



Envision Waste Services' Proposal to Operate Medina County's Recycling Center

Selection criteria as listed in the Medina County Request for Proposal:

- The Medina County Board of Commissioners will award the Processing Agreement to the Bidder that the Board determines, in the sole discretion of the Board, to have submitted the lowest price and best bid for the Processing Services.
- The "lowest and best" bid for Processing Services shall be determined by the Board based upon the "lowest" per-ton price offered by the Bidder to the Board for the right to perform the Processing Services, as well as the "best" non-monetary terms and conditions.
- Factors that may be considered include, but are not limited to, reliability, serviceability, qualifications, and financial responsibility. In the event that bids from more than one Bidder are of equal price for the same option, non-monetary criteria shall be considered as part of the determination of the "best" bid.

Envision's Response Represents the Lowest Costs to Taxpayers:

- Envision's bid offers a significantly increased recycling rate at the lowest cost. It will save the county about \$9.4 million over the other Bidder.
- The county offered to invest \$1.4 million in new equipment. Envision is only requesting the county spend \$1.2 million and will allow the county to hold title to the equipment. In addition to the County's investment, Envision will invest approximately \$1.4 million of its own funds on new Near Infrared sorting equipment as well as another \$1.4 million on trucks, trailers, and loaders.
- Envision will furnish its own Class 1 and Class 4 composting equipment, rather than asking the county to purchase the equipment at a cost of \$1-\$2 million.
- Envision will furnish its own receptionist/secretary rather than adding this position to the county payroll as indicated in the bid specs.

Reliability:

- Never missed a day of processing in 21 years operating the facility.

- Envision is the only Bidder who has operated a mixed waste processing plant. Company staff are trained and experienced, and Envision owns the tools, spare parts and equipment necessary to maintain the facility.
- Envision is the only bidder with experience operating a Class 1 compost facility. The Medina facility is the only Class 1 facility in Ohio.
- Envision has operated the Medina CPF in full compliance with the Ohio EPA and County Board of Health for the past 21 years.

Recycling capacity:

- Envision has maintained full contractual compliance with its recycling performance in every quarter of operation under the current contract.
- Envision has diverted about 17.6% of the waste processed on an annual average over the life of the current contract. This figure exceeds the current contract specifications by about 30%!
- Envision will meet or exceed the recycling goals under the new contract

Community involvement:

- CEO Steve Viny is an alumnus and supporter of Leadership Medina as well as a supporter of many local organizations, including but not limited to Medina County Schools, Feed Medina County, Medina ASPCA, Medina County Commissioners Ball, the Railroad Museum, and others.