

**MINUTES OF MEETING  
BOARD OF COUNTY COMMISSIONERS  
ST. JOHNS COUNTY, FLORIDA  
MAY 28, 2003  
(9:00 A.M.)**

Proceedings of a special meeting of the Board of County Commissioners of St. Johns County, Florida, began and held at the St. Johns County Agricultural Center, 3125 Agricultural Center Drive, St. Augustine, Florida.

Present were: James E. Bryant, District 5, Chair  
Karen Stern, District 2, Vice Chair  
Nicholas Meiszer, District 1  
Marc Jacalone, District 3  
Bruce Maguire, District 4  
Ben W. Adams, Jr., County Administrator  
Daniel Bosanko, County Attorney  
Michael Hunt, Assistant County Attorney  
Lenora Newsome, Deputy Clerk

(05/28/03 - 1 - 1.0000)

The meeting was called to order by Chairman Bryant.

(05/28/03 - 1 - 1.0010)

The Invocation was given by Bryant. The Pledge of Allegiance was led by Jacalone.

(05/28/03 - 1 - 1.0031)

ROLL CALL

Bryant stated that all five Commissioners were present.

(05/28/03 - 1 - 1.0035)

ADDITIONS/DELETIONS TO THE SPECIAL MEETING AGENDA

There were none.

(05/28/03 - 1 - 1.0042)

APPROVAL OF SPECIAL MEETING AGENDA

**Motion by Jacalone, seconded by Stern, carried 5/0, to approve the Special Meeting Agenda as submitted.**

(05/28/03 - 1 - 1.0047)

1. PUBLIC HEARING - RESIDENTIAL SOLID WASTE FRANCHISE - ST. JOHNS COUNTY PREPARED AND PUBLICIZED A REQUEST FOR PROPOSALS ("RFP") FOR AN EXCLUSIVE RESIDENTIAL SOLID WASTE COLLECTION AND TRANSPORTATION FRANCHISE OR FRANCHISES (EXHIBIT A). THE COUNTY RECEIVED SEVEN (7) PROPOSAL RESPONSES AND REVIEWED THE PROPOSALS USING THE CRITERIA ESTABLISHED BY STAFF FOR RANKING EACH SUBMITTAL (EXHIBIT B). IN PART, A RFP DIFFERS FROM A REQUEST FOR BID IN THAT THE PRICE NEED NOT BE THE MAJOR DECIDING FACTOR. THIS SPECIFIC RFP INCLUDED CRITERIA FOR REVIEWING THE INDIVIDUAL PROPOSALS BASED ON ELEMENTS DEALING WITH LEVEL OF SERVICE, SUCH AS PERSONNEL, EQUIPMENT, RESPONSE TO COMPLAINTS, COMMUNITY CLEAN UP PROJECTS AND PRICE. A PROPOSED CONTRACT WAS INCLUDED IN THE RFP. (SEE EXHIBIT C, FRANCHISE AGREEMENT FOR

THE COLLECTION AND TRANSPORTATION OF RESIDENTIAL SOLID WASTE IN ST. JOHNS COUNTY). THE RFP ALSO OUTLINED THE EXISTING FRANCHISE TERRITORIES, ADDITIONAL LEVEL OF SERVICE OBLIGATIONS, SUCH AS SPECIAL OR ADDITIONAL SERVICES TO COMMUNITIES THAT REQUEST IT, AND AN EXPLANATION THAT THE FRANCHISE COULD BE AWARDED TO ONE ENTITY FOR THE TOTAL COUNTY OR TO DIFFERENT ENTITIES FOR EACH EXISTING NORTH OR SOUTH FRANCHISE AREAS ONLY. THE FRANCHISE AWARD WILL BE DECIDED BY THE BOARD OF COUNTY COMMISSIONERS THROUGH THEIR DETERMINATION AS TO WHAT WOULD BE THE BEST MANAGEMENT PRACTICE FOR COLLECTION AND TRANSPORTATION OF RESIDENTIAL SOLID WASTE FOR THE COUNTY

Proof of Publication of the Notice of Public Hearing on issues regarding residential solid waste collection and transportation franchise was received, having been published in *The St. Augustine Record* on May 22, 2003.

John Schwab, Special Projects Manager, explained the reason for the meeting and the ranking of the proposals. There were seven companies that submitted proposals. Bryant spoke on looking at the big picture.

Bosanko stated that all seven RFP respondents should be fully reviewed and considered by the Board of County Commissioners, and that each RFP respondent and members of the public must be given an opportunity to comment during the process. He mentioned that no proposal has been eliminated; all of them are on the table for the Board's consideration, and no RFP respondent can change his or her proposal at this meeting. Jacalone questioned why they are even talking about this process being flawed. Bosanko stated that he heard that some people might feel that the criteria wasn't the criteria that should have been used. Discussion followed on how the RFP was drafted, the criteria of the RFP, having the option of refusing the bids, and the Board giving direction to Administration to prepare the RFPs. Bryant announced that the applicants have a time limit of five minutes to give their presentation.

#### (1.0568) WASTE MANAGEMENT

Janie Coleman, 6501 Greenland Road, Market Area Public Sector Manager, Waste Management, introduced the people with her today; Doug McCoy, Market Area Business Development Manager; and Lorri Brown, Market Area Human Resources Manager. Coleman gave a brief overview presentation; stating that they are the largest company represented here, they surround St. Johns County on all sides, they bring in outside employees to help in case of disaster, and they work closely with FEMA and Homeland Security.

