

# MIAMI BEACH

Procurement Department, 1755 Meridian Avenue, 3<sup>rd</sup> Floor, Miami Beach, Florida 33139, [www.miamibeachfl.gov](http://www.miamibeachfl.gov), 305-673-7490

Submitted via E-mail to: [Cathie.kirkpatrick@progressivewaste.com](mailto:Cathie.kirkpatrick@progressivewaste.com)  
[mfaxasrolon@wasteservicesinc.com](mailto:mfaxasrolon@wasteservicesinc.com)

August 3, 2018

Cathie Kirkpatrick  
Progressive Waste Solutions of Florida, Inc d/b/a Waste Connections of Florida  
3840 Northwest 37 Court  
Miami, Florida 33162

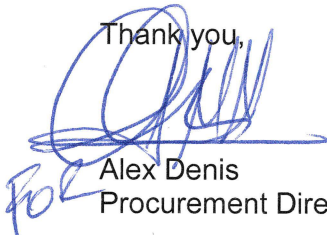
Subject: **RENEWAL OF AGREEMENT PURSUANT TO REQUEST FOR PROPOSAL (RFP) NO. 60-08-09 FOR COLLECTION AND DISPOSAL OF RESIDENTIAL SOLID WASTE, YARD TRASH, BULK WASTE AND OPERATION OF THE CITY'S GREEN WASTE FACILITY.**

Dear Sir/Madam:

This letter shall serve as notification that the Mayor and City Commission, on July 25, 2018 meeting, approved an extension of the above referenced Agreement with Progressive Waste Solutions of Florida, Inc d/b/a Waste Connections of Florida ("Contractor"). Said extension is on a month-to-month, terminable by the City for convenience and without cause, upon thirty (30) days written notice, until such time a replacement agreement is executed. Said month-to-month extension shall be upon the same terms, conditions and compensation provided therein.

Should you have any questions or need additional information, please contact Febe Perez at 305-673-7490 or [febeperez@miamibeachfl.gov](mailto:febeperez@miamibeachfl.gov).

Thank you,

A handwritten signature in blue ink, appearing to read 'Alex Denis', with a stylized flourish underneath.

Alex Denis  
Procurement Director

# MIAMI BEACH

## COMMISSION MEMORANDUM

TO: Honorable Mayor and Members of the City Commission  
FROM: Jimmy L. Morales, City Manager  
DATE: July 25, 2018

SUBJECT: A RESOLUTION OF THE MAYOR AND CITY COMMISSION OF THE CITY OF MIAMI BEACH, FLORIDA, ACCEPTING THE RECOMMENDATION OF THE CITY MANAGER, PURSUANT TO REQUEST FOR PROPOSALS NO. 2018-024-WG, FOR COLLECTION AND DISPOSAL OF RESIDENTIAL SOLID WASTE, YARD DEBRIS AND BULK WASTE AND OPERATION OF THE CITY'S GREEN WASTE FACILITY; AUTHORIZING THE MONTH-TO-MONTH EXTENSION OF THE AGREEMENT WITH PROGRESSIVE WASTE SOLUTIONS OF FLORIDA, INC DBA WASTE CONNECTIONS OF FLORIDA, UNTIL SUCH TIME AS A NEW AGREEMENT IS EXECUTED; FURTHER AUTHORIZING THE ADMINISTRATION TO ENTER INTO NEGOTIATIONS WITH PROGRESSIVE WASTE SOLUTIONS OF FLORIDA, INC DBA WASTE CONNECTIONS OF FLORIDA; FURTHER, IF THE ADMINISTRATION IS NOT SUCCESSFUL IN NEGOTIATING AN AGREEMENT WITH WASTE CONNECTIONS OF FLORIDA, AUTHORIZING THE ADMINISTRATION TO ENTER INTO NEGOTIATIONS WITH WORLD WASTE RECYCLING; FURTHER, IF THE ADMINISTRATION IS NOT SUCCESSFUL IN NEGOTIATING AN AGREEMENT WITH WORLD WASTE RECYCLING; AUTHORIZING THE ADMINISTRATION TO ENTER INTO NEGOTIATIONS WITH WASTE MANAGEMENT INC. OF FLORIDA; AND FURTHER AUTHORIZING THE MAYOR AND CITY CLERK TO EXECUTE AN AGREEMENT UPON CONCLUSION OF SUCCESSFUL NEGOTIATIONS BY THE ADMINISTRATION.

