



County of Fairfax, Virginia
Department of Public Works and Environmental Services
Solid Waste Management Program
12000 Government Center Parkway • Suite 458 • Fairfax, VA 22035

Request for Expressions of Interest SWMP-2012-001 Solid Waste Management

December 3, 2012



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1. Introduction

The Fairfax County Department of Public Works and Environmental Services (DPWES) has issued this Request for Expressions of Interest (RFEI) to identify methods, facilities or approaches for the eligible aspects, as defined in this RFEI, of solid waste management that could be provided to the County's residents and businesses.

The County's integrated solid waste management system includes a comprehensive range of activities consisting of waste reduction and diversion, recycling, processing, and disposal. The County provides municipal solid waste (MSW) management programs to County residents and businesses in a reliable, cost-effective and environmentally protective manner.

The County's Service Agreement with Covanta Fairfax, Inc. (CFI) for use of the I-95 Energy/Resource Recovery Facility (E/RRF), which currently provides the primary disposal capacity for the County's post-recycling MSW, expires February 1, 2016. Accordingly, the County is initiating a long-term solid waste planning process to identify all available options to improve the overall County program as well as potentially replace, in whole or in part, the current primary disposal contract with CFI. This RFEI, focused on diversion, recycling, processing and disposal, is part of that effort.

1.1 Purpose of the Request for Expressions of Interest

Through this RFEI the County seeks to identify solid waste management methods, facilities or approaches, or combinations thereof that are consistent with and enhance the County's Solid Waste Management Program. The RFEI is intentionally broad-based and is open to diversion, recycling, processing, and disposal (referred to as the "eligible aspects") methods, facilities and approaches that will allow the County to continue to meet and exceed its obligations for solid waste management, public safety, and public and environmental health. Proposals to purchase or assume operations of County facilities or assumption of other County solid waste management activities and programs will not be considered.

Respondents may offer one or more methods, facilities or approaches, or combinations thereof, addressing the range of programs described more fully in this RFEI. Responses may involve one or more forms of private and/or public parties in partnership. The County recognizes that some methods, facilities or approaches may require development time.

The County will maintain its responsibility for:

- Code enforcement;
- County solid waste collection activities in Sanitary Districts;
- Operation of the I-66 Transfer Station;
- Operation of the I-95 Ash Monofill;



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- Post-closure care of the closed I-66 MSW Landfill and operation of the landfill gas collection system;
- Post-closure care of the closed I-95 MSW Landfill and operation of the landfill gas collection system;
- Public outreach and education programs;
- Permitting;
- Administration, data management and billing;
- Safety; and
- Emergency response and debris management.

While this RFEI is not a procurement, the information gathered through this RFEI process may be used for such purposes in the future. Respondents are encouraged to review Section 3.5 regarding Virginia Freedom of Information Act.

1.2 Availability of RFEI Documents

This RFEI is publicly available through the County's website: www.fairfaxcounty.gov/dpwes/trash/rfei.htm . The County will post all County-issued communications, including interpretations, clarifications and addenda to this RFEI on the County's website. Respondents are responsible for visiting the County's website for information made available by the County regarding this RFEI. Information regarding the RFEI process is provided in Section 3.0.



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2. Fairfax County Overview

Fairfax County is located in northern Virginia in the DC Metropolitan area. Covering approximately 395 square miles, the County is home to more than one million residents and is a vibrant employment center that provides more than 580,000 jobs (including 143,000 technology jobs – the largest concentration in the United States).

Fairfax County operates under the urban county executive form of government, and like other local Virginia governments, has limited powers. The doctrine describing this limited authority is commonly referred to as the Dillon Rule. Governmental powers are vested in an elected Board of Supervisors which has nine members representing districts of approximately equal population, plus a Chairman at-large. The Board of Supervisors appoints a County Executive as the administrative head of all governmental affairs of the County.

2.1 Fairfax County Solid Waste Management Program

Solid waste management in the County is provided through a combination of public and private sector services. All solid waste services are conducted in accordance with Chapter 109.1 of the Fairfax County Code.

Public services are managed by the County’s Solid Waste Management Program within DPWES. Private sector services are provided by a variety of private businesses. Table 1 provides an overview of the County and private sector services supporting the County’s Solid Waste Management Program.

Table 1 Fairfax County Public and Private Sector Solid Waste Management Services

Service	County Provided Services	Private Sector Provided Services
MSW and Recycling Collections	County collection routes (weekly collections for approximately 44,000 residents and 220 County properties) and 8 recycling and disposal drop-off centers.	Residential (excluding County collection routes) and all commercial property collections in the County
Recycling Processing and Marketing	None	Materials recovery facilities and markets
Public Convenience Centers	I-66 and I-95 Recycling and Disposal Centers and six neighborhood recycling drop-off centers located throughout the County	None
Special Programs	Household Hazardous Waste (HHW), electronic waste (E-waste) recycling, document shredding, Yard Waste, metals and Construction /Demolition/Debris (CDD)	None
Transfer	I-66 Transfer Station	None
Disposal	Limited disposal through jurisdictional partnerships (backup capacity)	CFI I-95 E/RRF and other private contracts for emergency backup/maintenance bypass



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2.1.1 Solid Waste Management Objectives

The County's overall solid waste management goals and objectives, established in the Fairfax County Solid Waste Management Plan (the County SWMP), include:

- Reducing the volume of the solid waste stream by implementing waste reduction and recycling programs.
- Maintaining a balanced solid waste management system which benefits the community while meeting regulatory requirements.
- Providing efficient, economical, and environmentally protective refuse facilities and services for collecting, recycling, and disposing of solid waste generated within the County.
- Providing regulatory oversight of the County's ordinances regarding solid waste.

