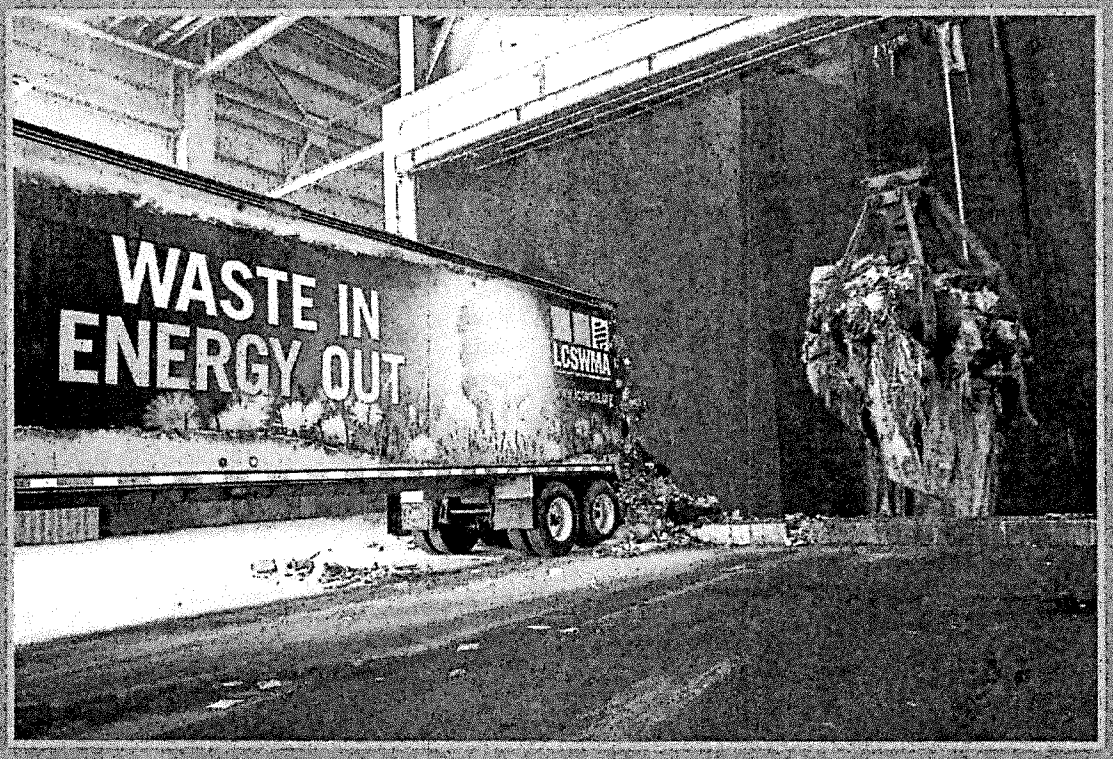

Statement of Qualifications

Providing Excellence in Regional Municipal Waste Management

Submitted on April 24, 2015 by LCSWMA

LCSWMA™

LCSWMA

1299 HARRISBURG PIKE | PO BOX 4425 | LANCASTER, PA 17604
PHONE: 717-397-9968 | FAX: 717-397-9973
www.lcswma.org

April 22, 2015

City of Allentown
Ms. Beth Ann Strohl, Purchasing Agent
435 Hamilton Street, Room 234
Allentown, PA 1801

RE: Letter of Transmittal – RFQ No. 2015-08 Non-Landfill MSW Disposal Alternatives

Dear Ms. Strohl:

Lancaster County Solid Waste Management Authority (LCSWMA) is pleased to provide this letter and accompanying qualifications in response to the City of Allentown's RFQ for Non-Landfill MSW Disposal Alternatives. LCSWMA can provide a robust and reliable waste disposal solution for the City of Allentown, which will meet the City's goal to utilize Waste-to-Energy technology.

LCSWMA meets all of the qualification criteria outlined in the City's RFQ. Through the utilization of an Integrated System, LCSWMA has been providing outstanding waste management and disposal in Lancaster County since 1954. LCSWMA's primary objective is to protect human health and the environment, while minimizing landfill consumption; through the employment of waste-to-energy (WTE) technology and an aggressive recycling program, which results in a 44% rate of recovery, LCSWMA's Integrated System achieves a 98% landfill diversion rate.

