

CITY OF WAUWATOSA DPW

PROPOSAL RESPONSE DOCUMENT: YARD WASTE MANAGEMENT SERVICES

Respondent's Business/Organization:

The Farm's Custom Work DBA Blue Ribbon Organics

Printed Name of Respondent: James Jutrzonka

Title of Respondent: Owner **Date:** 7/12/2023

Signature of Respondent: *James Jutrzonka*

1. Describe your understanding and approach to providing composting services as requested in this RFP.

Since 2008, Blue Ribbon Organics (Blue Ribbon) has been diverting food and yard waste from the landfill to both create environmentally sustainable compost and soil mixes and to preserve the environment that we all share. Blue Ribbon Organics owns and operates a DNR-permitted Composting Facility in Racine County; Blue Ribbon also operates a yard waste transfer station in the City of West Allis. The home compost site has been operating continuously since being permitted in Fall 2008, and we have expanded to operating the City of Wauwatosa's compost site in 2018, successfully meeting your sustainability, waste management, and community resource-related goals with no issues to date.

With Blue Ribbon's 15 years of experience, dedicated staff, reliable equipment, and time-tested composting methods, we are uniquely positioned to continue meeting the City of Wauwatosa's goals and expectations. We believe we share a commitment to both excellence and environmental sustainability with Wauwatosa that creates a mutually beneficial partnership; plus, our site is positioned well to meet Wauwatosa's needs. Blue Ribbon is located directly off of I-94 and 7 Mile Road with easy on and off interstate access, and we welcome City staff to visit our compost facility to observe its cleanliness and organization. The State DNR uses the Blue Ribbon facility as a model for other compost operations because of our exemplary site layout, our turning techniques, our accurate record keeping, and our ability to handle material in the optimal manner from large municipalities in our area.

We proposed back in 2018 to transform the City of Wauwatosa’s yard material compost facility into a clean, efficient operation where residents and DPW trucks can drop off their yard waste material. We believe we have met that goal. In the first five years we have had this contract, we have:

- Created a residential food waste disposal program,
- Rebuilt the North and South Pads to ensure the site remains in good standing with the DNR’s regulations for composting,
- Repaired and created a safe residential disposal pad for residents to dispose of yard waste in all weather conditions, and
- Processed and removed two years’ worth of prior yard waste grindings (approx. 10,000 yards) from the previous vendor, along with the incoming materials since 2018, to ensure to City is up to code and has enough room to dispose of all yard waste materials generated by the City residents and forestry department.

We would like to continue the momentum we have created together, and we believe that the continuity of our service will be your most beneficial option to ensure all your goals are reliably met in a high-quality manner.

2. Permits:

SW Yard Waste Composting <20,000 Cu Yd. License #4495

SW Food Waste Composting <5,000 Cu. Yd. License #4514

Blue Ribbon Organics has been permitted and licensed without any lapse or violation since 2008. We are familiar with the rules and regulations and have handled DNR site inspections for the City of Wauwatosa for the past 5 years. During this time contracting for the City, we have passed two DNR inspections and a 3-year review.

3. Authorized representative; the person identified shall be empowered to make binding commitments for the Respondent.

Name: James Jutrzonka
Title: Owner
Cell: 262-995-3047
E-mail: james@blueribbonorganics.com
Address: 1137 27th Street Caledonia, WI 53108

4. Timeline for tasks necessary to complete prior to operations commencement:

We are available to continue our work for the City of Wauwatosa immediately upon award of contract.

5. References:

Company Name: Johns Disposal

- a. Contact Name: Nate Austin
- b. Contact Title: Municipal Account Manager
- c. Address: 7311 Omega Circle, Franksville, WI 53126
- d. Telephone Number: 262-473-4700 Ext. 224
- e. E-Mail Address: nate@johnsdisposal.com
- f. Background: Johns Disposal is one of the largest haulers/collectors of residential yard waste in Southeastern Wisconsin. We have partnered with them since 2010, handling their yard waste disposal.

