State of Maine Master Score Sheet

RFP# 202410186						
MEARNG Southern Maine Trash and Recycling						
	Pine Tree Waste, Inc. – A Casella Company	Waste Management of Maine, Inc.				
Proposed Cost:		\$201,620.64	\$220,152.12			
Scoring Sections	Points Available					
Section I: Preliminary Information	N/A	N/A	N/A			
Section II: Organization Qualifications and Experience	25	20	20			
Section III: Proposed Services	25	15	22.5			
Section IV: Cost Proposal	50	50	45.8			
TOTAL	<u>100</u>	<u>85</u>	<u>88.3</u>			

Award Justification Statement

RFP# 202410186, MEARNG Southern Maine Trash and Recycling

I. Summary

Through RFP#202410186 MEARNG Southern Maine Trash and Recycling, two (2) bidders responded: Pine Tree Waste, Inc. - A Casella Company and Waste Management of Maine, Inc. Through the RFP evaluation process Waste Management of Maine, Inc. was the highest overall scoring bidder and therefore determined to provide the best value to the State of Maine.

II. Evaluation Process

The RFP process with team consensus scoring was used by an evaluation team. The team was comprised by State employees who were a cross section of qualifications and expertise. The consensus method was used for the Organization, Qualification and Experience as well as the Proposed Services sections, taking into consideration the organization's qualifications and experience, and proposed services. The Cost proposal was evaluated by formula, as mentioned in the RFP.

III. Qualifications & Experience

- Provided examples of existing and past experience.
- They have been providing these services for multiple years.
- Waste Management of Maine, Inc. is familiar with the multiple sites as they have provided these services previously.

IV. Proposed Services

The evaluation team reviewed the services proposed in each packet received. The team was interested in the experience of the company's submitting proposals, the following details were of heightened interest:

- scheduled pick-up
- identification of dumpster purposes

Based on information received from each vendor, the team discussed the strengths and weaknesses of each proposal and assigned a score to each packet.

V. Cost Proposal

The cost proposal was scored by the RFP Coordinator based on the formula in the RFP. The successful bid was \$220,152.12 and received 45.8 points. Proposals for the trash and recycling ranged from \$201,620.64 to \$220,152.12.

VI. Conclusion

Out of 100 possible points, Waste Management of Maine, Inc. scored 88.3 points, which was the highest point total awarded by the Evaluation Team. The strengths of Waste Management of Maine, Inc.'s proposal include a detailed history of experience, schedule of pick-ups, readiness to swap out dumpsters as needed and a competitive cost proposal.

The Evaluation Team determined the proposal submitted by Waste Management of Maine, Inc. represents the best value to the State of Maine.



STATE OF MAINE DEPARTMENT OF DEFENSE, VETERANS AND EMERGENCY MANAGEMENT

Brigadier General Diane L. Dunn Commissioner

AWARD NOTIFICATION LETTER

9 January 2025

Cyndie Leonard Waste Management of Maine, Inc. 26 Patriot Place, Suite 300 Foxboro, MA 02035

SUBJECT: Notice of Conditional Contract Award under RFP # 202410186, MEARNG Southern Maine Trash and Recycling

Dear Ms Leonard:

This letter is in regard to the subject Request for Proposals (RFP), issued by the State of Maine Department of Defense, Veterans and Emergency Management for MEARNG Southern Maine Trash and Recycling. The Department has evaluated the proposals received using the evaluation criteria identified in the RFP, and the Department is hereby announcing its conditional contract award to the following bidder:

• Waste Management of Maine, Inc.

The bidder listed above received the evaluation team's highest ranking. The Department will be contacting the aforementioned bidder soon to negotiate a contract. As provided in the RFP, the Notice of Conditional Contract Award is subject to execution of a written contract and, as a result, this Notice does NOT constitute the formation of a contract between the Department and the apparent successful vendor. The vendor shall not acquire any legal or equitable rights relative to the contract services until a contract containing terms and conditions acceptable to the Department is executed. The Department further reserves the right to cancel this Notice of Conditional Contract Award at any time prior to the execution of a written contract.

