



Solid Waste Franchise Collection Contract

Presented by
Dane Pedersen
Solid Waste Department



Scope of Services

- Residential waste and recycling collections in unincorporated Buncombe
- Subscriber based system where citizens have option to use franchise collectors services
- Currently there are 32,000 subscribers to this service



Request for Proposals

- A request for proposals was advertised on January 18, 2019
- 7 firms were represented at the mandatory pre-bid
- Deadline for proposals was March 1, 2019
- 2 proposals were submitted
- Waste Pro was the one responsive bidder



Evaluation Committee

- Evaluation and scoring performed by a 6 person committee
- Represented different professions with citizen and employee participation
- Members completed scoring sheet
- References were checked:
 - Tallahassee, FL
 - Port St. Lucie, FL
 - Jacksonville, FL
 - Concord, NC
- Incorporated 'Lets Talk Trash' survey results



Evaluation Committee

- Committee recommended moving forward in negotiations with Waste Pro
- Consulted BOC with committee findings and recommendation in April 2, 2019 pre-meeting



Waste Pro Communications

- Committee interviewed Waste Pro to discuss questions regarding proposals and to negotiate critical contract points
- Key discussion points included:
 - Customer service
 - Communication
 - Proposed operations
 - Lessons learned
 - Service verification
 - Technology



Contract Changes

Current Contract	Proposed Contract
10-year contract – Expires December 31, 2019	5-year contract with two 2-year extension options
Weekly waste collection: <ul style="list-style-type: none">Subscriber-provided container OR <ul style="list-style-type: none">Waste Pro provided container for an additional cost	Weekly waste collection: <ul style="list-style-type: none">Waste Pro provided rollout container with different size options
Weekly commingled recycling collection using a blue bag system	Every other week commingled recycling collection using rollout carts
	Expansion in automated collections and alternate fuel vehicles
\$1 Million Performance bond requirement for the first two years of the contract	\$1 Million Performance bond requirement for the duration of the contract
No damages built in to contract	Liquidated damages schedule built into contract







Liquidated Damages

Violation	Penalty
1 to 10 valid misses during any one calendar month	\$200/valid miss
11 to 20 valid misses during any one calendar month	\$300/valid miss
21 or more valid misses during any one calendar month	\$500/valid miss
200 or more valid misses during any one calendar month	In addition to penalties above, \$5,000/month in which there are more than 200 valid misses
Second or third repeat missed collection at any one location during a 30 day period	\$500/repeat miss
Fourth or more repeat missed collection at any one location during a 30 day period	\$1,000/repeat miss
Area miss of 100 locations	\$2,000/area miss
Each additional location missed over 100 locations in an area miss	\$20/location (in addition to \$2,000)
Recyclable materials report not sent to Buncombe County Solid Waste by the 10th of each month for the previous month's collections	\$100 for 1 st missed month, increases \$200 for each missed month after.
Failure to deliver recycling materials on an annual basis as described in Section 11.3.3	\$100
Leaking truck or debris leaving the truck while hauling	\$1,000/violation
Termination of Contract due to breach of Contract	Transfer of ownership of rollout carts to Buncombe County as described in section 16



Subscriber Cost Breakdown

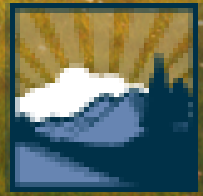
	Proposed Costs				
Current Contract	Option 1 (Contractor Provided Waste and Recycling Carts: Weekly Trash and Every Other week Recycling Collection)	Option 2 (Contractor or Subscriber-provided Containers: Weekly Trash and Weekly Recycling Collection)	Premium Service Cap	Bulky Waste Collection	Bear-proof Container
\$16.08 \$3.80 – Cart rental \$19.88 Total/Month	\$19.21 –CNG (Recommended) \$19.01 – Diesel	\$20.56 – CNG \$20.36 – Diesel \$2.95 – Cart Rental	\$25.00	\$35.00	\$300 purchase





Buncombe County, NC
Exclusive Franchise for the Collection and
Disposal of Solid Waste and Collection of
Recyclables in Unincorporated areas of
Buncombe County.