Company Name: City of West Allis

- a. Contact Name: Mike Rushmer
- b. Contact Title: Forestry & Grounds Superintendent
- c. Address: 6300 W. McGeoch Ave., West Allis, WI 53219
- d. Telephone Number: 414-640-7823
- e. E-Mail Address: mrushmer@westalliswi.gov
- f. Background: Blue Ribbon has been grinding, hauling, and composting the City of West Allis' yard waste debris since 2015. During that time, Blue Ribbon has also worked with the Forestry Department, screening their stump grindings and achieving two goals: 1.) Reducing a waste stream for the city through the screening process. 2.) Obtaining usable topsoil that was being purchased on a yearly basis, saving the city money on disposal and purchasing of topsoil from outside sources.

6. Subcontractors: Identify any firms you intend to use in the provision of services:

Name of Subcontractor firm: MJB Industries

Contact Person: Phil Kaufman

Level of Responsibilities: Tub Grinder Operator

Mailing Address: W1923 Flame Road, PO Box 628, Marinette, WI 54143

Telephone: 715-735-9771

Services being provided: Grinding of large wood, brush, and leaves at Blue Ribbon's Caledonia, Wauwatosa, and West Allis locations.

Numbers of years in the business specific to providing the services you are contracting with them for: 25

Summary of experience: Provides grinding services to several compost facilities and municipalities in the state of Wisconsin and Michigan. MJB Industries not only brings 25 years of grinding and material handling experience, their Mobark 1300 tub grinder is the largest tub grinder available in the state of Wisconsin.

Name of Subcontractor firm: All-Ways Contractors, Inc.

Contact Person: Chris Michaels

Level of Responsibilities: Owner

Mailing Address: N52W23070 Lisbon Road, Sussex, WI 53089

Telephone: 262-789-6944

Services being provided: Loading and trucking material off site.

Numbers of years in the business specific to providing the services you are contracting with them for: 30

Summary of experience: Provides loading and trucking services of purchasing finished product.

Operational Approach

7. Provide a detailed explanation of how your firm will process yard and other materials from start to finish:

Blue Ribbon Organics Operation Plan:

Yard Waste: All material brought into Wauwatosa's site will be inspected by a Blue Ribbon employee to ensure that there is no garbage, contamination, or unwanted material before processing. Bagged material will need to be emptied and plastic bags disposed of by the resident bringing in the material or Wauwatosa employee within 24 hours of dropping off per DNR regulation. Yard waste material includes brush, garden debris, and leaves. Logs 10"+ must be put into a separate area to be processed. We do not want any dirt or old mulch combined with any drop-off materials. Brush and leaves will go in the areas provided for grinding of material. Grinding service will be performed during spring, summer, and fall. The grindings that are produced will be inspected for quality size, mixed using a specific recipe that has been found by our operation to be the most successful for producing a quality end product, and placed into larger windrows. These windrows will be turned with a wheel loader based on their temperature and moisture.

Windrow Size: Windrows are approximately 15' wide by 12' tall and will be turned with a wheel loader.

Equipment Used for Composting Operation:

- 2015 Komatsu WA-270: Wheel Loader
- 2018 Komatsu WA-270: Wheel Loader
- 2019 Komatsu WA-320: Wheel Loader
- 2020 Komatsu WA-320: Wheel Loader
- 2021 Komatsu WA-320: Wheel Loader
- 2015 John Deere 244K: Wheel Loader
- Grapplerake: Grapple for Wheel Loader
- 2007 Bobcat S650: Skid Loader
- 2019 Cat 259D: Skid Loader
- 1988 International: Single Axle Dump truck
- 2015 Freightliner: Single Axle Dump Truck
- 2019 Chevrolet: Single Axle Dump Truck
- 2022 Ford: Single Axle Dump Truck
- 2004 Sterling: Tandem Dump Truck
- 2023 Freightliner: Quad Axle Dump Truck
- 1995 Mack CH600: Semi/Tractor
- 2020 Peterbilt 579: Semi/Tractor
- 2 - 28' Trailstar Trailers: End Dump
- 2 - Doppstadt 720's: Trommel Screener
- Rotochopper TS124: Shaker/Deck Screener
- Ecoverse, Pronar, Rotochopper: Stacking Conveyor
- Rotochopper FP 66: Horizontal Grinder

8. Plans to minimize odors, prevent blowing of materials, prevent fire, and prevent surface and groundwater pollution (including storm water management plans):

Turning frequently minimizes odor. If material becomes dry, water is added to prevent blowing. This along with grinding the brush promptly and turning windrows frequently prevents threat of fire. All windrows will run with the correct water flow, and the site will be scraped and cleaned at the end of each day to ensure that water is running correctly to natural grassy areas, following the DNR's storm water management plan.

