



Procurement and Contracting Department

110 SE Watula Avenue, Third Floor

Ocala, Florida 34474

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**NOTICE OF DISQUALIFICATION AND REJECTION OF BID SUBMITTED BY
WASTE PRO OF FLORIDA, INC.**

TO: All Interested Bidders

FROM: Daphne M. Robinson, Esq. – Procurement and Contracting Officer *DMR*

RE: Request for Proposals No.: PWD/250692
Residential and Commercial Solid Waste Disposal Services

DATE: July 16, 2025

BACKGROUND

On June 2, 2025, the City of Ocala ("City") advertised Invitation to Bid No.: PWD/250692 (the "Solicitation") for the provision of residential and commercial solid waste disposal services. The Solicitation closed on June 30, 2025, with bids received from: (1) Waste Pro of Florida, Inc. ("Waste Pro"); and (2) GFL Solid Waste Southeast, LLC ("GFL").

Bid Rejected for Lack of Responsibility

The City of Ocala reserves the right to reject the bids of any bidders who are found, after reasonable inquiry and evaluation to be non-responsive or non-responsible¹.



**CITY OF OCALA
GENERAL TERMS AND CONDITIONS**

17. **BID REJECTION.** City reserves the right to reject any or all bid(s) including, without limitation, the right to reject any or all non-conforming, non-responsive, unbalanced, or unconditional bid(s). City further reserves the right to reject the bid(s) of any bidder(s) who are found, after reasonable inquiry and evaluation, to be non-responsive or non-responsible.

Bidders are deemed responsible where documentation supports that the bidder is capable of meeting all of the requirements of a solicitation and possess the full ability to perform as contractually required².

- F. **Responsibility Determination.** A bidder will be deemed to be responsible where documentation supports that the bidder is capable of meeting all of the requirements of the solicitation and subsequent contract and possesses the full ability, including financial and technical, to perform as contractually required in good faith as demonstrated by performance on previous contracts and/or compliance with laws and regulations relating to similar contracts.

¹ See City of Ocala General Terms and Conditions at ¶17.

² See Procurement Policy PRO-060, Article V(F).

As part of the Administrative Review process, and to diligently verify the responsiveness and responsibility of each interested bidder, Procurement and Contracting Department staff issued a list of fifteen (15) Technical Questions to each firm on July 10, 2025. Responses were required to be submitted no later than 2:00 p.m. on July 15, 2025.

The Scope of Work attached to the Solicitation expressly set forth the City's collection hours for residential and commercial waste and further required the successful bidder to possess all required equipment to perform the work as scoped, including having hoses available to facilitate truck wash outs³.

SECTION B - BACKGROUND

1. RESIDENTIAL SERVICES

The City provides approximately 17,500 residential customers with once per week curbside garbage collection services, utilizing using up to ten trucks per day. Our Residential Sanitation Division provides collection services between the hours of 7:00 a.m. and 5:00 p.m., Monday through Thursday (and on Fridays during holiday weeks). Each residential garbage truck averages two loads per day. The approximate annual amount of residential garbage collected equals 17,000 tons.

2. COMMERCIAL SERVICES

The City's 13,000 commercial, industrial, and multi-family customers receive solid waste collection services ranging from once to six times per week, with dumpster sizes ranging from two to eight cubic yards. Each commercial garbage truck averages two to three loads per day, using up to nine trucks Monday through Friday, and two trucks on Saturday. Regular collection services are provided Monday through Saturday between the hours of 4:00 a.m. and 2:00 p.m. The approximate annual amount of commercial and industrial waste collected by the Commercial division equals 48,000 tons.

16. Vendor shall possess all required equipment to perform the work.
17. Lighting in the Vendor's transfer station or waste processing facility must be good and must be maintained in good operating condition.
18. Hose(s) should be available, operational, and always in good condition for truck wash outs.

Responses to the Technical Questions were received from Waste Pro and GFL on July 10th and July 15th, respectively.

