



LEE'S SUMMIT MISSOURI

August 1st, 2018

WCA of Missouri, LLC
Attn: Carey Calabrese
19212 E. 231st St.
Harrisonville, MO 64701

PART V: BAFO (Best and Final Offer) RFP 2018-066 Waste Removal and Recycling Services for the City of Lee's Summit as a Yearly Contract

Via Email: ccalabrese@wcamerica.com

Dear Mr. Calabrese:

In regards to the meeting this morning with Ben Calla, Christal Weber and I to conclude final Negotiations for said RFP, below and attached you will find details summarizing the discussions had in today's meeting. Attached hereto, please also find the Final Negotiated Pricing of which will become a part of the Agreement as Part V, if approved by City Council and awarded.

In recognition of the attached and below details, this document needs to be signed by an authorized representative of your organization, and returned no later than Thursday, August 2nd, 2018 by 5:00pm.

Revisions shall be as follows:

- 1) Section 18.0 Renewal Option shall now read: The initial term of this Agreement shall be for a three (3) year period from November 1st 2018 through October 31st of 2021. All pricing identified on the pricing page shall be fixed and firm for year one of the agreement. An annual price escalator not to exceed two percent (2%) of overall cumulative annual cost will be allowed for each additional agreement and/or renewal term. The City may at its option renew the Agreement up to two (2) additional one-year terms.
- 2) The Attached 2018-066 Final Negotiated Pricing Forms 6A, 6B and 6C shall be the Pricing for the Initial year of which is November 1st, 2018 through October 31st, 2019 and shall REPLACE the corresponding forms initially provided with WCA's original Proposal.



LEE'S SUMMIT MISSOURI

You are reminded that pursuant to Section 610.021 RSMo, proposal documents including any best and final offer documents are considered closed records and shall not be divulged in any manner until after a contract is executed or all proposals are rejected. Furthermore, you and your agents (including subcontractors, employees, consultants, or anyone else acting on their behalf) must direct all questions or comments regarding the RFP, the evaluation, etc., to me, the Procurement Officer of Record. Neither you nor your agents may contact any other City employee or evaluation committee member regarding any of these matters during the negotiation and evaluation process. Inappropriate contacts or release of information about your proposal response or Best and Final Offer (BAFO) are grounds for suspension and/or exclusion from specific procurements.

This BAFO is hereby incorporated into and made a part of any resulting Agreement Documents between the Respondent and the City of Lee's Summit.

The Respondent hereby declares understanding, agreement and certification of compliance to provide the items and/or services, at the prices attached hereto, in accordance with all terms and conditions, requirements, and specifications of the original RFP. The Respondent agrees that the language of the original RFP shall govern in the event of a conflict with Respondent's proposal.

If you have any questions regarding this BAFO, please contact me at 816-969-1085 or email me at tarah.daugherty@cityofls.net. I sincerely appreciate your efforts in working with the City of Lee's Summit to ensure a thorough evaluation of your proposal and allowing this BAFO to conclude and finalize the Negotiations Phase of this RFP process.

Sincerely,

Tarah Daugherty
Procurement Officer II

Attachment: 2018-066 Final Negotiated Pricing Forms 6A, 6B and 6C

Cc: RFP File

ISSUED BY THE CITY:

Tarah Daugherty
Authorized Signature
Procurement Officer II
Title
8/02/18
Date

Carey Calabrese
Type or Print Name Legibly
[Signature]
Authorized Signature
District Manager
Title



