, dust or odor problems that impact the neighbors?

Carolina Energy Development

1. Background prior to Question 1: In looking at CED's reference projects (from Chapter 4, pages 54 to 66 of their proposal):
 - The first project is a 40 ton per day "commercial pilot system" in Menifee California that went into service in 2005 to "validate and optimize the technology with a variety of waste streams".
 - The second project is the same 40 ton per day unit that is being moved to Mecca California that will use tires as the waste for a crumb rubber facility.
 - The third reference project is an 8 ton per day unit (also in Menifee California?) that started up February 1, 2011 and "will be operated on a limited basis for testing and validation".

Question: Can you shed some light on how you expect to scale up the pyrolysis system to three (3) 200 ton per day units for Greensboro when your reference projects are much smaller, seem to be using a variety of waste for testing and research, and only one of the projects referenced has any operational data (with the other two just starting)?

Gate City Waste Services

1. Your reference projects are all WCA owned and operated landfills; will WCA be the operator of the White Street Landfill?
2. How long do you think it will take to receive permit approval from the state for changing the sideslopes of Phase III to gain additional capacity?
3. Your proposal states that the price per ton will be subject to a fuel surcharge. Is this in addition to the annual CPI listed on your Price Form 1?
4. How do you propose to process and dispose of the City's yard waste?
5. If you reopen White Street to all MSW, how will you ensure that there won't be noise, dust or odor problems that impact the neighbors?

Advanced Disposal

1. (*Note: Advanced Disposal may answer this question as part of their response to Question 1 provided to them prior to the presentation*). Can you elaborate on the differences between your base proposal related to upfitting the City's transfer station to a MRF, and how that would work under your Alternative Proposal #1? Under the base proposal you offer a \$20,000 per month lease payment for the MRF, and in the alternative you offer an annual lease payment of \$30,000 but we get to share in the revenues? Is that right? What do you think those revenues may be?
2. Do you think your plan to convert the Transfer Station to a MRF is better for us than our current arrangement? How?
3. How do you propose to process and dispose of the City's yard waste?
4. If you reopen White Street to all MSW, how will you ensure that there won't be noise, dust or odor problems that impact the neighbors?