

1. Post-solicitation briefing for a recycling processing contract. [David W. McCary, CPM, Assistant City Manager; David Newman, Director, Solid Waste Management Department]



# City of San Antonio

## Agenda Memorandum

**File Number:**

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**Agenda Item Number:** 1

**Agenda Date:** February 2, 2022

**In Control:** City Council B Session

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**DEPARTMENT:** Solid Waste Department

**DEPARTMENT HEAD:** David Newman

**COUNCIL DISTRICTS IMPACTED:** Citywide

**SUBJECT:**

Post-Solicitation Briefing for a Recycling Processing Contract

**SUMMARY:**

This briefing will provide an overview of the solicitation process for a new recycling processing contract. The presentation will also give an overview of the project scope, solicitation type, contract value, evaluation criteria, evaluation committee and implementation timeline.

**BACKGROUND INFORMATION:**

On April 14, 2021, the Solid Waste Management Department (SWMD) presented a pre-solicitation briefing for an upcoming request for proposals (RFP) for a contract for recycling processing services. The RFP was released on July 9, 2021. Responses to the RFP were due on September 24, 2021. Seven responses were received, and they were all deemed responsive.

After the members of the evaluation panel completed their scoring, the top four scoring respondents were invited to interview with the panel. The interviews and final discussions were held on December 21, 2021.

The panel recommends the top-ranked vendor. This vendor has a strong history in the recycling market with a good performance record and references. The recommended vendor also had the best pricing structure of all the responses.

If the Council agrees with this recommendation, SWMD staff expects to complete contract negotiations with the recommended vendor by the end of February. The contract would be considered by Council in the Spring. After the contract is awarded, the vendor would begin construction of the processing facility, to be completed before the contract is set to commence in August 2024.

**ISSUE:**

This is a high profile, multi-year professional service agreement for the processing of recyclable materials that the Department collects city-wide.

**ALTERNATIVES:**

This item is for briefing purposes only.

**FISCAL IMPACT:**

This item is for briefing purposes only.

**RECOMMENDATION:**

This item is for briefing purposes only.

# City of San Antonio

## **Recycling Material Processing Services Post-Solicitation Briefing**

Item #1

City Council “B” Session

February 2, 2022

Presented by: David Newman, Director



# Post Solicitation Briefing



- ◆ High profile contract for recycling material processing services
- ◆ Process comingled materials from the blue cart including cardboard, cans, paper, plastic bottles & jugs, glass bottles
- ◆ Materials sorted, bundled, sold as feed stock for new products



# Current Recycling Processing Contract



- ◆ Republic Services
  - ◆ Formerly ReCommunity
- ◆ Contract began 8/1/14
- ◆ Contract expires 7/31/24



# Solicitation Requirements



## Solicitation Type

- ◆ Request for Proposal (RFP)
- ◆ Two options: Build on City property or on private property

## Proposed Term

- ◆ 15 years, with one, five-year option

## Evaluation Criteria

- ◆ Experience: 30 points
- ◆ Project Plan: 35 points
- ◆ Pricing: 20 points
- ◆ Local Preference Program: 10 points
- ◆ Veteran-Owned Small Business: 5 points

## Additional Requirements

- ◆ Audited Financial Statements
- ◆ SBEDA Requirements Waived

# Solicitation & Evaluation



- ◆ Released RFP on July 9, 2021
- ◆ Pre solicitation briefing to City Council “B” Session April 14, 2021
- ◆ Eight responses (seven firms submitted) received on September 24, 2021
- ◆ All proposals deemed responsive and evaluated
- ◆ Interviewed the top four respondents on December 21, 2021
- ◆ After interviews, finalized scoring of top five responses
- ◆ Clear recommendation after interview



# Evaluation Panel



- ◆ David McCary, Assistant City Manager
- ◆ David Newman, Director, SWMD
- ◆ Josephine Valencia, Deputy Director, SWMD
- ◆ Audrey Zamora-Johnson, Assistant to the Director, SWMD
- ◆ Catelyn C. Scholwinski, Recycling Coordinator, City of New Braunfels
- ◆ Natalie Smith, Senior Property Manager, Pearl
- ◆ SCS Consultants assisted with pricing analysis (ROI) model

