

ITEMS REQUIRING BOCC APPROVAL

October 3, 2024

(1 Item)

1. CHANGE ORDER #3 - TRASH COLLECTION SERVICES -- VARIOUS DEPARTMENTS

FUNDING -- VARIOUS DEPARTMENTS

(Contract Modification)

RFP #20-0027 Contract

Waste Connections of Kansas, Inc.								
Building Name	Address	City	Zip Code	Numer of Containers	Size of Container	Schedule	Monthly Cost	Annual Cost
RONALD REAGAN BUILDING	271 W. 3rd St. N.	Wichita	67202	1	8 YD	3X Weekly	\$243.00	\$2,916.00
EMS #15	3575 N. Webb Rd.	Wichita	67226	1	95 GAL	Weekly	\$10.00	\$120.00
EMS #9	1218 S. Webb Rd.	Wichita	67207	1	2 YD	Weekly	\$39.20	\$470.40
FIRE STATION #34	334 N. Main St.	Haysville	67060	1	3 YD	Weekly	\$42.50	\$510.00
FIRE STATION #37	4343 N. Woodlawn Blvd.	Bel Aire	67220	1	4 YD	Weekly	\$50.20	\$602.40
FIRE STATION #36	5055 S. Oliver St.	Wichita	67210	1	4 YD	Weekly	\$50.20	\$602.40
LAKE AFTON PARK	25330 W. 39th St. S.	Goddard	67052	3	4 YD	Weekly	\$150.60	\$1,054.20
LAKE AFTON PARK	25330 W. 39th St. S.	Goddard	67052	1	3 YD	Weekly	\$42.50	\$297.00
LAKE AFTON PARK	25330 W. 39th St. S.	Goddard	67052	3	2 YD	Weekly	\$117.60	\$823.20
NORTH YARD	10530 E. 37th St. N.	Wichita	67226	1	8 YD	Weekly	\$81.00	\$972.00
SG CO PARK	6300 W. 13th St. N.	Wichita	67212	5	4 YD	Weekly	\$251.00	\$3,012.00
SG CO PARK	6300 W. 13th St. N.	Wichita	67212	2	2 YD	Weekly	\$78.40	\$940.80
SG CO PARK	6300 W. 13th St. N.	Wichita	67212	18	95 GAL	Staff Dump These	N/A	N/A
PUBLIC WORKS	2200 S. Webb Rd.	Wichita	67207	1	8 YD	Weekly	\$81.00	\$972.00
AUTO TAG OFFICE	2525 W. Douglas Ave.	Wichita	67213	1	8 YD	Weekly	\$81.00	\$942.00
AUTO TAG OFFICE	5620 E. Kellogg	Wichita	67218	1	2 YD	Weekly	\$39.20	\$470.40
EXTENSION CENTER	7001 W. 21st St. N.	Wichita	67205	1	8 YD	2X Week	\$162.00	\$1,944.00
COMMUNITY CORRECTION	622 E. Central Ave.	Wichita	6720	1	8 YD	3X Week	\$243.00	\$2,916.00
COURTHOUSE	525 N. Main St.	Wichita	67203	1	10 YD	6X Week	\$651.00	\$7,812.00
HISTORIC COURTHOUSE	510 N. Main St.	Wichita	67203	1	8 YD	6X Week	\$486.00	\$5,832.00
YOUTH RESI HALL	1900 E. Morris St.	Wichita	67211	1	8 YD	6X Week	\$486.00	\$5,832.00
JUVENILE DETENTION FACITY	700 S. Hydraulic St.	Wichita	67211	1	8 YD	6X Week	\$486.00	\$5,832.00

