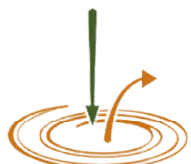


Solid Waste & Recyclables Collection Services Franchise (RFP# 2024020)

Special Call Meeting

March 20, 2024, 1:00 PM

Admin Building A – Commission Chambers



kessler consulting inc.
innovative waste solutions



“Be a Garbage CAN and not a Garbage CAN’t!”



Today's Purpose – Public Workshop

- Present options being considered for garbage, recycling, yard waste and bulk collection. (Services start October 1, 2025.)
- Obtain public input.

Note: No Board decisions today and no impact on Customer Convenience Centers.



Change is coming – Your input matters!



Indian River County's waste & recycling hauling contract ends Sept 30, 2025. The Board of County Commissioners (BCC) will meet on Wednesday, March 20 to discuss several possible options for the collection of garbage, yard trash, bulk trash and recycling. ***You are invited!***

Who is affected?

Recycling: ALL residents of Indian River County.

Garbage/Yard Trash/Bulk Trash: Residents of unincorporated IRC and Town of Indian River Shores.

What: Special Call meeting of the BCC to discuss potential changes

When: Wednesday, March 20, 2024, at 1 pm

Where: Administration Building A - Commission Chambers
1801 27th Street, Vero Beach, FL 32960

You're invited to attend the meeting
and be a part of this important process!

Can't attend in person?

Watch live online at:

<https://www.youtube.com/c/IndianRiverCountyFL>

Over
87,000
postcards sent!

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PERMIT NO 1946













*****ECRWSSDDM*****
Residential Customer

Indianriver.gov

See reverse side for service options. →



RFP Options Being Evaluated

Residential Service Options:	RFP Bid Options	Unincorporated IRC & Town of Indian River Shores			County Wide
		Garbage	Yard Trash	Bulk Trash	Recycling ⁽¹⁾
  	Option #1 Current System ⁽²⁾ (Subscription Service)	Once a Week Carted / Automated (96-gal cart)	Once a Week Customer Provided Containers	Once a Week (Limit of 4 approved items)	Once a Week Single Stream (64-gal cart)
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  	Option #4 (Universal Service)	Once a Week Carted / Automated (96-gal cart)	Once a Week Carted/Automated (96-gal cart)	Once a Week (Limit of 4 approved items)	Once a Week Single Stream (64-gal cart)

Subscription Service or Universal Service

The Current “***Subscription Service***” is where individual residents **opt-in** to have the franchise hauler provide the garbage, yard waste and bulk services and in turn pay directly to the hauler. Current rate is \$11.16 per month or \$33.48 per quarter. **(OPTION 1 and OPTION 3)**

The possible “***Universal Service***” is where the all residents of Unincorporated Indian River County are opted-in and the franchise hauler provides everyone these services. SWDD would collect the cost for these services via the non-ad valorem assessment and we would directly pay the franchise hauler on a monthly basis. **(OPTION 2 and OPTION 4)**

Customer Provided Carts or Carted Yard Waste Service

The Current Yard Waste service is where residents place yard waste in their own containers or they stack in bundles in their front lawn. **(OPTION 1 AND OPTION 2)**

The possible Carted Yard Waste Service is where residents would receive a 96-gallon cart to place the yard waste in for collection. The benefit to the customer is lower price as the hauler is no longer having one or two additional workers on the back of the truck reducing both cost, liability and efficiency. Only those customers with excessive yard waste would pay extra. **(OPTION 3 AND OPTION 4)**

Today's Agenda

- RFP Objectives and Timeline
- Current Collection System and Potential Service Options
- Today's Industry Impacts on the RFP
- RFP Results to Date
- SWDD Board Comments / Questions
- Public Input
- Adjournment

RFP #2024020 OBJECTIVES

- Meet service needs and desires of the Community
- Ensure high quality of service
- Improve efficiency
- Improve the recycling program
- Manage costs

Doing this through a Competitive Procurement via a Request for Proposal (RFP) process *with Simultaneous Negotiations*

RFP TIMELINE

Start RFP Process
November 2022

RFP Release
November 2023

1st Public Meeting
March 2024
(No Decisions)

