



Of Florida

A FULL SERVICE SOLID WASTE HAULER

EIN 52-1767416

Duns #84-057-3877

**Proposal Response
To
Solicitation No. RFP 1011-21-1
Solid Waste Services**

**City of Riviera Beach
Office of the City Clerk**
600 West Blue Heron Boulevard, Suite #140
Riviera Beach, FL 33404
Attn: Althea Pemsel
apemsel@rivierabeach.org

May 14, 2021 3:00PM

**WEB Site: www.Goodecompanies.com
E-mail: wkgoode@Goodecompanies.com**

 ORIGINAL



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Goode Companies, Inc.
Of Florida

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Tables of Contents

Tab 1: Cover/Transmittal Letter	3
Tab 2: Company Overview/Qualifications and Experience of Firm	4
Executive Summary	4
Proposer's Contact	5
Tab 3: Organization Profile – Experience And Qualifications of the Project Team	6
Organizational Chart	6
Key Personnel Resumes	7
Municipalities and Private Sector Projects	13
Tab 4: Approach to Scope of Work	14
Approach to Services	14
Community Outreach	17
Methodology	19
Software	20
Transition Plan	21
Tab 5: References	22
Similar Projects	24
Tab 6: Small/Minority/Women (S/M/WBE) Participation.....	28
Participation	28
Forms	30
Tab 7: Local Vendor Preference.....	31
Tab 8: Fee/Price Schedule	33
Forms	33
Tab 9: Standard Forms and Required Forms to be Attached.....	34
Forms	34



Goode Companies, Inc.
Of Florida

Solicitation No. RFP 1011-21-1
Solid Waste Services



Tab 1: Cover/Transmittal Letter

From: Willie K. Goode, President/CEO
The Goode Companies, Inc. of Florida
5455 Dexter Way
Mangonia Park, FL 33407

Phone: (301) 486-7502
Fax: (301) 486-7507
www.Goodecompanies.com
Email: wkgoode@goodecompanies.com

EIN: 52-1767416
DUNS #: 84-057-3877

Please accept this proposal from The Goode Companies, Inc. of Florida, hereafter referred to as **GCI**. We have prepared this response to your Request for Proposal for Solid Waste Services for The City of Riviera Beach, FL, hereafter referred to as **The City**. We look forward to meeting with The City to discuss how GCI can enhance your current collection program.

GCI has read and understands the requirements of this RFP. We have attended the pre-proposal conference as well as surveyed the area and performed reconnaissance and inspections of the current services and work to be performed. We have prepared an efficient and professional proposed work plan to respond to the required services; Residential and Multi-Family Refuse, Bulk, Recycling, and Yard Waste Collection as well as Commercial Services.

GCI, acknowledges amendments 1 and 2 and all supporting documentation related to this procurement.

Respectfully,

Willie K. Goode, President /CEO
Goode Companies, Inc.



Goode Companies, Inc.
Of Florida

Solicitation No. RFP 1011-21-1
Solid Waste Services



Tab 2: Company Overview/Qualifications and Experience of Firm

Executive Summary

GCI is a minority owned and operated business, incorporated in the state of Maryland in 1991. With over 30 years of waste management experience, GCI's family owned business has a successful history of professional, efficient and courteous service. Our main office is located in Capitol Heights, Maryland, with satellite offices in Temple Hills, Laurel, and Baltimore, Maryland. We strive to provide our customers with the most cost-effective waste disposal service program, designed specifically for their needs.

Most recently GCI was awarded a Residential Solid Waste and Recycling Collection contract with the Solid Waste Authority of Palm Beach County, FL. This seven (7) year contract began in October of 2019.

We are pleased to present our proposal for Solid Waste Services for the City of Riviera Beach. GCI's interest in working with the City is a continuum of services that we have been providing for over 30 years for Counties and local municipal governments similar to the City, along with other federal, state, local, private and commercial customers.

GCI offers friendly, professional, and uninterrupted service to all our customers. Our trucking fleet includes over 200 well-maintained, state-of-the-art vehicles, all driven by professional, skilled CDL technicians. We consider the safety of our staff and the communities we serve as our highest priority, and we have a thorough screening and training program for all our employees.

The quality of service that we propose to the town is currently being enjoyed by the following clients:

- Prince George's County
- Charles County
- Leonardtown
- Solid Waste Authority of Palm Beach County

As one of the region's premiere waste management providers, we provide competitive rates and top-notch services, including:

Residential	Commercial
Waste Collection	Waste Collection
Recycling Collection	Recycling Collection
Yard Waste Collection	Yard Waste Collection
E-waste collection	C&D Collection
Hand Pick Up	Front End Dumpsters
Special Pick Up	Roll-Off Open Tops and Compactors
Trash Toters	Over the Road Hauling



Goode Companies, Inc.
Of Florida

Solicitation No. RFP 1011-21-1
Solid Waste Services



Proposer's Contact

- i. GCI is medium size firm with several large contracts located in the Maryland, Washington DC and Northern Virginia area, and Florida. Mr. Willie K. Goode is the President and CEO of GCI and is authorized to sign and make decisions on behalf of the Company.
- ii. Willie K. Goode, President/CEO. wkgood@goodecompanies.com,
- iii. 1701 Olive Street, Capitol Heights, MD 20743; www.goodecompanies.com; (301) 486-7502
- iv. 30 Years in Service
- v. GCI is a certified Minority Owned company with the Florida Minority Supplier's Development Council
- vi. Please see Executive Summary above
- vii. Past Projects:

Client Name	SWA Palm Beach County	Prince George's County	Charles County	Leonardtown	Howard County
Location	Florida	Maryland	Maryland	Maryland	Maryland
Demographics	20,000 units	48,000 units	40,000 units	1,000 units	27,000 units
Start/End Date	2019 - 2026	1995 - Present	2014 - 2025	2019 - Present	2006 - Present
MBE Participation	10% Required 100% Actual	N/A Required 100% Actual	25% Required 100% Actual	N/A Required 100% Actual	10% Required 100% Actual



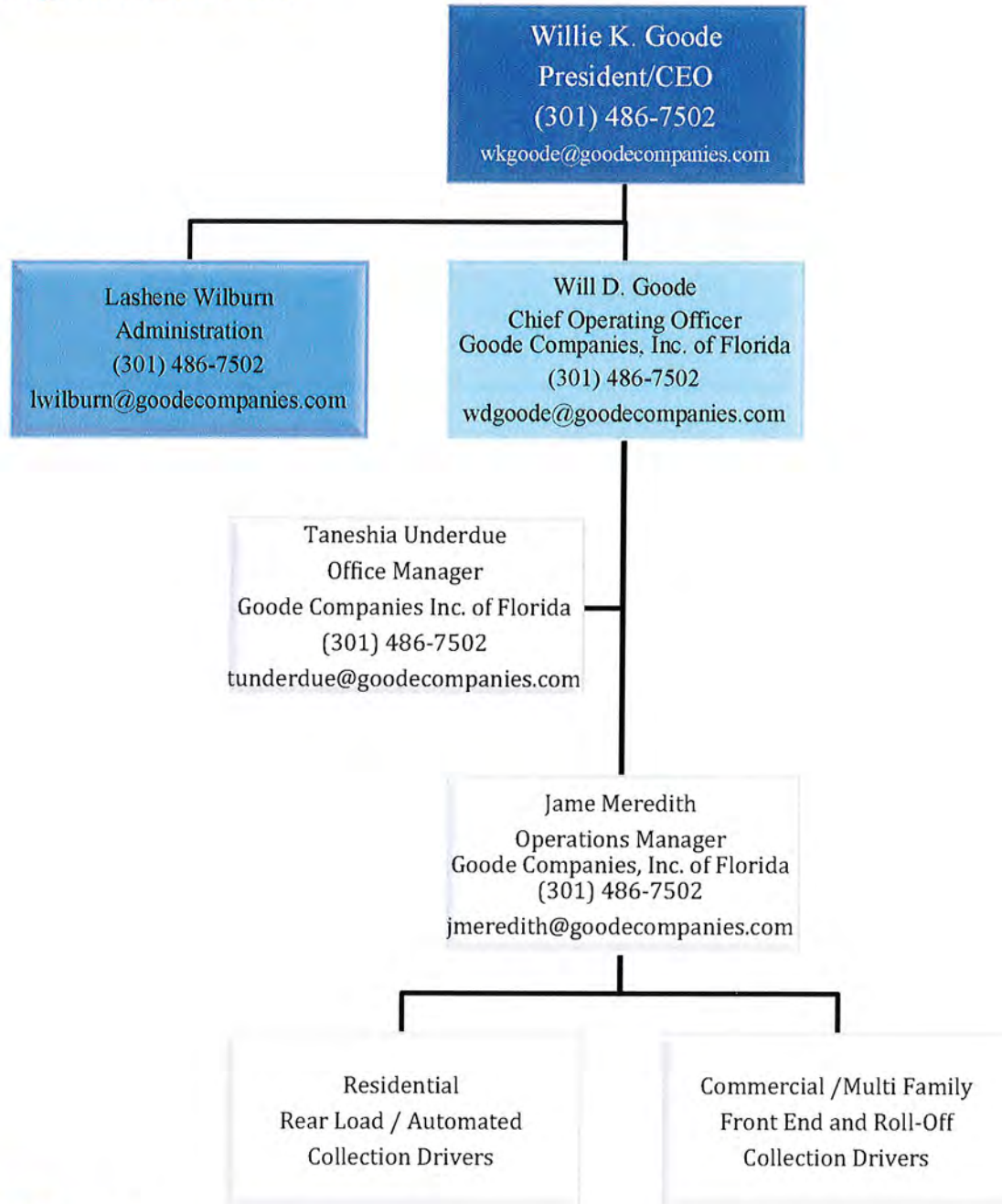
Goode Companies, Inc.
Of Florida

Solicitation No. RFP 1011-21-1
Solid Waste Services



Tab 3: Organization Profile – Experience and Qualifications of the Project Team

Organizational Chart



Ownership
Managers
Key Personnel



Goode Companies, Inc.
Of Florida

Solicitation No. RFP 1011-21-1
Solid Waste Services



Key Personnel Resumes

GCI does not discriminate with regard to individual political affiliation, religious beliefs, race, creed, national origin, sex, age or handicap in employment practices.

Every driver and collection specialist is put through mandatory company indoctrination safety training and drug testing. All drivers are certified by the state with a commercial driver's license. All of our employees undergo a rigorous interview process, which requires references, and we promptly check all recommendations. This is followed up by a thorough background check and I-9 screening. All employees must also meet MDOT and OSHA requirements. Driver candidates are then evaluated for driving, etiquette and knowledge of the metropolitan area prior to hiring. Each GCI truck is manned by a qualified collection specialist. Each collection specialist will wear appropriate uniforms and safety clothing (gloves, reflective vest, hat). Many of our employees have been with us for multiple years. Our strong retention rate is a reflection of our quality work environment.

Employees are trained in the specific discipline they will work in. This phase provides visual aids, verbal instruction, and on the job training, especially as it applies to collections, litter, transport and off-loading of refuse and recycling materials and safety. Customer service and error-reduction are our number one priorities. Customer service representatives will be trained in the receiving and reporting requirements of this contract. All employees that will have direct contact with Federal, State and Local secure locations will have a background check performed to ensure that they are able to work in and around these locations. By maintaining a "focus on integrity", GCI employees minimize business risks and liabilities, while maintaining a high standard of personal and professional conduct. This focus on integrity has provided us with a strong foundation on which we've developed a reputation for operational excellence.

A brief biography of our experienced waste-management team follows:

President / CEO – Willie K. Goode (1991-Present)

Wkgoode@Goodecompanies.com

Mr. Goode is one of the leading entrepreneurs in the solid waste industry. He started his career in this industry as a teenage helper, then driver, acquiring his first truck before he was 20 years old. Since that time he has built one of the most significant minority owned waste enterprises in the United States. Mr. Goode's institutional knowledge, commitment to reading and studying the waste industry, phenomenal work ethic, no nonsense approach and passion for this business has helped propel GCI to the success it is today. Mr. Goode makes complex situations seem simple, and he has a knack for identifying solutions when there is a problem. He has the operational, organizational, financial and interpersonal communication skills necessary to continue leading his organization to high levels of achievement. **Mr. Goode is responsible for equipment acquisitions, implementation and initial oversight.**



Goode Companies, Inc.
Of Florida

Solicitation No. RFP 1011-21-1
Solid Waste Services



1701 Olive Street
Capitol Heights, MD 20743
(301) 486-7502 | www.goodecompaniesinc.com
wkgood@goodecompanies.com

WILLIE K. GOODE

TITLE/RESPONSIBILITY President/CEO 1991 – Present: The Goode Companies, Inc.

Provides operational and administrative oversight of the company. Responsibilities include; Acquisitions, Equipment Purchases, Business Development, Administration, Contract Implementation, Operational Oversight, Daily oversight of the company

PROFESSIONAL ACHIEVEMENTS

LONGEVITY

Startup company in business for 30 years

EXPERIENCE

Small/Mid-Size Company; Federal, State, County and Local Government Clients

SKILLS

Entrepreneur
Operational Management
Contract Oversight
Commercial Driver's License

WORK HISTORY

PRESIDENT/CEO, THE GOODE COMPANIES, INC., GREENBELT, MD
July 1991 - Present

EDUCATION

GRADUATE: FRANK W. BALLOU SENIOR HIGH SCHOOL, WASHINGTON, DC



Goode Companies, Inc.
Of Florida

Solicitation No. RFP 1011-21-1
Solid Waste Services



Administration – Lashene Wilburn (1991-Present)

lwilburn@Goodecompanies.com

Mrs. Wilburn has 30 years of administrative experience. She has a knack for getting things done. **Mrs. Wilburn is responsible for all Administration aspects of the company. Mrs. Wilburn oversees all HR, Accounting, Billing, Customer Service, Sales and Contract Administration.**

1701 Olive Street
Capitol Heights, MD 20743
(301) 486-7502 | www.goodecompaniesinc.com
lwilburn@goodecompanies.com

LASHENE WILLBURN

TITLE/RESPONSIBILITY Administration 1991 – Present: The Goode Companies, Inc.

Provides Management of Administrative duties throughout the company. Responsibilities include: Oversight of; Contract Management, Human Resources, Accounting, Billing, Customer Service, Sales

PROFESSIONAL ACHIEVEMENTS

ADMINISTRATION
Management of over 6 administrative departments within the company

EXPERIENCE
Has managed company administration for 30 years

SKILLS

Administrative Management
Document Preparation
Microsoft Office Tools
Client Retention/Communications

WORK HISTORY **ADMINISTRATION, THE GOODE COMPANIES, INC., GREENBELT, MD**
July 1991 – Present

EDUCATION **GRADUATE: THEODORE ROOSEVELT SENIOR HIGH SCHOOL, WASHINGTON DC**



Goode Companies, Inc.
Of Florida

Solicitation No. RFP 1011-21-1
Solid Waste Services



Chief Operating Officer – Will D. Goode (2019-Present)

wdgoode@Goodecompanies.com

Mr. Goode has spent most of his life around the Solid Waste industry and has grown through the ranks from Supervisor, Project Manager, Operations, to Assistant VP of Roll-Off Operations, VP and now COO of our Florida Division. **Mr. Goode oversees the day to day operation of our Florida location, which currently services over 20,000 residential units as well as commercial customers.**

5455 Dexter Way
Mangonia Park, FL 33407
{301} 486-7502 | www.goodecompaniesinc.com
wdgoode@goodecompanies.com

WILL D. GOODE

SUMMARY Mr. Goode is young business professional having worked in the waste management industry gaining unique leadership skills developed through working up the corporate structure of a family run waste management organization. Mr. Goode has a lifetime of waste management knowledge and experience which includes summer jobs throughout high school as a sanitation driver/helper/assistant, supervisor and working up to project manager, operations and, VP of Roll-Off Operations and on to Chief Operating Officer.

TITLE/RESPONSIBILITY Chief Operating Officer 2019 – Present: The Goode Companies, Inc. of Florida
Provides operational oversight of the company's Florida Division. Responsibilities include; Operational Oversight, Business Development, Fleet Maintenance, Customer Relations

PROFESSIONAL ACHIEVEMENTS **OPERATIONAL MANAGEMENT**
Manages all Monthly Reports, Customer Relations, Staff Meetings, Oversees, Billing and Collections, Oversees New Hires
EXPERIENCE
Operational Oversight for contracts, including; the Solid Waste Authority of Palm Beach County

SKILLS Contract Management
Contract Oversight
Accounts Oversight

WORK HISTORY **CHIEF OPERATING OFFICER, THE GOODE COMPANIES, INC., MANGONIA PARK, FL**
2019 - Present
VP OF ROLL-OFF OPERATIONS, THE GOODE COMPANIES, INC., GREENBELT, MD
2016 - 2019
ASSISTANT VP OF OPERATIONS, THE GOODE COMPANIES, INC., GREENBELT, MD
2015 - 2016
PROJECT MANAGER, THE GOODE COMPANIES, INC., GREENBELT, MD
2012 - 2015

EDUCATION GRADUATE: MORGAN STATE UNIVERSITY, BALTIMORE, MD



Goode Companies, Inc.
Of Florida

Solicitation No. RFP 1011-21-1
Solid Waste Services



Office Manager – Taneshia Underdue (2019-Present)
tunderdue@Goodecompanies.com

Ms. Underdue has over 8 years administrative experience. She has a willingness to create a positive and efficient work environment. Ms. Underdue **is responsible for all office administrative functions including, HR, Accounting, Billing, and Customer Service.**

5455 Dexter Way
Mangonia Park, FL 33407
(301) 486-7502 | www.goodecompaniesinc.com
tunderdue@goodecompanies.com

TANESHIA UNDERDUE

SUMMARY

MS. Underdue has over 8 years of Administrative management experience. Not only does Ms. Underdue use her office management expertise to create an efficient operating, she also contributes to a positive and thriving work culture.

