

“PROPRIETARY INFORMATION“

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Introduction

The future of this proposal, rests on the results of a survey that should be done to verify the “Why” question above. The City Council of Derby has the power, to ask for a survey to be taken to establish grounds for any Recycling proposal. If a survey is not done, the Derby residents may have concerns later that reflect discontent over a lack of choice.

RECYCLE PHASE I - Market Analysis

Who - Steve McLeland and other interested party’s that support this proposal.

What - Initiate Market Analysis

Why - To reflect resident’s ideas and either Confirm/Deny probable Satisfaction of any proposal’s future success.

When - Could be scheduled for Late March or sometime during the month of April.

Volunteers will be chosen by the author of this proposal and from members of the “Green Team”, and “Youth Members”, of the Woodlawn United Methodist Church, and other known environmentally conscience individuals, known by the proposal’s author.

Once the volunteer team is selected, a Saturday in late March or in April, would be scheduled in order to obtain data in survey form from Derby residents that are out and about at local merchant businesses from approximately 11 AM to 2PM.

The team will contact 10 – 15 local businesses, to seek permission from them to use their location, just outside an entrance, to put up a table and distribute and collect surveys from customers, as they pass by. It would be limited to 5 simple questions, so as to limit the time required to complete.

Approximately, 20 – 30 volunteers, would be enlisted to help answer questions and accept over 380 completed surveys(One per family unit). The collection of surveys would continue

until 5% of the family population of Derby, as mentioned in the RFP (7,584 Families) have been represented. If it takes two or four hours, to get the goal of 380, we would try to continue until we reach that goal.

Through the aid of cell phones, and 4 or 5 traveling site managers, we would stop, pack up, and meet for lunch once that number were reached. 380 surveys will provide a statistically valid sample size to make predictions of a proposals future success.

At the completion of the survey, all the volunteers would make photo copies of the surveys, and put the originals into manila envelopes, seal and return them to the City Manager, on the following Monday.

Then the volunteers would assemble with their copies, at a designated site to compile results for the group, and have lunch together. The only distinguishing data on the survey would be the number associated with their street address, and the first name of the family member listed in the Derby phone book. This data however, would not really identify anyone definitely back to a given survey. But it would keep individuals from trying to inaccurately influence the data one way or the other, for fear that they might be caught if they did. It would probably keep people honest, if there really are any dishonest citizens in Derby, which we doubt. So it's only a precaution, in case someone from out of town, were to try to answer a survey, when it is intended strictly to measure the views of Derby citizens.

The above section of final collection and reporting of the results, was included for humors sake. But we could really make it happen, if that's the way council recommends it.

Realistically, the preliminary survey questions would be submitted to the City Manager for editing, to remove any possibility of survey bias. It would be limited to 2 questions each, following a brief description, for curb-side collection and Franchising and a minimum of four types of recyclables.

And then 2 questions for a Non-Profit Collection Site, in a 6 month pilot test, that would collect 18 different types of recyclable materials and transport them to another Non-Profit entity already existing in Wichita, called Pro-Kansas. Pro-Kansas has tested this process for us.

And one follow-up question would be used to determine the final choice of the respondents . "Which plan would they prefer?"

The above survey, and it's collection should only be necessary if the Council is skeptical about what the data would show. However, if the Council can see that such a Market Analysis is really not necessary, it could save this team from going through all the motions and some expense to prove the point.

All the City Council has to do is confirm the Proposed Agreement of this Respondent for The Contract that follows. It could help support 6 month pilot project and either use city funds to help get it started or allow it to begin under one of several the auspices of a Non-Profit Corp already in existence. The Derby Community Foundation, Woodlawn United Methodist Church, or DAK, a non-profit org. dedicated to bringing one or more Drum and Bugle Corps back to Kansas, and in competition as they were back in the 50's thru mid 80'.

This respondent was a member of such an organization and became a three time National Champion known as the Argonne Rebels of Great Bend and Barton County.

Proposed Agreement by Respondent

The RFP that was received by the respondent does not really require a lot of supporting information in detail because it is a totally different plan that was envisioned 8 months ago, by the Advisory Board. Though the Franchise application has proven successful elsewhere, we feel the residents of Derby have the right to a choice between two possible solutions to the Recycling problem that we face right here in Derby.

Final Comments

Any of the above Non-Profits already in existence, that I have contacted, could take us under their wing and provide the support needed to get grants to effectively support this cause financially. The KDHE has been recommended as a good place to start.

If I have not responded satisfactorily to any issues covered in the RFP, please give me at least 24 hours notice to produce that detail from the data I have prepared but finally removed, because it was too complicated and longwinded in my opinion, until a decision is made to either analyze the market or not.

I have enjoyed producing this document if nothing more than to teach myself some very important lessons, which I will not go into at this time.

