

**COMMONWEALTH OF VIRGINIA  
STANDARD CONTRACT**

**Contract Number: LU214-22-009**

This contract entered into this 15th day of April 2022 by GFL County Waste hereinafter called the "Contractor" and Commonwealth of Virginia, Longwood University hereinafter called the "Purchasing Agency."

**WITNESSETH** that the Contractor and the Purchasing Agency, in consideration of the mutual covenants, promises and agreements herein contained, agree as follows:

**SCOPE OF CONTRACT:** The Contractor shall provide the services to the Purchasing Agency as set forth in the Contract Documents.

**PERIOD OF PERFORMANCE:** From June 1, 2022 through May 31, 2025, with an option for seven (7) one (1) year renewal terms.

The contract documents shall consist of:

- (1) This signed form;
- (2) The following portions of the Request for Proposals dated February 11, 2022:
  - a. The Statement of Needs;
  - b. The General Terms and Conditions;
  - c. The Special Terms and Conditions together with any negotiated modifications of those Special Terms and Conditions;

Addendum 1, dated February 22, 2022;

Addendum 2, dated February 25, 2022;


Attachment 1, dated March 29, 2022;

Attachment 2, dated April 15, 2022; and

- (3) The Contractor's Proposal dated March 2, 2022 and the following agreement, all of which documents are incorporated herein.


**IN WITNESS WHEREOF**, the parties have caused this Contract to be duly executed intending to be bound thereby.

**CONTRACTOR:**

By:   
Title: Delbert Beasley  
Area Manager

Date: 4-18-22

**PURCHASING AGENCY:**

By:   
Title: M. Louise Waller  
Vice President for Administration & Finance

Date: 4/18/22

**Note: This public body does not discriminate against faith-based organizations in accordance with the Code of Virginia, § 2.2-4343.1 or against a bidder or offeror because of race, religion, color, sex, national origin, age, disability, or any other basis prohibited by state law relating to discrimination in employment.**

**eVA BUSINESS-TO-GOVERNMENT VENDOR REGISTRATION, CONTRACTS, AND ORDERS:** The eVA Internet electronic procurement solution, web site portal [www.eVA.virginia.gov](http://www.eVA.virginia.gov), streamlines and automates government purchasing activities in the Commonwealth. The eVA portal is the gateway for vendors to conduct business with state agencies and public bodies. All vendors desiring to provide goods and/or services to the Commonwealth shall participate in the eVA Internet e-procurement solution by completing the free eVA Vendor Registration. All bidders or offerors must register in eVA and pay the Vendor Transaction Fees specified below; failure to register will result in the bid/proposal being rejected.

Vendor transaction fees are determined by the date the original purchase order is issued and the current fees are as follows:

- a. For orders issued July 1, 2014, and after, the Vendor Transaction Fee is:
  - (i) DSBSD-certified Small Businesses: 1%, capped at \$500 per order.
  - (ii) Businesses that are not DSBSD-certified Small Businesses: 1%, capped at \$1,500 per order.
- b. Refer to Special Term and Condition "eVA Orders and Contracts" to identify the number of purchase orders that will be issued as a result of this solicitation/contract with the eVA transaction fee specified above assessed for each order.

For orders issued prior to July 1, 2014, the vendor transaction fees can be found at [www.eVA.virginia.gov](http://www.eVA.virginia.gov).

The specified vendor transaction fee will be invoiced, by the Commonwealth of Virginia Department of General Services, typically within 60 days of the order issue date. Any adjustments (increases/decreases) will be handled through purchase order changes.



Date: 3-29-2022

RE: Evaluation Committee Questions and Answers

Dear Mrs. Cooper,

We appreciate the opportunity to answer the Committee's questions. Below will find our answers to your 3 questions.

Please provide a detailed Campus Service Plan and include a transition plan.

We take a simple approach for focusing on quality of service. We strive to be the best and aim for a partnership approach. We make every effort to know the customers' expectations, requirements, and needs. This means consistently collecting the customers input and taking steps to foster a long-term relationship.

