



**Proposal:  
RFP #1337 - MIXED  
MUNICIPAL SOLID WASTE  
(MSW)/YARD WASTE, BULKY  
ITEM/PROBLEM MATERIALS, and  
RECYCLABLES Collection**

**Issue Date: November 13,  
2023**

**Due Date: December 29, 2023**

**City of St Paul  
Department of Public Works**

Emerge Enterprises Inc./Second Chance Recycling proudly submits this proposal in response to RFP "MIXED MUNICIPAL SOLID WASTE/YARD WASTE (MSW/YARD WASTE), BULKY ITEMS/PROBLEM MATERIALS, AND RECYCLABLES COLLECTION SERVICES," issued by the City of St. Paul on November 13, 2023. This proposal specifically address mattresses and box springs which are currently serviced as BULKY ITEMS/PROBLEM MATERIALS. Our organization has been a trusted provider of mattress and box spring collection and recycling services since 2008 and is eager to extend our commitment to environmental stewardship and community impact to the City of St Paul through curbside collection of mattresses and box springs.

With a notable performance record, achieving greater than 99% success rate on our curbside collection accuracy, Second Chance Recycling has not only met but exceeded our customers' expectations. Our dedication to environmental goals has resulted in diverting over 13,000 tons of waste from landfills. Moreover, our impact extends beyond environmental sustainability, as we have provided meaningful employment to over 900 individuals who were previously incarcerated, including those considered unemployable.

Over the past decade, trainees working with us have collectively earned \$7.0 million, reducing their reliance on public assistance and advancing to better-paying jobs. This commitment to workforce development has contributed to addressing systemic community challenges and meeting employer demand. The positive transformation of individuals previously served by regional workforce development and training programs reflects a tangible value to both the City and the regional economy.

As a nonprofit organization dedicated to addressing racial and economic disparities, Second Chance Recycling takes pride in contributing to the local workforce. A noteworthy statistic is that 100% of our trainees reside within St Paul and Minneapolis, showcasing our commitment to local impact.

Our operational model involves employing 20-30 individuals at any given time, providing on-the-job training and extensive support services. This intentional approach leads to an average employment duration of 6-9 months, during which trainees gain valuable skills and work histories, positioning them for mainstream employment with higher wages and opportunities for advancement. Notably, our program's costs are covered by Emerge, not the City, creating a mutually beneficial partnership.

We view this employment opportunity not as a 'destination' job but as a stepping stone for individuals to stabilize their lives, acquire skills, and secure successful work histories. Our turnover is intentional, allowing us to employ approximately 100 people annually and ensuring ongoing support for our trainees.

We appreciate the opportunity to present our proposal, underscoring our understanding of the City's goals for diverting significant material from the solid waste stream. With a thorough proposal, qualified staff, and a proven track record, Second Chance Recycling is confident in delivering high-quality services that align with the City's objectives.

## Form A: Proposal Content Checklist

**Instructions: A complete proposal includes the following components and requires signatures from the company's authorized representatives. Incomplete forms, at the City's sole discretion, may not be considered.**

- ☒ Proposal      Cover Letter
- ☒ Form A:      Proposal Content Checklist
- ☒ Form B:      Proposer Information Questionnaire
- ☒ Form C:      Proposer Qualifications Questionnaire
- ☒ Form D:      Certification of Binding Signature
- ☒ Form E:      Certification of Independent Proposal Pricing
- ☒ Form F:      Price Worksheet
- ☒ Form G:      Itemized Listing of Trucks and Other Collection Equipment
- ☒ Form H:      Certification of Acceptance of the Draft Agreement or  
Notification of Proposed Exceptions
- ☒ Form I:      Acknowledgement of Receipt of Addenda