COUNTY OF ALAMEDA

Questions & Answers

to

RFP #PLN2023-002

### for

# **Waste Hauler Negotiation Assistance Consultant Service**

**Networking/Bidders Conferences Held on February 6 & 7, 2023**

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| **This County of Alameda, Community Development Agency RFP Questions & Answers (Q&A) has been electronically issued to potential bidders via email. If you have registered or are certified as a SLEB, please ensure that the complete and accurate email address is noted and kept updated in the SLEB Vendor Database. This RFP Q&A will also be posted on the GSA Contracting Opportunities website located at** [**Alameda County Current Contracting Opportunities**](https://gsa.acgov.org/do-business-with-us/contracting-opportunities/)**.**  |

Alameda County is committed to reducing environmental impacts across our entire supply chain.

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Thank you for your participation and interest in the County of Alameda Request for Proposal (RFP) for Waste Hauler Negotiation Assistance Consultant Service.

All the questions are taken from written questions asked at the Networking Conferences or emailed by potential Bidders. The County of Alameda shall be noted as “County” in the answers to these questions. The Questions and Answers are the final stances of the County. Please consider this document in preparation for your bid response.

**Questions and Answers:**

**Questions received during Networking Conferences and via email:**

**RFP Process Questions:**

**Q1: Would it be possible to get a Word version of Exhibit A Bid Response Packet in which we could check the boxes and fill in our information? We understand that our submittal must be an OCR PDF.**

A1: A new fillable Bid Response Packet is included in Word in our Addendum. Bidders must use the new fillable form and not the Bid Response Packet included in the original RFP.

**Q2: The link to “General Requirements” on page 3 of the Bid Response Packet doesn’t appear to link to any requirements, but to Alameda County’s General Services Agency website. Is there a document for “General Requirements” that we should review?**

A2: The Word version of the Bid Response Packet in the Addendum now has this active link: <https://gsa.acgov.org/do-business-with-us/contracting-opportunities/policies-procedures/general-requirements/>

**Q3: The link to the Standard Services Agreement on page 21 of the RFP does not appear to be working. Page 21 (item x) says that the agreement will be negotiated at the time of award. Does this mean that we do not need to review and provide exceptions to agreement language in our proposal?**

A3: Here is the correct link to the Standard Services Agreement:

[Standard Services Agreement Template.doc (sharepoint.com)](https://acgovt.sharepoint.com/%3Aw%3A/s/GSADigitalLibrary/EeGBnUyJSMFBoXqtvbj7ly0BqycT5J83NKyIV19tLO6-yA?e=YwGjFP)

Bidders should review the Standard Services agreement and state exceptions where needed.

**SLEB Questions:**

**Q4: Estimate of the amount of time required to obtain SLEB certification.**

A4: The SLEB website FAQ <https://www.acgov.org/sleb/index.htm> states that it can take up to 45 days depending on required documentation.

**Q5: We are not currently SLEB certified, but we are qualified and have submitted an application. How long will this process take to become certified?**

A5: The SLEB website FAQ <https://www.acgov.org/sleb/index.htm> states that it can take up to 45 days depending on required documentation.

**Q6: We are not currently certified as an SLEB; however, we will be partnering with an SLEB for the purposes of this proposal and project. As the primary bidder, what should we select of the options presented on page 4 of the Bid Response Packet? Would choosing option #1 immediately disqualify us from being considered, or does that option consider our partnership with a SLEB? Conversely, should we select option #2 because a SLEB will partake in the project and proposal process?**

A6: Choosing option #1 would not disqualify, it simply means we would not give their bid any preference over other bids received. Their partnership with a SLEB is considered on page 7 – the SLEB information sheet. You would not choose option #2 since you are not currently a SLEB.  If you can provide current business licenses in cities within Alameda County, you can choose option #3, which would give your bid a 5% preference.

**Q7: We are a small business registered with the state of California SBA and currently have business licenses in Oakland, Livermore, and Pleasanton. In addition, many of our employees live and work (from home) within Alameda County. Are we eligible for SLEB certification? If not, why?**

A7: The SLEB program is managed by the Auditor-Controller Agency. Please contact them to inquire. Here is a link to the SLEB program website: [Small, Local and Emerging Business (SLEB) Program - Alameda County (acgov.org)](https://www.acgov.org/sleb/index.htm)

**Q8: We would like to confirm that the SLEB requirement can be met with either a small local business or an emerging local business. Or, is the requirement that a local business qualify as both small AND emerging?**

A8: Here is a link to the SLEB database: [Find A Supplier - Small, Local and Emerging Business (SLEB) Program - Alameda County (acgov.org)](https://www.acgov.org/sleb_query_app/slebmenu.jsp). The SLEB you partner with must be listed as a certified small or emerging business, with a certification number and an expiration date. All other businesses in the SLEB database are identified as non-certified local.

