

Agenda Item: 3.g

Meeting Date: October 22, 2026

MEMORANDUM

To: City Commission

Through: Jennifer K. Bramley, City Manager

From: Michelle Monteclaro

Date: 2026-10-15

Subject: Award of RFP #26-2604 - "Recyclables, Collection, Processing, and Marketing Services" to Waste Pro of Florida, Inc., in the amount of \$1,170,000.

Presenter(s): Michelle Monteclaro, Public Works Assistant Director; and Jorge M. Quintas, P.E., Deputy City Manager.

Staff Recommendation: Motion to award a contract for RFP #26-2604 - "Recyclables, Collection, Processing, and Marketing Services" to Waste Pro of Florida, Inc., of Clearwater, FL, in the amount of \$1,170,000.

Strategic Themes: Environmental Resiliency & Sustainability

Boards & Committees: N / A

Budget Impact: Funding for award of this contract is budgeted in the Enterprise Solid Waste Fund, in Acct. #440-5430-534-053405-SW - "Other Contractual Services (Residential)".

Past Action: 1.) August 31, 2026 - Evaluation Committee met, during a Publicly Advertised Meeting, attended by Waste Pro & Waste Management representatives;
2.) October 8, 2026 - Motion to award RFP #26-2604 to Waste Pro of Florida, Inc., under Agenda Item #2.f, failed to pass; and
3.) October 8, 2026 - Commission approved a motion to "Reconsider" this item during the upcoming Regular Meeting, to be held on October 22, 2026.

Next Action: Award Contract & Issue Purchase Order, subject to Commission approval of staff recommendation.

Attachments: [A. Dunedin Recycling Overview Presentation.pdf](#)
[B. RFP #26-2604 - Recyclable Services \(with Addenda #1 - #5\).pdf](#)
[C. Waste Pro Submittal.pdf](#)

[D. Purchasing Manager's Memo \(10-15-26\) - RFP 26-2604 \(Motion to Reconsider\).pdf](#)
[E. Recycling Cost Comparison Estimates.pdf](#)
[F. RFP #26-2604 Recyclables Collection Proposals - Evaluation Committee Mtg Minutes & Award Recommendations.pdf](#)

Background:

The City of Dunedin contracts residential recycling services. RFP #26-2604 was developed by staff in coordination with Purchasing and subsequently advertised for proposals. Eleven (11) vendors attended the pre-proposal meeting, and two (2) proposals were received on July 30, 2026.

For FY26, \$1,206,000 was budgeted for Residential Recycling. The 2025 Solid Waste Rate Study did anticipate increases in ongoing expenses, including the City's Residential Recycling contract, and as such, built-in cost escalators accordingly.

Savings have been realized with the elimination of services to the unincorporated County customers. These savings have been helpful to keep within the overall budget even with escalating costs. Recycling expenses are aligned with the financial projections outlined in the rate study. We will continue to monitor costs with the increased price for contracted services.

Although the overall cost of the contract has increased, sufficient funds have been budgeted for this award based on historical data. The detailed contractor costs are included in "Exhibit E", with the budget estimate based on historical expenses, and projected services for FY27. The FY26 year to date expenses are \$931,200, however there may be one or two outstanding invoices for the last month of the fiscal year that will need to be paid from the FY26 budget.

The goal of RFP #26-2604 was to identify and solicit proposals from firms qualified to collect and process recyclables as described in the specifications for the City's Solid Waste Division, Public Works Department.

The Evaluation Committee, consisting of: Suzanne "Sue" Bartlett, Public Works Director; Michelle Monteclaro, Public Works Assistant Director; Meaghan McCormack, PhD, Environmental Program Manager; Laura Valletti, Environmental Specialist; and Jorge M. Quintas, P.E., Deputy City Manager, guided by Purchasing, ranked the submitting firms and provided recommendations for award during a publicly advertised selection meeting, held on August 31, 2026. The Selection Committee Members individually evaluated both submitting companies RFP responses against the 'Evaluation Criteria' noted in the RFP; and grouped the ratings in the three categories as described in the RFP, consisting of: Qualifications @ 20 points; Technical

Proposal @ 30 points; and Financial Proposal @ 50 points.

The Committee completed their evaluation process during the aforementioned publicly advertised meeting, attended by both Waste Pro and Waste Management representatives, and collectively recommended Waste Pro of Florida, Inc., of Clearwater, FL, (Waste Pro) be awarded the contract in the amount of \$1,170,000. The actual costs will be based on the services provided according to the Cost Page in their proposal.

The Selection Committee considered all evaluation criteria and subsequently determined Waste Pro's overall submittal to be more advantageous to the City, and less costly than that of Waste Management's. Staff appreciates the opportunity to submit this recommendation for award, with additional information included to address questions posed by the Commission during their October 8, 2026 Regular Meeting.

There are detailed answers provided to some of those questions in the attached "Exhibit A", for reference. The total dollar amount (\$1,170,000) recommended for award is estimated based on historical quantities, as referenced in the Purchasing Manager's Memo, "Exhibit D". For reference purposes, staff developed "Exhibit E" which provides an "apples to apples" comparison of what each recycling proposal would cost in FY27 using; FY26 tons processed, FY26 Average Material Values (AMV's), and the number of "Roll Off Pulls" from FY26. Since the quantities are estimates, they differ slightly from those included in the individual Committee Member Evaluation Score Sheets. The comparisons provided in "Exhibit E" utilize information pulled from FY26 data; the last two pages of that exhibit include details for Waste Management and Waste Pro, respectively; preceded by a "Summary of Costs", with an estimated \$231,610 difference between the proposals.

Waste Pro of Florida, Inc., was the lower cost, and is highly qualified to perform these services with a proven track record in Dunedin, as well as throughout the Southern US.

As such, staff hereby recommends Commission approval and award of contract to Waste Pro of Florida, Inc., of Clearwater, FL, for RFP #26-2604 "Recyclables Collection, Processing, and Marketing Services", in the amount of \$1,170,000, as detailed herein.