The County SWMP was prepared in accordance with the Virginia Department of Environmental Quality's Solid Waste Management Regulations and presents the County's philosophy regarding solid waste management, including efforts related to public outreach and education; waste reduction, reuse and/or recycling; materials recovery; and disposal. The County SWMP also identifies the designated facilities where solid waste generated within the County may be delivered. The County SWMP will be modified as necessary to encompass future waste management strategies and programs.

2.1.2 Solid Waste Management Infrastructure and Programs

Under the County SWMP, the County provides a number of services to its residents and businesses, including:

- **Waste Reduction and Recycling:** The County manages the waste reduction and recycling programs, conducts waste reduction and recycling outreach, plans for and implements recycling and waste reduction efforts, and enforces the County code requirements associated with recycling.

Recycling from residential properties is required by Fairfax County Code and collection service providers must provide recyclables collection service. Therefore, all single-family homes and town houses have access to curbside collection of recyclables. Multi-family housing and businesses also have recycling requirements for paper and cardboard. Additional access to recycling is available at the Recycling and Disposal Centers operated by the County at the I-66 and I-95 Solid Waste Management Complexes, as well as the six County recycling drop-off centers located throughout the County.

Permanent HHW and E-waste collection sites are located at the I-66 and I-95 Recycling and Disposal Centers. Regularly scheduled HHW collection, Electric Sunday collection, and document shredding



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events are held at various locations throughout the County. All recyclables collected in the County by private sector or County collection programs are processed at privately-owned materials recovery facilities.

In 2011, the County achieved a recyclables diversion rate of 47 percent, well above the Commonwealth's 25 percent goal and better than the Virginia Department of Environmental Quality's reported state-wide average for 2011 of 43.5 percent.¹

- **County Collection Service:** The County collects MSW and recyclables from approximately 44,000 household units (about 12 percent of all single-family homes and town houses) within the County's approved Sanitary Districts and refuse from County agencies (including all libraries, fire stations and government centers – collectively referred to as County Agency Routes). The operations center in Newington supports the County's collection programs. The County collections service is funded through a user fee paid semi-annually along with property taxes. County collections account for about 70,000 tons of MSW and 20,000 tons of recyclables annually.
- **Leaf Collection:** Residents in Sanitary Districts can request curbside vacuum leaf collection services from the County. Currently the County provides this service to about approximately 25,000 residential properties in approved leaf collection areas. Revenues to support the Leaf Collection Program are collected by the County through a customer-based special assessment.
- **Yard Waste:** Yard waste, collected by the County at the I-66 and I-95 Recycling and Disposal Centers, is managed through an inter-jurisdictional arrangement with Prince William County, Virginia and through private contracts.
- **Metals:** Scrap metals and white goods, collected by the County at the I-66 and I-95 Recycling and Disposal Centers, are recycled through contracts with private facilities.
- **Construction/Demolition/Debris (CDD):** CDD, collected from residents at the I-66 and I-95 Recycling and Disposal Centers, is recycled or disposed of through private contracts and an inter-jurisdictional arrangement with Fauquier County, Virginia.
- **Waste Transfer and Disposal:** The County manages operations at the I-66 and I-95 Solid Waste Management Complexes. Facilities and operations at these complexes include:
 - The I-66 Transfer Station, the I-66 Recycling and Disposal Center and the closed I-66 MSW Landfill at the I-66 Complex.

¹ Virginia Department of Environmental Quality. *Virginia Annual Recycling Rate Report, Calendar Year 2011 Summary*. www.deq.state.va.us/Portals/0/DEQ/Land/RecyclingPrograms/Reports/2011Recycling_Rate_Report.pdf



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- The I-66 Transfer Station is the County's central collection point for MSW and transfers MSW to designated disposal facilities (the CFI I-95 E/RRF is the County's primary disposal facility).
- The I-95 Recycling and Disposal Center, the CFI I-95 E/RRF, the I-95 Ash Monofill, and the closed I-95 MSW Landfill at the I-95 Complex.
 - The I-95 E/RRF is owned and operated by CFI on property leased from the County.
 - The I-95 Ash Monofill accepts ash residue generated by the CFI I-95 E/RRF and the Covanta Alexandria/Arlington waste-to-energy facility, and sludge incineration ash residue from the County's Noman Cole Pollution Control Plant.

The County maintains backup disposal capacity through other contracts. Non-combustible waste is disposed at private disposal facilities or recycled under County contracts. Post-closure care for the closed I-66 MSW Landfill and the closed I-95 MSW Landfill is conducted by the County.