As stated in the RFP, following announcement of this award decision, all submissions in response to the RFP are considered public records available for public inspection pursuant to the State of Maine Freedom of Access Act (FOAA). 1 M.R.S. §§ 401 et seq.; 5 M.R.S. § 1825-B (6).

This award decision is conditioned upon final approval by the State Procurement Review Committee and the successful negotiation of a contract. A Statement of Appeal Rights has been provided with this letter; see below.

Thank you for your interest in doing business with the State of Maine.

Sincerely,

Jonathan Edwards Contract / Grant Specialist Department of Defense, Veterans and Emergency Management 194 Winthrop St. Camp Keyes Augusta, Maine 04330 207-430-5577 Jonathan.edwards@maine.gov

STATEMENT OF APPEAL RIGHTS

Any person aggrieved by an award decision may request an appeal hearing. The request must be made to the Director of the Bureau of General Services, in writing, within 15 days of notification of the contract award as provided in 5 M.R.S. § 1825-E (2) and the Rules of the Department of Administrative and Financial Services, Bureau of General Services, Office of State Procurement Services [formerly the Division of Purchases], Chapter 120, § (2) (2).



STATE OF MAINE DEPARTMENT OF DEFENSE, VETERANS AND EMERGENCY MANAGEMENT

Diane L. Dunn Brigadier General Commissioner

AWARD NOTIFICATION LETTER

9 January 2025

Bill Waning Pine Tree Waste, Inc. - A Casella Company 6 Gerald Terrace Fairfield, ME 04927

SUBJECT: Notice of Conditional Contract Award under RFP # 202410186, MEARNG Southern Maine Trash and Recycling

Dear Mr Waning:

This letter is in regard to the subject Request for Proposals (RFP), issued by the State of Maine Department of Defense, Veterans and Emergency Management for MEARNG Southern Maine Trash and Recycling. The Department has evaluated the proposals received using the evaluation criteria identified in the RFP, and the Department is hereby announcing its conditional contract award to the following bidder:

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RFP #: 202410186 RFP TITLE: MEARNG Southern Maine Trash and Recycling BIDDER: Waste Management of Maine, Inc. DATE: 11 December 2024

SUMMARY PAGE

Department Name: Department of Defense, Veterans and Emergency Management - Military Bureau **Name of RFP Coordinator:** Jonathan Edwards

Names of Evaluators: D. Keith, A. Moore, M. Turmelle						
Pass/Fail Criteria	Pass	<u>Fail</u>				
Section I. Preliminary Information (Eligibility) – N/A						
Scoring Sections	<u>Points</u> <u>Available</u>	<u>Points</u> <u>Awarded</u>				
Section II. Organization Qualifications and Experience	25	20				
Section III. Proposed Services	25	22.5				
Section IV. Cost Proposal	50	45.8				
Total Points	<u>100</u>	<u>88.3</u>				

RFP #: 202410186 RFP TITLE: MEARNG Southern Maine Trash and Recycling BIDDER: Waste Management of Maine, Inc. DATE: 11 December 2024

OVERVIEW OF SECTION I Preliminary Information

Section I. Preliminary Information - N/A

Evaluation Team Comments:

• No Specific Eligibility Requirements were Requested

RFP #: 202410186 RFP TITLE: MEARNG Southern Maine Trash and Recycling BIDDER: Waste Management of Maine, Inc. DATE: 11 December 2024

EVALUATION OF SECTION II Organization Qualifications and Experience

	<u>Points</u> <u>Available</u>	<u>Points</u> <u>Awarded</u>
Section II. Organization Qualifications and Experience	25	20

- I. Organization Qualifications and Experience (25 points)
 - A. Overview of Organization and 3 example projects
 - Listed 3 good examples, Colby College, BIW, 15 years of service w/ DoD
 - multiple drivers w/ over 30 years of service
 - single point of contact for entire account
 - B. Subcontractors
 - None listed
 - C. Organizational Chart
 - provided
 - D. Litigation (within the last 5 years)
 - Not provided
 - E. Certificate of Insurance
 - provided

RFP #: 202410186 RFP TITLE: MEARNG Southern Maine Trash and Recycling BIDDER: Waste Management of Maine, Inc. DATE: 11 December 2024