3rd Public Meeting
Contract Award
May / June 2024

Board RFP Update
July 2023

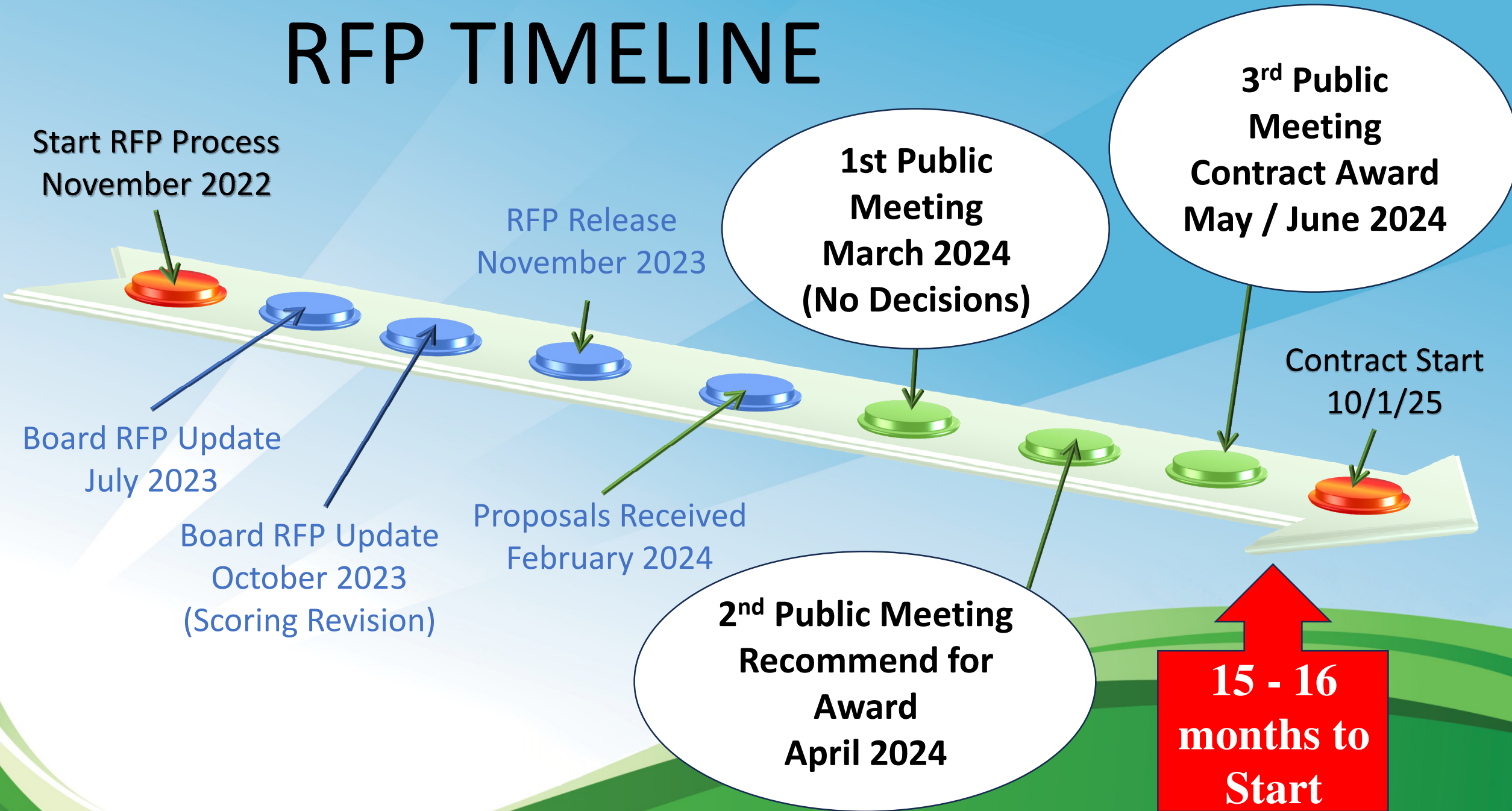
Board RFP Update
October 2023
(Scoring Revision)

Proposals Received
February 2024

2nd Public Meeting
Recommend for
Award
April 2024

Contract Start
10/1/25

15 - 16
months to
Start



RFP BENEFITS TO THE COMMUNITY:

