



Committee of the Whole Excerpts
September 10, 2024

WASTE COLLECTION TRANSPORTATION SERVICES CONTRACT EXCERPT

The current contract, held by GFL for the former Town of Windsor, and REgroup (subcontracted by GFL), for all other areas of WHRM, runs until March 31, 2025. The Request for Proposal (RFP) for Waste Collection and Transportation Services was posted to the Provincial Procurement website on June 11th, with an initial closing date of July 4th. An addendum was requested (and granted) to extend the closing date to July 18th at 2pm. Bids were received from GFL Environmental, REgroup Environmental and Miller Waste.

The recommended motion was that Committee of the Whole recommend that ...

COUNCIL AWARD THE WASTE COLLECTION AND TRANSPORTATION SERVICES CONTRACT FOR WEST HANTS REGIONAL MUNICIPALITY TO GREEN FOR LIFE ENVIRONMENTAL (GFL) FOR THE FIVE-YEAR PERIOD EFFECTIVE APRIL 1, 2025 TO MARCH 31, 2030; AS PER THE RESPONSE PROVIDED TO THE REQUEST FOR PROPOSAL WHRMPW24-09 RECEIVED BY THE DEPARTMENT OF PUBLIC WORKS ON JULY 18, 2024.



WEST HANTS REGIONAL MUNICIPALITY REPORT

Information ☐	Recommendation ☒	Decision Request ☐	Councillor Activity ☐
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To: West Hants Regional Municipality Committee of the Whole

Submitted by: _____
Todd Richard, Director of Public Works

Date: September 10, 2024

Subject: West Hants Regional Municipality Waste Collection & Transportation Services

LEGISLATIVE AUTHORITY

Municipal Government Act, Section 65 (q) collecting, removing, managing and disposing of solid waste; authorizes Council to expend funds for municipal purposes.

RECOMMENDATION or DECISION REQUEST

It is recommended that:

Committee of the Whole recommends to Council to award the Waste Collection and Transportation Services contract for West Hants Regional Municipality to Green For Life Environmental (GFL) for the five-year period effective April 1, 2025 to March 31, 2030; as per the response provided to the Request for Proposal WHRMPW24-09 received by the Department of Public Works on July 18, 2024.

BACKGROUND

Property ☐	Public Opinion ☐	Environment ☒	Social ☐	Economic ☐	Councillor Activity ☐
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In West Hants, Waste Management (WM) Canada won a five (5) year waste collection and transportation contract from April 1, 2012, through to March 31, 2017. In 2014, WM Canada sold its Eastern Canada assets to Green for Life (GFL) Environmental, where GFL carried out the remainder of the contract. A one-year extension was made until March 31, 2018, and the collection contract was put to tender.

Royal Environmental Group (REgroup) won the five-year collection and transportation contract for April 1, 2018, through March 31, 2023. GFL became a subcontractor for REgroup and

continued the West Hants collection services. Two one-year extensions have been made and the current contract runs until March 31, 2025.

After consolidation in April 2020, High Tide Eco Management, contractor for more than 20 years, continued the Windsor Collection contract with a one-year extension until March 31, 2021, when the contract was put to tender. A two-year contract term was set to align with the West Hants term when the contracts would be combined to a single contract. GFL won the two-year Windsor collection contract from April 1, 2021, through March 31, 2023. Two one-year extensions have been made and the current contract runs until March 31, 2025.

GFL currently provides curbside collection of garbage (plus one bulky item), recyclables and organics (with 3 bags of Leaf & Yard Waste (L&Y) and one bundle of brush for West Hants), which are collected every two weeks (alternating weeks). Additionally, metal items are collected once a year, unlimited bags of L&Y waste monthly from April to November (for the former Town of Windsor only) and an annual Christmas tree drop off collection is provided. Garbage is taken to the GFL West Hants Landfill, recyclables are taken to Scotia Recycling in Kentville, organics, L&Y waste and naked Christmas trees are taken to Northridge Farms in Aylesford. In the past, metal has been taken to various metal recyclers in Burnside.

As stated above, there is currently a special collection for L&Y waste within the former town of Windsor limits. On the last Monday of every month (from April to November), there is an unlimited collection amount for L&Y waste for these residents while the remainder of WHRM is allowed to place 3 bags of L&Y curbside every organic collection day. To lower the annual costs associated with special collections, the L&Y waste within the former town of Windsor limits will end as of April 1, 2025. All residents within WHRM will receive the same service, 3 additional bags of L&Y waste with every organic collection day. Bi-weekly L&Y collection more accurately reflects the service needs of Windsor residents with 26 bi-weekly year-round collections instead of 8 monthly collections. This change will help to control costs (savings of \$10,000+ per year) while providing a service that is more utilized.

The Waste Collection and Transportation agreement has a fuel adjustment clause and is a flat rate charge for services required and up to the bag limits allowed. The collector receives the same compensation whether a household places zero bags of waste curbside or the maximum limits. Tipping fees are paid to the receiving facility by WHRM for the amount of waste collected.