Chip Gingles – Divisional Vice
President
Johnny Lea – Division Manager



The Southeast's Fastest Growing Solid Waste and Recycling Company

- Waste Pro has invested over \$19 million dollars in capital in the Buncombe County Market. We expect to spend at least another \$7 million dollars in
- Waste Pro is an active member of the Buncombe County Community. We sponsor organizations and programs like:
 - Leadership Asheville – Sustaining Partner
 - United Way
 - Manna Food Bank
 - Chamber of Commerce
 - AB Tech



EMPLOYEE RETENTION

- ✓ Waste Pro provides excellent benefits. Health and wellness benefits include medical, dental, vision, preventative care, free access to a physician with 24-hour access, a medical expense reimbursement program, employee assistance program, short and long term disability insurance, accident/illness insurance, and more.
- ✓ Waste Pro provides regular bonus and incentive programs. Employees have the potential to receive a bonus of \$250 per each year of service, along with our \$10k Driver Award and \$5k Helper award designed for drivers and helpers who meet specific criteria over a 3 year period. Technicians are eligible for a tool reimbursement and pay increases following the completion of certain training programs.
- ✓ Career path and development are important, we believe people make the difference.
- ✓ Co-Heart program – Has led more than 150 helpers and other employees to obtain their CDL.



Benefits of Compressed Natural Gas (CNG) vs Diesel

Carbon Footprint

- ✓ CNG engines reduce greenhouse gas (GHG) emissions by up to 20% compared to diesel engines.

Maintenance Intervals

- ✓ CNG burns clearer, oil or air filters are not changed as often.

Engine Noise

- ✓ On average, CNG engines are up to 10 decibels quieter than a comparable diesel engine.





New Vehicle Descriptions

- (2) 2019 Mack TE64 28 yard RL McNeilus Body – Diesel
- (6) 2019 Autocar ACX64 28 yard ASL Newway Body – CNG
- (3) 2019 International 7400 16 yard Viper Body – Diesel
- (2) 2018 Chevy 3500 Silverado 4 yard Perkins Body – Diesel

Automation

It's SAFER. By keeping the driver inside the truck, it lessens the risk of getting hit by another vehicle. Operating the mechanical arm is less strenuous on the driver's body. 70% fewer injuries occur on an ASL truck.