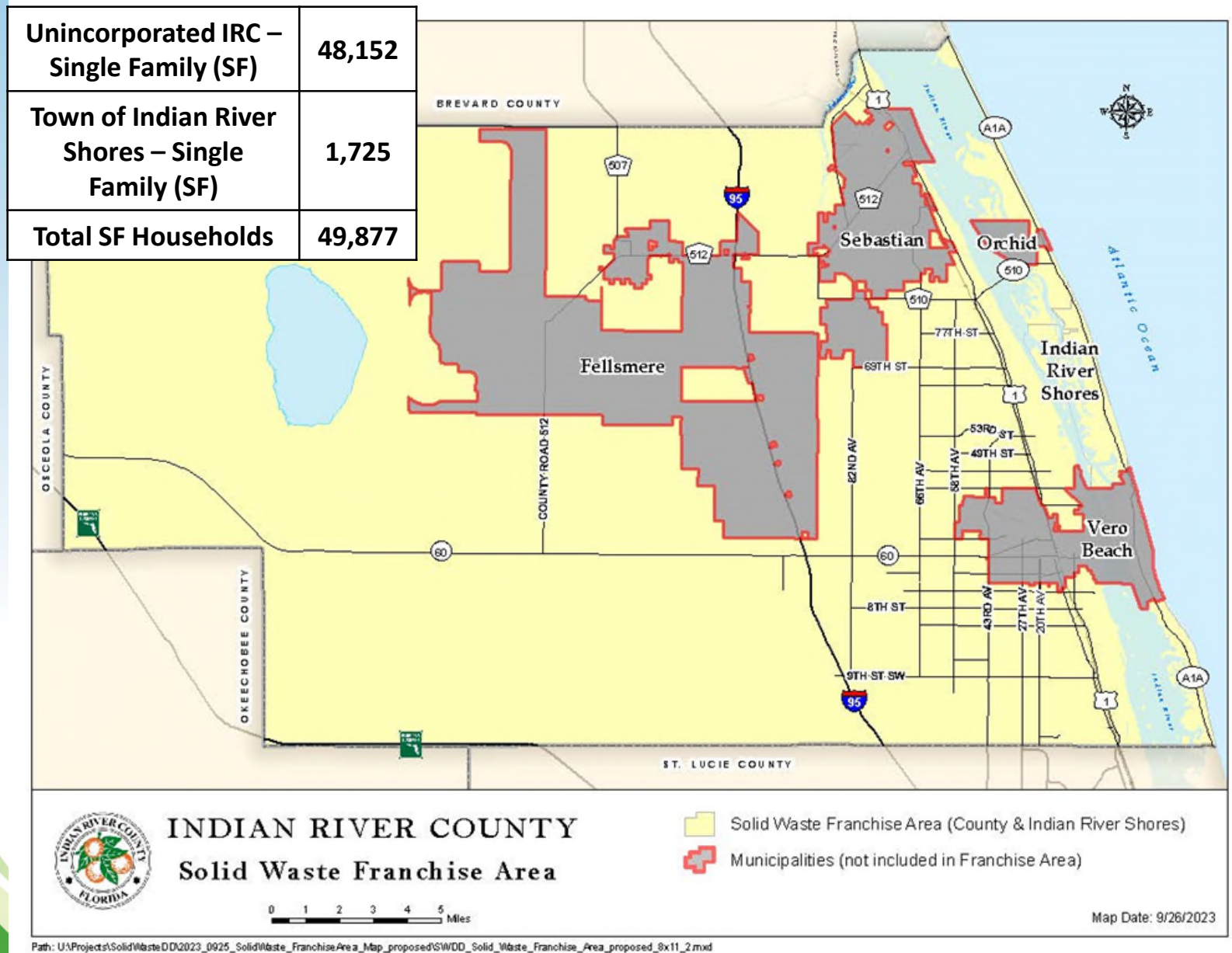
- On-Call Bulk Service to Routed Bulk Service
- Multi-Family Service in all 4 Service Options
- Increase Commercial Recycling Participation
- Smaller Vehicles for Substandard Roads / Dead-End Roads
- Government Recycling Services
- Community Cleanups and Special Events
- Call Center in the County
- Increased Administrative Charges for non-Compliance
- Real-Time Vehicle Location Requirements
- Supplemental Services (*Additional Carts, Cart Cleaning, Excessive Bulk / Yard Waste*)

Current Curbside Collection System

Two Franchise Service Areas:

- Solid Waste Franchise Area
- Recycling Franchise Area

Franchise Area – Solid Waste



Current Subscription Services:

