

# **REPUBLIC SERVICES PROPOSAL**

Wednesday, January 22, 2025

H.L. Lockhart/Purchasing Chief  
Mississippi State Hospital  
Purchasing Department B-93  
3550 Hwy 468 West/P.O. Box 1  
Whitfield, MS 39193

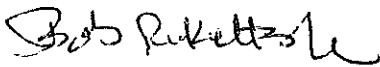
Dear Mr. Lockhart,

We appreciate the fact that you have considered us to continue to provide your solid waste collection and disposal service for the upcoming year(s). We interpret this as an affirmation that we have upheld the guidelines of our Mission Statement: *Our mission is to provide the highest quality waste collection, transportation, processing, disposal and related services to both public and private customers nationwide. We will carry out our mission efficiently, safely and in an environmentally responsible manner with respect to the role of government in protecting the public interest.*

Upon award of the new contract for waste collection and disposal service for the Mississippi State Hospital, Whitfield, MS, Republic Services Inc. is prepared to provide to you a current Certificate of Insurance as necessary.

At Republic Services, we hope to renew our relationship that we have shared in the past. If we can be of any additional assistance, please feel free to give us a call.

Thank you,



Bob Ricketts, Jr.  
Republic Services  
Sales Manager  
Western Mississippi Business Unit  
Jackson, MS

## **COMPANY HISTORY AND SUMMARY OF SERVICES**

Republic Services Inc. consists of several operating locations in the state of Mississippi. Republic Services Incorporated of Phoenix, AZ, is one of the largest solid waste systems companies in the United States. We have been in operation in Central Mississippi, as BFI Waste Services since April, 1974. We currently offer many different types of waste reduction and collection services in this area. Those services include residential solid waste collection and recycling services, commercial front-end loader service at local businesses, and industrial roll-off service for large businesses and manufacturing facilities. We also offer collection and disposal of certain types of special waste.

We currently service several major institutions such as University of Mississippi Medical Center, St. Dominic's Hospital, Nissan, Baptist Medical Center and Jackson State University.

## ATTACHMENT - C WASTE MANAGEMENT PROPOSAL PRICING FORM

1. Solid Waste collection, containment, transport, and disposal for front end loader containers: \$ 8,275.93 Per Month (34 Containers as scheduled for sixty (60) months)

2. Construction dumpster 30 yd: \$ 500.<sup>00</sup> Flat Rate (Drop Off/Pickup/Disposal/Rent) - Estimated Five Year Usage 83 pick ups (1 Each Dumpster)

3. Construction dumpster 40 yd: \$ 500.<sup>00</sup> Flat Rate (Drop Off/Pickup/Disposal/Rent) - Estimated Five Year Usage 100 pick ups (1 Each Dumpster)

4. MSH Residential Housing Curbside Pickup \$ 500.<sup>00</sup> Per Month (1/WK/Wednesday - 26 each, 64 gallon containers as scheduled for sixty (60) months)

**ACKNOWLEDGEMENT OF AMENDMENTS:** Bidders shall acknowledge the receipts of amendments by placing an "X" by each amendment number received:

Amendment No. 1 ( ) Amendment No. 2  Amendment No. 3 ( ) Amendment No. 4 ( )

Name of Company Republic Services Telephone 601-613-8697

Address 1035 Old Brandon Road

City/State/Zip Code Flowood, MS 39232

Authorized Binding Signature Bob Bricketts

Title Sales Manager Email Address Bricketts@republicservices.com

Date 1/20/2025 Certificate of Responsibility No. 06774-SC

We submit the above prices and agree to initiate services within 30 calendar days from receipt of notice to proceed. Unless notified to the contrary, this offer is good for a minimum of 60 days from the date of the initial proposal opening. In submitting the above, it is expressly agreed that, upon proper acceptance of any or all services by the Mississippi State Hospital, a contract shall hereby be created only after a written executed contract agreement is mailed or otherwise furnished to the successful Offeror within the time of acceptance specified above without further action by either party. The contract shall not be assignable by the Offeror in whole or part without the written consent of Mississippi State Hospital.

MS STATE HOSPITAL  
Whitfield, MS

Attachment A

Location	Freq	Serv/Days	Size	Qty	Waste Type	Cyds/Month	Price/Month
1H-20H	1	W	64	26	General	na	\$500.00
201W/1	3	MWF	4	1	General	51.96	\$179.26
201W/2	3	MWF	4	1	General	51.96	\$179.26
203W/3	3	MWF	4	1	General	51.96	\$179.26
203W/4	3	MWF	4	1	General	51.96	\$179.26
23OC	3	MWF	6	1	General	77.94	\$268.89
28NH	3	MWF	8	1	General	103.92	\$358.52
29NH	3	MWF	8	1	General	103.92	\$358.52
31NH	3	MWF	8	1	General	103.92	\$358.52
32W/41NH	3	MWF	8	1	General	103.92	\$358.52
33NH	3	MWF	8	1	General	103.92	\$358.52
34NH	3	MWF	8	1	General	103.92	\$358.52
35W	3	MWF	4	1	General	51.96	\$179.26
36W/37	1	W	6	1	General	25.98	\$89.63
39W	3	MWF	8	1	General	103.92	\$358.52
42D	3	MWF	4	1	General	51.96	\$179.26
45W	3	MWF	8	1	General	103.92	\$358.52
46W	3	MWF	8	1	General	103.92	\$358.52
48NH	3	MWF	4	1	General	51.96	\$179.26
50PH/51PY	2	MF	6	1	General	51.96	\$179.26
52MS	On Call	na	30	1	General	na	\$500.00
54L/43F/55P	3	MWF	8	1	General	103.92	\$358.52
55MS	On Call	na	40	1	General	na	\$500.00
60W	3	MWF	8	1	General	103.92	\$358.52
63W	3	MWF	8	1	General	103.92	\$358.52
64IM/65SE	3	MWF	8	1	General	103.92	\$358.52
67SO	1	W	6	1	General	25.98	\$89.63
69	3	MWF	6	1	General	77.94	\$268.89
71PR	2	MF	6	1	General	51.96	\$179.26
78NH	3	MWF	8	1	General	103.92	\$358.52
79/80/81/87	3	MWF	8	1	General	103.92	\$358.52
84/202R	1	W	4	1	General	17.32	\$59.75
90W	3	MWF	8	1	General	103.92	\$358.52
91C	1	W	2	1	General	8.66	\$29.88
93CW	1	W	4	1	General	17.32	\$59.75
99H	1	W	4	1	General	17.32	\$59.75

ATTACHMENT - B

CERTIFICATIONS AND ASSURANCES

I/We make the following certifications and assurances as a required element of the offer to which it is attached, understanding that the truthfulness of the facts affirmed here and the continued compliance with these requirements are conditions precedent to the award or continuation of the related contract(s):

1. Representation Regarding Contingent Fees. By responding to the solicitation the offeror represents that it has not retained any person or agency on a percentage, commission, or other contingent arrangement to secure this contract. If the offeror cannot make such a representation, a full and complete explanation shall be submitted in writing with the offeror's response.
2. Representation Regarding Gratuities. The Offeror represents that it has not, is not, and will not offer, give, or agree to give any employee or former employee of MSH a gratuity or offer of employment in connection with any approval, disapproval, recommendation, development, or any other action or decision related to the solicitation and resulting contract. Offeror further represents that no employee or former employee of MSH has or is soliciting, demanding, accepting, or agreeing to accept a gratuity or offer of employment for the reasons previously stated; any such action by an employee or former employee in the future, if any, will be rejected by Offeror. Offeror further represents that it is in compliance with the Mississippi Ethics in Government Laws, codified at Mississippi Code Annotated 25-4-101 through 25-4-121, and has not solicited any employee or former employee to act in violation of said law.
3. Certification of Independent Price Determination. By submitting a proposal the offeror certifies that the prices submitted in response to the solicitation have been arrived at independently and without any consultation, communication, or agreement with any other offeror or competitor for the purpose of restricting competition.
4. Certification of Non-Debarment. By submitting a proposal, the offeror certifies that it is not currently debarred from submitting proposals for contracts issued by a political subdivision or agency of Mississippi and that it is not an agent of a person or entity that is currently debarred from submitting proposals for contracts issued by any political subdivision or agency of the State of Mississippi.

Boris Pukietto  
Signature of Bidder

Sales Manager  
Title

1/20/2025  
Date

## ATTACHMENT - F

### MISSISSIPPI DEPARTMENT OF FINANCE AND ADMINISTRATION ADMINISTRATIVE RULE FOR MANDATORY ELECTRONIC PAYMENT OF VENDORS AND ELECTRONIC INVOICING BY VENDORS

Vendor Name ("Vendor"): Republic Services

Vendor has received a copy of the "Mississippi Department of Finance and Administration Administrative Rule on Mandatory Electronic Payment of Vendors."

Vendor understands that MSH is an agency of the State of Mississippi, and as such, its payments are processed by the Mississippi Department of Finance and Administration ("DFA").

Vendor agrees to one of the following:

- a) Within 60 days, enroll in the State of Mississippi E-Payment vehicle, currently Paymode™, for the receipt of payment from the State of Mississippi.
- b) Obtain an exemption from DFA before providing any good or services which may be billable to MSH.

Vendor understands that payment will not be received from the MSH until enrollment in Paymode™ is complete, or an exemption is granted by DFA.