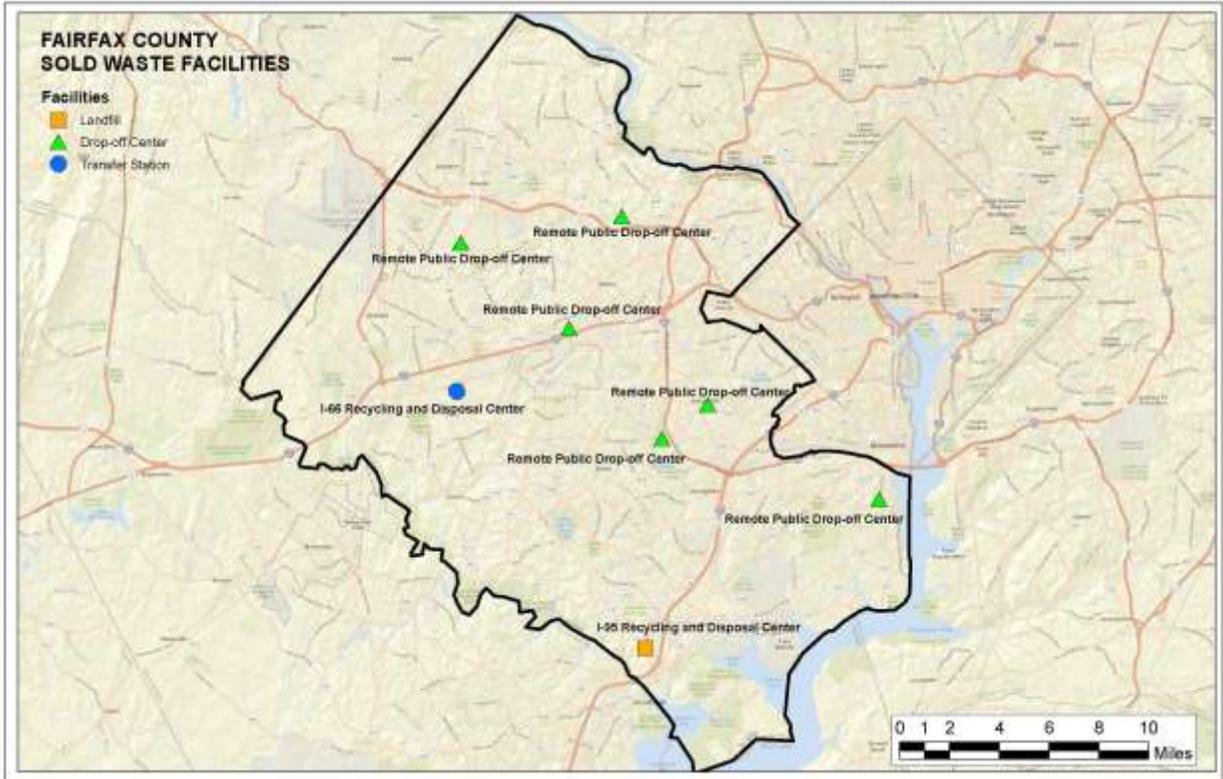
- **Emergency Management and Response:** The Solid Waste Management Program helps the County plan and coordinate debris removal efforts. During emergencies, emergency management and response services vary and may extend to areas beyond County Sanitary Districts.

Figure 1 shows the locations of the County's solid waste management facilities. Table 2 lists major facilities and contracts that support the County's integrated solid waste management program.



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Figure 1 Fairfax County Solid Waste Management Facilities





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Table 2 Fairfax County Major Solid Waste Facilities

Facility	Owner/Operator	Service	Materials Managed
I-95 Recycling and Disposal Center	Fairfax County	Public drop-off center for MSW and recyclables HHW Collections Electric Sunday (E-waste recycling)	MSW Recyclables: <ul style="list-style-type: none"> • Newspaper • Plastic bottles and jugs • Glass jars and bottles • Mixed paper (cardboard, junk mail, magazine, envelopes, catalogs, office paper) • Ferrous and non-ferrous metal cans • Used automotive batteries • Used motor oil and filters • Used antifreeze • White goods (small and large appliances) • Leaves, grass and brush • Used tires • CDD for residents
I-66 Recycling and Disposal Center	Fairfax County	Public drop-off center for MSW and recyclables HHW Collections Electric Sunday (E-waste recycling)	MSW Recyclables: <ul style="list-style-type: none"> • Newspaper • Plastic bottles and jugs • Glass jars and bottles • Mixed paper (cardboard, junk mail, magazine, envelopes, catalogs, office paper) • Ferrous and non-ferrous metal cans • Used automotive batteries • Used motor oil and filters • Used antifreeze • White goods (small and large appliances) • Leaves, grass and brush • Used tires • CDD for residents
I-66 Transfer Station	Fairfax County	Central collection point for MSW collected within the County. Operating Capacity: approx. 5,500 tons per day (tpd)	Post-recycling solid waste transferred to CFI I-95 E/RRF or other County designated facilities
CFI I-95 E/RRF	Covanta Fairfax, Inc.	Mass burn combustion of MSW/energy recovery through electric sales Lease through 2031	Post-recycling MSW processing and disposal. Ash residue disposed of at the County's I-95 Ash Landfill. Ferrous and non-ferrous metals recovered from ash residue
I-95 Ash Monofill	Fairfax County	Ash residue disposal	Ash residue from: <ul style="list-style-type: none"> • CFI I-95 E/RRF • Covanta Arlington/Alexandria waste-to-energy facility • Fairfax County Noman Cole Pollution Control Plant
I-66 MSW Landfill (closed)	Fairfax County	Closed in 1983 Active landfill gas collection system provides fuel for heating nearby County facilities	In-place MSW: 5 million metric tons
I-95 MSW Landfill (closed)	Fairfax County	Closed in 1995 Active landfill gas collection system used for electric generation, heating, processes	In-place MSW: 16.2 million metric tons



