### BID RESPONSE IFB #21-012/MB

#### SEWAGE CAKE SLUDGE, DEWATERING, HAULING AND DISPOSAL OF, TERM CONTRACT

OPTION 1	
DESCRIPTION	HOURLY RATE (8 HOURS MINIMUM)
ELECTRIC POWER PROVIDED BY SUCCESSFUL BIDDER TO POWER ITS EQUIPMENT, UPON REQUEST, TO INCLUDE ALL LOCATIONS UNDER THE CONTRACT, as specified herein.	\$_500.00/HR.
All unit prices bid should be within two (2) decimal points. If bidder's pricing exceeds two (2) decimal points, Pu accordingly.	rchasing reserves the right to round up or down
NOTE: Ontion 1 shall be completed in order to be responsive to the solicitation	n however ontion 1 shall not be

Acknowledge Qualification of Bidders information is included, per Term #\_10\_?

Acknowledge Criminal History Records Check requirement, per Term #\_11\_?

Acknowledge Insurance requirements, per Term #\_18\_?

YES/INITIAL EK

# \* PLEASE AFFIX SIGNATURE WHERE INDICATED (FAILURE TO DO SO SHALL RESULT IN THE REJECTION OF YOUR BID)

By signature on this document, bidder acknowledges and agrees that its offer includes and accepts all terms, conditions, and specifications of the County's bid solicitation as originally published, without exception, change or alteration of any kind, except as may have been published by the County in official amendments prior to this date of submittal.

Per General Term and Condition #7., if bidder is a Joint Venture for the goods/services described herein, bidder shall, upon request of the County, provide a copy of the Joint Venture Agreement signed by all parties.

#### **Commercial Non-Discrimination Certification:**

considered in the evaluation of the award.

By signing below, bidder hereby certifies, per General Term and Condition #3n. that: (i) the information set forth therein is true and correct to the best of the bidder's knowledge; and (ii) there are no legal/administrative proceedings required to be disclosed, except as disclosed in bidder's response.

FIRM NAME: (Enter the entire legal na	me of the bidding e	ntity)	DATE:
Synagro South, LLC	1/5/2021		
1111.		PRINT NAME: Em	il Kneis
* SIGNATURE & Knub		PRINT TITLE: Sales Support Manager	
ADDRESS: 435 Williams Court, Suite 100			
CITY / STATE: Baltimore, MD ZIP CODE: 21220			ZIP CODE: 21220
TELEPHONE # 443-489-9000	EMERGENCY # Paul McCauley 401-450-6705		TOLL FREE # 800-370-0035
FAX # 410-779-3558	E-MAIL: lrossiter@synagro.com		
APPLICABLE LICENSE(S) NUMBER #	R# TYPE:		
FEDERAL ID # 76-0612567			

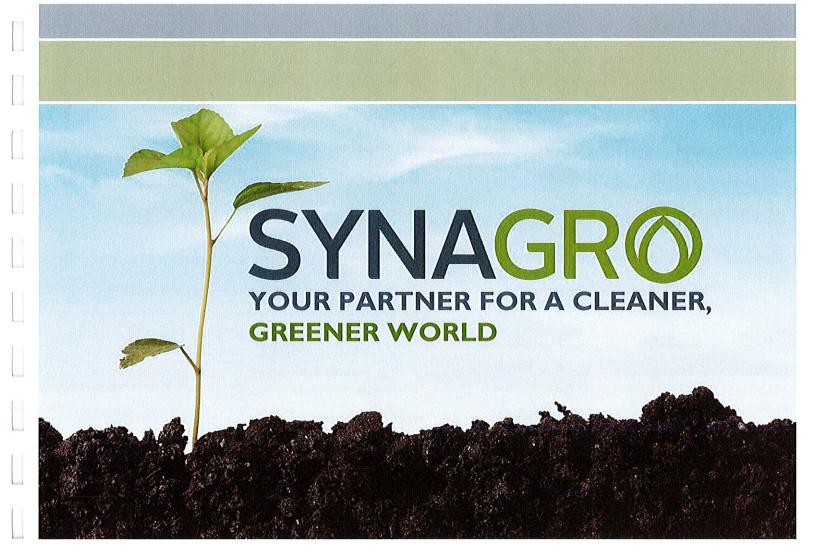
Proposal to Provide IFB #21-012/MB Sewage Cake Sludge, Dewatering, Hauling and Disposal

to

#### PALM BEACH COUNTY



Submitted on January 7, 2020





#### AMENDMENT #1

Dated: November 12, 2020

PALM BEACH COUNTY PURCHASING DEPARTMENT 50 SOUTH MILITARY TRAIL, SUITE 110 WEST PALM BEACH, FLORIDA 33415-3199

IFB #:

21-012/MB

TITLE:

SEWAGE CAKE SLUDGE, DEWATERING, HAULING AND DISPOSAL OF,

**TERM CONTRACT** 

SUBMISSION

DATE:

**SEE BELOW** 

THE BID SUBMISSION DATE HAS BEEN CHANGED TO JANUARY 7, 2021.

