



City and County of San Francisco

Class A Biosolids Management

REQUEST FOR INFORMATION (RFI)

RFI Response Date: April 30, 2024

Summary: The San Francisco Public Utilities Commission (SFPUC) Wastewater Enterprise (WWE) aims to identify Class A biosolids management contracting opportunities. SFPUC WWE is releasing this RFI to learn about different Class A biosolids management practices that may serve its needs.

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I. Background & Vision

San Francisco Public Utilities Commission (SFPUC) provides quality drinking water and wastewater services to the city of San Francisco, wholesale water to three Bay Area counties, and green hydroelectric and solar power to our municipal departments. We strive to work in harmony with environmental and community interests, and we are dedicated to protecting and sustaining the resources entrusted to our care.

SFPUC Wastewater Enterprise (WWE) is a wastewater treatment and reclamation agency that currently produces 55,000-65,000 wet tons of "Class B" biosolids annually, a nutrient-rich soil-like product used as a synthetic fertilizer-replacement and soil amendment, that are directly land applied, composted, or converted into a Class A liquid fertilizer for agriculture.

WWE is in the process of upgrading its Southeast Wastewater Treatment Plant (SEP) through the Biosolids Digester Facilities Project (BDFP), which will replace and relocate the existing solids treatment facilities with more reliable, efficient, and modern technologies and facilities. It is anticipated to operate, at the earliest, by Summer of 2027, at which point the contractor is requested to provide the service referenced in this RFI. The new Biosolids Digesters Facilities will produce approximately 43,600 wet tons (48,200 cubic yards) of "Class A" biosolids per year. Class A biosolids have been treated to completely eliminate pathogens and are defined in EPA CFR 40 Part 503. The anticipated total solids of the biosolids is 28%, organic nitrogen content of 3.5-5.5%, inorganic nitrogen content of 1.5-2.5%, total phosphorus of 1-2% and potassium content of 0.1-0.2%. More information about BDFP can be found here: <https://sfpuc.org/construction-contracts/construction-projects/biosolids-digesters-facilities>.

SFPUC WWE is interested in learning about Class A biosolids management practices used to create a beneficial product from Class A biosolids.

WWE is requesting information for offsite Class A biosolids management options within a 250-mile radius of SFPUC as a part of SFPUC's biosolids management strategy. SFPUC's Biosolids Management Policy promotes the beneficial and cost-effective use of biosolids while preventing any negative impacts, maximizes the recycling of resources, and protects public health and the environment. WWE is interested in learning about Class A biosolids management practices, including but not limited to, direct land application, soil blending, mine reclamation, and types of practices to create a value-add finished product. Soil blending in this RFI's context is the blending of biosolids with other types of feedstocks such as sand, rice hulls, or another feedstock to create a readily usable soil amendment. Biosolids will be hauled to the contractor's site, at the expense of SFPUC.

The contractor's responsibility begins after biosolids are received at its site. Responsibilities include but not limited to:

- Create a marketable value-add end use product (if applicable)
- Seek markets to use finished product
- Haul or deliver finished product to customers or arrange for customer pick up of finished product
- Manage communications and marketing for finished product (if applicable)
- Comply with local, state, and federal regulations

As part of this RFI process, respondents may be requested to provide a presentation on their response at a later date. Please note that this RFI is for informational purposes only, and no contract will be awarded as a result. A firm or organization's response to the RFI—or lack thereof—will have no impact on the evaluation of responses to any subsequent Request for Proposals (RFP) or Invitation to Bid (ITB) released. Responses will be used solely for information and planning purposes.

Please note that all responses will be public record. Do not submit confidential information in your response.

II. Desired System Qualifications and Functionality

There are no minimum requirements for vendors to participate in this RFI. However, WWE prefers that vendors have the following qualifications and functionalities:

- Experience supplying the fields of horticulture, agriculture, or reclamation.
- Experience with distribution logistics
- Experience with market development

III. Response Submission Instructions & Contact Information

Interested parties should submit **responses** to this RFI via email to RBatjiaka@sfgwater.org and Joyee@sfgwater.org and include "Class A Biosolids Management RFI" in the subject line. Responses are **due by 5pm PST on April 30, 2024**. Rolling submissions may be accepted after this target date if capacity allows.