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2.1.3 Fairfax County Waste Quantities and Characteristics

In calendar year 2011 Fairfax County generated over 1.26 million tons of MSW, 45 percent of which was recovered as recyclables.² The current County population of about 1.1 million residents is projected to increase to approximately 1.3 million by 2030.³ County waste generation and recycling, presented in tons managed for the period 2007 through 2011, is shown in Table 3.

Table 3 Fairfax County Waste Generation and Recycling (tons), 2007-2011⁴

Year	2007	2008	2009	2010	2011
Waste Generation, total	1,365,361	1,290,329	1,190,306	1,190,609	1,268,881
Recyclables Recovered	487,745	491,113	445,624	472,646	571,116
Post-Recycling Waste Stream	877,616	799,216	744,682	717,963	697,765

Tables 4 and 5 present (i) recyclables recovered in the County for the period 2007-2011⁵; and (ii) an approximated characterization of the post-recycling waste stream, respectively.

² The County's reported recycling rate for 2011 was 47 percent, which included a two percent bonus provided for by VDEQ for approved source reduction and reuse programs.

³ Based on 2010 U.S. Census data and Fairfax County growth projections.

⁴ Virginia Department of Environmental Quality. Virginia Annual Recycling Rate Reports, Calendar Years 2007- 2011. www.deq.state.va.us/Portals/0/DEQ/Land/RecyclingPrograms/Reports

⁵ Data provided by Fairfax County.



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Table 4 Fairfax County Recyclables Recovered (tons), 2007-2011

Material⁽¹⁾	2007	2008	2009	2010	2011
Paper	187,558	142,510	88,420	74,942	99,311
Metal	59,500	63,965	50,420	66,225	66,731
Plastic	3,970	1,124	809	867	1,546
Glass	13,876	185	--	208	177
Commingled Bottles/Cans	29,823	17,203	2,788	6,367	5,240
Yard Waste	168,360	200,416	214,353	200,824	226,309
Wood	5,718	5,005	3,547	4,420	7,203
Textiles	1,341	1,206	1,496	1,726	1,803
Single Stream ⁽²⁾	--	44,658	57,708	97,175	128,250
Waste Tires	7,824	4,956	15,054	7,931	7,482
Used Oil	7,485	7,306	7,912	8,144	7,006
Used Oil Filters	136	230	267	358	550
Used Antifreeze	724	664	673	685	608
Batteries	885	1,125	1,195	1,471	1,647
Electronics	545	560	982	1303	1,396
CDD ⁽³⁾	--	--	--	--	15,857

Notes:

1. Overall reported recycling for public and private sector services in Fairfax County.
2. Implementation of single-stream curbside recycling began in 2008.
3. CDD recycling began in 2011.

Table 5 Approximated Characterization of Post-Recycling Waste Stream⁶

Component	Approximate Percent (by weight)
Paper	26
Food Waste	20
Wood/Yard Waste	8
Plastics	14
Other Organics ⁽¹⁾	18
Inerts ⁽²⁾	3
Metals	4
Glass	3
Electronics	<2
Special/HHW ⁽³⁾	<1
Other	<1

Notes:

1. Textiles, Leather, Rubber
2. Asphalt, Concrete, Bricks, Earthen Materials
3. Batteries, Tires, Used Motor Oil & Filters

⁶ The estimated characterization of the County's post-recycled MSW is based on publicly available reports and studies of MSW characterizations of MSW generated in communities similar to Fairfax County in the greater Northern Virginia and mid-Atlantic regions.



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2.2 Jurisdictional Partnerships

Over the years, the County's Solid Waste Management Program provides for, and benefits from, partnerships with other local governments in the County, including the Towns of Vienna, Herndon and Clifton. Partnerships have also been established with other Virginia jurisdictions, including the Cities of Fairfax and Falls Church, the City of Alexandria, Arlington County, Prince William County, Fauquier County and the District of Columbia. The County is interested in continuing jurisdictional partnerships.

2.3 The Future of the County's Solid Waste Management

The County's solid waste management goals set forth in the County SWMP, along with the principles that guide how the County manages and executes the Solid Waste Management Program, are fundamental to defining the County's future needs and for identifying the key factors that should be used to evaluate post-2016 solid waste management methods, facilities or approaches. This RFEI process has been undertaken to aid the County in identifying these methods, facilities or approaches that may be pursued consistent with these goals and principles.



