



# City of Baton Rouge, Parish of East Baton Rouge Garbage and Recycling Contractor's Workshop

*Hosted by Mayor-President Sharon Weston Broome  
and Councilwoman Chauna Banks*

April 17, 2017



**WELCOME:  
MAYOR-PRESIDENT SHARON  
WESTON BROOME**





# **WELCOME: COUNCILWOMAN CHAUNA BANKS**



# **OVERVIEW: KAHLI COHRAN, PRESIDENT CIVIL SOLUTIONS CONSULTING GROUP**





# AGENDA

- Welcome & Introductions
- Planning and Procurement Overview
- Opportunities for Small, Disadvantaged and Minority-Owned Business
- Procurement Process & Timeline
- Q&A



# PLANNING AND PROCUREMENT OVERVIEW



# HOW WASTE IS CURRENTLY MANAGED

- City-Parish contracts for services
- Material collected as garbage is landfilled
- Material collected as recycling is processed and returned to the marketplace
- Properly prepared yard waste goes for processing into organic products
- Bulky trash is often mixed with bulky yard waste
- Bulky recyclables are scrapped (marketed)



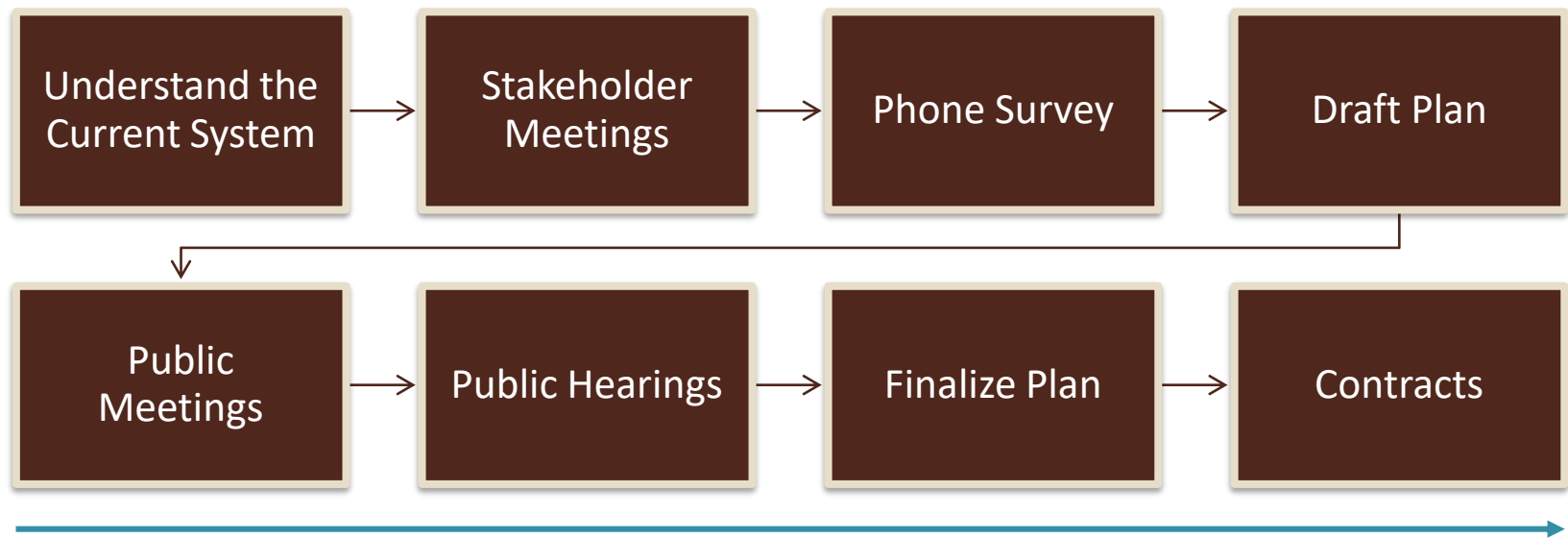
# STRATEGIC PLANNING TO INFORM SERVICE PROCUREMENT

- All of the residential solid waste service contracts expire February 2018
- The City-Parish wants the new contracts to:
  - Improve the customer service experience, like calling in for missed pick-ups
  - Improve program performance, such as the residential recycling rate
  - Strategically minimize anticipated cost increases
- Using this as an opportunity to develop a plan to improve future EBR solid waste system





# PROCUREMENT PROCESS WILL LEAD TO CONTRACTS TO IMPLEMENT PLAN



*Requests for Proposals/Invitations to Bid*



# NEW CONTRACTS WILL INCLUDE

- Collection, processing and disposal services
  - Single-family, multi-family, and some governmental buildings
  - All material streams
    - Waste (garbage and trash/non-organic bulky)
    - Recyclables
    - Yard waste
    - Household hazardous materials
- Garbage and recycling carts
  - Cart supply
  - Service and maintenance



# **OPPORTUNITIES FOR SMALL, DISADVANTAGED AND MINORITY- OWNED BUSINESSES**



# SBE/DBE/MBE UTILIZATION

- Will specifically encourage proposers to utilize the services of small, disadvantaged and minority-owned businesses through point-based grading criteria
- Selection criteria will give evaluation points to these contractors based on extent of how MBE/DBE firms will be utilized
- Those prime contractors utilizing MBE/DBE firms extensively will benefit the most through this portion of proposal scoring