- **Please limit responses to 8 pages, inclusive of any attachments.** If possible, please submit responses as a single PDF or fill out the response form word document (which requests for the information listed below).
- Include a cover letter and your answers to the questions in Section IV of this RFI.
- In your cover letter, include the following information:
 - Company name, principal place of business, and the location of the main office that would take the lead for a potential engagement with the City.
 - A contact person's name, title, phone number, and e-mail address.
 - A brief description of your business, including company history, size, organizational structure, vision, and mission.

If you have any **questions** about this RFI, please submit them by email to the contacts below by 5pm PST on **March 15, 2024**. Include "Class A Biosolids Management RFI Questions" in the subject line.

- Contact Name: Ryan Batjiaka and Joanne Yee
- Title: Project Manager
- E-mail: RBatjiaka@sfgwater.org and Joyee@sfgwater.org

IV. Submission Questions for Interested Vendors

Please provide brief answers to questions in the order below. Respondents may elect to respond to only relevant questions.

1. Please explain the type of biosolids management and, if applicable, product created, as part of the service your entity would provide to the SFPUC WWE for Class A biosolids management. Please include information about distribution, if your target market is an existing market, and market development.
2. If your business entails soil blending, please explain your blending process.
3. Please describe your experience in the biosolids industry. Do you currently work with other wastewater treatment agencies and biosolids?
4. Where is your facility located?
5. What is your facility's capacity?
6. Is your facility currently in operation or will be in operation by the Summer of 2027?
7. What is the minimum tonnage requested to make your program successful?
8. Who is your customer base?

9. How do you market your product?
10. Describe your business model.
11. Is your service year-round or seasonal? If seasonal, please provide the operating months.
12. What amount of lead time would be preferable between the award of any contract and the start of contract responsibilities? Is it possible there could be too much lead time between the award of any contract and the start of contract responsibilities?
13. What should the SFPUC WWE consider when putting this service out to bid to ensure contractors can be successful?

V. Timeline

- **Deadline for Questions: March 15, 2024**
- **Responses Due: April 30, 2024**

Rolling submissions may be accepted after this target date if capacity allows.

VI. Disclaimer

This RFI is not part of a competitive process.

This RFI in no manner obligates the City to issue a competitive solicitation or to pursue any contractual relationship with an entity that responds to this RFI. The City further reserves the right to cancel this RFI at any time if deemed to be in the best interest of the City. The City accepts no financial responsibility for any costs incurred by a firm in responding to this RFI document. Interested parties shall absorb all their own expenses resulting from their response and any participation in any associated discussions. Participation in this process is voluntary and non-compensable, and no contract of any kind will be awarded as a result of this process.

Participation in this RFI is not a prerequisite to participation in any potential future RFP or other competitive solicitation.

Responses to this RFI will become the exclusive property of the City and will be subject to the California Public Records Act and the City's Sunshine Ordinance. Please be aware that any information submitted, even personal identifying information, may be disclosed to the public.

SFPUC WWE Class A Management RFI – Response Form

SFPUC Contacts:

Please email this completed form to the Contract Managers: Ryan Batjiaka (RBatjiaka@sfgwater.org) and Joanne Yee (Joyee@sfgwater.org) by April 30, 2024. Email questions by March 15, 2024.

Company Information:

Company Name:

Principal Place of Business:

Location of Main Office (to take the lead for potential engagement with the City):

Contact Person Name, Title, Phone Number & E-mail Address:

Description of Business (including company history, size, organizational structure, vision, and mission):

RFI Questions:

Please provide brief answers to questions below. Respondents may elect to respond to only relevant questions.

1. Please explain the type of biosolids management and, if applicable, product created, as part of the service your entity would provide to the SFPUC WWE for Class A biosolids management. Please include information about distribution, if your target market is an existing market, and market development.
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