

Conversion Technology

A Potential Component of Our Community's
Integrated Waste Management System



Public Forum - RFP Review

1. RFP Content

2. RFP Process

3. Next Steps

1. RFP Content

1.0 – Introduction

2.0 – Description of Site

3.0 – Waste Supply and Characteristics

4.0 – Project Description, Scope of Services, Schedule

5.0 – Key Terms and Conditions (Contract Principles)

6.0 – Procurement Process

7.0 – Proposal Evaluation

8.0 – Proposal Requirements

9.0 – Appendices (e.g., proposal forms, site information, waste characterization data)

1. RFP Content

Key Definitions:

“Participants”

- Unincorporated South Coast
- City of Santa Barbara
- Goleta
- Solvang
- Buellton
- Santa Ynez Valley



1. RFP Content



Key Definitions:

“Acceptable Waste”

- Post-recycled municipal waste
- Post-recycled C&D waste
- Sludge from local waste water treatment plants
- No toxic waste
- No medical waste

1. RFP Content

Key Definitions

“Spot Market”

- Waste brought in from parties other than current participants
- Must be acceptable waste
 - Ag waste
 - Tires
 - Waste water sludge
- No out of County waste



1. RFP Content

Key Definitions:

“Maximum Annual Delivery Threshold” & “Minimum Annual Delivery Requirement”

- What we are committing to
- Possible penalties for not meeting thresholds



Participant	Contractual Requirements		Projected Annual Tonnage (Informational Purposes Only)
	Minimum Annual Delivery Requirement (Tons)	Maximum Annual Delivery Threshold (Tons)	
County of Santa Barbara	79,370	92,035	84,436
City of Santa Barbara	70,500	81,750	75,000
Goleta	28,946	33,565	30,794
Solvang	7,057	8,183	7,507
Buellton	6,229	7,223	6,627
Total	192,102	222,756	204,364

1. RFP Content

Goals & Intent

- Contract with experienced private party, with reliable technology and the resources and financial capacity to develop and operate a CT facility at the Tajiguas Landfill
- Accept and process post-recycled municipal solid waste from public participants for 20 years or longer
- Cost-competitive tipping fee; long-term financial stability

1. RFP Content

Goals & Intent Continued

- Maximize beneficial use of waste – produce green energy, other products
- Increase diversion from landfill disposal
- Mitigate environmental impacts of landfilling MSW, including water quality and greenhouse gas emissions
- Humane work environment
- Performance-based approach

1. RFP Content

Site

- Location - Tajiguas Landfill (5.5 acre area; potential for additional space and use of other areas)
- County to lease Site to Contractor



1. RFP Content



Site Continued

- Potential use of existing infrastructure (roads, scale, utilities)
- Tajiguas Landfill to serve as disposal location as necessary for Bypassed Waste, Residue, Unmarketed Products and Unacceptable Waste received by the CT Facility

1. RFP Content

Key Contract Services

- Public/Private Partnership to permit, finance, design, build, start-up, acceptance test, own and operate the facility
 - Design and construction standards
 - Start-up and acceptance test requirements
 - Operation and maintenance requirements
 - Performance guarantees
- Process Acceptable Waste from Public Participants and Spot Market Waste (as allowed)
- Market products

1. RFP Content

Facility Specifications

- Size – 200,000 tons per year and possible Spot Market Waste from local sources (no out of County waste)
- Totally enclosed waste receiving, storage, handling and processing, and product storage and loading, to prevent odors and noise
- Minimum design requirements (e.g., redundancy, system integration), including design and construction standards to meet applicable Federal, State, local and industry standards

1. RFP Content

Facility Specifications Continued

- Air emissions, wastewater discharge, noise and odor control must meet Federal, State and local requirements
- Designed to promote reuse/recycling of wastewater within the Facility to minimize consumptive water use and process wastewater discharge
- Facility to include a education/visitor's center
- Buildings to be designed according to specified architectural treatment, and incorporate green building practices

1. RFP Content

Administration

- Revenue Sharing with Public Participants
 - Sharing of energy revenues and material revenues at a percentage level proposed by Contractor for windfall situations
 - 50-50 share for excess revenues for Change-in-Law (e.g., RECs)
 - Payment of a host community benefit for Spot Market Waste
 - Sharing of Spot Market Waste revenues at a percentage level proposed by Contractor for windfall situations
- Cost Savings Sharing (reduction in construction, O&M costs)

1. RFP Content

Administration Continued

- Individual contracts between contractor and jurisdiction (in conjunction with JPA)
- Arrangements between Contractor & County
 - Site Lease Payment
 - Contract Administration Payment
 - County Disposal Services & Site Management
 - Labor Resources



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1. RFP Content

2. RFP Process

3. Next Steps

2. RFP Process

- Cities of Santa Barbara & Goleta have submitted letters of interest
- Can incorporate changes from today's meeting
- SB BOS Meeting October 13
- Official release on October 19
- Proposals due on April 21, 2010



2. RFP Process

- Issued to the Public
 - Short Listed Companies (**see handout**)
 - Allowance for latecomers
 - Separate expedited RFI process
 - Review Fee
 - Posted on www.conversiontechnologystudy.com
- Contact limited to specified contact person

2. RFP Process

Required Provisions

- Proposers prepare base proposals, alternate proposals as allowed
- Provide all services requested within schedule and cost structure described
- Meet all performance guarantees
- Supply required security for proposal, and for design/construction/operation
- Take no exceptions that will make financing dependent on a material increase in financial risk to public participants
- Provide required guarantee agreement

2. RFP Process

Evaluation Scoring

- Quality of Proposal: 5%
- Proposer's Technical Resources and Experience: 20%
- Financial Resources and Strength of Proposer: 15%
- Record of Performance and Reliability of Technology: 15%
- Technical Approach: 30%
- Business Proposal (excluding price): 15%



2. RFP Process

Evaluation

- ... will be performed by an evaluation committee representing each participating jurisdiction



2. RFP Process

Evaluation

- Confirm compliance with minimum evaluation criteria
- Apply comparative evaluation criteria to non-cost proposal elements (acceptable, advantageous, highly advantageous)
- Rank proposals for non-cost elements based on weighting assigned to comparative evaluation criteria

2. RFP Process

Evaluation

- Evaluate proposal prices
- Conduct value ranking, considering non-cost comparative ranking and price
- Determine which proposal is most advantageous for Contract negotiations (Preferred Proposer)
- Technology Neutral

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2. RFP Process

3. Next Steps

3. Next Steps

- Establish Evaluation Committee
- Continue work on Joint Powers Agreement
 - Disposal agreement
 - Contract management
 - Site lease
 - Define grant program



3. Next Steps

- Community Participation
 - Public outreach started in 2007, will continue throughout this process
 - More than 40 meetings to date with more to come
 - Incorporate feedback



3. Next Steps

- October 19, 2009
 - Release of RFP
- December 3, 2009
 - Mandatory pre-proposal meeting
- Proposal Submission Deadline: April 21, 2010
- May – August 2010
 - Community outreach
- April – July 2010
 - Review & evaluation of proposals
- August 2010
 - Vendor selection



Thank You



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