



St. Johns County Public Works

Solid Waste Division

RFP: 23-32
Residential Solid Waste, Recycling, and
Yard Waste Collection Services



PRESENTATION AGENDA

Solid Waste Contracts

Program Overview

Due Diligence

Contract Options

Next Steps

Solid Waste Contracts



Solid Waste Contracts

Major Departmental Contracts

Residential household garbage, recycling, and yard waste collection agreement with Republic Services for northern St. Johns County.

- ***Expires July 31, 2024***

Residential household garbage, recycling, and yard waste collection agreement with Waste Management for southern St. Johns County.

- ***Expires July 31, 2024***

Transfer Station operation and solid waste disposal agreement with Waste Management.

- ***Expires July 31, 2029***

Program Overview



Residential Collection Service

Current Service Level

Weekly Curbside Collection

- ❑ Manual, hand loading of household garbage: Unlimited
- ❑ Automated loading of recycling: Hauler provides 35 or 95-gallon carts
- ❑ Manual, hand loading of yard waste: Unlimited
- ❑ Bulk Waste (Furniture, mattresses, sofas, interior furnishings): Unlimited

Scheduled services

- ❑ Appliances and white goods as needed by residents

Due Diligence





Due Diligence

1. Waste Hauler Input:

- Conducted interviews with ten waste haulers.
- Provided valuable input on levels of services.
- Recommended long-term contract due to increasing cost of equipment.

2. Customer Service Survey:

- 5,258 residents participated in a county-wide survey.
- 90% of residents were satisfied with the current service levels.
- Reliability was the most important factor in considering residential collection service.

3. Route Survey Project:

- Solid Waste staff conducted a comprehensive set of 5,500 route surveys.
- Route surveys involved a two-week process to gather data on the current participation rates.
- Data collected confirmed that proceeding with current service levels is sustainable for the County.

Contract Options



Contract Options

Request for Proposals 23-32 included two options for residential collection service:

Option 1: Current Service Levels *Weekly Residential Collection Service*

- Manual, hand loading of household garbage: Unlimited
- Automated loading of recycling: Hauler provides 35 or 95-gallon carts
- Manual, hand loading of yard waste: Unlimited
- Bulk Waste (Furniture, mattresses, sofas, interior furnishings): Unlimited
- Appliances and white goods: Scheduled services, as needed by residents.

Option 2: Defined Services *Weekly Residential Collection Service*

- Automated loading of household garbage: Hauler provides 95-gallon carts
- Automated loading of recycling: Hauler provides 35 or 95-gallon carts
- Manual, hand loading of yard waste: Limited to 2 cubic yards
- Bulk Waste (Furniture, mattresses, sofas, interior furnishings): Scheduled services, as needed by residents.
- Appliances and white goods: Scheduled services, as needed by residents.

Contract Options

- ❑ The evaluation criteria included an assessment of the company's staff, team qualifications, relevant experience, service approach, and proposed pricing.
- ❑ Solicited pricing for the current service level (Option 1) and defined services (Option 2).
- ❑ Companies had the option to submit proposals covering the existing north/south service areas and the option to service the entire county.
- ❑ Overall a total of seven companies submitted proposals for one or more of the requested options outlined in RFP 23-32.
- ❑ The total monthly cost per residential property varied between \$21.22 and \$38.98.

RFP 23-32 Evaluation Criteria

North Service Area

Current service		
<u>Vendor</u>	<u>Total</u>	<u>RANK</u>
FCC Environmental	777.0	1
Waste Management	691.0	2
Waste Pro	670.0	3
Meridian Waste	607.6	4

Defined service		
<u>Vendor</u>	<u>Total</u>	<u>RANK</u>
FCC Environmental	775.0	1
Waste Management	718.8	2
Republic Services	675.1	3
Coastal Waste & Recycling	656.8	4
Waste Pro	654.4	5
Meridian Waste	588.4	6
GFL Solid Waste	587.9	7

South Service Area

Current service		
<u>Vendor</u>	<u>Total</u>	<u>RANK</u>
FCC Environmental	616.0	1
Waste Management	600.5	2
Waste Pro	562.3	3
Meridian Waste	501.9	4

Defined service		
<u>Vendor</u>	<u>Total</u>	<u>RANK</u>
FCC Environmental	776.0	1
Waste Management	728.0	2
Waste Pro	670.4	3
Meridian Waste	641.1	4
GFL Solid Waste	597.4	5

Entire County

Current service		
<u>Vendor</u>	<u>Total</u>	<u>RANK</u>
FCC Environmental	775.0	1
Waste Management	688.5	2
Waste Pro	667.4	3
Meridian Waste	597.6	4

Defined service		
<u>Vendor</u>	<u>Total</u>	<u>RANK</u>
FCC Environmental	775.0	1
Waste Management	710.6	2
Waste Pro	654.0	3
Meridian Waste	611.6	4