- Once a Week Garbage
- Once a Week Yard Waste
- On-Call Bulk Pick-Up

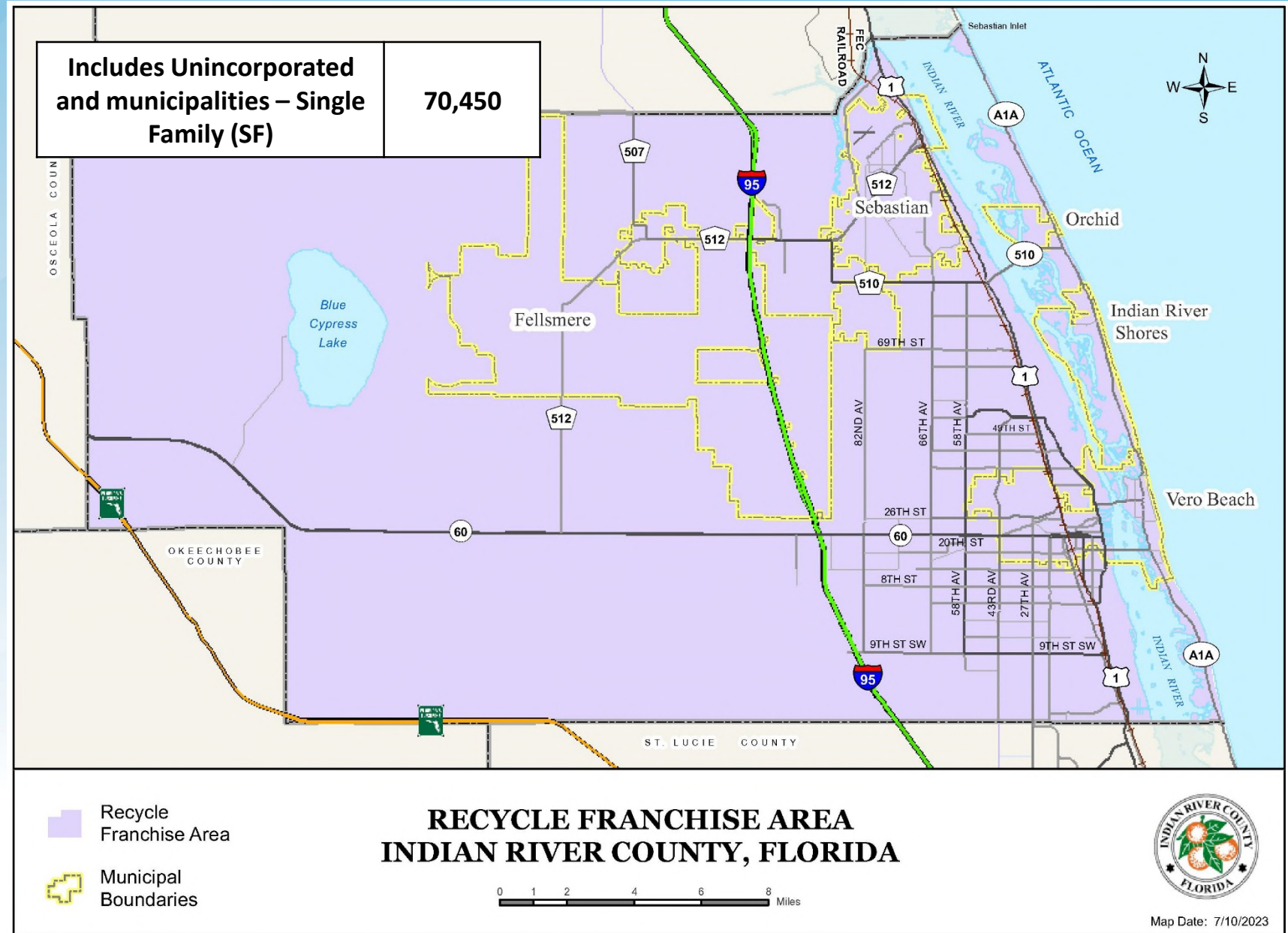
Over 70%
Participation



Franchise Area – Recycling



Current Once a Week Recycling Services are included in the Annual Landfill Assessment.



Municipalities

- The City of Sebastian entered into a new franchise in 2023 and the City of Vero Beach provides their own solid waste collection services.
- **The Town of Indian River Shores is actively participating in this RFP.**
- City of Fellsmere is currently using the piggyback clause and may consider the same in the future.
- Town of Orchid may consider using the new piggyback clause.

