

Agenda Summary
December 13, 2021

Agenda Item No: A-4

Biosolids Waste Transportation & Disposal Agreement-Englobe Corporation

Summary: Enclosed is a proposed renewal of our Agreement with Englobe Corporation for transportation and disposal of biosolids from our Wastewater Treatment Plant. Englobe is a Canadian corporation that specializes in the management, composting and beneficial reuse of biosolids. The proposal includes a slight reduction in tipping fees from \$123.65 per ton to \$118.30 per ton. It also includes a mutually-agreed automatic renewal subject to CPI increases for years 2 and 3 and a possible cost adjustment based upon Canadian/US dollar exchange rates. Given the current lack of options for biosolids management in VT, staff advises that we continue with Englobe for our biosolids transportation and disposal needs.

Town Plan Impact: N/A

Fiscal Impact: We produce approximately 650-700 tons of biosolids annually costing approximately \$80K-\$90K annually to transport and dispose.

Recommendation: Move to waive bid requirements, and approve the Agreement with Englobe Corporation for the transportation and disposal of biosolids from our Wastewater Treatment Plant.

November 24th, 2021

Harry Shepard

Public Works Director / Town Engineer
PO Box 730, Stowe, Vermont 05672

Subject: Municipal Sludge Management (Transport & Disposal) Service – Town of Stowe

Dear Sir:

Our current sludge management contract with the town of Stowe will be coming to an end as of the 31st of December 2021. So as to provide you with enough time to evaluate and assess our renewal offer, we wanted to send out our updated price and disposal options as quickly as possible.

Englobe has adjusted its pricing for the upcoming season in order to better reflect the Town of Stowe's biosolids quality, ease of operations and great working relationship we have developed with the Town's WWTP operators and Town Manager.

Moreover, we are proposing a 1x year contract with 2x mutually agreed upon 1x year extensions for a total of 3x years.

Please find below a brief description of our offered services for the 2022 season.

1. Description of the project

- ▶ The management (transport & disposal) of 100% of the Town of Stowe's biosolids (approx. 750st/year) via Englobe's recycling options in Quebec.

2. Description of the services and deliverables

Within the scope of the present project, the services to be provided by Englobe are the following:

- ▶ Provide management services for the transportation and disposal of the Town's biosolids.
- ▶ Specifically, Englobe will provide the necessary transportation equipment (trailers, vegetable oil etc.) via our transportation contractor to execute the hauling of the material to our St-Henri composting facility in Quebec City.

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- ▶ Englobe will provide all the necessary customs paperwork and arrange, via our customs broker, the international border crossing of all trailers carrying Stowe's sludge into Canada.
- ▶ Englobe will coordinate with the Town the trailer loading schedules so as to ensure an efficient loading process.
- ▶ Englobe will provide a sludge disposal/recycling outlet for 100% of the Town's sludge at our St-Henri composting facility situated in St-Henri, Quebec (415, Plaisance Rd. Saint-Henri Qc, G0R 3E0). Englobe may choose to send some of the material to one of our revegetation projects or alternative composting facility within the province of Quebec throughout the duration of this contract.

3. Excluded services

All services which are not described herein are not part of this proposal.

4. Schedule of services

- ▶ Englobe is capable and is proposing to continue managing the Town of Stowe's biosolids as of January 1st 2022.

5. Fees proposal

- ▶ The residual management fees for the transportation and disposal/recycling of 100% of the Town of Stowe's biosolids at our St-Henri Composting Facility:
 - Year 1 (1st of January 2022 - 31st of December 2022) **118,30\$USD/st.**
 - Year 2 (1st of January 2023 – 31st of December 2023) **118,30\$USD/st + CPI increase**
 - Year 3 (1st of January 2024 – 31st of December 2024) **Year 2 pricing + CPI increase**
- ▶ The CPI increases will be based on the Boston-Brocton-Nashua Index
 - https://www.bls.gov/regions/new-england/ma_boston_cmsa.htm
- ▶ The management fee includes all regulatory testing and compliance monitoring that is required for the management of biosolids at our composting facilities within the province of Quebec.

6. Invoicing and terms of payment

- ▶ Englobe will submit to the Town of Stowe its invoices on a monthly basis. Payment shall be made within thirty days or receipt of invoice. After such date, any outstanding balance is subject to a 1,5% compounded interest per month (19,56% per year).

Subject: Municipal Sludge Disposal Service Proposal
Town of Stowe
Proposal Number: 0020211124

November 24th, 2020

7. Validity of the proposal

- ▶ This proposal is valid until the 31st of Dec 2021.

8. Acceptance of the proposal

- ▶ We thank you for allowing us to submit our proposal and hope that we will be granted the opportunity of participating to the execution of your project. Should you accept our proposal, please return a signed copy of this proposal to us.
- ▶ Once signed, Englobe will forward to the Town of Stowe our service contract outlining all the normal legal and administrative clauses for projects relating to biosolids management.

If you require additional information, please do not hesitate to contact Nicholas Leblanc.



Nicholas S. Leblanc.
Business Development Manager North-East US

READ AND ACCEPTED

Signature: _____

Date: _____

Name:

Title:

Company: