Draft Request for Information

Partners in Reuse, Retail, and Upcycling

at the Dane County, Wisconsin, Sustainability Campus

County of Dane

City-County Building, Room 425

Madison, WI 53703

Release date: January 14, 2025

Deadline for questions: February 21, 2025

Response deadline: March 14, 2025

Responses must be submitted electronically to:

https://procurement.opengov.com/portal/countyofdane

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Definitions and Glossary of Terms

- **Clean Sweep:** Dane County's facility that accepts hazardous chemicals and electronics from Dane County residents. Clean Sweep also accepts hazardous chemicals from businesses and farms.
- **Commercially Proven:** Commercially-viable technology with operating reference facility or facilities.
- **Commercially Demonstrated:** Proven technology without a commercially proven reference facility or facilities.
- **Construction and Demolition Waste (C&D):** Includes construction and demolition waste from home and/or commercial construction or demolition job sites.
- **County:** Dane County, Wisconsin and/or the Dane County Department of Waste and Renewables.
- **Department:** Dane County Department of Waste & Renewables.
- **Institutional/Commercial/Industrial (ICI):** Includes MSW generated at commercial, institutional, and industrial facilities.
- **Large-Scale:** Greater than 100 tons per day in capacity.
- **Mass Burn Waste-to-Energy System:** Waste-to-energy plant that burns unprocessed MSW in a large incinerator with a boiler and a generator to produce electricity.
- **Medium-Scale:** Between 25 and 100 tons per day in capacity.
- **Multi-Family Residential:** Includes MSW generated at properties with five or more single-family residential units.
- **Municipal Solid Waste (MSW):** Waste generated by residents, offices, institutions, commercial businesses, and other waste generators not producing special waste.
- **Permits:** Applicable regulatory codes that may require permitting include: Wisconsin Administrative Code NR 216, NR 151, NR 502, and City of Madison Municipal Code Chapter 37.
- **Pilot-Scale**: Startup or emerging technology with a functioning prototype prepared for deployment on a trial basis.
- **Respondent:** Entities responding to this RFI.
- **RFI:** This Request for Information.
- **RFP:** Request for Proposals to be issued following this RFI and targeting those technologies and processes deemed to be the most feasible and consistent with the County's goals.
- **Single Family Residential:** Encompasses MSW generated from single-family homes and multi-unit properties with no more than four units.
- **Small-Scale:** Less than 25 tons per day in capacity.
- **W&R:** Dane County Department of Waste and Renewables.
- **WDNR:** Wisconsin Department of Natural Resources (state regulatory agency for solid waste).

Section 1: Introduction

Come be part of an exciting new opportunity to reshape waste into a resource and advance the circular economy in a growing and dynamic area in the Midwest with an experienced partner!

The Dane County, Wisconsin, Department of Waste & Renewables is soliciting responses to this Request for Information (RFI) to gather information and qualifications from entities (Respondents) that are interested in establishing innovative waste processing, conversion, or related waste diversion technologies within the Sustainable Business Park to be co-located with the future Dane County landfill in Madison, Wisconsin. This project is underway with the first phase of construction commencing in 2026 for a new landfill and a new administration and education building (conceptual administration and education building location below). The landfill and related support facilities will be operational in 2027/2028. Through this RFI, and others, the County is seeking core tenants to form the foundation of the Sustainable Business Park to maximize waste diversion and advance sustainable materials management.

Sustainability Campus and Conceptual Locations of Facilities

What's This RFI About?

The purpose of this RFI is to identify entities, processes, and technologies that have the greatest potential to help the County divert a significant share of incoming waste and create marketable outputs such as energy, raw materials, or other products.