DISCUSSION

The current contract, held by GFL for the former Town of Windsor, and REgroup (subcontracted by GFL), for all other areas of WHRM, runs until March 31, 2025.

The Request for Proposal (RFP) for Waste Collection and Transportation Services was uploaded to the Provincial Procurement website on June 11th, with an initial closing date of July 4th. An addendum was requested (and granted) to extend the closing date to July 18th at 2pm. Bids

were received from GFL Environmental, REgroup Environmental and Miller Waste. The submissions were evaluated by 3 Public Works staff and the Region 6 Coordinator. The average result of the scoring is summarized in the table below.

	GFL	REGROUP	MILLER
AVERAGE	90.45%	90.35%	81.7%

Each bid scored above 80% and moved to Part 2 for price evaluation. The prices below include Collection and Transportation of bi-weekly garbage, recyclables and organics for 5 years as well as an annual Metal and Christmas tree collection in all areas. GFL provided the lowest price.

	5 Year Contract					
	Solid Waste	Recycling	Organics	Metal	Leaf & Yard Waste	TOTAL
GFL	\$ 2,667,888.17	\$ 2,135,549.25	\$ 2,555,501.26	\$ 74,914.85	\$ 59,931.88	\$ 7,493,785.41
REgroup	\$ 2,605,022.37	\$ 2,449,827.37	\$ 2,814,318.84	\$ 41,176.11	\$ 329,408.89	\$ 8,239,753.58
Miller	\$ 3,003,502.19	\$ 4,658,439.32	\$ 3,984,532.23	\$ 713,630.40	\$ 164,410.33	\$ 12,524,514.47

This is an increase in pricing from the current contracts for each of the bidding vendors.

Comparsion to Current Contracts				
Current WH 2024-25 Price	\$	720,262.75		
Current WIN 2024-25 Price	\$	151,333.08		
		\$ 871,595.83		
			Increase	
GFL - 2025-26 Pricing	\$	1,357,095.65	\$	485,499.82 55.70%
Regroup - 2025-26 Pricing	\$	1,567,901.08	\$	696,305.25 79.89%
Miller - 2025-26 Pricing	\$	2,357,242.32	\$	1,485,646.49 170.45%

GFL did not propose any alternative methods to collection. Collection days and service areas are to remain as they are.

REgroup also did not provide an alternative collection method although their proposed collection included the use of an additional collection truck. Two trucks would collect from Area 1 and Area 2 and a third truck to collect from Windsor (Area 4). Their bid is approximately 10% higher than GFL.

REgroup has held the West Hants contract for the last seven (7) years, although the work has been subcontracted to GFL. If REgroup were awarded the contract, initially, there would be more challenges as they have not performed the collection themselves and are not familiar with the collection.

GFL has provided waste collection services to WHRM over the past ten (10) years and has been provided the lowest price bid. It is reasonable to expect GFL to provide a seamless transition into this new contract.

To start up, GFL Environmental proposes to establish a weekly service review for the first two months. After the first two months, quarterly or bi-annual general review meetings will continue (with additional meetings to be planned as required by WHRM).

Overall, post COVID waste collection contracts across the province have seen large increases. These increases are to offset the rise in costs for staffing, insurance, equipment purchase costs as well as maintenance (parts and lubricants). Across the province, increases are reflected in the bids with general increases running at least 40% higher than pre-COVID.

Private Roads Curbside Collection

Staff are still working with GFL to provide us with a price proposal to collect solid waste on private roads that would meet certain criteria. Once the information is received from GFL, a recommendation report will be presented to council for consideration/approval if they would like to provide this added service.

NEXT STEPS

Upon approval by Council, there will be an initial meeting set up with GFL to discuss next steps.

FINANCIAL IMPLICATIONS

Procurement Timeline:

Posted to Procurement	June 11, 2024
Closing Date	July 18, 2024
Price Expiry Date	No expiry*
*Contract is scheduled to start April 1, 2025	

There are no financial implications for the 2024-25 fiscal year but approving the request to contract waste collection to GFL starting in April 2025, will allow the 2025-26 budget to be updated to match the bid pricing. The increases associated with a new collection contract will be reflected in the 2025-26 Operating budget.

ALTERNATIVES

- Council may choose to award the Collection contract to REgroup
- Council may choose to continue monthly L&Y special collection for Windsor under an area rate cost

ATTACHMENTS

None

CHIEF ADMINISTRATIVE OFFICER REVIEW

The report provides historic details of waste collection services for the former Windsor and West Hants areas. The minor service changes to promote uniform service delivery are noted in the report as well as the increase in cost of service impacting the 2025/26 Operating Budget.

I support the recommendation.

Report Prepared by: _____
Jenny LaPierre, Waste Services Coordinator

Report Reviewed by: _____
Diana Gibson, Manager, Accounting & Financial Reporting

Report Reviewed by: _____
Todd Richard, Director, Public Works

Report Approved by:  _____
Mark Phillips, Chief Administrative Officer