EVALUATION OF SECTION III Proposed Services

	<u>Points</u> <u>Available</u>	<u>Points</u> <u>Awarded</u>
Section III. Proposed Services	25	22.5

- I. Proposed Services (25 points)
 - A. Schedule sizing dumpsters locations
 - Detailed and picked up that there was a new dumpster that is at Camp Keyes that we missed. Gave separate price if we wanted to add it to the CT.
 - Swap out containers good
 - Pick-up w/in 24 hrs good
 - B. Dumpster identification signage
 - All containers are covered and labeled
 - Recycle dumpsters will be clearly marked
 - C. Safety Spill Prevention
 - No specifics
 - D. Reporting
 - Nothing detailed or listed

RFP #: 202410186 RFP TITLE: MEARNG Southern Maine Trash and Recycling BIDDER: Waste Management of Maine, Inc. DATE: 11 December 2024

EVALUATION OF SECTION IV Cost Proposal

Lowest Submitted Cost Proposal	/	Cost Proposal Being Scored	х	Score Weight	=	Score
\$201,620.64	1	\$220,152.12	x	50 points	=	45.8

RFP #: 202410186 RFP TITLE: MEARNG Southern Maine Trash and Recycling BIDDER: Pine Tree Waste, Inc.- A Casella Company DATE: 11 December 2024

SUMMARY PAGE

Department Name: DVEM Name of RFP Coordinator: J. Edwards Names of Evaluators: Andrew Moore, Mark Turmelle, David Keith

Pass/Fail Criteria	Pass	<u>Fail</u>
Section I. Preliminary Information (Eligibility)		
• N/A		
•		
•		
Scoring Sections	<u>Points</u> <u>Available</u>	<u>Points</u> <u>Awarded</u>
Section II. Organization Qualifications and Experience	25	20
Section III. Proposed Services	25	15
Section IV. Cost Proposal	50	50
Total Points	<u>100</u>	<u>85</u>

RFP #: 202410186 RFP TITLE: MEARNG Southern Maine Trash and Recycling BIDDER: Pine Tree Waste, Inc. - A Casella Company DATE: 11 December 2024

OVERVIEW OF SECTION I Preliminary Information

Section I. Preliminary Information

Evaluation Team Comments:

• No Specific Eligibility Requirements were Requested

RFP #: 202410186 RFP TITLE: MEARNG Southern Maine Trash and Recycling BIDDER: Pine Tree Waste, Inc. - A Casella Company DATE: 11 December 2024

EVALUATION OF SECTION II Organization Qualifications and Experience

	<u>Points</u> <u>Available</u>	<u>Points</u> <u>Awarded</u>
Section II. Organization Qualifications and Experience	25	20

- I. Overview of the Organization
 - Examples were same size one local client (SOM) but they didn't specify the department
 - Decent size team liked multi sustainability reports w/ New Balance®
 - Been around a long time 44 states
 - Resource mgmt. referenced would be interested in knowing about what they
 could offer with the resource management group, has not been utilized in the
 past.
- II. Subcontractors
 - None listed
- III. Organizational Chart
 - Provided each driver isn't listed, just generic
 - Multiple coords or only one person not specified if there will be one point person for PTW or will there be multiple people depending on the location.
- IV. Litigation
 - None listed
- V. Certificate of Insurances
 - provided

RFP #: 202410186 RFP TITLE: MEARNG Southern Maine Trash and Recycling BIDDER: Pine Tree Waste, Inc. - A Casella Company DATE: 11 December 2024

EVALUATION OF SECTION III Proposed Services

	<u>Points</u> <u>Available</u>	<u>Points</u> <u>Awarded</u>
Section III. Proposed Services	25	15

- I. Schedule sizing dumpsters locations
 - No proposed services were detailed was a cover letter at best
 - Their cost proposal used our listing of dumpsters/sizing/location/pick up schedule
 - Basic just did what was provided on the cost
- II. Dumpster Identification signage
 - Didn't provide separate info
- III. Safety Spill Prevention
 - all trucks are equipped w/ spill kits if needed
 - Need to specify all trucks must have their bid didn't detail the specification as to "needed"
- IV. Reporting
 - provide sustainability reports for each customer's needs

