



"The Best Waterfront City in Which to Live, Work and Play."

---

---

**CITY OF RIVIERA BEACH**

---

---

**TO:** HON. MAYOR, CHAIRPERSON, AND CITY COUNCIL

**FROM:** ALTHEA PEMSEL, PROCUREMENT DIRECTOR, MS, CPSM, C.P.M.

**THRU:** JONATHAN EVAN, CITY MANAGER, MPA, MBA, ICMA-CM

**SUBJECT:** RFP 1011-21-2, SOLID WASTE DISPOSAL SERVICES

**DATE:** JULY 21, 2021

**CC:** GENERAL PUBLIC

---

**Background:**

On January 20, 2021, a Council Agenda for the Request for Proposal (RFP) was presented to discuss the issuance of the RFP to resolicit solid waste disposal services. On March 7, 2021, the City issued a solicitation and simultaneously placed the RFP on the City's Procurement website, DemandStar, and advertised in the Palm Beach Post. A pre-proposal conference, held on March 23, 2021, resulted in 10 interested parties. The proposals were due on May 14, 2021 at 3:00pm, and two submissions were received.

The statistical data from DemandStar, which is a national bidding software, reported the solicitation reached 140 firms, and of that number, 24 firms downloaded the solicitation packet, resulting in two proposals. Additional advertisements of the solicitation were available through ConstructConnect and Construction Journal, Ltd.

The solicitation yielded proposals from The Goode Companies, Inc. of Florida and Waste Management Inc. of Florida. Procurement reviewed the two proposals from the respective firms that the Evaluation Committee subsequently reviewed in a duly noticed meeting on Thursday, June 10, 2021.

This memorandum is to advise that the Evaluation Committee completed the written evaluation portion in accordance with the RFP evaluation process. In following the RFP evaluation criteria and process, the next step is for respondents to give a presentation to City Council. The oral presentation is for thirty minutes with questions and answers to follow.

---

"The Best Waterfront City in Which to Live, Work and Play."

The evaluation criteria use for the written evaluation consists of the following criteria;

- |   |                 |
|---|-----------------|
| 1. Qualifications and experience of firm                                      | 25 Points       |
| 2. Organizational profile – experience and qualifications of the project team | 20 Points       |
| 3. Approach to scope of work  | 25 Points       |
| 4. References   | 10 Points       |
| 5. Equipment  | 10 Points       |
| 6. Principal office for primary proposer                                      | up to 15 Points |
| 7. SBE or M/WBE   | up to 15 Points |

Staff evaluations of the two proposals against the above evaluation criteria as provided in the scoring summary attached hereto. The two proposers varied in their responses and areas where they differed were as follows.

- a. Satellite office
- b. Transitions plan
- c. Start up with 10,000 new carts
- d. Price
- e. M/S/WBE owned
- f. M/S/WBE participation
- g. Third-Eye software use

The scoring summary for the evaluated firms are as follows:

<u>Shortlist</u>	<u>Totals</u>
Goode Companies, Inc. of Florida	657.00
Waste Management Inc. of Florida	559.00

Attached are the solicitation, proposals, and the scoring summary. The Goode Companies, Inc. of Florida and Waste Management Inc. of Florida will be giving oral presentations.

**Citywide Goal:**

This item facilitates Goals #1 and 2

Goal #1 Achieve a Prosperous, Resilient, and Sustainable Economy

Goal #2. Create aesthetic improvements with focus on most vulnerable communities

**Budget/Fiscal Impact:**

There are no fiscal impacts until the final contract is approved and executed by Council.

**Recommendation(s):**

City Council receives oral presentations, rank, selects a firm, and authorize City Administration to conduct negotiations for a final contract.

**Attachments:**

RFP 1011-21-2 -Solicitation  
The Goode Companies, Inc. of Florida Proposal  
Waste Management Inc. of Florida Proposal  
Scoring Summary