---

### **RECOMMENDATION**

Adopt the Resolution.

### **ANALYSIS**

On October 14, 2009, the City issued Request for Proposal No. 60-08/09 entitled, "Collection and Disposal of Residential Solid Waste, Yard Trash, Bulk Waste, and Operation of the City's Green Waste Facility". At its regular meeting on February 3, 2010, the Mayor and City Commission authorized the Administration to negotiate with the two 2) top- ranked proposers pursuant to the RFP. Resolution No. 2010-27421 was adopted on June 9, 2010, authorizing an Agreement between the City of Miami Beach and Choice Environmental Services (Choice), for a five year term expiring on August 31, 2015. It also provided the City with the option to renewal for up to three, additional one-year terms.

On April 10, 2014, the City Commission authorized a First Amendment to the Agreement, consenting to the name change of the contractor from Choice to Progressive Waste Solutions of FL, Inc., with all

other material terms remaining unaltered. Upon the expiration of the initial term of the underlying Agreement, the City Commission, on July 8, 2015, approved a one year extension, and simultaneously directed the Administration to prepare a Request for Proposals( RFP) to go out for bid for future residential disposal and waste services. On September 2, 2015, adhering to the direction of the City Commission, the Administration presented, and the City Commission approved, the issuance of RFP 2015-258-WG for Collection and Disposal of Residential Solid Waste Yard Trash, Bulk Waste, and Operation of the City's Green Waste Facility. Thereafter, on February 10, 2016, the City Commission provided further direction to the Administration to negotiate with Progressive, as to the existing Amended Agreement, which provided up to two additional one year extension terms. The Administration met with and negotiated terms with Progressive that enhanced the level of service, per year, for the remaining two, one-year extension terms provided for under the Amended Agreement, now expiring August 31, 2018.

### **RFP PROCESS**

On January 17, 2018, the Mayor and City Commission authorized the issuance of Request for Proposals (RFP) 2018-024-WG for Collection and Disposal of Residential Solid Waste, Yard Debris and Bulk Waste and Operation of the City's Green Waste Facility. The Procurement Department issued solicitation notices to 133 firms utilizing publicpurchase.com. 39 prospective proposers accessed the advertised solicitation. RFP responses were due and received on April 13, 2018. The City received proposals from the following four (4) firms: Great Waste and Recycling Services, LLC, Progressive Waste Solutions of Florida., Inc. DBA Waste Connections of Florida, Waste Management Inc. of Florida and World Waste Recycling.

The proposal submitted by Great Waste Recycling Services, LLC, was considered non-responsive for failure to meet the Minimum Requirement that required Proposer's have a minimum five (5) years' experience providing residential solid waste services, to a County or municipality and , and therefore received no further consideration.

The Evaluation Committee appointed by the City Manager pursuant to LTC# 273-2018 convened on May 29, 2018, to consider the responsive proposals received. The Committee comprised of Jorge Cano, Director, Fleet Management Department, City of Miami Beach, Jonathan Fryd, Resident, George Ruiz, Sanitation Superintendent, Sanitation Division, Public Works Department, City of Miami Beach and Elizabeth Wheaton, Director, Environment and Sustainability Department, City of Miami Beach.

The Committee was provided an overview of the project, information relative to the City's Cone of Silence Ordinance and the Government Sunshine Law. The Committee was also provided with general information on the scope of services and a copy of each proposal. The Committee was instructed to score and rank each proposal pursuant to the evaluation criteria established in the RFP. The evaluation process resulted in the ranking of proposers as indicated in Attachment A. A brief description of each proposer, as provided in their response to the RFP, follows.