#### REFERENCE PAGE 2, FIRST PARAGRAPH, CHANGE TO READ:

All bid responses must be received on or before <u>January 7, 2021</u>, prior to 4:00 p.m., Palm Beach County local time. SUBMIT BID TO: Palm Beach County Purchasing Department, Attention: <u>Marva Brown, Senior Buyer</u>, 50 South Military Trail, Suite 110, West Palm Beach, FL 33415-3199.

NOTE:

Please acknowledge receipt of this amendment by signing and returning with your bid response.

Synagro South, LLC

11/12/2020

**COMPANY NAME** 

SIGNATURE / DATE

MARVA BROWN SENIOR BUYER

PURCHASING MANAGER

# **NOV Violations**



Synagro South, LLC does not have any violations within the past two years.

# Company Profile



In addition, we provide final product distribution as a key component of many of these projects. A team of nine Product Sales Representatives is responsible for successfully annually managing about 300,000 tons per year of AllGro® compost and 170,000 tons of Granulite® fertilizer (heat dried biosolids). We have unrivalled understanding of the markets for these products and continuously work to broaden the suite of outlets for these materials; as an example, Synagro pioneered the use of heat dried biosolids as an alternative fuel resource in cement manufacturing. When Synagro operates a facility, we include product distribution services in our operation; however, we are also willing to work with municipally operated facilities to assist in managing their products.

In December 2020, Synagro was acquired from EQT, a Swedish private equity firm by West Street Infrastructure Partners III, an infrastructure investment fund managed by Goldman Sachs Merchant Banking Division. Founded in 1869, The Goldman Sachs Group, Inc. is leading global investment banking, securities and investment management firm. Goldman Sachs Merchant Banking Division (MBD) is the primary center for the firm's long-term principal investing activity. MBD is one of the leading private capital investors in the world with investments across private equity, infrastructure, private debt, growth equity and Real Estate.



# Company Profile



Synagro's core business is the environmentally sound and economically viable management of municipal biosolids, including project development, operations, and biosolids product distribution. Through this focus Synagro has grown to be North America's leading provider of high-quality, cost-effective biosolids management and beneficial use solutions. We have been successfully meeting the biosolids management needs of hundreds of generators for more than 40 years. Synagro's experience in all areas of biosolids management is unparalleled.



Synagro annually manages over 12 million tons of biosolids and other organic by-products for more than 650 generators (including 600 municipal clients). Synagro employs a team of over 750 professional engineers, soil scientists, agronomists, construction managers, financial managers and the largest, most diverse operational staff in the industry. Our team is dedicated to working with our clients to find the right solution to their organic residuals management challenges. Synagro, and its various subsidiaries, have been at the forefront of the environmental movement to safely process and market organic residual materials for beneficial uses.

Synagro owns no proprietary technology which enables us to offer nearly all commercially viable processing options and product marketing channels for biosolids and organic residuals and allows us to develop projects that fit a municipality's unique needs. Our breadth of experience developing, building, financing as necessary, and operating and maintaining the complete range of biosolids options list below is unique to Synagro.

- Heat drying and pelletization
- Composting
- Incineration
- Digestion
- Product marketing
- Dewatering (installation & operation)
- Mobile dewatering
- Land application and reclamation
- Lagoon and digester cleaning
- Alkaline stabilization
- Rail transportation

Synagro currently operates 12 heat-drying facilities (with three more facilities under construction), three thermal processing facilities serving multiple regional generators, six composting facilities; five of which provide an outlet for numerous generators, over a dozen alkaline stabilization facilities, and approximately 70 permanent and mobile dewatering facilities.