9. Contingency plans:

Blue Ribbon Organics has a backup machine for every piece of equipment. Daily machinery maintenance is very important to our scope of work to ensure our equipment is operating correctly and efficiently. We have developed reliable relationships with service providers that include trucking, rental equipment, grinding and screening companies, and a staff that is very versatile in everyday functions of a compost facility.

10. All public complaints for any current/previous composting operation along with the resolution information: Blue Ribbon has not received a complaint for noise, odor, or dust since opening their Caledonia site in 2008 or since operating the Wauwatosa yard since 2018.

11. Safety and security plans for this operation:

- All services will comply with OSHA regulations in effect at the time services are performed.
- Blue Ribbon will be responsible at all times for their actions on the site for safety of all personnel and the general public. Blue Ribbon will also abide by all laws set by the State of Wisconsin and the United States, ensuring rules and regulations are enforced.
- There will be no obstruction of view for cars and trucks entering or leaving the site.
- Equipment will be checked and maintained daily.
- Employees on site must wear the proper eye and hearing protection.
- Safety colored shirts will be worn when employees are working the site for visibility purposes.
- Safety inspections of the facility will be conducted annually by the DNR with full cooperation of the Blue Ribbon staff.

Proposal – Options 1 and 2

Option #1 – One (1) per ton fee for all yard waste removed from storage site:

The contractor takes possession of all materials once they are placed at the storage site by residents or City staff. Removal by the contractor must occur a minimum of once every eight (8) weeks between April 1st and November 31st of each contract year.

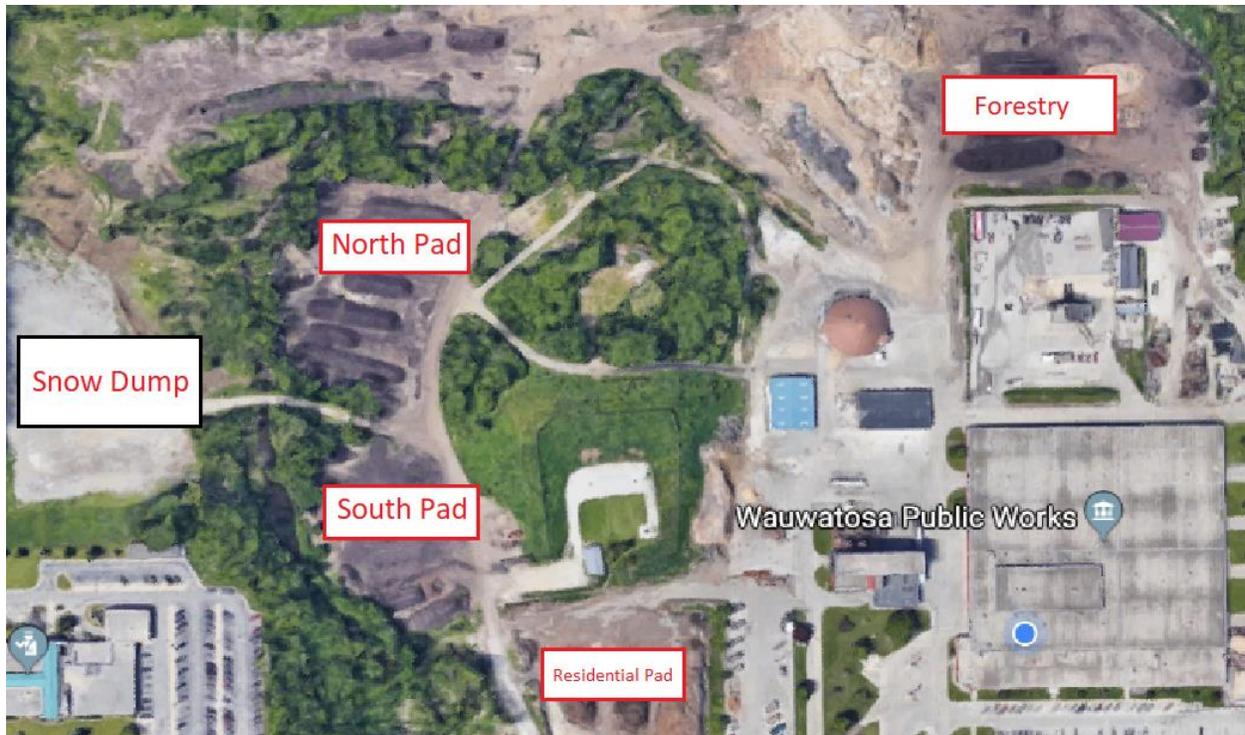
- Grinding of materials onsite is OK, but not required.
- Contractor is permitted to use the City scale before leaving with materials. If the contractor prefers not to scale residential yard waste materials brought to the drop off site, please include a proposed alternative tracking and billing method.
- Include hourly rates for equipment as described below.

