

**Request for Proposals  
Landfill Gas Utilization Project  
Chester County Solid Waste Authority  
Lanchester Landfill**

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Chester County Solid Waste Authority (CCSWA) is soliciting proposals to develop, construct and implement a project for the beneficial use of landfill gas (LFG) generated at the Lanchester Landfill, located in Narvon, Pennsylvania.

LFG conversion projects producing renewable natural gas or other innovative projects will be considered. CCSWA will only consider technologies and developers with a proven and successful record of developing and operating LFG utilization projects in the United States.

Inquiries are to be referred to Bob Watts, Executive Director at [BWatts@chesterCSWA.org](mailto:BWatts@chesterCSWA.org)

Note that no oral interpretations of this request for proposals (RFP) will be made to any Proposer. Any oral discussion, explanation, or instruction is not binding. Any information generated through Proposer inquiry will be shared with all Proposers. All questions must be submitted to Bob Watts.

Electronic proposals must be received by 4:00 PM Friday, March 18, 2022, and must be submitted as a PDF and one printed copy (should be received by March 23, 2022).

**A. AGREEMENT**

The Developer shall be required to enter into a formal agreement for the subject services and provide insurance certificates and other information needed by the CCSWA. Any potential agreement resulting out of a negotiation phase following this RFP process will include specific contract terms about site use, financing, operations, regulatory compliance, compensation, ownership, security, insurance, indemnification, warranties, performance guarantees, and conditions which reflect the unique nature of a LFG utilization project to be implemented by the Developer.

Respondents are required to include a draft agreement with their Proposal.

**B. CONDITIONS OF WORK**

Proposers are required, prior to submission of Proposal, to carefully examine the requirements of this RFP, the conditions for the contemplated work, and the level of effort required to implement the project.

and make themselves thoroughly familiar with all contract documents. Failure to do so will not relieve the Proposer of his obligations to enter into a contract and implement the project in strict accordance with the contract documents.

Each Proposer must inform themselves on all laws and statutes, both Federal, State, and Local, relative to the implementation of the project, the execution of the work, the compliance with state and federal law, the employment of labor, worker health, and safety, protection of public health, access to the work and similar requirements.

Proposers must attend the site visit scheduled for January 12, 2022, at 10:00 AM.

### **C. PROPOSAL QUALIFICATIONS**

CCSWA will only consider proposals that satisfy the following requirements:

- LFG conversion technologies proposed must have a proven record of operation with a minimum of two successful and current operations of commercial-scale facilities in the United States.
- The Proposer and development team have a proven record of successful implementation and ongoing operation of a minimum of two commercial-scale LFG conversion facilities in the United States.

### **D. FACILITY BACKGROUND**

The Lanchester Landfill is on a 625-acre property owned by CCSWA. The Lanchester Landfill is municipal solid waste (MSW) landfill owned and operated by CCSWA. The facility is located at 7224 Division Highway, Narvon, PA 17555. The facility has been in continuous operation by CCSWA since 1984 and accepts MSW, construction/demolition debris, commercial waste, and industrial waste.

In 2020, the facility received approximately 305,000 tons of solid waste and 38,00 tons of alternate daily cover. CCSWA is currently averaging about 1,100 tons of waste/day. It is anticipated that the currently permitted landfill will reach capacity in about 2032 and will be seeking an expansion for an additional ten years of capacity.

Lanchester Landfill is permitted by the Pennsylvania Department of Environmental Protection (PADEP) under Solid Waste Disposal Permit Number 100944 and Title V Operating Permit Number 36-05079. (These permits can be found in Appendix A)

The facility has an active LFG collection and control system consisting of 153 vertical extraction wells, 14 toe collectors, 6 surface collectors, 15 leachate cleanouts, and 16 horizontal collection lines. CCSWA is proposing that they will complete all wellfield balancing, maintenance, and expansions.

The facility manages leachate through an on-site treatment plant with a stream discharge. The leachate treatment is by high-pressure reverse osmosis. CCSWA has recirculated a limited amount of leachate in the past and is currently recirculating some of the leachate concentrate.

The LFG collection system (Plan in Appendix A) is designed to deliver all the gas to a Zink enclosed flare that has a rated capacity of 4,200 CFM. The site also has a backup Utility Flare that is rated at 3,000 CFM.