RFP #: 202410186 RFP TITLE: MEARNG Southern Maine Trash and Recycling BIDDER: Pine Tree Waste, Inc. - A Casella Company DATE: 11 December 2024

EVALUATION OF SECTION IV Cost Proposal

Lowest Submitted Cost Proposal	/	Cost Proposal Being Scored	х	Score Weight	=	Score
\$201,620.64	1	\$201,620.64	x	50 points	II	50

RFP #: 202410186 RFP TITLE: MEARNG Southern Maine Trash and Recycling BIDDER NAME: Waste Management of Maine, Inc. DATE: 11 December 2024 EVALUATOR NAME: Andrew Moore EVALUATOR DEPARTMENT: DVEM - Military Bureau - Environmental

Individual Evaluator Comments:

File 1. Appendix A & B. Included

- File 2. Organization Qualifications and Experience. Included.
- File 3. Proposed Services. Included.
- File 4. Cost Proposal. Included
 - I. Organization Qualifications and Experience (25 points)
 - Overview of Organization and 3 example projects
 - Large national company with local control.
 - 15-years of service to Department. Employees with 30-years' experience.
 - Three example projects for larger organizations, some with multiple locations. Not much detail given for projects.
 - •
 - Subcontractors
 - No subcontractors listed.
 - •
 - •
 - Organizational Chart
 - Basic chart provided with sales manager, contract lead and district manager.
 - <u>Litigation (within the last 5 years)</u>
 - None provided.
 - <u>Certificate of Insurance</u>
 - Included.
 - Other comments
 - II. <u>Proposed Services (25 points)</u>
 - <u>Schedule sizing dumpsters locations</u>
 - <u>Sizing matched proposal. Corrected one proposal error, shows</u> <u>thorough review of contract.</u>
 - <u>Single Sort recycling dumpsters provided.</u>
 - <u>Schedule. Not indicated, but inferred will follow proposal.</u>
 - <u>Dumpster identification signage</u>
 - Noted recycling clearly marked.
 - •
 - Safety Spill Prevention

RFP #: 202410186 RFP TITLE: MEARNG Southern Maine Trash and Recycling BIDDER NAME: Waste Management of Maine, Inc. DATE: 11 December 2024 EVALUATOR NAME: Andrew Moore EVALUATOR DEPARTMENT: DVEM - Military Bureau - Environmental

- Not mentioned in proposed services.
- <u>Reporting</u>
 - Not mentioned in proposed services. Qualifications form notes working with customers for sustainable environment.
- Other comments
 - No charge for delivery or swap of containers
 - Additional pickups within 24-hours.

RFP #: 202410186 RFP TITLE: MEARNG Southern Maine Trash and Recycling BIDDER NAME: Waste Management of Maine, Inc. DATE: 11 December 2024 EVALUATOR NAME: David Keith EVALUATOR DEPARTMENT: DVEM - Military Bureau - DFE

Individual Evaluator Comments:

•

- I. Organization Qualifications and Experience (25 points)
 - Overview of Organization and 3 example projects
 - Drivers with almost 30 years experience
 - <u>Point of contact account manager</u>
 - <u>15 years of service to the Department Of Defense</u>
 - <u>Subcontractors</u>
 - •
 - <u>None</u>
 - Organizational Chart
 - <u>Provided</u>
 - <u>Litigation (within the last 5 years)</u>
 <u>None</u>
 - <u>Certificate of Insurance</u>
 - <u>Provided</u>
 - Other comments
- II. <u>Proposed Services (25 points)</u>
 - <u>Schedule sizing dumpsters locations</u>
 - <u>Proposed services follow RFP for sizing</u>
 - For dumpsters for each location
 - <u>Dumpster identification signage</u>
 - <u>Recycle dumpsters will be marked</u>
 - •
 - <u>Safety Spill Prevention</u>
 - <u>None listed</u>
 - <u>Reporting</u>
 - <u>None listed</u>

RFP #: 202410186 RFP TITLE: MEARNG Southern Maine Trash and Recycling BIDDER NAME: Waste Management of Maine, Inc. DATE: 11 December 2024 EVALUATOR NAME: Mark Turmelle EVALUATOR DEPARTMENT: DVEM - Military Bureau - DFE

