



Hillsborough
County Florida

Hillsborough County Solid Waste Management Department

Collection Contracting Lessons Learned

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Hillsborough
County Florida

- Department serves approximately 300,000 households in unincorporated areas of the county & portions of the City of Tampa
- Approx. 1.5 million residents inclusive of the City of Tampa, Temple Terrace, Plant City, and unincorporated county
- 1.266 square miles

Our Team:

- 170 Employees –Transfer Stations, Customer Service, Contract Management
- Enterprise fund

Collection

- 3 Franchise Collectors-3 collection zones
- 2 Transfer Facilities
- 5 Community Collection Centers – bulky waste, paint, and electronics

Disposal and Recycling

- Resource Recovery Facility (RRF) – *Covanta*
- Southeast Landfill – *Waste Management*
- 2 Yard Waste Processing Facilities
- 3 Household Hazardous Waste Collection Sites



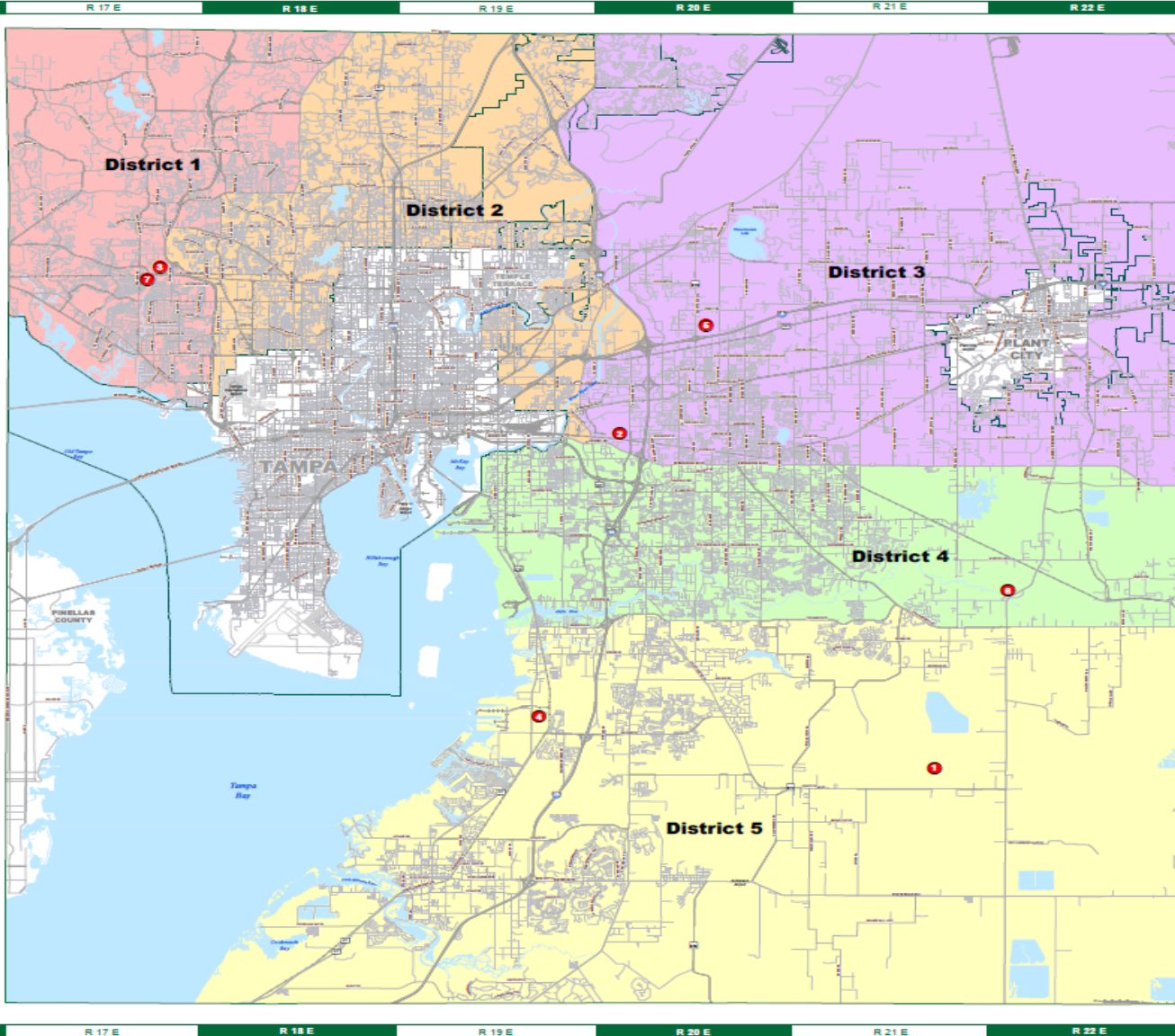
2013 Solid Waste Collection Contract

- Awarded in Jan 2013 for services starting Oct 2013
- 3 Franchise Collectors in 5 collection zones
- Automated Garbage and Recycling -2-1-1
- 500,000 carts delivered
- 7-year contract with a 3-year unilateral renewal
- 2 Franchise Collectors started with CNG vehicles –requirement for renewal
- Rates for collection ranged from \$5.20 to \$10.10 per month per residential unit
 - Blended rate to \$8.32
 - Allowed County to hold rates flat for 9 years





2013 Collection Zones



HILLSBOROUGH COUNTY 2013 SOLID WASTE DISTRICTS

Infrastructure & Development Services



Legend

Solid Waste Collection Areas

- District 1 - Republic Services of Florida, LP
- District 2 - Waste Services of Florida, Inc
- District 3 - Republic Services of Florida, LP
- District 4 - Waste Management Inc. of Florida
- District 5 - Waste Services of Florida, Inc

Facilities

- 1** SOUTHEAST COUNTY FACILITY