New Piggyback Clause:

“Franchisee shall allow other Municipalities located within the Recycling Franchise Area to obtain the same solid waste residential collection services and commercial collection services at the same terms and conditions as the County’s resulting agreement. Franchisee may negotiate separate agreements with Municipalities located within the Recycling Franchise Area for solid waste collection services that diverge from the terms and conditions in this agreement. County is not a party to any agreement or dispute between Franchisee and any other municipality.”

Today's Industry Impacts on the RFP

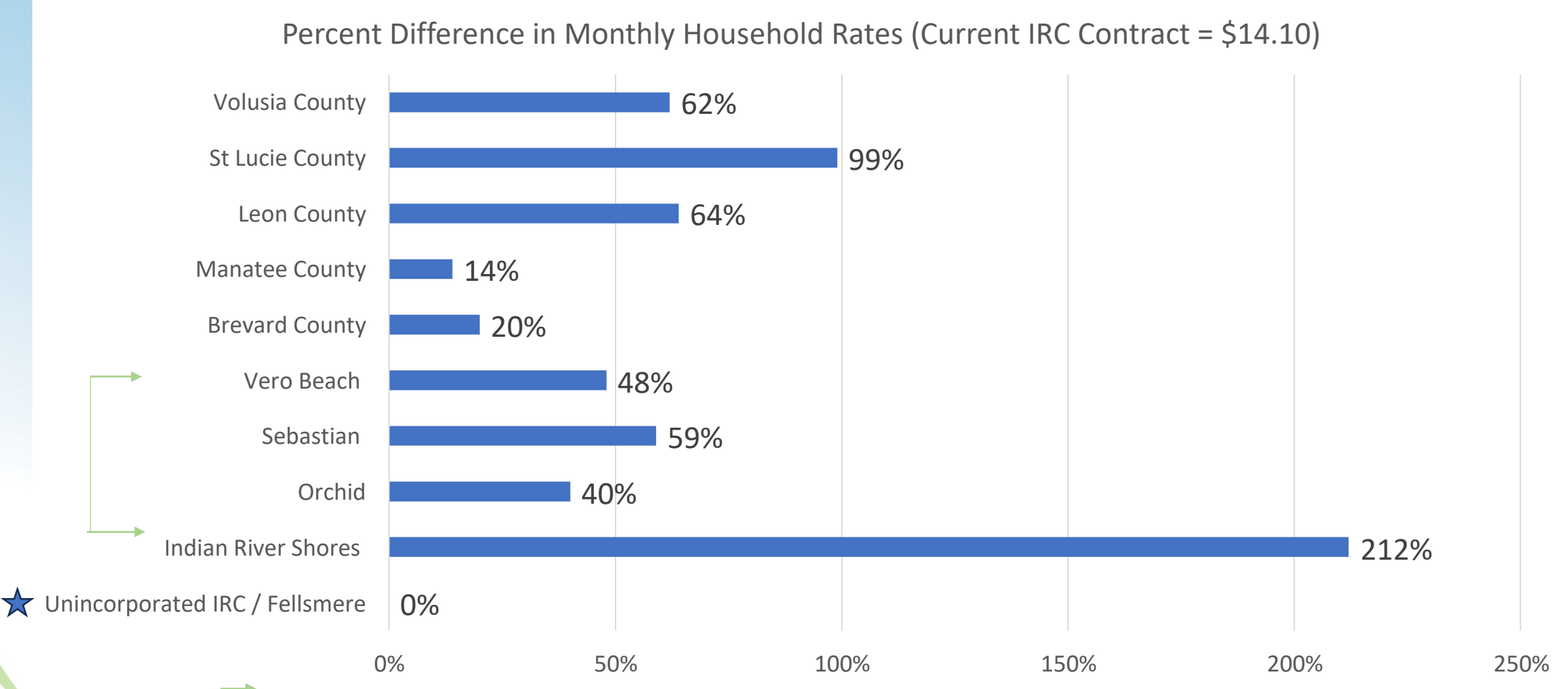
- Trend to Automated Collection (SWDD's current system)
 - Safety, efficiency, and insurance concerns
- Labor Shifts/Shortages
- Manufacturing Delays
 - Equipment and replacement parts
- Technology Advancements
 - Safety improvements and camera technologies
 - Route software efficiencies
 - Service and performance verification software
 - Real time data access
 - New reporting tools



State of the Industry: Price Increases













- Recent causes:
 - Labor wages and benefits
 - Truck and equipment costs
 - Fuel costs
 - Inflation

Comparison of Current Rates with Other Communities



Note: Direct comparison between rates cautioned due to differences in the level of services provided and contract terms.