# Scoring Matrix - Initial Scoring



		Option 1 - Private Property				Option 2 - City Property			
Request for Proposals for Recycling Material Processing Services (RFP 21-055, 6100013807)  INITIAL EVALUATION Summary	Maximum Points	River Recycling, LLC dba ReCommunity San Antonio dba Republic Services of San Antonio 4800 North Allied way Phoenix, AZ 85054	Balcones Resources , Inc. 9306 Johnny Morris Road, Austin, Texas 78724	WM Recycle America, LLC (Waste Management) 800 Capitol, Suite 3000 Houston, Texas 77002	RePower South, LLC 1859 Summerville Ave, Suite 800 Charleston, SC 294058	FCC Environmental Services 9172 Ley Road Houston, Texas 77078 (alternate)	FCC Environmental Services 9172 Ley Road Houston, Texas 77078	FreePoint Eco-Systems, LLC 58 Commerce Road Stamford, CT 06902	Waste Corporation of Texas LP dba GFL – Green for Life Environmental Ltd 8515 Highway 6 S Houston, Texas 77083
A - Experience, Background, Qualifications	30	25.83	25.83	25.00	17.17	28.00	28.00	13.17	19.17
B - Proposed Plan	35	27.17	27.00	25.33	16.50	32.33	32.33	17.17	22.00
A - B Sub-Total	65	53.00	52.83	50.33	33.67	60.33	60.33	30.34	41.17
C - Price	20	15.26	20.00	16.22	0.00	20.00	16.91	20.00	3.94
D - LPP	10	5.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
E - VOSBP	5	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
TOTAL SCORE	100	73.26	72.83	66.55	33.67	80.33	77.24	50.34	45.11
RANK BASED ON TOTAL SCORE		1	2	3	4	1	2	3	4

- <sup>1</sup>Waste to energy proposal

# Scoring Matrix - Final Scoring



		Option 1 - Private Property			Option 2 - City Property	
Request for Proposals for Recycling Material Processing Services (RFP 21-055, 6100013807)	Maximum Points	Balcones Resources , Inc. 9306 Johnny Morris Road, Austin, Texas 78724	River Recycling, LLC dba ReCommunity San Antonio dba Republic Services of San Antonio 4800 North Allied way Phoenix, AZ 85054	WM Recycle America, LLC (Waste Management) 800 Capitol, Suite 3000 Houston, Texas 77002	FCC Environmental Services 9172 Ley Road Houston, Texas 77078 (alternate)	FCC Environmental Services 9172 Ley Road Houston, Texas 77078
FINAL EVALUATION Summary						
A - Experience, Background, Qualifications	30	28.33	25.50	25.00	25.67	25.67
B - Proposed Plan	35	32.17	25.67	24.33	29.33	29.33
A - B Sub-Total	65	60.50	51.17	49.33	55.00	55.00
C - Price	20	20.00	15.26	16.22	20.00	16.90
D - LPP	10	0.00	5.00	0.00	0.00	0.00
E - VOSBP	5	0.00	0.00	0.00	0.00	0.00
TOTAL SCORE	100	80.50	71.43	65.55	75.00	71.90
RANK BASED ON TOTAL SCORE		1	2	3	1	2

# Balcones Proposal - Key Points



- ◆ Strong, forward-thinking recycler with over 25 years of recycling experience
- ◆ Headquartered in Austin
  - ◆ Close proximity for operational back-up
  - ◆ Accessibility to leadership
- ◆ Good performance record and references
- ◆ Best overall pricing structure
- ◆ Proposal includes education center and viewing gallery



# Balcones Proposal - Key Points



- ◆ Progressive compensation plan and opportunities for employee advancement
  - ◆ Propose 46 new jobs
  - ◆ Employees are full-time, with benefits
  - ◆ Promote from within (current supervisors came from frontline)
- ◆ Several locations currently under contract
  - ◆ Campus designed for employee wellbeing, growth, and as a community resource
- ◆ Innovative Technology
  - ◆ Exclusively in recycling; constant investment into emerging technology to stay competitive
  - ◆ Gold star glass recovery

