

Award Report RFP-20-085: Collection and Transportation of Source-Separated Solid Waste

Regional Council Meeting
January 26, 2021

AGENDA

- Background
- Procurement Process
- Award Recommendation
- Financial Impact



BACKGROUND

BACKGROUND

Existing Collection Contracts:

- July 1, 2015 to June 30, 2021

Area	Current Service Provider
1 – Halifax	Royal Environmental (REgroup)
2 – Dartmouth	Royal Environmental (REgroup)
3 – Bedford, Hammonds Plains	Green For Life Environmental (GFL)
4 – Western County	Green For Life Environmental (GFL)
5 – Sackville, Beaver Bank, Fall River, Waverley	Green For Life Environmental (GFL)
6 – Cole Harbour, Eastern Passage, Cow Bay	Royal Environmental (REgroup)
7 – Porters Lake, Preston, Chezzetcook	Leo J Beazley
8 – Eastern Shore, Musquodoboit Valley	Eastern Shore Cartage

BACKGROUND

RFP 20-085 Collection and Transportation of Source-Separated Solid Waste:

- ✓ 5-year term with extension up to 2-years at Municipality's discretion
- ✓ 8 collection areas
- ✓ Scope of Services:
 - Residential garbage, organics, and recyclable collection from ~ 140,000 units
 - Provisional services (e.g., weekly organics, peak leaf & yard waste collection)
 - Optional services (e.g., moving to bi-weekly recycling collection HRM wide)
 - Operation of 2 rural refuse depots

BACKGROUND

RFP 20-085 Collection and Transportation of Source-Separated Solid Waste:

- ✓ Diversity and Inclusion training requirement
- ✓ Safety: side guards, WCB safety certified, monthly reporting
- ✓ Carbon Footprint: submission of fuel consumption and mileage data
- ✓ Eastern Passage: Weekly recycling collection



PROCUREMENT PROCESS

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Approach:

- RFP 20-085 was issued September 3, 2020 and closed on October 27, 2020
- Proponents submitted:
 - ✓ General Proposal
 - ✓ Financial Statements
 - ✓ Cost Proposal



PROCUREMENT PROCESS

Evaluation Approach

Rated Criteria Category		Weighting (Points)
General Proposal		
1	Proponent Corporate Profile and Reference Experience	
2	Equipment, Maintenance and Sustainability of Collection Fleet	
3	Proponent Team and Customer Service	
4	Collection Plan: Area Collection Schedule, Health and Safety and Data Management	
Total General Proposal		30 points (21 points to Pass)
Financial Statements		
		Pass/Fail
Cost Proposal		
		70 points
Total Points		100 points

AWARD RECOMMENDATION

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Proposals submitted by:

- ✓ Green for Life Environmental (GFL)
- ✓ Leo J Beazley
- ✓ Miller Waste
- ✓ Royal Environmental (REgroup)



AWARD RECOMMENDATION

Recommended Proponent:

Area (# of Serviced Units)	Recommended Proponent	5-Year Bid Price (inc. net HST)	Current Service Provider
1 – Halifax (32,796)	REgroup	\$15,070,797.55	REgroup
2 – Dartmouth (22,597)	REgroup	\$10,256,972.24	REgroup
3 – Bedford, Hammonds Plains (13,446)	REgroup	\$6,677,348.63	GFL
4 – Western County (16,436)	GFL	\$8,828,465.27	GFL
5 – Sackville, Beaver Bank, Fall River, Waverley (23,974)	REgroup	\$12,316,074.61	GFL
6 – Cole Harbour, Eastern Passage, Cow Bay (14,218)	REgroup	\$7,875,333.25	REgroup
7 – Porters Lake, Preston, Chezzetcook (8,575)	Miller Waste	\$6,882,457.11	Leo J Beazley
8 – Eastern Shore, Musquodoboit Valley (7,878)	Leo J Beazley	\$7,988,889.65	ESC (~Regroup)
Total Bid Price	N/A	\$75,896,338.31	

AWARD RECOMMENDATION

Alternatives:

- RFP allows the Municipality to limit the award to 3 collection areas per proponent
- Considerations:
 - ✓ Promoting competition
 - ✓ Risk mitigation
- Consistent with past Collection RFPs
 - ✓ 2015 Regional Council exercised this option
- Staff have not recommended exercising this option

FINANCIAL IMPACT

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Financial Impact to HRM budget:

Fiscal Year	Total Cost including net HST	Percent Change to Previous Year
20/21	\$ 15,594,000.00 (No weekly organics)	-5.63%
21/22	\$ 15,287,522.83	-1.97%
22/23	\$ 14,974,634.22	-2.05%
23/24	\$ 15,596,305.83	4.15%
24/25	\$ 16,289,767.26	4.45%
25/26	\$ 16,734,678.71	2.73%

Includes (21/22 onwards):

- ✓ Weekly organics (July-September)
- ✓ Seasonal collection (e.g., leaf & yard waste)
- ✓ Growth in service units
- ✓ Rerouting collection vehicles to new composting facility in 23/24

Collection and Transportation of Source-Separated Solid Waste

QUESTIONS?