

REQUEST FOR BOARD ACTION

HENDERSON COUNTY BOARD OF COMMISSIONERS

MEETING DATE: February 16, 2011

SUBJECT: Materials Recovery Facility (MRF) Private Partnership Request for Proposals

ATTACHMENTS: Yes
1. Presentation Detailing Options

SUMMARY OF REQUEST:

As a continuation from the February 7th Board of Commissioner's meeting, the RFP process for a private partnership has been revisited to account for updates to the proposals. The proposers were asked to complete their updates by the end of the day on February 9th. In addition to the two original proposals, SONOCO from Hartsville, SC submitted a proposal. After February 9th no changes to the proposals was permitted.

A summary of the current proposals is provided on the attached table. Note that SONOCO's proposal required a minimum of 6,000 tons of material from Henderson County which is approximately 50% more than our current volume. Subsequently, the proposal was not considered feasible and not included; however, SONOCO is a reputable company and the proposal was much appreciated and competitive.

Staff offers the following analysis of the proposals and recommendation. While the proposal from Curbside Management offers annual revenues that are approximately \$13,400 better in poor markets and \$21,500 better in good markets, their proposal does not satisfy the original intent of the RFP process. The ultimate objective for Henderson County is to bring competition into the recycling industry. Not only will the County's Solid Waste operations benefit from the American's proposal but the private haulers and their Citizen customers will benefit as well. This is not necessarily the case with the Curbside proposal. Prior to this RFP Curbside was charging the County \$30 per ton for material without covering the transportation. This was significantly higher than other regions in the State and is because of limited competition in the area. Staff recommends approving the American proposal.

BOARD ACTION REQUESTED:

Direct the County Engineer and Attorney to complete negotiations for the contract with American Recycling of SC, LLC and bring the contract back to the Board of Commissioners for an approval at a future meeting.

Suggested Motion(s):

I move that the Board direct the County Engineer and Attorney to complete negotiations for the contract with American Recycling of SC, LLC and bring the contract back to the Board of Commissioners for an approval at a future meeting.

Side-By-Side Comparison of MRF Proposals

	American	Curbside
Market Pricing	\$7,536	\$9,338
Floor Pricing:		
Dual Stream	\$20	\$26.69
Singlestream	\$10	\$7.50
Bagged Singlestream	\$0	\$0
Transportation Cost	\$0	\$0
Consideration	Exclusivity	Exclusivity
Contract Length	5+ years	10 years
Estimated Jobs Created	10–20	10-20
In-County Facility?	Possible	Yes
County Building Collection	Yes	Yes