TITLE/RESPONSIBILITY

Office Manager 2019 – Present: The Goode Companies, Inc. of Florida

Responsibilities include; Payroll, Human Resources, Accounting, Customer Service, Reporting,

PROFESSIONAL ACHIEVEMENTS

OFFICE MANAGEMENT

Daily oversight of administrative functions of a 34-employee division, successfully managing all aspects of front office functions.

EXPERIENCE

Displays leadership abilities in a high paced work environment

SKILLS

General Office Skills
Paychex
WAM
Peachtree Software

WORK HISTORY

OFFICE MANAGER, THE GOODE COMPANIES, INC., MANGONIA PARK, FL

2019 - Present

TEACHER, AN ACHIEVABLE DREAM ACADEMY, NEWPORT NEWS, VA

2016 - 2019

ADMISSIONS COORDINATOR, STRAYER UNIVERSITY SUITLAND, MD

2013-2016

TEACHER, APPLE GROVE ELEMENTARY, FORT WASHINGTON, MD

2012 - 2013

EDUCATION

GRADUATE: SHAW UNIVERSITY, RALEIGH, NC , 2009



Goode Companies, Inc.
Of Florida

Solicitation No. RFP 1011-21-1
Solid Waste Services



Operations Manager, James Meredith– (2019-Present)

jmeredith@Goodecompanies.com

Mr. Meredith has over 30 years of experience in Solid Waste and Recycling Experience. Mr. Meredith manages daily oversight of operations crews, Supervisors, Drivers, Collectors and Maintenance technicians. **Mr. Meredith will serve as the Contract Manager for this project.**

5455 Dexter Way
Mangonia Park, FL 33407
(301) 486-7502 | www.goodecompaniesinc.com
jmeredith@goodecompanies.com

JAMES MEREDITH

SUMMARY Mr. Meredith is a 30-year veteran in the solid waste industry. Mr. Meredith is knowledgeable of several aspects of solid waste including, Driver, Recycling Coordinator, Maintenance Supervisor and Operations Manager.

TITLE/RESPONSIBILITY Operations Manager 2019 – Present: The Goode Companies, Inc. of Florida
Responsibilities include; Daily supervision of operations staff, including supervisors/route monitors, drivers, collectors and maintenance technicians.

PROFESSIONAL ACHIEVEMENTS
OPERATIONAL MANAGEMENT
Manages a crew of 27 employees. Nearly 20,000 residential units serviced, plus commercial routes.
EXPERIENCE
Operational Oversight for contracts, including; the Solid Waste Authority of Palm Beach County

SKILLS
Creating Daily Reports
Conducting Safety Meetings and Training
Route Planning

WORK HISTORY
OPERATIONS MANAGER, THE GOODE COMPANIES, INC., MANGONIA PARK, FL
2019 - Present
MAINTENANCE SUPERVISOR, THE CASTLE GROUP
2017 - 2019
RECYCLING COORDINATOR, SOLID WASTE AUTHORITY
1999 - 2016
SWING DRIVER, WASTE MANAGEMENT/LAIDLAW
1987 - 1999

EDUCATION GRADUATE: SANTALUCES HIGH SCHOOL, MAY 1987



Goode Companies, Inc.
Of Florida

Solicitation No. RFP 1011-21-1
Solid Waste Services



Municipalities and Private Sector Projects

Client Name	SWA Palm Beach County	Prince George's County	Charles County	Leonardtown
Location	Florida	Maryland	Maryland	Maryland
Demographics	20,000 units	48,000 units	40,000 units	1,000 units
Start/End Date	2019 - 2026	1995 - Present	2014 - 2025	2019 - Present
MBE Participation	10% Required 100% Actual	N/A Required 100% Actual	25% Required 100% Actual	N/A Required 100% Actual



Goode Companies, Inc.
Of Florida

Solicitation No. RFP 1011-21-1
Solid Waste Services



Tab 4: Approach to Scope of Work

Approach to Services

In order to develop the most efficient and customized operations plan for the City of Riviera Beach, GCI has performed at least eight site visits to observe the current operation, become familiar with the collection areas and neighborhoods, street layouts, traffic patterns, collection challenges and even disposal facilities. After being immersed in the City's collection operation, we are able to identify the needs and concerns that can be addressed to improve the efficiency of performance going forward. Becoming familiar with all aspects of the city's collection operation is imperative, if the goal is to address the City's needs. Below you find evidence of our efforts to understand the City of Riviera Beach's Solid Waste Collection Services.





Goode Companies, Inc.
Of Florida

Solicitation No. RFP 1011-21-1
Solid Waste Services



GCI will provide the solid waste, bulk, recycling, and yard waste collection for the residential and multi-family locations if awarded. We will provide collection vehicles for each collection route; Refuse and Bulk, Recycling and Yard Waste as well as necessary spare equipment. The collection vehicles will consist of Automated Side Loaders and Rear Loaders for Refuse and Bulk, Split Body Rear Loaders for Dual Stream Recycling and Grappler style trucks for Yard Waste Collection. Crews will consist of either One driver (if Automatic Side Loader) OR One driver and One to Two collectors if (Semi Automated.)

Service	Make /Model	Year	Body	Capacity	Fuel Type	Quantity Prime/Spare
Refuse/Bulk	Peterbilt or Mack	2021	McNeilus	28yd	Diesel	2 ASL / 2 RL 1 Spare
Recycling	Peterbilt or Mack	2021	McNeilus	28yd	Diesel	2 Split Body 1 Spare
Yard Waste	Peterbilt or Mack	2021	McNeilus	28yd	Diesel	1 Grappler 1 Spare



Goode Companies, Inc.
Of Florida

Solicitation No. RFP 1011-21-1
Solid Waste Services



GCI will provide solid waste Front Load and Roll-Off collection vehicles to service Commercial accounts. Vehicles will be manned by One driver.

Service	Make /Model	Year	Body	Capacity	Fuel Type	Quantity Prime/Spare
Front End Refuse	Peterbilt or Mack	2021	McNeilus	28yd	Diesel	2 Prime 1 Spare
Front End Recycling	Peterbilt or Mack	2021	McNeilus	28yd	Diesel	1 Prime 1 Spare
Roll-Off	Peterbilt or Mack	2021	Galbreth	N/A	Diesel	3 Prime 1 Spare

Container Equipment

We will ensure all equipment is maintained and inspected regularly to assure minimum downtime. GCI route staff will also provide inspections of the equipment to ensure that the containers are safe, operational, correctly marked, aesthetically pleasing, and fully functional. During the inspections, we will identify containers that require repair, and/or painting and schedule the necessary services. GCI will also receive requests from either residents or commercial customers through our three communication options; dedicated phoneline/hotline, dedicated customer service email, or online customer requests via website. All such requests will be received by a GCI customer service representative. All requests, whether service or container related, will be recorded and tracked to ensure all issues are resolved.





Goode Companies, Inc.
Of Florida

Solicitation No. RFP 1011-21-1
Solid Waste Services



Community Outreach

GCI proudly supports the communities we service in several capacities. Not only do we support our communities economically; through purchase of industrial and residential properties, and purchases from local suppliers and service providers/vendors, GCI also participates in Community Events, either providing services, or distributing information regarding recycling practices, participation or other related literature.

Specific to this project, GCI is committing to provide at least \$3,500 each to support the City's Martin Luther King Day, Juneteenth and Thanksgiving events. At the City's discretion that allotment can be facilitated through solid waste services, personnel labor, mailers/fliers, or monetary financial support. Additionally, GCI intends to provide the following community support throughout the life of the contract. (Please see below)

GCI is committed to play a vital and prominent role into the City of Riviera Beach as a local minority firm. GCI agrees with the mission and values of the City and wants to ensure that if awarded this contract it does its part to be inclusive into the City's current plans. With this being said, GCI is making the following commitments if awarded:

- Dedicated Local Phone line and email for the Commercial and Residential Customers of Riviera Beach.
 - Through our partnership with Complete Contract Consulting LLC, GCI will activate its local subcontractor's 175-seat/agent call center in Riviera Beach, FL to answer incoming calls and emails from the city's residents and commercial customers regarding trash pickup, changes in schedules (holidays etc), cart upgrades and many more. The Call center will operate from 8:30am – 9:30pm EST Mon-Fri and 8:30 am – 2:00pm on Saturdays. The call center is equipped to take 4,000 Total Calls and 1,000 Emails monthly, thus relieving the burden from the City to manage the customer service aspect. This will guarantee a productive and smooth transition for users.
- Up to 5% discount on services for Riviera Beach Commercial Customers that are Small Certified business by Palm Beach County and located in the City limits.
 - GCI conducted a study of the city's commercial market and realize that the city's commercial users consisted of more than 65% small businesses. We understand the challenges and financial burdens small businesses play and we know the steps the City has taken to support their small businesses by providing training for them and workstations, thus GCI wants to add to the City's reach and support the small businesses even more. If awarded, we will offer a 5% discount to all Palm Beach County certified small businesses that are registered in the City limits. We want to call this initiative, "The Riviera SBE Rate." GCI will provide a quarterly report of the total discount to date that is being applied so that the City may include this effort inside their ULI reports.



Goode Companies, Inc.
Of Florida

Solicitation No. RFP 1011-21-1
Solid Waste Services



- 75 School Backpacks for each elementary school filled with school supplies and with the City logo and GCI logo with added Recycling information.
 - We have acquired a Letter of Commitment from, Children's Outreach Inc to donate annually, 75 school backpacks filled with supplies. In August Children's Outreach Inc coordinates its "Operation Big Book Bag" where it gives children and families of low-income neighborhoods a fun day where each child receives a healthy meal and a backpack filled with the necessary tools to utilize in schools. Upon award, GCI will be donating annually to Operation Big Book Bag and each bag will have the City of Riviera Beach's logo on it along with our kid friendly "Recycle Our Community" flyer in it to educate children on the benefits of recycling. This will provide more visibility for the City.
- 4 Summer Jobs for Highschool Seniors at our Local Operation or with One of the Subs with hourly wages over \$15.00 per hour and chance to Tour Washington DC
 - We are aware that the City has a Summer Job program for the school aged children who live or go to school in the City. GCI wants to be a part of that and if awarded, we will grant paid internship program to students, selected by the City of Riviera Beach CRA, to complete 4 summer jobs each year inside our local office at a guaranteed rate of \$15.00 per hour with training in administrative procedures, mechanical or technical expertise. Additionally, one lucky Summer Intern and their parent will have an all-expense paid trip to Washington DC to view our headquarters there. This will ensure that the students remain motivated and complete the internship program.
- Twice Per Year container cleaning service from Taylor & Gamble Enterprises
 - These services will be offered to all City government accounts, Seniors and Disabled Residents, to promote cleanliness of solid waste containers, which maintains the presence around the City, as well as deters rodents and offensive odors.
- Advertisement slots on the sides of up to 10 trucks working in The City of Riviera
 - GCI is offering slots for advertisement space on the side of our trucks working throughout the City. They City will provide advertisement posters that will fit into provided slots on the sides of our trucks. With the amount of ground our trucks cover throughout the day, these advertisements will be viewed by many residents while in their homes or driving through City streets. (Please see an example currently being used by a sister company in Montgomery County, MD)





Goode Companies, Inc.
Of Florida

Solicitation No. RFP 1011-21-1
Solid Waste Services



Methodology

GCI has proactively performed multiple site visits for reconnaissance and to inspect the current residential services; routes, personnel and equipment used, service days etc. Through this research we have devised an operations plan that will focus on efficiency, cleanliness and minimal changes/disruption to the residents.

GCI intends to make minor changes to the current residential routes, only to average the house counts for each route and to allow for residential growth within each route. The chart below will outline the collection services performed each week (using an estimated unit count of 7,600 residential units).

	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
Total Refuse Units	2,800	2,800	2,000	2,800	2,800	2,000
Collections	A	A	A	B	B	B
Refuse 1 ASL	900 units	900 units	900 units	900 units	900 units	900 units
Refuse 2 ASL	900 units	900 units	N/A	900 units	900 units	N/A
Refuse 3 RL	500 units	500 units	550 units	500 units	500 units	550 units
Refuse 4 RL	500 units	500 units	550 units	500 units	500 units	550 units
Total Recycle Units	1,400	1,400	2,000	1,400	1,400	N/A
Collections	A	A	A/B	B	B	N/A
Recycling 1 Split	700 units	700 units	1,000 units	700 units	700 units	N/A
Recycling 2 Split	700 units	700 units	1,000 units	700 units	700 units	N/A
Total YW Units	1,400	1,400	2,000	1,400	1,400	N/A
Collections	A	A	A/B	B	B	N/A
Grappler	1,400	1,400	2,000	1,400	1,400	N/A





Goode Companies, Inc.
Of Florida

Solicitation No. RFP 1011-21-1
Solid Waste Services



Software

GCI will provide the “3rd Eye” camera and tracking system on all collection units. With the use of this system, GCI will be able to verify services, enforce safety practices and mitigate infractions. The City will benefit from the use of the Tracking feature, which allows the City to view the routes, real time, as trucks are completing services. This service verification feature can be accessed online through an account log-in which GCI will provide to the City.



License Plate Mounted

Voltage: 10-28 VDC, Power: 0.6mA (12v)
Operating Temperature: -40°C to 85°C
Audible: 95db @ 3m, Range: Variable up to 12'



Heavy Duty 7" SD DVR Monitor

Screen Size: 7" Display with LED Panel Technology
Video Inputs: 6 Cameras (5 CCD, 1 AV)
Shock Resistance: $\geq 10G$, Die Cast Aluminum Housing
Built in DVR / SD Card Slot (Accepts up to 32GB)
Quad, Tri or Split Screen Viewing with Custom Taggers



Universal Mount Camera / Shutter

1/3" Sony Super HAD Color CCD
Waterproof IP68 Rating, Infrared LED for Night Viewing
Shock Resistance: $\geq 10G$, Die Cast Aluminum Housing
NW1150CS - Shutter Camera



This system includes a radar sensor, rear and side cameras, and an interior monitor. GCI currently has this system in place for residential and commercial collection units.





Goode Companies, Inc.
Of Florida

Solicitation No. RFP 1011-21-1
Solid Waste Services



Transition Plan

GCI has developed a phase-in plan that will provide an efficient and seamless transition of service from an incumbent contractor to our implementation of services, should GCI receive an award. This transition is assuming at least 9 months from an award to the start of services which is projected for January 1, 2022

Deliverable	Time - Frame	Respondent
Award of Services	City's Discretion	City of Riviera
Post Award Meeting	Within 2 weeks of Award	Riviera / GCI
Acquisition of Collection Equipment	Within 2 weeks of Award	GCI President
Acquisition of Container Equipment	Within 2 weeks of Award	GCI President
Submit Key Personnel Information for Approval	Within 30 days of Award	GCI Ops Manager
Submit all required documentation, bonds, permits	Within 30 days of Award	GCI Ops Manager
Hold employment event for local frontline personnel	30 and 60 days of Award	GCI Ops and HR
Review candidates and hire local frontline personnel	Within 90 days of Award	GCI Ops and HR
Implement safety and health training (orientation)	Within 30 days of Start	GCI Safety and HR
Implement route training	Within 30 days of Start	GCI Ops Team
Receive Collection Equipment	Within 30 days of Start	GCI President
Receive Container Equipment	Within 30 days of Start	GCI President
Deliver All Residential Carts / Commercial Dumpsters	Within 15 days of Start	GCI Ops Manager
Start of Services	January 1, 2022	GCI
Monitor Residential and Commercial Services	Monthly	GCI Ops Manager
Submit Performance Reports for City's Approval	Monthly	GCI Ops Manager
Performance Meetings	Monthly	Riviera / GCI
Phase-In Complete (Post Transition Meeting)	June 1, 2022	Riviera / GCI





Goode Companies, Inc.
Of Florida

Solicitation No. RFP 1011-21-1
Solid Waste Services



Tab 5: References



GCI's wealth of experience begins from its inception in 1991. Mr. Willie K. Goode carried out his vision of being an entrepreneur and started Goode Trash Removal, Inc. With a background in the industry, working with his father and close friends, Mr. Goode knew there was a need to be met in the field of trash collection. Starting out with one rear load truck, he began servicing private residential customers in Washington, DC. With the help of his brother, sister and close friends that one truck turned into two and three.

In 1995 Goode landed his first residential refuse collection contract in Prince George's County, MD. By 2006 the company had expanded into multiple counties in MD, including Anne Arundel, Howard, Charles and Calvert. Also, by then, the company had expanded its collection operation to include Front End and Roll-Off Commercial collection. With the rising success of his company and the name change to Goode Companies, Inc. (GCI), Mr. Goode's vision of growth and progression continued.

