

CANADA'S
**MUSICAL
Coast**
Inverness County



Municipal Solid Waste Collection

Items to Consider

- Background to RFP
- Current Capital Investment
- Current Personnel
- Current Level of Service
- Proposal
- Service Comparison
- Transition Plan
- Recommendation

MCI-RFP-2019-002

- Request for Proposal closed on June 13, 2019
- One official submission
- Green For Life Environmental (GFL)
- In early 2019, GFL acquired Eastern Sanitation Ltd., retaining all local employees and staff
- Staff completed a detailed review of the RFP

Current Capital Investment

- Fleet description
 - 2008 – decommissioned, unrepairable.
 - Score: 0/5
 - 2010 – running, in need of repairs (unreliable).
 - Score: 2/5
 - 2015 – not running, new engine required.
 - Score: 0/5
 - 2017 – East Coast International, bought used in Oct/19 .
 - Score: 4/5
 - Rented rear loader/single stream
 - YTD cost – \$6,000.00
- Life expectancy – 3-5 years
 - Difficult roads/Large county
- Average Replacement Cost
 - \$350,000.00

Personnel

- Staffing
 - Six Staff (4 full time, 2 casual)
 - Safety and Truck Maintenance Issue
 - Difficultly back filling helper and drivers
- Contractor Support
 - Robert LeBlanc (North Route), Catherine MacLellan (Meat Cove), David Smith (Port Hood Island), Victoria County (Meat Cove)
- Two Managers and one Administrator

Current Level of Service

- Constant breakdown of equipment
- Missed residential stops
- Daily staffing concerns
- Strain on Management and Community Relations
- Poor level of service to residents
- Safety concerns with fleet and procedures
- Numerous and ongoing complaints

MCI-RFP-2019-002

- GFL is North America's fourth-largest waste hauler of diversified environmental commodities.
- Professional team of more than 10,000 employees that provide local service to approximately 4 million households under municipal contracts, and more than 135,000 industrial and commercial customers.
- 3 Main Priorities:
 - Unparalleled commitment to Customer Service
 - Reliability and Efficiency
 - Unwavering focus on Safety

MCI-RFP-2019-002

- Relevant Experience
 - 8 Regional Offices in the Nova Scotia and New Brunswick markets.
 - Collection for...
 - Municipality of the District of West Hants
 - Halifax Regional Municipality
 - City of Moncton
 - Multiple other municipalities and cities across Canada
 - Eastern Sanitation's full clientele (Town of Antigonish and Port Hawkesbury)



GFL Proposal

- Value Added Services
 - Bilingual community concerns line
 - Notified within 24 hours of all call logs
 - Route Manager to correct missed stops within 24 hours
 - GPS records shared with Municipality
 - Access to fleet and staffing pool
 - Follow and enforce Municipal by-law changes
 - Willing to maintain existing subcontractors
 - Team approach to making modifications to route
 - Open communication line with the Municipality
 - Human Resources assistance with transition plan
 - Four day collection week, allows for long weekends and storm days

Service Comparison

Current Struggle

- Staff shortage
- Vehicle breakdowns
- Poor Communication and Follow up
- Poorly designed routes
- No inhouse Maintenance capability
- Significant Management oversight required

Proposed GFL Solution

- Access to Staffing Pool
- Access to Fleet
- Able to offer bilingual call in number, daily update of calls and resolutions
- Route Manager on staff
- In house Fleet Manager and Mechanic
- Contract Management

Cost Comparison: Municipality of the County of Inverness vs GFI



	2019 (Actual)	2020 (Proposed)
Wages	222,830	
Benefits	50,838	
Tipping Fees	450,000	450,000
Contracting	56,300	728,331
Repairs (3-Year Average)	183,400	
Fuel (3-Year Average)	116,000	
Insurance	13,500	
Other	20,000	20,000
Total Expense	<u>1,112,868</u>	<u>1,198,331</u>

Drivers (3)	133,312
Helpers (3)	89,518
Benefits	50,838
Total Wages	<u>273,668</u>

- Overtime: \$40,000 to \$55,000 annually
- 3 Year Capital Investment for replacement trucks: \$1.1 to \$1.4 million
- GFL will purchase current Municipal fleet at fair market value
- Reassignment of Fulltime staff to Buildings and Grounds

Transition Plan

- Start at latest April 1, 2020
- GFL to transition to a four day pick up schedule
- GFL open to absorbing two drivers and two helpers at comparable rate
- Four positions in Buildings and Grounds open and available in next fiscal year.
 - Reduce costs associated with traffic control, snow removal, grounds upkeep and facility maintenance
- Management efforts to transition to managing compliance issues within Kenloch, Recycling, OHS/Training and address the Dillon Report
- GFL to purchase the Municipality's current fleet at fair market value
- Municipality to continue with heavy garbage pick up
- GFL will utilize local options for vehicle maintenance
- GFL will require fleet depots within the County

Recommendation

Award Solid Waste Collection Services RFP for the Municipality to Green for Life, at the latest date April 1, 2020.

- Award three year contract with two one-year options to renew

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Questions?