JAIL	141 W. Elm St.	Wichita	67203	2	10YD	7X Week	\$1,309.46	\$15,713.52
FIRE STATION #38	1010 N. 143rd St. E.	Wichita	67230	1	2 YD	Weekly	\$39.20	\$470.40
ANDALE YARD	5858 N. 247th St. W.	Andale	67001	1	3 YD	Weekly	\$42.50	\$510.00
CLONMEL YARD	17500 W. 71st St. S.	Viola	67149	1	4 YD	Weekly	\$50.20	\$602.40
COMMUNITY CORRECTION	905 N. Main St.	Wichita	67203	1	8 YD	Weekly	\$81.00	\$972.00
EMS #3	3002 E. Central Ave.	Wichita	67214	2	95 GAL	Weekly	\$20.00	\$240.00
EMS #14	4030 N. Reed Ave.	Maize	67101	2	95 GAL	Weekly	\$20.00	\$240.00
EMS #10	636 N. Saint Francis St.	Wichita	67214	2	95 GAL	Weekly	\$20.00	\$240.00
EMS #12	3320 N. Hillside St.	Wichita	67219	2	95 GAL	Weekly	\$20.00	\$240.00
EMS #2	1903 W. Pawnee St.	Wichita	67213	2	95 GAL	Weekly	\$20.00	\$240.00
EMS #20, BLDG 1	1015 Stillwell St.	Wichita	67213	1	4 YD	Weekly	\$50.20	\$602.40
EMS #4	1100 S. Clifton Ave.	Wichita	67218	2	95 GAL	Weekly	\$20.00	\$240.00
EMS #8	501 E. 53rd St. N.	Park City	67219	2	95 GAL	Weekly	\$20.00	\$240.00
EMS #5	698 Caddy Ln.	Wichita	67212	3	95 GAL	Weekly	\$30.00	\$360.00
EMS #6	6401 Mabel St.	Wichita	67217	2	95 GAL	Weekly	\$20.00	\$240.00
FIRE STATION #33	10625 W. 53rd St. N.	Maize	67101	1	3 YD	Weekly	\$42.50	\$510.00
FIRE STATION #31	5848 N. 247th St. W.	Andale	67001	1	2 YD	Weekly	\$39.20	\$470.40
FIRE STATION #32	7750 Wildwest Dr.	Park City	67219	1	3 YD	Weekly	\$42.50	\$510.00
FIRE STATION #35	1535 S. 199th St. W.	Goddard	67052	1	3 YD	Weekly	\$42.50	\$510.00
FIRE STATION #39	3610 S. 263rd St. W.	Garden Plain	67050	1	3 YD	Weekly	\$42.50	\$510.00
FLEET MAINT	1021 Stillwest St.	Wichita	67213	2	4 YD	Weekly	\$100.40	\$1,204.80
FLEET MAINT	1015 Stillwell St.	Wichita	67213	1	4 YD	Weekly	\$50.20	\$602.40
FLEET MAINT	1021 Stillwell St.	Wichita	67213	1	3 YD	Weekly	\$42.50	\$510.00
FORENSIC SCIENCE CENTER	1109 N. Minneapolis St.	Wichita	67214	1	4 YD	Weekly	\$50.20	\$602.40
HEALTH DEPT	2716 W. Central Ave.	Wichita	67203	1	6 YD w/ bar lock	Weekly	\$74.10	\$889.20
JUVENILE INTAKE	1720 E Morris St. #104	Wichita	67211	1	2 YD	2X Weekly	\$78.40	\$940.80
COMCARE	635 N. Main St.	Wichita	67203	1	8 YD	2X Weekly	\$162.00	\$1,944.00
NOXIOUS WEEDS DEPT	901 Stillwell St.	Wichita	67213	1	4 YD	Weekly	\$50.20	\$602.40
OMD	200 W. Murdock St.	Wichita	67203	1	95 GAL	Weekly	\$10.00	\$120.00
PROPERTY AND EVIDENCE	815 Stillwell St.	Wichita	67213	1	3 YD	Weekly	\$42.50	\$510.00
PUBLIC SAFETY BUILDING	714 N. Main St.	Wichita	67203	1	8 YD	Weekly	\$81.00	\$972.00
PUBLIC WORKS	1144 S. Seneca St.	Wichita	67213	1	4 YD	Weekly	\$50.20	\$602.40
PUBLIC WORKS	4701 S. West St.	Wichita	67217	1	8 YD	Weekly	\$81.00	\$972.00

SC SO SQUAD OFFICE	814 Stillwell St.	Wichita	67213	1	2 YD	Weekly	\$39.20	\$470.40
SCSO RANGE	24532 W. 39th St. S.	Goddard	67052	1	4 YD	Weekly	\$50.20	\$602.40
WORK RELEASE	701 W. Harry St.	Wichita	67213	1	10 YD	Weekly	\$97.50	\$1,170.00
Service for the Address below will not begin until January 2021								
HEALTH DEPARTMENT	1900 E. 9 th St.	Wichita	67214	1	6 YD	Weekly	\$69.10	\$829.20
Seasonal Trash Service (May 1st - September 30th)								
LAKE AFTON	25313 W. 39th S.	Goddard	67052	20	2 YD	Weekly	\$784.00	\$3,920.00
LAKE AFTON	25313 W. 39th S.	Goddard	67052	1	3 YD	Weekly	\$42.50	\$212.50
LAKE AFTON	25313 W. 39th S.	Goddard	67052	2	4 YD	Weekly	\$100.40	\$502.00
Christmas Tree Recycling (Mid December - Late January)								
Current locations subject to change year to year. Additional locations may be added or locations may be discontinued.								
VARIOUS LOCATIONS	Countywide	67203	Approx. 22		4 YD	Bi-Weekly	\$81.00 per container	
On-Call Trash Service								
Location	Address	Container Size		Service Schedule		On-Call Cost per Pick-Up		
VARIOUS LOCATIONS	Countywide	20 YD		As Needed		\$110.00/haul + \$66.15/ton		
		30 YD		As Needed		\$110.00/haul + \$66.15/ton		
		40 YD		As Needed (Est. 4 times a Year)		\$110.00/haul + \$66.15/ton		
		30 YD		Upon Request		\$150.00/haul + \$66.15/ton		
		40 YD		Upon Request		\$150.00/haul + \$66.15/ton		

On the recommendation of Britt Rosencutter, on behalf of various county departments, Tim Myers moved to **accept the contract modification for Waste Connections of Kansas, Inc. for an additional 4% overall increase.** Brandi Baily seconded the motion. The motion passed unanimously.

