



Biosolids Management Alternatives

Non-Mandatory Proposal Conference

March 23, 2026

Agenda

- Welcome
- RFP document overview
- Contract Equity Program – Beverly Johnson
- Study drivers
- Integration of consultant work with staff work
- Topics

RFP Document Overview

- Main Document
 - Conducting business with the District, scoring criteria, other
- Exhibit A – Proposal Requirements
 - Approach, Schedule, Level of Effort, Forms, Contract Equity, and more
- **Exhibit B – Scope of Services**
- Exhibit C – Insurance Requirements
- Exhibit D – Consulting and Professional Services Agreement
- Exhibit E – Iran Contracting Act Certification
- Exhibit F – IT Security Information

Contract Equity Program

- Contracting Objectives to promote diversity in contract awards
Professional Services Contracting Objectives:

White Men	25%
White Women	6%
Ethnic Minorities (Men & Women)	25%
- Ten Good Faith Outreach Efforts
- A Small Business Enterprise (SBE) component
 - 7% Bid Discount
 - SBE First (Set-Aside)
- Encouragement of Local Businesses' participation
- Working with Respect –Equal Employment Opportunity (EEO) –
NO discrimination, harassment, and retaliation by contractors/
subcontractors or EBMUD employees



III. DISTRICT PROCEDURES, TERMS, AND CONDITIONS *(Page 8)*

B. EVALUATION CRITERIA/SELECTION COMMITTEE

I. Contract Equity Program (5%)

Proposer shall be eligible for small business entity (SBE) or disadvantaged/veteran business entity (DVBE) preference points if they are a certified small business entity, as described in the guidelines contained in Exhibit A-Contract Equity Program, and they check the appropriate box, requesting preference, in Exhibit A-Proposer Information and Acceptance. Qualified DVBEs and/or SBEs will receive up to an additional 5 points to their total points.

Exhibit A Page A-3

11. The undersigned acknowledges ONE of the following (please check only one box)*:

- Proposer is not an SBE nor a DVBE and is ineligible for any Proposal preference; OR
- Proposer is an SBE or DVBE as described in the Contract Equity Program (CEP) and Equal Employment Opportunity (EEO) Guidelines, and has completed the CEP and EEO forms at the hyperlink contained in the CEP and EEO section of this Exhibit A.

- ***If no box is checked it will be assumed that the Proposer is ineligible for Proposal preference, and none will be given. For additional information on SBE/DVBE Proposal preference please refer to the Contract Equity Program and Equal Employment Opportunity Guidelines at the above referenced hyperlink.**

Professional Services Proposers Shall Complete and Submit with Proposal

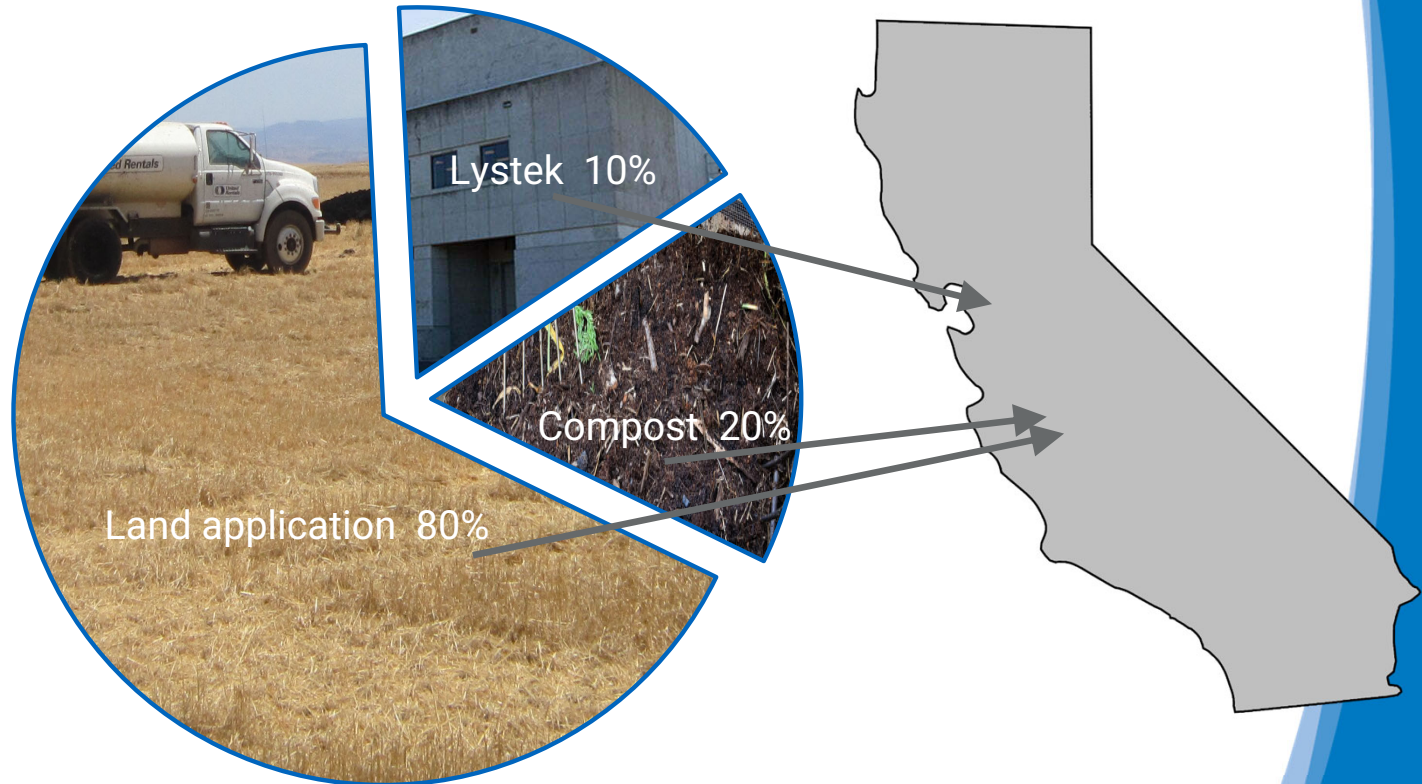
- Form P-025 – Employment Data and Certification (all Proposers and their known Subconsultants doing \$80,000 or more worth of work)
- Form P-040 – Contract Equity Participation (all Proposers)
- Form P-041 – Good Faith Outreach Efforts Documentation (*recommended Proposer as requested*)