**FORM 7
SIGNATURE PAGE**

**RFP: EXCLUSIVE MUNICIPAL SOLID WASTE SERVICES FOR THE CITY OF
DERBY, KANSAS**

Proposals are due in the office of the City Manager, 611 Mulberry RD, Derby, KS 67037 not later than 2:00 P.M., CDT, Monday, March 2, 2009.

Questions about this RFP should be directed to Kathy Sexton at 316.788.3132 or to kathysexton@derbyweb.com.

Proposals must include the following items (original and 6 copies):

Information required by section 7 of this RFP with respect to evaluative criteria, including financial statements of Respondent and its guarantor and the following forms in accordance with Appendix 2:

- Form 2 Materials Processing Facilities
- Form 3 Exceptions to Terms of RFP (if any)
- Form 4 Letter of Intent of Letter of Credit Bank
- Form 5 Cost Justification
- Form 6 Service Fee Proposal

This Signature Page (Form 7) must be included with Respondent's submittal to validate Respondent's proposal. **Proposals submitted without this page will be deemed non-responsive.**

CHECK HERE IF RESPONDENT HAS ANY EXCEPTIONS TO THIS RFP.

CERTIFICATIONS, REPRESENTATIONS AND WARRANTIES

Authority; Commitment. As AN INDIVIDUAL REPRESENTING - Woodman's Green Team *JSM 3/12/09*
N/A of the firm of N/A,
Respondent, the attached Proposal ("Proposal") is submitted in response to a Request for proposals for Exclusive Municipal Solid Waste Services in the City of Derby, Kansas, as it may have been supplemented and clarified as of the date of submission of this Proposal (collectively, the "RFP"), and that I executed the Proposal with full authority to do so. The Respondent will honor its Proposal for one year from its date. I further certify:

- a. Respondent has not, directly or indirectly, entered into any agreement, participated in any collusion, or otherwise taken any action in restraint of free, competitive bidding in connection with its Proposal.
- b. All statements contained in the Proposal and in this certification are accurate, truthful, complete, and made with full knowledge that in awarding a Franchise Agreement in substantially the form appended to the RFP as of the date of submission of the Proposal, including all addenda thereto (collectively the "Agreement"), the City will rely upon the truth of the statements contained in the Proposal and in the statements contained in this certification, representation and warranty.

- c. Respondent has read and understood the RFP and specimen Franchise Agreement, including program specifications, service standards and contractor's rights and obligations, and Contractor has based its Proposal on its obligations under the Agreement.
- d. Neither Respondent nor any person having a substantial interest in Respondent nor any subcontractor referred to in the Proposal is currently suspended or debarred from doing business with any government entity.
- e. Respondent has reviewed all of its present and pending engagements and in making this Proposal, and determined that no potential for conflict of interest or unfair advantage exists.
- f. Having carefully examined the RFP, the Agreement and all other documents included or referenced in the RFP, all information made available by the City, and being familiar with the work and the various conditions affecting the work, Respondent hereby offers to furnish all labor, vehicles, facilities, equipment, supplies and things necessary, proper or incidental to the provide services in accordance with the RFP and Agreement.
- g. No person or selling agency has been employed or retained by Respondent to solicit or secure the Agreement in expectation of receipt of a commission, percentage, brokerage or contingent fee, except *bona fide* employees or *bona fide* established commercial or selling agencies maintained by Respondent.
- h. Respondent submits herewith all forms required by the City, as checked on the preceding Signature Page, and acknowledges that omission of any required form, representation or warranty shall be grounds for rejection of its proposal.
- i. I acknowledge receipt of the following addenda (if any):

Addendum

No.	Date	Title
A	Febr 24, 2009	Addendum A to the RFP for Residential Solid Waste & Recycling

CONTRACTORS MUST COMPLETE THE FOLLOWING TO VALIDATE PROPOSAL

I hereby agree to furnish the articles and/or services stipulated in my proposal at the price(s) quoted, subject to the instructions and conditions in the Request for Proposal package. I further attest that I am an official officer representing my firm and am authorized to sign and submit this proposal. I further certify, represent and warrant as attached to this Signature Page.

Company: N/A
 Phone: 316-788-8609 Fax: N/A E-mail: SportFractured@yahoo.com
 Name: Steve McLeland Date: 3-17-2009
 Signature: Steve McLeland
 Printed Name: Steve McLeland Title: CEO Sport-N-Shop

Street Address/PO Box: 831 Morningview
City, State & Zip Derby, KS 67037

License No. (if applicable) N/A
License Classification (if applicable) N/A

Form 1 – Expression of Interest already Completed and received by K. Sexton

Forms 2, 4, 5, and 6 are N/A to this Proposal

Forms 3 and 7 are attached.

Proposal completed 3/17/2009

For Email to Kathy Sexton

By Steve McLeland

831 Morningview

Derby, Kansas 67037

@1:45 PM

THE END