Dane County is issuing a total of four RFIs concurrently, each of which can be found on the County's website:

- **Partners in Reuse, Retail, and Upcycling**
- Partners in Problem Materials, Bulky Waste Streams, and Emerging Materials
- Partners in Large-Scale Waste Diversion, Processing, and Recycling
- Partners in Research, Education, and Creative Fields

Through this issuance of these RFIs, and subsequent RFPs, the County aims to achieve the following metrics:

- Divert at least four separate waste types, or
- Target at least 50% of the total incoming waste to the landfill for diversion as identified by the Wisconsin Department of Natural Resources (DNR) waste sort performed in 2020 to 2021 (see Section 4.5.4)

While the above have been identified as specific areas of potential interest, the County is open to other waste diversion opportunities that Respondents believe can help achieve the noted metrics. If you aren't sure which RFI best suits your proposed process, please respond to the RFI most closely suited to your proposal (see Section 2.4 on how to access all four RFIs).

Given the County's goals, finding a partner(s) for large scale waste diversion through material reuse, retail, and upcycling operations is a priority and may include, but is not limited to:

- The collection and temporary storage of materials for subsequent reuse, retail, or upcycling at an off-site facility
- Establishment of a resale store at the Sustainability Campus
- Establishment of reuse or recycling facility/events at the Sustainability Campus
- Repair and education facility that holds fix-it clinics

Materials that could be considered for reuse, resale or upcycling may include but are not limited to:

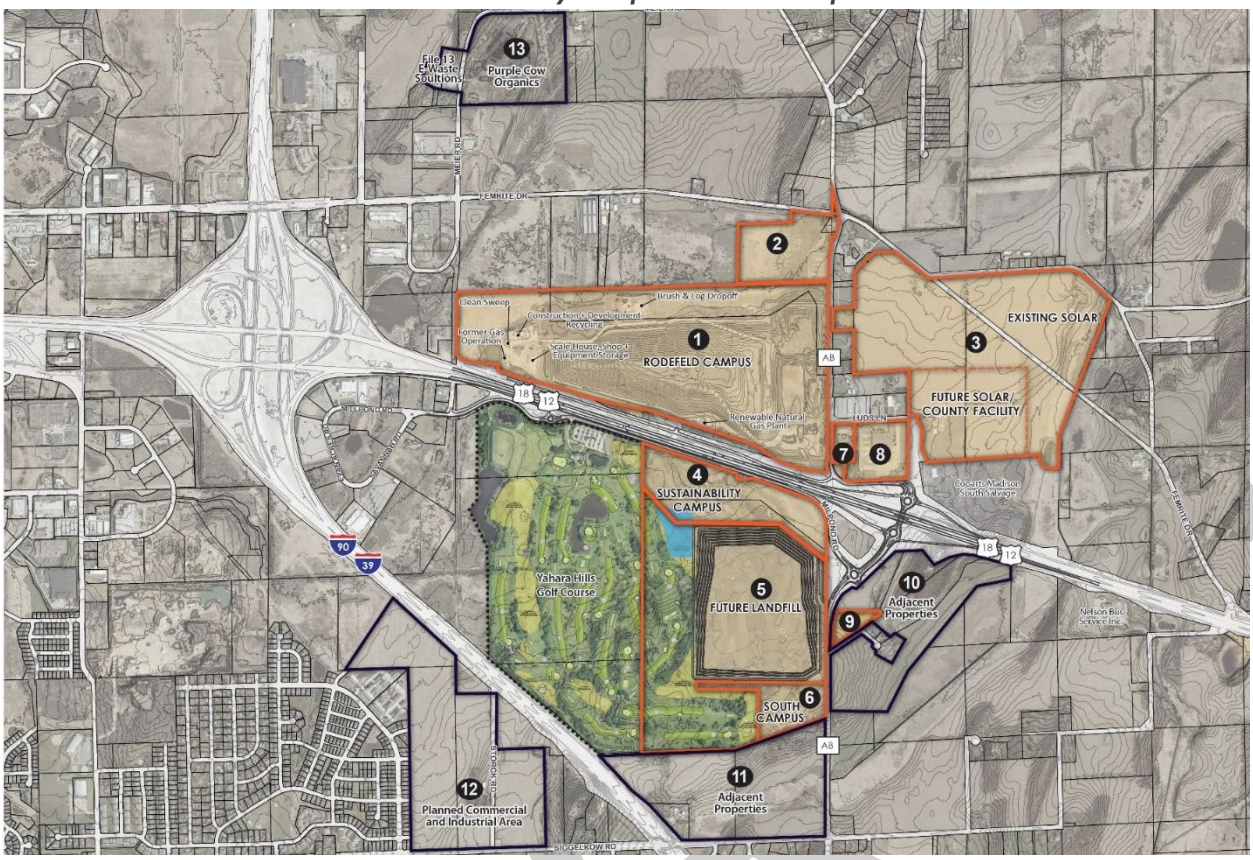
- Furniture
- Household Products
- Plastics
- Textiles
- Electronics
- Mattresses
- Construction Materials