Bob Ricketts Jr.  
Signature

Bob Ricketts Jr.  
Printed Name

Sales Manager  
Title

1/20/2025  
Date

NOTE: IT IS MANDATORY THAT THIS PAGE BE SIGNED AND RETURNED WITH BID

ATTACHMENT - G

PROPOSAL ACKNOWLEDGEMENT AND AUTHORIZATION FORM  
FOR PROPOSED AGREEMENT ON MSH WASTE MANAGEMENT SERVICES

1. The undersigned hereby acknowledges that he/she has read and understands the specifications, requirements, and proposed agreement regarding waste management services issued by Mississippi State Hospital (MSH). He/she further acknowledges that the offeror's proposed services fully meet or exceed those as specified in Mississippi State Hospital Request for Proposal for waste management services dated December 13, 2024. Additionally, the offeror agrees that all of its proposal documents and responses to the aforementioned Request for Proposal will, at the option of MSH, become a legally binding and essential portion of the final contract between the bidder and MSH.
2. The undersigned hereby agrees that all information contained in this Request for Proposal is "Confidential and Proprietary Information," and agrees that it will not permit the duplication, use or disclosure of any such Confidential and Proprietary Information to any person (other than its own employees who must have such information for the performance of obligations thereunder by legal means), without authorization in writing by an authorized Officer of MSH.
3. By signing below, the undersigned acknowledges that he/she is a duly authorized agent of the company listed below and, as such, agrees to all above terms and conditions of the RFP for waste management services in whole, with exception of those amendments as acknowledged in writing to offeror and signed by a duly authorized agent of MSH.

Company Name: Republic Services

Name of Authorized Agent (Printed): Bob Ricketts Jr.

Signature of Authorized Agent: Bob Ricketts Jr.

Date: 1/20/2025

NOTE: IT IS MANDATORY THAT THIS FORM BE SIGNED AND RETURNED WITH BID





# MISSISSIPPI STATE HOSPITAL

P.O. BOX 157-A, WHITFIELD, MS 39193

(601) 351-8000

WWW.MSH.STATE.MS.US

James G. Chastain, *FACHE*  
Director

Amendment No. 1 to RFP: 01.22.2025.488 (WASTE MANAGEMENT SERVICES)  
RFX: 3120003031  
DECEMBER 20, 2024

All Prospective Offerors:

Reference is made to our request for proposal (RFP), 01.22.2025.488 for waste management services, dated December 13, 2024. This letter will acknowledge that the RFP is modified and superseded by the following change in terms, conditions and specifications:

1. Change: All offerors shall understand that paragraph 7.1(O) is changed from 3-102.09.2 to 6.8.2 as the reference source for standards of responsibilities.

In the event that any provision of this first amendment conflicts in whole or in part with any of the terms, conditions, or specifications of the request for proposal, the provisions of this first amendment will control. The effective date of this amendment is December 20, 2024.

All other terms, conditions, and specifications of this solicitation remain unchanged.

Proposal Opening Date and Time: January 22, 2025 at 3:00 P.M. CST

Issued By: H.L. Lockhart/Purchasing Chief – (601) 351-8056

### Acknowledgment

This amendment must be signed and returned with your proposal, or otherwise acknowledged prior to the opening date and time shown above. If you have already submitted your proposal and need to make corrections, submit a corrected proposal with this amendment prior to the opening date and time shown above.

Republic Services  
Company Name

Bob Denton  
Signature

Sales Manager  
Title

1/20/2025  
Date

A FACILITY OF THE MISSISSIPPI DEPARTMENT OF MENTAL HEALTH

ACCREDITED BY THE JOINT COMMISSION ON ACCREDITATION OF HEALTHCARE ORGANIZATIONS



# MISSISSIPPI STATE HOSPITAL

P.O. BOX 157-A, WHITFIELD, MS 39193

(601) 351-8000

WWW.MSH.STATE.MS.US

James G. Chastain, MCHIE  
Director

Amendment No. 2 to RFP: 01.22.2025.488 (WASTE MANAGEMENT SERVICES)

RFX: 3120003031

January 14, 2025

### All Prospective Offerors:

Reference is made to our request for proposal (RFP), 01.22.2025.488 for waste management services, dated December 13, 2024. This letter will acknowledge that the RFP is modified and superseded by the following change in terms, conditions and specifications:

1. Change: All offerors shall understand that Attachment – A is changed to show the service days for building 48NH to be Monday, Wednesday, and Friday (MWF).

In the event that any provision of this first amendment conflicts in whole or in part with any of the terms, conditions, or specifications of the request for proposal, the provisions of this first amendment will control. The effective date of this amendment is January 14, 2025.

All other terms, conditions, and specifications of this solicitation remain unchanged.

Proposal Opening Date and Time: January 22, 2025 at 3:00 P.M. CST

Issued By: H.L. Lockhart/Purchasing Chief – (601) 351-8056

### Acknowledgment

This amendment must be signed and returned with your proposal, or otherwise acknowledged prior to the opening date and time shown above. If you have already submitted your proposal and need to make corrections, submit a corrected proposal with this amendment prior to the opening date and time shown above.

Republic Services  
Company Name

[Signature]  
Signature

Sales Manager  
Title

1/20/2025  
Date

A FACILITY OF THE MISSISSIPPI DEPARTMENT OF MENTAL HEALTH

ACCREDITED BY THE JOINT COMMISSION ON ACCREDITATION OF HEALTHCARE ORGANIZATIONS

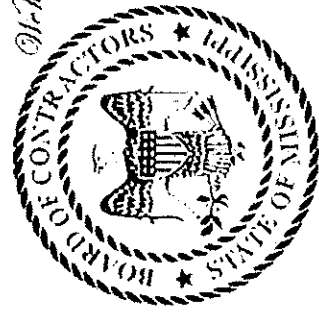
# State of Mississippi

## BOARD OF CONTRACTORS

**ACTIVE**      **BFI WASTE SERVICES, LLC**  
1035 OLD BRANDON ROAD ATTENTION: W K PERRY  
FLOWOOD, MS 39232

is duly registered and entitled to perform

WASTE DISPOSAL



*We have herewith set our hand and caused the Seal of the Mississippi Board of Contractors to be affixed this 22 day of June, 2024*

CERTIFICATE OF RESPONSIBILITY

**No. 06774-SC**

Expires Jun. 22, 2025

*Joel A. Canell,*

CHAIRMAN OF THE BOARD

**CONTINGENCY PLAN**  
**Republic Services**  
**Jackson, MS Division**

In the event of a natural or biological disaster, Republic Services will continue to handle all of your non-hazardous waste in a professional and timely manner. Republic Services is a leader in the waste industry, thus allowing us the ability to access additional vehicles and manpower for any type of disaster.

In the event a natural or biological disaster affects your location, your first point of contact for services would be the following:

Nathan Stroh  
General Manager  
Western Business Unit  
Republic Services  
1035 Old Brandon Rd  
Jackson, MS 39208  
(601) 939-2221

In the event a natural or biological disaster also affects the local office of Republic Services, your next point of contact for services would be the following:

Logan Deck  
Operations Manager  
Greenville, MS Division  
Republic Services  
48 Landfill Rd  
Greenville, MS 38756  
(662) 335-1097

## PLAN OF OPERATION

If Republic Services is chosen as the contractor for the Waste Management Services we will provide service as per the specifications from the Mississippi State Hospital at Whitfield, MS. We will agree to remove all construction and solid wastes from the Mississippi State Hospital to Little Dixie Landfill. This will be done in the following manner:

- We will provide all necessary equipment (trucks and containers) and material to handle the waste as per specifications
- Services will be provided during the hours of 6:00 a.m. to 8:00 p.m. daily unless a change has been approved by the contractor and MSH
- Containers will be inspected and maintained on a regular basis as per the contractor and MSH request
- All construction and solid waste will be hauled to Little Dixie Landfill, a Subtitle D landfill in South Madison County
- All services will be performed as per the Specifications Section 7 provided by the Mississippi State Hospital.
- See attached List of all personnel that will be involved with this account

### **Business References**

Jackson State University  
P. O. Box 17460  
Jackson, MS 39217  
601-503-7105  
Contact: Charlotte Crisler  
Scope of Service: various open top roll off and front end containers  
Term of Contract: 60 months  
Monthly Revenue: \$20,000

Mississippi Baptist Medical Center  
1225 North State St  
Jackson, MS 39202  
601-973-1645  
Contact: Paul Mallard  
Scope of Service: 22 various size containers serviced 1-5 days per week  
Term of contract: 36 months  
Monthly Revenue: \$15,000

Madison County School District  
117 NW 4<sup>th</sup> Street  
Flora, MS 39071  
601-879-3026  
Contact: Kathie Childress  
Scope of Service: 37 – 8 cubic yard containers serviced 1-5 days per week  
Term of Contract: 36 months  
Monthly Revenue: \$22,000

University Medical Center  
2500 North State Street  
Jackson, MS 39202  
601-984-1000  
Contact: Brandon Cannaday  
Scope of Service: various open tops, compactors and front end containers  
Term of Contract: 48 months  
Monthly Revenue: \$73,000

Outlets of Mississippi  
200 Bass Pro Dr  
Pearl, MS 39208  
601-966-1633  
Contact: Kathy Hacksaw  
Scope of Service: 10-8yd dumpsters serviced 7 days/week, 1 compactor on-call  
Term of Contract: 36 months  
Monthly Revenue: \$15,527

# **WASTE MANAGEMENT PROPOSAL**



Waste Management of Mississippi, Inc.  
1450 Country Club Dr.  
Jackson, MS 39209

January 22, 2025

Mississippi State Hospital  
3550 Hwy 468 West, PO BOX 157-A  
Whitfield, MS 39193  
Attn: H.L. Lockhart, Purchasing Chief

Dear H.L. Lockhart:

Waste Management of Mississippi, Inc. (WM) is pleased to have the opportunity to provide MSH with the enclosed proposal for waste collection services. We received and reviewed Addendum #1 dated December 20, 2024.