Solid Waste Services Offered

- Residential Refuse and Recycling Collection
- Commercial Refuse and Recycling Collection
- Trucking and Hauling
- Recycling Processing
- Municipal Solid Waste Transfer Operation
- Landfill Operation



Goode Companies, Inc.
Of Florida

Solicitation No. RFP 1011-21-1
Solid Waste Services



From 1996 and continuing on, Mr. Goode has teamed with other entrepreneurs to form and manage additional solid waste companies in the Maryland, DC and Virginia area as well as Halifax, NC, Atlanta, GA and Palm Beach, FL. This has created a national network of Solid Waste Management providers that can offer Residential and Commercial Collection, Trucking and Hauling, Recycling Processing,



Municipal Solid Waste Transfer Operations and Landfill Operations. Mr. Goode's experience and increasing wealth of knowledge in the solid waste industry has allowed his companies to become one of the largest privately-owned Solid Waste networks in the Country.



During our span of services, GCI has come to learn the expectations of County and Local Municipal governments for all aspects of the contract requirements. These expectations include; providing efficient, clean and professional collections, timely response to customer service requests, as well as accurate reports, and billing.



Goode Companies, Inc.
Of Florida

Solicitation No. RFP 1011-21-1
Solid Waste Services



Similar Projects

GCI has been providing Residential waste management services to the Baltimore/Washington corridor and now in Florida for private, county and federal government clients for over 30 years. We have the in-depth knowledge of the requirements and work ethics necessary, and by working with contract management personnel; we've achieved a positive result in performing the day-to-day tasks of refuse and recycling collection services. Details of some of these contracts are listed below:



- Contracting Agency: Solid Waste Authority of Palm Beach County
- Service Type: Solid Waste and Recycling Collection Services
- Contract Value: Est. Over \$4,000,000.00 Ann
- Contract Start Date: October 2019
- Contract Duration: September 2026
- POC Name: John Archambo
- Customer Address: 7501 North Jog Road, West Palm Beach FL 33412
- POC Phone: (561) 640-6400
- Description of Services: GCI was awarded a contract for the collection of solid waste and recycling for the Solid Waste Authority of Palm Beach County, FL. Services include residential collection for over 20,000 single family and multi-family units as well as Commercial Front End and Roll-Off collection services.

GCI was awarded a firm fixed price contract with the Solid Waste Authority of Palm Beach county, FL for the collection of Solid Waste and Recycling materials from residential single and multi-family dwellings as well as commercial front end and roll-off collection. Services are performed 1-2 times per week on a schedule approved by the County.

Contract Highlights

- Front End and Rear Load Collection Services
- Residential and Commercial Refuse and Recycling
- Over 20,000 Residential Units
- 7-year Contract



Goode Companies, Inc.
Of Florida

Solicitation No. RFP 1011-21-1
Solid Waste Services



- Contracting Agency: Prince George's County Government
- Service Type: Residential Refuse and Recycling Services
- Contract Value: Est. \$6,301,000.00 Ann
- Contract Start Date: 1995
- Contract Duration: On-Going
- POC Name: Marilyn Rybak, Section Manager
- POC Address: 1220 Caraway Court, Largo, MD 20774
- POC Phone: (301) 883-3635
- Description of Services: GCI provides **Refuse**, Recycling, Yard Waste and **Bulk** collection services to over 48,000 county Residents in 5 different collection areas.

Prince George's County is GCI's longest contract relationship. GCI grew from an unknown county hauler to one of the primary haulers for the County. GCI spearheaded a proposal to implement a route optimization strategy which would save County costs and reduce commercial traffic in residential areas as well as reduce the carbon footprint of commercial vehicles. The route optimization proved to be a success.

Contract Highlights

- Rear Load Residential Collection
- Curbside Refuse, Recycling and Yard Waste
- Weekly Collection
- Over 48,000 Units
- 9-year Contract



Goode Companies, Inc.
Of Florida

Solicitation No. RFP 1011-21-1
Solid Waste Services



CHARLES COUNTY MARYLAND
Where Eagles Fly

- Contracting Agency: Charles County, MD
- Service Type: Single Stream Recycling & Yard Waste Collection Services
- Contract Value: Est. Over \$3,000,000.00 Ann
- Contract Start Date: July 2014
- Contract Duration: June 2025
- POC Name: Shanna Reese, Assistant Chief of Purchasing
- POC Address: 200 Baltimore St. La Plata, MD 20646
- POC Phone: (301) 645 -0600
- Description of Services: Residential Single Stream Recycling Collection Services to over 40,000 units. GCI was recently awarded an additional contract for Yard Waste Collection to over 40,000 units.

GCI has served two consecutive terms with Charles County, servicing Residential Yard Waste collection and recently obtained a second contract to service Residential Recycling. This contract is one of the largest in volume of units serviced, which doubled with the award of the second project. GCI continues to satisfy the expectations of the County.

Contract Highlights

- Rear Load Residential Collection
- Curbside Recycling and Yard Waste
- Weekly Collection
- Over 45,000 Units
- 5-year Contracts (Multiple Contracts)



Goode Companies, Inc.
Of Florida

Solicitation No. RFP 1011-21-1
Solid Waste Services



- Contracting Agency: Leonardtown, MD
- Service Type: Municipal Solid Waste and Recyclables Collection
- Contract Value: Est. \$1,602,000.00 Ann
- Contract Start Date: July 2019
- Contract Duration: June 2021
- POC Name: Laschelle McKay, Town Administrator
- POC Address: 41660 Courthouse Drive, Leonardtown, MD 20650
- POC Phone: (301) 475-9791
- Description of Services: Solid waste and Recycling Collection Services to over 1,000 units. This contract also includes commercial customers within the town as well as town municipal facilities.

GCI has served consecutive terms with Leonardtown in the past and recently regained the contract through the acquisition of the current contract. GCI continues to provide the high standard of quality services which the town had been used to and was expecting. GCI goes above and beyond the minimum performance standards. With the inclusion on commercial and municipal building collection, GCI is well equipped to provide the required services.

Contract Highlights

- Rear Load Residential Collection
- Commercial Municipal and business services
- Weekly Collection
- Over 1,000 Units
- 2-year Contract



Goode Companies, Inc.
Of Florida

Solicitation No. RFP 1011-21-1
Solid Waste Services



Tab 6: Small/Minority/Women (S/M/WBE) Participation Participation

GCI has formed relationships with Small and Minority/Woman Owned Businesses which are interested in providing services relevant to this procurement. GCI intends to not only comply with but exceed the requirement for Small/Minority/Woman Owned Participation.

Taylor & Gamble Enterprises (Bin Medics, LLC)
2054 Vista Parkway, Suite 400
West Palm Beach, FL 33411
Fred Gamble, CEO
(561) 500-2467
www.Taylor-Gamble.com



Taylor & Gamble Enterprises (Bin Medics) is a local, small business that specializes in cleaning, sanitizing, and deodorizing residential trash bins and commercial dumpsters. Taylor & Gamble's current service territory includes: Boca Raton, Delray Beach, Bynton Beach, Lake Worth, Wellington, Royal Palm Beach, Loxahatchee, West Palm Beach, Riviera Beach and Lake Park. Taylor & Gamble is the leading provider of bin sanitation services in the area. (Please see attachment for additional information)



Our Cleaning Process:

- Eliminates 99.9% of harmful bacteria and viruses.
- Eliminates the presence of insects.
- Deters the presence of rodents.
- Promotes a healthy environment.
- Our sanitizing and deodorizing solutions are environmentally approved.

Taylor & Gamble Enterprises (Bin Medics LLC)

2054 Vista Parkway, Suite 400

West Palm Beach, FL 33411

(561)500-2467

www.Taylor-Gamble.com



Company's Background:

Taylor & Gamble Enterprises (Bin Medics LLC) is a local, small business that specializes in cleaning, sanitizing, and deodorizing residential trash bins and commercial dumpsters. Taylor & Gamble's current service territory includes: Boca Raton, Delray Beach, Boynton Beach, Lake Worth, Wellington, Royal Palm Beach, Loxahatchee, West Palm Beach, Riviera Beach and Lake Park. Taylor & Gamble is the leading provider of bin sanitation services in these areas.

Taylor & Gamble has been operating since January 2017 and cleans over 6000 carts and dumpsters a year.

Taylor & Gamble proudly share both certifications as a Small Business Enterprise and a Minority Business Enterprise through the Palm Beach County Office of Small Business.

Taylor & Gamble enjoys giving back to the community by providing back to school backpack drives and providing free haircuts for students.

Owners Background:

Fred Gamble is the majority owner and CEO of Taylor & Gamble Enterprises and also proudly serves the residents of Palm Beach County as a firefighter-paramedic for Palm Beach County Fire-Rescue. As CEO, Fred has been instrumental in the strategic growth of Taylor and Gamble. Under Fred's leadership, T&G has expanded its reach by creating a local awareness of the service of waste cart cleaning and guiding it to be a leading service provider, for homeowners, HOA'S and local municipalities.



Kalanji (KT) Taylor serves as President of Taylor & Gamble Enterprises and oversees the daily operations for the company. KT's professional background consists of starting/managing several successful small business startups. By leveraging these experiences, KT has been able to maintain operational efficiencies even as Taylor and Gamble expanded its footprint. KT also serves as a certified officer of the state with the Florida Department of Corrections.

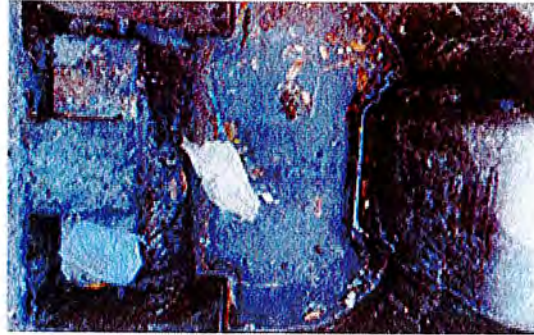


The Objective: 1. Bi-Annual Residential Cart Cleaning for Senior and Disabled/Residents 2. Bi- Annual Commercial Dumpster Cleaning for Public Grade

Schools, Community Recreation Centers, Public Safety Buildings and City Facilities.

Dirty trash bins are a breeding ground for bacteria and viruses. In addition to producing bad odors, they attract insects, rodents and could possibly create an undue, health hazard to our most vulnerable population. Based on discussions with GCI, the goal of offering garbage cart cleaning services to both senior and disabled residents, is to provide an alternative for residential customers to adhere to the common responsibility of "maintaining the cleanliness" of their personal garbage cans by ensuring that they remain in a sanitary condition. Some residents attempt to abide by this obligation on their own, which can be a difficult task.

Unfortunately, many residents will attempt to use bleach or other corrosive caustics to sanitize their trash carts. The issue with this process is that it is harmful for the user to breathe in the toxic fumes and secondly, the harmful chemicals are often



environment and

Dumped into the street and subsequently down the public storm drain. In addition to this process being illegal, it also causes considerable damage to the environment and ecosystem within our public waters.

One competitive advantage of Taylor & Gamble is that we do not use any corrosive caustic chemicals. Our cleaning process consists of using steaming hot water and eco-friendly, biodegradable detergents. This non-use of harsh chemicals, protects the public water system,

Prolongs the life of each cart.

The Process: Clean, Sanitize & Deodorize!

At Taylor & Gamble, we perform the highest level of curbside waste cart and commercial dumpster cleaning. Our customized, state of the art eco wash cleaning trucks, allows for both efficient and effective waste container sanitizing. Our process simply uses nearly boiling hot water and high pressure rotary nozzles to fully eliminate harmful bacteria and mold. The grey-water is collected via



the self-contained hopper and disposed of properly. The cart then receives a deodorizer, enzyme digester application, for longer lasting results. Cart is then returned to the resident's property for use.

Service Frequency:

1. Residential Customers: Upon request from the resident (seniors, disabled) we would like to offer this service up to **twice annually** per single family resident.
2. Commercial: As mentioned before; Public Grade Schools, Community Recreation Centers, Public Safety Buildings and City Facilities will be offered "dumpster cleaning" on all commercial front-end loaders, twice annually.

Operational Plan:

- Senior, Disabled Residents will be informed of cart cleaning service via an introduction of service notification, through mailers and online resources.
- Residents will simply be instructed to request a cart cleaning via phone call or online website.
- Residents will be notified of the scheduled day of cleaning.
- All cleanings will be coordinated on trash collection days.
- Residential cleanings will be logged and capped at **two cleanings annually**.
- Commercial Dumpster Washing of City-Owned Facilities, and Public Grade Schools Facilities will be logged at **two cleanings annually**.

If both eligible and ineligible residents would like additional cleanings in addition to the two sponsored by this proposal, they will be instructed to contact Taylor and Gamble Enterprises directly where they will be responsible for added cost.

This proposed cart cleaning program is only offered to single-family residential units (seniors, disabled). However private services will also be available for multi-family residential units and commercial businesses at a competitive cost.

Conclusion:

Given the current climate where clean, safe practices are critical components for fostering health and wellbeing for all, Taylor and Gamble's services are no less than essential. We look forward at the opportunity to provide this service to both senior and disabled residents of Riviera Beach.



04/22/2021

**Office of
Equal Business Opportunity**
50 South Military Trail, Suite 202
West Palm Beach, FL 33415
(561) 616-6810
www.pbcgov.com/oebo



**Palm Beach County
Board of County
Commissioners**

Dave Kerner, Mayor

Robert S. Weinroth, Vice Mayor

Maria G. Marino

Gregg K. Weiss

Maria Sachs

Melissa McKinlay

Mack Bernard

County Administrator

Verdenia C. Baker

Mr. Fred Gamble, Owner
Bin Medics LLC
dba Taylor & Gamble Enterprises
2054 Vista Parkway, Suite 400
West Palm Beach, FL 33411

Dear Mr. Gamble:

Your Small/Minority Business Enterprise (S/MBE) certification has been modified and include the following services:

96221 Cleaning Services, Steam and Pressure

93619 Containers: Barrels, Drums, etc., Maintenance and Repair

Your certification expiration date remains the same, November 02, 2021. You will not receive Small/Minority Business Enterprise (S/MBE) consideration if you bid in another area. Enclosed is your new certificate.

Your company's certification is subject to periodic review to verify your continued eligibility. Any changes to your business must be reported to the Office of Equal Business Opportunity (OEBO). Your company name and vendor code must be the same in both the Vendor Self Service database (VSS) and OEBO. Failure to maintain your firm in accordance with S/M/WBE requirements contained in the Palm Beach County Code or failure to report changes in the status of your firm may result in your firm being decertified. Remember, whenever you respond to a County bid you must do so under the name of Bin Medics LLC with vendor code VS0000011225.

Sincerely,

Deirdre Kyle
SBD Specialist III

*"An Equal Opportunity
Affirmative Action Employer"*

Official Electronic Letterhead

MODIFICATION

Palm Beach County Office of Equal Business Opportunity

Certifies That

Bin Medics LLC, d/b/a Taylor & Gamble Enterprises

Vendor # VS0000011225

*is a Small/Minority Business Enterprise (S/MBE) as prescribed by section 2-80.21 - 2.80.30 of
the Palm Beach County Code for a three year period from
April 26, 2021 to November 02, 2021*

The following services and/or products are covered under this certification:

Cleaning Services, Steam and Pressure; Containers: Barrels, Drums, etc., Maintenance and Repair


Allen Gray, Manager
04/26/2021



Palm Beach County Board of County Commissioners

Dave Kerner, Mayor
Robert S. Weinroth, Vice Mayor
Maria G. Marino
Gregg K. Weiss
Maria Sachs
Melissa McKinlay
Mack Bernard

County Administrator
Verdenia C. Baker

State of Florida

Department of State

I certify from the records of this office that TAYLOR & GAMBLE ENTERPRISES is a Fictitious Name registered with the Department of State on March 25, 2021.

The Registration Number of this Fictitious Name is G21000041004.

I further certify that said Fictitious Name Registration is active.

I further certify that this office began filing Fictitious Name Registrations on January 1, 1991, pursuant to Section 865.09, Florida Statutes.

*Given under my hand and the Great Seal of
Florida, at Tallahassee, the Capital, this the
Twenty Seventh day of March, 2021*



Randy R. Lee

Secretary of State



ANNE M. GANNON
CONSTITUTIONAL TAX COLLECTOR
Serving Palm Beach County

Serving you.

P.O. Box 3353, West Palm Beach, FL 33402-3353
www.pbctax.com Tel: (561) 355-2264

****LOCATED AT****

2054 VISTA PKWY Ste 400
WEST PALM BEACH, FL 33411

TYPE OF BUSINESS	OWNER	CERTIFICATION #	RECEIPT #/DATE PAID	AMT PAID	BILL #
56-0020 PRESSURE CLEANING	BIN MEDICS LLC		U21.289222 - 04/02/21	\$304.55	B401751-43

This document is valid only when receipted by the Tax Collector's Office.

TAYLOR & GAMBLE ENTERPRISES
BIN MEDICS LLC
7110 OKEECHOBEE BLVD UNIT 6104
WEST PALM BEACH, FL 33411

**STATE OF FLORIDA
PALM BEACH COUNTY
2020/2021 LOCAL BUSINESS TAX RECEIPT**

**LBTR Number: 2019112759
EXPIRES: SEPTEMBER 30, 2021**

This receipt grants the privilege of engaging in or managing any business profession or occupation within its jurisdiction and MUST be conspicuously displayed at the place of business and in such a manner as to be open to the view of the public.

State of Florida

Department of State

I certify from the records of this office that BIN MEDICS LLC is a limited liability company organized under the laws of the State of Florida, filed on September 2, 2016, effective September 1, 2016.

The document number of this limited liability company is L16000165466.

I further certify that said limited liability company has paid all fees due this office through December 31, 2016 and that its status is active.

