

Contract for Palm Fronds Diversion

Public Works Department

Transportation and Infrastructure Subcommittee

June 14, 2016



Reimagine Phoenix
Transforming Trash Into Resources



Palm Fronds RFP

- Issued on Jan. 29, 2016
- Proposal deadline: March 30
- Two proposers
- Est. amount diverted: 34,000 tons/year, 3% of City's annual trash tonnage



Recommended Proposer

- Palm Silage LLC
- Quality, all-natural
all livestock feed



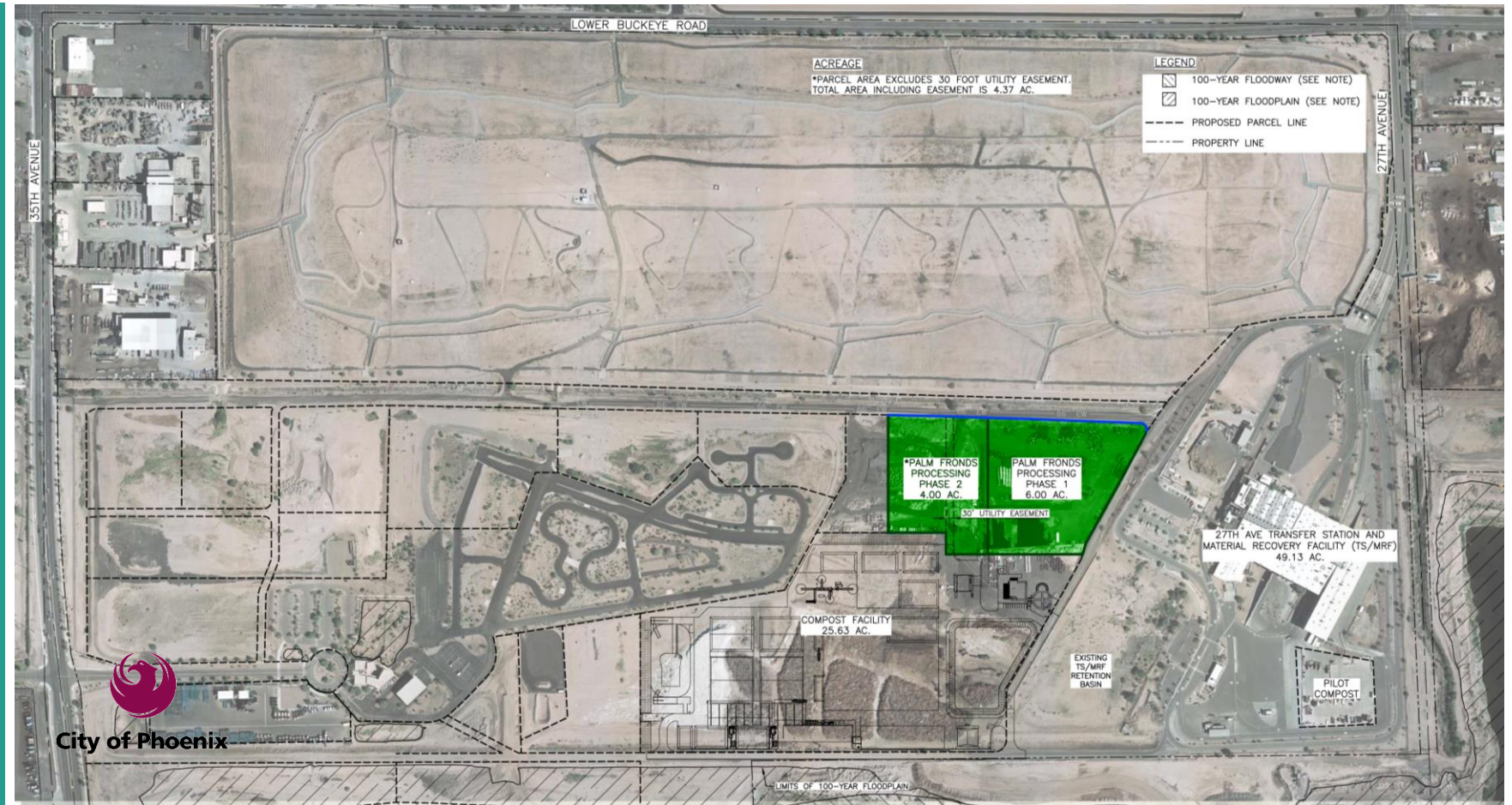
Terms and Agreements

- The City will pay Palm Silage LLC no more than \$12 per ton of palm fronds
- City's cost savings will be up to \$170,000 per year



Terms and Agreements

- Lease term is for 10 years with two 10-year renewal options
- Six acres will be leased in Phase I
- Additional four acres will be leased in Phase II
- Annual rent will be \$7,840.80/acre