#### **OEBO SCHEDULE 1**

			SOLICITATION/PROJECT/BID No.: IFB #2 ADDRESS: 435 Williams Court, Suite PHONE No.: 904-460-5843				
January	7, 2021		DEPARTMENT: Sales				
PERCENTA	GE OF WORK TO	O BE COMPLE ORK TO BE CO	TED BY THE <u>PRIN</u> MPLETED BY ALI	<u>ME CONTRACTOR</u> . SUBCONTRACT	R/CONSULTA ORS/SUBCON		
Non-SBE	M/WBE	SBE		DOLLAR AMOU	INT OR PERCENT		
	Minority/Women Business	Small Business	Black	Hispanic	Women		
				<b>V</b>			
					-		
20-0-1							
			( <u> </u>	·	1		
			1				
		Total			13%		
		Jotal \$BE	- M/WBE Participation	\$58,380.00			
	my knowledge:	CX	1 Amers		— Emil Knei		
	Synagro Solution Suppose Suppo	Synagro South, LLC  January 7, 2021  PERCENTAGE OF WORK TO STATE OF WORK T	PERCENTAGE OF WORK TO BE COMPLET TO R PERCENTAGE OF WORK TO BE COMPLET TO REPORT TO	Synagro South, LLC  PHONE S PRIM STORY PERCENTAGE OF WORK TO BE COMPLETED BY ALI  (Check all Applicable Categories) Non-SBE	Synagro South, LLC  ADDRESS: 435 William PHONE NO.: 904-460-58  DEPARTMENT: Sales  PERCENTAGE OF WORK TO BE COMPLETED BY THE PRIME CONTRACTOR IT OR PERCENTAGE OF WORK TO BE COMPLETED BY ALL SUBCONTRACT  (Check all Applicable Categories) Non-SBE M/WBE SBE Minority/Women Business Business Black Hispanic  Total  Total  Jotal SBE - M/WBE Participation  \$58,380.00		

Firms may be certified by Palm Beach County as an SBE and/or an M/WBE. If firms are certified as both an SBE and/or M/WBE, please indicate the doll

Modification of this form is not permitted and will be rejected upon submittal.

1/5/2021

Date

### DRUG-FREE WORKPLACE CERTIFICATION IFB #21-012/MB

submit progra Section 2, Artic	CAL TIE BIDS/QUOTES - In accordanting with their bids/quotes the follow my which meets the requirements of Sen 287.087, shall be made in conformity the lll, Sections 2-80.21 thru 2-80.34. Sted with their bids/quotes a complet	wing certification that ection 287.087; provided with the requirements p In the event tie bids/q	they have implemented a dru I, however, that any preference oursuant to the Palm Beach Cou puotes are received from vend	ug-free workplace given pursuant to nty Code, Chapter ors who have not
accord	ance with Palm Beach County's purch	nasing procedures perta	ining to tie bids/quotes.	
on or b	rug-Free Workplace Certification form before the published bid/quote submis ation shall not cause any bid/quote to	sion deadline to be con	sidered. The failure to execute	
Beach certifie	ver two (2) or more bids/quotes which County for the procurement of commo s that it has implemented a drug-free o have a drug-free workplace program	odities or contractual se workplace program sh	rvices, a bid/quote received fro	m a business that
(1)	Publish a statement notifying employ or use of a controlled substance is p against employees for violations of s	prohibited in the workpl		
(2)	Inform employees about the dangers drug-free workplace, any available d the penalties that may be imposed up	rug counseling, rehabil	itation, and employee assistan	
(3)	Give each employee engaged in prov of the statement specified in number		or contractual services that are	under bid a copy
(4)	In the statement specified in number commodities or contractual services and will notify the employer of any Chapter 893, Florida Statutes, or of violation occurring in the workplace in	that are under bid, the econviction of, or plead any controlled substant	employee will abide by the term of guilty or nolo contendere to nce law of the United States o	s of the statement , any violation of
(5)	Impose a sanction on, or require the program if such is available in the em			
(6)	Make a good faith effort to continu 287.087, Florida Statutes.	ue to maintain a drug-f	ree workplace through impler	nentation Section
THIS C	ERTIFICATION is submitted by	Emil Kneis		the
		(Individual's Name)		
	Sales Support Manager	of	Synagro South, LLC	
	(Title/Position with Company/Vendor)	)	(Name of Company/Vendor)	
	oes hereby certify that said Company/Vernents of Section 287.087, Florida Stat			
		// /	, ,	

Revised - 11/10/16

# QUALIFICATION OF BIDDERS REFERENCES FOR IFB #21-012/MB

Bidder shall list references in accordance with the requirements set forth in the Qualifications of Bidders.