Individual Evaluator Comments:

- I. Organization Qualifications and Experience (25 points)
 - Overview of Organization and 3 example projects
 - Excellent qualifications of similar size jobs
 - <u>15 years of service to the Department of Defense</u>
 - Drivers with 30 years of experience
 - <u>Subcontractors</u>
 - •
 - <u>None listed</u>
 - Organizational Chart
 - Chart was provided
 - <u>Litigation (within the last 5 years)</u>
 - <u>none</u>
 - <u>Certificate of Insurance</u>
 - <u>Certificate of insurance provided</u>
 - Other comments
- II. Proposed Services (25 points)
 - <u>Schedule sizing dumpsters locations</u>
 - <u>Proposed services follows RFP for the sizing of dumpsters for</u> <u>each location</u>,
 - 000111000
 - <u>Dumpster identification signage</u>
 - <u>Recycle dumpsters will be clearly marked</u>
 - •
 - <u>Safety Spill Prevention</u>
 - <u>No specifics listed</u>
 - <u>Reporting</u>
 - <u>No specifics listed</u>

RFP #: 202410186 RFP TITLE: MEARNG Southern Maine Trash and Recycling BIDDER NAME: Pine Tree Waste, Inc.- A Casella Company DATE: 11 December 2024 EVALUATOR NAME: Andrew Moore EVALUATOR DEPARTMENT: DVEM – Military Bureau - Environmental

Individual Evaluator Comments:

File 1. Appendix A & B. Includes Certificate of Insurance, Organizational Chart, Appendix C

File 2. Organization Qualifications and Experience. **File not included**. Organization and Qualifications in File 1.

File 3. Proposed Services. File included.

File 4. Cost Proposal. Included

- *I.* Organization Qualifications and Experience (25 points)
 - Overview of Organization and 3 example projects
 - One of largest trash and recycling companies in northeast.
 - Largest recycler in eastern US.
 - Seeks to create sustainable value.
 - Three detailed examples. Two are state agencies. One does not include location.
 - New Balance includes monthly sustainability reports and solutions to for waste reduction and recycling.
 - Subcontractors
 - No subcontractors listed.
 - •
 - •
 - Organizational Chart
 - Provided. Lists CEO, division manager, operations manager,
 - territory sales rep, and commercial dispatcher. Includes phone numbers and licensure / certification numbers.
 - Litigation (within the last 5 years)
 - None provided.
 - Certificate of Insurance
 - Provided.
 - Other comments
- II. Proposed Services (25 points)
 - Schedule sizing dumpsters locations
 - No details provided in file.
 - •
 - Dumpster identification signage

RFP #: 202410186 RFP TITLE: MEARNG Southern Maine Trash and Recycling BIDDER NAME: Pine Tree Waste, Inc.-A Casella Company DATE: 11 December 2024 EVALUATOR NAME: Andrew Moore EVALUATOR DEPARTMENT: DVEM – Military Bureau - Environmental

- No details provided in file.
- Safety Spill Prevention
 - Indicated providing spill kits if needed.
- Reporting

.

• Provide sustainability reports per customers needs.

RFP #: 202410186 RFP TITLE: MEARNG Southern Maine Trash and Recycling BIDDER NAME: Pine Tree Waste, Inc.-A Casella Company DATE: 11 December 2024 EVALUATOR NAME: David Keith EVALUATOR DEPARTMENT: DVEM – Military Bureau - DFE

Individual Evaluator Comments:

- I. Organization Qualifications and Experience (25 points)
 - Overview of Organization and 3 example projects
 - Overview of company provided
 - Examples provided
 - •
 - Subcontractors
 - •
 - None
 - •
 - Organizational Chart
 - Provided
 - Litigation (within the last 5 years)
 - None
 - Certificate of Insurance
 - Provided
 - Other comments
- II. Proposed Services (25 points)
 - Schedule sizing dumpsters locations
 - None listed
 - Dumpster identification signage
 - None listed
 - Safety Spill Prevention
 - Vehicles are all equipped
 - Reporting
 - Will provide sustainability reports