What Does This Site And The County Have To Offer?

- The County has a proven record of successful public-private partnerships to divert waste, including a large-scale construction & demolition waste recycling facility and organic waste composting (refer to Section 4.5.3 for more information on these). Potential opportunities may include the County partnering on land, buildings, equipment, staff, auxiliary facilities, capital subsidies, and/or operating subsidies.

- The Sustainable Business Park consists of approximately 30 developable acres in a central location within the County and located within the City of Madison, the County's largest single source of waste.
- There will be an on-site education center with programs for the public which will help draw customers to a retail operation. There also will be space available for members of the public to drop off materials that can be resold or upcycled.
- The Sustainability Campus is zoned City of Madison IG (Industrial-General District). https://library.municode.com/wi/madison/codes/code_of_ordinances?nodeId=COORMAWIVOICH1--10_CH28ZOCOOR_SUBCHAPTER_28FEMDI_28.089INENDI)
- The site is shovel-ready and consists of generally flat, dry land served by municipal water and sanitary sewer with electrical utilities in place.
- The site is located directly off of US Highway 12 & 18 and close to Interstates 90 and 94. The Wisconsin Department of Transportation recently completed an interchange improvement project adjacent to the site, making accessibility even more convenient.
- The County envisions constructing a waste drop-off site at the Sustainability Campus, which could result in sorted goods available for tenant use.
- Per the Sustainable Business Park Covenants, the Project Review Board may "…grant additional voting rights to projects that meet or exceed established waste diversion criteria." (see Section 4.2)
- Per the County's Development Agreement with the City of Madison, projects "will be eligible to apply for financial assistance from the City, if the project meets program guidelines and policies at the time of application."

Sustainability Campus Location Map



1	Rodefeld Campus (Current Landfill, County-Owned C&D Recycling Facility, Clean Sweep)
2	Other County-Owned Lands (Vacant)
3	Other County-Owned Lands (Solar Farm)
4	Future Sustainable Business Park
5	Future Landfill
6	Other County-Owned Lands (Vacant)
7	Dane County Medical Examiner's Office
8	Dane County East District Highway Garage
9	Other County-Owned Lands (Single-Family Home)
10	Privately-Owned Lands (Vacant)
11	City of Madison and Privately-Owned Lands (Single-Family Home/Vacant)
12	Privately-Owned Lands (Planned Commercial/Industrial)
13	Purple Cow Organics (County Partner) and E-Waste Recycler

What's Next?

The County will issue one or more formal Requests for Proposal in late 2025 leveraging information gathered through this RFI process to target the most promising Respondents and partners. Shortly thereafter, the County will select one or more entities to negotiate a specific diversion project(s) with the estimated goal of beginning construction in 2027 and starting initial operations by 2028.

Section 2: The Opportunity and Request for Information

2.1 Overview of Dane County and the City of Madison

Dane County is located in south central Wisconsin approximately 50 miles from the Illinois/Wisconsin border, 70 miles from the Milwaukee metro area, and 140 miles from the Chicago metro area. It is the fastest growing county in Wisconsin with a population of 599,930[1]. The City of Madison is the largest city with a population of 291,037[1] and is home to the state capital and the University of Wisconsin. On average, the population of Dane County has grown by approximately 2.18 percent annually over the last 5 years, and growth is projected to continue. The City and County are growing rapidly, and demands on the waste management system will continue to grow along with an increase in all materials available for diversion.