 - Class I Landfill
 - The Processing Facility
 - Leachate Treatment Plant
- 2** FALKENBURG FACILITY
 - Resource Recovery Facility
 - Yard Waste Processing Facility
- 3** NORTHWEST COUNTY FACILITY
 - Transfer Station
 - Community Collection Center
 - Yard Waste Processing Facility
 - Recycling Drop-off Facility
- 4** SOUTH COUNTY FACILITY
 - Transfer Station
 - Community Collection Center
 - Yard Waste Processing Facility
 - Recycling Drop-off Facility
- 5** HILLSBOROUGH HEIGHTS
TAYLOR ROAD FACILITY
 - Community Collection Center
 - Household Chemical
Collection Center
 - Recycling Drop-off Facility
- 6** ALDERMAN FORD
 - Community Collection Center
- 7** SHELDON ROAD
 - Household Chemical
Collection Center

Locator Map



DATE: 02/07/2013
FILE NAME: Solid Waste 2013.DWG (1)

GIS & Geography Unit
11615 31st Avenue
Tampa, FL 33613
www.hillsboroughcounty.org

NOTE: Every reasonable effort has been made to ensure the accuracy of this map. Hillsborough County does not warrant any liability arising out of the use of this map. This map is provided without warranty of any kind, either expressed or implied, including but not limited to, the implied warranties of merchantability and fitness for a particular purpose.

SOURCE: This map was prepared by the Infrastructure & Development Services Unit of Hillsborough County and is compiled from recorded deeds, plat, and other public records. It has been based on BEST AVAILABLE DATA.

Users of this map are hereby notified that the administrative jurisdiction of any collection zone is determined by the Florida Department of Transportation and is not subject to change.



2013 Collection Challenges

- Hydraulic Spills
- Cart Delivery
- RFID
- Front Load Residential Vehicles
- Growth
- 2 Franchise Collectors started with CNG vehicles
- Collection Service issues
- CPI in contract did not keep pace with Solid Waste Industry