For more than 40 years, WM has been working for a better tomorrow, with sustainability and environmental stewardship embedded in all we do. By embracing technology, connecting with people, and working towards a more sustainable tomorrow, we will collaborate with the Mississippi State Hospital to manage your materials cost-effectively, while actively pursuing new strategies, technologies, and opportunities to reduce costs and increase efficiencies.

We have a proven track record of providing healthcare customers with waste and recycling programs that achieve their diversion, service optimization, and cost reduction goals. We provide solid waste, recycling, organics, hazardous waste, and universal waste services to healthcare customers across North America. This expertise helps us provide solutions for environmentally safe waste disposal and recycling services tailored to meet the specific needs of customers like MSH.

With WM as your partner, you will receive:

The best value and highest quality services: Value is more than just the bottom line when choosing a partner for your waste collection needs. Value to your organization is about what you get for the money you pay. With WM, you will receive best-in-class service from an experienced team that is laser-focused on delivering quality, on time, reliable service at the best value possible. Our WM team makes it easy for you to focus on what matters most - your business and bottom line.

A partner that is more than a waste management company: We have comprehensive, safety-focused, sustainable solutions for all types of waste. We can provide MSH with peace of mind that our team will manage your materials in full compliance with all local, state, and national regulations, including applicable Occupational Safety and Health Administration (OSHA) requirements.

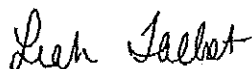
Peace of mind that services will be delivered on time as promised: Mississippi State Hospital deserves a partner with a significant asset base, cash flow, insurance,



Indemnification, and stability so you can be confident that all the financial commitments required to keep services flowing are in place. We are that partner. WM is the largest, most financially stable environmental solutions provider in North America, which means that we have the broadest, most comprehensive service coverage available. Additionally, we can finance operational improvements, equipment, facility upgrades, and container purchases internally so we do not have to rely on the timelines and terms of third-party creditors. Our resources also give us the ability to provide gold-standard insurance to protect our partners.

As a proactive partner, we are committed to providing the Mississippi State Hospital with the best environmental services and solutions available. We appreciate the opportunity for us to provide the enclosed proposal. We look forward to discussing it with you.

Sincerely,

A handwritten signature in cursive script that reads "Leah Talbot".

Leah Talbot, Area Director, Public Sector Solutions  
337-268-4250, ltalbot@wm.com

Attachment C | Pricing Form

**ATTACHMENT - C**  
**WASTE MANAGEMENT PROPOSAL PRICING FORM**

1. Solid Waste collection, containment, transport, and disposal for front end loader containers: \$ 9066.23 Per Month (34 Containers as scheduled for sixty (60) months)

2. Construction dumpster 30 yd: \$ 525.00 Flat Rate (Drop Off/Pickup/Disposal/Rent) - Estimated Five Year Usage 83 pick ups (1 Each Dumpster)

3. Construction dumpster 40 yd: \$ 575.00 Flat Rate (Drop Off/Pickup/Disposal/Rent) - Estimated Five Year Usage 100 pick ups (1 Each Dumpster)

4. MSH Residential Housing Curbside Pickup \$ 430.00 Per Month (1/WK/Wednesday - 26 each, 64 gallon containers as scheduled for sixty (60) months)

**ACKNOWLEDGEMENT OF AMENDMENTS:** Bidders shall acknowledge the receipts of amendments by placing an "X" by each amendment number received:

Amendment No. 1 ( ) Amendment No. 2 ( ) Amendment No. 3 ( ) Amendment No. 4 ( )

Name of Company Waste Management of Mississippi, Inc. Telephone 337-268-4250

Address 1450 Country Club Dr.

City/State/Zip Code Jackson, MS 39209

Authorized Bidding Signature Leah Talbot Digitally signed by Leah Talbot  
Date: 2025.01.09 08:19:21 -06'00'

Title Area Director, Public Sector Solutions Email Address ltalbot@wm.com

Date 1/22/2025 Certificate of Responsibility No. \_\_\_\_\_

We submit the above prices and agree to initiate services within 60 calendar days from receipt of notice to proceed. Unless notified to the contrary, this offer is good for a minimum of 60 days from the date of the initial proposal opening. In submitting the above, it is expressly agreed that, upon proper acceptance of any or all services by the Mississippi State Hospital, a contract shall hereby be created only after a written executed contract agreement is mailed or otherwise furnished to the successful Offeror within the time of acceptance specified above without further action by either party. The contract shall not be assignable by the Offeror in whole or part without the written consent of Mississippi State Hospital.

ATTACHMENT - A

12/16/2024

LOCATION	FREQUENCY	SERVICE DAYS	CONTAINER SIZE	QUANTITY	WASTE TYPE	MONTHLY/FLAT RATE
1H-20H	1/WK	W	64GAL	26	GENERAL	430.00
201W/1	3/WK	MWF	4YD	1	GENERAL	263.95
201W/2	3/WK	MWF	4YD	1	GENERAL	263.95
203W/3	3/WK	MWF	4YD	1	GENERAL	263.95
203W/4	3/WK	MWF	4YD	1	GENERAL	263.95
230C	3/WK	MWF	6YD	1	GENERAL	303.53
28NH	3/WK	MWF	8YD	1	GENERAL	343.11
29NH	3/WK	MWF	8YD	1	GENERAL	343.11
31NH	3/WK	MWF	8YD	1	GENERAL	343.11
32W/41NH	3/WK	MWF	8YD	1	GENERAL	343.11
33NH	3/WK	MWF	8YD	1	GENERAL	343.11
34NH	3/WK	MWF	8YD	1	GENERAL	343.11
35W	3/WK	MWF	4YD	1	GENERAL	263.95
36W/37	1/WK	W	6YD	1	GENERAL	101.18
39W	3/WK	MWF	8YD	1	GENERAL	343.11
42D	3/WK	MWF	4YD	1	GENERAL	263.95
45W	3/WK	MWF	8YD	1	GENERAL	343.11
46W	3/WK	MWF	8YD	1	GENERAL	343.11
48NH	3/WK	W	4YD	1	GENERAL	263.95
50PH/51PY	2/WK	M/F	6YD	1	GENERAL	202.35
52MS	AN	ON/CALL	80YD	1	GENERAL	726.25
54L/43F/55P	3/WK	MWF	8YD	1	GENERAL	343.11
55MS	AN	ON/CALL	40YD	1	GENERAL	958.33
60W	3/WK	MWF	8YD	1	GENERAL	343.11
63W	3/WK	MWF	8YD	1	GENERAL	343.11
64IM/65SE	3/WK	MWF	8YD	1	GENERAL	343.11
67SO	1/WK	W	6YD	1	GENERAL	101.18
69	3/WK	MWF	6YD	1	GENERAL	303.53
71PR	2/WK	M/F	6YD	1	GENERAL	202.35
78NH	3/WK	MWF	8YD	2	GENERAL	343.11



ATTACHMENT - A

12/16/2024

LOCATION	FREQUENCY	SERVICE DAYS	CONTAINER SIZE	QUANTITY	WASTE TYPE	MONTHLY/FLAT RATE
79/80/81/87	3/WK	MWF	8YD	1	GENERAL	343.11
84/202R	1/WK	W	4YD	1	GENERAL	87.98
90W	3/WK	MWF	8YD	1	GENERAL	343.11
91C	1/WK	W	2YD	1	GENERAL	74.79
93CW	3/WK	MWF	4YD	1	GENERAL	263.95
99H	1/WK	W	4YD	1	GENERAL	87.98





# 7 | Required Forms

Amendment No. 1



## MISSISSIPPI STATE HOSPITAL

P.O. BOX 157-A, WHITEFIELD, MS 39193 (601) 351-8000 WWW.MSH.STATE.MS.US

*James G. Chostain, FACHE*  
Director

Amendment No. 1 to RFP: 01.22.2025.488 (WASTE MANAGEMENT SERVICES)  
RFX: 3120003031  
DECEMBER 20, 2024

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In the event that any provision of this first amendment conflicts in whole or in part with any of the terms, conditions, or specifications of the request for proposal, the provisions of this first amendment will control. The effective date of this amendment is December 20, 2024.

All other terms, conditions, and specifications of this solicitation remain unchanged.

Proposal Opening Date and Time: January 22, 2025 at 3:00 P.M. CST

Issued By: H.L. Lockhart/Purchasing Chief -- (601) 351-8056

**Acknowledgment**

This amendment must be signed and returned with your proposal, or otherwise acknowledged prior to the opening date and time shown above. If you have already submitted your proposal and need to make corrections, submit a corrected proposal with this amendment prior to the opening date and time shown above.