2018-066 Final Negotiated Pricing Forms 6A, 6B and 6C

RFP 2018-066: Waste Removal & Recycling Services

WCA of Missouri, LLC
Harrisonville, MO 64701

ITEM	DEPARTMENT	CONTAINER QTY & SIZE	WEEKLY PICK UP SCHEDULE	COST PER PICK UP	Est. Monthly	Est. Annual
COST FORM NO. 6A: CITY DEPARTMENT WASTE						
1	Animal Control 1991 SE Hamblen Rodney Wagner, 816-969-1646	1-2 cy dumpster w/wheels	1	\$7.84	\$33.94	\$407.28
2	Airport Hangar 1 2525 NE Douglas John Chrazda, 816-969-1180	1 - 4 cy dumpster w/ lock	1	\$16.39	\$70.96	\$851.48
3	City Hall (Loading Dock) 220 SE Green Street Ron Johnson, 816-969-1860	3 - 2 cy dumpsters w/ wheels	3	\$25.52	\$331.55	\$3,978.59
	City Hall (Loading Dock) 220 SE Green Street Ron Johnson, 816-969-1860	1-96 gallon cart	3	\$0.00	\$0.00	\$0.00
4	Fire Station 2 2000 NE Rice Rd Brian Austerman, 816-969-1302	2 - 90 gallon polycart	1	\$9.00	\$38.97	\$467.64
5	Fire Station 3 210 SW Pryor Brian Austerman, 816-969-1302	1 - 80 gallon polycart	1	\$5.20	\$22.52	\$270.27
6	Fire Station 4 404 NE Woods Chapel Brian Austerman, 816-969-1302	2 - 90 gallon polycart	1	\$8.77	\$37.97	\$455.69
7	Fire Station 5 3650 SW Windemere Brian Austerman, 816-969-1302	1- 1 1/2 cy dumpster w/ wheels	1	\$7.55	\$32.69	\$392.29
8	Fire Station 6 101 NE Blackwell Brian Austerman, 816-969-1302	1- 1 1/2 cy dumpster w/ wheels	1	\$7.55	\$32.69	\$392.29
9	Fire Station 7 2150 SW Scherer Rd. Brian Austerman, 816-969-1302	1- 1 1/2 cy dumpster w/ wheels	1	\$7.84	\$33.94	\$407.28
10	Gamber Center 4 SE Independence Avenue Pat Shepard, 816-969-1581	2- 2 cy dumpster w/ wheels	2	\$7.84	\$67.88	\$814.56
11	Harris Park 110 SW Blue Pkwy (Off Season--Sept through May) Ryan Gibson, 816-969-1556	2 - 2 cy dumpster w/ wheels	1	\$25.94	\$112.32	\$1,010.88
In Season	Harris Park 110 SW Blue Pkwy (In Season--June through Aug) Ryan Gibson, 816-969-1556	4 - 2 cy dumpster w/ wheels Contractor shall deliver the 2 additional dumpsters during the 2nd wk in May & remove the 2 additional dumpsters, no later than the 2nd wk of September.	3	\$21.26	\$276.16	\$828.47
12	Legacy Park Community Center 901 NE Bluestem Pkwy (Off Season-- October through April, 2x a wk *MUST be Mon & Thurs*) Eric Shooley, 816-969-1553	3 - 2 cy dumpsters	2	\$23.51	\$203.64	\$1,425.47
In Season	Legacy Park Community Center 901 NE Bluestem Pkwy (In Season--May through September, 3x a wk *MUST be Mon, Wed & Fri*) Eric Shooley, 816-969-1553		3	\$25.52	\$331.55	\$1,657.74

