Summary of Solid Waste Collection Services RFP Process

CITY OF JOPLIN, RFP # 2026-120-1

04.06.2026

CONFIDENTIAL BUSINESS, FINANCIAL AND PROPRIETARY INFORMATION

Agenda

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02 // PROPOSAL EVALUATION CRITERIA

03 // PROPOSAL SHORTLISTING

04 // TECHNICAL & FINANCIAL EVALUATION

05 // STAFF RECOMMENDATION

06 // NEXT STEPS

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01

PROCUREMENT PROCESS OVERVIEW

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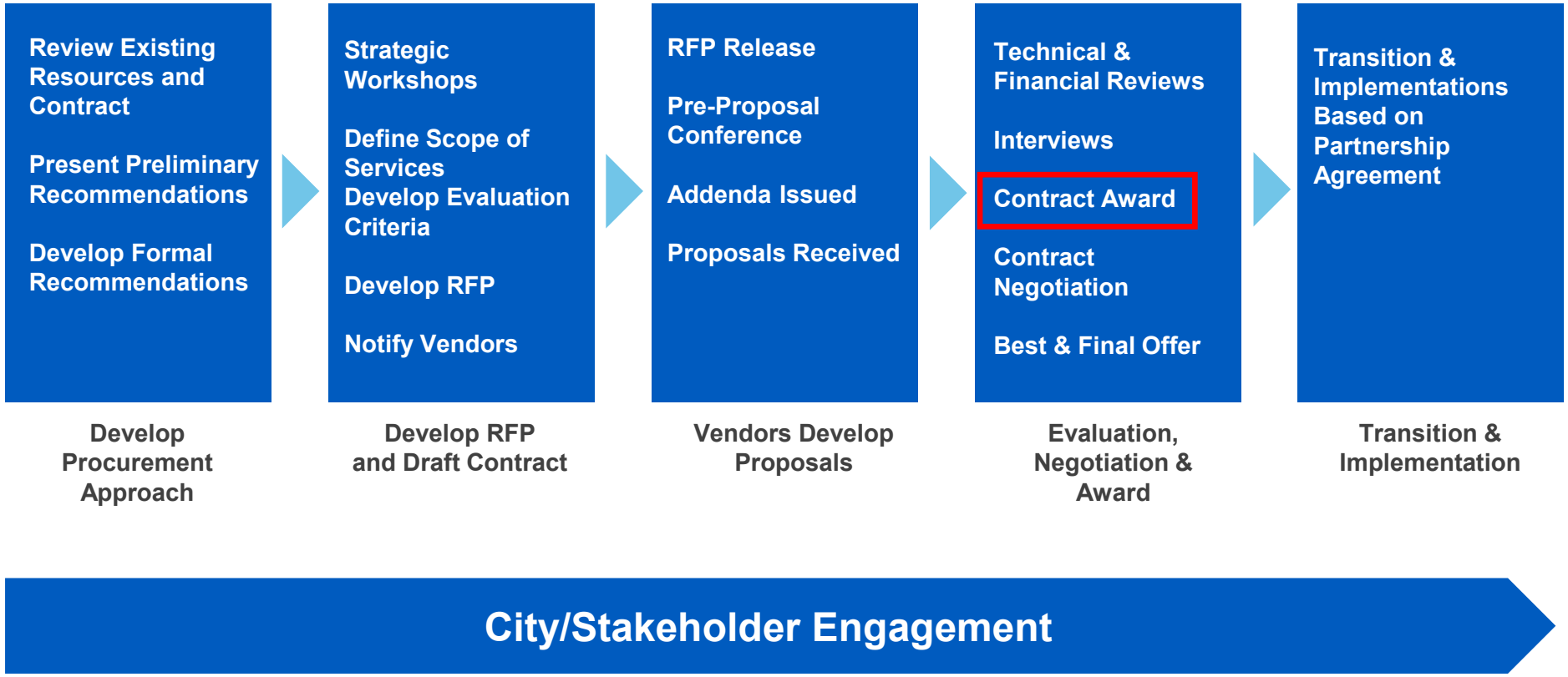
Procurement Process Overview



02

PROPOSAL EVALUATION CRITERIA

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Proposal Evaluation Criteria

Proposal Evaluation Criteria	
Criteria	***Maximum Points***
Minimum Requirements	Pass/Fail
Financial Proposal	40
Proposed Approach	35
Experience and Qualifications	20
Financial Capacity	5
Total	**100**