LCSWMA's Integrated System includes two WTE facilities with more than sufficient capacity to fulfill the City of Allentown's disposal needs. Through a partnership with LCSWMA, the City of Allentown can become part of an exceptional local government model for regional municipal waste management, and fulfill its waste disposal needs through the incorporation of clean, renewable WTE technology to minimize landfill consumption. Additionally, as a public entity with similar values, LCSWMA would work in partnership with the City of Allentown to ensure that its larger solid waste management goals are advanced throughout the term of any resulting service agreement.

LCSWMA has received and reviewed the City of Allentown's Request for Qualifications (RFQ No. 2015-08) and Addendum No. 1. As LCSWMA's Chief Executive Officer, I, James D. Warner, would be the designated authorized signatory on behalf of LCSWMA to enter into a Service Agreement with the City of Allentown. In Appendix E, please find an affidavit from Murray Securus, which identifies Hartford Fire Insurance Company as LCSWMA's surety for this project.

Identified within this Statement of Qualifications are the key personnel from LCSWMA who would be committed to work with the City of Allentown, and its designees, to ensure the Service Contract is managed in a reliable and efficient manner. As a service provider, LCSWMA will comply with all applicable federal, state, and local laws and regulations. LCSWMA has extensive experience with sustainable waste (i.e. "resource") management, and is an ISO 14001 certified organization with a comprehensive Sustainability Plan to address internal operations, as well as community prosperity and livability. Through the execution of a service agreement with LCSWMA, the City of Allentown would gain an experienced industry partner with a reputation for exceptional customer service and a strong commitment to environmentally sound and sustainable waste management practices.

LCSWMA looks forward to the opportunity to submit a formal proposal for the City of Allentown's review and consideration. Please do not hesitate to contact Tom Adams, Senior Manager of Business Development, at 717-735-0178 or tadams@lcswma.org if you have any questions regarding the information contained herein.

Thank you in advance for your time and consideration, and we look forward to hearing from you soon.

Sincerely,

James D. Warner

Chief Executive Officer

Beth Ann Strohl
Purchasing Agent
Purchasing Office
Department of Finance
435 Hamilton Street, Room 234
Allentown, PA 18101
Office: (610) 437-7624
Fax: (610) 467-7618
BethAnn.Strohl@allentownpa.gov

Date: April 8, 2015

ADDENDUM NO. 1

RFQ NO.: **2015-08 – NON-LANDFILL MSW DISPOSAL ALTERNATIVES**

RFQ OPENING: **APRIL 29, 2015 AT 3:00 P.M.**

THE PROVISIONS OF THIS ADDENDUM SHALL TAKE PRECEDENCE OVER ALL OTHER CONTRACT DOCUMENTS WHENEVER THEY CONFLICT.

1. **NOTIFICATION:** The RFQ opening date has been re-scheduled from Wednesday, April 15, 2015 at 3:00 p.m. to Wednesday, April 29, 2015 at 3:00 p.m.

2. **QUESTION:** Is there an existing Transfer Station(s) within the city limits and if so, who owns it?

   ANSWER: There is neither a public nor private MSW Transfer Station within the City limits.

3. **QUESTION:** Could an existing Transfer Station located outside the City limits, but sited within a reasonable distance, be utilized by the Responder?

   ANSWER: Yes.

4. **QUESTION:** If Responder were to build a TS using its own capital, does the City own land which could be sold or leased for the construction of the TS? Or would Proposer be responsible for locating a site?

   ANSWER: The City would be willing to work with the short list of Qualified Responders on potential site locations within the City.

5. **QUESTION:** With respect to siting a new Transfer Station, does the City intend to play an active supporting role with respect to local zoning, permitting, and public process?

   ANSWER: If the City were to approve a project as a result of this RFQ and RFP process, the Responder would have to obtain all applicable local, state and federal permits. As an approved project, the City would support the process.

6. **QUESTION:** Page 21 a - Is QF-1 Reference Facility Experience the same thing as the "Contractor Experience Questionnaire" referenced on page 15?

ANSWER: Yes

7. **QUESTION:** Is the City looking for detailed resumes for the pre-qualification or is a statement of qualifications/experience/bio sufficient for each of the key personnel?

   ANSWER: A separate one (1) page bio for each key person is sufficient.

8. **QUESTION:** On page 12, can the City provide some clarification for the last sentence – can the City provide some examples of particular Waste-to-Energy or Waste-to-Fuel technologies that meet the "State of Pennsylvania definitions as recycling?"