RFP 23-32 Pricing Evaluation

North Service Area

Current service		
Vendor	Proposed Price	RANK
FCC Environmental	\$21.63	1
Meridian Waste	\$31.43	2
Waste Pro	\$31.82	3
Waste Management	\$38.98	4

Defined service		
Vendor	Proposed Price	RANK
FCC Environmental	\$21.40	1
Coastal Waste & Recycling	\$23.95	2
Waste Management	\$28.96	3
Meridian Waste	\$29.47	4
Republic Services	\$29.49	5
GFL Solid Waste	\$33.21	6
Waste Pro	\$35.56	7

South Service Area

Current service		
Vendor	Proposed Price	RANK
FCC Environmental	\$23.60	1
Meridian Waste	\$31.53	2
Waste Pro	\$33.36	3
Waste Management	\$38.58	4

Defined service		
Vendor	Proposed Price	RANK
FCC Environmental	\$24.33	1
Meridian Waste	\$28.27	2
Waste Management	\$31.00	3
GFL Solid Waste	\$35.41	4
Waste Pro	\$35.67	5

Entire County

Current service		
Vendor	Proposed Price	RANK
FCC Environmental	\$21.22	1
Meridian Waste	\$30.41	2
Waste Pro	\$31.82	3
Waste Management	\$38.75	4

Defined service		
Vendor	Proposed Price	RANK
FCC Environmental	\$21.34	1
Meridian Waste	\$27.08	2
Waste Management	\$30.79	3
Waste Pro	\$35.56	4

Solid Waste Contract Costs

RFP 23-32 results providing identical level of service from current providers, annualized*:

Current Agreements annualized through July 2024	\$21,750,120
FCC Environmental	\$28,265,040
Meridian Waste	\$40,506,120
Waste Pro	\$42,384,340
Waste Management	\$51,615,000

* Based on a forecasted 111,000 residential homes occupied by August 1, 2024

Surrounding County Analysis

County/City	Unit Services	Total (\$/year)
St. Johns County – Current	107,000	\$254.00
Leon County (Invoiced directly to the resident by residential hauler)	33,000	\$318.04
St. Johns County- Proposed	111,000	\$324.00
Clay County	70,000	\$324.00
City of. St. Augustine Beach	3,400	\$335.00
City of St. Augustine	29,000	\$343.80
Flagler County (Twice per week garbage collection)	7,800	\$427.90
Nassau County (Invoiced directly to the resident by residential hauler) Total cost per year is for garbage only.	95,464	\$476.00

Next Steps



Recommendation for Award

- ❑ Recommendation to proceed with FCC Environmental Services.
- ❑ FCC is the most qualified company in response to RFP 23-32, offering the most competitive overall cost.
- ❑ Continue with Option 1, maintaining the current service level without any impact on services for residents.
- ❑ The proposed agreement includes an initial seven-year term with the option to renew two additional five-year terms.
- ❑ FCC will provide services to the entire St. Johns County, streamlining operations by eliminating the need for multiple contractors.
- ❑ FCC has provided letters of commitment for equipment to ensure the availability of vehicles on the commencement date.
- ❑ Opting to maintain current service level (Option 1) would offer the most cost-effective and beneficial solution for residents.

Transition Plan

- ❑ Execute contract with FCC Environmental Services.
- ❑ Schedule a meeting with FCC to discuss the draft franchise agreement and the transition plan's key concepts.
- ❑ Verify the delivery of new collection vehicles and equipment for the contract's commencement.
- ❑ Confirm the purchase and delivery of collection carts to residents.
- ❑ Implement Trac EZ software for customer service reporting and documentation.
- ❑ FCC to identify a local office in St. Johns County and construct a new CNG fueling station.
- ❑ Delivery of notice to residents for commencement of residential collection services.

Solid Waste MSBU Assessment

County created the Solid Waste Municipal Service Benefit Area (MSBU) in 1989.

	FY23	FY24	FY25 Proposed
Disposal Assessment	\$57.00	\$62.00	\$79.00
Collection Assessment	\$123.00	\$130.00	\$166.00
Recycling Assessment	\$56.00	\$62.00	\$79.00
Total	\$236.00	\$254.00	\$324.00

*FY 25 – Proposed increase of \$5.83 per month for residential collection services.

*The disposal assessment is part of a separate contract, and this cost is not incorporated into the residential collection contract

Next Steps



Proposed Board Motions

- ❑ Motion to initiate the process for advancing negotiations and drafting amendments to the franchise agreements with FCC Environmental Services.
- ❑ Motion to support staff's efforts in moving forward with the new rate increase for RFP 23-32.



Public notification per state law letter mailed to each resident.

- ❑ Notice will be delivered by first-class mail to the owners of each parcel.
- ❑ Will include the purpose of the assessment, total annual revenue, and proposed new rates.



Public hearing is scheduled in the first quarter of Jan 2024.

- ❑ Board approval