#### **Progressive Waste Solutions of Florida, Inc. DBA Waste Connections of Florida**

Progressive Waste Solutions of Florida, Inc. DBA Waste Connections of Florida, is part of Waste Connections, Inc.'s, multi-regional, integrated solid waste company providing collection, transfer, landfill disposal and recycling services for commercial, industrial and residential customers in the United States and Canada. As an enterprise, Waste Connections, Inc. has over 15,000 employees, 7000+ collection vehicles, 273 hauling locations, 133 transfer stations, 93 landfills and 71 recycling facilities servicing over 6 million customers.

Waste Connections of Florida is providing satisfactory service as the City's incumbent vendor for the collection and disposal of residential solid waste, yard debris and bulk waste as well as the operators

of the City's green waste facility.

#### World Waste Recycling

World Waste Recycling, previously doing business as World Waste Services, is a privately held and locally owned and headquartered Florida Corporation, which collects, transports and disposes solid waste, construction, demolition debris and recycling.

World Waste Recycling is the current residential recycling service provider for the City of Miami Beach through the Miami Dade County's Recycling program. World Waste Recycling services 228,000 residential homes in Miami Dade County including the City of Miami Beach.

#### Waste Management Inc., of Florida

Waste Management is a publicly owned company providing comprehensive waste management services, they are headquartered in Houston Texas, and employ 42,700 people. They operate an extensive network of facilities and the largest trucking fleet in the industry. Waste Management's National network of operations allows the company to offer a full range of environmental services to approximately 25 million residential and 2 million commercial customers.

#### **CONCLUSION**

After reviewing all of the submissions and the Evaluation Committee's rankings and commentary, I concur with the Evaluation Committee and find Progressive Waste Solutions of Florida, Inc. DBA Waste Connections of Florida to be the best qualified firm for the project as the team that has first-hand knowledge of the City, presented strong capabilities in responding to residents and employee training in efforts to enhance the customer service experience.

When considering costs, I note that the current cost, per residential account per month, is \$25.12. The costs (prior to negotiations) received pursuant to the RFP are \$27.80, \$32.00 and \$49.95, from World Waste, Waste Connections and Waste Management, respectively. While the cost proposed by World Waste Recycling is the lowest, the only current contract that they have referenced in their proposal for residential solid waste collection is the Town of Bay Harbor Islands with a population of approximately 5,000 (April 2017).

Progressive Waste Solutions of Florida, Inc. DBA Waste Connections of Florida Connections has a much deeper breadth of experiencing given there significantly larger customer base. I am confident that, through negotiations, the costs resulting from an agreement with Progressive Waste Solutions of Florida, Inc. DBA Waste Connections of Florida Connections can be reduced.

Therefore, I recommend that the Mayor and City Commission approve the Resolution authorizing the Administration to enter into negotiations with Progressive Waste Solutions of Florida, Inc. DBA Waste Connections of Florida Connections, and if unsuccessful in negotiating an agreement with Progressive Waste Solutions of Florida, Inc. DBA Waste Connections of Florida Connections; authorizing the Administration to enter into negotiations with World Waste Recycling; and if unsuccessful in negotiating an agreement with World Waste Recycling; authorizing the Administration to enter into negotiations with Waste Management Inc., of Florida; and further authorizing the Mayor and City Clerk to execute an agreement upon conclusion of successful negotiations.

Finally, I recommend that the Mayor and City Commission authorize the month-to-month extension of the current agreement with Progressive Waste Solutions of Florida, Inc. dba Waste Connections of Florida, until such time as a new agreement is executed.

#### **KEY INTENDED OUTCOMES SUPPORTED**

Enhance Beauty And Vibrancy Of Urban And Residential Neighborhoods; Focusing On Cleanliness, Historic

Assets, In Select Neighborhoods And Redevelopment Areas

**FINANCIAL INFORMATION**

Grant funding will not be utilized for this project.