# POTENTIAL SUPPORT SERVICES

- Cart maintenance: replacing parts, repairs joints, etc.
- Processing of vegetative waste (grinding, mulching, composting, etc.)
- Vehicle or equipment maintenance
- IT or technology support
- Uniform services
- Routing or logistics services
- Facility construction services (MRF, landfill cell development, etc.)
- Janitorial services
- Hourly laborers
- Payroll services
- Safety, liability, or legal services
- Other support services for the collection company(ies)



# PROCUREMENT PROCESS & TIMELINE



# PROCUREMENT PROCESS

- Request for Proposals (RFPs) using a “menu approach” where several options may be proposed
  - Collection services
    - Single-family garbage and trash (with options)
    - Single-family single stream recycling collection and processing (with options)
    - Multi-family/governmental building services
  - Household hazardous materials
- Invitation for Bids (IFB)
  - Cart supply
  - Cart servicing and maintenance
  - Organic bulky waste processing
- **Expected release dates & pre-bid conference: Summer ‘17**



# FINDING TEAMING PARTNERS OR OPPORTUNITIES

- Attending the pre-bid conference is a good way to meet other interested contractors that may bring specific talents to your team (or want you on their team)
- Workshop attendee list and contact information to be shared with interested bidders as appendix to procurement
- Complete the City-Parish Purchasing Department's Vendor Business Profile Data form at <http://brgov.com/dept/purchase/vendorrules.htm>
- Contact City-Parish Purchasing Department with questions about procurement policies and bid opportunities by calling (225) 389-3259
- Reach out to potential prime contractors with information on your company or services you can provide





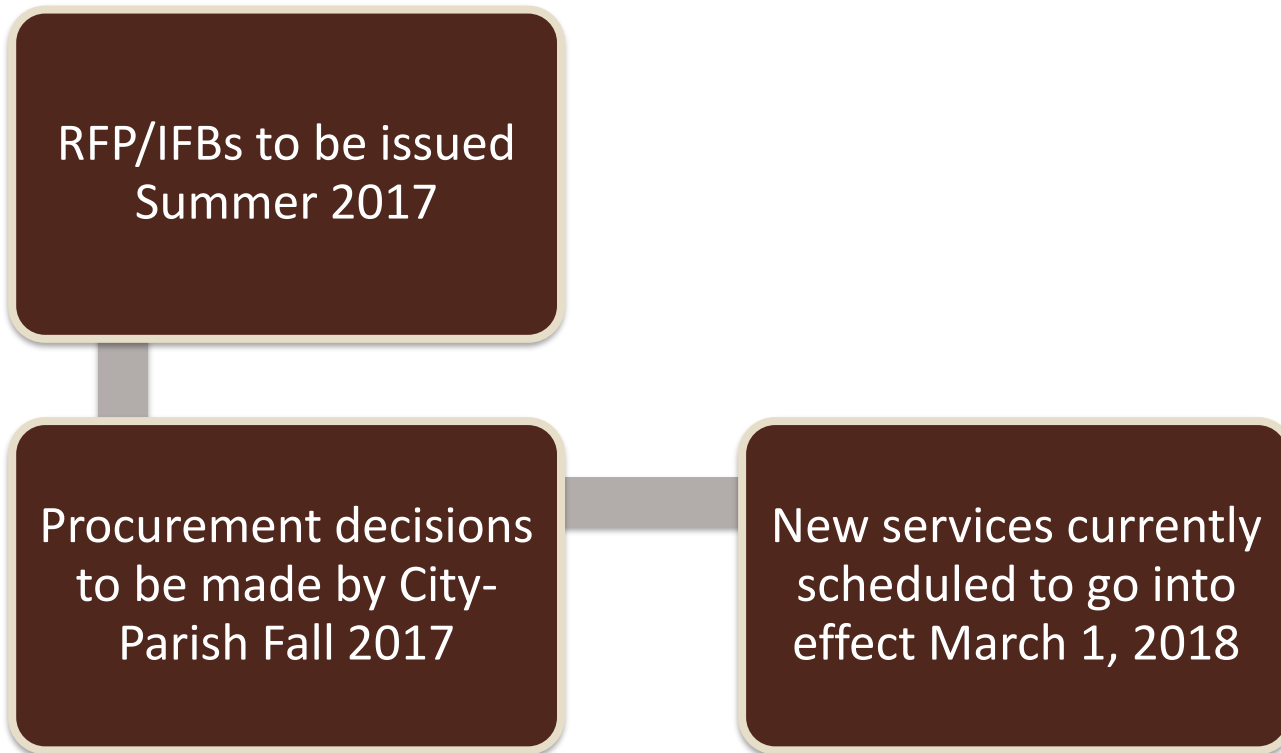
## Potential prime contractors

Sample list of firms to whom the solicitations would be sent – others may opt to propose on portions of this procurement as well

- **Republic Services of Baton Rouge**  
12451 Leisure Rd, Baton Rouge, LA 70807  
(225) 778-3800
- **Progressive Waste Resources of Baton Rouge**  
7923 Tom Dr, Baton Rouge, LA 70808  
(225) 925-3442
- **Baton Rouge Waste Management**  
343 Chippewa St, Baton Rouge, LA 70805  
(225) 389-3254
- **Team Waste USA**  
14339 Hudson Krohn Rd, Biloxi, MS 39532  
(228) 328-1820
- **Ace Enterprises**  
19971 Womack Rd, Baton Rouge, LA 70817  
(225) 753-7822
- **Louisiana Waste System**  
2136 Dallas Dr, Baton Rouge, LA 70806  
(225) 929-9668



# PROPOSAL DECISION TIMELINE





**CLOSING REMARKS:  
DR. JAMES GILMORE, JR.  
ASSISTANT CHIEF  
ADMINISTRATIVE OFFICER**





**QUESTIONS?**