Dane County's economy and key industries include:

- **Technology, Education, and Research and Development:** University of Wisconsin-Madison, Epic Systems, Exact Sciences, PPD, Inc., and LabCorp Drug Development
- **Healthcare:** UW Health, UnityPoint Health-Meriter Hospital, U.S. Veteran's Medical Center, SSM Health, and Dean Health
- **Insurance and Financial:** WPS Insurance, American Family Insurance, and CUNA Mutual Group
- **Government:** State of Wisconsin, Dane County, City of Madison, and University of Wisconsin Systems
- **University of Wisconsin Flagship Campus:** Madison is the home to the University of Wisconsin – Madison, ranked 39th overall in the 2025 edition of US News & Work Report's best college rankings
- **Madison Region:** More than one million people choose the eight-county Madison Region of south-central Wisconsin as their home, and the region boasts game-changing research and development while playing a critical role in the global supply chain marketplace.
- **Madison Region Economic Partnership (MadREP)**: MadREP is the region's lead public-private economic development organization and key partner with the County in seeking businesses for the Sustainable Business Park and advancing the circular economy; you can find more information on economic development in the region on MadREP's website

Dane County, the City of Madison, and many other communities in the region have prioritized sustainability as a key objective. This includes Dane County's commitment to reduce greenhouse gas emissions by 50% countywide by 2030 and become carbon neutral by 2050, its accomplishment in becoming the fourth county in the nation to use all renewable energy sources for electricity needs, the establishment of the County Office of Energy and Climate Change, and its millions of dollars in investment over the past decade into sustainability programs, initiatives, planning, and infrastructure.

[1] January 1, 2024 Population Estimate by Wisconsin Department of Administration (https://doa.wi.gov/Pages/LocalGovtsGrants/Population_Estimates.aspx)

2.2 Waste Stream Opportunity – Reuse, Retail, and Upcycling

As detailed in Section 4, the Department of Waste & Renewables is responsible for the management and operation of Dane County's landfills, renewable natural gas (RNG) facilities, Clean Sweep, construction and demolition (C&D) recycling facility and various other recycling programs serving nearly the entire County. The Department currently processes 1,000 tons per day of solid waste and aims to divert at least 50% of the total incoming waste to the landfill and/or divert problem waste streams while advancing the regional economy, creating new jobs and viable business. Further details on the available waste stream are included in Section 4.5. This creates an exciting opportunity for a reuse, retail and/or upcycling operation to be a key partner with the County in meeting these goals and serve as an important and highly visible tenant of the Sustainability Campus. To further this effort, the County already has procured a site, made infrastructure improvements, and begun a detailed planning and implementation process to expedite buildout of the Sustainable Business Park and new landfill.

2.3 Information Requested for a Reuse, Retail, and Upcycling Partner

The table below lists the types of information requested from Respondents. It is understood that it may be unlikely that any given entity will have robust levels of information for every area listed below; however, Respondents are encouraged to provide as much detail and information as feasible. The information solicited through this process will be used to identify, understand, and further analyze potential partnership opportunities between Dane County and public or private entities on the Sustainability Campus.

Following this RFI process, the County will issue a formal RFP in late 2025 targeted to those technologies and processes that are deemed to be the most viable and consistent with the County's goals. The entity selected from an RFP process will then enter into negotiations with the County for a final contract that will describe the full nature of the relationship and the County's specific participation in the project. Other potential project partners needed for the full development and operation of the plan will be established at the RFP stage.