**Legislative Tracking**

Public Works/Procurement

**ATTACHMENTS:**

**Description**

- ▣ Attachment A
- ▣ Resolution

ATTACHMENT A RFP 2018-024-WG Collection and Disposal of Residential Solid Waste, Yard Debris and Bulk Waste and Operation of The City's Green Waste Facility

	Jorge Cano			Ranking	Elizabeth Wheaton			Ranking	Jonathan Fryd			Ranking	George Ruiz			Ranking		Low Aggregate Totals	Ranking
	Qualitative	Quantitative	Subtotal		Qualitative	Quantitative	Subtotal		Qualitative	Quantitative	Subtotal		Qualitative	Quantitative	Subtotal				
Progressive Waste Solutions of FL. Inc. D/B/A Waste Connections of Florida	69	26	95	1	68	26	94	2	68	26	94	1	63	26	89	2		6	1
Waste Management Inc., of Florida	68	16	84	3	68	16	84	3	63	16	79	3	59	16	75	3		12	3
World Waste Recycling	60	30	90	2	66	30	96	1	60	30	90	2	60	30	90	1		6	1

Quantitative Points				
Proposer	Cost Proposal	Cost Proposal Points	Veteran's Points	Total Quantitative (Cost + Veteran's)
Progressive Waste Solutions of FL. Inc. D/B/A Waste Connections of Florida	\$ 32.00	26	0	26
Waste Management Inc., of Florida	\$ 49.95	16	0	16
World Waste Recycling	\$ 27.80	30	0	30

**RESOLUTION NO. \_\_\_\_\_**

**A RESOLUTION OF THE MAYOR AND CITY COMMISSION OF THE CITY OF MIAMI BEACH, FLORIDA, ACCEPTING THE RECOMMENDATION OF THE CITY MANAGER, PURSUANT TO REQUEST FOR PROPOSALS NO. 2018-024-WG, FOR COLLECTION AND DISPOSAL OF RESIDENTIAL SOLID WASTE, YARD DEBRIS AND BULK WASTE AND OPERATION OF THE CITY'S GREEN WASTE FACILITY; AUTHORIZING THE MONTH-TO-MONTH EXTENSION OF THE AGREEMENT WITH PROGRESSIVE WASTE SOLUTIONS OF FLORIDA, INC DBA WASTE CONNECTIONS OF FLORIDA, UNTIL SUCH TIME AS A NEW AGREEMENT IS EXECUTED; FURTHER AUTHORIZING THE ADMINISTRATION TO ENTER INTO NEGOTIATIONS WITH PROGRESSIVE WASTE SOLUTIONS OF FLORIDA, INC DBA WASTE CONNECTIONS OF FLORIDA; FURTHER, IF THE ADMINISTRATION IS NOT SUCCESSFUL IN NEGOTIATING AN AGREEMENT WITH WASTE CONNECTIONS OF FLORIDA, AUTHORIZING THE ADMINISTRATION TO ENTER INTO NEGOTIATIONS WITH WORLD WASTE RECYCLING; FURTHER, IF THE ADMINISTRATION IS NOT SUCCESSFUL IN NEGOTIATING AN AGREEMENT WITH WORLD WASTE RECYCLING; AUTHORIZING THE ADMINISTRATION TO ENTER INTO NEGOTIATIONS WITH WASTE MANAGEMENT INC. OF FLORIDA; AND FURTHER AUTHORIZING THE MAYOR AND CITY CLERK TO EXECUTE AN AGREEMENT UPON CONCLUSION OF SUCCESSFUL NEGOTIATIONS BY THE ADMINISTRATION.**

**WHEREAS**, on January 17, 2018, the Mayor and City Commission authorized the issuance of Request for Proposals (RFP) 2018-024-WG for Collection and Disposal of Residential Solid Waste, Yard Debris and Bulk Waste and Operation of the City's Green Waste Facility; and

**WHEREAS**, RFP responses were due and received on April 13, 2018; and

**WHEREAS**, the City received proposals in response to the RFP from the following four (4) firms: Great Waste and Recycling Services, LLC, Progressive Waste Solutions of Florida, Inc. DBA Waste Connections of Florida, Waste Management Inc. of Florida and World Waste Recycling; and