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PROPOSAL SHORTLISTING

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Proposal Shortlisting

- Three Proposals Submitted (listed in alphabetical order)
  - EcoWaste Solutions
  - GLF Environmental
  - Republic Services
- One Company Shortlisted for Interviews
  - Based on financial and technical proposals

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TECHNICAL & FINANCIAL EVALUATION

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Service Options: Trash and Yard & Brush Waste Collection

- RFP asked for two service options pricing due to the Missouri ban on landfilling Yard & Brush waste
  - **Option A:** Commingled Collection of Trash and Yard & Brush Waste
  - **Option B:** Separate Collection of Trash and Yard & Brush Waste

Service	Current Service	Proposed Service: Option A	Proposed Service: Option B
Trash	Weekly	Weekly	Weekly
Yard & Brush	Collected with Trash	Collected with Trash	Collected Separately
Bulky	Collected with Trash	Collected Separately	Collected Separately
Recycling	Biweekly	Biweekly	Biweekly

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Service Options: Bulky Waste Collection

- Vendors no longer able to sustain the cost of an unlimited “take-all” Bulky program
- Industry standard is for specific Bulky collection pricing

Service	Current Service	Proposed Service
Bulky	• Collected with Trash	• Monthly • Quarterly • On-Call

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Service Options: Recycling Collection

- RFP asked for opt-in and universal Recycling to understand the costs of both types of programs

Service	Current Service	Proposed Service
Recycling	• Opt-In	• Opt-In • Universal

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Service Options: Options Evaluation

- Proposers submitted no bid on several options
- Republic is the lowest cost in all scenarios
- Republic only proposed a separate biweekly Yard & Brush collection
  - The options are narrowed to Trash and Yard & Brush collected separately on a biweekly schedule
- Republic included the cost of Bulky service as a quarterly or on-call schedule

Services	Republic	EcoWaste	GFL
Trash			
Option A: Yard Waste and Brush Collected with Trash	NO BID	BID	BID
Option B: Yard Waste and Brush NOT Collected with Trash	BID	BID	BID
Recycling			
Option A: Opt-In Collection	BID	BID	BID
Option B: Universal Collection	BID	BID	NO BID
Yard & Brush			
Option A: Yard and Brush Waste Commingled with Trash Collection			
Weekly	NO BID	BID	BID
Option B: Separate Yard and Brush Waste Collection			
Weekly	NO BID	BID	BID
Bi-Weekly	BID	BID	NO BID
Bulky			
Option A: Monthly	NO BID	BID	NO BID
Option B: Quarterly	Included	BID	NO BID
Option C: Collection By Appointment	Included	BID	BID

Service Options: Options Evaluation

Option	Description of Service	Total Annual Fee			
		Current Fee	Proposal 1	Proposal 2	Proposal 3
Option 1: Opt-In Recycling					
Trash	Yard & Brush NOT collected with Trash*	$2,719,512	$2,937,666	$2,626,320	$3,388,800
Recycling	Opt-In	$100,400	$108,440	$143,075	$103,080
Yard & Brush	Separate Yard and Brush Waste Collection	N/A	$529,500	$709,530	$1,800,300
Bulky	Collection by Appointment*	N/A	Included	$762,480	$882,500
	Total	**$2,819,912**	**$3,575,606**	**$4,241,405**	**$6,174,680**
	Average Fee per Household per Month	**$13.31**	**$16.88**	**$20.03**	**$29.15**
Option 2: Universal Recycling					
Trash	Yard Waste and Brush NOT collected with Trash	N/A	$2,937,666	$2,626,320	$3,388,800
Recycling	Universal Recycling	N/A	$1,694,400	$1,300,452	NO BID
Yard & Brush	Separate Yard and Brush Waste Collection	N/A	$529,500	$709,530	$1,800,300
Bulky	Collection by Appointment	N/A	Included	$762,480	$882,500
	Total	N/A	**$5,161,566**	**$5,398,782**	**$6,071,600**
	Average Fee per Household per Month	N/A	**$24.37**	**$25.49**	**$28.67**

**Yard & Brush and Bulky currently collected WITH Trash*

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Republic Trash and Yard & Brush Fee to City