REFERENCE NAME:	Sarasota County		
ADDRESS:	7905 S. McIntosh Road, Sarasota, FL 34238		
CONTACT NAME:	Dave Sell  This Contact must be informed that are listed as a reference, and the Comay be calling them.		
	PHONE: 941-650-2706	CELL PHONE: 941-650-2706	
CONTACT INFORMATION:	FAX:	EMAIL: Dsell@scgov.net	
SCOPE OF WORK:	Mobile dewatering, transportation and composting of biosolids		
CONTRACT DATES:	2002 to present		

REFERENCE NAME:	St. Lucie County		
ADDRESS:	450 SW Utility Drive, Port St. Lucie, FL 34986		
CONTACT NAME:	Josh Miller  This Contact must be informed that the are listed as a reference, and the Cour may be calling them.		
CONTACTINEODMATION	PHONE: (772) 340-0220 ext. 133	CELL PHONE: 772-473-2284	
CONTACT INFORMATION:	FAX:	EMAIL: jmiller@slwsd.org	
SCOPE OF WORK:	Mobile dewatering, transportation and disposal of biosolids		
CONTRACT DATES:	2007 to present		

REFERENCE NAME:	Orange County Utilities Dept.		
ADDRESS:	4760 W. Sand Lake Road, Orlando, FL 32819		
CONTACT NAME:	Chris Fasnacht, Facility Manager  Chris Fasnacht, Facility Manager  Chris Fasnacht, Facility Manager  This Contact must be informed that the are listed as a reference, and the Coun may be calling them.		
CONTACT INFORMATION:	PHONE: 407-254-7724	CELL PHONE: 407-254-7724	
CONTACT IN CRIMATION.	FAX:	EMAIL: Chris.fasnacht@ocfl.net	
SCOPE OF WORK:	Hauling and land application of biosolids		
CONTRACT DATES:	2019 to present		

FIRM NAME: Synagro South, LLC

### BID RESPONSE IFB #21-012/MB

### SEWAGE CAKE SLUDGE, DEWATERING, HAULING AND DISPOSAL OF, TERM CONTRACT

ITEM NO.	DESCRIPTION	ESTIMATED 12 MONTH QUANTITY	UNIT	UNIT PRICE	EXTENDED OFFER
1.	DEWATERING, HAULING AND DISPOSAL OF SEWAGE CAKE SLUDGE, USING DEWATERING EQUIPMENT SUPPLIED BY SUCCESSFUL BIDDER, as specified herein.  Western Region Wastewater Treatment Plant (WRWWTP)	2,000,000	GALLONS	\$ <u>0.0925</u> PER GALLON	\$ <u>185,000.00</u>
	2055 W. Canal St. South Belle Glade, FL 33430				
2.	DEWATERING, HAULING AND DISPOSAL OF SEWAGE CAKE SLUDGE, USING DEWATERING EQUIPMENT SUPPLIED BY SUCCESSFUL BIDDER, as specified herein.  Western Region Wastewater Treatment Plant North (WRWWTPN)  1001 Rim Canal Road Pahokee, FL 33476	2,000,000	GALLONS	\$ 0.0925 PER GALLON	\$_185,000.00
3.	DEWATERING OF SEWAGE CAKE SLUDGE, USING DEWATERING EQUIPMENT SUPPLIED BY SUCCESSFUL BIDDER, as specified herein.  Southern Region Water Reclamation Facility (SRWRF)  12751 Hagen Ranch Road Boynton Beach, Florida 33437	1,000,000	GALLONS	\$_0.0550 PER GALLON	\$_55,000.00
		TAL OFFER (	ITEM #1, ITEM #	#2 AND ITEM #3)	\$425,000.00

All unit prices bid should be within two (2) decimal points. If vendor's pricing exceeds two (2) decimal points, Purchasing reserves the right to round up or down accordingly.

Continued...

