

City Council B-Session



Pre Solicitation Briefing for Organic Material Processing Services

Date: December 4, 2019

Presented by: David W. McCary, CPM, Director
Solid Waste Management Department

Project & Solicitation Overview

Background:

1. Organic materials collected from the green cart collection program is processed by a vendor.
2. Giving back to nature in the form of compost.
3. Current vendor indicated price would go up.
4. This past summer, we issued an RFP for organic materials processing.
5. Only one response was received and was higher than expected.
6. The RFP was cancelled.



Renew New Earth Contract 1 Year

Tomorrow's Agenda:

1. Renew New Earth contract for 1 year.
2. Negotiated a favorable rate of \$24 per ton. (cheaper than landfilling)
3. Developed partnership with Parks & Rec and TCI to test CoSA compost demand. (252 City parks and TCI projects)
4. Buy back compost at 1/3 of market rate.
5. Aligns with the R&RR Plan by diverting materials from landfill and eventually getting to a 60% recycling rate.



Puts CoSA in a better position to negotiate when one (1) year agreement with New Earth ends.

Two Part Strategic Plan

1. Renew/Amend New Earth Contract 1 year
 - Provides time to engage vendors.
2. New RFP
 - Incorporate feedback from RFI.
 - Cast a wider net and provide more time to attract more potential respondents.
 - Consider having multiple contracts to leverage efficiency.
 - Utilize our Nelson Gardens site where we currently process mulch.

Alternative: Consider operations by City Forces.



Project & Solicitation Overview



RFI issued

- Nov. 8th thru Dec 3rd



Solicitation Type

- Request for Proposals



Estimated Value

- \$16.3 Million (10 year term)



Proposed Term

- 5 – 10 year initial term with renewal options



Current Contract Status

- Current renewal expires on 12/31/2020

Project & Solicitation Overview



- SWMD collects 68,000 tons per year of compostable material through curbside green cart collections



- Processing of the material requires a manual sorting process to remove non-compostable material

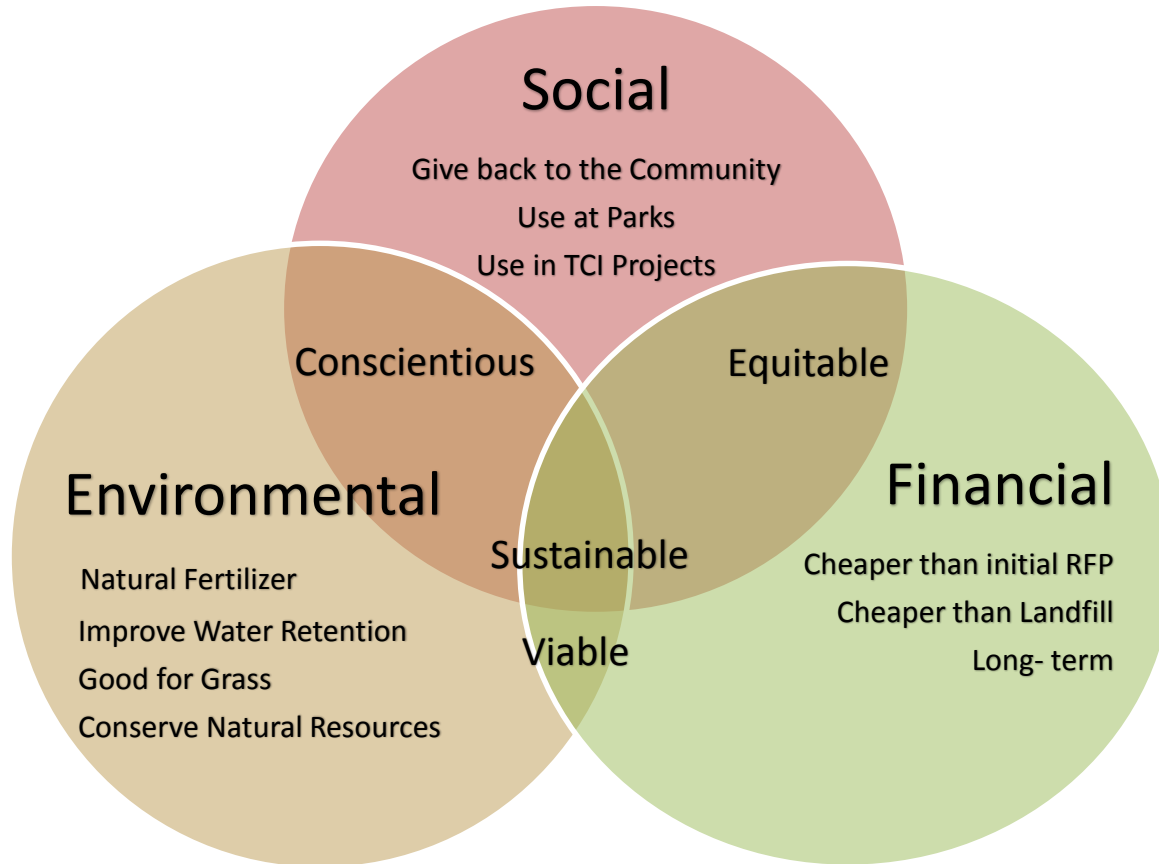
Solicitation Overview

Outreach

NIGP Codes Identified	98859 - Mulch/Compost Production Services
Number of Vendors to be Notified	Central Vendor Registry: 33 Veteran Owned Small Business (SBA): 270 Targeted Vendor Outreach: 4
Advertising	TVSA Channel 21 COSA Bidding Opportunities website Express News Industry Publications