Price per ton for Option #1: Outgoing yard waste, leaves, and brush grindings will be weighed at a certified scale (not the City of Wauwatosa scale), and hauled from the City's storage site to our certified DNR composting facility in Caledonia, WI: **\$40 per ton**

***Please note: If awarded this bid for option 1, if both parties can agree on a set rate per container/truck size for disposal/trucking we can reduce the fee due to eliminating scaling and trucking costs.**

Option # 2 – One (1) per ton fee for all yard waste processed and composted in the composting site. Blue Ribbon Organics has broken down pricing and services by the different City of Wauwatosa divisions and types of materials processed. Please see below.

City of Wauwatosa Composting Key



Yard Waste and Leaves – North and South Pad

\$16.75 per ton – price includes grinding and composting on North and South composting pad (leaves and yard waste from City trucks)

Forestry Winter Pruning

Option 1: \$16.75 per ton if grinding and processing occurs on the forestry area pad (map below)

- Material will be removed by end of July each year to ensure enough room for stump grinding screening which is performed on the same pad currently.



Option 2: \$20 per ton if grinding and processing occurs on North or South composting pad, as it has been disposed of the previous 5 years of our current contract.

School District

We propose that all school district yard waste disposal is unloaded in the residential area and not weighed, to eliminate any confusion.

Residential Drop-off

Option 1: Yard waste grinding, disposal, and composting, if performed on residential composting pad (see map below), per hour rates:

- \$500 per hour – horizontal grinder
- \$350 per hour - 2 wheel loaders + grapple
- Total \$850 per hour



***Please note:** Option 1 is how we have been handling processing residential yard waste for the past 2 years. This has saved the City money for composting the material and also hundreds of trips per year over the City's scale.

Option 2: Yard waste grinding, disposal, composting and hauling off residential pad, to be weighed on City scale per ton rate:

- \$22.75 per ton

***Please note:** Option 1 saves the City approximately \$6 per ton.

Forestry Grinding of Large Wood Debris

Regarding processing the Forestry Department’s tree removal debris: Logs generated from forestry removals often exceed 20” in diameter and can exceed 30” in diameter. We must employ the use of a subcontracted tub grinder (MJB) to handle these larger sizes.

- Tub Grinder - **\$850 per hour** (see fuel surcharge below, determining price per gallon at the time of grinding)
- Horizontal Grinder (18” and under) - **\$550 per hour** (see fuel surcharge below, determining price per gallon at the time of grinding)
- The City must supply 2-3 wheel loaders while tub or horizontal grinder is in operation

Please note that these rates reflect our current, long-term tub grinder partner, MJB. If, for whatever reason, MJB was no longer an option, Blue Ribbon would place this portion of the contract up for bid with collaboration from the City to ensure the most viable option is selected. The price of the new contractor may exceed the price listed in this bid.

- Fuel prices come from the U.S. Energy Information Administration Midwest Weekly average minus \$.50 per gallon. This index only lists the prices of on-road diesel fuel, and off road is typically \$.25 per gallon less. Forestry grinding of large wood is done once per year typically during a week’s time. The fuel price will be taken during the time of work done only.
- Example: If listed price for on-road diesel is \$4.77 per gallon, the % increase below would be 12% added on \$850 per hour rate = \$952 per hour total.

