

Seattle Recycling Processing RFP
Proposer Conference November 4, 2014

Attendees

Name	Company	Phone	E-Mail Address
Dan Bridges	Recology CleanScapes	206-941-5464	Dan.bridges@recology.com
David Stitzal	Full Circle Environmental	206 723-0528	stitzhal@fullcircleenvironmental.com
Jeff Sichmeller	Republic	206 332 7744	jsichmeller@republicservices.com
Don Zimmerman	Republic	206 255 8227	dzimmerman@republicservices.com
Liz Smith	Recology	415 926 2452	emith@recology.com
Erika Melroy	Recology CleanScapes	206 851 3117	emelroy@recology.com
Will Herzog	ReCommunity	860 227 0182	Will.herzog@recommunity.com
David Della	Waste Management	425 736 3027	Ddellacwm.com
Todd Burnstein	Recology CleanScapes	206 214 7633	tburnstein@recology.com

Proposer Conference Overview Topics

Seattle's Waste Contracts

- Solid waste collection services
- Processing and disposal services
- Open market services
- Current recycling processing contract – terms and performance

Seattle's Approach to Contracting & Procurement

- Provide clear direction for base proposals
- Encourage alternatives
- Allocate risk to appropriate party
- Support competition with transparent, fair and consistent process
- Evaluate proposals based on stated priorities and criteria
- Commit to contract terms
- Partner on implementation

Recycling Processing RFP Overview

- Base services – all current recyclables
(without e-waste, with cooking oil, and with option for bagged textiles)
- Proposals for half or all of contracted recyclables
- All proposal must respond to both contract lengths
- Payment based on gross city tip fee and market revenue credit
- Facility residual and city contamination
- Contractor labor – continuing the status quo

Draft RFP Input and City Response

- Extended deadline for proposals
- Maintained inflation at 50% of CPI for base services (with alternatives encouraged)
- Maintained contract lengths (with alternatives encouraged)
- Market revenue credit based on 2015 sort and future adjustments if needed
- Confirmed residual target at 8% with revisions to performance adjustment
- City contamination disposed at no charge
- Clarified contract employee requirements, including initial hiring of displaced workers, permanent employment, and future wages and benefits.
- Clarified basic contract terms to reduce confusion.
- Open to further modification to other standard language in final contractor negotiations with selected vendor(s) if they benefit both parties.
- Posted full set of all proposer questions and input and City response.

RFP Schedule

Phase I – RFP Distribution and Information

Draft RFP posted	September 30, 2014
Final RFP Posted	October 24, 2014
City to Questions on Draft RFP	October 28, 2014
Proposer's Conference	November 4, 2014
Proposer Questions Set #2 Due	November 7, 2014
City Responses to Questions Set #2	November 14, 2014
Proposer Questions Set #3 Due	December 5, 2014
City Responses to Questions Set #3	December 12, 2014
PROPOSALS DUE	January 2, 2015

Phase 2- Proposal Review

Clarification requests by City	January 14, 2015
Clarification responses by Proposers due	January 27, 2015
Presentation Questions from City (<i>City's option</i>)	February 4, 2015
Presentations by Proposers (<i>City's option</i>)	February 12, 2015

Phase 3 – Selection and Negotiations

Notification of selected contractors	March 3, 2015
Final Contract	April 14, 2015
Approval Legislation	June 15, 2015
Service Begins	April 1, 2016

Proposer Conference Questions

Included in Vendor Q&A #2