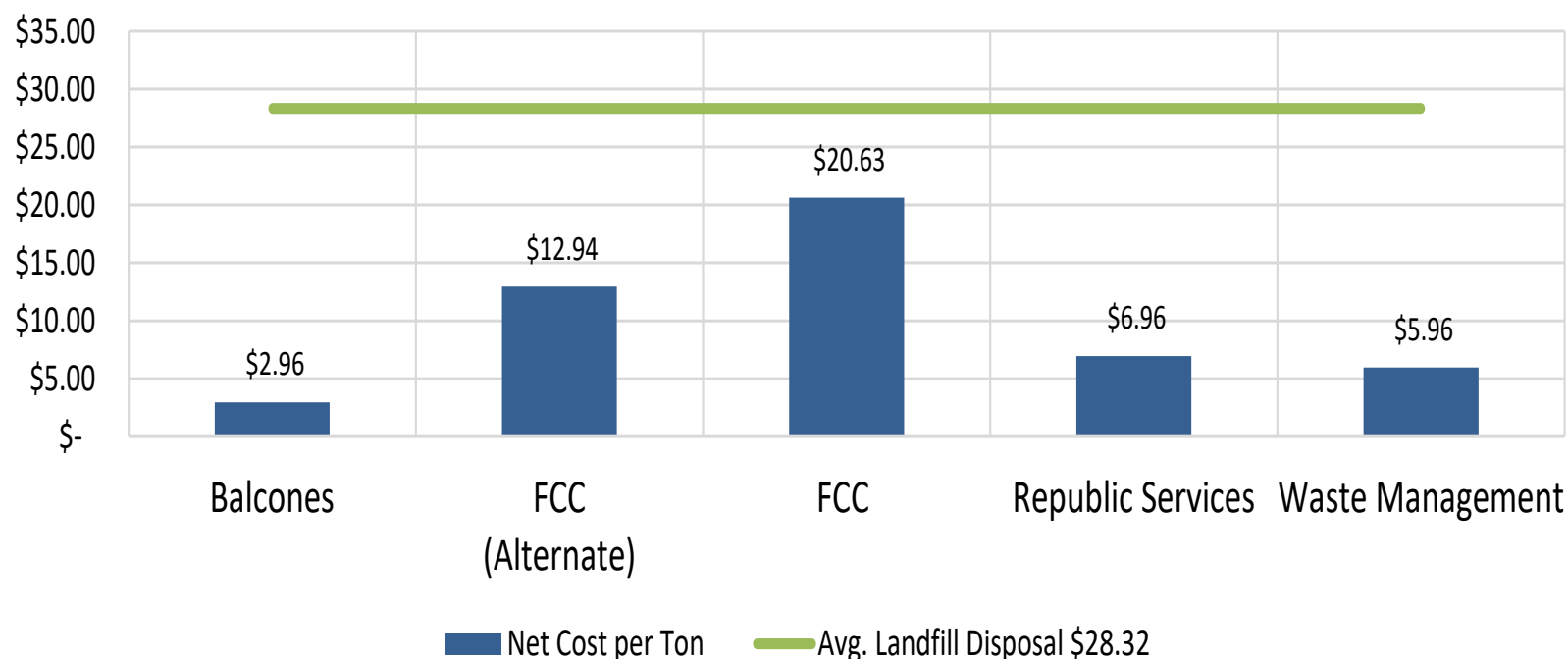


# Pricing



## Projected Net Cost Based on Historical Revenue

(Year 2024)



Category	Balcones	FCC (Alternate)	FCC	Republic Services	Waste Management
Tip Fee	\$92.00	\$101.98	\$109.67	\$96.00	\$95.00
Revenue Share %	75%	70%	70%	80%	50%



# Timeline



2022

**February:** Complete contract negotiations  
**Spring:** Contract considered by City Council

2022-  
2023

Facility Construction by Vendor

2024

**August:** New contract begins



# Thank You - Questions

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