



# Memorandum

## MONTEREY REGIONAL WASTE MANAGEMENT DISTRICT

Reviewed by W/m/m Date 1/8/08  
General Manager

DATE: January 7, 2008  
TO: General Manager  
FROM: Senior Engineer  
SUBJECT: Authorization to Negotiate a Long-Term Agreement for Sand Excavation, Processing, and Marketing Services

**RECOMMENDATION:** That the Board authorize staff to negotiate the terms and conditions of a long-term agreement with The Don Chapin Company to provide services related to the excavation, processing, and marketing of sand at the District's landfill site.

### BACKGROUND

As previously reported to the Board, there is a significant surplus of sand at the District's landfill site, in excess of the amount of soil needed for the construction, operation, and closure of the landfill. It is estimated that a total of 17 million cubic yards (CY), or 25.5 million tons at 1.5 tons per CY, of sand will need to be excavated in order to maximize the waste capacity of the landfill airspace volume. The District must pursue a very vigorous sand mining and export operation to ensure that the necessary airspace for future landfill disposal is available when needed for future expansion, and to maximize the value of the sand resource. The District is in need of assistance in marketing the surplus sand, and one way of accomplishing this is by forming a partnership with a private entity to take over the sand mining and marketing operation, and to increase the volume of sand export by processing the sand into a variety of value-added sand products.

### PROPOSALS

At the September 2007 meeting, the Board of Directors authorized the issuance of a Request for Proposals (RFP) from contractors in the aggregate industry to provide long-term services related to the excavation, processing, and marketing of sand at the District's landfill site.

With Board authorization, staff proceeded to prepare a RFP. On October 31, 2007, proposals were received from three qualified contractors: The Don Chapin Company, Granite Construction Company, and Graniterock. Staff held personal interviews with each company, to allow for further elaboration on their proposals. Second interviews were held with representatives of Chapin and Granite Construction.

## **SELECTION**

Proposals were reviewed by staff, and ranked according to the evaluation criteria as established in the RFP (as shown on the attached table). After extensive review, staff has selected The Don Chapin Company as the most qualified, responsible, responsive company that provides the best value to the District on all the criteria established in the RFP.

The next step is to conduct negotiations with Don Chapin on the final details of a long-term (10 year) contract. If negotiations are not successfully completed with Don Chapin by February 1, 2008, staff would proceed to commence negotiations with the next highest ranked company, Granite Construction Company. It is anticipated that staff will bring a successfully negotiated agreement to the Board for approval at the February or March 2008 Board meeting.


## **STRATEGIC PLANNING**

Authorizing a long-term contract with a partner in this effort is in support of the following Strategic Planning Work Plan 2007-2017 Elements:

- A1b: Evaluate fiscal impacts of programs, operations, and personnel for 2007-2017.
- A3a: Evaluate effectiveness and efficiency of existing District operations and recommend changes as appropriate. Establish staff committee to evaluate operational efficiency; markets.
- B2b: Evaluate the creation of a partnership for long term.
- B3: Develop Site Master Plan; Identify and evaluate purpose, potential uses, and partners.

## **RECOMMENDATION**

It is therefore recommended that the Board of Directors authorize staff to negotiate the terms and conditions of a long-term agreement with The Don Chapin Company to provide services related to the excavation, processing, and marketing of sand at the District's site.

  
Richard D. Shedden

Attachment

**Monterey Regional Waste Management District**

**CONTRACTOR PROPOSAL EVALUATION FORM  
FOR SAND EXCAVATION AND MARKETING SERVICES**

**CONTRACTOR:** \_\_\_\_\_

**EVALUATOR:** \_\_\_\_\_

<u>EVALUATION CRITERIA</u>	<u>POSSIBLE POINTS</u>	<u>RATING</u>
1. Overall evaluation of the company's capabilities, including: <ul style="list-style-type: none"> <li>• Extent of company's specialized expertise directly related to sand excavation and marketing services.</li> <li>• Specific experience and qualifications of key personnel that will be assigned to this project.</li> <li>• Presence of an established marketing plan.</li> <li>• Financial resources of company to enter into a long-term agreement with the MRWMD.</li> <li>• Materials testing and quality control capabilities.</li> <li>• Product transportation assets.</li> <li>• Safety record, compliance record, and environmental commitment.</li> <li>• Willingness to install an above-ground truck scale at the site.</li> </ul>	25	_____
2. Understanding of the long-term needs of the MRWMD, proposed approach and work plan, and time line to mobilize the necessary equipment and begin full-scale operations.	10	_____
3. Royalty to be paid for sand and total revenue projection to District.	20	_____
4. Performance guarantees to remove minimum quantities of sand in a time-frame as required to prepare Module 6 for lining.	20	_____
5. Ability to produce a value added product by classifying and/or washing the fill sand for use as a golf course sand, concrete blend product, plaster sand product, or other uses as developed by the contractor.	20	_____
6. Ability and willingness to expand services offered to include other areas such as broken concrete rubble recycling and asphalt roofing shingles recycling.	5	_____
<b>TOTAL</b>	<b>100%</b>	_____

**COMMENTS:**

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**EVALUATOR'S SIGNATURE:** \_\_\_\_\_ **DATE:** \_\_\_\_\_