[Midwest \(PADD 2\) Gasoline and Diesel Retail Prices \(eia.gov\)](http://eia.gov)

Price per gallon:	Increase on \$800 per hour rate:
\$4.00 - 4.249	8 %
\$4.25 - 4.499	10 %
\$4.50 - 4.749	12 %
\$4.75 - 4.999	14 %
\$5.00 - 5.249	16 %
\$5.25 - 5.749	18 %
\$5.75 - 5.999	20 %
\$5.75 - 5.999	22 %
\$6.00 - 6.249	24 %
\$6.25 - 6.499	26 %
\$6.50 - 6.999	28 %

Double Grinding Mulch - Forestry

The contractor is required to grind a portion of the materials twice, with the second grinding going through a screen no larger than 2.5" with the intention of creating a landscape quality mulch for use by the City. The amount of double ground material required by the department landscape program is estimated at 1,000 yards annually.

- \$550 per hour (horizontal grinder only), City supplies 1-2 wheel loaders
- BRO supplying a wheel loader - \$150 per hour
- 5 hour minimum for double grinding mulch - \$2,750 total.
- If the City doesn't need 5 hours' worth of service (1000 yards), the fee is still \$2,750 to come in and provide service.

Screening Service – Forestry Stump Grindings

- 1.) For the processing of stump grindings with the intent for the City to create and retain a usable top soil product.
- 2.) The Forestry Department usually screens soil 3-4 times per year. Each screening is usually 8-12 hours in duration.
- 3.) The Forestry Department requires an estimated 1,000 yards of topsoil annually. The woody biproduct will become part of the yard waste process.
- 4.) This rate includes all screening equipment and an operator. The City will provide a front end loader and operator as necessary. Also provide a per yard cost for unscreened, finished, compost the forestry department can purchase to blend with the stump screenings.

Hourly for Screening Service:

- Screener Only: \$250 per hour
- Screener + Wheel Loader: \$350 per hour
 - Additional Wheel Loaders if needed: \$150 per hour
- We require at least two wheel loaders (BRO or City supplied) to run the screener properly and efficiently without issues, every time screening service is performed
- There is no donated screening time for this RFP

Prices for compost:

- 1.) Unscreened: \$8 per yard delivered to Forestry screening area on DPW site
- 2.) Screened: \$20 per yard delivered to Forestry screening area on DPW site

Screening Service – Street Sweepings

- For the purpose of the City to create and retain a usable fill.
- The biproduct will be considered waste and hauled by the DPW to the landfill.
- This rate includes all screening equipment and an operator. The City will provide a front end loader and operator as necessary.

Hourly for Screening Service:

- Screener + Wheel Loader: \$350 per hour
 - Additional Wheel Loaders if needed: \$150 per hour
- We require at least one City-supplied wheel loader (with option to hire second BRO wheel loader) to run the screener properly and efficiently without issues, every time screening service is performed

Storm Damage Processing

Provide a per ton fee for processing woody storm damage material that is less than 12” in diameter as part of the yard waste composting operations. Any material generated during storm clean-up operations that exceeds 12” in diameter will be added to the forestry removal debris and processed at the corresponding hourly rate listed in the forestry grinding of large wood debris.

- **\$20 per ton** and **will need** to be processed on forestry area pad or an area agreed upon by both parties
- BRO will process and remove this storm damage material 6 months after grinding service is performed
- This material will be processed and invoiced separately from normal composting activity
- The City will own this material unless otherwise agreed upon by both parties

Yearly Unscreened Compost Donation

If awarded, The City will be given **250 yards** of finished compost delivered to location on DPW site for residents to pick up.

Potential Increases Per Year

Blue Ribbon is electing to use the Consumer Price Index (CPI) as guidance for annual price increases, with a maximum 5.0 percent increase annually. For example, in the [May 2022 - May 2023 period](#) used by the Bureau of Labor Statistics in their calculations, the overall CPI was 4.0 percent. In practice, if the CPI was 7.0, the City would be capped at a 5.0 percent increase; if the CPI was 2.0 percent, the City would pay 2.0. Blue Ribbon Organics will work with the City to ensure price increases are discussed and agreed upon, when increases are necessary, with proper timing within the City's fiscal year.

Summary of Understanding

There are a lot of moving parts to our bid as described above. If awarded this bid, we can create a much more concrete summary of understanding for each option the City chooses in all options provided.

Please note, if we are not awarded the bid for composting yard waste we are not interested in offering services at quoted prices in this RFP.