



Georgian Bluffs

DEEPLY ROOTED. SUSTAINABLY GROWING.

WASTE COLLECTION RFP

APRIL 9TH 2025

Circular Recovery Act 2016

- In 2016, the Province introduced and passed the Circular Recovery Act
- This has been, and continues to be followed by various regulations that have changed the waste industry landscape seeking to dramatically decrease waste going to landfill by adopting Producer Responsible models;
 - Tires moved to producer responsible in 2019
 - Single use Batteries in 2020
 - Many electronics in 2021, Hazardous products in 2021
- Blue Box programs complete transition on December 31st, 2025

Waste Diversion Transition Act 2016

- Goal is to transition Ontario to zero-waste over time.
- Seeking to reduce, significantly, waste to landfill; 75% of all waste still ends up in landfills, a number that has not seen improvement in a decade
- Aim is to reduce waste to landfill – to divert – 80% of waste by 2050.
- Household organic waste is a focus
- Updated strategy planned for 2027 to implement additional measures
- Driven in part by provincial targets for GHG emission reduction
- Township has seen waste reduced by 5% since 2021.

TRANSITIONING WASTE

Implementation of legislative changes since 2016 has been slow through regulation given the significant, province wide impacts and widescale change needed within and across communities.

As waste management practices evolve and change, the costs, complexity and demands on the waste management industry also change and shift.

Georgian Bluffs relies on external waste collection companies for its needs and procures services in a transparent manner guided by procurement policies.



BACKGROUND

- Previous (pre-2019) service was provided by two providers Miller Waste (recycling) and Bruce Waste (household waste)
- Bruce Waste took household waste to the Township landfill site; this was closed in 2017.
- In 2020 a tender for services was issued. Two options for service were provided; \$650,112 for two providers of services or a combined service for \$502,009.
- Council awarded a combined contract to Waste Management for a period of 5 years, offering savings of \$740,515 over the alternatives.



EXISTING SERVICE

- A combined collection service: single trucks with two compartments, one for recycling and one for household waste. Recycling is 'blended' and sorted at a transfer station.
 - Household waste is collected weekly at roadside. Each property can place up to 4 tagged (\$2.25) bags each week.
 - Recycling is collected bi-weekly at roadside. Each property may place unlimited (within reason) blue boxes for collection.
- Leaf and Yard waste is supported as a shared service with Owen Sound.
- Hazardous waste is supported as a shared service with Owen Sound.
- Large items, other waste (construction, DIY, etc.) is commercially managed under user fee model at Transfer Stations (Miller Waste, Owen Sound).



EXISTING SERVICE

- Collect waste from approximately 5,585 properties including residential (including private and seasonal roads), commercial, institutional and industrial (ICI).
 - Some changes to collection will be required in future and Council may consider ceasing collection to ICI or other areas to help manage costs
- Shared contract with Cobble Beach Block 75 Condominium; Condo pays a service fee, Township pays disposal, residents pay bag tags.
 - RFP has ensured that this relationship could continue with separate service fees for Condo to be determined based on future service model



How do we pay for service?

In 2025 we expect to pay:

- \$782,750 in total, made up of:
 - **\$384,750 for household waste collection**
 - **\$137,000 for household waste disposal**
 - \$261,000 for recycling collection
 - There are no costs associated with recycling disposal

In 2025 we expect to generate revenue:

- \$623,000 in total, made up of:
 - **\$335,000 from bag tag sales**
 - \$288,000 through our transition agreement with CMO

The balance is funded from property tax revenue.

WHAT IS ALREADY CHANGING?

- In 2024 and 2025, the Township has provided Blue Box recycling to residents during transition to Producer Responsible collection services.
- Produce Responsible collection starts in January 2026. The Province will be assuming all responsibility for Blue Box recycling in 2026 through a partner, Circular Materials Ontario (CMO).
- CMO have issued multiple contracts for Blue Box collections after tender and RFP processes.
- For Georgian Bluffs and surrounding communities Waste Management will provide collections and, Waste Management provide the transfer location.
 - Blue Box services must be similar in service level to pre-2026.
 - Georgian Bluffs expects that blue box materials will be collected bi-weekly from roadsides.
 - Waste Management have confirmed that a blended collection will continue using automated vehicles and wheeled carts. Blue Boxes will no longer be collected once the transition to carts is complete.
- **The Township will have no role to play in Blue Box recycling in 2026 onwards. It is also noted that ICI will no longer be serviced.**



RFP Process

- Public engagement key findings:
 - Generally neutral to happy with existing services
 - Interest in organic collection, and revisiting waste collection frequency
 - Many folks happy with collections, however some residents have strong negative feelings having experienced multiple missed collections.
 - Concerns over customer services around waste, particularly when issues arise.
 - Many comments on need to reduce waste, reduce plastic, have better options to help divert waste.

