



# Report to the Board of Directors

Recommendation to Award a Contract  
for Refuse and Recycling Removal Services  
at  
Washington Dulles International Airport,  
Ronald Reagan Washington National Airport,  
and the Dulles Toll Road

February 2019



## PURPOSE

The Business Administration Committee approved and recommends to the Board of Directors that the Airports Authority enter into a contract with Bates Trucking Company, Inc. (Bates) for refuse and recycling removal services at Washington Dulles International Airport (Dulles International), Ronald Reagan Washington National Airport (Reagan National), and the Dulles Toll Road. This contract consists of a three-year base term and one two-year option period.



## BACKGROUND

- Refuse and recycling removal service requirements include providing, servicing, and maintaining refuse and recycling containers for use by the Airports Authority, airlines, concessionaires and other tenants.
- The solicitation required the Contractor to:
  - Furnish, service and maintain 78 standard containers at Dulles International.
  - Service and maintain 32 compaction-type containers owned by the Airports Authority.
  - Furnish, service and maintain over 40 temporary containers during special events, such as Dulles Day; and four containers at the Dulles Toll Road.
  - Provide, service and maintain 21 compaction-type containers and 39 standard containers of various sizes at Reagan National, with capacity to provide and service additional temporary containers, as necessary.



## **BACKGROUND (Cont.)**

- In June 2017, the Committee concurred with staff's recommendation to issue a solicitation for refuse and recycling removal services at Dulles International, Reagan National, and the Dulles Toll Road using the Lowest Price Technically Acceptable (LPTA) method.
- Offerors under the LPTA process are judged on an acceptable-unacceptable basis only. Award is made to the lowest price, technically acceptable and responsible offeror.
- The Department of Supplier Diversity established a 30 percent Local Disadvantaged Business Enterprise (LDBE) participation requirement for this contract.



## DISCUSSION

- A Request for Proposals (RFP) was issued on September 18, 2017, and two proposals were received on November 17, 2017.
- The Technical Evaluation Committee determined only one offeror was deemed technically acceptable to perform the requirements as stated in the solicitation.
- Prior to obtaining Board approval to enter into a contract, the acceptable offeror subsequently notified the Airports Authority that it would not honor the final negotiated amount.
- As a result, the solicitation was cancelled on March 19, 2018.



## **DISCUSSION (Cont.)**

- On June 5, 2018, the Office of Supply Chain Management held a widely attended Refuse Removal and Recycling Services Information Session in an attempt to increase interest in the upcoming re-solicitation.
- A second RFP was issued on July 30, 2018, and three proposals were received on October 17, 2018.



## EVALUATION

- Proposals were evaluated using the following criteria:
  1. Past Performance and Qualification
  2. Project Understanding
  3. Management Plan
- The Technical Evaluation Committee determined that Bates Trucking Company, Inc. (Bates) was technically acceptable. Bates also provided the lowest price.
- Bates is a certified LDBE firm and plans on performing all the work.



## EVALUATION (Cont.)

- The proposed three-year base total is \$4,015,389 for Dulles International, \$2,028,942 for Reagan National and \$80,248 for the Dulles Toll Road.
- The total value for the five-year contract is \$10,370,110.



## RECOMMENDATION

The Business Administration Committee approved and recommends to the Board of Directors that the Airports Authority enter into a contract with Bates Trucking Company, Inc. for refuse and recycling removal services at Washington Dulles International Airport, Ronald Reagan Washington National Airport, and the Dulles Toll Road.



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## Proposed Resolution

### Selecting a Firm to Provide Refuse and Recycling Removal Services at Washington Dulles International Airport, Ronald Reagan Washington National Airport, and the Dulles Toll Road

WHEREAS, In June 2017, the Business Administration Committee concurred with staff's recommendation to issue a solicitation for refuse and recycling removal services at Washington Dulles International Airport (Dulles International), Ronald Reagan Washington National Airport (Reagan National) and the Dulles Toll Road, using the Lowest Price Technically Acceptable Method;

WHEREAS, The refuse and recycling removal service requirements include providing, servicing and maintaining refuse and recycling containers for use by the Airports Authority, airlines, concessionaires and other tenants;

WHEREAS, A Request for Proposals (RFP) was issued on September 18, 2017, and two proposals were received on November 17, 2017;

WHEREAS, The Technical Evaluation Committee determined only one offeror was deemed technically acceptable to perform the requirements stated in the solicitation;

WHEREAS, Prior to obtaining Board approval to enter into a contract, the acceptable offeror subsequently notified the Airports Authority that it would not honor the final negotiated contract amount, and the RFP was canceled on March 19, 2018;

WHEREAS, A second RFP was issued on July 30, 2018, and three proposals were received on October 17, 2018;

WHEREAS, The Technical Evaluation Committee evaluated the non-price factors of the proposals and determined that only Bates Trucking Company, Inc. was deemed technically acceptable to perform the requirements as stated in the RFP;

WHEREAS, The Contracting Officer performed a price analysis of the Bates Trucking Company, Inc. offer and determined that it was fair and reasonable;

WHEREAS, Bates Trucking Company, Inc. is a certified Local Disadvantaged Business Enterprise firm and plans to perform all of the work associated with the contract;

WHEREAS, The Business Administration Committee is satisfied with the results of the competitive procurement process, as presented at its January 16, 2019 meeting and recommended that the Board of Directors approve the selection of Bates Trucking Company, Inc.; now, therefore, be it

RESOLVED, That the selection of Bates Trucking Company, Inc. to provide refuse and recycling removal services for a proposed three-year base contract for a total of \$4,015,389 for Dulles International, \$2,028,942 for Reagan National and \$80,248 for the Dulles Toll Road, with a total value of \$10,370,110 for the five-year contract is approved; and

2. That the President and Chief Executive Officer is authorized and directed to enter into a contract with Bates Trucking Company, Inc., consistent with the terms presented to the Business Administration Committee at its January 16, 2019 meeting.

*For Consideration by the Board of Directors on February 20, 2018  
Recommended by the Business Administration Committee on January 16, 2019*