FIRM NAME: Synagro South, LLC

#### **CERTIFICATION OF BUSINESS LOCATION** IFB #<u>21-012/MB</u>

bidders having business in the preference, bid County's issual authorizes the ka permanent pl Location ("Certi Tax Receipt ar	a permanent pla Glades that are ders must have nce of the solici bidder to provide ace of business fication") along vertificat	ace of business in I able to provide the a permanent place tation. A Business the goods/services prior to the issuand with the required Business the sole defined are the sole defined the sole d	I Preference Ordinance, as amended Palm Beach County ("County") or (2) a goods and/or services to be utilized to of business within the County or the Tax Receipt which is issued by the being solicited by the County, and will be of the solicitation. The bidder must usiness Tax Receipt at the time of bid eterminant of local preference eligibil tification will cause the bidder to not re-	bidders having a permanent place of within the Glades. To receive a local e Glades, as applicable, prior to the Palm Beach County Tax Collector, I be used to verify that the bidder had submit this Certification of Business or quote submission. The Business ity. Errors in the completion of this
provide a citation bidder had a pe	on to the specific ermanent place o	statutory exemption of business within the	n the requirement of obtaining a Busing on; and (b) provide other documentati se County or the Glades prior to the da ders for additional information related t	on which clearly establishes that the te of issuance of the solicitation. The
l.	Bidder is a:	Local Business:	A local business has a permanent pla Palm Beach County.	ace of business in
		(Please indicate):	Headquarters located in Palm Beach Permanent office or other site located from which a vendor will produce a su goods or services.	I in Palm Beach County
		Glades Business:	A Glades business has a permanent the Glades.	place of business in
		(Please indicate):	Headquarters located in the Glades Permanent office or other site located vendor will produce a substantial port	
II.	The attached co	opy of bidder's Cou	nty Business Tax Receipt verifies bidd	der's permanent place of
	THIS CERTIFIC	CATION is submitte	ed by(Name of Individ	ual)
		(Title/Position)	, of	e of Bidder)
-	who hereby cer	tifies that the inform	nation stated above is true and correct a	and that the County Business
	misrepresentati	on by the bidder or	copy of the original. Further, it is he this Certification will be considered and the future County business with the big	n unethical business practice
		_	(Signature)	(Date)

#### **OEBO LETTER OF INTENT - SCHEDULE 2**

A completed Schedule 2 is a binding doc any tier) and should be treated as such. parties recognize this Schedule as Subcontractors/subconsultants, must pro- bid/proposal.	The Schedule 2 shall cor a binding docume perly execute this docur	ntain bolded nt. All	d <mark>language ind</mark> Subcontracto	icating that by signirs/Subconsultants,	ing the Schedule 2, both including any tiered
SOLICITATION/PROJECT NUMBER: #21	I-012/MB				
SOLICITATION/PROJECT NAME: Sewa	age Cake Sludge D	Dewaterir	ng, hauling	and disposal	
Name of Prime: Synagro South, I	_LC				na ann an t-aire ann an t-aire ann aithe ann an t-aire
(Check box(es) that apply) SBE WBE MBE M/WBE	Non-S/M/WBE Da	te of Palm E	Beach County	Certification (if appli	cable):
The undersigned affirms they are the following Column 1 Column 2	owing (select one from e	ach column	if applicable)	: <u>Colum</u> ı	n 3
Male Female African-Ameri Hispanic Ame	ican/Black Asian Ame rican Native American		casian Americ	an Supp	lier
S/M/WBE PARTICIPATION — S/M/WBE Prime properly executed Schedule 2 for any S/M/WB be performed or items supplied with the dollar the S/M/WBE is certified. A detailed proposal	BE participation may result a mount and/or percentage may be attached to a prop	in that partic ge for each we perly execute	cipation not bein ork item. S/M/\ d Schedule 2.	ng counted. Specify in WBE credit will only be	detail, the scope of work to given for the areas in which
Line Item Descripti	on	Unit Price	Quantity/ Units	Contingencies/ Allowances	Total Price/Percentage
1 Biosolids Hauling				0	13%
The undersigned Subcontractor/subconsultant at the following total price or percentage: 1		m the above-	-described work 	in conjunction with the	he aforementioned project
If the undersigned intends to subcontract and the amount below accompanied by a Name of 2 <sup>nd</sup> /3 <sup>rd</sup> tier Subcontractor	separate properly execut		2.	ubconsultant, please	list the business name
Synagro South, LLC		Manovs	Bulk Ex	Press Inc.	_
Print Name of Prime	Prir	nt Name of	Subcontractor	/subconsultant	- W
By: Saruls Authorized Signature	Ву:	Heall	rec M.C. Authorized		-
Emil Kneis		Heat	her M. E	strada	
Print Name	Prir	nt Name			-
Sales Support Manager		Chie	f Operati	ons Officer	
Title	Title	e	1.8-12		_
Date: 1/4/2021	Dat	:e:	429/20		_ 7/28/2019