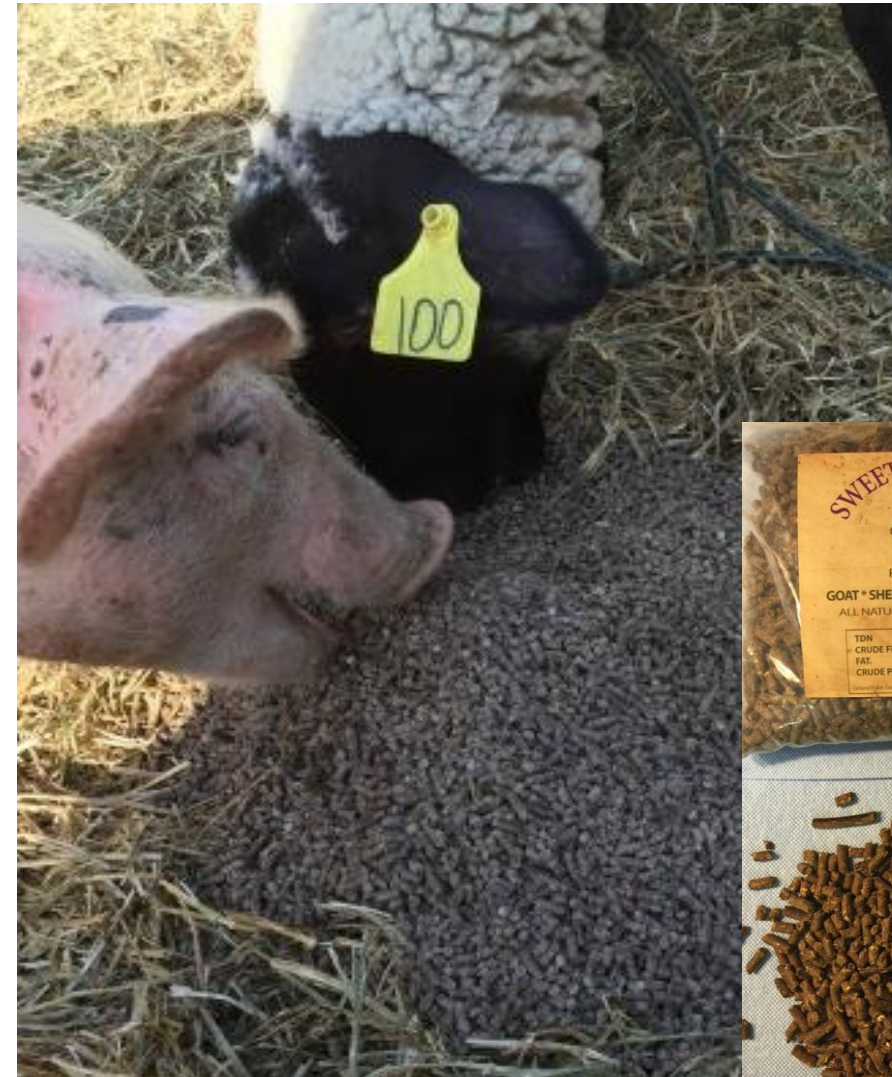
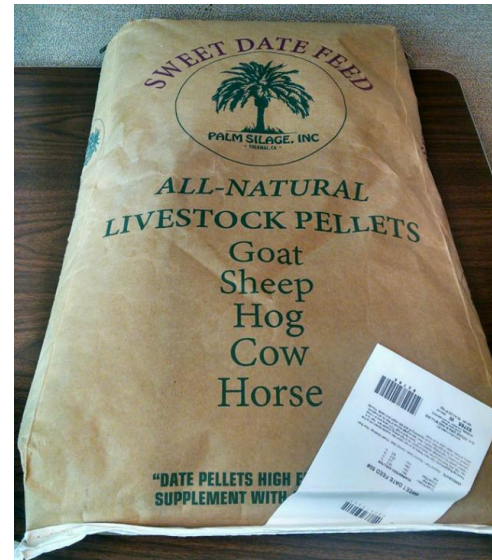


RESOURCE INNOVATION CAMPUS



Transforming Palm Fronds

- Uses palm fronds as alternative to hay
- Uses dates as a natural sweetener



Testimonial

“I have been using Sweet Date Feed for 8 months with great results. My horses’ coats are shinier, their weight is up and the feed has helped to prevent colic. Feeding Sweet Date Feed along with the usual alfalfa hay has proven to be an ideal balance for their diet. I would recommend this product to anyone looking to enhance their feeding program.”

Venessa Medina
Visalia, CA



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Testimonial



“Our pygmy goats love the Palm Silage pellets — they prefer them to good alfalfa hay. We also have a VERY picky miniature donkey and she loved the pellets the first time we offered them to her, which is amazing as she rarely likes anything. We have found Palm Silage to be an excellent feed and have recommended it to many of our customers.”

Debbie H.



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Staff requests the Subcommittee recommend City Council approval of the palm fronds contract with Palm Silage LLC.



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