

CIF Project #886 - Brant County Collections Services RFP

Background

The County of Brant (County) is located in Southwestern Ontario about 30km west of Hamilton and is predominantly a rural municipality with a 60% rural, 40% urban mix. Brant occupies approximately 850 km² surrounding the City of Brantford and services a population of about 31,000 in 14,354 single family and 550 multi-family residences.



Brant's current Solid Waste Collection and Recycling Collection/Processing contract ends on October 31, 2017. The County's last Request for Proposal (RFP) was released in 2007. County staff recognized that, while adequate at the time, developing an RFP with additional detail and current industry language was more likely to attract competitive bids.

Lacking the internal resources, Brant submitted an application to CIF for funding to assist with the preparation of the Blue Box related aspects of their RFP for Solid Waste Collection and Recycling Collection/Processing,.

Summary of Results

The 2015 Datacall indicated the County was paying \$448 per tonne for Marketed Blue Box Material and the average price for the municipal group (7) was \$429 per tonne.

An RFP was prepared by consultant EXP Services Inc using CIF guidelines and reviewed by CIF staff. The RFP was released on December 1, 2016 and closed January 27, 2017.

A total of four proposals were received and evaluated under a best practices two envelope scoring procedure. One proposal was rejected as technically insufficient and the remaining three were subsequently evaluated on their price submissions.

County Council awarded PW-RFP-16-12 Solid Waste Collection and Recycling Processing to Halton Recycling Ltd. dba Emterra Environmental for the period of November 1, 2017 to October 31, 2024.

Financials

The current contract price is \$374.24 per tonne and the new contract price will be \$257.00 per tonne. The new contract has resulted in a \$117.24 per tonne savings, which based on the County's 2015 Blue Box tonnage of 2,137 tonnes per year, equals a \$250,541 saving per year. The cost savings is notable because it is in addition to a service level change to weekly collection which typically would have resulted in a cost increase.

The pay-back period for this project is calculated at 3 months including all CIF staff time.

Learnings

To seek public input during the Service Review, the County organized three public information sessions, each located in a different area of the County and posted an online survey. To notify the public of the sessions, advertisements were placed in local newspapers, on the County Website, Facebook, Twitter and through the County's MyWaste App. A total of 31 people attended the sessions and 144 people completed the online survey. The online survey was not originally included in the scope of work to be completed, but as indicated, it produced more results than the public sessions. Overall, public engagement is typically difficult to obtain but the results suggest online methods are more effective at reaching out to a broader audience and less expensive.

Almost 2 months was allotted for contractors to prepare their proposal submissions. It was originally proposed to only allow 1 month, which is typical for municipal capital tenders/RFP's. Due, however, to the larger than recommended number of bid options, which resulted in a complex proposal, and the lack of familiarity prospective contractors have with the County, it was determined 2 months would be more appropriate.

It is also clear that municipalities can achieve tangible benefit from a standardized approach to the development of RFP's and tenders.