RFP Options Being Evaluated

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RFP Options Simplified:

Subscription or Universal?

- Subscription (Options 1 and 3)
 - Resident's choice to utilize collection services
 - Resident billed monthly by hauler for service
 - *Current system*
- Universal (Options 2 and 4)
 - All Residential Units (SF/MF) receive collection services
 - Annual Solid Waste Collection Assessment would be created
 - *May help minimize cost increases*

UNINCORPORATED
INDIAN RIVER
COUNTY RESIDENTS
ONLY

RFP Options Simplified:

Non-Carted Yard Waste or Carted Yard Waste?

- Non-Carted YW (Options 1 and 2)
 - Weekly collection in customer provided containers
 - *Current system*
- Carted YW (Options 3 and 4)
 - Weekly collection in hauler provided carts
 - Improve collection system efficiency and community aesthetics
 - *Anticipated minimal cost increase*

RFP Process and Results to Date

- Five Responsive Proposals Received
- Selection Committee began review 2/22/24
- First Selection Committee meeting held on 3/8 for Initial Ranking per service option
 - Based solely on each member's interpretation and understanding of written proposals
- Committee developed 64 questions related to the proposals
- Requests for clarification issued to all five proposers on March 14
 - Responses due 5 p.m. Thursday, March 21

RFP Process and Results to Date

- Selection Committee will reconvene for additional discussions
 - Reranking authorized and appropriate throughout the process
- Selection Committee will bring final rankings and recommended service option for Board approval
- Upon Board direction, negotiations with top ranked proposers will begin
- Final agreement presented to the Board

RFP Evaluation Criteria & Selection Committee

Evaluation Criteria	Maximum Evaluation Points
Qualifications and References	25
Technical Proposal	25
Participation Growth Strategy	5
Financial Proposal	45
Total Points Possible	100

NAME	TITLE
Sean Lieske	Utilities Director
Kristin Daniels	Director, Office of Management & Budget {Elise Kriss - Senior Budget Analyst – Alternate}
Heather Christmas	Deputy Town Manager/Town Treasurer, Indian River Shores
Himanshu H. Mehta	SWDD Managing Director
Ronnie T. Jones	Assistant Managing Director

Preliminary/Initial Ranking of Proposals

Initial Rank	Option 1: Subscription / Customer Can Yard Waste	Option 2: Universal / Customer Can Yard Waste	Option 3: Subscription / Carted Yard Waste	Option 4: Universal / Carted Yard Waste
1	A	A	A	A
2	E	B	E	B
3	B	E	B	D
4	D	C	D	E
5	C	D	C	C

Understanding the Cost Difference of Options

Reminder: **Preliminary** Stage of Evaluations.

Prices are subject to changes during negotiations.

Options for Single Family Households	PRELIMINARY Proposal Price Ranges	Percent Increase Range of Proposals (Over Current Cost of \$14.10)
Option 1: Subscription / Customer Can Yard Waste	(\$24.16 - \$51.81)	71% - 267%
Option 2: Universal / Customer Can Yard Waste	(\$22.46 - \$43.00)	59% - 205%
Option 3: Subscription / Carted Yard Waste	(\$25.36 - \$53.81)	80% - 282%
Option 4: Universal / Carted Yard Waste	(\$22.80 - \$30.27)	62% - 115%

Note: "Percent Increase Range of Proposals" includes all five received proposals. Percentages are rounded.

Cone of Silence Is In Effect

As in the past, to make this an open, fair, and transparent process, IRC staff and the SWDD Board are subject to the Cone of Silence provision, which has been in effect since the RFP was issued and it remains in effect until the SWDD Board meets to discuss award!













SWDD Board Comments / Questions



Public Comment



RFP Options Being Evaluated

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1. The cost for Recycling Collection services are included in the annual Non Ad-Valorem Assessment as part of the improved property tax bill for single family and multi-family units.

2. Current pricing \$11.16 per month for Single Family Home, \$2.94 per month for Multi-Family Home subject to change under new contract.

Next Meeting:

- Tuesday, April 23, 2024 at regular Board meeting

Or

- Wednesday, April 24, 2024 at a Special Call meeting

Backup Slides

Recycling Cart Abuse



Carted Yard Waste – Increase Efficiency and Safety?