### **E. LANDFILL GAS DATA**

NOTE: LFG quantities and properties presented in this Request for Proposals are estimates. No express or implied warranty is made as to the accuracy or suitability of the data provided or it being representative of future conditions.

Appendix B contains spreadsheets of LFG data for December 2020 through November 2021.

Appendix B also contains copies of the following:

October 25, 2021 SSM Report

September 21, 2021 Gas Collection and Control System Design Plan

July 22, 2021 NSPS-SSM Report

March 21, 2021 LFG Model Summary

November 23, 2016 CCSWA Area E LFG Master Plan Drawings

### **F. SCOPE OF SERVICES**

For this solicitation, the Scope of Services includes, but is not limited to, the following general tasks and responsibilities to be undertaken by the Developer at no cost to CCSWA:

- Financing of the LFG conversion project
- LFG conversion facility planning, design, permitting for project development and implementation (land use, construction, operation, etc.)
- LFG conversion facility construction, operation, maintenance, regulatory compliance, decommissioning at the end of service life
- LFG and/or conversion product marketing, sale, and distribution
- Regulatory and permit compliance for LFG emissions, migration control, and nuisance odor control.

### **G. COMPENSATION TO CCSWA**

While CCSWA's primary objective of this solicitation is to see a beneficial use for LFG generated at Lanchester Landfill, compensation to the CCSWA from revenue realized through the LFG conversion project will be a factor in considering proposals received. Compensation from the sale of LFG conversion products, the value realized from environmental attributes (renewable energy credits, carbon/greenhouse gas offset credits, renewable identification number, etc.), and other incentives afforded from the conversion of LFG shall be considered in compensation proposals.

Describe the compensation to CCSWA in exchange for granting the Developer the right to

operate the LFG collection and control system (GCCS) and receive and utilize LFG from Lanchester Landfill for beneficial use. The Developer shall agree to compensate CCSWA based on the quantity of LFG delivered to the Developer's facility, revenue generated from the sale of LFG conversion products, or other mutually agreed-upon metrics and revenue sharing arrangement.

## **H.PROPOSAL CONTENTS**

The Proposal shall, at a minimum, address each of the following items and be organized in accordance with this section.

### **1. Executive Summary**

The Executive Summary shall provide an overall synopsis of the Proposal, including brief descriptions of the Proposer's experience and qualifications, financial strength, approach to GCCS operation and improvements and operation, and the facility that the Proposer is offering to implement.

### **2. Parent Company Confirmation**

CCSWA is seeking a guaranteed long-term LFG utilization project. A Developer wholly or partially owned by another corporation or other entity must submit a parent company confirmation to certify that any potential agreement with the Developer resulting from this RFP process will be co-signed by the Developer's parent company. A Developer who does not fall into this category must note that in their Proposal.

### **3. Proposer Experience and Qualifications**

- a. A description of a minimum of two currently operating LFG conversion facilities where the Proposer served or currently serves as the project developer, owner, and/or operator of the LFG conversion facility, including:
  - A discussion of the current level of involvement the Proposer has in the operation and management of each facility.
  - Contact information for the landfill owners providing LFG to the Proposer's facilities
  - A description of the LFG conversion facilities and processes, capacity, the longevity of operation, conversion product metering and marketing, etc.
  - A description of compensation arrangements with the partner landfill facilities
  - A description of the arrangements with the partner landfill facilities for procurement of LFG, including identifying responsibilities for the operation and maintenance of the GCCS system, expansion responsibilities, cost-sharing arrangements, regulatory and permit compliance, etc.
  - A discussion of any regulatory or permit compliance issues, including notices of non-compliance, violation, enforcement action, etc., issued to the owner or operator of the LFG conversion facilities or the host landfills.