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3. Request for Expressions of Interest

3.1 RFEI Objectives

The objectives of this RFEI are to:

1. Inform interested parties of the County's current solid waste management planning efforts and its needs.
2. Identify potential local and regional markets as well as relevant procurement, technical, business, and management issues associated with those markets or waste management methods, facilities or approaches.
3. Identify parties with the experience, financial and professional capability, and methods, facilities or approaches that are consistent with and can enhance the County's Solid Waste Management Program.

3.2 RFEI Not Solicitation or Procurement

This is NOT a Bid Solicitation. This RFEI is issued solely for information and planning purposes and does not constitute a solicitation. Responses to the RFEI will not be returned. Responses to this RFEI are not offers and cannot be accepted by Fairfax County to form a binding contract.

3.3 RFEI Process and Schedule

Table 6 presents the County's schedule for this RFEI process.

Table 6 RFEI Schedule

Activity	Date
County Issuance of RFEI (est.)	December 3, 2012
Deadline for Submitting Written Questions	January 14, 2013
Issue Response to Written Questions	January 24, 2013
Deadline for Submitting Expressions of Interest	February 19, 2013; 4:00pm local time
Respondent Discussion Sessions (est.)	Week of March 4 or 11, 2013
County Review of Expressions of Interest (est.)	February-April 2013

3.4 Respondent Costs

Respondents are solely responsible for all expenses associated with Respondent's participation in the RFEI process.



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3.5 Virginia Freedom of Information Act

All information provided in response to this RFEI is subject to the disclosure requirements of the Virginia Freedom of Information Act (VFOIA) (Section 2.2-3700 et seq.). Therefore, such information may be excluded from the mandatory disclosure provisions of VFOIA if a Respondent identifies and properly invokes VFOIA exclusion in writing.

Information which a Respondent desires to make available to Fairfax County but which the Respondent designates as a trade secret, proprietary information, or other confidential information exempted from disclosure, should be clearly identified and designated as such, stating in writing the applicable VFOIA exclusion and the reasons why protection of that information is necessary. Failure to take such precautions prior to submission of a response may subject such information to disclosure under VFOIA.

3.6 RFEI Responses

Responses to this RFEI (Expressions of Interest [EOI]) are due by the date listed in Table 6. Submittal requirements are provided in Section 4 of this RFEI. The narrative portion of Responses is limited to 20 pages (10 double-sided pages). The page limitation excludes any renderings, tables, drawings, graphs and promotional materials not specifically requested in Section 4. Responses shall be printed double-sided on paper with minimum 30 percent recycled content. As previously noted, Respondents may express interest in one or more components of a solid waste management system. Respondents should exercise care to present the requested information in a clear and sufficiently detailed manner that will allow the County to assess the merit of the response and viability of the proposed methods, facilities or approaches, or combinations thereof.

Fifteen (15) paper copies and one electronic copy (on a CD-ROM in *.pdf format) of the EOI must be submitted to the County's Contact listed in Section 3.8 of this RFEI. Electronic submissions (by e-mail, facsimile, etc.) will not be accepted.

Respondents must clearly label the delivery package with the following information:

Fairfax County Solid Waste Management Program
Request for Expressions of Interest #SWMP-2012-001
Response Due Date: February 19, 2013 / 4:00pm local time
Submitted by: _____



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3.7 Preferred Qualifications

Specific qualification requirements have not been established for this RFEI; however, the County's preference is that any proposed processing facilities have a minimum operating capacity of 100 tpd. The County is seeking methods, facilities or approaches that have a high probability of being implemented within a 10-year planning horizon.

3.8 County Contact

Respondents shall direct all correspondence, questions or inquiries, and deliver their EOIs to the designated County Contact listed below.

Joyce Doughty
Director, Solid Waste Disposal and Resource Recovery
12000 Government Center Parkway, Suite 458
Fairfax, Virginia 22035
(703) 324-5230
Email: joyce.doughty@fairfaxcounty.gov

All questions or inquiries regarding this RFEI shall be submitted in writing by email. The subject line of all correspondence shall state "RFEI#SWMP-2012-001 Solid Waste Management."

3.9 Interpretations and Addenda

Respondents shall rely only on written responses from the County Contact, which may include interpretations, clarifications or addenda provided as described in Section 1.2. Verbal statements made by the County shall not be relied upon. Questions or requests for clarification from interested Respondents shall be submitted on or before the date provided in Section 3.3. All County responses modifying the content of the RFEI or clarifications of the intent of the RFEI will be formally issued as addenda. County responses to Respondents may be issued on an ongoing basis up to and including the date specified in Section 3.3.

County-issued communications will be posted to the RFEI website, which is accessible per the instructions provided in Section 1.2 of this RFEI.

3.10 Prohibited Contacts

As stated in Section 3.8, Respondents shall direct all communications to the County Contact via e-mail. Respondents are prohibited from contacting, directly or indirectly, other County employees, elected officials, agents or representatives regarding this RFEI.