*Given under my hand and the
Great Seal of the State of Florida
at Tallahassee, the Capital, this
the Twenty-third day of
September, 2016*



Ken Datzner
Secretary of State

Tracking Number: CU2221289507

To authenticate this certificate, visit the following site, enter this number, and then follow the instructions displayed.

<https://services.sunbiz.org/Filings/CertificateOfStatus/CertificateAuthentication>



Goode Companies, Inc.
Of Florida

Solicitation No. RFP 1011-21-1
Solid Waste Services



Complete Contract Consulting, LLC
2001 Broadway Avenue, Suite 270
Riviera Beach FL, 33404
Sharna Reece, CEO
(561) 766-0884
www.completecontractconsulting.com



COMPLETE CONTRACT CONSULTING
— FROM OPPORTUNITY INTO REALITY —

Complete Contract Consulting (CCC) is a well-established woman owned consulting firm in Florida & Georgia. Leveraging over thirty years of combined experience assisting businesses in winning contracts through our bid proposal writing services, certification assistance, permitting & license and compliance related document management.

At Complete Contract Consulting, our goal is to help you become officially affiliated with a government agency of your choosing. We do this by providing all forms of government assistance to businesses worldwide.

We also offer the opportunity to become the “final check-point” for businesses who will be submitting a proposal to a government agency. If you have already identified a bid request and have written a proposal to be submitted to a government agency, we offer a checkpoint service, where we will review your proposal and the bid packet in its entirety to ensure there are no missing information and to add any value added points before it reaches to the respective government agency.

Services include:

- Vendor Management
- Proposal Writing
- Foreign Language Interpretation
- Subcontractor Vendor Management, Utilization, Reporting and Outreach

(Please see attachment for additional information)



Office of
Equal Business Opportunity
50 South Military Trail, Suite 202
West Palm Beach, FL 33415
(561) 616-6840
www.pbcgov.com/oebo



**Palm Beach County
Board of County
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Mack Bernard, Mayor

Dave Kerner, Vice Mayor

Hal R. Valeche

Gregg K. Weiss

Robert S. Weinroth

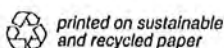
Mary Lou Berger

Melissa McKinlay

County Administrator

Verdenia C. Baker

"An Equal Opportunity
Affirmative Action Employer"



March 18, 2019

Ms. Sharna Reece
Complete Contract Consulting, LLC
2001 Broadway Avenue, Suite 270
Riviera Beach, FL 33404

Dear Ms. Reece:

The Palm Beach County Office of Equal Business Opportunity (OEBO) has completed its review of the documents you submitted for certification and is pleased to announce that your firm has been certified for:

91806	Administrative Consulting
91821	Business Consulting, Large
91875	Management Consulting
91879	Minority and Small Business Consulting
94652	Grant Writing Services
96102	Administrative Services, All Kinds

as a **Small/Minority/Women Business Enterprise** for three (3) years, **expiring on March 17, 2022**. Please remember, you will not receive SBE consideration if you bid in another area. Please keep track of your expiration date. Enclosed is your certificate.

Your firm shall be subject to the provisions of the Palm Beach County Purchasing Ordinance and all State and Federal laws relating to the transaction of business.

This certification entitles you to participate in contracting opportunities when the products and services offered by your firm are being considered for bid. As an additional service to your firm, you will be included in the Palm Beach County Directory of certified SBE firms. If you wish to have your firm's services changed, please contact our office at (561) 616-6840 for an application to amend your certification.

Your company's certification is subject to periodic review to verify your continued eligibility. Any changes to your business must be reported to OEBO.

Your company name and vendor code must be the same in both Purchasing and OEBO. Failure to maintain your firm in accordance with SBE requirements contained in the Palm Beach County Code or failure to report changes in the status of your firm may result in your firm being decertified. Remember, whenever you respond to a County bid you must do so under the name of **Complete Contract Consulting, Inc.** with vendor code **VS0000011927**.

Sincerely,

Deirdre D. Kyle
Small Business Development Specialist II

Palm Beach County
Office of Equal Business Opportunity

Certifies That

Complete Contract Consulting, LLC.

Vendor #VS0000011927

is a Small/Minority/Women Business Enterprise as prescribed by section 2-80.20 – 2-80.40 of the Palm Beach County Code for a three year period from

March 18, 2019 to March 17, 2022

The following Services and/or Products are covered under this certification:

**Administrative Consulting; Business Consulting
Management Consulting; Minority and Small Business Consulting
Grant Writing Services; Administrative Services, All Kinds**



Allen F. Gray, Manager

March 18, 2019



Palm Beach County Board of County Commissioners

Mack Bernard , Mayor
Dave Kerner, Vice Mayor
Hal Valeche
Greg K. Weiss
Robert S. Weinroth
Mary Lou Berger
Melissa McKinlay

County Administrator
Verdenia C. Baker



Subcontractor Quote Form (Admin/Outreach Services)

Company Name Complete Contract Consulting LLC

Phone 561-766-0884 ext 0

ADDRESS

2001 Broadway Ave Ste 270

CITY/STATE/ZIP

Riviera Beach FL 33404

E-MAIL

sbarnes@completecontractconsulting.com

POINT OF CONTACT

Shama Barnes

CERTIFICATION TYPE

SBE ☒

MBE ☒

WBE ☒

CERTIFYING AGENCY

Palm Beach County

QUANTITY	DESCRIPTION	UNIT PRICE	AMOUNT
20	Monthly price for Outreach Services	\$125.00	\$2,500.00
1	Hourly Price for overage hours used	\$85.00	\$85.00
TOTAL			\$30,000.00

PLEASE SEND COMPLETED QUOTE TO:

wkgoode@goodecompanies.com



COMPLETE CONTRACT CONSULTING
TURN OPPORTUNITY INTO REALITY

Capability Statement

Complete Contract Consulting (CCC) is a well-established woman owned consulting firm in Florida and Georgia. Leveraging over thirty years of combined experience assisting businesses in winning contracts through our bid proposal writing services, certification assistance, permitting & license, subcontractor management and compliance related document management.

Complete Contract Consulting has assisted hundreds of businesses to acquire contracts by sourcing the bid and actually writing the proposal on their business behalf and becoming their subcontractor management partner. We have helped quite a few businesses increase their business revenue through government and private sector contracts, many of our clients received their very first contract through us.

Service List

- ✓ Contract Sourcing (Government and Private bids)
- ✓ Bid Proposal Writing (AEC & Professional services)
- ✓ Government Certification Application (client/sub-contractor base)
- ✓ Contract Compliance / Negotiation Documentation Management
- ✓ Verbal Presentation Assistance & Training
- ✓ Government Procurement Training
- ✓ Interpreter Services (In Person, Telephone, Video Remote, Written and American Sign Language).
- ✓ Grassroots Community Outreach & Marketing
- ✓ Conference/Trade Show/Workshop/Seminars Planning & Management
- ✓ Advertising (conceptualization, buying & placement)
- ✓ Subcontractor Vendor Management: Utilization & Reporting
- ✓ Strategic Marketing Plan Development & Management

Past Performance

Broward County School	Foreign Language Interpreter Services (In person, Over the phone, Written)	Gaby A. Aybar 754-321-2580
Florida Cuttings INC	Government bid proposal writing and contract management	Stephen Vitiello 561-212-3779
FCC Environmental	S/M/W/DBE Subcontractor Vendor Management, Utilization Reporting & Outreach	Charles Merkley 407-681-4675

Company Data

- DUNS# 081138763
- CAGE# 830N0
- EIN:82-3115896
- CERTIFICATIONS:
 - ☐ HubZone
 - ☐ M/WBE
 - ☐ AC/DBE
- FULLY INSURED:
 - ☐ GENERAL
 - ☐ PROFESSIONAL
 - ☐ WORKERS COMP
 - ☐ AUTO
- NAICS CODES:
 - ☐ 541611 ☐ 541614
 - ☐ 541930 ☐ 541910
 - ☐ 561410 ☐ 541214

Differentiators

- We are completely insured and bonded.
- We have a **98.5%** proposal writing success rating and have acquired over **\$200M** in revenues for our clients.
- We will match any of our competitors pricing, up to 10% lower (Guaranteed)
- We provide hands-on, "do it for you" services.

Sharna Barnes, CEO

☎ (561) 766-0884
 ☎ (561) 404-7365
 @ sbarnes@completecontractconsulting.com
 🌐 www.completecontractconsulting.com

Corporate Office

2001 Broadway Ave. Ste 270
 Riviera Beach, Florida 33404

Branch Office: Atlanta, GA



CITY OF RIVIERA BEACH
600 W BLUE HERON BLVD
RIVIERA BEACH FL 33404
BUSINESS TAX RECEIPT

Permit Year October 01, 2020 to September 30, 2021

2001 Broadway
COMPLETE CONTRACT CONSULTING LLC

Issued:
Vendor: 13113.1
CONSULTANT/BUSINESS OFFICE
INVENTORY VALUE

COMPLETE CONTRACT CONSULTING LLC
2001 BROADWAY #270
RIVIERA BEACH FL 33404

MUST BE POSTED CONSPICUOUSLY
AT YOUR PLACE OF BUSINESS



CITY OF RIVIERA BEACH
600 W BLUE HERON BLVD
RIVIERA BEACH FL 33404
BUSINESS TAX RECEIPT

Permit Year October 01, 2020 to September 30, 2021

2001 Broadway
COMPLETE CONTRACT CONSULTING LLC

Issued:
Vendor: 13113.1
CONSULTANT/BUSINESS OFFICE
INVENTORY VALUE

COMPLETE CONTRACT CONSULTING LLC
2001 BROADWAY #270
RIVIERA BEACH FL 33404

MUST BE POSTED CONSPICUOUSLY
AT YOUR PLACE OF BUSINESS



CITY OF RIVIERA BEACH
600 W BLUE HERON BLVD
RIVIERA BEACH FL 33404
BUSINESS TAX RECEIPT

Permit Year October 01, 2020 to September 30, 2021

2001 Broadway
COMPLETE CONTRACT CONSULTING LLC

Issued:
Vendor: 13113.1
CONSULTANT/BUSINESS OFFICE
INVENTORY VALUE

COMPLETE CONTRACT CONSULTING LLC
2001 BROADWAY #270
RIVIERA BEACH FL 33404

MUST BE POSTED CONSPICUOUSLY
AT YOUR PLACE OF BUSINESS



Goode Companies, Inc.
Of Florida

Solicitation No. RFP 1011-21-1
Solid Waste Services



Forms

- Schedule 1 – Participation for Small Business Enterprises
- Schedule 2 – Letter of Intent to Perform as a Small Business Sub-Contractors
- Schedule 3 – Local Business Participation
- Schedule 4 – Letter of Intent to Perform as a Local Business



SCHEDULE 1

PARTICIPATION FOR SBE CONTRACTORS/PROPOSERS

RFP TITLE: Solid Waste Services RFP NUMBER: RFP No. 1011-21
NAME OF PRIME PROPOSER: The Goode Companies, Inc. OPENING DATE: May 14, 2021
CONTACT PERSON: Willie K. Goode TELEPHONE NO. (301) 486-7502 DEPARTMENT: Owner

CONTRACT AMOUNT – SBE

<u>NAME, ADDRESS & TELEPHONE</u> <u>OF SBE CONTRACTOR</u>	<u>TYPE & DESCRIPTION OF</u> <u>WORK TO BE PERFORMED</u>	<u>CERTIFICATION</u> <u>PALM BEACH COUNTY (PBC)</u>	<u>NUMBER</u>
1. <u>Taylor & Gamble Enterprises</u> <u>2054 Vista Parkway, Suite 400</u> <u>West Palm Beach, FL 33411</u> <u>(561) 500-2467</u>	<u>Cleaning, sanitizing and</u> <u>deodorizing of residential</u> <u>trash bins and commercial</u> <u>dumpsters/ Grappler Collection/</u> <u>Roll-Off Collection</u>	PBC ☒ STATE ☒ OTHER ☐	
2. _____	_____	PBC _____ STATE _____ OTHER _____	
3. _____	_____	PBC _____ STATE _____ OTHER _____	
4. _____	_____	PBC _____ STATE _____ OTHER _____	
5. _____	_____	PBC _____ STATE _____ OTHER _____	

TO BE COMPLETED BY PRIME PROPOSER:

RFP PRICE: \$ TBD TOTAL % PARTICIPATION: TBD



SCHEDULE 2

RFP NUMBER: 1011-21

LIAISON: Willie K. Goode

LETTER OF INTENT TO PERFORM AS A SMALL BUSINESS ENTERPRISE

TO: The Goode Companies, Inc.

(NAME OF PRIME PROPOSER)

The undersigned intends to perform work in connection with the above RFP as (Check one):

 a individual ☒ a corporation a partnership a joint venture

☒ The undersigned is certified as a SBE.

The undersigned is prepared to perform the following described work in connection with the above project (specify in detail particular work items or parts thereof to be performed):

Taylor & Gamble Enterprises will provide cleaning, sanitizing, and deodorizing of residential trash bins and commercial dumpsters.

Partial performance of Grappler Collection Services

Partial performance of Roll-Off Collection Services

as the following price: \$ 615,000.00 per year
(Amount must match subcontractor's quote)

You have projected the following commencement date of such work, and the undersigned is projecting completion of such work as follows:

Projected
Commencement Date
January 1, 2022

Projected
Completion Date
December 31, 2031

Items

 % of the dollar value of the subcontract will be sublet and/or awarded to non-minority contractors and/or non-minority suppliers. The undersigned will enter into a formal agreement for the work with you, conditioned upon your execution of a contract with the City of Riviera Beach.

Taylor & Gamble Enterprises

(NAME OF SMALL BUSINESS ENTERPRISE CONTRACTOR)

DATE: 5-11-21

BY: TS

(SIGNATURE OF SMALL BUSINESS ENTERPRISE CONTRACTOR)

SCHEDULE 3

PARTICIPATION FOR LOCAL BUSINESSES AS SUB-CONTRACTOR AT LEAST 15%- DESIRED GOAL -25%

RFP TITLE: Solid Waste Services RFP NUMBER: 1011-21

NAME OF PRIME PROPOSER: Goode Companies Inc RFP OPENING DATE: 05/14/2021

CONTACT PERSON: Willie Goode TELEPHONE NO. _____ DEPARTMENT: _____

CONTRACT AMOUNT – LOCAL BUSINESSES

NAME, ADDRESS & TELEPHONE	TYPE & DESCRIPTION OF	% TO BE PERFORMED	ESTIMATED
<u>NUMBER OF LOCAL CONTRACTOR</u>	<u>WORK TO BE PERFORMED</u>	<u>BY LOCAL BUSINESS</u>	<u>DOLLAR VALUE</u>
1. <u>Complete Contract Consulting</u>	<u>Administrative / Outreach</u>		
<u>2001 Broadway Ave, Ste 270</u>	<u>Services</u>	% <u>TBD</u>	\$ <u>30,000.00</u>
<u>Riviera Beach, FL 33404</u>	_____		
2. _____	_____	% _____	\$ _____
_____	_____		
3. _____	_____	% _____	\$ _____
_____	_____		
4. _____	_____	% _____	\$ _____
_____	_____		
5. _____	_____	% _____	\$ _____
_____	_____		

TO BE COMPLETED BY PRIME PROPOSER:

RFP PRICE: \$ TBD TOTAL % PARTICIPATION: TBD

SCHEDULE 4

RFP NUMBER: 1011-21

LIAISON: Sharna Barnes

LETTER OF INTENT TO PERFORM AS A LOCAL BUSINESS

TO: Complete Contract Consulting LLC
(NAME OF PRIME PROPOSER)

The undersigned intends to perform work in connection with the above BID as (Check one):

 a individual X a corporation a partnership a joint venture

X The undersigned is a qualified Local Business.

The undersigned is prepared to perform the following described work in connection with the above project (specify in detail particular work items or parts thereof to be performed):

Complete Contract Consulting will conduct Administrative services to include: all outreach, inclusive of those mentioned in our transition plan, all resident notifications (door to door disseminating of flyers; social media and paper ad placements), boots on the ground.

Represent Goode Companies Inc at public meetings that maybe required to attend, operating in the capacity of Public Relations Representative.

as the following price: \$ 30,000.00
(Amount must match subcontractor's quote)

You have projected the following commencement date of such work, and the undersigned is projecting completion of such work as follows:

<u>Items</u>	<u>Projected Commencement Date</u>	<u>Projected Completion Date</u>

TBD % of the dollar value of the subcontract will be sublet and/or awarded to local contractors and/or local suppliers. The undersigned will enter into a formal agreement for the work with you, conditioned upon your execution of a contract with the City of Riviera Beach.