- Cost increase
  - Inflation
  - Vendor no longer using landfill in Kansas that allows for commingled Trash and Yard & Brush disposal
  - Moved away from “take-all” Bulky collection
  - Bulky costs included in Trash fee

Description of Service	Total Annual Cost*	Fee/HH/Month*
Current Trash Fee	$2,719,512	$12.84
Proposed Trash Fee	$2,937,666	$13.87
Percent Change	8.0%	8.0%
Current Yard & Brush Fee	Included in Trash Fee	$0.00
Proposed Yard & Brush Fee	$529,500	$2.50
Total	3,467,166	$16.67
Percent Change	18%	18%

**Excludes customers who have a second trash cart*

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Republic Recycling Fee to City

- Fee increase
  - Inflation
  - Soft recycling commodity markets
- Universal recycling fee increase
  - Trash contamination in recycling
  - Increase from 1,718 recycling subscribers to 17,650

Description of Service	Total Annual Fee	Fee/HH/Month
Current Recycling Fee: Opt-In	$100,400	$4.87
Proposed Recycling Fee: Opt-In	$108,440	$5.26
Percent Change	8.0%	8.0%
Current Recycling Fee: Universal*	$1,031,466	$4.87
Proposed Recycling Fee: Universal	$1,694,400	$8.00
Percent Change	64.3%	64.3%

**Current universal recycling cost assumes the same HH cost as opt-in*

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Current Cost to Residents



**Recycling program is opt-in*

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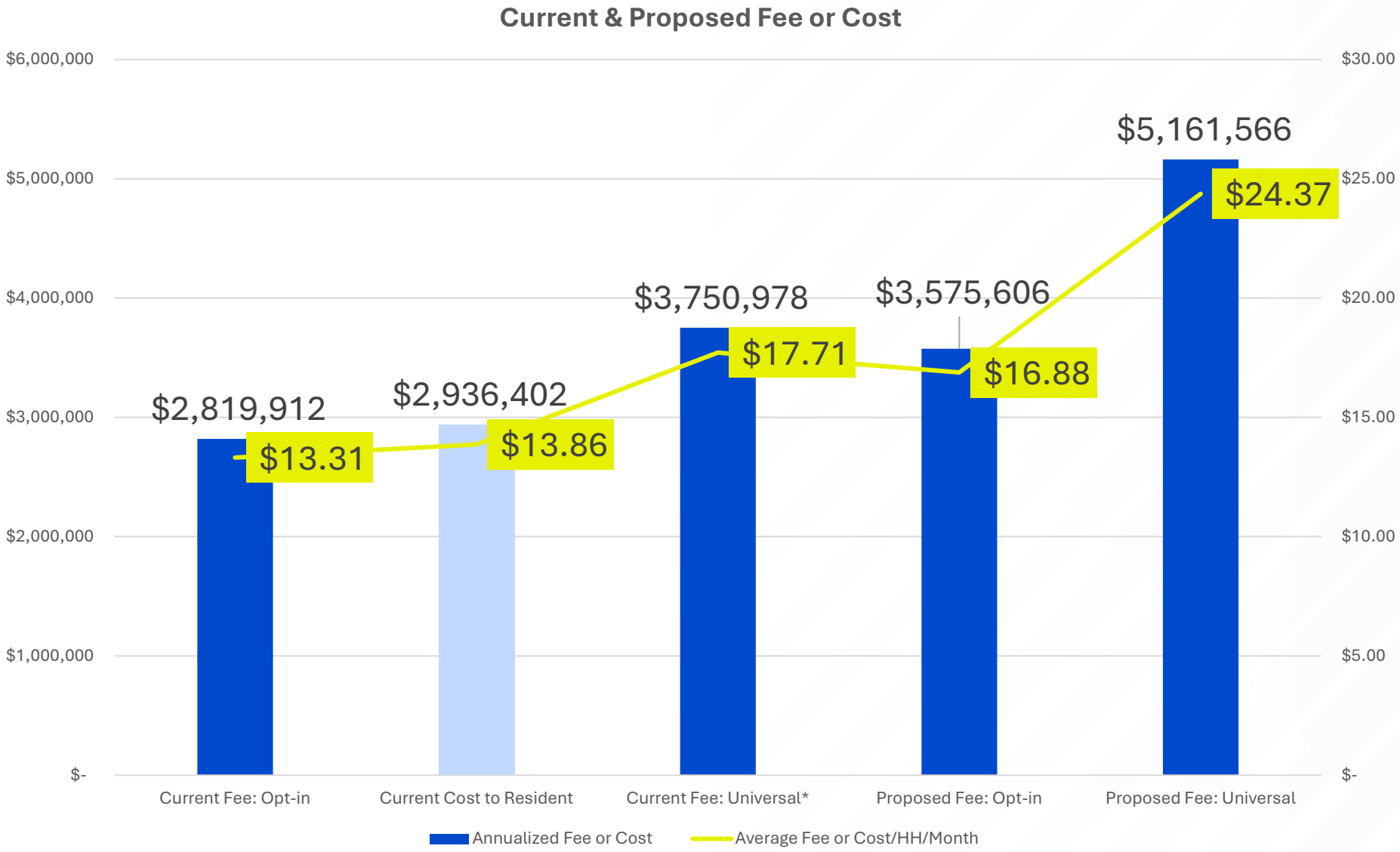
Cost Comparison: City & Residents