(1.0669) Doug McCoy spoke on "Service Machine" monitoring customer service. He stated that their Jacksonville office is a "Gold Certified" operating facility and they solve issues before they become problems.

(1.0806) Lorri Brown spoke on the family cost plan and the coverage on the employees. Discussion followed on their employee benefit package, their average time on answering their phone, and all the requirements in the RFP being addressed.

#### (1.1266) REPUBLIC SERVICES, INC.

Jim Arnold, Manager, 445 International Golf Parkway, Market Development, Republic Services, Inc., introduced his staff. He spoke on three factors that he thinks are important: financial condition, extra measures for storm cleanup and the 22 years of hands on service. He mentioned that they have more experience because of their company starting in 1981. They have 63 employees, in which 40 of those employees live in St. Johns County. Discussion followed on having a contractual arrangement for disaster, how quick the

response would be on individual yard debris pickup after a disaster, the penalty clause in the agreement, the original proposal and if anything was added to it, and the equipment not making a bit of difference, the service is what counts.

(1.2347) ADVANCED DISPOSAL

Mary O'Brien, 9995 Gate Parkway, Suite 200, Vice-President of Marketing, Advanced Disposal, spoke on doing their business differently. She mentioned that they ranked first in customer service in the proposals. She stated that they decided to invest in the equipment resources, that they are a private company, and they make a commitment for community relation resources. Discussion followed on having residential routes in Florida, the Company being in existence since November, 2000, and on creating a facility in St. Johns County.

(1.2665) Steve Crosby, 955 Talley Rand Avenue, SP Recycling Corporation, subcontractor for Advance Disposal, spoke on being in Jacksonville since 1989.

(1.2763) BFI

Bill Brinkley, 7580 Philips Highway, BFI, spoke on their business, having a very experienced Customer Service Supervisor Management Team, and being located in St. Johns County. Discussion followed on having a one-man crew, and having a truck with a hydraulic lift.

(1.3254) FLORIDA RECYCLING

Sid Vihlen, Jr., 1099 Miller Drive, Florida Governmental Affairs Liaison, Florida Recycling Services, Inc., reviewed the areas that they service, stated that they were ranked 1st in price, ranked 2nd overall, and that they offer a dramatic savings.

(2.0000) Joe Briarton, Sr., General Manager, spoke on transition, customer service, storm cleanup capabilities, and being ready to start on August 1. Discussion followed on the age of trucks, cost of vehicles per hour per cleanup, response time on complaints, and being a stand-alone Florida Recycling Service.

(2.0329) ONYX

Bill Redman, 1605 Main Street, Suite 904, Manager Municipal Marketing/Special Projects, Onyx Waste, mentioned that he was here for any questions that the Board may have.

(2.0367) The meeting recessed and then reconvened.

(2.0380)

PUBLIC COMMENTS:

Al Hollon, 551 Le Master Drive, addressed being able to make local calls for service and he expressed gratitude to Adams and Schwab for doing a good job on the RFPs.

(2.0484) Dale Upchurch, 177 Strawberry Lane, spoke on Seaboard Waste System being a vital part of their community and expressed his support for them.

(2.0586) J. Robin Cara, 1856 S. Landguard Road, spoke on supporting Advanced Disposal.

(2.0649) Mary Kohnke, 29 S. Roscoe, spoke on supporting the RFP process and stated that she was very impressed with the RFP and encouraged the Board to follow the process. She suggested having two franchises, one for the north and one for the south.

(2.0742) Bryant spoke on keeping it at two franchises. Maguire stated that he was impressed with the RFP and that he supported two franchises. Jacalone mentioned that he supported two franchises. Schwab spoke on boundary changes. Meiszer mentioned that he was in support of two service areas. (2.0806) **Motion by Meiszer, seconded by Jacalone, carried 5/0, to continue to have two franchises with the existing boundaries, as corrected.** (2.0890) **Motion by Stern, seconded by Jacalone, to award the southern franchise area to Advanced Disposal.** Meiszer mentioned that all seven proposals were very well done, and his recommendations to be considered for the three franchises are: Waste Management, Republic Services and Advanced Disposal. Bryant stated that he came up with four companies that he recommended: Advanced Disposal, Seaboard, Onyx, and Waste Management. Bosanko recommended for the motion to include the experience of the company. **Stern added to the motion; that the experience of the company had high marks, the company showed a lot of experience, even though they don't have a lot of residential experience in Florida, and that they are very familiar with St. Johns County.** Jacalone agreed. The motion carried 5/0. Maguire mentioned that his recommendations were: Waste Management, Advanced Disposal and Republic Services. (2.1069) **Motion by Maguire, seconded by Jacalone, carried 5/0, to award the northern contract to Seaboard Republic, based on their history, service, experience, and their commitment to the community that they have shown for so many years.** (2.1143) Hunt spoke on negotiations. Bosanko made a brief statement; thanking Hunt, Adams and Schwab for their support, and Cheryl Albertson and Joe Burch for all their hard work. Jacalone mentioned that the two things that they would get out of this meeting, was to open up commercial services in St. Johns County and price reduction. He stated that everyone who responded was capable of good service.

(2.1279) **Motion by Jacalone, seconded by Bryant, carried 5/0, to adjourn the meeting.** With there being no further business to come before the Board, the meeting adjourned at 11:30 a.m.

Approved June 17, 2003

BOARD OF COUNTY COMMISSIONERS  
OF ST. JOHNS COUNTY, FLORIDA

By: James E. Bryant  
James E. Bryant, Chair

ATTEST: CHERYL STRICKLAND, CLERK

By: Uwanne King  
Deputy Clerk