# **Equipment List**



800003	2003	Andritz	Centrifuge
800004	2003	Andritz	Centrifuge W/Trailer D6LL
800004	2003	Andritz	Centrifuge
800010	2004	ALDEC	CENTRIFUGE ALFA LAVAL
800012	2004	Fontaine	CENTRYSSIS C526
800012	2005	Centrisys	Centrysis w/Centrifuge
800014	2006	Fontaine	CENTRIFUGE W/TRAILER
800014	2006	Andritz	CENTRIFUGE C526-4
800015	2006	Fontaine	TRAILER W/CENTRIFUGE
800015	2006	Centrisys	CENTRIFUGE C526-4
800019	2000		Flottweg Mobile Centrifuge
800019	2012	Fontaine	Trailer W/ Centrifuge





#### AMENDMENT #2

Dated: December 30, 2020

PALM BEACH COUNTY PURCHASING DEPARTMENT **50 SOUTH MILITARY TRAIL, SUITE 110** WEST PALM BEACH, FLORIDA 33415-3199

IFB #:

21-012/MB

TITLE:

SEWAGE CAKE SLUDGE, DEWATERING, HAULING AND DISPOSAL OF,

TERM CONTRACT

SUBMISSION

DATE:

**JANUARY 7, 2021** 

REFERENCE SPECIFICATIONS, PAGE 13, GENERAL, add the following:

Clarifloc SE-1213 is currently in use for the drum thickener. It is recommended to perform Jar testing to determine status of sludge during the final dewatering stage.

REFERENCE SPECIFICATIONS, PAGE 13, COUNTY'S RESPONSIBILITIES, #3, change to read:

Supply electrical feeds at all facilities consisting of a 200 amp, 3 phase, 480 volt service for locations #1 and #2 and a 30 amp, 3 phase, 480 volt service for location #3. The successful bidder's equipment cannot exceed electrical service provided.

REFERENCE SPECIFICATIONS, PAGE 15, HISTORY AND SLUDGE CHARACTERISTICS, FIRST PARAGRAPH, change to read:

Western Region Wastewater Treatment Plant - Belle Glade - The sludge holding tank is emptied about every forty-five (45) days. These events currently last 3-5 days, disposing of 300 to 450 thousand gallons of sludge, at 4.0% total solids. per event. The plant averages about ten (10) events per year.

NOTE:

This amendment shall be signed and returned with your response. Failure to return with response

shall result in rejection of your bid.

Synagro South, LLC

12/30/2020

COMPANY NAME

MARVA BROWN

SENIOR BUYER

KRISTÉN A. MONNETT

TURE / DATE

PURCHASING MANAGER

435 Williams Court, Suite 100 Baltimore, MD 21220 www.synagro.com



October 20, 2020

#### Delegation of Authority

FROM:

Matt Robertson, Chief Commercial Officer

TO:

Emil Kneis, Sales Support Manager

In consideration of the closing of our corporate office in response to the COVID-19 pandemic and in anticipation of continued disruption in normal company procedures, I, Matt Robertson as Chief Commercial Officer of Synagro Technologies, Inc. and all of its affiliates and subsidiaries, hereby delegate to you, Emil Kneis, authority to sign binding bids and awarded contracts as an officer or as an authorized person. Also, I delegate to you the authority sign as an officer or an authorized person any Business Application and other Agreement as necessary to provide uninterrupted services to Synagro customers. Such authority does not alter our internal approval processes. This Delegation of Authority is valid from the date of this letter until revoked by me.

Matt Robertson

Chief Commercial Officer

Mart Roto





JANUARY 7, 2021

#### **Palm Beach County**

Ms. Marva Brown, Senior Buyer 50 South Military Trail, Suite 110 West Palm Beach, FL 33415-3199

Re: IFB #21-012/MB Sewage Cake Sludge, Dewatering, Hauling and Disposal of, Term Contract

Dear Ms. Brown:

Synagro South, LLC (Synagro) is pleased to respond to the County's Solicitation to Bid for the Sewage Cake Sludge, Dewatering, Hauling and Disposal of Term Contract. We have enclosed our completed proposal forms for your review.

Having been in business for over 40 years, Synagro is one of the largest residuals management companies in the country with over 650 municipal and industrial customers and operations in 33 states. We provide various residuals management services to water and wastewater treatment plants and have extensive equipment and personnel resources to perform the services for the County of Palm Beach.

Thank you for the opportunity to submit our bid for this project. If you have any questions about our submittal or require any additional information, please contact me at (904) 460-5843 or lrossiter@synagro.com. We look forward to hearing from you soon.

Warm regards,

Lorrie Rossiter

Area Sales Manager

LR:jc