**Current universal recycling assumes the same per HH cost as opt-in. Fee estimate provided for comparison purposes only.*

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Republic Service Options: Opt-In or Universal Recycling

	Pro	Con
Opt-In	• Less total cost to City • Less cost per household	• Less access to recycling • Decrease in recycling rate
Universal	• More access to recycling • Potential to increase recycling rate	• More total cost to City • More cost per household • Potential to increase contamination in recycling

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Republic Service Options: Quarterly or On-Call Bulky

- Proposed Service level similar to current service level
- Bulky fee in the base Trash fee for both quarterly and on-call
- Setout limits: 4 cubic yards once per quarter
- Additional Bulky service available for additional $50 per pickup cost to resident for either Quarterly or On-Call

	Pro	Con
Quarterly	• Scheduled, recurring service	• Not all residents will use the service each quarter • Residents may not be aware of the when their service is scheduled • Material sits on the curb until collected
On-Call	• Residents schedule once a quarter as needed • Material collected soon after set out on the curb	• Not all residents will use the service eligible each quarter • Residents may not be aware of the service or confused about how to schedule it

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STAFF RECOMMENDATION

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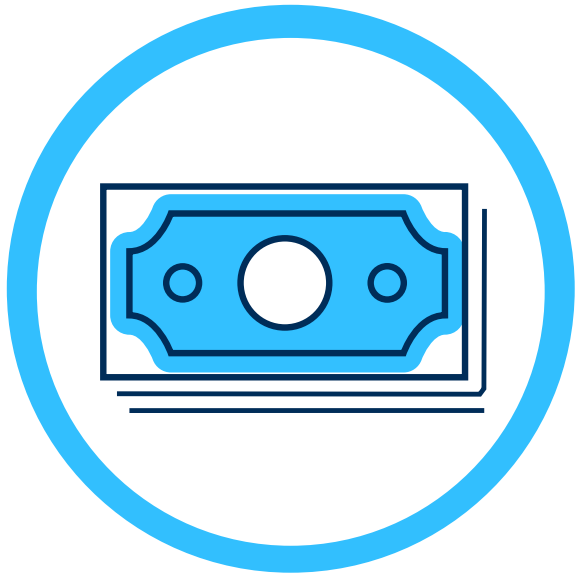
Republic Services Benefits

Lowest cost proposal



Familiar Vendor Provides Operational Benefit



Minimal Transition Concerns



Staff Recommendation

Vendor Selection

- Select Republic Services
- Authorize Staff to negotiate with Republic Services

Service Options

- On-Call Bulky Pickup
- Council feedback on opt-in or universal recycling

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Service Recommendation: Closet to Current Service Levels

Option	Description of Service	Total Annual Fee	
		Current Fee	Proposal 1
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Yard & Brush	Separate Yard and Brush Waste Collection	N/A	$529,500
Bulky	Collection by Appointment	N/A	Included
	Total	N/A	**$5,161,566**
	Average Fee per Household per Month	N/A	**$24.37**

