



City of Fort Wayne

Division of Public Works

Shan Gunawardena, Director of Public Works

April 19, 2022



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**Solid Waste
& Recycling**

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Bidding Process

- Current law requires City to accept lowest bid.
- City lobbied to get law changed to allow City to solicit a request for proposal (RFP) for Solid Waste Contracts.
- Goes into effect July 1, 2022.



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Current Bidding Requirements

- Improvement Resolution was presented to the Board of Works for approval on 02/01/22.
- Per IC 5-3-1 notice of bid was published two times, one week apart (on 02/14/22 and 02/21/22) in the Journal Gazette, with the second publication made seven days before the date the bids were to be received. Also posted online at www.questcdn.com
- All projects out for bid/quote were placed on the “Public Bidding Opportunities” website <http://bidding.cityoffortwayne.org/city.php> with pertinent information and documentation regarding the project.



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Current Bidding Requirements (Continued)

- A pre-bid conference was held on 02/18/22 where all bidders participated.
- Prospective bidders were able to view/download project documents online at www.questcdn.com.
- Bids were opened and read aloud 03/02/22 at 2:00 PM in Conference Room 220 in Citizens Square as designated in the notice of bid. All bidders were present at this bid opening. Results were also posted at www.questcdn.com.



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Development of Specifications

In addition to statutory requirements, all bidders were required to show the following qualifications:

- Should have serviced a municipal market similar in size and complexity to Fort Wayne within last 10 years;
- Experience with collections in Indiana or adjacent States;
- Have relevant Operational Facilities located in Indiana or an adjacent state; and
- Provide Operational Plan and Community Outreach Plan.



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Options Solicited

Three options were solicited from all bidders on a per month per residential unit basis

- Base bid – cart limit only
- Base bid plus three additional bags
- Unlimited garbage/recycling

Also requested a unit price for additional carts

Solid waste and recycle hauling were combined into one contract



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Selection Process

Options under IC 36-1-12-4

- Award contract to the lowest responsible and responsive bidder
- Reject all bids submitted
- If awarded to a bidder other than the lowest bidder, the Board must state at the time the award is made the factors used to determine which bidder is the lowest responsible and responsive bidder and justify the award.



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Determination of Responsiveness

The following factors may be considered:

- Whether the bidder has submitted a bid that conforms in all material respects to the specifications.
- Whether the bidder has submitted a bid that complies specifically with the instructions to the bidders.
- Whether the bidder has complied with all applicable statutes, ordinances, resolutions or rules pertaining to the award of a public contract.



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Determination of Responsiblensess

The following factors may be considered:

- The ability and the capacity of the bidder to complete the work.
- The integrity, character and reputation of the bidder.
- The competence and experience of the bidder.



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Bids Received

Rate per residential unit per month

Bidder	Base Bid	Alternate 1	Alternate 2	Additional Cart
GFL	\$9.60	\$10.75	\$11.15	\$1.50
Republic Services	\$11.28	\$12.05	\$18.90	\$5.00
Waste Management Inc.	\$11.56	\$13.57	\$25.07	\$6.94



Low Bid



- GFL was the lowest bidder on all three options.
- Solid Waste Advisory Board recommended we go with Alternative 1 – Cart limit plus three bags – with City addressing bulk operations in-house





Responsive

- GFL bid conforms in all material respects to the specifications.
- GFL bid complies specifically with the instructions to the bidders.
- GFL bid complies with all applicable statutes, ordinances, resolutions or rules pertaining to the award of a public contract.





Responsible

The ability and the capacity of the bidder to complete the work

City contacted 8 communities where GFL has contracts, including Detroit, Livonia, MI and Sterling Heights, MI. All contacts provided positive feedback:

- Responsiveness at both local operational and corporate levels;
- Good quality of service compared to other providers;
- Low miss and service complaints;
- Willingness to handle any or all complaints regardless of their legitimacy; and
- Good condition of vehicles.



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Responsible (continued)

The integrity, character and reputation of the bidder

- Mayor and staff met with GFL executives in person as well as have had multiple communications since.
- Matt Gratz speaks to them on a frequent basis, particularly with respect to local operational efforts.
- GFL has also met with several Councilmembers who have also spoken with their CFO and CEO.
- GFL financial documents were reviewed by Jefferies Financial Group and was discussed with Councilman Arp and Garry Morr.



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Responsible (continued)

The competence and experience of the bidder

- They are a publicly owned company traded in the NY and Toronto stock exchanges.
- They are the fourth largest waste hauler in North America.
- Been in business since 2007. Corporate headquarters in Ontario and US regional offices located in Southfield MI, just outside Detroit.



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Responsible (continued)

- As of December 31, 2020, per their annual report, GFL has the following throughout Canada and the United States:
 - 195 collection operations
 - 150 transfer stations
 - 88 landfills
 - 28 material recovery facilities
 - Over 10,000 trucks
 - Over 15,000 employees
- GFL has operations in 26 states including MI, IL, OH, WI.
- Owns a transfer station in Allen County (4429 Allen Martin Drive), and the Hoosier Landfill in Claypool, just south of Warsaw.



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Bulk Operations

- With Alternative 1, Bulk Operations are to be handled in-house as approved through the Solid Waste Advisory Board.
- Working on framework to get this operation up and running by July 1 with approval from the Solid Waste Advisory Board.
- Focus will be on addressing service calls for bulk as well as nuisance calls.



AWARD



Based on GFL being the lowest responsive and responsible bidder, the bid was awarded to them by the Board of Public Works.