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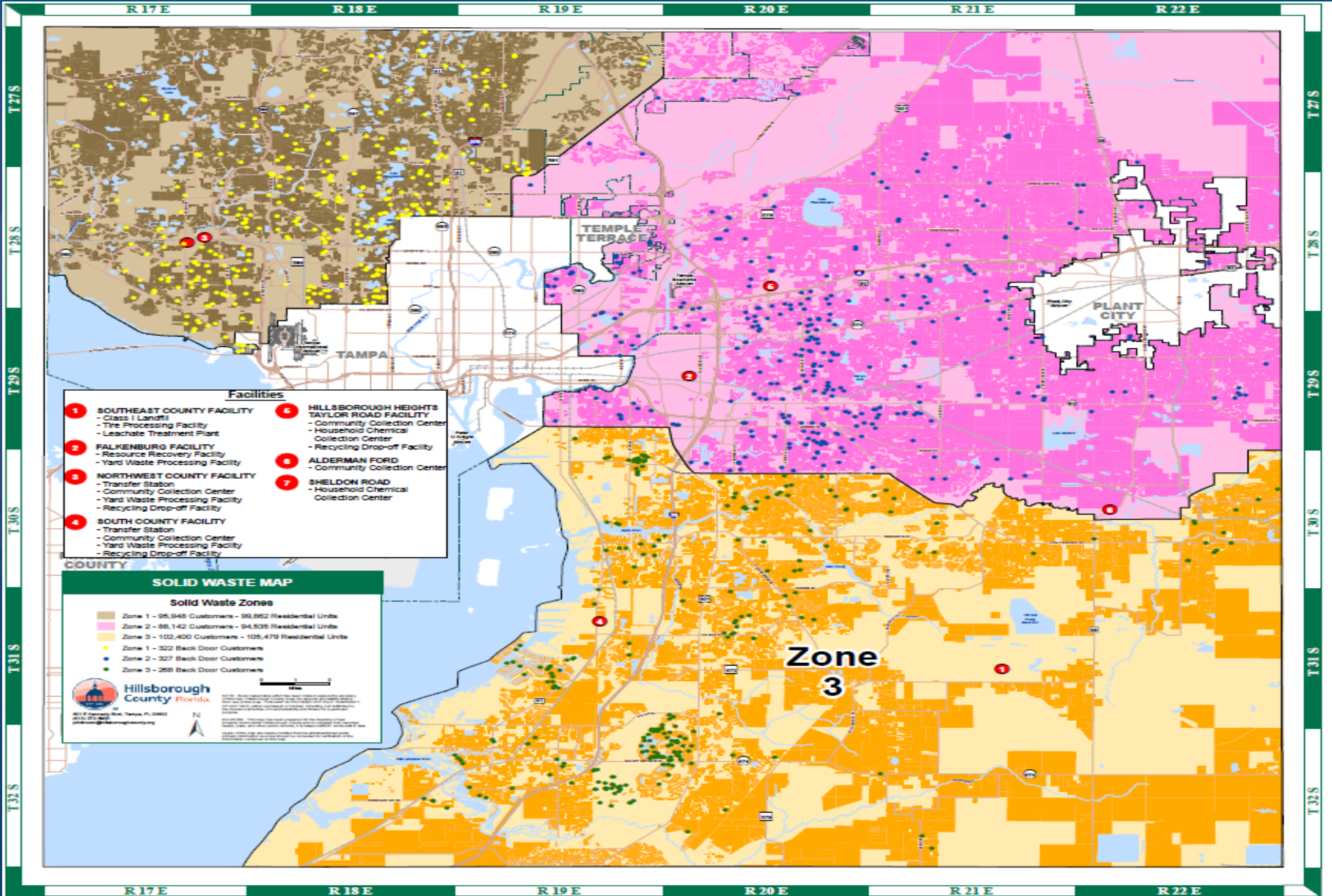


2019 Collection Services RFP

- Board directed an RFP to take in account service history
- County responsible for customer service and cart delivery
- Alternative Fuel required
- Alternative Fuel Vehicles from contract commencement
- Prescribed route size
- \$15 minimum wage
- 5 day a week Collection schedule –No Saturday Collection
- Strengthen Liquidated Damages
- Experience of providing service to 80,000 residential units



New Collection Zones





Prior to issuing RFP

- Customer Survey and outreach meetings



- Input from industry



Results of 2019 RFP

- 4 bidders: Waste Pro, Waste Management, FCC Environmental Services and Republic Services of Florida
- Bids submitted averaged over \$23 monthly
- Bids rejected –January 2020



Time's running out!!!

- 7 Year term expires Oct 2020
- Stay at home order March 2020
- Negotiation a 16-month Bridge Contract
 - County takes over Customer Services
 - County Takes over cart delivery
 - Capped LD's and restructured others
 - No Recycling Outreach Funding
 - CPI changed to Garbage and Trash Index
 - No RFID requirement
- Bridge Contract awarded July 2020 –Charged residents \$ 12.85 per month



2020 Collection Services RFP

- 8-year contract with 2-year bilateral renewal
- County responsible for customer service and cart delivery
- No Alternative Fuel requirement -less prescriptive
- No prescribed route sizes
- \$15 minimum wage
- Reduced Liquidated Damages
- Used Garbage and Trash Index as annual escalator
- Experience lowered to 50,000 residential units