**Yard & Brush and Bulky currently collected WITH Trash*

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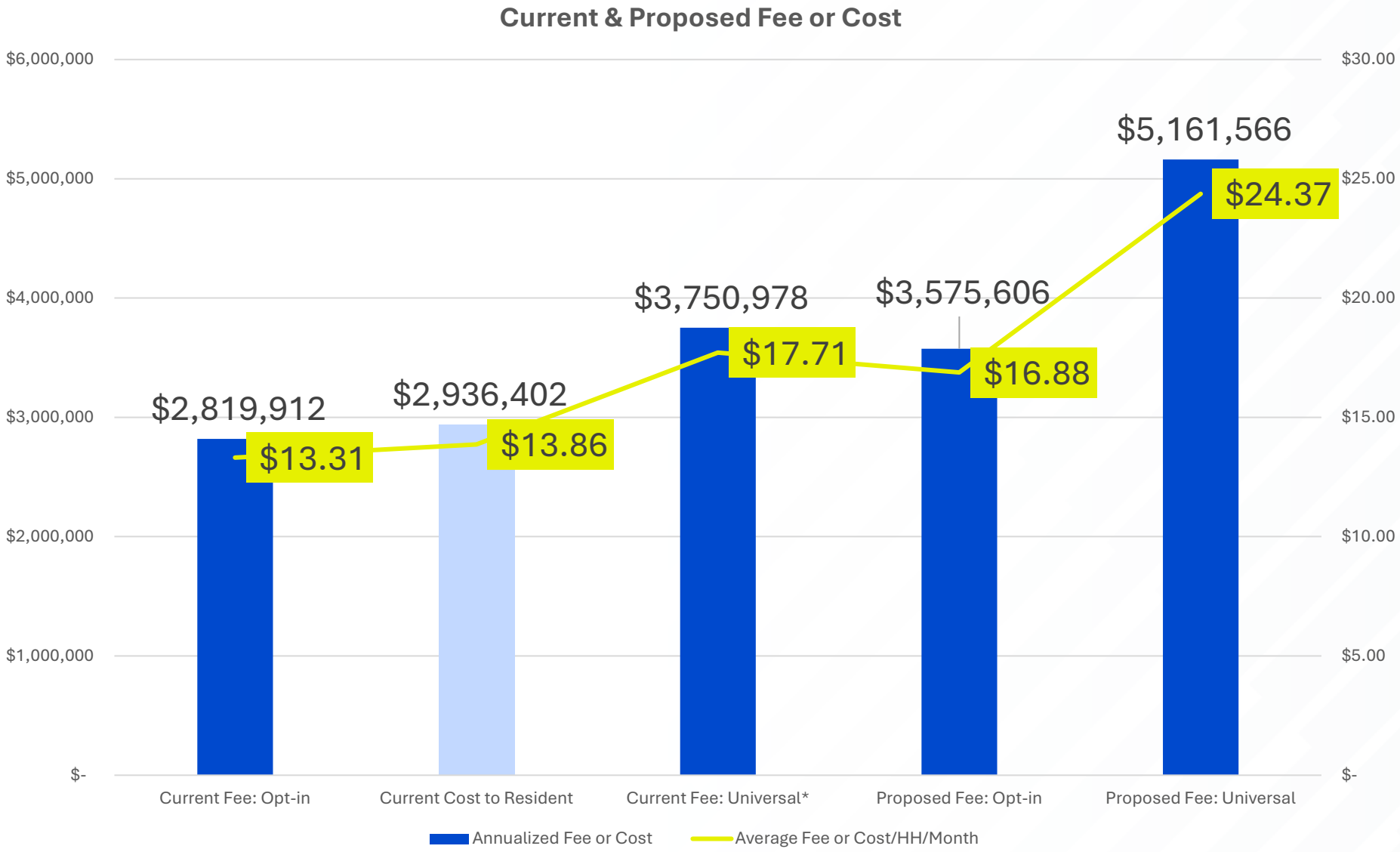
Cost Comparison: City & Residents



**Current universal recycling assumes the same per HH cost as opt-in. Fee estimate provided for comparison purposes only.*

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Cost Options

- Universal Recycling: City purchases carts
  - Reduce annual cost by $211,800 or $1.00 per resident per month
- Annual contribution from Solid Waste Fund
  - Gradual or static
  - $211,800 annually per $1.00 per resident per month reduction

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NEXT STEPS

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Next Steps

- Council Decisions
  - Select a finalist and direct City Staff to negotiate the final agreement
  - Decide between Quarterly or On-Call Bulky
  - Decide between Opt-in or Universal Recycling
  - Council review and decision on final agreement
- Staff
  - Contract negotiations

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Thank You