**WHEREAS**, the proposal submitted by Great Waste Recycling Services, LLC, was considered non-responsive for failure to meet the Minimum Requirements, as stated in the RFP, and received no further consideration; and

**WHEREAS**, an Evaluation Committee appointed by the City Manager pursuant to LTC# 273-2018 convened on May 29, 2018, to consider the responsive proposals received; and

**WHEREAS**, the Committee was provided an overview of the project, information relative to the City's Cone of Silence Ordinance and the Government Sunshine Law, general information on the scope of services and a copy of each proposal; and

**WHEREAS**, the Committee was instructed to score and rank each proposal pursuant to the evaluation criteria established in the RFP; and

**WHEREAS**, the evaluation process resulted in the ranking of proposers as follows: Progressive Waste Solutions of Florida., Inc. DBA Waste Connections of Florida and World Waste Recycling, were tied as the top ranked proposers and Waste Management Inc. of Florida as the third ranked proposer; and

**WHEREAS**, after reviewing all of the submissions and the Evaluation Committee's rankings and commentary, the City Manager exercised his due diligence and is recommending that the Administration be authorized to enter into negotiations with Progressive Waste Solutions of Florida, Inc. DBA Waste Connections of Florida, and if unsuccessful in negotiating an agreement with Progressive Waste Solutions of Florida, Inc. DBA Waste Connections of Florida Connections; authorizing the Administration to enter into negotiations with World Waste Recycling; and if unsuccessful in negotiating an agreement with World Waste Recycling; authorizing the Administration to enter into negotiations with Waste Management Inc., of Florida; and further authorizing the Mayor and City Clerk to execute an agreement upon conclusion of successful negotiations to be the best qualified firm for the project.

**NOW, THEREFORE, BE IT DULY RESOLVED BY THE MAYOR AND CITY COMMISSION OF THE CITY OF MIAMI BEACH, FLORIDA**, that the Mayor and City Commission hereby accept the recommendation of the City Manager, pursuant to Request for Proposals No 2018-024-WG, for Collection and Disposal of Residential Solid Waste, Yard Debris and Bulk Waste and Operation of the City's Green Waste Facility; authorizing the month-to-month extension of the agreement With Progressive Waste Solutions of Florida, Inc DBA Waste Connections of Florida, until such time as a new agreement is executed; further authorizing the administration to enter into negotiations with Progressive Waste Solutions of Florida, Inc DBA Waste Connections of Florida; further, if the administration is not successful in negotiating an agreement with Waste Connections of Florida, authorizing the administration to enter into negotiations with World Waste Recycling; further, if the administration is not successful in negotiating an agreement with World Waste Recycling; authorizing the administration to enter into negotiations with Waste Management Inc. of Florida; and further authorizing the Mayor and City Clerk to execute an agreement upon conclusion of successful negotiations by the administration.

**PASSED AND ADOPTED** this \_\_\_\_\_ day of \_\_\_\_\_ 2018.


**ATTEST:**

\_\_\_\_\_  
**RAFAEL E. GRANADO, CITY CLERK**

\_\_\_\_\_  
**DAN GELBER, MAYOR**

T:\AGENDA\2018\07 July\Procurement\2018-024-WG Residential Waste Collection\RFP2018-024-WG Reso.doc

**APPROVED AS TO  
FORM & LANGUAGE  
& FOR EXECUTION**

 7/18/19  
City Attorney Date





[Department of State](#) / [Division of Corporations](#) / [Search Records](#) / [Detail By Document Number](#) /

## Detail by Entity Name

Foreign Profit Corporation

WASTE CONNECTIONS OF FLORIDA, INC.