Questions?



Current EBMUD Biosolids Distribution



Study Drivers / Background

- For 10+ years District biosolids were handled by Synagro and Denali Water
- In 2024 Synagro acquired Denali's California biosolids business
 - Acquisition leaves no competition for full handling of District biosolids
 - Contract ends June 30, 2028
 - In early 2028 EBMUD needs to re-advertise for biosolids services
- District aims to be carbon neutral by 2030. Could biosolids provide carbon offsets or credits?
- Other considerations
 - PFAS could impair biosolids marketability
 - San Jose may add 100,000 wet tons biosolids per year to the market for at least a few years

Study Drivers / Background continued

- 2021 Integrated Wastewater Master Plan included biosolids chapter (available as a reference on RFP website)
 - Onsite post-digestion technologies deemed uneconomical unless biosolids handling costs exceed \$150/wet ton
 - District needs to further explore offsite management alternatives

Integration of Consultant and District Staff Work

- District staff will conduct case studies
 - Other agencies who own land for biosolids
 - Other agencies who own compost facilities
- District Real Estate department will analyze land availability



Can propose on any number of topics

Page 4 of pdf

The scope of work includes analysis of the following topic areas:

- Topic 1 - in-house management of land application practices
- Topic 2 - construction of a biosolids storage facility
- Topic 3 - construction of a biosolids compost facility
- Topic 4 - rail or barge transportation of biosolids
- Topic 5 - carbon market potential
- Topic 6 - other beneficial use proposals

The scope of each topic area is described in more detail in Exhibit B.

To maximize opportunities for the best consulting expertise, **Proposers are not required to propose on the entire project. They are encouraged to submit on a single topic or multiple topics. Each topic will be scored separately.** There will be no extra points scored for proposers who are capable of multiple tasks. Proposers who submit for all or multiple tasks can still be selected to perform a portion of the work even if the District selects a different proposer for some of those tasks. One or more Proposers may be selected for the work.

Topic 1 – In-house Management of Land Application Practices

- Continue land application without reliance on all-in-one contractor
- Assume hauling will be contracted out or by District
- Need to explore program development and sustained services



Staff



Third-party permitting,
logistics, reporting



Farmer

Topic 2 – Construction of a Biosolids Storage Facility

- Biosolids storage will maximize the potential for biosolids to be put to greatest use
- Facility requirements will vary depending on duration of storage, location of facility, and more
- District desires conceptual design for two alternatives



Topic 3 – Construction of a Biosolids Compost Facility

- Some existing compost facilities are low-technology, low-infrastructure
- A compost facility could potentially fit with offsite management of biosolids
- District desires overview of feasible options
- District desires conceptual plan and cost for rural facility

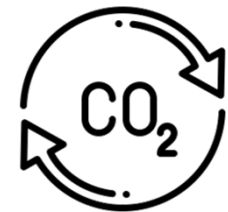
Topic 4 – Railroad or Barge Transportation of Biosolids

- Rail or barge open up greater travel distances and different economics
- Farm, compost, or storage facility could be located further away
- Lower GHG emissions, reduced truck traffic
- Successful precedent on east coast
- EBMUD owns railroad siding



Topic 5 – Carbon Market Potential

- To date, biosolids practices have not been included in our GHG accounting
- District aims to be carbon neutral by 2030
- Coolpath/Agromin have obtained certified, sellable carbon credit via compost application to rangelands
- California Climate Smart Agriculture, Healthy Soils, and more



Topic 6 – Other Beneficial Use Proposals

- Opportunity to put ideas on the table
- If proposal garners sufficient interest, District may allocate consulting scope to further explore as part of this effort
- Such concepts may be further explored in 2027



Questions?