RFP Process

- Complaint Review:
 - Around 1/3 of concerns to the Township are on waste, and most of these are missed waste collection concerns.
 - Complaints reflect less than 1% of collections made annually (300 complaints, ~285,000 collections completed)
- Staffing Review:
 - Challenging to manage from customer service perspective as Township not in control of collections
 - Lack of data to inform understanding of collection challenges
 - Inaccurate route data for drivers
 - Lack of real time access to data to support public queries
 - Lack of clear performance criteria or metric to manage contract

RFP Process

- RFP Posted in January and closed late February
 - RFP provided for a range of waste collection services to build a future service contract on
 - RFP included clear performance expectations and liquidated damages for sub-standard performance
- Staff connected with past contractors as well as all contractors working across a wide geographic area
- Two responses on closing

RFP Process

- RFP had mandatory and non-mandatory elements
- RFP included a Technical Submission and a Financial Submission
- A minimum score on the Technical submission was required prior to the Financial Submission being opened
- Financial Submissions were not reviewed until after the Technical scoring was completed by a panel

TECHNICAL SUBMISSION

- Both Company A and Company B provided similar responses and were closely matched
- Company B scored slightly higher overall in Technical areas
- Company A stood out for:
 - A clear commitment to service delivery
 - Strong supervisory support for service delivery
 - Less clear environmental commitment and progress
- Company B stood out for:
 - Clearer environmental and climate change commitments with measured progress
 - Transition already underway to vehicle fleet being powered by landfill gas (70% of fleet in 2025)
 - A greater range of support facilities and services
 - Technological support for service delivery



MANUAL COLLECTION

	Company A	Company B
Bag weekly collection (Scenario 1)	\$1,357,156	No bid
Bag weekly collection – 1 side of road	\$1,188,848	No bid
Bag bi-week, organic weekly (Scenario 2)	\$1,772,441	No bid

- Estimated that \$335,000 of revenue for bag tags could be retained first two lines
- Manual collection of organics possible, but not priced.
- Bag tag revenue likely reduced by 50% in Scenario 2



AUTOMATED COLLECTION

	Company A	Company B
Weekly blended collection (Scenario 3)	\$1,459,087	\$618,194
Weekly organic, bi-week household (Scenario 4)	\$1,889,632	\$810,939

- Company A can provide reduced rates for seasonal organics (less \$42,000 per year), and for one side of the road collection (\$173,799 per year less, Scenario 3 only).



SERVICE ENHANCEMENTS

	Company A	Company B
Large Item, 4 per house, once per year	\$314,212.00	\$45,000
Household Hazardous Waste	No bid	No bid

- Overall, under all scenarios, including accounting for lost bag tag revenue, Company B scored more highly in Financial assessments.



RECOMMENDATION TO MOVE FORWARD WITH COMPANY B

- Company B scored most highly through process with slightly higher scores for Technical submission and much higher scores for Financial submission.
- Recommendation: Weekly automated organics, biweekly household with an annual curbside large item collection
 - Alternative: Weekly blended (no organics) collection
- 5 Year + two 1-year rights to extend based on satisfactory performance and a pre-agreed cost escalation
- Carts would be provided; option to consider purchase of larger carts per household to be explored.
 - It is anticipated that service delivery costs may decrease after year 5 as cart capital costs will have been fully recouped
- Eliminate bag tags for residents and absorb costs under tax base



POTENTIAL FUNDING

- Future waste collection costs are significantly higher than past costs and, with an automated collection, do not have an offsetting revenue stream through garbage tag sales.
- Based on the recommendation, staff would suggest that this be funded:
 - By using reserves to spread increase costs over 5 years (thru 2031)
 - By implementing a ~1.5% tax levy thru 2031 to offset increased costs
- A 1.5% tax levy is approximately equal to ~\$32.00 annually per average household in 2025 terms.
- One bag tag used every two weeks, is \$58.50 annually. Four bag tags weekly, is \$468 annually.
 - i.e. for any household placing one or more bags of garbage out every two weeks; the tax levy proposed **will be less than the cost of garbage tags would have been.**
- Staff will seek through next steps to identify potential cost savings, and offsetting revenue opportunities and will bring these to Council in early summer, 2025 for consideration.