Waste Management of Mississippi, Inc.  
 \_\_\_\_\_  
 Company Name  
 Area Director  
 \_\_\_\_\_  
 Title

*Leah Jacob*  
 \_\_\_\_\_  
 Signature  
 1/22/2025  
 \_\_\_\_\_  
 Date

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A FACILITY OF THE MISSISSIPPI DEPARTMENT OF MENTAL HEALTH  
 ACCREDITED BY THE JOINT COMMISSION ON ACCREDITATION OF HEALTHCARE ORGANIZATIONS



Amendment No. 2



# MISSISSIPPI STATE HOSPITAL

P.O. BOX 157-A, WHITFIELD, MS 39193

(601) 351-8000

WWW.MSH.STATE.MS.US

James G. Chastain, RACHE  
Director

Amendment No. 2 to RFP: 01.22.2025.488 (WASTE MANAGEMENT SERVICES)  
RFX: 3120003031  
January 14, 2025

All Prospective Offerors:

Reference is made to our request for proposal (RFP), 01.22.2025.488 for waste management services, dated December 13, 2024. This letter will acknowledge that the RFP is modified and superseded by the following change in terms, conditions and specifications:

1. Change: All offerors shall understand that Attachment – A is changed to show the service days for building 4BNH to be Monday, Wednesday, and Friday (MWF).

In the event that any provision of this first amendment conflicts in whole or in part with any of the terms, conditions, or specifications of the request for proposal, the provisions of this first amendment will control. The effective date of this amendment is January 14, 2025.

All other terms, conditions, and specifications of this solicitation remain unchanged.

Proposal Opening Date and Time: January 22, 2025 at 3:00 P.M. CST

Issued By: H.L. Lockhart/Purchasing Chief – (601) 351-8056

Acknowledgment

This amendment must be signed and returned with your proposal, or otherwise acknowledged prior to the opening date and time shown above. If you have already submitted your proposal and need to make corrections, submit a corrected proposal with this amendment prior to the opening date and time shown above.

Waste Management of Mississippi, Inc.

Company Name

Area Director

Title

  
Signature

1/22/2025

Date

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A FACILITY OF THE MISSISSIPPI DEPARTMENT OF MENTAL HEALTH

ACCREDITED BY THE JOINT COMMISSION ON ACCREDITATION OF HEALTHCARE ORGANIZATIONS

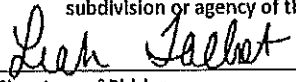
## Attachment B | Certificates of Assurances

### ATTACHMENT - B

#### CERTIFICATIONS AND ASSURANCES

I/We make the following certifications and assurances as a required element of the offer to which it is attached, understanding that the truthfulness of the facts affirmed here and the continued compliance with these requirements are conditions precedent to the award or continuation of the related contract(s):

1. Representation Regarding Contingent Fees. By responding to the solicitation the offeror represents that it has not retained any person or agency on a percentage, commission, or other contingent arrangement to secure this contract. If the offeror cannot make such a representation, a full and complete explanation shall be submitted in writing with the offeror's response.
2. Representation Regarding Gratuities. The Offeror represents that it has not, is not, and will not offer, give, or agree to give any employee or former employee of MSH a gratuity or offer of employment in connection with any approval, disapproval, recommendation, development, or any other action or decision related to the solicitation and resulting contract. Offeror further represents that no employee or former employee of MSH has or is soliciting, demanding, accepting, or agreeing to accept a gratuity or offer of employment for the reasons previously stated; any such action by an employee or former employee in the future, if any, will be rejected by Offeror. Offeror further represents that it is in compliance with the Mississippi Ethics in Government Laws, codified at Mississippi Code Annotated 25-4-101 through 25-4-121, and has not solicited any employee or former employee to act in violation of said law.
3. Certification of Independent Price Determination. By submitting a proposal the offeror certifies that the prices submitted in response to the solicitation have been arrived at independently and without any consultation, communication, or agreement with any other offeror or competitor for the purpose of restricting competition.
4. Certification of Non-Debarment. By submitting a proposal, the offeror certifies that it is not currently debarred from submitting proposals for contracts issued by any political subdivision or agency of Mississippi and that it is not an agent of a person or entity that is currently debarred from submitting proposals for contracts issued by any political subdivision or agency of the State of Mississippi.

  
\_\_\_\_\_  
Signature of Bllder

Area Director  
\_\_\_\_\_

Title

1/22/2025  
\_\_\_\_\_

Date

## Attachment F | Electronic Payment

### ATTACHMENT - F

**MISSISSIPPI DEPARTMENT OF FINANCE AND ADMINISTRATION ADMINISTRATIVE  
RULE FOR MANDATORY ELECTRONIC PAYMENT OF VENDORS AND ELECTRONIC  
INVOICING BY VENDORS**

Vendor Name ("Vendor"): Waste Management of Mississippi, Inc.

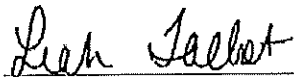
Vendor has received a copy of the "Mississippi Department of Finance and Administration  
Administrative Rule on Mandatory Electronic Payment of Vendors."

Vendor understands that MSH is an agency of the State of Mississippi, and as such, its payments are  
processed by the Mississippi Department of Finance and Administration ("DFA").

Vendor agrees to one of the following:

- a) Within 60 days, enroll in the State of Mississippi E-Payment vehicle, currently  
Paymode™, for the receipt of payment from the State of Mississippi.
- b) Obtain an exemption from DFA before providing any good or services which may be  
billable to MSH.

Vendor understands that payment will not be received from the MSH until enrollment in  
Paymode™ is complete, or an exemption is granted by DFA.



Signature

Leah Talbot

Printed Name

Area Director

Title

1/22/2025

Date



## Attachment G | Acknowledgement Form

NOTE: IT IS MANDATORY THAT THIS PAGE BE SIGNED AND RETURNED WITH BID

### ATTACHMENT - G

#### PROPOSAL ACKNOWLEDGEMENT AND AUTHORIZATION FORM FOR PROPOSED AGREEMENT ON MSH WASTE MANAGEMENT SERVICES

1. The undersigned hereby acknowledges that he/she has read and understands the specifications, requirements, and proposed agreement regarding waste management services issued by Mississippi State Hospital (MSH). He/she further acknowledges that the offeror's proposed services fully meet or exceed those as specified in Mississippi State Hospital Request for Proposal for waste management services dated December 13, 2024. Additionally, the offeror agrees that all of its proposal documents and responses to the aforementioned Request for Proposal will, at the option of MSH, become a legally binding and essential portion of the final contract between the bidder and MSH.
2. The undersigned hereby agrees that all information contained in this Request for Proposal is "Confidential and Proprietary Information," and agrees that it will not permit the duplication, use or disclosure of any such Confidential and Proprietary Information to any person (other than its own employees who must have such information for the performance of obligations thereunder by legal means), without authorization in writing by an authorized Officer of MSH.
3. By signing below, the undersigned acknowledges that he/she is a duly authorized agent of the company listed below and, as such, agrees to all above terms and conditions of the RFP for waste management services in whole, with exception of those amendments as acknowledged in writing to offeror and signed by a duly authorized agent of MSH.

Company Name: Waste Management of Mississippi, Inc.

Name of Authorized Agent (Printed): Leah Talbot

Signature of Authorized Agent: *Leah Talbot*

Date: 1/22/2025

NOTE: IT IS MANDATORY THAT THIS FORM BE SIGNED AND RETURNED WITH BID.

## Certificate of Good Standing

4.32 Offerors shall be registered with the Mississippi Secretary of State's Office as a Business Provider in good standing to provide services in the State of Mississippi per MS State Code 79-4-15.01.



**Michael Watson**  
SECRETARY OF STATE

I, MICHAEL WATSON, Secretary of State of the State of Mississippi, and as such, the legal custodian of the records as required by the laws of Mississippi, to be filed in my office, do hereby certify:

That on the 27th day of November, 1978, the State of Mississippi issued a Charter/Certificate of Authority to:

**WASTE MANAGEMENT OF MISSISSIPPI, INC.**

That the state of incorporation is Mississippi.

That the period of duration is perpetual.

That according to the records of this office, Articles of Dissolution or a Certificate of Withdrawal have not been filed.

That according to the records of this office, a current Annual Report has been delivered to the Office of the Secretary of State.

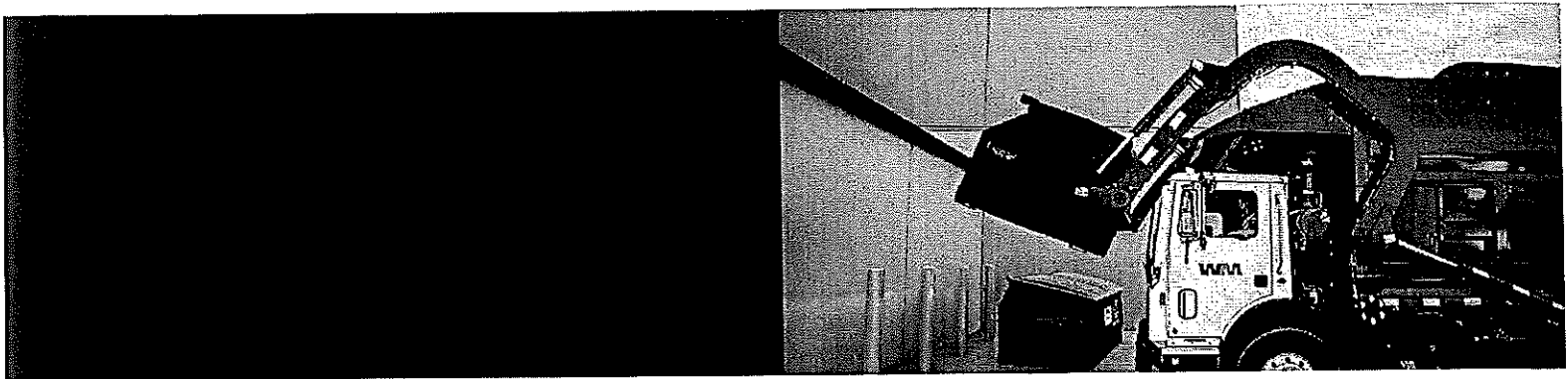
I further certify that all fees, taxes and penalties owed to this state, as reflected in the records of the Secretary of State, have been paid and that the corporation is in existence or has authority to transact business in Mississippi.