RFP #: 202410186 RFP TITLE: MEARNG Southern Maine Trash and Recycling BIDDER NAME: Pine Tree Waste-Casella DATE: 11 December 2024 EVALUATOR NAME: Mark Turmelle EVALUATOR DEPARTMENT: DVEM – Military Bureau - DFE

Individual Evaluator Comments:

- I. Organization Qualifications and Experience (25 points)
 - Overview of Organization and 3 example projects
 - Background of the company was provided
 - 3 examples provided one didn't give a location of facility
 - •
 - Subcontractors
 - •
 - None listed
 - •
 - Organizational Chart
 - Good org. chart
 - Litigation (within the last 5 years)
 - Did not give
 - Certificate of Insurance
 - Certification of insurance given
 - Other comments
 THIS PROPOSAL IS INCOMPLETE
- II. Proposed Services (25 points)

•

- Schedule sizing dumpsters locations
 - Did not list any proposed services
- Dumpster identification signage
 - ٠
 - Did not list
- Safety Spill Prevention
 - All trucks will have spill kits on board
- Reporting
 - Will provide sustainability reports



STATE OF MAINE DEPARTMENT OF DEFENSE, VETERAND AND EMERGENCY MANAGEMENT

Diane L. Dunn Commissioner

AGREEMENT AND DISCLOSURE STATEMENT **RFP #: 202410186 RFP TITLE: Southern Maine Trash and Recycling**

I. (print name at right)

David Keitte

accept the offer to become a member of the Request for Proposals (RFP) Evaluation Team for the State of Maine Department of Defense, Veterans and Emergency Management. I do hereby accept the terms set forth in this agreement AND hereby disclose any affiliation or relationship I may have in connection with a bidder who has submitted a proposal to this RFP.

Neither I nor any member of my immediate family have a personal or financial interest, direct or indirect, in the bidders whose proposals I will be reviewing. "Interest" may include, but is not limited to: current or former ownership in the bidder's company; current or former Board membership; current or former employment with the bidder; current or former personal contractual relationship with the bidder (example: paid consultant); and/or current or former relationship to a bidder's official which could reasonably be construed to constitute a conflict of interest (personal relationships may be perceived by the public as a potential conflict of interest).

I have not advised, consulted with or assisted any bidder in the preparation of any proposal submitted in response to this RFP nor have I submitted a letter of support or similar endorsement.

I understand and agree that the evaluation process is to be conducted in an impartial manner without bias or prejudice. In this regard, I hereby certify that, to the best of my knowledge, there are no circumstances that would reasonably support a good faith charge of bias. I further understand that in the event a good faith charge of bias is made, it will rest with me to decide whether I should be disgualified from participation in the evaluation process.

I agree to hold confidential all information related to the contents of Requests for Proposals presented during the review process until such time as the Department formally releases the award decision notices for public distribution.

and Ke

Signature

12-11-2024

Date



STATE OF MAINE DEPARTMENT OF DEFENSE, VETERAND AND EMERGENCY MANAGEMENT

Diane L. Dunn Commissioner

AGREEMENT AND DISCLOSURE STATEMENT RFP #: 202410186 RFP TITLE: Southern Maine Trash and Recycling

I, (print name at right) Mark Turnelle

to become a member of the Request for Proposals (RFP) Evaluation Team for the State of Maine Department of Defense, Veterans and Emergency Management. I do hereby accept the terms set forth in this agreement AND hereby disclose any affiliation or relationship I may have in connection with a bidder who has submitted a proposal to this RFP.

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Signature

11 December 2024 Date



STATE OF MAINE **DEPARTMENT OF DEFENSE**, VETERAND AND EMERGENCY MANAGEMENT

Diane L. Dunn Commissioner

AGREEMENT AND DISCLOSURE STATEMENT RFP #: 202410186 **RFP TITLE: Southern Maine Trash and Recycling**

I, Andrew Moore

accept the offer to become a member of the Request for Proposals (RFP) Evaluation Team for the State of Maine Department of Defense, Veterans and Emergency Management. I do hereby accept the terms set forth in this agreement AND hereby disclose any affiliation or relationship I may have in connection with a bidder who has submitted a proposal to this RFP.

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Signature

<u>|2/11/2 y</u> Date