   ANSWER: The City of Allentown is a mandated community under PA Act 101 as amended to recycle certain materials and commodities. A single technology or mixture of technologies that are integrated and have the ability to further sort out these recyclable materials prior to a WTE or WTF process would be acceptable and encouraged by the City.

9. **QUESTION:** On page 12, Section B: Scope of Work, the term "privately owned facility" is used; we assume that "private" as it is used here means not City-owned, but would like confirmation that there is nothing precluding a Public entity with a publically-owned facility from qualifying under this proposal?

   ANSWER: Correct, the reference means "not City-owned" and does not preclude a Public entity with a publically-owned facility from qualifying.

10. **QUESTION:** What is the length of the term that the City intends to enter into a disposal contract?

    ANSWER: The City has not yet decided on the length of the initial terms nor extensions for a disposal contract. However, due to the possibility of large capital investments, the City does realize a longer disposal contract term may be necessary.

11. **QUESTION:** If planning a Partnership with several other companies for this project, what submittal forms are required for the sub-contractor?

    ANSWER: It is addressed in the RFQ under organizational structure. Proposers should include bios of any sub-contractors who have a significant role in the project.

12. **QUESTION:** The City plans to issue an addendum on 4/8/15 after reviewing all inquiries from 4/6/15. This would give one (1) week to complete the RFQ. Would the City consider an additional two (2) weeks for a 4/29/15 submittal of the qualifications?

    ANSWER: The City will extend the date for Qualification Submittal to 4/29/15.

13. **QUESTION:** If proposal would include more than one (1) disposal outlet in the Allentown area, could responding company coordinate where the volumes would go on a daily basis?

ANSWER: The City will evaluate all RFQs and proposals and will make all decisions that are in the best interest of the City.

14. **QUESTION:** Does the current hauler commingle bulk waste with normal MSW when collected?

    ANSWER: Currently, MSW is collected twice a week. Residents are allowed to place out one (1) bulk item once a week on the second collection night. The bulk items are collected along with MSW.

15. **QUESTION:** What hours of operations would be needed for Saturday waste deliveries?

    ANSWER: Currently, the contractor may begin collections at 10:00 p.m. on Friday evenings and must complete the routes in that collection zone by 12:00 p.m. Saturday. However, the City reserves the right to change collection times and zones in the upcoming RFP process.

16. **QUESTION:** In Exhibit 3 on page 10, can you please explain the City Facilities and Public Space trash receptacles collected by City employees?

    ANSWER: City employees in the Bureau of Recycling and Solid Waste collect trash and recycling from the following City Facilities: City Hall, Bridgeworks and the Dept. of Public Works, Streets, Recycling and Solid Waste, Parks and Recreation, Golf Course, etc. These are collected in both rear load packer vehicles and roll-off containers. Public Space trash and recycling receptacles are those litter receptacles placed on City sidewalks, utility poles and in City parks. Trash is collected in rear load packer vehicles and trash/recycling receptacles are collected in a split-body vehicle that can collect both receptacles in one (1) pass and maintain separation of recycling from MSW.

17. **QUESTION:** What type of vehicles are used to collect these volumes?

    ANSWER: Please see answer to Question #16.

18. **QUESTION:** Is yard waste collected separately in the City? If so, does it have its own disposal outlet?

    ANSWER: Yes. The current contractor collects yard waste for 34 consecutive weeks (April-November) and two (2) weeks in January using a separate rear load packer vehicle. The contractor delivers the material to the City owned yard waste facility at 1401 Oxford Drive, Allentown, PA.

19. **QUESTION:** Has there been any type of characterization study performed for the MSW in Allentown?

    ANSWER: No

20. **QUESTION:** Would the City allow locating the facility outside the City limits?

ANSWER: Yes, within a reasonable distance.

21. **QUESTION:** If the facility was located within City limits would MSW from other localities be permitted to be hauled into the facility?

    ANSWER: The Responders should indicate their intensions in the RFQ response.

22. **QUESTION:** What kind of policies does the City have in regards to biomass boilers?

    ANSWER: Only local permit and zoning ordinances would apply to the City. The County has a Solid Waste Management Plan and State regulations would have to be followed.

23. **QUESTION:** What is the Recycling Rate for the City?

    ANSWER: The recycling rate for the City is approximately 20%.

24. **QUESTION:** Currently how is Recycling handled in the City?