That insofar as the records of this office are concerned, the said WASTE MANAGEMENT OF MISSISSIPPI, INC. is in good standing at this time.

Given under my hand and seal of office  
the 16th day of July, 2020

Certificate Number: CN20088160

Verify this certificate online at <http://corp.sos.ms.gov/corpcnv/verifycertificate.aspx>



# 1 | Statement of Qualifications

## A Local Company with National Resources

WM is a local company with hauling operations throughout Gulf Coast. We have provided superior waste and recycling services from our WM Jackson Hauling to the surrounding area for more than 40 years, serving nearly 155,000 residential, municipal, commercial, and industrial customers.

Our local office, located in Jackson, will provide MSH with operational, management, financial, and reserve resources as part of this Agreement. Our outstanding history of past performance, regulatory compliance, and superior safety record, along with the financial and resource backing of North America's largest environmental services company, give us the foundation needed to not only meet but exceed MSH's expectations for waste services.

We are well positioned to provide the services and operations you require on an uninterrupted basis and our WM Jackson Hauling team looks forward to the opportunity to provide WM services for your Campus.

## WM: Who We Are and What We Do

As North America's leading provider of comprehensive environmental services, WM serves millions of residential, commercial, industrial, and municipal customers throughout the U.S. and Canada by collecting, transporting, and finding new uses for the waste they generate. We also collaborate with our customers to help them achieve their sustainability goals through managing and reducing waste and operating more sustainably.

To serve our diverse customer base, we have developed the industry's largest network of collection operations, transfer stations, and recycling and disposal facilities, led by a team of ~48,000 employees motivated to go above and beyond. Unmatched in geographical reach and ability, our resources enable us to manage every aspect of our customers' waste streams.

Waste Management of Mississippi, Inc. Waste Management of Mississippi, Inc., an indirect subsidiary of Waste Management, Inc., was organized and incorporated in MS in 1978. Our team of professionals will service MSH from our WM Jackson Hauling, which is located at 1450 Country Club Dr, Jackson, MS 39209. We invite MSH representatives to visit our facilities and learn firsthand about our superior operational approach to providing waste services for your Campus.



## 2 | Experience

*E. Offeror must describe successful experience in providing the required waste management services. Offeror shall include documentation of successful management and consulting experience in a public sector facility environment, similar in size and scope to those required in this RFP over the most recent five (5) year period (Offeror shall state actual number of years).*

WM is the largest waste collection and disposal provider in the States of Mississippi and Louisiana. We provide services to local, state, and federal agencies across both states. The State of Mississippi and the State of Louisiana are current customers and we have serviced them since the 1990's. We also provide service to 24 City & County customers in Central Mississippi, including Rankin County (since 1996) and West Rankin Utility Authority (since 1997).

*F. Offeror will provide at least three (3) references for contracts to provide services of similar size and scope to those specified in this RFP, which are within the most recent five (5) year period. Offeror shall include those projects that involved a large public entity or healthcare facility. References shall include the name referenced organization, telephone number and name of a person most familiar with the Offeror's performance under the cited contract and the date service was last provided.*

### References: Empower Your Decision Making with our Satisfied Customers

We are pleased to submit our quality references. Our team has relevant experience and expertise in delivering exceptional results in similar projects. We have carefully selected these references because the scope of services, goals, and successes align with the requirements and objectives outlined in the Mississippi State Hospital RFP.

We take pride in our team of professionals who deliver excellence in every aspect of our work. Our team consists of subject matter experts in service improvement, enhanced sustainability offerings, innovation, and technology, and we have a deep understanding of your unique service requirements.

Our commitment to providing quality service unwavering. We are confident that our extensive experience, seamless transitions, and exceptional team will contribute to a long-term collaboration focused on meeting and exceeding MSH goals.

<i>Customer</i>	Amazon   219 Madison County Pkwy, Canton, MS 39046
<i>Point of Contact</i>	Reggle Sullivan, Site Procurement, 662-571-8119
<i>Contract Service Dates</i>	2022 - Current
<i>Description of Services</i>	Frontload & Roll-off containers at the Warehouse/Fulfillment Center



<i>Customer</i>	North MS State Hospital   1937 Briar Ridge Rd, Tupelo, MS 38804
<i>Point of Contact</i>	Paul Callens, 662-690-4200 Gram Lyons, 662-690-4267
<i>Contract Service Dates</i>	1999 - present
<i>Description of Services</i>	Frontload services in Tupelo MS

<i>Customer</i>	NMMC   830 S Gloster St, Tupelo, MS 38801
<i>Point of Contact</i>	Doug Liles, 622-377-3020
<i>Contract Service Dates</i>	1996 - present
<i>Description of Services</i>	Frontload, Roll-off & Cart services in Tupelo MS

<i>Customer</i>	Rankin County   211 E Government St, Brandon, MS 39042
<i>Point of Contact</i>	Keith Hicks, County Administrator 601-825-1475
<i>Contract Service Dates</i>	1984 - present
<i>Description of Services</i>	Curbside collection and disposal of municipal solid waste

# **DELTA WASTE SOLUTIONS PROPOSAL**

Sander Ohnstad  
Delta Waste Solutions  
6621 Richmond Grove Rd  
Jackson, MS 39213  
601-331-7476  
sander@deltawastesolutions.com  
1/20/25

H.L. Lockhart  
Purchasing Chief  
Mississippi State Hospital  
3550 Hwy 468 West  
P.O. Box 157-A  
Whitfield, MS 39193

**Subject: Proposal Submission for Waste Management Services (RFP No. 01.22.2025.488)**

Dear Mr. Lockhart,

Delta Waste Solutions, is honored to submit our proposal for waste removal services as outlined in RFP 01.22.2025.488. As a Mississippi-based company, we are deeply invested in supporting our community and its institutions. Our proximity to the Mississippi State Hospital enables us to provide highly responsive, efficient, and personalized service tailored to MSH's unique needs.

**Why Delta Waste Solutions?**

**Local Expertise:** Our deep understanding of the Jackson metro area positions us as an ideal partner for MSH. Our local ownership presence gives us the advantage of being connected in the community in a unique way compared to non-local companies. We are familiar with the logistics and resources needed to ensure seamless service to the MSH campus.

**Proven Track Record:** With experience serving both public and private sector clients, Delta Waste Solutions has consistently demonstrated the ability to manage waste operations for facilities comparable in size and scope to MSH. Our work with Jackson Public Schools and MDEQ reflects our reliability and expertise.

**Commitment to Community:** As a locally owned and operated business, we are dedicated to fostering sustainable practices that benefit our neighbors and the environment. Our waste services prioritize environmental responsibility and align with MSH's mission of providing a safe and healthy environment.

**Reliable and Responsive Service:** Delta Waste's team and resources are always close by, ensuring prompt responses to any needs or emergencies.

## **Key Highlights of Our Proposal**

- **Comprehensive Services:** Provision of front-end load, construction roll-off, and curbside pickup services tailored to MSH's specific needs.
- **Transparency and Accountability:** Advanced tracking and reporting mechanisms to keep our team and MSH informed of service performance.
- **Exceptional Value:** Competitive pricing and a local touch that is unique in the Jackson Metro area.

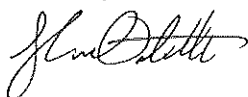
## **Commitment to Partnership**

At Delta Waste Solutions, we view our clients as partners. If awarded the contract, our dedicated account management team will work closely with your Maintenance, Housekeeping and Environmental Services Departments to ensure smooth implementation and ongoing optimization of waste removal services. We also commit to attending monthly Waste Management Committee meetings and providing detailed reports to continually assess and improve service delivery.

As a local business, we are committed to building a strong partnership with MSH and delivering exceptional service that supports the vital work of MSH. Enclosed with this letter, you will find our complete proposal, including all required documentation, detailed service plans, and pricing information.

Thank you for considering our proposal. We look forward to the opportunity to serve MSH and contribute to its mission. Please feel free to contact me directly at 601-331-7476 or [sander@deltawastesolutions.com](mailto:sander@deltawastesolutions.com) should you have any questions or require further information.

Sincerely,



**Sander Ohnstad**

COO

Delta Waste Solutions



## ATTACHMENT - C WASTE MANAGEMENT PROPOSAL PRICING FORM

1. Solid Waste collection, containment, transport, and disposal for front end loader containers: \$ 9971.90 Per Month (34 Containers as scheduled for sixty (60) months)

2. Construction dumpster 30 yd: \$ 445.00 Flat Rate (Drop Off/Pickup/Disposal/Rent) - Estimated Five Year Usage 83 pick ups (1 Each Dumpster)

3. Construction dumpster 40 yd: \$ 495.00 Flat Rate (Drop Off/Pickup/Disposal/Rent) - Estimated Five Year Usage 100 pick ups (1 Each Dumpster)

4. MSH Residential Housing Curbside Pickup \$ 496.28 Per Month (1/WK/Wednesday - 26 each, 64 gallon containers as scheduled for sixty (60) months)


**ACKNOWLEDGEMENT OF AMENDMENTS:** Bidders shall acknowledge the receipts of amendments by placing an "X" by each amendment number received:

Amendment No. 1  Amendment No. 2  Amendment No. 3  Amendment No. 4

Name of Company Delta Waste Solutions Telephone 601-272-8060

Address 6621 Richmond Grove Rd

City/State/Zip Code Jackson, MS 39213

Authorized Binding Signature 

Title COO Email Address sander@deltwaste.com

Date 1/20/25 Certificate of Responsibility No. \_\_\_\_\_

We submit the above prices and agree to initiate services within 30 calendar days from receipt of notice to proceed. Unless notified to the contrary, this offer is good for a minimum of 60 days from the date of the initial proposal opening. In submitting the above, it is expressly agreed that, upon proper acceptance of any or all services by the Mississippi State Hospital, a contract shall hereby be created only after a written executed contract agreement is mailed or otherwise furnished to the successful Offeror within the time of acceptance specified above without further action by either party. The contract shall not be assignable by the Offeror in whole or part without the written consent of Mississippi State Hospital.