2018-066 Final Negotiated Pricing Forms 6A, 6B and 6C

RFP 2018-066: Waste Removal & Recycling Services

WCA of Missouri, LLC
Harrisonville, MO 64701

ITEM	DEPARTMENT	CONTAINER QTY & SIZE	WEEKLY PICK UP SCHEDULE	COST PER PICK UP	Est. Monthly	Est. Annual
13	Lea McKeighan North Park 120 NE Chipman Rd (Off Season--April through October) Ryan Gibson, 816-969-1556	2-2 cy dumpsters w/ wheels	1	\$14.66	\$63.48	\$444.34
	In Season Lea McKeighan North Park 120 NE Chipman Rd (In Season--November through March) Ryan Gibson, 816-969-1556		2	\$29.32	\$253.91	\$1,269.56
14	Police Headquarters 10 NE Tudor Rd Bradd Gartin, 816-969-1787	1 - 8 cy dumpster	2	\$24.36	\$210.96	\$2,531.49
	Police Headquarters 10 NE Tudor Rd Bradd Gartin, 816-969-1787	1 - 90 gallon polycart	1	\$5.20	\$22.52	\$270.27
15	Maintenance Facility (Fleet & Public Works Ops) 1971 SE Hamblen Rd Mark Stinson, 816-969-1873 or Shawn Graff, 816-969-1871 **NOTE: For this location, access is behind a gate. Driver must be let in between the hours of 7:00am-3:00pm Mon-Fri	1 - 90 gallon polycart	2	\$14.54	\$125.92	\$1,511.00
16	Water Utilities Operations/Tudor Rd Pump Station 1751 NE Tudor Rd Mike Riley, 816-969-1963 NOTE: (Pick Up is 1 time Every other week)	1 - 4 cy dumpster	1	\$85.51	\$153.78	\$1,845.33
17	Water Utility Service Center 1200 SE Hamblen Rd Mike Riley, 816-969-1963 **NOTE: For this location, access is behind a gate. Driver must be let in between the hours of 7:00am-3:30pm Mon-Fri	1 - 6cy dumpster	1	\$23.51	\$101.82	\$1,221.83
COST FORM 6A--GRAND TOTAL FOR DEPARTMENT WASTE (1-17)				\$346.85	\$2,559.16	\$22,453.76
18	Waste Compactor Park Construction & Operations Center 1801 NE ConellowerBrooke Chestnut, 816-969-1575	30 cy Waste Compactor	Haul Rate: \$125.00 Disposal Rate/Ton: \$82.00 Monthly Rental Fee: \$275.00	\$435.00	\$250.00	\$3,000.00
TOTAL COST-6A				\$764.33	\$2,809.16	\$25,453.76

2018-066 Final Negotiated Pricing Forms 6A, 6B and 6C

RFP 2018-066: Waste Removal & Recycling Services

WCA of Missouri, LLC
Harrisonville, MO 64701

ITEM	DEPARTMENT	CONTAINER QTY & SIZE	WEEKLY PICK UP SCHEDULE	COST PER PICK UP	Est. Monthly	Est. Annual
COST FORM NO. 6B: CITY DEPARTMENT RECYCLING						
ITEM	DEPARTMENT	CONTAINER QTY & SIZE	WEEKLY PICK UP SCHEDULE	COST PER PICK UP	Est. Monthly	Est. Annual
1	Animal Control 1991 SE Hamblen Rd. Rodney Wagner, 816-969-1646	2 - 90 gallon polycarts	1	\$8.08	\$34.99	\$419.84
2	City Hall Loading Dock 220 SE Green Street Ron Johnson, 816-969-1860	2 - 2 cy dumpsters with wheels & lock/chain	2	\$8.08	\$69.97	\$839.67
3	Fire Station 2 2000 NE Rice Road Brian Austerman, 816-969-1302	1 - 65 gallon polycart	1	\$6.92	\$29.96	\$359.56
4	Fire Station 3 210 S W Pryor Brian Austerman, 816-969-1302	1 - 65 gallon polycart	1	\$6.92	\$29.96	\$359.56
5	Fire Station 4 414 NE Woods Chapel Brian Austerman, 816-969-1302	1 - 65 gallon polycart	1	\$6.92	\$29.96	\$359.56
6	Fire Station 5 3650 SW Windemere Brian Austerman, 816-969-1302	1 - 65 gallon polycart	1	\$6.92	\$29.96	\$359.56
7	Fire Station 6 101 N E Blackwell Brian Austerman, 816-969-1302	1 - 65 gallon polycart	1	\$6.92	\$29.96	\$359.56
8	Fire Station 7 2150 SW Scherer Rd. Brian Austerman, 816-969-1302	1 - 90 gallon polycart	1	\$6.92	\$29.96	\$359.56
9	Gamber Center 4 SE Independence Avenue Pat Shepard, 816-969-1581	1 - 2 cy container w/ wheels & lock/chain	1	\$12.00	\$51.96	\$623.52
10	Harris Park Community Center 110 SW Blue Pkwy (Off Season - September through May) Ryan Gibson, 816-969-1556	1 - 2 cy dumpster w/ wheels & lock/chain	1	\$12.00	\$51.96	\$467.64
In Season	Harris Park Community Center 110 SW Blue Pkwy (In Season - June through August) Ryan Gibson, 816-969-1556		3	\$12.00	\$155.88	\$467.64
11	Legacy Park Community Center 901 NE Bluestem Pkwy Eric Shooley, 816-969-1553	1 - 90 gallon polycart	1	\$6.92	\$29.96	\$359.56

