

MANATEE COUNTY GOVERNMENT SOURCE SELECTION

SUBJECT	Wastewater Residual (Pellets) Purchase	DATE POSTED	Date Posted on mymanatee.org 03/26/2012
PURCHASING REPRESENTATIVE	Deborah Carey-Reed, 941/749-3074	DATE CONTRACT SHALL BE AWARDED	March 31, 2012
DEPARTMENT	Utility Department	CONSEQUENCES IF DEFERRED	N/A
SOURCE RECOMMENDATION	Request For Proposals #11-3402DW	AUTHORIZED BY	Melissa M. Wendell, Purchasing Official Date: 3/26/12

ACTION DESIRED

Authorization to negotiation and execute an Agreement with Keen Farm & Grove Services, Inc., Parrish, Florida for the purchase, collection, and proper disposal of wastewater residuals (Class AA Pellets) from Utilities Bio-Solids Dryer Facility.

ENABLING/REGULATING AUTHORITY

Federal/State law(s), administrative ruling(s), Manatee County Comp Plan/Land Development Code, ordinances, resolutions, policy.)

Manatee County Code of Laws

BACKGROUND/DISCUSSION

- Wastewater residual is generated during the biological wastewater treatment process. The chemical makeup of the residuals can be processed and utilized (in accordance with FDEP regulations) as a fertilizer or soil amendment in lieu of the commonly blended commercial fertilizers. Manatee County's objective to promote resource recovery is achieved by marketing this material and reducing the pollutant impact on the environment including the County Landfill.
- The contractor will be responsible for the daily collection of the residuals from the County.
- 11/13/01/2011 to 12/08/11 Appropriate procurement procedures were followed The Request for Proposal was posted on DemandStar and the County website and advertised locally; it was also provided to the Manatee County Chamber of Commerce for release to its members. A total of four (4) proposals were received
- 02/16/12 The Selection Committee convened and evaluated all proposals received. All proposals evidenced the qualifications and experience of the proposer to perform this contract. Discussions weighed on the overall benefits to Manatee County with the difference of \$0.67 between the top two ranked firms taken into consideration.
- This will be a revenue generating contract managed by the Manatee County Utilities.

Continued on page 2.

ATTACHMENTS: (List in order as attached)	INSTRUCTIONS:
None	N/A
COST Revenue Agreement	SOURCE (ACCT# & NAME) N/A
COMMENTS N/A	AMT./FREQ. OF RECURRING COSTS (ATTACH FISCAL IMPACT STATEMENT) N/A

March 26, 2012

Source Selection for Wastewater Residual

Page Two

- Unanimously, the Selection Committee ranked the firms as follows for the purpose of negotiating a contract with the top ranked firm:

Ranked No. 1: Keen Farm & Grove Service

The top ranked firm is a local vendor who expanded their cattle and citrus business to include hauling and spreading services in 1978, began doing business with Manatee County around 1998, and obtained their fertilizer license in 2008. They presented their capabilities in a concise manner demonstrating their qualifications to collect and properly dispose of the residuals in accordance with the laws and regulations governing this commodity and are currently providing the services for the County Utilities Department. Keen does not propose use of any subcontractors in the performance of this contract. Their offer to the County for the residuals is \$27.58 per ton.

The influential reason in ranking Keen as #1 is that Keen's proposal offered the most advantageous economic benefits to Manatee County in that: 1) County residents will be given first consideration as new hires; 2) A local storage location has been negotiated by Keen for stockpiling excess material; 3) This material is to be offered to local farmers, ranchers, and turf growers as an alternative and a cost savings to using commercially blended fertilizer.

Ranked No. 2: U.S. Water Services Corporation

U.S. Water exhibited the qualifications and experience to provide the services as stated in the Scope of Services with acceptable references. However, they could not, at this time, estimate the economic impacts to Manatee County other than the purchase price of the material. Their proposal included the use of a subcontractor for trucking the material. U.S. Water offer to the County for the residuals is \$28.25 per ton.

Ranked No. 3: Green Technologies

Green Technologies possessed the qualifications and experience to perform the services as stated in the Scope of Services. The economic benefit to the County centered on the contract reasoning of: no dumping at the Landfill, revenue to the County; and propose to distribute (material) within the County. Their offer to the County for the residuals is \$26.29 per ton, to be reviewed for adjustment based on current fuel pricing.

Ranked No. 4: South Dade Soil & Water Conservation District (SDSWCD)

SDSWCD is a governmental subdivision of the State of Florida and demonstrated exceptional qualifications for the performance of the services as stated in the Scope of Services. Their economic benefit to the County centered on the contract reasoning of, revenue to the County and distribution of the material within the County. Use of a subcontractor for delivering the material is part of their proposal. Their offer to the County for the residuals is \$20 per ton.