ITB# PWD/250692 - Solid Waste Disposal- Technical Questions

1. Are you able to accept trucks Monday through Friday between 4:00 am and 5:00 pm and Saturday between 4:00 am and 2:00 pm?
Currently we are open 7-5pm, but would have to make a modification to permit along with permission from City of Ocala.
13. Does your facility have the necessary equipment for our trucks to be washed out before returning to the complex daily? No, we have 2 fire hoses for hot loads and cleaning the floor.
14. If the wash out equipment is down, how quickly can it be expected to be up and running? N/A.
Every once and a while can be accomplished.

Waste Pro's responses to the questions relating to hours of operation and the ability to facilitate truck wash outs indicate that Waste Pro is presently unable to provide the services as advertised in the Solicitation. Accordingly, Waste Pro's bid is rejected for lack of responsibility.

³ Leachate is a liquid byproduct of waste decomposition which, when not properly managed, can lead to contamination of soil and groundwater systems and to the corrosion of the City's waste collection trucks. The City of Ocala does not have a leachate system and therefore requires its solid waste services provider to have hoses available so that once waste is delivered, leachate can be effectively removed and properly disposed of.

Waste Pro is Disqualified for Violation of the City's Anti-Lobbying Policy

To ensure fair and open competition for all vendors and to protect the professional integrity of the City's procurement process, the City of Ocala has adopted an Anti-Lobbying Policy⁴. The City's Anti-Lobbying Policy is advertised with every solicitation and prohibits oral or written communications between any bidding vendor (or third party on a bidding vendor's behalf) and any department, City official, City Council member or employee during the solicitation process from the time of advertisement through the time an award decision is made at a scheduled City Council meeting. Communications made in violation of the City's Anti-Lobbying Policy shall constitute grounds for disqualification of the offending Vendor and up to a three (3) year debarment from doing business with the City of Ocala.

ANTI-LOBBYING. To ensure fair consideration for all Vendors, the City strictly prohibits any communication relative to this solicitation (whether written, verbal, or through a third-party) with any department, City official, City Council member, or employee during the submission process, except those communications made directly to the Procurement and Contracting Department. Additionally, the City prohibits communications initiated by a Vendor (or agent, or third party on behalf of a Vendor) to any City official(s), City Council member(s), or employee(s) evaluating or considering the bids prior to, and up to the time an award decision is made at a scheduled City Council meeting. Any communication between the Vendor and the City can only be initiated through Procurement and Contracting Department staff to obtain information or clarification of the bid. **Any prohibited communications initiated by a Vendor, or a third party on behalf of Vendor, shall constitute grounds for disqualifying the offending Vendor from consideration for award of the resulting contract.**

On July 15, 2025, the regularly scheduled meeting of Ocala's City Council was held in Council Chambers at City Hall, 110 SE Watula Avenue, Ocala, Florida 34471. In attendance were Mayor Ben Marciano, and Councilpersons Ire Bethea, Jim Hilty, Barry Mansfield, Jay Musleh, and Kristen Dreyer. During the time allotted for Agenda Item 16 (Public Comments), beginning at timestamp 1:32:12, a representative from Waste Pro of Florida, Inc. d/b/a Friends Recycling, Gerald Lourenco, addressed City Council members directly to discuss the Solicitation. During his comments, Mr. Lourenco acknowledged that the Solicitation was currently under review and proceeded to discuss matters relating to the Solicitation itself and the bid that was submitted by Waste Pro. At timestamp 1:41:52, Mr. Lourenco was admonished by Council President Kristen Dreyer and advised that it was inappropriate for Council to address him regarding matters relating to an active solicitation.

The City of Ocala remains committed to maintaining a fair, transparent, and competitive procurement environment to maintain the trust of its citizens and the vendor community. In order to protect the integrity and fairness of the procurement process for the remaining proposers, the Procurement and Contracting Officer has made the decision to disqualify Waste Pro of Florida, Inc. from further consideration under ITB No.: PWD/250692 for violation of the City's Anti-Lobbying Policy.

Please direct any and all questions and/or concerns to:

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⁴ See Procurement Policy PRO-030.

cc: All Solicited and Interested Vendors ProRFx
Solicitation No. ITB-PWD/250692