We hire qualified employees that have the right tools and skills to perform their jobs make it easy to give excellent quality service in a timely, safe manner. Our management team and drivers feel that customer satisfaction is part of their jobs. GFL, County Waste services the Farmville area almost every day. With that being said, we can response quickly to any special needs Longwood may experience.

Customers are given emergency response contact names and phone numbers. We have a team of Customer Service Representatives that can assist you with most any service-related need.

The CSR Team will be well versed on the scope of the new work. Communication and education are key. A service review meeting detailing Longwoods scope of services will also be reviewed with, Dispatch, Operations and Maintenance.

GFL, County Waste will work with Longwood's facility management team for a seamless transition. Once we are awarded the contract, GFL County Waste will start preparing for the start date. We input the service into our System for billing. We will work with your billing office to make sure your invoices are formatted correctly.

We will order any equipment necessary to fulfill the contract. The GFL County Waste maintenance manager will visit each site that has a compactor to ensure he is fabricating the loading hoppers correctly. Once the hopper design is completed, the fabrication shop will start their fabrications.

All equipment (Front Load, Open-Tops, and Compactors) will be ready 1 week prior to the start date. We are happy to stage the equipment at Longwood or, we can stage the Containers at our yard until the Contract start date. If the outgoing Vendor provides Longwood with a removal schedule; we would like to follow that until the process is complete. On the morning they remove, we delivery and install the same day. Our dedicated drivers will also make a pre-trip site visit to familiarize themselves with the campus.

Will you provide dedicated drivers to service our account (e.g., several drivers familiar with the campus, equipment, routs, contacts, etc.)? Absolutely, we assign drivers to areas. We also assign drivers to our Major Accounts such as Longwood College. It is also our practice to train at least 2 back up drivers for each area, and/or Major Account in case the main drivers are out on vacation and/or sick.

We sometimes have need for containers to be placed for construction, renovation, special projects, etc. separate from the on-demand requirements for student move-in/out. Would the placement of these on-demand containers be the same as student move-in/out? If not, what would the price be for this type of on-demand service? Yes, the price would remain the same as the proposed Move in/Out rates.

**From:** [BJ Leebrick](#)  
**To:** [Cooper, Debby](#)  
**Subject:** RE: Contract Award - Longwood University  
**Date:** Friday, April 15, 2022 12:09:02 PM  
**Attachments:** [image001.png](#)  
[image002.png](#)  
[image003.png](#)  
[image004.png](#)

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Also, we are happy to change the color prior to the installs if you like. Or, if it becomes a problem down the road we can paint or swap.

Thanks

**BJ Leebrick** | Account Manager

County Waste, a GFL Company

2410 Mayflower Drive, Lynchburg, VA, 24501

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**From:** Cooper, Debby <[cooperdj@longwood.edu](mailto:cooperdj@longwood.edu)>

**Sent:** Thursday, April 14, 2022 2:00 PM

**To:** BJ Leebrick <[bleebbrick@gflenv.com](mailto:bleebbrick@gflenv.com)>

**Subject:** Contract Award - Longwood University

**Importance:** High

**CAUTION:** This email originated from outside of the organization. Do not click links or open attachments unless you recognize the sender and know the content is safe.

Hi BJ,

The Evaluation Committee met one last time this morning and I am pleased to inform you Longwood has selected GFL County Waste as our new Waste Management Services contractor!! I will be preparing the Standard Contract and sending it to you, most likely later today. The period of performance will be that stated in the RFP; initial period of three (3) years with the possibility of seven (7) one (1) year renewal terms. Is that acceptable to you?

One final thing we would like to confirm with you; those making the decisions regarding the contract are on board with your green equipment, but should that become a point of discussion down the road, are you able to swap out equipment for a 'friendlier' color?

Thanks,

Debby

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**Deborah J. Cooper, CUPO, VCO**

*Interim Director of Materiel Management & Purchasing*

Buyer Specialist/Contracts Administrator

Longwood University

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**LONGWOOD**  
UNIVERSITY



Changes are coming! Please visit the [eVA Transition Newsroom](#) for more information!



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