## Attachment A

Location	Frequency	Service Days	Container Size	Quantity	Waste Type	Monthly/Flat Rate
1H-20H	1/WK	W	64	26	General	\$ 496.28
201W/1	3/WK	MWF	4	1	General	\$ 204.20
201W/2	3/WK	MWF	4	1	General	\$ 204.20
203W/3	3/WK	MWF	4	1	General	\$ 204.20
203W/4	3/WK	MWF	4	1	General	\$ 204.20
230C	3/WK	MWF	6	1	General	\$ 306.30
28NH	3/WK	MWF	8	1	General	\$ 408.41
29NH	3/WK	MWF	8	1	General	\$ 408.41
31NH	3/WK	MWF	8	1	General	\$ 408.41
32W/41NH	3/WK	MWF	8	1	General	\$ 408.41
33NH	3/WK	MWF	8	1	General	\$ 408.41
34NH	3/WK	MWF	8	1	General	\$ 408.41
3SW	3/WK	MWF	4	1	General	\$ 204.20
36W/37	1/WK	W	6	1	General	\$ 102.10
39W	3/WK	MWF	8	1	General	\$ 408.41
42D	3/WK	MWF	4	1	General	\$ 204.20
45W	3/WK	MWF	8	1	General	\$ 408.41
46W	3/WK	MWF	8	1	General	\$ 408.41
48NH	3/WK	MWF	4	1	General	\$ 204.20
50PH/51PY	2/WK	MF	6	1	General	\$ 204.20
52MS	AN	On Call	30	1	General	\$ 445.00
54L/43F/55P	3/WK	MWF	8	1	General	\$ 408.41
55MS	AN	On Call	40	1	General	\$ 495.00
60W	3/WK	MWF	8	1	General	\$ 408.41
63W	3/WK	MWF	8	1	General	\$ 408.41
641M/65SE	3/WK	MWF	8	1	General	\$ 408.41
67SO	1/WK	W	6	1	General	\$ 102.10
69	3/WK	MWF	6	1	General	\$ 306.30
71PR	2/WK	MF	6	1	General	\$ 204.20
78NH	3/Wk	MWF	8	2	General	\$ 816.81
79/80/81/87	3/WK	MWF	8	1	General	\$ 408.41
84/202R	1/WK	W	4	1	General	\$ 68.07
90W	3/WK	MWF	8	1	General	\$ 408.41
91C	1/WK	W	2	1	General	\$ 34.03
93CW	3/WK	MWF	4	1	General	\$ 204.20
99H	1/WK	W	4	1	General	\$ 68.07

ATTACHMENT - B

CERTIFICATIONS AND ASSURANCES

I/We make the following certifications and assurances as a required element of the offer to which it is attached, understanding that the truthfulness of the facts affirmed here and the continued compliance with these requirements are conditions precedent to the award or continuation of the related contract(s):

1. Representation Regarding Contingent Fees. By responding to the solicitation the offeror represents that it has not retained any person or agency on a percentage, commission, or other contingent arrangement to secure this contract. If the offeror cannot make such a representation, a full and complete explanation shall be submitted in writing with the offeror's response.
  
2. Representation Regarding Gratuities. The Offeror represents that it has not, is not, and will not offer, give, or agree to give any employee or former employee of MSH a gratuity or offer of employment in connection with any approval, disapproval, recommendation, development, or any other action or decision related to the solicitation and resulting contract. Offeror further represents that no employee or former employee of MSH has or is soliciting, demanding, accepting, or agreeing to accept a gratuity or offer of employment for the reasons previously stated; any such action by an employee or former employee in the future, if any, will be rejected by Offeror. Offeror further represents that it is in compliance with the Mississippi Ethics in Government Laws, codified at Mississippi Code Annotated 25-4-101 through 25-4-121, and has not solicited any employee or former employee to act in violation of said law.
  
3. Certification of Independent Price Determination. By submitting a proposal the offeror certifies that the prices submitted in response to the solicitation have been arrived at independently and without any consultation, communication, or agreement with any other offeror or competitor for the purpose of restricting competition.
  
4. Certification of Non-Debarment. By submitting a proposal, the offeror certifies that it is not currently debarred from submitting proposals for contracts issued by any political subdivision or agency of Mississippi and that it is not an agent of a person or entity that is currently debarred from submitting proposals for contracts issued by any political subdivision or agency of the State of Mississippi.

  
\_\_\_\_\_  
Signature of Blidder

COO  
\_\_\_\_\_  
Title

1/20/25  
\_\_\_\_\_  
Date

## ATTACHMENT - F

### MISSISSIPPI DEPARTMENT OF FINANCE AND ADMINISTRATION ADMINISTRATIVE RULE FOR MANDATORY ELECTRONIC PAYMENT OF VENDORS AND ELECTRONIC INVOICING BY VENDORS

Vendor Name ("Vendor"): Delta Waste Solutions

Vendor has received a copy of the "Mississippi Department of Finance and Administration Administrative Rule on Mandatory Electronic Payment of Vendors."

Vendor understands that MSH is an agency of the State of Mississippi, and as such, its payments are processed by the Mississippi Department of Finance and Administration ("DFA").

Vendor agrees to one of the following:

- a) Within 60 days, enroll in the State of Mississippi E-Payment vehicle, currently Paymode™, for the receipt of payment from the State of Mississippi.
- b) Obtain an exemption from DFA before providing any good or services which may be billable to MSH.

Vendor understands that payment will not be received from the MSH until enrollment in Paymode™ is complete, or an exemption is granted by DFA.

  
Signature

Sander Ohnstad  
Printed Name

COO  
Title

1/20/25  
Date

NOTE: IT IS MANDATORY THAT THIS PAGE BE SIGNED AND RETURNED WITH BID

ATTACHMENT - G

**PROPOSAL ACKNOWLEDGEMENT AND AUTHORIZATION FORM**  
**FOR PROPOSED AGREEMENT ON MSH WASTE MANAGEMENT SERVICES**

1. The undersigned hereby acknowledges that he/she has read and understands the specifications, requirements, and proposed agreement regarding waste management services issued by Mississippi State Hospital (MSH). He/she further acknowledges that the offeror's proposed services fully meet or exceed those as specified in Mississippi State Hospital Request for Proposal for waste management services dated December 13, 2024. Additionally, the offeror agrees that all of its proposal documents and responses to the aforementioned Request for Proposal will, at the option of MSH, become a legally binding and essential portion of the final contract between the bidder and MSH.
2. The undersigned hereby agrees that all information contained in this Request for Proposal is "Confidential and Proprietary Information," and agrees that it will not permit the duplication, use or disclosure of any such Confidential and Proprietary Information to any person (other than its own employees who must have such information for the performance of obligations thereunder by legal means), without authorization in writing by an authorized Officer of MSH.
3. By signing below, the undersigned acknowledges that he/she is a duly authorized agent of the company listed below and, as such, agrees to all above terms and conditions of the RFP for waste management services in whole, with exception of those amendments as acknowledged in writing to offeror and signed by a duly authorized agent of MSH.

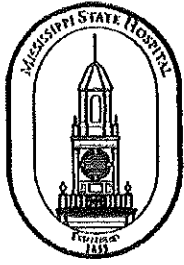
Company Name: Delta Waste Solutions

Name of Authorized Agent (Printed): Sander Ohnstad

Signature of Authorized Agent: 

Date: 1/20/25

NOTE: IT IS MANDATORY THAT THIS FORM BE SIGNED AND RETURNED WITH BID



# MISSISSIPPI STATE HOSPITAL

P.O. BOX 157-A, WHITFIELD, MS 39193

(601) 351-8000

WWW.MSH.STATE.MS.US

James G. Chastain, FACHE  
Director

Amendment No. 1 to RFP: 01.22.2025.488 (WASTE MANAGEMENT SERVICES)

RFX: 3120003031

DECEMBER 20, 2024

## All Prospective Offerors:

Reference is made to our request for proposal (RFP), 01.22.2025.488 for waste management services, dated December 13, 2024. This letter will acknowledge that the RFP is modified and superseded by the following change in terms, conditions and specifications:

1. Change: All offerors shall understand that paragraph 7.1(O) is changed from 3-102.09.2 to 6.8.2 as the reference source for standards of responsibilities.

In the event that any provision of this first amendment conflicts in whole or in part with any of the terms, conditions, or specifications of the request for proposal, the provisions of this first amendment will control. The effective date of this amendment is December 20, 2024.

All other terms, conditions, and specifications of this solicitation remain unchanged.