2018-066 Final Negotiated Pricing Forms 6A, 6B and 6C

RFP 2018-066: Waste Removal & Recycling Services

RFP 2018-066: Waste Removal & Recycling Services				WCA of Missouri, LLC Harrisonville, MO 64701		
ITEM	DEPARTMENT	CONTAINER QTY & SIZE	WEEKLY PICK UP SCHEDULE	COST PER PICK UP	Est. Monthly	Est. Annual
12	Police Headquarters 10 NE Tudor Rd Bradd Gartin, 816-969-1787	6-90 gallon polycarts	1	\$40.00	\$173.20	\$2,078.40
13	Maintenance Facility (Fleet & Public Works Ops) 1971 SE Hamblen Rd Mark Stinson, 816-969-1873 or Shawn Graff, 816-969-1871 **NOTE: For this location, access is behind a gate. Driver must be let in between the hours of 7:00am-3:00pm Mon-Fri	1-2 cy container w/ wheels	1	\$12.00	\$51.95	\$623.52
14	Perk Construction & Operations Center 1801 NE Coneflower Brooke Chestnut, 816-969-1575	2-90 gallon polycarts	1	\$12.00	\$51.95	\$623.52
15	Water Utility Service Center 1200 SE Hamblen Rd Mike Riley, 816-969-1963 **NOTE: For this location, access is behind a gate. Driver must be let in between the hours of 7:00am-3:30pm Mon-Fri	1-2cy dumpster	1	\$18.00	\$77.94	\$935.28
COST FORM 6B--GRAND TOTAL FOR DEPARTMENT RECYCLING (1-15)				\$182.60	\$929.56	\$9,595.97
COST 6A & 6B-DEPT. WASTE AND RECYCLING				\$946.93	\$3,738.73	\$35,049.73
COST FORM NO. 6C: DOWNTOWN WASTE & RECYCLING						
LOCATION	CONTAINER QTY & SIZE	WEEKLY PICK UP SCHEDULE	COST PER PICK UP	Est. Monthly	Est. Annual	
Downtown Waste Bins-(Note: This includes REMOVAL of 4 City Hall Waste bins from Contract 2017-014) NOTE: Sat, Mon, Wed & Fri MUST be Pick Up days Ron Johnson, 816-969-1860 See Map on Exhibit A	36- City Provided 30 Gallon Barrels	4	\$88.00	\$1,524.16	\$18,289.92	
Single Waste Bin in Farmer's Market Parking Lot Corner of Douglas & 2nd Intersection "Mary Stacy Respite area" NOTE: Mon & Fri MUST be Pick Up days Ron Johnson, 816-969-1860 See Map on Exhibit A	1-City Provided 30 Gallon Barrel	2	\$0.00	\$0.00	\$0.00	
Downtown Recycle Bins Ron Johnson, 816-969-1860 See Map on Exhibit A	10 - City provided 30 gallon bins with "Recycling" on them	1	\$55.00	\$288.15	\$2,857.80	
COST FORM 6C--GRAND TOTAL FOR DOWNTOWN WASTE/RECYCLING			\$143.00	\$1,762.31	\$21,147.72	
Est. Annual Grand Total-Per Pick-up			\$1,089.93	\$5,501.04	\$56,197.45	

NOTE: The initial term of this Agreement shall be for a three (3) year period from November 1st 2018 through October 31st of 2021. All pricing identified on the pricing page shall be fixed and firm for year one of the agreement. An annual price escalator not to exceed two percent (2%) of overall cumulative annual cost will be allowed for each additional agreement and/or renewal term. The City may at its option renew the Agreement up to two (2) additional one-year terms.