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3.11 Respondent Discussion Sessions

The County may invite one or more Respondents to participate in discussion sessions with County representatives and consultants. The purpose of these discussion sessions will be to address any questions or concerns the County may have based on its review of the submitted materials. It is anticipated that each session will be scheduled during the time period indicated in Section 3.3.

Respondent discussion sessions will be held at the County's offices at 12000 Government Center Parkway, Fairfax, Virginia. The County intends to invite a limited number of Respondents to participate in discussion sessions. Therefore, in selecting participants, the County will consider the nature of responses relative to the information requested in the RFEI.

3.12 County Reservation of Rights

Fairfax County reserves the following rights:

- To prepare and issue modifications and/or addenda to the RFEI that may serve to change, expand, restrict or cancel the RFEI.
- To receive questions from Respondents and to provide such answers as the County deems appropriate.
- To change the deadlines and dates specified in the RFEI.
- To conduct investigations with respect to the information provided by each Respondent and to request additional information to support such Respondent's responses and submittals.
- To seek clarification of responses from Respondents.
- To request one or more selected Respondents to participate in discussion sessions with the County, or to decide such discussion sessions are not needed.
- To issue requests for qualifications or proposals subsequent to this RFEI.
- To enter into procurement or contract negotiations independent of this RFEI.



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4. Submission Requirements

4.1 Response Format

Responses to this RFEI shall be organized into the following sections:

1. General Company Information
2. Respondent's Approach
3. How the Approach Addresses County Issues and Enhances the County's Solid Waste Management Program
4. Business Terms and Costs to the County

Responses shall also include a letter of transmittal, on Respondent's letterhead, that identifies the nature of the Response and the name, address, title, telephone number, fax number and e-mail address of the Respondent's contact person who will serve as the interface between the County and the Respondent. The transmittal letter shall be signed by an authorized representative of the Respondent. The letter of transmittal shall be no more than two pages.

4.2 Content Requirements

This RFEI is issued as part of the County's strategic development activities being undertaken to address the County's future solid waste management infrastructure objectives/contractual service needs. Its purpose is to gather information to help the County more precisely define steps it may take going forward. This RFEI was advertised and issued to the public (see Section 1.2). Responses are requested from organizations interested in offering methods, facilities or approaches to address the areas contemplated in this RFEI. Respondents shall submit complete and detailed responses. The County requires Respondents to have a sound understanding of public MSW management systems and have the organizational capacity to deliver. The viability of the Response is a primary factor in the County's consideration of received Responses.

4.2.1 General Company Information

This section shall contain information on the Respondent, as well as any affiliated company/organization and/or parent company/organization that may provide financial backing or guaranty associated with the Respondent's plan. The Respondent shall provide the following information:

- Business structure of the entity submitting the EOI (e.g., corporation, partnership, sole owner, joint venture, etc.) and year founded.



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- Ownership of Respondent entity and parent company organization business structure and ownership.
- The address and physical location of the Respondent's corporate office and office(s) responsible for providing the potential methods, facilities or approaches.
- Name, address, and telephone number of contact person.
- The Respondent's area of expertise.
- Information related to the financial resources and professional capability of the Respondent. Specifically, detail:
 - Financial resources of the Respondent and parent company organizations (as applicable), including nature and type of specific financial commitments by investors;
 - Audited financial statements for the last three years for both the Respondent and parent company, as applicable;
 - Professional liability insurance; and
 - Dunn & Bradstreet ID number.
- Related experience and qualifications.
- Key personnel, including experience profiles or resumes.
- At least three (3) references from clients, including contact information, that have acquired similar methods, facilities or approaches to that being proposed. For emerging technologies/markets (see Section 4.2.3.4), Respondents shall provide client reference and contact information for one or more planning, development and/or implementation projects.

4.2.2 Respondent's Approach

A detailed narrative shall be provided describing the Respondent's understanding of the RFEI and its objectives, as well as the Respondent's proposed approach. In this section, the Respondent shall discuss/provide:

- A description of the Respondent's plan and proposed approach.
- The role the Respondent would serve to meet the County's needs (e.g., technology vendor, overall program manager and project guarantor, single source provider, etc.).



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- Currently operating facilities owned and/or operated by the Respondent which may be incorporated into the Respondent's proposed approach. Include regulatory permitting and compliance information and the governing regulatory agency.
- Facilities to be developed or acquired by the Respondent in the County or outside the County.
- Guarantees and contractual terms to be offered to or requested from the County.
- Schedule for implementation (from concept through commercial operations) and proposed length of contract(s) with the County.
- Anticipated challenges and risks associated with the approach and proposed mitigation strategies.
- How the Respondent's plan can improve the environmental performance of the County Solid Waste Management Program.
- How the Respondent will involve the public in implementing its approach.

If the Respondent offers more than one discrete approach, the information required by this section shall be provided for each.

4.2.3 How the Approach Addresses County Issues and Enhances the County's Solid Waste Management Program

The following Issues are important to the success of the County's Solid Waste Management Program. Respondents are encouraged to submit detailed responses to each Issue in terms of their approach, and provide the County with sufficient information to evaluate the potential of the Respondent's plan. All Respondents shall provide the information requested under Issues 1, 2 and 3. Responses that include emerging technologies/markets (as defined under Issue 4 of this RFEI) shall also provide the requested information listed under Issue 4.