Proposal Opening Date and Time: January 22, 2025 at 3:00 P.M. CST

Issued By: H.L. Lockhart/Purchasing Chief – (601) 351-8056

## Acknowledgment

This amendment must be signed and returned with your proposal, or otherwise acknowledged prior to the opening date and time shown above. If you have already submitted your proposal and need to make corrections, submit a corrected proposal with this amendment prior to the opening date and time shown above.

Delta Waste Solutions

Company Name

COO

Title

[Handwritten Signature]

Signature

1/20/25

Date

A FACILITY OF THE MISSISSIPPI DEPARTMENT OF MENTAL HEALTH

ACCREDITED BY THE JOINT COMMISSION ON ACCREDITATION OF HEALTHCARE ORGANIZATIONS



# MISSISSIPPI STATE HOSPITAL

P.O. BOX 157-A, WHITFIELD, MS 39193

(601) 351-8000

WWW.MSH.STATE.MS.US

James G. Chastain, FACHE  
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RFX: 3120003031

January 14, 2025

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All other terms, conditions, and specifications of this solicitation remain unchanged.

Proposal Opening Date and Time: January 22, 2025 at 3:00 P.M. CST

Issued By: H.L. Lockhart/Purchasing Chief – (601) 351-8056

### Acknowledgment

This amendment must be signed and returned with your proposal, or otherwise acknowledged prior to the opening date and time shown above. If you have already submitted your proposal and need to make corrections, submit a corrected proposal with this amendment prior to the opening date and time shown above.

Delta Waste Solutions

Company Name

COO

Title

[Handwritten Signature]

Signature

1/21/25

Date

A FACILITY OF THE MISSISSIPPI DEPARTMENT OF MENTAL HEALTH

ACCREDITED BY THE JOINT COMMISSION ON ACCREDITATION OF HEALTHCARE ORGANIZATIONS



**Michael Watson**  
SECRETARY OF STATE

Office of the Secretary of State  
Jackson, Mississippi

**Certificate of Good Standing**

I, MICHAEL WATSON, Secretary of State of the State of Mississippi, and as such, the legal custodian of the records as required by The Mississippi Limited Liability Company Act to be filed in my office do hereby certify:

**DELTA WASTE SOLUTIONS LLC**

Registered the 18th day of May, 2022

A Mississippi Limited Liability Company has filed the necessary documents in this office and has obtained a certificate of formation under the provisions of The Mississippi Limited Liability Company Act as shown by the records in this office.

That the registered office of said Limited Liability Company is located at:

6621 Richmond Grove Rd  
Jackson, MS 39213

And that the registered agent at that address is:

Sander Ohnstad

I further certify that said Limited Liability Company has paid the fees for filing the above papers required by law as shown by the records of this office, and that said Limited Liability Company is in good standing to do business in Mississippi at this time.

Given under my hand and seal of office  
the 20th day of January, 2025

*Michael Watson*

Certificate Number: CN25204567

Verify this certificate online at <http://corp.sos.ms.gov/corpcnv/verifycertificate.aspx>



## **Operational Plan**

### **Delta Waste Solutions Commitment to Reliable Waste Collection**

Delta Waste Solutions is committed to providing exemplary waste collection services for The Mississippi State Hospital, ensuring that all campus locations receive timely and efficient waste disposal, even under special circumstances such as holidays, emergencies, and missed pickups. Our protocols are designed to minimize disruption and maintain clear communication with all stakeholders.

#### **1. Scope of Services**

Delta Waste Solutions will provide the following services to MSH:

- A. Commercial Front-End Load Service:** Efficient collection and disposal of solid general waste.
- B. Construction Roll-Off Dumpster Service:** Management of construction waste generated by campus operations.
- C. Residential Curbside Pickup Service:** Weekly collection of waste from residential housing units on campus.

#### **2. Service Components**

##### **2.1 Commercial Front-End Loader Service**

###### **A. Containers Provided**

Thirty-four (34) front-end loader dumpster containers of varying sizes (as specified in Attachment-A).

###### **B. Collection Schedule**

Waste collection frequency will be determined based on campus needs and will be determined in collaboration with MSH leadership. Adjustments to frequency can be made upon MSH's request.

###### **C. Process**

Containers will be collected using modern front-end loader vehicles. Waste will be transported to a permitted and licensed landfill. Containers will be maintained regularly to ensure cleanliness and functionality. Delta Waste keeps a large inventory of front end load dumpsters on hand in case additional dumpsters are needed with short notice.

###### **D. Maintenance**

Regular cleaning and disinfection of dumpsters as requested by MSH. Delta Waste is able to repair and replace broken or malfunctioned parts on front end load dumpsters.

## **2.2 Construction Roll-Off Dumpster Service**

### **A. Containers Provided**

Two (2) roll-off construction dumpsters will be placed in the designated areas on campus.

### **B. Collection and Replacement:**

Dumpsters will be picked up and replaced at the request of MSH leadership. Requests for additional dumpsters will be fulfilled promptly.

### **C. Process:**

Construction waste will be transported to an approved landfill for disposal. Containers will be designed to prevent access by vermin or animals.

## **2.3 Residential Curbside Pickup Service**

### **A. Containers Provided**

Twenty-six (26) heavy-duty 64-gallon plastic containers with lids will be supplied for residential use.

### **B. Collection Schedule**

Residential waste will be collected once per week. Pickup days will be consistent and communicated to residents. The pickup day will be determined in consultation with MSH leadership before the contract commences.

### **C. Process**

Waste will be collected using smaller curbside vehicles to accommodate residential areas. Containers will be cleaned or replaced as needed to maintain hygiene standards.

## **3. Operational Standards**

### **A. Hours of Operation:**

All waste collection services will occur between 6:00 a.m. and 6:00 p.m., ensuring minimal disruption to campus activities.

### **B. Compliance:**

All services will comply with applicable federal, state, local, DOT, and EPA regulations.

**C. Environmental Responsibility:**

All waste will be transported to approved landfills. Recommendations for recycling and waste reduction programs will be provided.

**D. Safety and Hygiene:**

Spillage and litter around containers will be promptly cleaned. Regular inspections will ensure all containers are free from insects, vermin, and odors.

**4. Staffing and Equipment**

**A. Dedicated Personnel:**

**Jason Tait** – Jason Tait has been working for Delta Waste Solutions for over a year as Operations Manager. Prior to that he was a route manager of the Rankin County residential waste collection contract for Waste Management where we oversaw 25 trucks and 70 employees. Jason has nearly 10 years of experience in the waste industry.

**Cory James** – Cory is a tenured waste driver who has experience with Republic Services. Interestingly, upon speaking to Cory, he mentioned that when he was working with Republic MSH was a part of his route. As a result, Cory is extremely familiar with the MSH site.

**Brock Lewis** – Brock Lewis is an experienced commercial waste driver and is currently serving as a lead driver for Delta Waste Solutions. Prior to coming to Delta Waste Brock was a senior driver for Republic Services.

**Bryan Masters** – Bryan Masters is a US Army Veteran with several tours of duty in the middle east. Bryan is a skilled commercial waste driver. He has worked for Waste Management in Mississippi as well as Nexus Waste in Houston, TX.

**B. Vehicles and Equipment:**

**Commitment to Reliability and Maintenance**

At Delta Waste Solutions, we understand that the reliability of our waste collection services is paramount. To this end, we have secured a fleet of modern trucks to perform all work associated with this contract.

**A. Fleet Overview:**

**Vehicle Types:** Delta Waste's fleet contains Front End Load, Commercial Roll Off and Hooklift trucks.

**Advanced Technology:** Each truck is equipped with GPS tracking, telematic monitoring and audio/video recording devices, allowing for real-time monitoring and efficient route management. This technology not only enhances our operational efficiency but also ensures that we can quickly address any issues that may arise during collection.

## **B. Safety and Equipment**

Safety is a core value at Delta Waste Solutions. To ensure the safety of both our employees and the residents of the City of Brookhaven, each vehicle is equipped with the following safety and operational equipment:

- **Fire Extinguishers:** Every truck is fitted with fire extinguishers to address any fire-related emergencies promptly.
- **First Aid Kits:** Comprehensive first aid kits are available in all vehicles to handle any minor injuries that may occur on the job.
- **Personal Protective Equipment (PPE):** Each driver and hopper are required to wear a brightly colored reflective vest, gloves, and safety glasses while on the job. Hardhats are required when performing services while in a construction zone.
- **Spill Containment Tools:** To manage any accidental spills, our trucks carry spill containment tools, ensuring that any hazardous materials are contained and cleaned up efficiently.
- **Vehicle Telematics and Cameras:** The telematic devices in our vehicles collect real-time data and report any unsafe events such as speeding, hard braking, etc. which is reported directly to our operations team. The cameras on the trucks collect real-time video footage with a rolling 3-month database that allows our team to view any service completions or reported incidents that require investigation.
- **Communication Devices:** All trucks are equipped with communication devices that enable constant contact with our dispatch center. This ensures immediate response capabilities and seamless coordination.

## **C. Maintenance and Support**

We adhere to rigorous equipment maintenance standards to ensure that our customers receive the highest quality of service with minimal down time. With fleet health as one of our top priorities, Delta Waste Solutions performs in house mechanical support on all equipment and vehicles and has established strong partnerships with several third-party maintenance shops in the central Mississippi area for additional support when needed. Our vehicle maintenance program guarantees that our vehicles will receive regular preventative maintenance checks and prompt repairs, minimizing downtime and ensuring consistent service quality.