    ANSWER: The current contractor collects dual stream recycling and maintains separation of the materials. One (1) stream is commingled cans, glass, and plastics and the second stream is cardboard, paperboard, newspaper, all white and colored paper and other paper fibers. Both streams are delivered to a City owned recycling transfer station. City staff from the Bureau of Recycling and Solid Waste haul the two (2) streams (utilizing walking floor trailers) to WM-Greenstar / Recycle America in Northampton, PA (commingled materials) and Liberty Recycling in Allentown, PA (OCC and paper).

25. **QUESTION:** How much weight would be given to the use of a Transfer Station developed in the City versus a Transfer Station outside the City Limits?

    ANSWER: No differential has been established yet for the purposes of the RFQ evaluation.

26. **QUESTION:** What Holidays is the waste not collected within the City?

    ANSWER: Currently, the City has night time collections. The Contractor observes four (4) holidays were MSW collections are cancelled on these nights and recycling collections are delayed one (1) night. These holidays are the nights of: Independence Day, Thanksgiving, Christmas Eve and New Year's Eve.

27. **QUESTION:** What Saturday hours would be necessary at a Transfer Station for disposal of waste from the City?

    ANSWER: Please see the answer to Question #15.

28. **QUESTION:** Is just MSW collected by the current hauler or is bulky materials picked up together?

ANSWER: Please see the answer to Question #14.

29. **QUESTION:** The proposal may include more than one transfer outlet in the Allentown area as well as different locations for disposal. Would this be an issue for the City?

ANSWER: Please see the answer to Question #13.

30. **QUESTION:** Would the City consider changing the MSW and Recycling collection schedules to support the development of more efficient transfer and disposal operations?

ANSWER: All options are being considered by the City of Allentown.

31. **QUESTION:** The RFQ mentions that there may be other locally generated feedstocks in the region that may be available for the project. Can the City comment at this time on the approximate annual tonnage associated with such feedstocks?

ANSWER: The City can only supply recycling information as reported to the City from the commercial and residential entities within the City. The following table shows the commercial and residential recycling tonnage submitted to the PA DEP under the Section 904 Grant reporting.

	2011	2012	2013
Commercial	11,140.4	12,553.5	12,841.1
Residential	8,819.4	8,964.3	9,105.3

32. **QUESTION:** Page 5 Section II, Subsection C-9: Does this allow the City to select multiple Contractors? i.e., Split an award?

ANSWER: Due to the small quantity of MSW generated by the City, it is not anticipated at this time that multiple contracts will be awarded.

33. **QUESTION:** Page 8 Section III, Subsection L-2. The intended Proposer does not keep public financial information. We would like this Section to be modified to allow the proposer, its Parent company or Guarantor to submit its Audited Financial information.

ANSWER: The City is acceptable to this modification.

34. **QUESTION:** Page 19 Section VIII, Subsection C-4, This Section seems to state that the Responder is required to submit, bid, payment and performance bonds and a renewable letter of credit. Standard industry practice is to require bonds or letters of credit, not both. Please explain what the need for both bonds and letters of credit would be?

ANSWER: The City requests an affidavit from a surety and bank, respectively, indicating that it is willing to issue the required bonds/ letters of credit.

35. **QUESTION:** Page 12, Section V-B Paragraph 5, please define a "reasonable "distance from the City?

ANSWER: 5 Miles - It is expected that a facility would be built in the City or next to it. Alternatively, the Responder may elect to support a distant Non-Landfill MSW Disposal Alternative Location with the use of a Transfer Station located within the City limits, which is agreeable to the City.

36. **QUESTION:** Because of the holidays and an already tight timetable we ask if the RFQ submittal date be changed to Friday, April, 24th.

ANSWER: Please see response to Question # 12.

Sincerely,

Beth Ann Strohl
Purchasing Agent

Please sign, date and return the below receipt acknowledging the Addendum via FAX to 610-437-7618, email to purchasing.agent@allentownpa.gov, or mail to the City of Allentown, Room 234, 435 Hamilton Street, Allentown, PA 18101 as receipt of this addendum for RFQ No. 2015-08.

Company Name LCSWMA

Address 1299 Harrisburg Pike
Lancaster, PA 17604

Signature Thomas F. Adams

Printed Name Thomas Adams

Title Senior Manager, Business Development

Phone 717-735-0180 FAX No. 717-397-9973

Email tadams@lcswma.org

Date 4/10/15