

Chairperson Dan Gjerde Mendocino County Board of Supervisors 501 Low Gap Road, Room 1010 Ukiah, CA 95482 March 3, 2021

Dear Chairperson Gjerde,

While we realize that writing this letter to you and your fellow Supervisors may jeopardize our participation in the RFP process, we felt compelled to do so based on the very real challenges that the current RFP timelines present.

In December of last year, we sent two letters to the County dated December 16, 2020 and December 28, 2020. The second letter included the City of Fort Bragg. In these letters we outlined the issues and a clear path to realistically achieve the start date of July 1, 2021 with a new service provider. That approach was to talk directly with C&S and work to finalize an agreement no later than the end of January 2021. Although the timeframe still presented manufacturing challenges, it would give our suppliers of trucks, carts, bins and boxes time to deliver before the start date. Unfortunately, this option was not accepted.

The County now finds itself in a very vulnerable position, having committed to a competitive procurement process but with a schedule that only favors the current service provider. As stated in our letter of December 28, 2020, successful RFP's take months to develop, issue, review and award. The current RFP process only allows 72 days to successfully finalize the contract, prepare and secure new equipment, communicate with customers and responsibly transition service, which puts the County, customers and the service provider at risk. Again, the procurement schedule is not competitive and only favors the current service provider.

C&S respectfully requests that a review of the Department of Transportation's RFP be placed on the March 9, 2021 meeting agenda with the option for the Board to take action on the RFP process should that be the will of the body.

Additionally, C&S strongly urges the County to secure a commitment from the current provider to extend the existing agreement by one year, the same courtesy they extended to Fort Bragg. Aligning the two RFP processes will create synergies and efficiencies that would otherwise be lost should the County choose to continue on its own. With an extension in place, the County could extend the due date and award date of the RFP to ensure a competitive bid process. A late April award date and July start date only favor the incumbent.

Should the current provider refuse to extend the agreement by one year, C&S remains committed to a sole source negotiation with collection services beginning July 1, 2021 provided these negotiations commence no later than March 12, 2021. If the current provider is reluctant to extend the same courtesy to the County as it did to the City, in would be indicative of the type of relationship you can expect in the future, and it will adversely affect the City of Fort Bragg.

Sincerely,

Bruce McCracken

CC via email:

Glenn McGourty, 1st District Supervisor, County of Mendocino Maureen Mulheren, 2nd District Supervisor, County of Mendocino John Haschak, 3rd District Supervisor, County of Mendocino Ted Williams, 5th District Supervisor, County of Mendocino Carmel Angelo, CEO, County of Mendocino Howard Dashiell, Director of Transportation, County of Mendocino