4.2.3.1 Issue 1 – Respondent's Methods, Facilities or Approaches

The County is open to a variety of methods, facilities or approaches (within the "eligible aspects defined in Section 1.1) to meet its solid waste management requirements. For example purposes only, Table 7 summarizes such methods, facilities or approaches. Respondent's methods, facilities or approaches may include, but are not limited to, those described in Table 7.



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Table 7 Matrix of Example Waste Management Methods, Facilities or Approaches

Program Component	Category	Method, Facility or Approach
Diversion	Waste Reduction, Reuse, Recycling	<ul style="list-style-type: none"> • Yard Waste recycling/composting (brush, leaves, grass clippings) • Food Waste/Organics composting or other processing • E-waste • CDD • Commercial recycling • Materials recovery • Others
Processing	Thermal Processing	<ul style="list-style-type: none"> • Mass Burn combustion • Combustion of Refuse-Derived Fuel
	Thermal Conversion	<ul style="list-style-type: none"> • Plasma arc • Pyrolysis • Gasification • Other
	Biological Processing	<ul style="list-style-type: none"> • Aerobic - composting • Anaerobic digestion • Other
	Chemical Conversion	<ul style="list-style-type: none"> • Acid hydrolysis • Fermentation • Other
Disposal	Landfill	

The Respondent shall provide the following for each component of Respondent's plan:

- Description of the Respondent's methods, facilities or approaches.
- The portion, component, and amount of the County waste stream the Respondent's plan would manage.
- Sketches, drawings, photos, etc. of existing installations or other graphics that would convey the intent of the method, facility or approach.
- Recovered resources and available markets.
- Plan for down-time or bypass conditions.
- Requirements and approach for permitting and environmental compliance.
- Potential environmental impacts of the approach (including impacts to noise, emissions, traffic, etc.) and how the Respondent's plan can improve the environmental performance of the County's Solid Waste Management Program.



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4.2.3.2 Issue 2 -- Siting/Site Requirements

There are limited sites available in the County for new solid waste management facilities. County property may be available within the footprints of the closed MSW landfills at the I-66 Solid Waste Management Complex or the I-95 Solid Waste Management Complex. Indicate whether the Respondent has access to or has identified property within or in the area surrounding Fairfax County. Additionally, specify:

- Location
- Footprint (in acres) and required site width and depth dimensions
- Utility requirements
- Infrastructure requirements
- Building requirements
- Zoning and permitting requirements

4.2.3.3 Issue 3 – Leveraging Jurisdictional Partnerships

The County has historically participated in partnerships with neighboring jurisdictions to achieve the solid waste management goals of the participating jurisdictions. Describe how the Respondent's proposed approach supports or enhances opportunities for jurisdictional partnerships and how potential jurisdictional cooperation could benefit the Respondent's plan.

4.2.3.4 Issue 4 -- Emerging Technologies/Markets

The County is interested in innovative or emerging technologies/emerging markets. However, the County has concerns regarding reliability, economics, effectiveness and ultimately the overall viability of such approaches. For the purposes of this RFEI, the term "emerging technologies/markets" excludes technologies/markets that have been demonstrated in the United States at a commercial operating scale of a minimum of 500 tpd with a continuous operating record for a minimum of the last five years. The County's preference is that processing technologies have a minimum operating or throughput capacity of 100 tpd.

For responses that include emerging technologies or markets, the Respondent shall address the following with respect to the emerging technology or market contained in the Respondent's plan. For each emerging technology/market in the Respondent's plan, provide, at a minimum, the following:

- A description of the process flows, including all inputs, outputs, conversion methods, and related information to provide for a complete understanding of the technology/market(s).
- Estimated capital cost.



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- The most probable throughput capacity to be accommodated by such technology/market(s), including, proposed unit operating capacity, number of processing units, and required scale-up of proposed system.
- Pre-processing requirements (describe process, equipment, materials separated, end product specifications and utilities consumption).
- Estimated annual operating and maintenance costs.
- Estimated annual availability.
- Environmental controls.
- Physical description, waste characterization and quantity of process residuals and residuals management plan.
- Markets and anticipated revenues projected from the sale of beneficiated products (specify products and markets).
- Anticipated development timeframe to achieve commercial operations at the specified operating capacity. Commercial operations development timelines (from December 2012) established for this RFEI are:
 - Before 2016
 - 5-10 years
 - 10 years or more

For each development timeline, describe the current status of technology development and planned steps to advance technology development to commercial operations within the selected time period.

- Implementation challenges, including support or action desired from the County.
- Examples of similar projects implementing the emerging technology/market by the Respondent, including :
 - Project name and location
 - Status of current operation
 - Client references and contact information
 - Design-rated processing capacity



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- Type and characterization of materials processed
 - Total waste reduction by weight and volume
 - Number of units in service and unit design-rated capacity
 - Pre-processing equipment (describe process, equipment, materials separated, end product specifications and utilities consumption)
 - Physical description, waste characterization and quantity of process residuals and residuals management plan
 - Average annual operating and maintenance costs
 - Average annual availability
 - Commissioning date
 - Years of operation
 - Environmental controls
- Additional information that will help the County evaluate the emerging technology/market proposed by the Respondent.