**Project Questions:**

**Q9: The CalRecycle CAP you mentioned hasn’t been finalized. Does the draft compliance timeline match RFP timeline?**

A9: In general, yes. However, when we released the RFP, we had not yet received the preliminary CAP timeline expectations from CalRecycle. The RFP identifies an initial contract term of 2 years, but the current draft CAP identifies a somewhat accelerated timeline. The draft CAP and timeline has not been approved by CalRecycle and therefore cannot be provided yet. In general, the accelerated timeline still includes addressing hauler negotiations one hauler at a time with some overlap between haulers. The draft CAP aims to have hauler agreements in place by the end of 2023, with roll-out beginning within the first few months of 2024. This timeline is preliminary, and the selected consultant will help to inform timeline revisions as the project moves forward.

**Q10: The RFP discusses Republic and the Fremont unincorporated area, but does not include this in the tasks described in the RFP. How does this fit into the scope of work?**

A10: We are aware of a small number of unincorporated generators (~12) adjacent to the City of Fremont that have accounts with Republic Services. The work discussed in this RFP is not focused on these accounts and they are not identified in our draft CAP, but we want to remain aware of them as we move toward compliance. We hope that the Consultant will be able to help us review any generators we identify outside of the LSI and PGS service areas and recommend ways for them to become compliant. For example, the consultant might recommend that we establish agreements with City and Republic, or other compliance options. The focus of the contract discussed in this RFP is on the two main haulers, LSI and PGS. For any generators on the margins, such as those on the Fremont border, the Consultant’s role would be to help provide strategy and recommendations for compliance.

**Q11: How are you dealing with customers who might not currently be serviced by LSI or PGS? Are you aware of other haulers operating in your jurisdiction?**

* A11: We currently receive unincorporated hauler data from StopWaste as one of its member agencies. We are aware of generators subscribed to LSI, PGS, and (in a few cases) Republic. We are not currently aware of other haulers operating in our jurisdiction, though it is possible that others may be identified as we continue to develop our program. We have done a preliminary mapping and Assessor data analysis exercise to identify potential generators in our jurisdiction who are not subscribed to any service (i.e. those who have historically self-hauled their solid waste and recycling.) We anticipate that all generators in areas where curbside service is available will be required to subscribe to that service. Where service is unavailable, we will consider SB 1383-compliant self-haul options.

**Q12: You mentioned mandatory service but not necessarily exclusive franchises. Are you expecting exclusive agreements in LSI and PGS areas?**

A12: We plan to pursue exclusive agreements with PGS and LSI in their respective service areas. We do not plan to pursue franchises at this time, because that would be a much longer process.

**Q13: Are you considering amendments to County code of ordinances (municipal code) for SB 1383 compliance?**

A13: In 2021, the County Board of Supervisors approved an enforceable SB 1383 mechanism in the form of an ordinance amending Chapter 6.40 of the County code ordinance code for Solid Waste Collection and Organic Waste Reduction. At that time, the Board of Supervisors also approved accompanying County Solid Waste Collection and Organic Waste Reduction Regulations, and delegated approval of changes to the County Regulations to the Community Development Agency Director. We will continue to update these Regulation as our program develops.

See <https://www.acgov.org/wasteprogram/> for the current Ordinance and Regulations.

**Q14: Please provide any reports and fee amounts & backup information provided by LSI, PGS, and/or any other haulers active and identified in the area for 2021 and 2022 as available.**

A14:

Livermore Sanitation Unincorporated Rates: <https://www.livermoresanitation.com/unincorporated/ruralcountycartservice/>

Pleasanton Garbage Service Website with quick links for City of Pleasanton rates. <https://pleasantongarbageservice.com/>

**Q15: Please provide any reports, such as number of customers subscribed to service, which may have been obtained during CalRecycle reporting for LSI, PGS, and/or any other haulers active and identified in the area for 2021 and 2022 as available.**

A15: Recent unincorporated account data reflects:

LSI: 849 residential, and 286 commercial accounts.

PGS: 553 residential, and 45 commercial accounts.

Our 2021 EAR is included in the addendum 2021 to show additional account information.

**Q16: Please provide information about the difficult-to-access areas identified by LSI and PGS. Where are they located and do you have a list of those parcels? Will selected consultant be required to complete identification of the properties in need of service, or only provide a review & guide County efforts?**

A17: Generators in geographic areas that are inaccessible for curbside collection service will be required to certify with the County as SB 1383-compliant self-haulers. County staff have undertaken a preliminary mapping and Assessor data analysis exercise to identify parcels in these areas. For these generators, we anticipate that the Consultant’s role would include making suggestions for improving our mapping/generator identification methodology and guiding the County’s development of SB 1383-compliant self-haul certification options.

In the PGS service area, PGS has identified several difficult-to-access geographic areas that it cannot serve:

* Sunol area: Parcels east of Calaveras Rd and south of County Collection Zone 1 (including Welch Creek, Geary Road, Weller Road, and part of Sheridan Road) and southern Mill Creek Road along the Fremont border
* Dublin area: Cowing Rd Area and parcels N of I580, W of Dublin (e.g., Hollis Canyon Road)

There may be additional difficult-to-access geographic areas within the low-population waiver area of the LSI service area. These have yet to be identified because our compliance efforts are not currently focused on the low-population areas.