As you complete your response, please note the following:

- The County is open to considering any established, emerging, or innovative technology, approach, or process related to the reuse or resale of waste from the landfill.
- Lower emission generation and energy consumption are key priorities for the Sustainability Campus.
- Processes/ technologies that produce odorous materials or that can't be stored indoors will be highly scrutinized for compatibility with the project setting and the Campus Guiding Principles (see Section 4.3).
- The County is interested in information from potential partners that could either operate on-site or utilize the site as a collection location for operations that take place elsewhere. Respondents are not limited to either approach.
- RFI responses will identify priority approaches and operations for the County to pursue, which will result in future RFPs for operator partners. These operator agreements likely will model after existing operator partnerships with Dane County Waste & Renewables, such as the C&D Recycling facility private-public partnership with Lakeshore Recycling Services and the Dane County private-public partnership with Purple Cow Organics for composting (see Section 4.5.3).
- If additional sorting/processing is required, sorting/processing must be included with Respondent's described offering. Additionally, prior to operation at the Sustainability Campus, Respondents will be

responsible for obtaining necessary permits, and Dane County will collaborate with the entity in obtaining any applicable permits.

Information to be Provided
1. **Targeted Input Materials:** Please describe the material stream(s) to be targeted and the **volumes/tonnage** (approximate daily/monthly/annually) of material to be processed; required condition of material stream inputs; material separation methods; and storage requirements needed to make the proposed process or technology successful.
2. **Proposed Process or Technology:** Please describe the process or technology used to divert the targeted waste; if the process or technology is considered pilot-scale, commercial-demonstrated, or commercially proven (see Definitions); the proposed location(s) of the operations if not on the Sustainability Campus; the environmental benefits of the process or technology utilized (waste diversion, greenhouse gas reduction, etc.); and any specific requirements or plans for the collection, transportation, and processing of materials.
3. **Outputs:** Please describe and quantify the outputs of the process or technology utilized; the demonstrated local or regional markets for this output; the expected/current return per unit of outputs; and management of any non-marketable outputs or byproducts/residuals.
4. **Organization Experience and Qualifications:** Please describe your principal organization's experiences with waste diversion and processing; number of years in business; number of employees; annual revenues; and locations.
5. **Examples and Experience with Proposed Technology:** Please describe/provide examples where your proposed process or technology has been implemented (whether by you or others) including the business structures and length of operations. Please provide links and other key resources of example processes or technology, as applicable.
6. **Space Needs:** For your proposed operations in Dane County, please describe the size and condition of the land area required; indoor and outdoor space requirements; estimated number of employees; and required transportation access and utilities for the process or technology. Indicate specifically those facilities proposed to be located on the Sustainability Campus and those to be located elsewhere.
7. **Business Approach and Costs:** For your proposed operations in Dane County, please describe the general business model to be utilized including: general cost estimates such as tonnage rates or service fees; ownership and maintenance approach; capital financing requirements; potential non-private sources of funding available/required; potential barriers that may need to be overcome to develop the process or technology; how you intend to achieve financial sustainability and the length of time to achieve it; number of jobs created and potential economic impact; how you will incorporate diversity, equity and inclusion in planning and execution; and any other business information critical to success.
8. **Desired Business Relationship:** Please describe any potential partnerships desired with Dane County to make the proposed process or technology financially viable such as the desired business relationship with Dane County, including any anticipated assistance (such as land, buildings, equipment, etc.); and any potential cooperative advantages of locating within Dane County or the Sustainability Campus.

9.	**Educational Opportunities:** Please describe your interest and ability to have your facility provide educational opportunities for the public and solid waste professionals if it were to be located at the Sustainability Campus and how the business would advance public education and awareness of waste diversion. While not required, Dane County looks for every opportunity to help educate our residents and businesses and give them the knowledge to help reduce waste and support our diversion efforts.
10.	**Timeline:** Provide a general time frame for establishing a facility and beginning operations. If your technology is still in a pilot stage, please describe the process and timeline for bringing the technology to scale.
11.	**Other:** Please provide any other information you feel is relevant.

2.4 Registration

Interested Respondents are required to register at the County's eProcurement Portal to submit a response. Registration is free.

- Register by clicking "Sign Up" at https://procurement.opengov.com/login.
- Create a username, password, and activate a vendor account.
- Select project categories that your organization would like to receive future solicitation notifications for.
- Locate the solicitation by searching for the RFI Number, Organization, or Project Title.
- Subscribe for "New Project Updates" to receive notifications about the solicitation.
- Message procurementsupport@opengov.com with any questions regarding account set up.

