



**REQUEST FOR PROPOSAL #03-0-2020/SB
SOLID WASTE AND RECYCLING COLLECTION SERVICES**

Procurement Department
120 Malabar Road, SE
Palm Bay, FL 32907-3009

ISSUE DATE: 11/15/2019
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PROCUREMENT CONTACT:
Susan Blair, CPPB
Procurement Manager
PHONE NUMBER: (321) 952-3424
E-MAIL: susan.blair@pbfl.org

**PROPOSALS TO BE RECEIVED
NO LATER THAN 5:00 PM ON
TUESDAY, 1/21/2020**

PLEASE COMPLETE AND SUBMIT THIS FORM WITH YOUR BID	
Proposer Name: <u>Waste Management Inc. of Florida</u>	Pre-Bid: December 3, 2019 at 3:30 pm
Address: <u>7382 Talona Drive</u> <u>West Melbourne, FL 32904</u>	<u>Dawn Reid Memorial Room – City Hall Bldg. A</u> <u>120 Malabar Rd SE, Palm Bay, FL 32907</u>
Phone Number: <u>(954) 984-2035</u>	Proposals are firm for 90-days. Yes <input type="checkbox"/> No <input type="checkbox"/> Other <input checked="" type="checkbox"/>
Fax Number: <u>(954) 984-2057</u>	Do you accept VISA? Yes <input type="checkbox"/> No <input type="checkbox"/>
E-Mail Address: <u>dmyhan@wm.com</u>	List of Deviations (if any) attached Yes <input type="checkbox"/> No <input type="checkbox"/>
FEIN Number: <u>59-1094518</u>	If submitting a "NO PROPOSAL," state reason: <u>Please see enclosed letter</u>

Proposal packages shall be mailed or hand-delivered to the Office of the Procurement Department, located at the CITY HALL, 120 Malabar Road SE, Suite 200, Palm Bay, Florida 32907. Receipt of Proposals will be officially closed after time and date identified above. Proposals received after the specified time and date will not be accepted. The City will not be responsible for mail delays, late or incorrect deliveries. The time/date stamp located in the Office of the Procurement Department will be the official authority for determining late Proposals.

One (1) original (MARKED "ORIGINAL") and five (5) copies, and one (1) electronic PDF copy on Compact disk (CD) or flash drive of all Proposal sheets and required attachments shall be executed and submitted in a sealed envelope. Proposer shall mark Proposal envelope, RFP No. 03-0-2020/SB – SOLID WASTE AND RECYCLING SERVICES. Proposer's name and return address shall be clearly identified on the outside of the envelope.



Authorized Signature
David Myhan

Printed Name

President, Waste Management Inc. of Florida
Title (printed or typed)
02/04/2020

Date



Dina Reider-Hicks, Public Affairs Manager
Waste Management Inc. of Florida
7382 Talona Drive
West Melbourne, FL 32904
(321) 537-4273 – Phone
(321) 984-8170 – Fax
dreider@wm.com

February 14, 2020

Ms. Susan Blair, CPPB
Procurement Manager
City of Palm Bay, Procurement Department
120 Malabar Road SE, Suite 200
Palm Bay, FL 32907

RE: RFP #03-0-2020/SB, Solid Waste and Recycling Collection Services

Dear Ms. Blair:

Waste Management Inc. of Florida ("Waste Management") appreciates the opportunity to participate in the City of Palm Bay's Request for Proposal #03-0-2020/SB, Solid Waste and Recycling Collection Services. Waste Management, as the City's provider for decades, holds extensive experience with the Palm Bay service area and its unique requirements. Our operation as Palm Bay's solid waste, recyclables, and yard waste services provider has evolved over the years into one of the most comprehensive and responsive service packages in the area.

We have greatly valued our partnership with the City of Palm Bay over the last 30 years, which is why it is with regret that Waste Management is providing this Letter of No Bid in response to the City's current solid waste solicitation, RFP #03-0-2020/SB.

As I am sure you understand, a business entity must meet certain parameters in order to maintain economic viability. Unfortunately, critical components within the current solicitation, as presented, makes these parameters very difficult, if not impossible, to attain. These components include:

- **Contractor assuming direct billing to residents.** Our experience has shown that Collector billing, particularly in a municipality of this size, often results in unusually high bad debt, presenting a nearly insurmountable burden of risk on the Collector.
- **Unlimited bulky waste collection, in lieu of the current 3-cubic yard limit.** The current volume is extremely high, with very large "move-out" piles in high transition areas. We anticipate volume to climb even higher with removing the current limit.
- **Inadequate CPI index for annual pricing adjustments.** The U.S. BLS has developed indices that more closely correspond with industry trends, such as the CPI-G&T or the CPI-WST indices. Using an inadequate index that is not reflective of the industry typically results in higher initial residential rates.
- **Possibility of a split franchise agreement.** Although the City has stated its intention to award to one Contractor, the Standard Terms & Conditions provision allows for multiple awards, whichever is in the City's best interest.
- **Lack of a draft franchise agreement.** Without a draft franchise agreement included as part of the RFP, respondents have no knowledge of the City's expectations and tolerance for

several legal contractual matters, hindering our ability to craft a competitive proposal. These legal matters include:

- Changes in market conditions / unusual cost
- Force Majeure
- Natural disaster/storm debris
- Liquidated damages

No other environmental service provider understands the service intricacies, requirements, and needs of Palm Bay's residential and business customers better than Waste Management. We have proudly serviced Palm Bay for decades, which is why our decision to not respond to this RFP is particularly difficult. However, the concerns outlined previously are too great to overcome to provide a competitive proposal.

Should the City reconsider its current solicitation and re-issue the RFP, we would welcome the opportunity to review any new documents.

We look forward to our continuing to serve Palm Bay throughout the remainder of the current franchise, and any extension to which we collectively agree. Should you have any questions, please feel free to contact me at (321) 537-4273 or via email at dreider@wm.com.

Sincerely,



Dina Reider-Hicks
Public Affairs Manager
Waste Management Inc. of Florida