**Preventive Maintenance Program:**

- **Regular Inspections:** Our preventive maintenance program includes a multi-tiered inspection procedure ranging from daily to annual routines. Regular inspections of all vehicles is required to identify and address potential issues and prevent vehicle downtime.
- **Scheduled Servicing:** We adhere to a strict servicing schedule for all trucks, ensuring that each vehicle remains in optimal condition and operates at peak efficiency.
- **Maintenance Records:** Detailed maintenance records are kept for each vehicle, documenting all servicing and repairs. This transparency allows us to monitor the performance and reliability of our fleet continually.
- **Partnerships:** A cornerstone of our maintenance program is the partnerships we have created with multiple truck dealers, parts vendors, and maintenance providers. We maintain these critical relationships with care to support swift maintenance and parts procurement for all vehicles.
- **Parts Inventory:** Keeping ample parts, fluids, tools and equipment in stock is essential for proactive fleet maintenance. Our mechanical support team routinely stocks all common use items in-house to support swift repairs and maintenance implementation by reducing procurement lead times.

**D. Conclusion**

Delta Waste Solutions is dedicated to delivering exceptional waste collection services to the Mississippi State Hospital. Our investment in a modern, well-equipped fleet of residential rear loaders, combined with our commitment to regular maintenance and safety, positions us as a reliable partner for the county's waste management needs. The attached vehicle and equipment list provides a comprehensive overview of our fleet, highlighting our readiness and capability to meet the requirements of this contract.

**5. Performance Monitoring****A. Inspections:**

Semi-annual systematic inspections to ensure service quality will be performed by Jason Tait, operations manager.

**B. Reports:**

Monthly waste management reports, including collection volumes and recommendations for improvement.

**C. Committee Participation:**

Attendance at monthly Waste Management Committee meetings to address feedback and optimize service delivery.

## **6. Implementation Timeline**

### **A. Initial Setup:**

All containers and equipment will be delivered and installed within a reasonable amount of time and in accordance with MSH leadership's requirements.

### **B. Service Launch:**

Services will commence on May 1, 2025, as outlined in the RFP.

## **7. Contingency Plan**

### **A. Backup Equipment:**

Spare vehicles and containers will be available to address emergencies or unexpected increases in demand.

### **B. Holidays, Emergencies and Missed Pickups:**

#### **1. Holiday Collection Protocols**

Delta Waste Solutions recognizes the importance of uninterrupted waste collection services, especially during holidays. The following holidays are observed by Delta Waste Solutions:

- New Year's Day
- Independence Day (4th of July)
- Thanksgiving Day
- Christmas Day

#### **Collection Adjustments for Holidays**

**Holiday on Weekday:** If any of the above holidays fall on a weekday, Delta Waste Solutions will implement a one-time service day shift. Collections will be shifted one day back from the regularly scheduled service day for every day following the holiday that week. The final service day that week will be Saturday. For example, since Thanksgiving falls on a Thursday, regularly scheduled Thursday collections will be moved to Friday and Friday collections will be moved to Saturday. All service day shifts due to holidays will be properly communicated to the city leadership in advance and coordinated with the disposal facility.

#### **2. Emergency Collection Protocols**

In the event of emergencies, such as natural disasters or unforeseen incidents that result in an unusual amount of waste, Delta Waste Solutions is prepared to act swiftly and efficiently:

- **Assessment and Mobilization:** Immediately after an emergency, our team will assess the waste volume and deploy additional resources, including extra trucks and personnel, to manage the increased load.
- **Extended Operations:** With approval from city leadership, we will extend our operating hours, including weekends if necessary, to ensure the timely collection of all waste. This ensures that The City of Brookhaven remains clean and safe during critical times.

### **3. Missed Pickup Protocols**

Delta Waste understands the inconvenience and concerns that missed pickups can cause. Therefore, Delta Waste Solutions has established a robust process to address and rectify missed pickups:

- **Verification and Response:** Upon receiving a missed pickup complaint, our team will create a ticket that will be addressed by the operations manager immediately. The ticket will prompt an investigation into the complaint which will conclude by verifying the cause of the missed pickup.
- **Immediate Action:** If it is determined that the company is at fault for the missed pickup, the company will utilize all available resources to ensure that the waste is collected before the end of the same day. This commitment underscores our dedication to maintaining high standards of service.

### **4. Customer Notification Strategy**

Effective communication with customers is a cornerstone of our service strategy. Delta Waste Solutions will ensure that all customers are adequately informed about any changes or disruptions in the collection schedule through email.

### **8. Conclusion**

Delta Waste Solutions assures the leadership of MSH that our comprehensive waste collection protocols, coupled with our commitment to effective customer communication, will address all concerns related to emergencies, missed pickups and any other unforeseen events that may have an effect on the waste protocols of the hospital. Delta Waste Solutions is committed to providing efficient, reliable, and comprehensive waste collection services to the Mississippi State Hospital. By leveraging our fleet and experienced team, Delta Waste will ensure that all waste is collected and disposed of promptly and responsibly.

## **References and Experience**

### **1. Noteworthy Contracts**

#### **A. Jackson Public Schools Waste Contract**

**Contract Performance Dates:** 7/1/2024 – Current

**Contract Description:** Delta Waste was awarded this contract in June of 2024 and began successfully servicing the contract in July of 2024. This contract entails collecting waste via commercial front load dumpsters at all JPS school locations around the city 5 days a week. In addition to the commercial front load portion, the maintenance staff also required several roll off containers to be placed at their facilities around the city. Since the start of the contract there have also been several construction projects that have required one off delivery and hauling of roll off containers.

**Reference Contact:**

Sandra Robinson – Executive Director  
Jackson Public School District  
sarobinson@jackson.k12.ms.us  
(601) 960-8784

#### **B. MDEQ Waste Tire Removal Contract**

**Contract Performance Dates:** 7/1/2024 – Current

**Contract Description:** MDEQ CONTRACT NO. 24-00054 providing services for the complete removal of waste tires from selected site(s) across the State of Mississippi where tires have been abandoned or improperly dumped and deliver these tires to an authorized waste tire management facility for disposal or recycling

**Reference Contact:**

Ryan Case, EIT – Planning Engineer  
Mississippi Department of Environmental Quality  
rcase@mdeq.ms.gov  
(601) 961-5537

#### **C. Refuse and Recycling Services Contract, ERDC, Vicksburg, MS**

**Contract Performance Dates:** 5/1/2024 – Current

**Contract Description:** Provide permanent bulk waste and recycling collections for the US Army Corps of Engineers - MVD Vicksburg. This contract requires a the use of four



roll-off containers placed throughout the ERDC site in Vicksburg. These containers are emptied on a monthly basis or as required by the site personnel.

**Reference Contact:**

Jonathan McDaniel – President  
Paramount Construction Group  
jonathan@pegcontracting.com  
(601) 427-5454

**D. AWS JAN 100 (Mississippi's Mega Site Madison County)**

**Contract Performance Dates:** 6/1/2024 – Current

**Project Description:** Provide waste removal and recycling collections for construction of AWS JAN 104. Recycling materials include plastic, metal, cardboard, concrete, etc. Currently, Delta Waste has 10 roll off containers on site with a requirement that all of them are emptied 3 times a week or as the site requires.

**Reference Contact:**

Caleb Page – Project Manager  
YATES-TURNER “YT” | JV  
caleb.page@wgyates.com  
(601) 389-5187

## **Company Background**

## **Proprietary**

### **Company History**

Delta Waste Solutions was founded in May 2022 and is headquartered in Jackson, MS. The original founders, Chris Gomes and Sander Ohnstad, reside in the Jackson metropolitan area with their families and are both graduates of Mississippi State University with degrees in mechanical engineering. Chris and Sander both come from corporate backgrounds with experience in sales, finance, and business development through their engineering careers and success in real estate.

During the early stages of the COVID-19 pandemic, Chris and Sander discovered that there was a serious need for a locally owned, reliable trash company in the central Mississippi area. In efforts to become Mississippi's premier local waste company offering all services, the founders raised significant investment capital in the company's early stages to fund sustainable growth. The company is currently owned by its two founders, Chris and Sander, alongside a group of private investors known as Waste Cap Holdings LLC that boast several years of waste industry experience. With Chris and Sander as the first 2 employees, the company has now grown to 20 employees in January 2025. In 2024 the average number of employees was 12.

With strong financial backing and significant industry experience among our owners, investors, and workforce, Delta Waste Solutions has grown to become the largest locally owned full-service commercial waste company in central Mississippi. We offer waste collection services including roll off, front end load, residential, compactors, equipment servicing and repairs, and recycling. We work hand in hand with local community leaders and government entities to ensure that our community stays clean, and that trash is removed safely, effectively, and efficiently.

### **Communication**

One of Delta Waste's core values is communication. In an industry with historically poor communication from service providers, we are committed to making sure our customers are always aware of the status of their service. Most importantly, our direct office line is monitored 24/7 by one of our employees. If there is ever an issue with services, our drivers are trained to notify dispatch who will then promptly relay any necessary information to the customer. You will always be in direct connection with your one-stop-shop resolution team. Our local office is fully staffed with customer service representatives. We will dedicate one of our seasoned managers to being fully responsible for the City and County contracts, ensuring thorough reporting and 100% satisfaction for the community.

**Local Touch**

Delta Waste pride's itself on being the only local commercial waste hauler in central Mississippi. This provides a distinct advantage and allows Delta Waste to offer a higher quality of service.

**"Going The Extra Mile"**

Delta Waste's motto is "Going the Extra Mile." This means that the company is constantly looking for ways to serve our customers beyond their expectations. Delta Waste strives to solve all customers issues as quickly and efficiently as possible.