**Waste Hauler Negotiation Networking Conference Outline**

Welcome

Team Intros:

* Liz McElligott – Assistant Planning Director,
* Ali Abbors – Member of Policy Planning team who has been managing the waste program
* and Andy Schneider – Newly hired Waste Program Manager
* Legal Counsel, committees & councils, Board of Supervisors for approval of contracts and agreements

The County holds Networking/Bidders conferences in order to:

a. Provide an opportunity for Small Local Emerging Businesses (SLEBs) and

large firms to network and develop subcontracting relationships to

participate in the contract(s) that may result from this RFP

b. Provide an opportunity for Bidders to ask specific questions about the

project and request RFP clarification

c. Provide the County with an opportunity to receive feedback regarding the project and RFP.

The Networking Conference Format:

* Goal
* Background
* Timeline
* Hauler Details
* SLEB
* Bid Packet
* Evaluation Process

The list of Bidder conference attendees will be released in a separate document.

Our Project Goal – To negotiate and draft two or more SB 1383 compliant hauler agreements for unincorporated sections of Alameda County

**Background –**

Unincorporated Alameda County is largely served by two sanitary districts, Oro Loma & CVSan.

For areas outside of the SD boundaries, service is currently provided by franchised haulers from adjacent franchise collected cities – Livermore Sanitation & Pleasanton Garbage Service.

Collection service is currently voluntary and does not always include all 3 services.

Both LSI and PGS offer SB 1383 compliant services under their recently amended franchise agreements in their respective cities.

Both haulers provide residential and commercial services. There are no MFD accounts identified in the Waste Program jurisdiction.

LSI and PGS are aware that we need to negotiate new contracts for mandatory 3 container services in all accessible parcels.

With SB 1383 requiring 3 container service and an expectation that it be mandatory; the county has been planning to formalize compliant service agreements in these areas.

We have an approved Low Population Waiver for 2 census tracts east of Livermore. While we will not be mandating 3 container service in these areas, we will want to assess and plan for some type of service requirements for after the waiver expires in 4 years.

There are parcels that are not included in the low population waived areas, that are very rural. Some landowners may already be managing organics via self-haul and on-site methods.

We have heard that county might get pushback for mandating 3 container service in these rural areas. The county intends to consider a verified organics service opt-out for parcels that can certify effective alternative organics management practices through the county’s website. There are certainly route efficiency and collection cost issues associated with low-density collection areas, especially if an opt-out is offered.

There are also areas that are deemed inaccessible for any type of collection by the haulers. These parcels will be identified and required to certify as self-haulers with the county.

The County is currently under a Corrective Action Plan with CalRecycle’s JACE branch for lack of SB 1383 hauler agreements. They are in support of our consultant project and are aware of our proposed timeline for compliance.

**Questions on background?**

**Timeline –**

The RFP timeline reflects:

* Written questions due Feb 8
* Q&A issued Feb 15
* Addendum issued Feb 15
* Responses due Mar 6
* Vendor interviews Mar 15-16
* Selection Mar 23
* Board approval April 25, with project start immediately after.

The county recommends addressing the two primary haulers separately as these negotiations and services are completely independent of one another.

The county has prepared a draft project timeline for:

* negotiations
* draft agreement review process
* public meeting presentation
* Board approval and ultimately
* service rollout and the commencement of the required route reviews & recordkeeping.

The timeline follows our one-hauler-at-a-time plan with as much overlap as is practical. Ideally the LSI draft agreement would be ready for review in mid-June, and the PGS draft agreement ready in mid-August.

**Hauler Details**

**LSI -** The county recommends starting with LSI:

LSI was recently purchased by Waste Connections. No changes to company name or staff. New LSI managers aware of plan and we have a verbal agreement that all accessible parcels can receive 3 container service.

The plan is to amend the 2012, 3-party agreement with LSI & City of Livermore to make it SB 1383 compliant.

The 2012 agreement established Collection Zone 1 in areas surrounding Livermore city limits.

Collection Zone 1 is broken into a high-density area, where voluntary 3 container service is currently offered. There is also a rural area, where limited voluntary services are provided – some recycling and little organics.

LSI has shared that they may need additional equipment to service all three materials in the rural area, which would need to be considered when the rates are established.

The goal is, if service can be provided (accessible), it will be mandatory 3 container service, with the possibility of an alternative compliance opt-out.

**PGS -** After the LSI agreement has been drafted the selected consultant will engage PGS and begin the analysis and negotiation process. With no existing agreement with PGS, we would hope to replicate some of the work/agreement details from the LSI process, and ultimately identify new collection zones in the areas surrounding Pleasanton.

PGS currently also services geographically diverse areas - semi-rural Sunol, Castlewood developments which are dense, but only receive trash service, and other pockets of residential parcels.

There are also a spattering of residential accounts which are served by Fremont’s hauler. The county intends to better identify these areas and verify that they are receiving compliant services. New agreements may need to be drafted for these isolated areas.

Roles:

County to provide account data, current agreements, make introductions and attend all negotiations

Consultant to provide project leadership, lead negotiations including rate setting, present options, draft agreements, prepare and present at public meetings and final board approval.

Small Local Emerging Business (SLEB) must have SLEB certification or subcontract. See RFP for links to more SLEB info on GSA website.

Bid Packet – RFP contains the county’s standard Bid Packet. Read carefully for all submittal requirements

Evaluation Process - The evaluation process will include a two-stage approach

1. initial evaluation of the written proposal and
2. preliminary scoring to develop a short list of Bidders that will continue to the final stage of oral interview and reference checks.

The preliminary scoring will be based on the total points, excluding points allocated to references and oral interview.

The three (3) Bidders receiving the highest preliminary scores and with at least 200 points will be invited to an oral interview.

Only the Bidders meeting the short list criteria will proceed to the next stage.

All other Bidders will be deemed eliminated from the process.

All Bidders will be notified of the short list participants; however, the preliminary scores at that time will not be communicated to Bidders.