**Q18: Please indicate whether selected consultant will be involved in evaluating the assignment of the LSI MOU to Waste Connections.**

A18: We do not anticipate the selected Consultant playing a role in evaluating the assignment of the LSI MOU to Waste connections. The assignment will be prepared by County Counsel and may be completed prior to the Contract start date.

**Q19: Please indicate whether selected consultant should include a Task 4 to provide the analysis and recommendations for regulatory compliance in the Unincorporated Fremont area, Urban incorporated area, and difficult-to-access areas, per the description on pages 7 and 8.**

A19: Consultant should assist in identifying and making a recommendation for an agreement with haulers serving these few specific accounts

**Q20: Please provide a copy of NOIC & CAP.**

A20: The County’s approved CalRecycle NOIC: <http://www.acgov.org/board/bos_calendar/documents/DocsAgendaReg_03_01_22/GENERAL%20ADMINISTRATION/Regular%20Calendar/CDA_326877.pdf>

Our CAP is not final yet, but will be provided upon award.

**Q21: Please provide full list of stakeholder meetings intended by County.**

A21: Our list of proposed stakeholder meetings where consultant will present or assist with presentation:

LSI Agreement - District 1 Town Hall, Agricultural Advisory Committee, Trans & Planning Commission, Board of Supervisors for approval.

PGS Agreement - Sunol Citizen’s Advisory Committee, Agricultural Advisory Committee

Transportation and Planning Commission, Board of Supervisors for approval.

**Q22: Please provide any ordinances & regulations related to SB 1383 implementation.**

A22: Please see the following documents:

County Organic Waste Ordinance:

[Alameda County Solid Waste Collection and Organic Waste Reduction Ordinance](http://www.acgov.org/wasteprogram/documents/SolidWasteCollectionandOrganicWasteReductionOrdinance11-1-2021FINAL_Executed.pdf)

County Organic Waste Ordinance – Regulations:

[Alameda County Solid Waste Collection and Organic Waste Reduction Regulations and Appendixes - Revision to Nov 2021, posted 3/17/22](http://www.acgov.org/wasteprogram/documents/SolidWasteCollectionandOrganicsWasteReductionRegulationsandAppendixesMarch172022signed.pdf)

County Agreement with StopWaste: <http://www.acgov.org/board/bos_calendar/documents/DocsAgendaReg_09_20_22/GENERAL%20ADMINISTRATION/Regular%20Calendar/CDA_337595.pdf>

BOS designation of Interim CDA Director to negotiate assignment: <http://www.acgov.org/board/bos_calendar/documents/DocsAgendaReg_11_22_22/GENERAL%20ADMINISTRATION/Regular%20Calendar/CDA_340979.pdf>

CalGreen Ordinance:

<https://library.municode.com/ca/alameda_county/ordinances/code_of_ordinances?nodeId=992337>

MWELO Ordinance:

<http://www.acgov.org/board/bos_calendar/documents/CDAMeetings_12_08_22/4.pdf>

VENDOR BID LIST

 **RFP #PLN2023-002 – Waste Hauler Negotiation Assistance Consultant Service**

This Vendor Bid List is being provided for informational purposes to assist bidders in contacting other businesses as needed to develop local small and emerging business subcontracting relationships to meet the [Small Local Emerging Business (SLEB) Program](https://gsa.acgov.org/do-business-with-us/vendor-support/small-local-and-emerging-businesses/) requirement.

This RFP is being issued to all vendors on the Vendor Bid List; the following revised vendor bid list includes contact information for each vendor attendee at the Networking/Bidders Conferences.

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| --- | --- | --- | --- | --- |
| **Name**  | **Organization**  | **Contact email**  | **Area(s) of expertise**  | **Seeking to connect with area(s) of expertise**  |
| Patti Toews | APTIM | Patti.toews@aptim.com |  |  |
| Felisia Castañeda | HF&H Consultants | fcastaneda@hfh-consultants.com | Hauler negotiations, solid waste planning and procurement, SB 1383 compliance | Technical assistance, stakeholder engagement |
| Rosemarie Radford | R3 Consulting Group, Inc | rradford@r3cgi.com | Hauler contract negotiations & rural collection services meeting SB 1383 | Identification of rural property locations eligible for self-haul compliance (not regular collection services) |
| Ashma Basnyat | HF&H Consultants | abasnyat@hfh-consultants.com | Hauler negotiation | SLEB |
| Garth Schultz | R3 Consulting Group Inc. | Gschultz@r3cgi.com | Hauler Negotiations and SB 1383 compliance. Applying for SLEB certification now. We are local to Alameda County, with business license in Oakland. We are small business per SBA guidelines. |  |