2.5 Submitting a Response

All responses to this RFI must be submitted electronically using the following:

- Log into https://procurement.opengov.com/ and click on "Draft Response" to submit a response.
- Provide contact information and confirm any addendum or changes in the solicitation.
- Upload all required documents and answer all questions in the Questionnaire sections.
    - RFI Response Document.
        - The response documents must be saved in .pdf or .xlsx format. The file name should include the RFI# and name of organization submitting the response. Please save in this format: "RFI Response Document: "RFI (X) _Vendor Name"
        - At a minimum, the response document must include the following information:
            - Cover Letter/Cover Page that includes:
                - ✓ Contact Person for the RFI process, including their title, email address, phone number, address, and fax number
                - ✓ RFI Title
                - ✓ RFI Number
                - ✓ Name of Proposer
            - Responses to items 1-11 in the table contained in Section 2.3
    - Complete your company profile.
    - Confirm your proposal is complete and select "Submit Proposal."

2.6 Response Deadlines

The table below lists all deadlines associated with this RFI.

RFI Issued	January 14, 2025

Informational Webinar (OPTIONAL)	Week of February 3, 2025
Site Visit (OPTIONAL)	Week of February 17, 2025
Deadline for Questions	February 21, 2025
Last Day for Addenda	February 26, 2025
Response Deadline	March 14, 2025
Interviews	Week of April 7, 2025
Follow-up Questions Issued	April 25, 2025
Follow-up Questions Due	May 9, 2025
Targeted Technology for RFP Determined	July 7, 2025
RFP Issued	Late 2025

*Interested parties may optionally attend an informational webinar hosted by the Dane County Department of Waste and Renewables. This webinar will provide an overview of the RFI and how to respond, including an opportunity for questions. Further details on how to join the webinar are below:

- Time and Date: X
- Link and Access Information: X

**Interested parties may optionally attend a site visit hosted by the Dane County Department of Waste and Renewables. This will include a tour of existing Dane County operations at the Rodefeld Campus and the new Sustainable Business Park site, including an opportunity for questions. Further details on how to attend the site visit are below:

- Time and Date: X
- Location: X

The actions with specific dates must be completed by the dates indicated above unless otherwise modified by the County. In the event that the County finds it necessary to change any of the specific dates and times in the calendar of events, it will do so by issuing an addendum to this RFI and posting such addendum on the Dane County eProcurement Portal. There may or may not be a formal notification issued for changes in the estimated dates and times.

2.7 Addenda

Please check the Dane County procurement website (https://procurement.opengov.com/login) for any addenda to this RFI including details on the non-mandatory site tour. See Section 2.4 on how to register.

2.8 Contact Information and Questions

Questions about the RFI must be submitted consistent with the procedures described in this section. The Dane County project manager and project contact is:

Wyeth Augustine-Marceil
Sustainability Engagement Coordinator
augustine-marceil.wyeth@danecounty.gov
608-590-9534

Any questions concerning this RFI must be submitted before the specified deadline shown in Section 2.6 via the Question and Answer section on the County's eProcurement Portal.

Respondents are expected to raise any questions, exceptions, or additions they have concerning the RFI document. If a Respondent discovers any significant ambiguity, error, conflict, discrepancy, omission, or

other deficiency in this RFI, the Respondent should immediately notify the contact person of such error and request modification or clarification of the RFI document via the eProcurement portal.

No County employee or representative other than the individual listed as the County contact in this section is authorized to provide any information or respond to any question or inquiry concerning this RFI. All answers shall be posted via addenda. Respondents are prohibited from communicating directly with any employee of Dane County, except as described herein.

Section 3: Response Review

The Dane County project team will review all responses and may seek additional information from Respondents to clarify their proposed technologies and operations. Once all information has been obtained, the project team will prioritize the responses received. As noted in Section 1, Dane County is issuing four RFIs. Dane County will prepare RFPs for those opportunities that appear to be the most immediately viable and best matches for the Sustainability Campus and the County's waste diversion goals.