Complete Contract Consulting LLC
(NAME OF LOCAL CONTRACTOR)

DATE: 05.10.2021

BY: [Signature]
(SIGNATURE OF LOCAL CONTRACTOR)



Goode Companies, Inc.
Of Florida

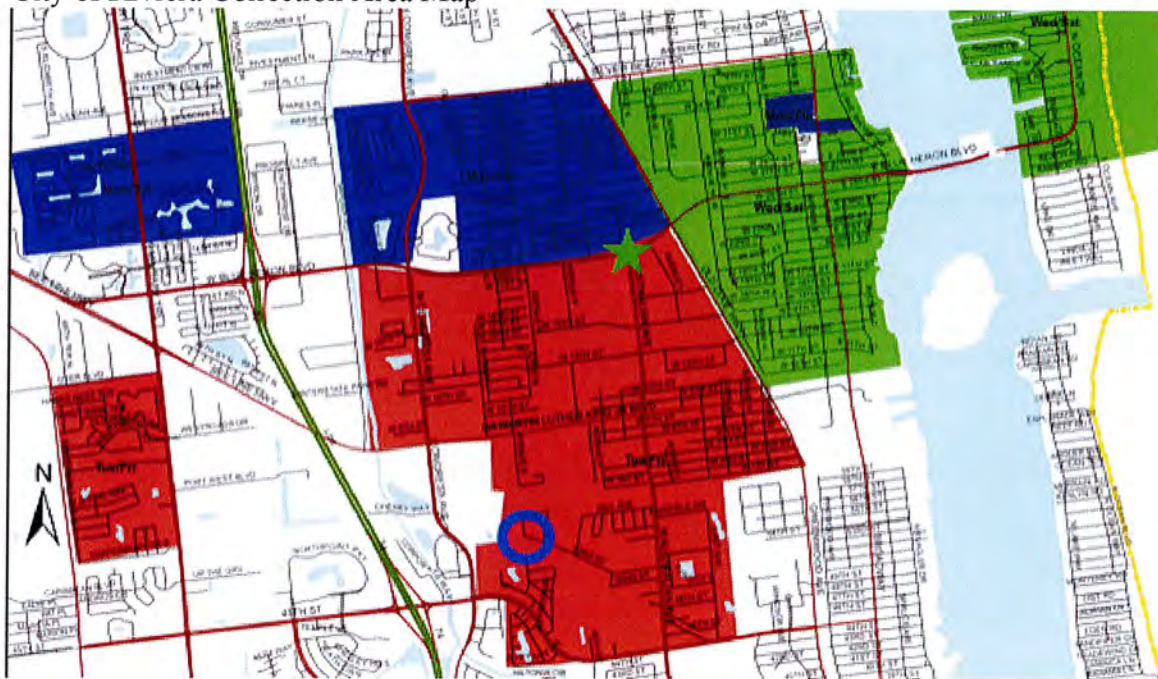
Solicitation No. RFP 1011-21-1
Solid Waste Services



Tab 7: Local Vendor Preference

GCI's Florida division is located within the Riviera Beach collection limits at 5455 Dexter Way. This location has been housing our SWA Palm Beach County operation for the past two years and is fully equipped with office space, truck parking, storage and maintenance facilities and is within approximately 1-2 miles of the City's center point at Australian Avenue and Blue Heron Boulevard. (See depiction below)

City of Riviera Collection Area Map



- GCI Florida Division Facility
- ★ City Center Point (Australian Ave and Blue Heron Blvd)





Goode Companies, Inc.
Of Florida

Solicitation No. RFP 1011-21-1
Solid Waste Services



Additionally, GCI intends to fulfill the local business subcontractor participation requirement through subcontracted services with Complete Contract Consulting.

Complete Contract Consulting, LLC
2001 Broadway Avenue, Suite 270
Riviera Beach FL, 33404
Sharna Reece, CEO



COMPLETE CONTRACT CONSULTING
TURN OPPORTUNITY INTO REALITY



Goode Companies, Inc.
Of Florida

Solicitation No. RFP 1011-21-1
Solid Waste Services



Tab 8: Fee/Price Schedule Forms

- Fee/Price Schedule
- Bid Bond and Evidence of Insurance and Bonding Capacity

REVISED FEE/PRICE SCHEDULE
FORM NO. 1

SINGLE-FAMILY RESIDENTIAL CURBSIDE
COLLECTION & DISPOSAL SERVICES

The following fee/price form is for Single-Family Residential Curbside Collection and Disposal Services. The total monthly service rate proposed on this form shall be fixed through the initial contract period, one year after the effective date and shall reflect service requirements as specified in the Agreement. The rate shall include:

- (1) Solid Waste Collection (automated cart(s), 2x week);
- (2) Recycling Collection (In accordance with SWA standards);
- (3) Bulk Yard Waste Collection (1 time weekly);
- (4) Maintenance and replacement of Solid Waste Carts and Recycling Carts as needed.

FEE/PRICE FORM 1 - RESIDENTIAL CURBSIDE COLLECTION & DISPOSAL SERVICES		
TOTAL MONTHLY SERVICE RATE (Numbers 1-5)	\$ 13.65	/Unit/Mo

VACANT LOT/ILLEGAL DUMPING COST AFTER 5,000 YARDS PER SECTION 25 of the CONTRACT		
COST PER CUBIT YARD	\$14.95	/Cubic Yard

REVISED FEE/PRICE SCHEDULE
FORM NO. 2

CONTAINERIZED RESIDENTIAL
COLLECTION & DISPOSAL SERVICES

The following fee/price schedule is for Residential Containerized Collection and Disposal Services. The total monthly service rate proposed on this form shall be fixed through September 30, 2022 and shall reflect service requirements as specified in the Agreement. The rate shall include:

- (1) Solid Waste a minimum of 2 times per week, Recycling 1 time per week, and Bulk Waste Collection 1 time per week;
- (2) Yard Waste Non-compacted Disposal 1 time per week; and
- (3) Non-compacted Container Rental and Maintenance.

FEE/PRICE FORM 2 (A) - RESIDENTIAL CONTAINERIZED COLLECTION AND DISPOSAL SERVICES	
TOTAL PER CUBIC YARD SERVICE RATE (Numbers. 1 - 3)	\$ 12.25 /Cubic Yard

The rates for Additional Services shall be as listed below. These rates will not be used to evaluate the proposals as described Evaluation Process. These rates will be subject to adjustment in the final agreement.

FEE/PRICE 2 (B) - ADDITIONAL SERVICES	
1. Roll-off Solid Waste, Bulk Waste, and Recyclables Collection Service	\$ 225.00 /Pull
2. Non-compacted Roll-off Rental and Maintenance	\$95.00 /Cubic Yard
3. Non-compacted Disposal Rate	\$55.00 /Cubic Yard
4. Compacted Container Rental and Maintenance	\$175.00 /Cubic Yard
5. Compacted Roll-off Rental and Maintenance	\$575.00 /Cubic Yard
6. Compacted Disposal Rate	\$45.00 /Cubic Yard

Due to industry standards related to the pricing of front end and roll-off services, containers and disposal, we have provided pricing as required, however, we have also provided an additional pricing section which is more universal to the requirements above.

**REVISED FEE/PRICE SCHEDULE
FORM NO. 3**

COMMERCIAL SERVICES

The following fee/price schedule is for Commercial Solid Waste Collection and Disposal Services. All service rates proposed on this form shall be fixed through September 30, 2022 and shall reflect service requirements as specified in the Agreement. The rate shall include:

- (1) Solid Waste Collection Service (containerized, minimum of 2x week);
- (2) Recycling Collection (automated cart(s), single-stream, 2x week);
- (3) Yard Waste Non-compacted Disposal; and

FEE/PRICE FORM 3 (A) – SOLID WASTE COLLECTION SERVICES	
TOTAL PER CUBIC YARD SERVICE RATE (Number 1) (Non-compacted Container Rental and Maintenance)	\$ 11.95 /Cubic Yard

FEE/PRICE FORM 3 (A) – RECYCLING COLLECTION SERVICES	
TOTAL PER CUBIC YARD SERVICE RATE (Number 2) (Non-compacted Container Rental and Maintenance)	\$8.25 /Cubic Yard

FEE/PRICE FORM 3 (A) - COMMERCIAL YARD SERVICES	
TOTAL PER CUBIC YARD SERVICE RATE (Number 3) (Non-compacted Container Rental and Maintenance)	\$ 7.95 /Cubic Yard

The rates for Additional Services shall be as listed below. These rates will not be used to evaluate the proposals as described evaluation Process. These rates will be subject to adjustment in the final agreement.

FEE/PRICE FORM 3 (B) - ADDITIONAL SERVICES	
1. Roll-off Solid Waste Collection Service	\$ 225.00 /Pull
2. Non-compacted Roll-off Rental and Maintenance	\$95.00 /Cubic Yard
3. Non-compacted Disposal Rate	\$55.00 /Cubic Yard
4. Compacted Container Rental and Maintenance	\$175.00/Cubic Yard
5. Compacted Roll-off Rental and Maintenance	\$757.00/Cubic Yard
6. Compacted Disposal Rate	\$45.00 /Cubic Yard

Due to industry standards related to the pricing of front end and roll-off services, containers and disposal, we have provided pricing as required, however, we have also provided an additional pricing section which is more universal to the requirements above.



Goode Companies, Inc.
Of Florida

Solicitation No. RFP 1011-21-1
Solid Waste Services



Fee/Price Schedule

REVISED FEE/PRICE SCHEDULE
FORM NO. 1
SINGLE-FAMILY RESIDENTIAL CURBSIDE
COLLECTION & DISPOSAL SERVICES

The following fee/price form is for Single-Family Residential Curbside Collection and Disposal Services. The total monthly service rate proposed on this form shall be fixed through the initial contract period, one year after the effective date and shall reflect service requirements as specified in the Agreement. The rate shall include:

- (1) Solid Waste Collection (automated cart(s), 2x week);
- (2) Recycling Collection (In accordance with SWA standards);
- (3) Bulk Yard Waste Collection (1 time weekly);
- (4) Maintenance and replacement of Solid Waste Carts and Recycling Carts as needed.

Fee/Price Form 1 – Residential Curbside Collection & Disposal Services	
Total Monthly Service Rate (Numbers 1-4)	\$ <u>13.65</u> /unit/Mo

Vacant Lot / Illegal Dumping Cost after 5,000 Yards Per Section 25 of the Contract	
Cost Per Cubic Yard	\$ <u>14.95</u> /Cubic Yard



Goode Companies, Inc.
Of Florida

Solicitation No. RFP 1011-21-1
Solid Waste Services



REVISED FEE/PRICE SCHEDULE
FORM NO. 2
CONTAINERIZED RESIDENTIAL
COLLECTION & DISPOSAL SERVICES

The following fee/price schedule is for Residential Containerized Collection and Disposal Services. The total monthly service rate proposed on this form shall be fixed through September 30, 2022 and shall reflect service requirements as specified in the Agreement. The rate shall include:

- (1) Solid Waste a minimum of 2 times per week, Recycling 1 time per week, and Bulk Waste Collection 1 time per week;
- (2) Yard Waste Non-compacted Disposal 1 time per week; and
- (3) Non-compacted Container Rental and Maintenance.

Fee/Price Form 2 (A) – Residential Containerized Collection and Disposal Services	
Total Monthly Service Rate (Numbers 1-3)	\$ <u>12.25</u> /unit/Mo

The rates for Additional Services shall be as listed below. These rates will not be used to evaluate the proposals as described Evaluation Process. These rates will be subject to adjustment in the final agreement.

Fee/Price 2 (B) – Additional Services	
1.Roll-off Solid Waste, Bulk Waste, and Recyclables Collection Service	\$ <u>225.00</u> /Pull
2.Non-compacted Roll-off Rental and Maintenance	\$ <u>95.00</u> /Month
3.Non-compacted Disposal Rate	\$ <u>55.00</u> /Ton
4.Compacted Container Rental and Maintenance	\$ <u>175.00</u> /Month
5.Compacted Roll-off Rental and Maintenance	\$ <u>575.00</u> /Month
6.Compacted Disposal Rate	\$ <u>45.00</u> /Ton



Goode Companies, Inc.
Of Florida

Solicitation No. RFP 1011-21-1
Solid Waste Services



REVISED FEE/PRICE SCHEDULE
FORM NO. 3
COMMERCIAL SERVICES

The following fee/price schedule is for Commercial Solid Waste Collection and Disposal Services. All service rates proposed on this form shall be fixed through September 30, 2022 and shall reflect service requirements as specified in the Agreement. The rate shall include:

- (1) Solid Waste Collection Service (containerized, minimum of 2x week);
- (2) Recycling Collection (automated cart(s), single-stream, 2x week);
- (3) Yard Waste Non-compacted Disposal; and

Fee/Price Form 3 (A) – Solid Waste Collection Services	
Total Monthly Service Rate (Number 1) (Non-compacted Container Rental and Maintenance)	\$ <u>11.95</u> /Cubic Yard

Fee/Price Form 3 (A) – Recycling Collection Services	
Total Monthly Service Rate (Number 2) (Non-compacted Container Rental and Maintenance)	\$ <u>8.25</u> /Cubic Yard

Fee/Price Form 3 (A) – Commercial Yard Waste Services	
Total Monthly Service Rate (Numbers 3) (Non-compacted Container Rental and Maintenance)	\$ <u>7.95</u> /Cubic Yard

The rates for Additional Services shall be as listed below. These rates will not be used to evaluate the proposals as described evaluation Process. These rates will be subject to adjustment in the final agreement.

Fee/Price 3 (B) – Additional Services	
1.Roll-off Solid Waste, Bulk Waste, and Recyclables Collection Service	\$ <u>225.00</u> /Pull
2.Non-compacted Roll-off Rental and Maintenance	\$ <u>95.00</u> /Month
3.Non-compacted Disposal Rate	\$ <u>55.00</u> /Ton
4.Compacted Container Rental and Maintenance	\$ <u>175.00</u> /Month
5.Compacted Roll-off Rental and Maintenance	\$ <u>575.00</u> /Month
6.Compacted Disposal Rate	\$ <u>45.00</u> /Ton



AIA Document A310™ – 2010

Bid Bond

CONTRACTOR:

(Name, legal status and address)

The Goode Companies, Inc.
1701 Olive Street
Capitol Heights, MD 20743

SURETY:

(Name, legal status and principal place of business)

North American Specialty Insurance Company
1450 American Lane, Suite 1100
Schaumburg, IL 60173

This document has important legal consequences. Consultation with an attorney is encouraged with respect to its completion or modification.

Any singular reference to Contractor, Surety, Owner or other party shall be considered plural where applicable.

OWNER:

(Name, legal status and address)

The City of Riviera Beach
1481 West 15th Street
Riviera Beach, FL 33404

BOND AMOUNT: Five Percent (5%) of the First Year's Contract Value or Three Hundred Thousand and 00/100 (\$300,000.00), Whichever is Less

PROJECT:

(Name, location or address, and Project number, if any)

RFP 1011-21-1 for the City of Riviera Beach, Florida

Project Number, if any:

The Contractor and Surety are bound to the Owner in the amount set forth above, for the payment of which the Contractor and Surety bind themselves, their heirs, executors, administrators, successors and assigns, jointly and severally, as provided herein. The conditions of this Bond are such that if the Owner accepts the bid of the Contractor within the time specified in the bid documents, or within such time period as may be agreed to by the Owner and Contractor, and the Contractor either (1) enters into a contract with the Owner in accordance with the terms of such bid, and gives such bond or bonds as may be specified in the bidding or Contract Documents, with a surety admitted in the jurisdiction of the Project and otherwise acceptable to the Owner, for the faithful performance of such Contract and for the prompt payment of labor and material furnished in the prosecution thereof; or (2) pays to the Owner the difference, not to exceed the amount of this Bond, between the amount specified in said bid and such larger amount for which the Owner may in good faith contract with another party to perform the work covered by said bid, then this obligation shall be null and void, otherwise to remain in full force and effect. The Surety hereby waives any notice of an agreement between the Owner and Contractor to extend the time in which the Owner may accept the bid. Waiver of notice by the Surety shall not apply to any extension exceeding sixty (60) days in the aggregate beyond the time for acceptance of bids specified in the bid documents, and the Owner and Contractor shall obtain the Surety's consent for an extension beyond sixty (60) days.

If this Bond is issued in connection with a subcontractor's bid to a Contractor, the term Contractor in this Bond shall be deemed to be Subcontractor and the term Owner shall be deemed to be Contractor.

When this Bond has been furnished to comply with a statutory or other legal requirement in the location of the Project, any provision in this Bond conflicting with said statutory or legal requirement shall be deemed deleted herefrom and provisions conforming to such statutory or other legal requirement shall be deemed incorporated herein. When so furnished, the intent is that this Bond shall be construed as a statutory bond and not as a common law bond.

Signed and sealed this 14th day of May 2021

Dawn M. Moran
(Witness)

Eric J. Follman
(Witness)

The Goode Companies, Inc.

(Principal)

COO

(Title)

North American Specialty Insurance Company

(Surety)

(Title) Eric J. Follman, Sr., Attorney-in-Fact

(Seal)

Init.

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SWISS RE CORPORATE SOLUTIONS

NORTH AMERICAN SPECIALTY INSURANCE COMPANY
WASHINGTON INTERNATIONAL INSURANCE COMPANY
WESTPORT INSURANCE CORPORATION

GENERAL POWER OF ATTORNEY

KNOW ALL MEN BY THESE PRESENTS, THAT North American Specialty Insurance Company, a corporation duly organized and existing under laws of the State of New Hampshire, and having its principal office in the City of Overland Park, Kansas and Washington International Insurance Company a corporation organized and existing under the laws of the State of New Hampshire and having its principal office in the City of Overland Park, Kansas, and Westport Insurance Corporation, organized under the laws of the State of Missouri, and having its principal office in the City of Overland Park, Kansas each does hereby make, constitute and appoint:

ERIC J. FOLLMAN, SR., LYNN M. WHEELOCK, FERNANDA L. DePAOLANTONIO AND CAITLIN CHRISTINE BAKER

JOINTLY OR SEVERALLY

Its true and lawful Attorney(s)-in-Fact, to make, execute, seal and deliver, for and on its behalf and as its act and deed, bonds or other writings obligatory in the nature of a bond on behalf of each of said Companies, as surety, on contracts of suretyship as are or may be required or permitted by law, regulation, contract or otherwise, provided that no bond or undertaking or contract or suretyship executed under this authority shall exceed the amount of:

ONE HUNDRED TWENTY FIVE MILLION (\$125,000,000.00) DOLLARS

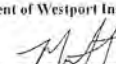
This Power of Attorney is granted and is signed by facsimile under and by the authority of the following Resolutions adopted by the Boards of Directors of North American Specialty Insurance Company and Washington International Insurance Company at meetings duly called and held on March 24, 2000 and Westport Insurance Corporation by written consent of its Executive Committee dated July 18, 2011.