- List of firms that the Proposer teamed with for the implementation of the reference LFG conversion facilities (permitting, design, construction, operation, and maintenance)
- b. A discussion of any LFG utilization facilities developed, owned, and/or operated by the Developer that has been shut down within the last five years. The information should include dates of operation, the reason for shut down, capacity, conversion technology, location, conversion product purchaser, and landfill contact information.
  - c. A discussion of the Proposer's implementation team for this project including, but not limited to business, financial, and technology partners. If determined at proposal submittal time, technology and infrastructure providers, design and permitting consultants, LFG conversion facility operator, etc.
4. Project Approach
- a. A discussion of the Proposer's LFG conversion facility technology that is contemplated in response to this RFP, including a description of the conversion process and technology, infrastructure requirements, and space needs.
  - b. A discussion of the Proposer's LFG conversion facility impact mitigation strategies (lighting, noise, emissions, traffic, etc.).
  - c. A discussion of the Proposer's approach to the planning, design, permitting, construction, and operation of the LFG conversion facility.
  - d. A discussion of modifications/improvements that the Proposer foresees to the existing GCCS infrastructure and/or operation that should be considered for initial development.
  - e. A discussion of the Proposer's approach to GCCS operation, regulatory monitoring, and compliance.
  - f. A description of the Proposer's approach to LFG conversion product marketing and securing of end-use purchasers.
  - g. A proposed schedule for project implementation, including milestone completion dates.
  - h. A discussion of project lifespan and affecting factors.
5. Project Pro-Forma and Financial Information
- a. A detailed presentation of total estimated capital costs, project financing, debt service, fees, insurance, operations, and maintenance costs for the proposed LFG conversion facility and GCCS operation, expansion, and maintenance.
  - b. A detailed discussion of LFG conversion product marketing, revenue projections, and assumptions.

- c. A detailed discussion on CCSWA revenue sharing structure, projections, method of determination, and assumptions.
  - d. A certified copy of the Proposer's two most recent audited year-end financial statements showing income, expenses, and outstanding debt.
  - e. A list of any pending or recently completed litigation and parties in which the Proposer is the defendant and provide the amount of damages being contested.
  - f. A list of any litigation in which the Proposer is a litigant and the amount of financial recovery sought.
6. Model Agreement  
A model agreement for possible use as a basis for the development of an agreement between CCSWA and the Proposer.
7. LFG Development History and Existing Project  
CCSWA and Granger Energy entered into agreements in 2003 for a medium Btu project. This project started with a 13-mile pipeline and four end users. Granger subsequently developed an 8-mile pipeline that connects the existing pipeline to Republic Services' Conestoga Landfill. Over the years, Granger added three additional users, two of which also generate electricity. Granger also added two gas-fired generators to its facility at CCSWA, which produce 3 MW of electricity for the local utility. On July 1, 2017, EDL purchased Granger Energy. CCSWA asserts that the EDL agreements are on a month-to-month basis. CCSWA is seeking a new contractual relationship predicated on processing landfill gas into high Btu gas. CCSWA is not opposed to EDL responding to this RFP. CCSWA plans to evaluate all proposals fairly, based on the Selection Process below.

## **I. PROPOSAL SUBMITTAL SCHEDULE**

Proposals must be received by 4:00 PM Friday, March 18, 2022 (printed copy by March 23, 2022) and are to be submitted using one of the following formats:

Email submittal of a digital pdf copy addressed [BWatts@ChesterCSWA.org](mailto:BWatts@ChesterCSWA.org). One printed copy by March 23, 2022. Note: CCSWA assumes no responsibility for email or print submittals that are late due to internet outages, shipping issues, or other technology problems.

## **J. SELECTION PROCESS**

Submittals will be reviewed and evaluated by a multi-disciplinary committee of CCSWA staff and a retained consulting firm. At the CCSWA's option, Proposers may be asked to provide a presentation to the evaluation committee. Proposers are not permitted to lobby CCSWA staff or selection committee members prior to the final selection.

Providing the committee arrives at a successful selection, the committee will enter contract negotiations with the successful Proposer. In the event the CCSWA is unable to agree on contract terms with the selected Proposer, at the CCSWA's option, the CCSWA

may elect to enter into negotiations with an alternate Proposer.

Criteria that will be considered in the proposal evaluation process and weighted scoring includes the following:

- Experience, qualifications, and performance of the Proposer and team in the successful development, implementation, and operation of LFG utilization projects similar to the technology advanced in the Proposal (20 points).
- Demonstration of successful and active projects of a similar nature, preferably with public sector landfills (20 points).
- Proposer's Pro-forma and financial documentation (20 points).
- Compensation proposal to CCSWA (20 points).
- References for Proposer's LFG conversion facility projects (10 points).
- Quality, clarity, and organization of the Proposal (5 points)
- Proposer's overall approach to the project (5 points)