



# City of Greensboro

Melvin Municipal  
Office Building  
300 W. Washington Street  
Greensboro, NC 27401

## Agenda Report

File Number: 2022-979

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### Agenda Item# I. 1.

**Agenda Date:** 10/3/2022 **Department:** Field Operations

**Meeting Type:** Council Meeting **Category:** General Business Agenda

**Title:** 2022 – 979 Solid Waste Hauling Services Contract Resolution to Approve in the Estimated Amount of \$12,783,347.00 with Hilco Transport, Inc.

**Council Priority: Place an ‘x’ in the box.**

- Create an Environment to Promote Economic Development Opportunities and Job Creation
- Maintain Infrastructure and Provide Sustainable Growth Opportunities
- Promote Public Safety & Reduce Crime
- Exceptional Customer Service and a Diverse City Government Workforce
- Ensure Fiscal Stewardship, Transparency, & Accountability

**Council District:** All

**Public Hearing:** No

**Advertising Date/By:** N/A

**Contact 1 and Phone:** Julio Delgado, 336-373-4379

**Contact 2 and Phone:** Chris Marriott, 336-373-7612

**PURPOSE:**

The City of Greensboro Field Operations Department is requesting Council approve a vendor and funding for a three-year contract for Solid Waste Hauling Services. Services include hauling all the municipal solid waste (MSW) from the City’s transfer station to the contracted landfill in Randolph County. The current contract with Hilco Transport, Inc will expire October 13, 2022.

**BACKGROUND:**

Since 2006, the City of Greensboro has operated a solid waste transfer station located on Burnt Poplar Road. During this time the hauling of waste in specialized trailers has been contracted out. Since 2017, the City has had a disposal contract with Waste Management to haul the MSW to the Great Oak Landfill located in Randolph County, NC. In FY 2021-2022, the cost of hauling 236,885 tons of MSW from the City’s transfer station to the Great Oak Landfill was about \$2,957,378.

The Financial and Administrative Services Department-Procurement Services Division issued an RFP (Request for Proposals) #10712 on August 3, 2022. This service request was reviewed by the City's MWBE office and was sent to the Goal Setting Committee. The Goal Setting Committee set a combined M/WBE goal of 10% at the July 8, 2022 meeting.

One response was received for this RFP from Hilco Transport, Inc. The proposal by Hilco Transport, Inc was considered responsive by the Procurement Services Division and was evaluated by Field Operations, GDOT and MWBE personnel for completeness. Hilco Transport submitted contracting with a local WBE firm, Carolina Transport of Oak Ridge, Inc, with a 10% utilization goal.

Hilco Transport has been the hauler for this service since 2019 with minimal concerns from the City. Hilco Transport also previously provided MSW hauling services from 2006 through 2017. When the contract was recommended and signed in 2019, Hilco Transport, Inc was also the only responsive bidder on the project.

The annual cost of this contract is about a 26% increase over the prior year. This increase is due to higher costs across the transportation industry in the last 2 years as well as a more recent increase in the cost of diesel fuel in 2022. The FOD had estimated an increase of 30% based on industry observations and guidance from their solid waste consulting firm.

**BUDGET IMPACT:**

Funding for this service is budgeted under 551-4306-07.5429. Subsequent years funding will be contingent on Council approval of budget.

**ACCOUNT NUMBER:**

551-4306-07.5429

**RECOMMENDATION / ACTION REQUESTED:**

It is recommended that City Council approve the contract in the Estimated Amount \$12,783,347 with Hilco Transport, Inc. for the Municipal Solid Waste Hauling Services.