### Filing Information

<b>Document Number</b>	F03000006157
<b>FEI/EIN Number</b>	20-0435940
<b>Date Filed</b>	12/11/2003
<b>State</b>	DE
<b>Status</b>	ACTIVE
<b>Last Event</b>	NAME CHANGE AMENDMENT
<b>Event Date Filed</b>	06/21/2018
<b>Event Effective Date</b>	NONE

### Principal Address

3 waterway square pl ste 110  
the woodlands, TX 77380

Changed: 06/30/2016

### Mailing Address

3 waterway square pl ste 110  
the woodlands, TX 77380

Changed: 06/30/2016

### Registered Agent Name & Address

CORPORATION SERVICE COMPANY  
1201 HAYS STREET  
TALLAHASSEE, FL 32301

Name Changed: 06/30/2016

Address Changed: 06/30/2016

### Officer/Director Detail

#### **Name & Address**

Title CEO

Mittelstaedt, Ronald J.  
3 waterway square pl ste 110  
the woodlands, TX 77380

## Title President

Bouck, Steven F.  
3 waterway square pl ste 110  
the woodlands, TX 77380

## Title CFO

Jackman, Worthing F.  
3 waterway square pl ste 110  
the woodlands, TX 77380

## Title Senior Vice President, Secretary

Shea, Patrick J.  
3 waterway square pl ste 110  
the woodlands, TX 77380

**Annual Reports**

<b>Report Year</b>	<b>Filed Date</b>
2016	04/27/2016
2017	03/13/2017
2018	01/16/2018

**Document Images**

<a href="#">06/21/2018 -- Name Change</a>	<a href="#">View image in PDF format</a>
<a href="#">01/16/2018 -- ANNUAL REPORT</a>	<a href="#">View image in PDF format</a>
<a href="#">12/22/2017 -- Merger</a>	<a href="#">View image in PDF format</a>
<a href="#">12/22/2017 -- Merger</a>	<a href="#">View image in PDF format</a>
<a href="#">12/22/2017 -- Merger</a>	<a href="#">View image in PDF format</a>
<a href="#">03/13/2017 -- ANNUAL REPORT</a>	<a href="#">View image in PDF format</a>
<a href="#">07/11/2016 -- AMENDED ANNUAL REPORT</a>	<a href="#">View image in PDF format</a>
<a href="#">06/30/2016 -- Reg. Agent Change</a>	<a href="#">View image in PDF format</a>
<a href="#">04/27/2016 -- ANNUAL REPORT</a>	<a href="#">View image in PDF format</a>
<a href="#">04/28/2015 -- ANNUAL REPORT</a>	<a href="#">View image in PDF format</a>
<a href="#">03/18/2014 -- ANNUAL REPORT</a>	<a href="#">View image in PDF format</a>
<a href="#">09/09/2013 -- Merger</a>	<a href="#">View image in PDF format</a>
<a href="#">09/05/2013 -- AMENDED ANNUAL REPORT</a>	<a href="#">View image in PDF format</a>
<a href="#">06/04/2013 -- Name Change</a>	<a href="#">View image in PDF format</a>
<a href="#">04/01/2013 -- ANNUAL REPORT</a>	<a href="#">View image in PDF format</a>
<a href="#">03/26/2012 -- ANNUAL REPORT</a>	<a href="#">View image in PDF format</a>
<a href="#">03/24/2011 -- ANNUAL REPORT</a>	<a href="#">View image in PDF format</a>
<a href="#">03/08/2010 -- ANNUAL REPORT</a>	<a href="#">View image in PDF format</a>
<a href="#">04/06/2009 -- ANNUAL REPORT</a>	<a href="#">View image in PDF format</a>
<a href="#">04/22/2008 -- ANNUAL REPORT</a>	<a href="#">View image in PDF format</a>
<a href="#">12/19/2007 -- Merger</a>	<a href="#">View image in PDF format</a>
<a href="#">12/19/2007 -- Merger</a>	<a href="#">View image in PDF format</a>
<a href="#">11/06/2007 -- ANNUAL REPORT</a>	<a href="#">View image in PDF format</a>

[03/05/2007 -- ANNUAL REPORT](#)[View image in PDF format](#)[04/13/2006 -- ANNUAL REPORT](#)[View image in PDF format](#)[05/03/2005 -- ANNUAL REPORT](#)[View image in PDF format](#)[04/21/2004 -- ANNUAL REPORT](#)[View image in PDF format](#)[12/11/2003 -- Foreign Profit](#)[View image in PDF format](#)

Florida Department of State, Division of Corporations