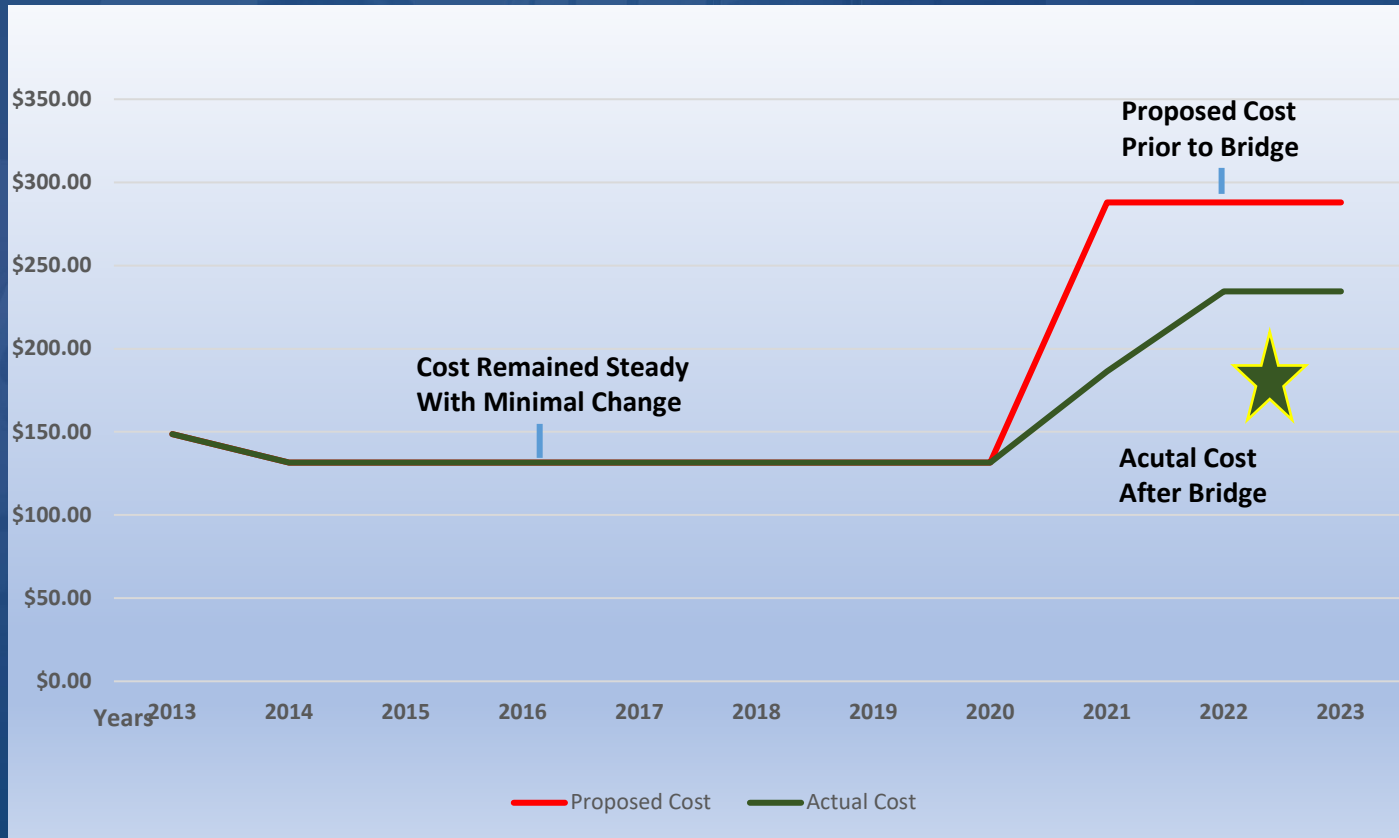




Results of 2020 RFP

- Awarded 3 Vendors in July 2021 and started Feb 1, 2022
- Cost Range for each Zone
 - Zone 1: \$19.53
 - Zone 2: \$22.97
 - Zone 3: \$14.25
- Average Rate: \$18.70 per month per residential unit
- Expected Rate \$20.00 per month per residential unit







Lessons Learned

- More competition is better and can drive down cost
- More prescriptive = more \$\$\$
- Engage Customers and Contractors early in the process.
- Preemptively keep elected officials informed of changing market conditions