This third increase request is for an additional 4%, which brings the total increase for this contract to 16%.

Waste Connections of Kansas, Inc. is enacting a rate increase due to a significant increase in diesel fuel, labor cost, and other operating costs.

Notes:

This is the final renewal for this contract, which ends September 30, 2025. It will go out for bid next year.

The approximate annual spend for 2023 was \$240,860.22.

Change Order #2 (August 16, 2023)

This second increase request is for 5%, which brings the total increase for this contract to 12%.

Any cumulative increase of over 10% requires Board of Bids and Contracts and Board of County Commission approval.

Change Order #1 (July 13, 2022)

An increase of 7% was handled as an administrative change order as it was less than 10%.

The approximate annual spend for 2022 was \$219,511.77.

Questions and Answers

Russell Leeds: We're into the final year of this contract?

Britt Rosencutter: Correct.

Russell Leeds: It ends September 30, 2025?

Britt Rosencutter: Yes. So we'll put it back out for bid probably early summer.

Russell Leeds: Was this contract constructed in a way that acknowledged there were going to be annual increases or how is it that they're bringing increases to us in the midst of a contract?

Joe Thomas: Yes. We did not lock in any firm pricing based on the previous years dealing with both trash service vendors, knowing there would be some increases but we generally make sure that they're not exorbitant. It is usually connected to some significant reason which we felt these were substantiated.

Russell Leeds: Okay. So the contract was written in a way that we didn't have locked in pricing for three (3) years.

Joe Thomas: Exactly.

Russell Leeds: It was written in that they could come to us with reasonable cost of doing business increases.

Joe Thomas: Right. If we had told them lock in for three (3) years, we would have got a lot higher price based on their hedging for anticipated increases, opposed to substantiating each years proposed increased costs. If they did it at the beginning we thought they'd be guessing that okay, in three (3) years, how much pricing would go up. So let's mishedge by getting these prices higher by certain percentage. Hope I explained that correctly. We usually have a firm one (1) year price and then evaluate each renewal year. We allow them, if there's good reasons for it, to have an increase.

Russell Leeds: That's how this was constructed? The firm one year?

Joe Thomas: Yes.

Russell Leeds: Then annual renewals thereafter?

Joe Thomas: Yes. That's how this is.

Russell Leeds: So this is a one (1) year with a certain number of year options to renew?

Joe Thomas: Yes.

Russell Leeds: We've opted to renew another year with price increase.

Joe Thomas: Yes, sir.

Brandi Baily: This particular contract was only written to allow for price increases each year. So if we're going to go out to bid next year for this, can we maybe consider taking into account writing that contract where maybe there's a maximum increase and then if we hit that maximum increase then we could go out to bid for them, we could opt to continue?

Joe Thomas: It would be kind of hard for us to set a maximum increase. So we are in a inflationary market, we say, hey, let's set this maximum increase, but we may be way overestimating any increase. I just don't think we can come up with an accurate number do you Britt?

Britt Rosencutter: I don't see how. This contract started during Covid, so I'm sure that that had some effect on pricing.

Joe Thomas: Based on any maximum increase given, the vendor will hedge on their pricing to compensate for it. There will still be competitive pricing, since there are two (2) major vendors involved, Waste Management and Waste Connections.

Britt Rosencutter. I think those are the only two (2) that bid, if I remember correctly.

Brandi Baily: So if this was only a one (1) year contract and then we have the options to renew and we're working on the options to renew piece, how come we haven't thought about going out to bid prior to doing the options to renew?

Joe Thomas: Because if you go out for bid you are not guaranteed to get a more competitive price than what is being asked for including the incremental increase. If it's an exorbitant increase then we'll go back out for bid again. If it seems to be reasonable, based on the Consumer Price Index or a reasonable increase, we have the right to accept that increase.

Brandi Baily: I guess 4% is not bad. I think it's just the overall 16%.

Joe Thomas: Here's how it went. If you look at the notes, the first one was 7% then the second was 5%, which made it 12%, and then this final increase was 4% which is considered reasonable.

Britt Rosencutter: If I remember correctly, on the first increase we did negotiate because they wanted more than 7% and we held them to 7%.

Russell Leeds: On this contract, did we award to more than one (1) vendor at that time or do we have more than one (1) vendor for trash service?

Joe Thomas: We just had the one (1).

Britt Rosencutter: That's correct.

Russell Leeds: Alright. You said something a minute ago that made me think maybe we had two (2).

Joe Thomas: When we go out for bid, we usually get two (2) back on this type of service. It's Waste Connections and Waste Management. In that case, we chose Waste Connections.