"RESOLVED, that any two of the President, any Senior Vice President, any Vice President, any Assistant Vice President, the Secretary or any Assistant Secretary be, and each or any of them hereby is authorized to execute a Power of Attorney qualifying the attorney named in the given Power of Attorney to execute on behalf of the Company bonds, undertakings and all contracts of surety, and that each or any of them hereby is authorized to attest to the execution of any such Power of Attorney and to attach therein the seal of the Company; and it is

FURTHER RESOLVED, that the signature of such officers and the seal of the Company may be affixed to any such Power of Attorney or to any certificate relating thereto by facsimile, and any such Power of Attorney or certificate bearing such facsimile signatures or facsimile seal shall be binding upon the Company when so affixed and in the future with regard to any bond, undertaking or contract of surety to which it is attached."



By 
Steven P. Anderson, Senior Vice President of Washington International Insurance Company
& Senior Vice President of North American Specialty Insurance Company
& Senior Vice President of Westport Insurance Corporation

By 
Michael A. Ito, Senior Vice President of Washington International Insurance Company
& Senior Vice President of North American Specialty Insurance Company
& Senior Vice President of Westport Insurance Corporation



IN WITNESS WHEREOF, North American Specialty Insurance Company, Washington International Insurance Company and Westport Insurance Corporation have caused their official seals to be hereunto affixed, and these presents to be signed by their authorized officers this 18th day of SEPTEMBER, 20 20.

**North American Specialty Insurance Company
Washington International Insurance Company
Westport Insurance Corporation**

State of Illinois ss:
County of Cook

On this 18th day of SEPTEMBER, 20 20, before me, a Notary Public personally appeared Steven P. Anderson, Senior Vice President of

Washington International Insurance Company and Senior Vice President of North American Specialty Insurance Company and Senior Vice President of Westport Insurance Corporation and Michael A. Ito Senior Vice President of Washington International Insurance Company and Senior Vice President

of North American Specialty Insurance Company and Senior Vice President of Westport Insurance Corporation, personally known to me, who being by me duly sworn, acknowledged that they signed the above Power of Attorney as officers of and acknowledged said instrument to be the voluntary act and deed of their respective companies.




M. Kenny, Notary Public

I, Jeffrey Goldberg, the duly elected Vice President and Assistant Secretary of North American Specialty Insurance Company, Washington International Insurance Company and Westport Insurance Corporation do hereby certify that the above and foregoing is a true and correct copy of a Power of Attorney given by said North American Specialty Insurance Company, Washington International Insurance Company and Westport Insurance Corporation which is still in full force and effect.

IN WITNESS WHEREOF, I have set my hand and affixed the seal of the Companies this 14th day of May, 20 21.




Jeffrey Goldberg, Vice President & Assistant Secretary of Washington International Insurance Company & North American Specialty Insurance Company & Vice President & Assistant Secretary of Westport Insurance Corporation



CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY)
05/12/2021

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

IMPORTANT: If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must have ADDITIONAL INSURED provisions or be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

PRODUCER Martens Johnson Insurance Agency 6227 Executive Blvd Rockville MD 20852		CONTACT NAME: Reina Puente PHONE (A/C, No, Ext): (201) 231-5447 FAX (A/C, No): E-MAIL ADDRESS:																						
INSURED Goode Companies Inc 5455 Dexter Road West Palm Beach FL 33407		<table border="1"><thead><tr><th colspan="2">INSURER(S) AFFORDING COVERAGE</th><th>NAIC #</th></tr></thead><tbody><tr><td>INSURER A:</td><td>National Trust Insurance Company</td><td>20141</td></tr><tr><td>INSURER B:</td><td>Monroe Guaranty Insurance Company</td><td>32506</td></tr><tr><td>INSURER C:</td><td>Acceptance Indemnity Ins Co</td><td></td></tr><tr><td>INSURER D:</td><td>Chesapeake Employers' Insurance Co</td><td>11039</td></tr><tr><td>INSURER E:</td><td></td><td></td></tr><tr><td>INSURER F:</td><td></td><td></td></tr></tbody></table>		INSURER(S) AFFORDING COVERAGE		NAIC #	INSURER A:	National Trust Insurance Company	20141	INSURER B:	Monroe Guaranty Insurance Company	32506	INSURER C:	Acceptance Indemnity Ins Co		INSURER D:	Chesapeake Employers' Insurance Co	11039	INSURER E:			INSURER F:		
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INSURER D:	Chesapeake Employers' Insurance Co	11039																						
INSURER E:																								
INSURER F:																								

COVERAGES

CERTIFICATE NUMBER: CL2122259899

REVISION NUMBER:

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR LTR	TYPE OF INSURANCE	ADDL INSD	SUBR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS
A	☒ COMMERCIAL GENERAL LIABILITY	Y	N	GL100049439	06/15/2020	06/15/2021	EACH OCCURRENCE \$ 1,000,000
	☐ CLAIMS-MADE ☒ OCCUR						DAMAGE TO RENTED PREMISES (Ea occurrence) \$ 100,000
							MED EXP (Any one person) \$ 5,000
							PERSONAL & ADV INJURY \$ 1,000,000
	GEN'L AGGREGATE LIMIT APPLIES PER:						GENERAL AGGREGATE \$ 2,000,000
	☐ POLICY ☐ PRO-JECT ☐ LOC						PRODUCTS - COM/OP AGG \$ 2,000,000
	OTHER:						Employee Benefits \$ 1,000,000
B	AUTOMOBILE LIABILITY	Y	N	CA100052639-01	10/01/2020	10/01/2021	COMBINED SINGLE LIMIT (Ea accident) \$ 1,000,000
	☐ ANY AUTO						BODILY INJURY (Per person) \$
	☐ OWNED AUTOS ONLY						BODILY INJURY (Per accident) \$
	☐ HIRED AUTOS ONLY						PROPERTY DAMAGE (Per accident) \$
	☒ SCHEDULED AUTOS NON-OWNED AUTOS ONLY					BLANKET Primary Non- \$ Included	
C	UMBRELLA LIAB	N	N	EMM0000244	06/15/2020	06/15/2021	EACH OCCURRENCE \$ 2,000,000
	☒ EXCESS LIAB						AGGREGATE \$ 2,000,000
	☐ DED ☐ RETENTION \$						
D	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY	N/A	N	WC2902380-01	06/15/2020	06/15/2021	PER STATUTE ☐ OTH-ER ☐
	ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH)						E.L. EACH ACCIDENT \$ 1,000,000
	If yes, describe under DESCRIPTION OF OPERATIONS below						E.L. DISEASE - EA EMPLOYEE \$ 1,000,000
							E.L. DISEASE - POLICY LIMIT \$ 1,000,000

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)
Certificate holder is listed as Additional Insured for work performed by the Named Insured when required by written contract.

CERTIFICATE HOLDER

CANCELLATION

City of Riviera Beach Attn: Risk Manager 1481 West 15th Street Riviera Beach FL 33404	SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS. AUTHORIZED REPRESENTATIVE
---	---



Goode Companies, Inc.
Of Florida

Solicitation No. RFP 1011-21-1
Solid Waste Services



Tab 9: Standard Forms and Required Forms to be Attached Forms

- Proposer's Certification
- Addendum Page
- Drug Free Workplace
- Public Entity Crimes Statement
- Proposer's Disclosure Affidavit



ATTACHMENT A STANDARD FORMS



PROPOSER'S CERTIFICATION

I have carefully examined the solicitation, Instructions, General and/or Special Conditions, Specifications, Proposal and any other documents accompanying or made a part of this solicitation.

I hereby propose to furnish the goods or services specified in the solicitation at the prices or rates quoted in my response. I agree that my response will remain firm for a period of up to one hundred and twenty (120) days in order to allow the City adequate time to evaluate the proposals. Furthermore, I agree to abide by all conditions of the proposals.

I certify that all information contained in this proposal is truthful to the best of my knowledge and belief. I further certify that I am duly authorized to submit this bid on behalf of the vendor / contractor as its act and deed and that the vendor / contractor is ready, willing and able to perform if awarded the contract.

I further certify that this proposal is made without prior understanding, agreement, connection, discussion, or collusion with any person, firm or corporation submitting a bid for the same product or service; no officer, employee or agent of the CITY OF RIVIERA BEACH or of any other bidder interested in said solicitation; and that the undersigned executed this Proposer's Certification with full knowledge and understanding of the matters therein contained and was duly authorized to do so.

The Goode Companies, Inc. Of Florida
NAME OF BUSINESS

wkgoode@goodecompanies.com

E-MAIL ADDRESS

BY:

Willie K. Goode

SIGNATURE OF AUTHORIZED OFFICER

Willie K. Goode, President

PRINTED NAME AND TITLE

5455 Dexter Way

MAILING ADDRESS

Mangonia Park, FL 33407

CITY, STATE, ZIP CODE

(301) 486-7502

TELEPHONE NUMBER

Sworn to and subscribed before me this 13th
day of May, 2021.

Gashene W.

SIGNATURE OF NOTARY

MY COMMISSION EXPIRES: 9-27-2022

PERSONALLY KNOWN: r

OR PRODUCED IDENTIFICATION: _____

STANDARD FORMS ATTACHMENT A

In addition to the proposal, the forms listed below and required forms are to be completed and submitted with your proposal. See page 13 for exact details.

- a. Proposer's Certification
- b. Addendum Page
- c. Drug Free Workplace
- d. Public Entity Crimes Statement
- e. Proposer's Disclosure Affidavit

Include Items f-i Under Tab 6

- f. Schedule 1 – Participation for Small Business Enterprises
- g. Schedule 2 – Letter of Intent to Perform as a Small Business Sub-Contractors
- h. Schedule 3- Local Business Participation
- i. Schedule 4- Letter of Intent to Perform as a Local Business

Include Item j-k under Tab 8

- j. Fee/Price Schedule
- k. Bid Bond and Evidence of Insurance and Bonding Capacity

NOTE: Please ensure that all of these documents are completed and submitted with your response in accordance. Failure to do so may result in your response not being considered responsive.

SIGNATURE of AUTHORIZED REPRESENTATIVE

This signature page must be completed and included with the submittal.

By signing below, the undersigned acknowledges they are an expressly authorized agent of the Company/firm listed below.

Date: May 13, 2021

Full Legal Name of Company: The Goode Companies, Inc. Of Florida

Signature: _____



Printed Name: Willie K. Goode

Title: President



ADDENDUM PAGE

The undersigned acknowledges receipt of the following addenda to the solicitation (indicate number and date of each Addendum):

Addendum No. <u>1</u>	Dated <u>April 7, 2021</u>
Addendum No. <u>2</u>	Dated <u>April 17, 2021</u>
Addendum No. _____	Dated _____
Addendum No. _____	Dated _____

FAILURE TO SUBMIT ACKNOWLEDGEMENT OF ANY ADDENDUM THAT AFFECTS THE BID PRICES IS CONSIDERED A MAJOR IRREGULARITY AND WILL BE CAUSE FOR REJECTION OF THE PROPOSAL.

The Goode Companies, Inc. Of Florida
COMPANY


SIGNATURE

President
TITLE



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

**CITY OF RIVIERA BEACH
ADDENDUM NO. 1**

TO: ALL PROPOSERS

FROM: CITY OF RIVIERA BEACH PROCUREMENT DEPARTMENT

SUBJECT: ADDENDUM NO. ONE (1) TO RFP 1011-21-1, SOLID WASTE SERVICES

DATE: APRIL 7, 2021

CC: GENERAL PUBLIC

- A. **NOTICE:** The purpose of this Addendum is to address Requests for Information (RFIs) and provide a written response. All other terms and conditions of the solicitation remain unchanged.

QUESTIONS AND ANSWERS:

1. SWA of Palm Beach County does not issue license for Open Market Commercial Collection Services since the open market is Franchised. It does, however, issue a license agreement for open market C&D Roll off. Will the City accept that?

Answer: This criteria is set forth in 17.5-51 of the City's code of ordinance.

2. Will the City consider a longer initial term for the contract? Five year's does not allow enough time to spread the cost of equipment and will cause all proposer's to capture that out within the initial five years.

3. *Answer: The City may consider a seven year initial term with one three year renewal option.*

4. Is the proposer responsible for replacing and repairing existing carts?

Answer: All existing bins shall be replaced at the commencement of the contract.



4. Can proposer submit proposals with route changes?

Answer: Yes. In coordination with and approval from the City.

5. When is the anticipated start date for the contract?

Answer: We anticipate the start date of January 1, 2022 subject to final ratification by the City Council.

6. Will the City supply a list of commercial services to include: Name, address, size of container and weekly service frequency?

Answer: No.

7. How many single family units are there in the city?

Answer: The most recent billing was estimated at approximately 9,700 residential units.

8. Is there a cap of limit on the amount of vegetative waste and bulk trash at the neighborhood events?

Answer: Yes. The limit on the amount of vegetation waste is 250 yard total annually.

9. Is the Contractor required to supply new carts to the City?

Answer: Yes.

10. Is there a limit to the amount of vegetation a single-family resident can place at the curb?

Answer: No.

11. Is there a limit to the amount of bulk a single family resident can place at the curb?

Answer: No.

12. How will the City pay the Contractor? Credit Card, Check or ACH?

Answer: The Contractor will be paid via ACH.

- 
- 
13. Industry standard dictates that solicitors for solid waste RFP's provide prospective bidders with a house count for the jurisdiction or jurisdictions being put out for bid. House counts are required to give bidders an accurate idea of the residential scope of work, ensuring bid pricing will be accurate, competitive and fair.

Answer: The City is in the process of obtaining house counts and those numbers will be provided in Addendum No. 2.

14. We ask that the City make available the commercial scope of work, so that prospective bidders will know what and how much equipment will be needed to properly service commercial businesses. This information includes, but is not limited to, Customers name, contact information, billing information, current equipment onsite and weekly service levels. This information will be vital to the transition process should the City decide to move forward with a new hauler.

Answer: The City is in the process of obtaining house counts and will be provided in Addendum No. 2.

15. There are a number of gated communities and multi-family dwellings. Will the City provide access codes and project management company contact information for these communities?

Answer: The City will address this in Addendum No. 2, as the information is collected from outside agencies.

16. Will the City institute a franchise fee to be paid monthly? If so, at what percentage? In the case the City continues with current Annual Administrative Fee method, will the agreed upon terms with current hauler to calculate this amount be made known to prospective bidders?

Answer: The City will address this in Addendum No. 2, as this information request is being determined.

17. Does the current hauler currently have a local headquarters in Riviera Beach? Are the current haulers currently subcontracting with local businesses?

Answer: The current hauler does not have a local headquarters in the City limits.

18. Will there be any limitations set on how much vegetation or bulky trash one resident may place curbside at one time?

Answer: See response No. 8.

19. Disposal facilities in this market only take in dual stream recycling. How does the City propose haulers to dispose of single stream recycling?

Answer: *The City is obtaining information and will provide a response in Addendum No. 2.*

Addendum No. 1 must be signed as acknowledgment of receipt, and attached to the proposal when submitted at **3:00 p.m., Thursday, May 7, 2021** at the Office of the City Clerk, 600 W. Blue Heron Boulevard, Suite 140, Riviera Beach, Florida, 33404. For information on this solicitation, please contact:

Althea Pemsel, Director of Procurement
1481 West 15th Street
Riviera Beach, FL 33404
purchasing@rivierabeach.org

The Goode Companies, Inc. Of Florida

NAME OF COMPANY

DATE: May 13, 2021



PROPOSER'S SIGNATURE

Willie K. Goode, President

PROPOSER'S PRINTED NAME

**CITY OF RIVIERA BEACH
ADDENDUM NO. 2**

TO: ALL PROPOSERS
FROM: CITY OF RIVIERA BEACH PROCUREMENT DEPARTMENT
SUBJECT: ADDENDUM NO. TWO (2) TO RFP 1011-21-1, SOLID WASTE SERVICES
DATE: APRIL 17, 2021
CC: GENERAL PUBLIC

- A. **NOTICE:** The purpose of this Addendum is to address Requests for Information (RFIs) and provide a written response. The questions and comments pertain to the solicitation and the draft contract. All other terms and conditions of the solicitation remain unchanged.
- B. The proposal due date is changed ***FROM: May 7, 2021 TO READ: May 14, 2021***
- C. Some questions in Addendum No. 1 required additional time to compile and the additional responses are included in this Addendum No. 2 as stated. The original question number from Addendum No. 1 was used to attempt to make it easier to follow.**
- D. To remove and replace Pages 10, 11, 15, 20, 24, 27, and 31-34, with the revised Addendum No. 2 solicitation and contract Pages. (See Attachment A.)

****QUESTIONS AND ANSWERS REQUIRING AN ADDITIONAL RESPONSE FROM ADDENDUM NO. 1:**

2. Will the City consider a longer initial term for the contract? Five year's does not allow enough time to spread the cost of equipment and will cause all proposer's to capture that out within the initial five years.

