

TOWN OF MALABAR WASTE SERVICES RFP BID REVIEW MEETING MINUTES
August 31, 2021, 6:00 PM

This meeting of the Town of Malabar was held at Malabar Town Hall, 2725 Malabar Road, Malabar, FL 32950.

1. CALL TO ORDER:

ITM, Lisa Morrell called the meeting to order at 6:00 pm.

2. PROPOSAL REVIEW COMMENTS:

Mayor Reilly began by thanking the Committee Members, Town Staff, and the responders to the bid for their participation. He stated that Council, Staff and the residents of Malabar appreciate the time and effort.

ITM Morrell also thanked the participants for their time. She then asked the Committee Members to introduce themselves.

Fritz Braun – District 4
Grant Ball – District 1
Richard Kohler – District 3
Thomas Wilson – District 5
Chuck Frazee – District 2

ITM Morrell reminded the Committee that they are reporting on the Qualifications and Experience, the Technical Proposal and Contract Exceptions provided by each firm.

Committee Members began by discussing the pros and cons of each firms Qualifications and Experience. Key Comments are captured below:

Republic Pros:

Reliability
US's Largest Waste Company
Experienced Staff
Highly Rated References
95% Renewal Rate

Republic Cons:

No Asset Acquisition and Distribution
All References had only 1x per week
Unclear markings in score sheet
Lacked Company History

Waste Pro Pros:

FL Based Company
Experienced Staff
Highly Rated References
Clean Presentation
360 Eye Camera
Already has Local Contracts including Military
Letters of Recommendation from Grant/Valkaria
None of their Local Contracts have gone out for bid
Performance Based Incentive Program

Waste Pro Cons:

Not as nationally known
Not as much Commercial Experience

Committee Members agreed both companies were qualified to execute and maintain the contract if awarded.

Committee Members then Discussed the Pros and Cons of each firms Technical Proposals. Key Comments are captured below:

Republic Pros:

Automated Collection options in Fleet
Multiple Cart Options
School and Community Outreach Programs
Wider Variety of Commercial Containers
Transition Plan begins sooner than W.P.

Republic Cons:

Only bid for 1x trash pickup Per Week
Yard Waste limited to 1 Cubic Yard
2 Different Trucks listed in Bid
1 Emp. per Truck limits pickup capacity
"White Goods" Limited Pickup
Yard waste limit may lead to fire hazards
Did not bid on all options

Waste Pro Pros:

Option #1 is same service we have now
Provided multiple options
Unlimited Yard Waste in some proposals
Smaller trucks (Easier on Malabar Roads)
Multiple Cart Options
Included Vehicle Maintenance Program
Included Complete Transition Plan
Local Customer Service Representatives
Supports Local Events (Food Truck/Sponsorships)
Storm Support for Hurricanes & Unnamed Storms
Superior Reporting
Video Monitoring
GIS Map of Routes

Waste Pro Cons:

Only Rear Load truck
Lacked Collection for Disabled Residents
Tab 5 Page 6 incomplete

Committee Members noted that including the billing and collection of Waste Services payments should be considered for inclusion in the Tax Roll. ITM Morrell explained that would require the voters to approve it as a referendum question on election day. Also discussed was the possibility of removing curbside recycling collection and providing residents with recycling dumpsters at centralized locations around Malabar. ITM Morrell reminded the Committee of a State Statute requiring municipalities to provide curbside recycling services.

Committee Members then discussed the Contract Exceptions presented by each firm. Waste Pro provided no exceptions to the draft contract. Republic struck through many portions of the draft contract including insurance, liquidation damages, transition planning, providing more than 1 container per resident, and reporting.

ITM Morrell then requested the Committee Members turn in their score sheets and allowed for a short recess.

After a short recess, ITM Morrell gave the scores from the score cards. Out of a possible max of 60 points, the results were as follows:

Republic: 31
Waste Pro: 57

ITM Morrell then distributed the Financial Proposals to the Committee Members for their review. It was difficult to compare pricing because only one firm provided a quote for twice a week collection.

Committee Members then discussed the pros and cons of the Financial Proposals submitted by each firm. Key Comments are captured below:

Republic Pros:

Least expensive option

Republic Cons:

No option for twice per week service
Did not respond to all requested bids
Commercial pricing very high
\$75 per additional cart
Will not own the carts

Waste Pro Pros:

Provides an option of continuing current service
Reasonable Commercial Costs
Small rental fee for extra cart
Unlimited Yard Waste in multiple options

Waste Pro Cons:

Most expensive option

MOTION: CM Kohler/ CM Ball to recommend Town Council direct ITM Morrell to begin negotiations with the highest scoring firm, Waste Pro at the September 14th RTCM. Motion Carried 5-0; All Ayes.

ITM Morrell asks if negotiations fail with Waste Pro if the Committee would recommend beginning negotiations with Republic. General consensus is to send it out for bid again if that happens. Malabar requires twice per week trash pick up and unlimited yard waste, and Republic seems unable to perform that task.

3. **ADJOURNMENT:** There being no further business to discuss and without objection, the meeting was adjourned at 7:48 P.M. by ITM Morrell

Transcribed by:
Richard W. Kohler
Deputy Town Clerk/Treasurer