Key factors in this decision-making process include:

- Status of the proposed technology/operation (e.g., pilot, commercially demonstrated, commercially proven) at the scale being laid forth
- Scale of operation
- Volume of potential waste material being diverted
- Financial viability and feasibility
- End market availability
- Existing and future land availability
- Synergies with other planned uses within the Sustainability Campus
- Alignment with the Campus Guiding Principles (see Section 4.3)

Section 4: Sustainability Campus Overview

4.1 Sustainability Campus Concept Plan

With less than six years of landfill space remaining at the current Dane County Landfill No. 2 (Rodefeld Landfill), the County has an opportunity to plan for its changing waste stream and purposefully set the foundation to advance Wisconsin towards a circular economy. The County's vision for the next landfill site includes the development of a Sustainability Campus, which will include a Sustainable Business Park. The Sustainability Campus will divert waste and create local circular economies by hosting reuse, repair, and recycling businesses; new waste management technologies; and research and education opportunities.

Dane County has designated approximately 30 acres of the 230-acre total property area for the Sustainable Business Park. The proposed Sustainability Campus is located at 4402 Brandt Road, Madison, Wisconsin. The property was purchased from the City of Madison and was previously the northeast corner of the Yahara Hills Golf Course.

To find out more about the Sustainability Campus, please visit the Department's webpage: https://landfill.danecounty.gov/projects/WastandRenewableProjects/Sustainability-Campus

For more information on the new Landfill No. 3, please see the Department's webpage: https://landfill.danecounty.gov/

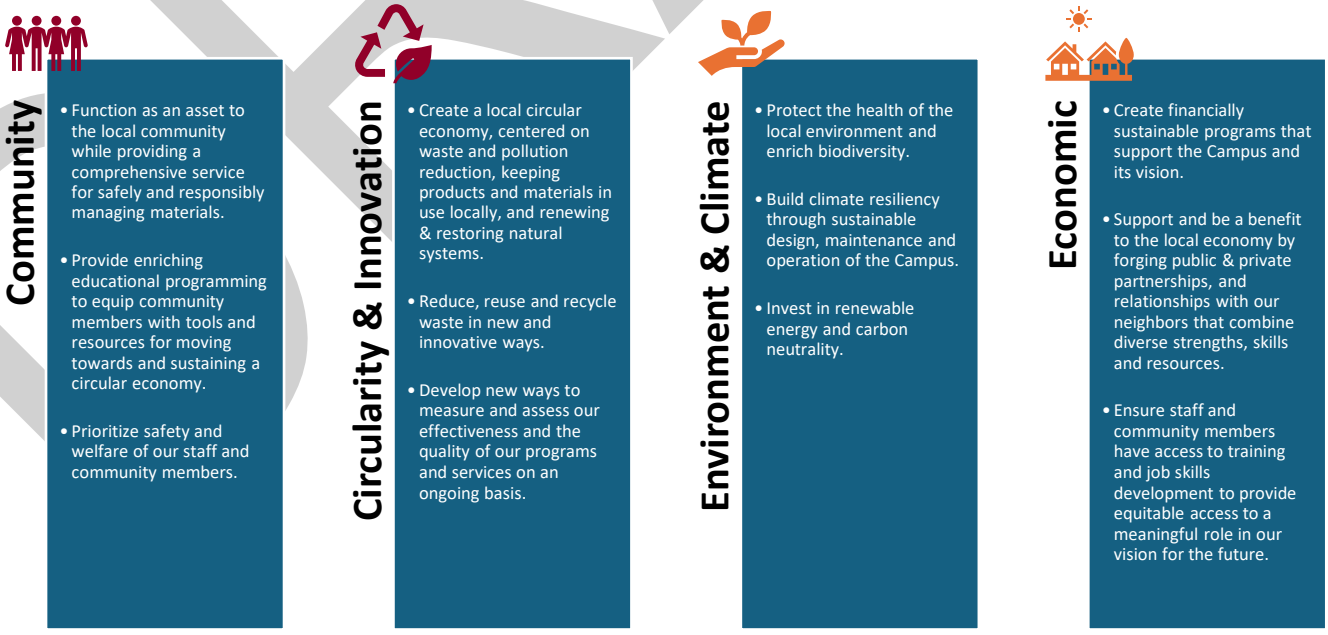
4.2 City-County Sustainability Campus and Landfill Development Agreement