4.2.4 Business Terms and Costs to the County

Capital and operating costs and their impact on customer rates is of critical concern to the County. Respondents shall provide the following information to allow for complete understanding of key cost factors and associated uncertainties.

- A description of the structure of the overall business arrangements of the Respondent's plan, including at a minimum, the following:
- Ownership arrangements
 - Financing plan
 - Minimum waste commitments or guarantees necessary for economic viability. Specify volume of waste required, by type of material.
 - Per-ton fee structure, including revenue sharing, pass-through costs and other contract price items and terms. Respondent shall clearly delineate the material assumptions and the allocation of risks to each party, including unforeseen circumstances and unforeseen conditions, changes in law, etc., relative to the cost information provided. Respondents shall present such business assumptions and risk allocation in an appropriate degree of specificity.
 - Availability of markets for recovered resources or saleable products



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- Requirements for spot market waste
 - Proposed contract term
 - Implementation schedule through commercial operations
 - List and describe all conditions precedent proposed for project or program development and the proposed process to address such conditions
- An estimate of the projected costs for implementing the approach, including:
- Estimated capital costs
 - Estimated annual operating and maintenance costs
 - Anticipated pass-through items and estimated pass-through costs
 - Cost escalation rates or indices
 - Required utility and consumable materials costs
 - Process residuals quantity, quality and management plan
 - Projected revenues to be generated by the facility being proposed. For example:
 - Electric sales
 - Recovered recyclables
 - Beneficiated products
 - Commodity or commodity-like products (syngas, synthetic fuels, etc.)
- Conditions that would help the County minimize its costs (e.g., increased diversion, waste commitments, changes in policies/code, spot market, etc.)
- Identify performance guarantees. For example:
- Waste processing (tons/year, tons/day)
 - Energy generation (KWH/ton, MW, MWH/yr, or other, as appropriate)
 - Renewable fuel (type and production per ton processed)
 - Consumables usage
 - Post-processing waste volume reduction levels



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- Additional information that will help the County in its evaluation of proposed methods, facilities or approaches.

- Capital and operating costs often vary based on tonnage commitments and contract terms. The Respondent shall prepare a table similar to the table shown below to reflect the Respondent's estimated costs to the County for various tonnage commitments and contract terms in a manner consistent with the Response. If more than one approach is proposed, the table may be duplicated or modified, as appropriate.

Capacity (tons per day)	Proposed Method, Facility or Approach to be Provided by Respondent	Proposed \$/ton (per Contract Term)			
		5-yr	10-yr	15-yr	20-yr
< 100					
100-250					
250-500					
500-1,000					
1,000-1,500					
1,500-2,000					
2,000-2,500					
2,500-3,000					



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4.3 Required Forms

Respondents are required to complete and submit with Responses the forms provided in Appendix A.

4.4 Reference Information

References for informational resources identified in this RFEI are listed below.

- Fairfax County Solid Waste Management Plan 2004-2024. www.fairfaxcounty.gov/dpwes/swmp/
- Fairfax County Department of Purchasing and Supply Management.
www.fairfaxcounty.gov/solicitation/
- Fairfax County Code. Chapter 109.1 Solid Waste Management.
www.fairfaxcounty.gov/dpwes/construction/codes_standards.htm

**Appendix A
Required Forms**



Form A - Respondent Acknowledgement Form
Fairfax County, VA - Request for Expressions of Interest
RFEI # SWMP-2012-001, Solid Waste Management Program

Name of Respondent:	
Street Address:	
City, State:	
Country:	
Telephone Number:	
Fax Number:	
Federal Employment Identification Number:	

The above Respondent, by submitting a response to Fairfax County in reference to RFEI#SWMP-2012-001, Solid Waste Management Program, acknowledges the following:

- Respondent acknowledges the above RFEI is not a procurement and that Fairfax County makes no promises or warranties, expressed or implied, that any formal procurement process will follow the above RFEI.
- Respondent acknowledges that it bears any and all costs incurred by or on behalf of Respondent related to Respondent's review of, or preparation and submittal of Responses, including preparation for, attendance at, and participation in Respondent Discussion Sessions. Respondent acknowledges Fairfax County is not responsible in any way for Respondent's costs associated with this RFEI.
- Respondent acknowledges Fairfax County may, at its sole discretion: invite Respondent to a Respondent Discussion Session and Respondent agrees to attend at its own cost. However, Respondent acknowledges Fairfax County reserves the right to determine the number of Respondents invited to such sessions or to not hold such sessions.
- Respondent acknowledges receipt of addenda issued by Fairfax County in relation to this RFEI. Respondents shall return Addenda acknowledgements with this form.

RESPONDENT ACKNOWLEDGEMENT OF ABOVE

Respondent's Authorized Signatory:	Date:
Name and Title:	
Telephone Number:	
e-mail address:	