Answer: In Addendum No. 1, the City may consider a seven-year initial term with one three-year renewal.

- 
13. Industry standard dictates that solicitors for solid waste RFP's provide prospective bidders with a house count for the jurisdiction or jurisdictions being put out for bid. House counts are required to give bidders an accurate idea of the residential scope of work, ensuring bid pricing will be accurate, competitive and fair.

Answer: (Original Response) *The City is in the process of obtaining house counts and those numbers will be provided in Addendum No. 2.*

(Additional Response)

As stated in Addendum No. 1 the house count would be included as follows:

Single Family Homes are approximately: 5,247

Townhomes are approximately: 1,217

The combined total of both are 6,464

14. We ask that the City make available the commercial scope of work, so that prospective bidders will know what and how much equipment will be needed to properly service commercial businesses. This information includes, but is not limited to, Customers name, contact information, billing information, current equipment onsite and weekly service levels. This information will be vital to the transition process should the City decide to move forward with a new hauler.

Answer: (Original Response) *The City is in the process of obtaining house counts and will be provided in Addendum No. 2.*

(Additional Response) *See the response above in question number 14. The City does not have specific information on commercial services customer information being rendered currently.*

15. Will the City institute a franchise fee to be paid monthly? If so, at what percentage? In the case the City continues with current Annual Administrative Fee method, will the agreed upon terms with current hauler to calculate this amount be made known to prospective bidders?

Answer: (Original Response) *The City will address this in Addendum No. 2, as this information request is being determined.*

(Additional Response)

The details of the franchise fee and percentages are negotiable.

16. Disposal facilities in this market only take in dual stream recycling. How does the City propose haulers to dispose of single stream recycling?

Answer: (Original Response) *The City is obtaining information and will provide a response in Addendum No. 2.*

(Additional Response) *Correct, the vendor shall meet all SWA standards for collection of recycling (See revised Section 13 and Form 1).*



QUESTIONS AND ANSWERS FOR ADDENDUM NO. 2:

1. P. 7, Scope of Services, Sec. 1: What is a *license agreement* for Open Market Collection? Does that apply only to an exclusive agreement?

Answer: *See Addendum No. 1 for the response to this question.*

2. P. 7, Scope of Services, Sec. 1: Collection of Bulky Waste is not on list of scope of services.

Answer: *Replace with Base Proposal: Residential Curbside Bulk and Yard Waste Collection; one (1) service per week.*

3. P. 7, Scope of Services, Sec. 1, item f.: Please explain: "base proposal for roll-off."

Answer: *Item F has been deleted in base fee and included in additional services (See Fee/Price Schedule Form 2).*

4. P. 7, Scope of Services, Sec. 2, Term: The term proposed of 5- years and the age of Fleet requirement of 5-years means the proposer would have to capitalize two (2) sets of trucks to service this agreement into a second term. The City should consider the effect on pricing. The useful life of a vehicle far exceeds 5 years. Please consider deleting the number of years in favor of "trucks in good working order kept clean and neat and inspected annually by the City."

Answer: *In Addendum No. 1, the City agreed to consider a seven-year initial term with one three-year renewal.*

5. P. 8, Scope of Services: Are zoning rules considered local laws?

Answer: *Yes.*

6. P. 8, Scope of Services, Sec. 5.a.- Collection Containers:

- a. Sec. 5.1: As the present hauler, all current carts were new upon delivery. Is the only requirement that carts be branded with the City's logo and the address?
- b. Please specify that collection containers may also be 6 cubic yard front load containers.

Answer: *a.) Currently, it is not our intent to place the City's logo and address. The City is requiring new carts.*

b.) Yes, 6 CY front load dumpsters are allowable under this contract.

7. P. 8 of 39, Sec. 5.b., Collection Containers, Compactors: Wireless communication is not always prevalent, recommend removing.

Answer: *This section shall remain as written. The vendor may request a variance with documentation that wireless communication cannot be achieved at a specific location.*



8. P. 8, Stop service, Sec. 4e: This requires the contractor to notify and obtain approval from the Contract Administrator to stop service for any customer. Does this apply to commercial recycling customers as well?

Answer: *Yes, once a service contract is initiated, any suspension or cancelation of service must comply with this section.*

9. P. 8, Property damage, Sec. 4h: This requires the contractor to be responsible for any property damage caused by the driver. Does it apply to situations in which the weight of the collection vehicle without any negligence on part of the driver results in damage to driving surfaces?

Answer: *This section focuses on collision damage and not potential rotting of roads in normal driving circumstances.*

10. P. 9 of 39, Sec. 8, Response time in an Emergency: Please define emergency.

Answer: *Emergencies are instances that requires the firm to assist with natural disasters, accidents, or other unexpected calamity that results in the need for vegetative or bulk waste removal.*

11. P. 10, Item 13: Throughout the RFP and agreement, please clarify that the Palm Beach County Solid Waste Authority sets standards for collection of recycling and requires dual stream collection of residential recycling in SWA issued 19- gallon bins.

Answer: *Correct, the vendor shall meet all SWA standards for collection of recycling (See revised Section 13 and Form I).*

12. P. 10, Scope of Services, Sec. 14.: In calculating rates for service, this RFP only references Compactors.

Answer: *The discussion of compactors on P.10 is simply additional conditions/notes regarding compactors. The item refers to Attachment B for the rates.*

13. P. 11, Submittal format, Sec. 4, Tab 2, 3, and 5: Each requires disclosure of municipal projects handled by the proposer. Can the same references be used for all?

Answer: *Yes. Individual references for all parties to the agreement are required however; the references may be from the same source, if applicable, but they should be provided separately.*

14. P. 12, Submission instructions, Tab 3 iii and Tab 4 iv : Please confirm that these sections asks for different information : Tab b. vii asks about the firm's experience and Tab 3 a. iii asks about the project managements' experience.

Answer: *They are two different requests. One is on the company, one is on the individual.*



15. P. 15, Evaluation criteria, PRINCIPAL Office: Florida is listed twice.

Answer: *This is a scrivener's error. The 2nd Florida listed with two points is for firms outside of Florida. (See Revised Page 15)*

16. P. 26, Schedule 1, Participation by SBE Contractors: Please assist by supplying sample completed forms for schedule 1, 2, 3 and 4 where the prime is neither an SBE nor MWBE but has subs that are SBEs and WMBEs.

Answer: *Schedule 1 is for SBEs and Schedule 2 is the intent letter for firms listed in Schedule 1. Schedule 3 is for S/M/WBE local firms as sub-contractors and Schedule 4 is their letter of intent. Any areas or sections of the forms that does not apply, you can insert Not Applicable or N/A.*

17. P. 26, Schedule 1, Participation by SBE: Would an SMWBE contractor or subcontractor have to maintain a valid certificate for the life of the agreement with the City?

Answer: *A valid certificate that confirms a firm is certified as an S/M/WBE should be valid throughout the agreement.*

18. P. 31, Fee price form 1, Item (4) disposal: Delete references to disposal or insert SWA's fixed fee, equal for all respondents. Every improved property in Riviera Beach is assessed by the Solid Waste Authority for disposal on their property tax bill. Costs for disposal should not be in the collection agreement pricing. It is fixed price by SWA and may change every year.

Answer: *Disposal has been removed (See revised Form 1)*

19. P. 31, Fee price form 1, Item (2): Local law requires dual stream collection of residential recycling in SWA issued 19- gallon bins.

Answer: *Form 1 is amended to include dual streams. (See revised Form 1)*

20. P. 31, Fee price form 1: Yard Waste is not listed, but it is listed in scope of services. Is bulky waste to be collected quarterly?

Answer: *Form 1 is amended to include dual streams. (See revised Form 1)*

21. P. 33, Fee price form 3: The cubic yard rate for commercial services typically includes solid waste collection services and disposal. Commercial yard waste and recycling collection services are typically a separate billable service.

Answer: *Acknowledged, see amended Form 3.*

- 
22. P. 33, Fee price form 3: Both rates sheets in the contract provide for a monthly container rental rate; however, form 3 in the RFP does not.

Answer: *This will apply to the RFP and can be corrected to include the monthly container rental rate. (See amended Form 3).*

23. P. 34. Special Collection rates: Please insert a non- activity fee after 30 days on no activity for roll-off services.

Answer: *After considering this information, the City declines the request to include a non-activity fee.*

24. P. 36, Disclosure affidavit, #5: This requires a disclosure NOV in connection with the proposer's work during the past 10 years – Can this be limited to collection of solid waste and recyclables? Waste Management has numerous landfills and processing facilities that are not part of the work that would be provided herein and are not relevant to this RFP.

Answer: *This request is unrelated to landfills and facility processing.*

25. P. 36, Disclosure affidavit, #2 and 6c: Can the disclosure of civil litigation be limited to matters involving a governmental entity as opposed to having to disclose civil litigation for collection of bad debt, workers compensation matters, traffic accidents and other items that are not relevant to the ability of the proposer to perform? In addition, these two provisions seem duplicative. If disclosure in 2 is made of litigation it appears the same will be disclosed in 6c. Please clarify.

Answer: *Item 6 (c) on the Disclosure Affidavit pertains to civil and government entities. The request is not intended to be a duplicate.*

26. P. 37, Disclosure affidavit, # 10: This requires disclosure of political contributions by an employee. Waste Management does not have any ability to track employees' political contributions. Please delete.

Answer: *The affidavit is primarily for local Executive level staff, and the corporation itself, therefore, the preceding staff should be able to provide individual statements.*

COMMENTS AND QUESTIONS RELATED TO THE DRAFT CONTRACT

27. Page 4: limit the Section 1, Term: See comment above about the cost of additional vehicles in a 5-year term; consider a 7-year term, with a five-year extension with the requirement that the fleet be maintained in good working order with an annual inspection.

Answer: *In Addendum No. 1, the City agreed to consider a seven-year initial term with one three-year renewal.*

28. Page 4: limit the Section 1, Term, second paragraph: Please limit the time permitted to extend the agreement under current rates and terms to 90 days.

Answer: *The City has considered the request, and will negotiate a mutually agreed upon extension.*



29. Contract documents -p.5—this excludes any exceptions that were taken by proposer from the definition of contract documents. Is the proposer allowed to take exception to the specifications?

Answer: *Yes. The proposer is allowed to provide input and exceptions concerning the specifications.*

30. P. 7., Definitions, 2.1.; Contract Monitoring: Currently there is a position funded by the agreement for quality monitoring, in the definitions. Will this be continued?

Answer: *Yes.*

31. P. 8, Definitions, 2.35: Public Awareness program- The Palm Beach County SWA is responsible for public awareness for recycling contamination.

Answer: *The City and Proposer can guide citizens to use the SWA resources instead.*

32. P10- Sec. 4.0: Services provided by the contractor needs to include Yard Waste, residential and commercial.

Answer: *This information is hereby incorporated into Section 4.0. (See revised page 10)*

33. P. 10, Sec. 4.2: What roll-off services are to be exclusive under this agreement? Our suggestion is to make C&D, MSW and yard waste exclusive under this agreement, with the exception of recycling and special waste collected in roll-off containers.

Answer: *All roll-off services shall be exclusive under this contract except what is exempted by the Florida Statute. C&D, yes, MSW yes, and yard waste is no.*

34. P. 11, Sec. 5.1: Reference to the exhibit is not included regarding yard waste in the second paragraph.

Answer: *Exhibit I references the vegetative waste and bulk trash schedule.*

35. P. 11, Sec. 5.1, Multifamily carts: Here and in other places, the contract requires that the address of MF be stenciled on the cart(s) provided. Can this be deleted?

Answer: *Yes. This provision is now deleted and be stricken from the solicitation.*

36. P. 12, Sec. 7, Commercial Collection, Frequency of collection: With regards to the requirement that "Commercial Collection shall be offered daily," collection can only occur when the Solid Waste Authority Landfill is open. Please rephrase to add, "Monday through Friday."

Answer: *To align with the Solid Waste Authority Landfill, Page 12, Section 7 is hereby modified to Monday through Friday. (See revised Page 12)*



37. Would the City consider a revision to allow charges for dumpster overages, such as the CLEAN program which now mandates no dumpster overages?

Answer: *This is subject to negotiation.*

38. P. 13., Sec. 7.4, Disclosure: to reduce costs, please allow disclosure on an annual invoice.

Answer: *This is subject to negotiation.*

39. P.13, Sec. 7.3: Currently the City of Riviera Beach bills commercial 96- gallon carts. Will that practice continue under the new contract?

Answer: *Yes.*

40. P. 14, Rate Matrix for special services, please delete references to disposal costs.

Answer: *Staff is not recommending any changes.*

41. P. 15, Sec. 10.1, Recycling Collection Services: Local law requires dual stream collection of residential recycling in SWA issued 19- gallon bins.

Answer: *Acknowledged and amended.*

42. P. 16, Sec. 10.1.3, Recycling Containers: Please delete that the contractor will procure recycling containers. Either the SWA or the contract may deliver SWA procured bins.

Answer: *Supplier shall work directly with SWA to acquire recycling containers for delivery to residents.*

43. P. 16, Sec. 10.1.5: Please review against land development regulations. The requirement for a 20-yard recycling container is land intensive and may require site plan redesigns.

Answer: *Acknowledged. The City will work with the developments, associations, contractor, and other parties for installation of this infrastructure.*

44. P. 18, Sec. 11, Method of Payment: In order for respondents to finalize their pricing structure, we would need to know the monthly amount of franchise fee and administrative fee.

Answer: *The City is requesting the proposer's cost or price structure before any franchise and administrative fees are decided.*



45. P. 18, Sec. 11, Method of Payment: Please indicate all services that the contractor is responsible for billing. It is your intent; please add that the City will be billing commercial solid waste and carts, in this section, as it is listed in 4.1, page 10.

Answer: *The City invoices for 96-gallon totes.*

46. P. 19., Sec. 15.0, "Please include the words or other SWA designated facility."

Answer: *Or other SWA designated facility is hereby added to Section 15.0.*

47. P. 27, Liquidated damages: The failure to complete a route on the regularly scheduled day bears a \$1000 charge. There is no definition of failure to complete a route. Is the failure more than 10% of the units on the route?

Answer: *This is subject to negotiation albeit, the City's position at this time is zero tolerance.*

48. Exhibits to Franchise Agreement –Exhibit III contains a different CPI index and uses a fuel component for the collection component adjustment. This does not coincide with Exhibit II and the text of the agreement. We are requesting that the city use the WST index only without any fuel component.

Answer: *The City agrees to use the CPI-U for All Urban Consumers, Expenditure category Water, Sewer, and Trash, (WST) South region index. CPI-U (WST)*

49. Please clarify: Will the City own the 96-gallon totes provided by Contractor?

Answer: *Yes.*

50. Can exceptions to the RFP be taken, or will the City reject them and/or deem the proposal non-responsive?

Answer: *Yes. The proposer is allow to provide input and exceptions concerning the RFP.*

51. P. 10, Sec. 5: Does the requirement that malfunctioning totes/containers shall be repaired or replaced "immediately" is superseded by the requirement in Section 35 of the draft Contract that Contractor has 5 days to repair/replace?

Answer: *No, damage totes/containers shall be replaced immediately and if not completed within five (5) days section 35 is triggered.*

52. P. 11, Sect. 5.2: It is very difficult for a Contractor pick up Vegetative Waste any place other than curbside – will the City delete "Vegetative Waste" from Section 5.2 of the draft Contract?

Answer: *No.*



53. P. 16, Insurance: This section of RFP requires Contractor to supply "complete copies" of insurance policies, but Section 42 of the draft Contract requires only certificates of insurance (which is standard) – we assume the draft Contract is correct?

Answer: *Yes. The certificates of insurance along with any endorsements.*

54. P. 20, Sec 17: Please clarify whether Commercial recycling collection is exclusive under this agreement.

Answer: *Florida statute 403.7046 and section 62-722.300 F.A.C provides an exemption to the exclusivity portion of a franchise agreement for the collection of recycled materials if the Establishments conveying a recovered material to a properly certified recovered material dealer.*

55. P. 20, Sec. 18: Please specify that the City annually will provide units counts for single-family curbside and multifamily units. Please provide clarification in unit counts based on water service contracts. Does this apply to seasonal customers?

Answer: *The unit counts are generated from the customers that register with contractors to have the solid waste removed. In turn, the contractor notifies the City to add to the utility bill. The frequency and source of the updated counts can be negotiated.*

56. P. 29, Sec., 42.0: The Contractor can provide policy endorsements allowing for 30 days' prior written notice of cancellation/nonrenewal (versus 60 days) – we assume this is acceptable per Section 42 of the draft Contract?

Answer: *Yes, 30 days prior written notice and Section two of the contract is acceptable.*

57. P. 20- 21, Sect. 20, Franchise Fee and Administrative Fee: What franchise fee does the City intend to charge? Will that fee be based upon amount amounts collected or billed? Please confirm that the City seeks to use an administrative fee or a franchise fee, but not both.

Answer: *Based on the amounts billed, that is to be determined.*

58. P. 20, Sec. 17.0: Please use CPI-WST (water, sewer, trash index) for the annual rate adjustment. This index is more relevant to this industry and will give respondents more confidence in predicting future pricing, resulting in better rates.

Answer: *See the response provided in question 48.*

59. P. 21 Sec. 20.1 and 20.2: What administrative fee does the City intend to charge? Currently, there is only an administrative fee. Please confirm that the City seeks to use an administrative fee or a franchise fee, but not both and the rate.