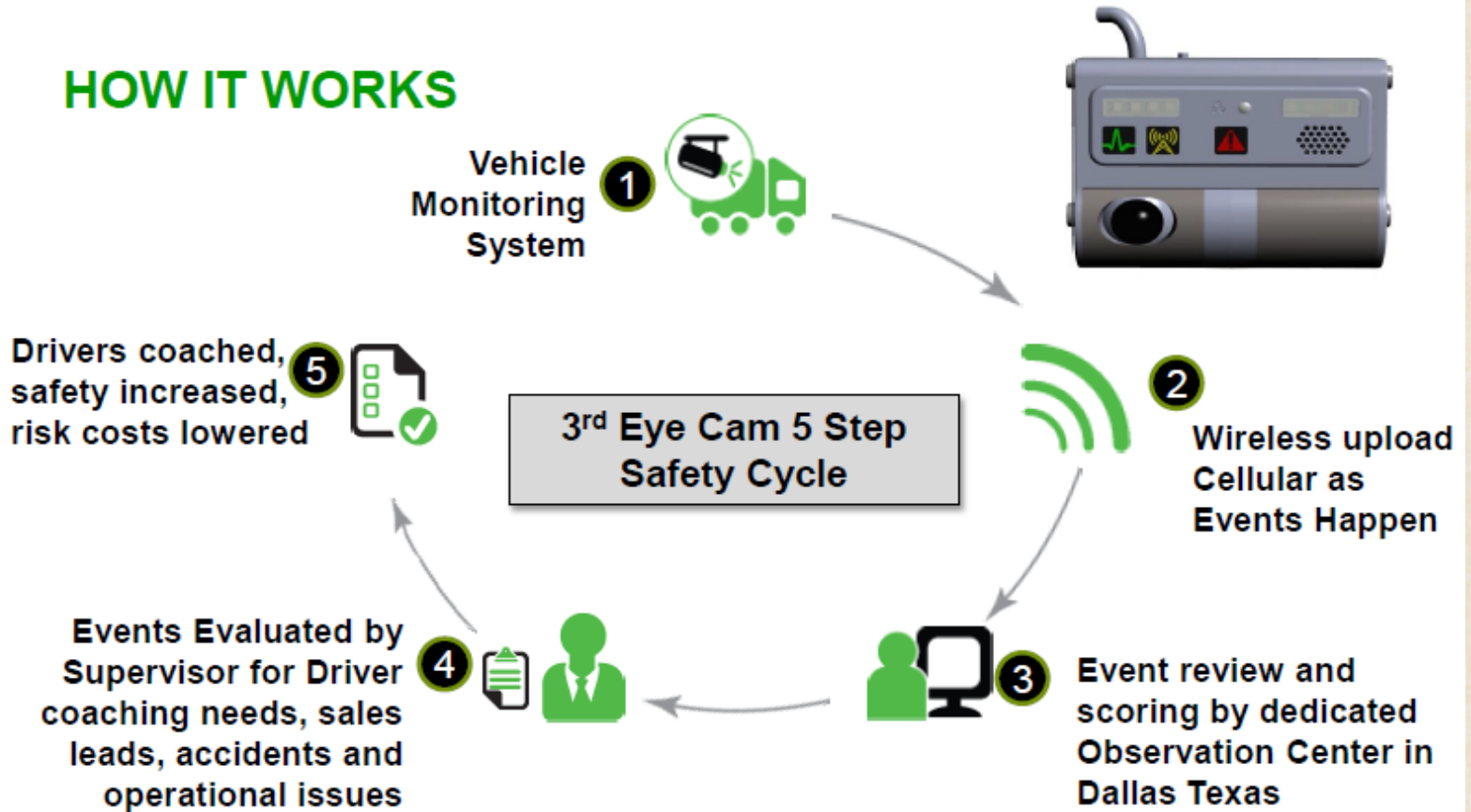
Its' more efficient. The ASL truck is simply faster than a helper, we can pick up approximately 30% more stops with only one employee.



Technology GPS

3rd Eye Cam: 5 Step Safety Cycle

HOW IT WORKS



Carts



**96-GALLON EVR-II
(UNIVERSAL / NESTABLE)**

Part Number
79296

Size (L x W x H)
35-1/2" X 29-3/4" X 43-1/2"

Load Rating
335 lbs/151.9 kg

Wheel Diameter
10"



**64-GALLON EVR-II
(UNIVERSAL / NESTABLE)**

Part Number
79264

Size (L x W x H)
31-1/2" X 24-1/4" X 41-3/4"

Load Rating
224 lbs/101.6 kg

Wheel Diameter
10"



**48-GALLON EVR-II
(UNIVERSAL / NESTABLE)**

Part Number
79248

Size (L x W x H)
28-3/4" X 23-1/2" X 37-1/2"

Load Rating
168 lbs/76.3 kg

Wheel Diameter
10"



Transition Plan

6/10/19 – 6/28/19:

Order Trucks and Carts

7/1/19:

Evaluate and implement Long Lane and Premium Service

8/1/19 – 9/30/19:

Begin marketing through HOA and community meetings
Social Media Updates
Billboard Ad

10/1/19 – 12/1/19:

All carts delivered
Welcome packet with each cart.
Instructions on how to purchase the “Bag Tag”.



Improvements

- Gains in collection efficiencies
- Remains a cost effective option for collection and disposal of waste and recycling materials for residents
- Improves environmental impacts with increasing number of CNG powered collection vehicles
- Provides safer collection practices for workers
- All subscribers will be provided roll-out carts
- Incorporates contractor accountability measures



Staff Recommendation

- Execute Franchise agreement with Waste Pro for a 5 year base term with effective date of January 1, 2020
- Per Solid Waste Ordinance Sec. 62-45, a franchise collections contract must be approved in 2 consecutive meetings (First meeting in June)

