

Transcript of Public Comments by Alfonso Sifuentes of Central Texas Refuse

San Marcos City Council Meeting/ September 15, 2020

Good Evening. Honorable Mayor Hughson and City Council, my name is Alfonso Sifuentes and I'm the Director of Public Sector Services and Community Rel. for Central Texas Refuse. CTR has been servicing residential and commercial customers in Central Texas for the past 39 years. Thank you for allowing me the time to address agenda item 21, which deals with the upcoming contract extension for the collection and disposal of solid waste and recyclable materials. It is worth repeating that the solid waste disposal and collections market, including recycling, composting, and all its subcomponents has changed in this area. By having a disposal site, a single-stream recycling facility, a hauling company, and being a full-integrated business, CTR is now competitive in this regional market. And for the record, we are on target to open on the first quarter of next year. Listening to the resource recovery program presentation at the last council meeting, a few questions come to mind. It was mentioned that the RFP process would take "18 months." Why wasn't the option presented 18 months ago? The Council would have been in a better position to assess this complex contract and have the time to objectively compare contractors in the marketplace. And as for the transition taking six months? If there is cooperation with the exiting contractor, it can be done in a matter of weeks. Also, staff presented a chart with comparable rates from cities that are mostly serviced by the same contractor that services San Marcos. Looking through that same lens does not present an objective comparison to other capable contractors that can offer solutions to your city's specific needs. Just because we don't offer "Green Waste Service," does not mean we are incapable, if that is one of your specific needs. Not all municipality needs are the same, which is why not all RFP's are the same. Also, looking at the residential trash and recycling rates for smaller communities like Wimberley and Buda and others that are not on the list, the rates seem cheaper and some with bigger, 96 gallon carts. And just recently, the City of Luling, which is a fraction of the size of San Marcos, and farther from their disposal site, was getting a significantly lower rate for the same services. Are you really getting the best rate? Just like your current contractor, we also provide good service and good overall value to the communities we serve, Like Round Rock, Cedar Park and Lockhart, for decades. However, through an RFP process, an oranges to oranges comparison can quantify the best return on your investment, also key offerings, or values, answers to crucial questions, solutions to specific needs, along with firm pricing come to light. In ending, ask yourselves: Are you really getting the best deal? On the alternative, should you decide to still award a contract extension, consider minimizing it to a two to three year term, so you may still explore your options.