Answer: *See the response in question 57.*

- 
60. P. 24, Sec. 30, Collection Equipment: Please delete age of fleet, in favor of the requirement that the fleet be maintained in good working order with an annual inspection.

Answer: *The City considered the request and will keep the age of fleet as stated.*

61. P. 25, Sec. 33: Please clarify whether the City or Contractor will receive complaint calls, i.e., commercial vs. residential. Receiving residential complaints may be different than commercial complaints. Typically, commercial complaints are answered to by the Contractor. Also, in the first sentence, please delete "where calls are received" to assist in providing the best rates. Also, all residential complaints go the City under Section 24.

Answer: *Residential complaints shall be received by the City, in the event the residential complaint goes directly to the Contractor, they are obligated and shall notify the City. The City will revise Page 24. (See revised Page 24)*

62. P. 25, Sec. 35.0: Can the City please define "legitimate complaint"? Does the complaint need to be verified before it is deemed legitimate?

Answer: *A legitimate complaint is one which is substantiated.*

63. P. 26 Sec. 35.0 : Can the language "substantially" be added to, and the language "either partially or totally" be removed from, the sentence after #4 to make clear that a single missed pick up (e.g. due to a late set out) will not result in the contractor being charged for an incomplete route?

Answer: *The City understands the concern and is open to negotiate mutually agreeable language.*

64. P. 25, Sec. 34.0 and 35.0: Would the City be willing to add language allowing for an extension of the 24 hours if good cause is shown for an allowance of additional time to resolve the complaint?

Answer: *An extension shall be requested in writing and may be granted at the sole discretion of the City.*

65. P. 27, Sec. 36, Filing of Requested Documents:

- a. Please clarify what item B captures.
- b. Second item B, please consider making document submission "upon request."

Answer: *First Section B is no longer required and has been deleted. B has been changed to add "upon request." (See Revised Page 27)*

66. P. 28, Sec. 37.0: Please language stating that Contractor and City will work together to determine when it will be safe to collect waste on a per storm basis, acknowledging that when the SWA landfill opens, collection cannot resume. Furthermore, that SWA dictates when collection of each waste stream can resume.

Answer: *Acknowledged.*

- 
67. P. 28, Sec. 37.0 : Please make it clear that Contractor is not required to collect storm debris under this proposal. The City has a separate contractor for disaster debris collection.

Answer: *Acknowledged.*

68. P. 24, Sec. 29 "Solid Waste and Material Recycling facilities": Is the 3.5% contamination, correct and appropriate? How will the City handle increased disposal costs for residential recycling loads that are rejected? Does this apply to SWA controlled dual stream recycling? It may be appropriate to delete the 3.5% and refer to SWA.

Answer: *Replace with language from Section 1 of SWA, Page 20. (See revised Page 24)*

69. Please include a provision for an extraordinary rate adjustment, similar to the language in the existing agreement, Section 22, B.

Answer: *The City considered this request, and will not alter the language.*

70. Please specifically ask for the number and type of trucks to be used in residential curbside collection waste, recycling and yard waste and bulky waste collection, residential containerized recycling and yard waste and bulky waste collection, commercial collection and roll-off collection.

Answer: *No, it is the responsibility of the proposer to determine vehicles and staffing necessary to meet the level of service outlined in this solicitation.*

71. What will the satellite location be responsible for?

Answer: *Our intent is for a specific location inside the City for residents to pick-up totes and recycling bins.*

72. P. 45 of the draft agreement shows residential collection curbside 1 x per week; the scope of work shows 2 x week collection.

Answer: *The agreement is only a draft and will be modified to ensure all services between the solicitation and the contract align.*



DRUG FREE WORKPLACE

Preference shall be given to businesses with drug-free workplace programs. Whenever two or more bids which are equal with respect to price, quality, and service are received by the State or by any political subdivision for the procurement of commodities or contractual services, a bid received from a business that certifies that it has implemented a drug-free workplace program shall be given preference in the award process. Established procedures for processing tie bids will be followed if none of the tied vendors have a drug-free workplace program. In order to have a drug-free workplace program, a business shall:

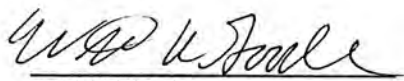
1. Publish a statement notifying employees that the unlawful manufacture, distribution, dispensing, possession, or use of a controlled substance is prohibited in the workplace and specifying the actions that will be taken against employees for violations of such prohibition.
2. Inform employees about the dangers of drug abuse in the workplace, the business's policy of maintaining a drug-free workplace, any available drug counseling, rehabilitation, and employee assistance programs, and the penalties that may be imposed upon employees for drug abuse violations.
3. Give each employee engaged in providing the commodities or contractual services that are under bid a copy of the statement specified in subsection (1).
4. In the statement specified in subsection (1), notify the employees that, as a condition of working on the commodities or contractual services that are under bid, the employee will abide by the terms of the statement and will notify the employer of any conviction of, or plea of guilty or nolo contendere to, any violation of chapter 893 or of any controlled substance law of the United States or any state for a violation occurring in the workplace no later than five (5) days after such conviction.
5. Impose a sanction on, or require the satisfactory participation in a drug abuse assistance or rehabilitation program if such is available in the employee's community, by any employee who is so convicted.
6. Make a good faith effort to continue to maintain a drug-free workplace through implementation of this section.

As the person authorized to sign the statement, I certify that this form complies fully with the above requirements.

THIS CERTIFICATION is submitted by Willie K. Goode the
(INDIVIDUAL'S NAME)

President of The Goode Companies, Inc. Of Florida
(TITLE/POSITION WITH COMPANY/VENDOR) (NAME OF COMPANY/VENDOR)

who does hereby certify that said Company/Vendor has implemented a drug free workplace program which meets the requirements of Section 287.087, Florida Statutes, which are identified in numbers (1) through (6) above.


SIGNATURE

May 13, 2021
DATE

CITY OF RIVIERA BEACH NOTIFICATION OF PUBLIC ENTITY CRIMES LAW

Pursuant to Section 287.133, Florida Statutes (1995), you are hereby notified that a person or affiliate who has been placed on the convicted vendor list following a conviction for a public entity crime may not submit a bid on a contract to provide any goods or services to a public entity, may not submit a bid on a contract with a public entity for the construction or repair of a public building or public work, may not submit proposals on leases or real property to a public entity, may not be awarded or perform work as a contractor, supplier, subcontractor, or consultant under a contract with any public entity, and may not transact business with any public entity in excess of the threshold amount provided in s. 287.017 [F.S.] for CATEGORY TWO [\$35,000.00] for a period of 36 months from the date of being placed on the convicted vendor list.

ACKNOWLEDGED BY:

The Goode Companies, Inc. Of Florida

FIRM NAME



SIGNATURE

Willie K. Goode, President

NAME & TITLE (PRINT OR TYPE)

ATTACHMENT C
PROPOSER'S
DISCLOSURE AFFIDAVIT

PROPOSER'S DISCLOSURE AFFIDAVIT

1. Please describe the general development of the Proposer's business during the past ten (10) years, or such shorter period of time that the Proposer has been in business.

Over the past 10 years, GCI has made a considerable effort to provide consistent and quality services, which has allowed us to increase our presence in Maryland, Washington DC and Northern Virginia, and also has allowed us to expand our operation into several other markets including, North Carolina, Atlanta and now Florida. GCI continues to focus on environmental efforts, performance of services, as well as communication with the county governments, municipalities and residents which we serve.

2. Are there any lawsuits, administrative actions or litigation to which Proposer is currently a party or has been a party (either as a plaintiff or defendant) during the past ten (10) years based upon fraud, theft, breach of contract, misrepresentation, safety, wrongful death or other similar conduct? If the answer to this question is "NO", then please proceed to question number 4.

YES NO
☐ ☒

3. If "yes" to question number 2, were any of the parties to the suit a bonding company, insurance company, an owner, or otherwise? If so, attach a sheet listing all parties and indicate the type of company involved.

YES NO
☐ ☒

4. Has the Proposer been charged with a criminal offense within the last ten (10) years?

YES NO
☐ ☒

5. Has the Proposer received any citations or notices of violation from any government agency in connection with any of Proposer's work during the past ten (10) years (including OSHA violations)? Describe any citation or notices of violation which Proposer received.

YES NO
☐ ☒

6. Please state whether any of the following events have occurred in the last ten (10) years with respect to the Proposer. If any answer is yes, explain fully the circumstances surrounding the subject matter of the affirmative answer:

(a) Whether Proposer, or sub-contractor currently or previously associated with Proposer, has ever filed a petition in bankruptcy, taken any actions with respect to insolvency, reorganization, receivership, moratorium or assignment for the benefit of creditors, or otherwise sought relief from creditors?

YES NO
☐ ☒

(b) Whether Proposer was subject of any order, judgment or decree not subsequently reversed, suspended or vacated by any court permanently enjoining Proposer from engaging in any type of business practice?

YES NO
☐ ☒

(c) Whether Proposer was the subject of any civil or criminal proceeding in which there was a final adjudication adverse to Proposer which directly arose from activities conducted by Proposer.

YES NO
☐ ☒

7. Has any employee, agent or representative of Proposer who is or will be directly involved in the project, in the last ten (10) years:

(a) Directly or indirectly, had a business relationship with the City?

YES NO
☐ ☒

(b) Directly or indirectly, received revenues from the City?

YES NO
☐ ☒

(c) Directly or indirectly, received revenues from conducting business on City property or pursuant to any contract with the City?

YES NO
☐ ☒

(d) Directly or indirectly, been involved in litigation against the City?

YES NO
☐ ☒

8. Whether any employee, agent, or representative of Proposer who is or will be directly involved in the project has or had within the last ten (10) years a direct or indirect business relationship with any elected or appointed City official or with any City employee?

YES NO
☐ ☒

9. Whether Proposer has provided employment or compensation to any third party intermediary, agent, or lobbyist to directly or indirectly communicate with any City official or employee, or municipal official or employee in connection with any transaction or investment involving your firm and the City?

YES NO
☐ ☒

10. Whether Proposer, or any agent, officer, director, or employee of your organization has solicited or made a contribution to any City official or member, or to the political party or political action committee within the previous five (5) years?

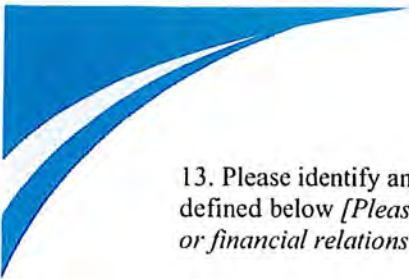
YES NO
☐ ☒

11. Has the Proposer or any agent, officer, director, or employee been terminated, suspended, or debarred (for cause or otherwise) from any work being performed for the City or any other Federal, State or Local Government?

YES NO
☐ ☒

12. Has the Proposer, member of Proposer's team or officer of any of them (with respect to any matter involving the business practice or activities of his or her employer been notified within the five (5) years preceding the date of this offer that any of them are the target of a criminal investigation, grand jury investigation, or civil enforcement proceeding?

YES NO
☐ ☒



13. Please identify any Personal or Financial Relationships that may give rise to a conflict of interest as defined below *[Please be advised that you may be ineligible for award of contract if you have a personal or financial relationship that constitutes a conflict of interest that cannot be avoided]*:

(a) Personal relationships: executives, board members and partners in firms submitting offers must disclose familial relationships with employees, officers and elected officials of the City of Riviera Beach. Familial relationships shall include spouse, domestic partner, mother, father, sister, brother, and children of an official or employee.

YES NO
☐ ☒

(b) Financial relationships: Proposer must disclose any interest held with a City employee or official, or family members of a City employee or official, which may yield, directly or indirectly, a monetary or other material benefit to the Proposer or the Proposer's family members. Please describe:

YES NO
☐ ☒

From: John Archambo <jarchambo@swa.org>
Sent: Thursday, April 29, 2021 2:01 PM
To: Willie Goode <wkgoode@goodecompanies.com>
Cc: Will Goode <wdgoode@goodecompanies.com>
Subject: Great Leadership

Good afternoon Mr. Goode! As you know, the SWA is the government agency responsible for providing residential and commercial garbage, yard waste and recycling collection services within unincorporated Palm Beach County and disposal services countywide. The collection services are provided by the private sector meaning the SWA is only as good as the team actually providing these very essential and important collection services.

The SWA and most importantly our residential and commercial customers serviced by The Goode Companies, Inc. receive the highest level of consistent quality collection services possible. I have been in the business for a long time and I believe you will agree, this level of outstanding service begins from the district or general manager and his or her vision, leadership abilities, knowledge, experience, dedication, ability to delegate while truly expressing sincere appreciation and support for the entire team on a daily basis.

Mr. Goode is an exceptional leader providing a very positive image for the Goode Companies, Inc. team here in Palm Beach County while serving our residential and commercial customers within Service Area 6. Mr. Goode immediately responds to any and all concerns or issues working with us to resolve them in a timely manner. He is always willing to go beyond the call of duty to serve our customers. We appreciate Mr. Goode and it is a pleasure working with him to serve our customers.

We just wanted to take moment to recognize Mr. Goode and the entire Palm Beach County Goode Companies team for their outstanding service especially during these challenging times. Hope you have a great afternoon!

Please note: Florida has a very broad public records law. Most communications to or from the Solid Waste Authority are considered to be public records and will be made available to the public and the media upon request. Therefore, your e-mail message may be subject to public disclosure.



April 15, 2021

Mr. Willie Goode, Sr.
The Goode Companies, Inc.
6305 Ivy Lane, Suite 720
Greenbelt, MD 20770

Dear Mr. Goode,

The enclosed Equal Business Opportunity Office's Fiscal Year 2020 Annual Report (10/1/2019 – 9/20/20) was presented to the SWA's Governing Board on April 14, 2021.

We extend our congratulations to The Goode Companies, Inc. in your "Vendor Spotlight" on page 23. It is a pleasure to have you as a valued business and we appreciate all that you do.

We wish you and your business continued success.

Sincerely,

A handwritten signature in blue ink that reads 'Colleen M. Robbs'.

Colleen M. Robbs, MPA
Director, Equal Business Opportunity Office

CR:mp

Enclosure

FY 2020 Total Formal Contract Payments to Primes

In FY 2020, the SWA expended \$59.3 million in contract payments to prime contractors. Certified prime contractors received 12%, or \$7.1 million.

Total Payments To Primes In Formal Contracts FY 2020 (\$59.3M) vs FY 2019 (\$1.8M)



	FY 2020 PAYMENTS	FY 2019 PAYMENTS
NON-CERTIFIED PRIMES	\$52,136,372.14	\$1,477,679.02
CERTIFIED PRIMES	\$7,178,934.18	\$309,975.23

The Goode Companies, Inc.

John Archambo, SWA's Director of Customer Information Services said, "The Goode Companies has a very professional leadership team that delivers the highest level of communication and collection services. Their team spirit and practice of rewarding each team member for excellence results in SWA's residential and commercial customers receiving a consistent high level of collection services."



Industry: Franchise Haulers

Vendor Spotlight

FY 2020 Franchise Hauler Payments to S/M/WBEs

In FY 2020, Franchise Haulers reported \$56.1 million in payments, of which twenty-one (21%), or \$9.7 million, was paid to their S/M/WBE subcontractors. By Certified S/M/WBE utilization, Franchise Haulers achieved the following level of utilization: Waste Pro of Florida, Inc. (Service Area 1) - 30%, or \$3.8 million; Advanced Disposal (Service Area 2) - 15%, or \$1.3 million; and Fomento de Construcciones y Contratas, Inc. (Service Areas 3 and 4) - 22%, or \$2.3 million, and 24%, or \$2.2 million, respectively. The Goode Companies, Inc. (Service Area 6), a certified MBE, achieved 100%, or \$4.4 million. In total, \$14.1 million, or 34%, S/M/WBE prime and subcontractor utilization was achieved.

FRANCHISE HAULER S/M/WBE UTILIZATION			
FRANCHISE HAULER	FRANCHISE HAULER PAYMENTS	S/M/WBE PAYMENTS	S/M/WBE SUBCONTRACTOR UTILIZATION
WASTE PRO OF FLORIDA, INC.	\$12,605,461.26	\$3,809,990.17	30%
ADVANCED DISPOSAL, INC.	\$9,225,156.69	\$1,382,053.63	15%
FOMENTO DE CONSTRUCCIONES Y CONTRATAS, INC.	\$10,827,118.32	\$2,340,560.80	22%
FOMENTO DE CONSTRUCCIONES Y CONTRATAS, INC.	\$9,263,516.53	\$2,207,521.17	24%
*THE GOODE COMPANIES, INC.	\$4,453,079.15	\$0.00	0%
TOTAL PAYMENTS TO HAULERS & SUBCONTRACTORS	\$46,374,331.95	\$9,740,125.77	21%
<i>*The Goode Companies, Inc., a certified MBE.</i>		\$4,453,079.15	
PRIME & SUB S/M/WBE UTILIZATION		\$14,193,204.92	34%



The Goode Companies, Inc.



FCC



Advanced Disposal



Waste Pro



Goode Companies, Inc.
Of Florida

Solicitation No. RFP 1011-21-1
Solid Waste Services



State of Florida

Department of State

I certify that the attached is a true and correct copy of the Application For Registration of the Fictitious Name THE GOODE COMPANIES OF FLORIDA, registered with the Department of State on December 3, 2018, as shown by the records of this office.

The Registration Number of this Fictitious Name is G18000127604.

*Given under my hand and the Great Seal of
Florida, at Tallahassee, the Capital, this the
Fourth day of December, 2018*

Ken Detjen

Secretary of State