Social-Environmental-Financial Benefits



Solicitation Overview



Evaluation Voting Members

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David W. McCary, CPM
Director, SWMD, City of San Antonio

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Deputy Director, SWMD, City of San Antonio

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Assistant Director, SWMD, City of San Antonio

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Manager, Treatment Operations, SAWS

Solicitation Requirements

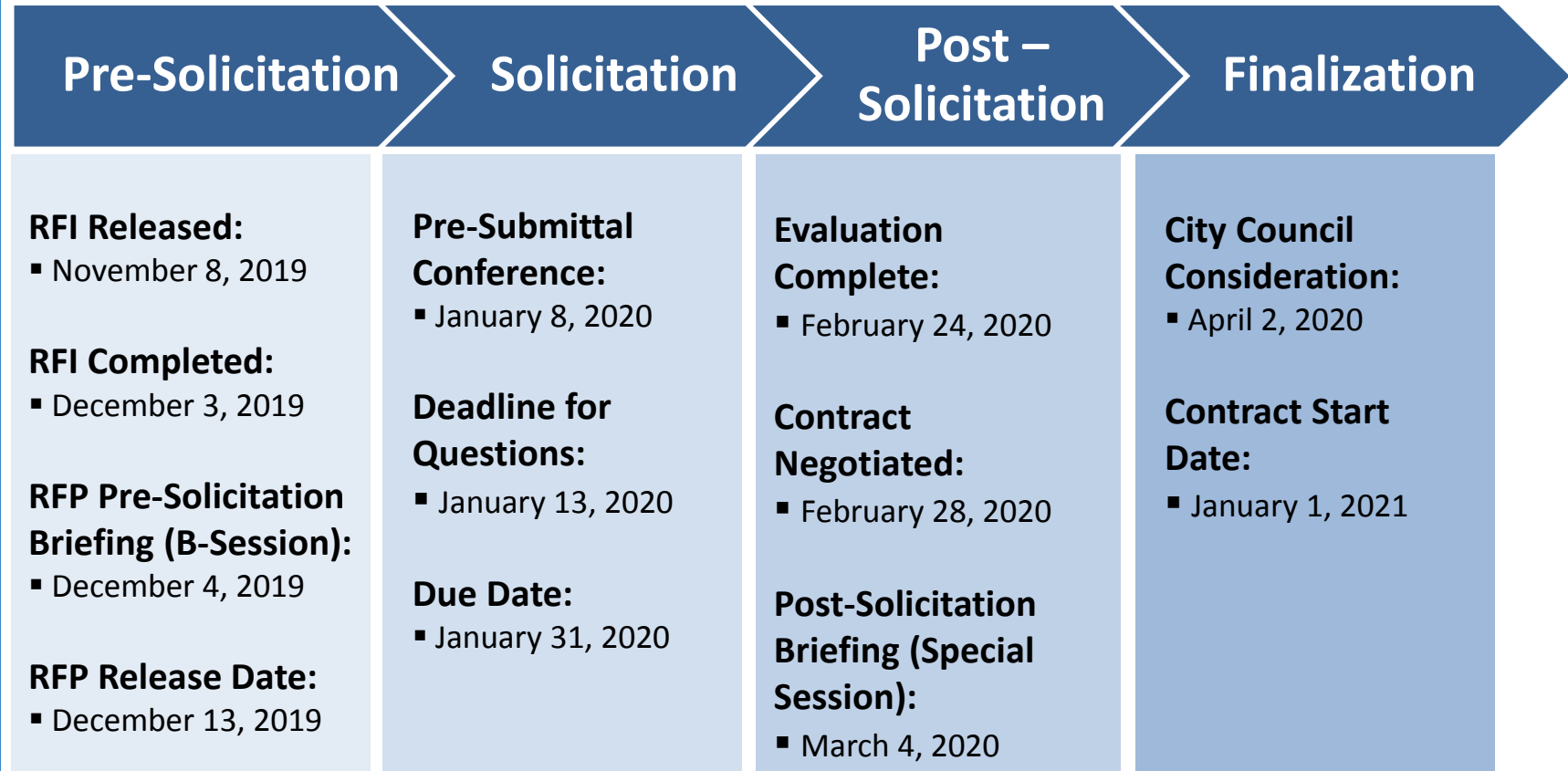
Evaluation Criteria

- Experience, Background, Qualifications: 35 points
- Proposed Plan: 35 points
- Pricing: 15 points
- Local Preference Program: 10 points
- Veteran Owned Small Business Preference Program: 5 points

Additional Requirements

- SBEDA Subcontracting Requirements: Waived
- Audited Financial Statements: Required

Project Timeline





CITY OF SAN ANTONIO
**SOLID WASTE MANAGEMENT
DEPARTMENT**

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