In 2023, Dane County and the City of Madison entered into a Sustainability Campus and Landfill Development Agreement (Agreement) as part of the County's purchase of a portion of the City's Yahara Hills Golf Course for the Sustainability Campus. Per the Agreement, the County agreed to issue RFIs, RFPs, or RFQs to divert at least four separate waste types, or less than four waste streams if the identified waste streams equal at least 50% of the total incoming waste to the landfill as identified by the WDNR waste sort performed in 2020 to 2021.

Per the Agreement with the City, the County prepared and recorded a set of property Covenants for the Sustainability Campus (see Section 7 for a link to the full document). The purpose of the Covenants to promote an integrated land use plan that includes sustainable and accessible design and ensures an effective, safe, and appropriate physical environment while helping to divert waste, promote circular economies, and educate the public about sustainability and waste minimization. The Covenants include permitted uses for the Sustainable Business Park as well as the submission and approval process for potential entities to establish a business/operate at the Park. The Covenants are administered by a Project Review Board consisting of three members appointed by the Director of the County Department of Waste and Renewables. This RFI process is an interim step in the process. The full set of information required under the Preliminary Concept and Business Plan will be required as part of an RFP that will follow the RFI for select processes/technologies.

4.3 Sustainability Campus Guiding Principals

The following Guiding Principles were developed at the forefront of the Sustainability Campus planning project. Their intent is to provide value statements that help the County make decisions to determine project direction and course.



4.4 Sustainability Campus Planning & Implementation Schedules

Comprehensive planning efforts for the Sustainability Campus began in the summer of 2023, and local teams from SCS Engineers (SCS) and Vandewalle & Associates (V&A) have been selected as consultants to lead this process through its completion in 2026. The primary implementation phases for the Sustainability Campus are outlined below:

Sustainability Campus Implementation Project Components and Schedule		
Property Acquisition and Site Preparation		
Acquisition	2023	County acquired the 16-acre property for the Sustainability Campus and Landfill #3 from the City of Madison.
Zoning	2022	Property rezoned from "Parks and Recreation" to "Industrial – General."
Infrastructure installation	2023/2024	Millpond Road provides direct access to the site and its entire length was reconstructed to accommodate the expected heavy truck traffic along with the installation of City of Madison potable water and sanitary sewer extensions. In addition, a large regional stormwater pond was constructed as necessary to serve the anticipated needs of the Sustainability Campus.
Zoning and Covenants	2023	County prepared and recorded a set of property covenants for the Sustainability Campus to ensure future development will be compatible and consistent with the County's goals for the Campus.
Administration and Education Center		
Design, Construction Documents and Bidding	Fall 2024 – Fall 2025	The County has selected an A&E team consisting of Strang architects and Foth engineers to site and design a 30,000 square foot administrative and public education center on the Campus. Design work is expected to be completed in May 2025 followed by construction documents and bidding through fall 2025.
Construction	Fall 2025 – Early 2027	The Department anticipates beginning construction on the administration and education center in fall 2025 and completing the project by the beginning of 2027.
Proposed Landfill Site #3		
Siting and permitting	Fall 2022-Spring 2026	The County has selected SCS Engineers to assist in completing the state landfill permitting process and receive all regulatory approvals. The full process is expected to be complete by spring 2026.
Construction	Spring 2026 – Fall 2026	Upon the completion of the siting and permitting process, the County will embark on constructing the first cell of the landfill and support.
Start of Waste Disposal	Early 2027	Fluff layer placement through Summer 2027.
Organics Recycling Facility		
Scale up and Operations	2024-2029	In early 2024, the County selected Purple Cow Organics to process food scraps, brush, leaves, and yard waste for composting. The five-year contract includes one year of pilot and set-up beginning in late 2024 and will reach full volumes in 2025.
Reuse, Retail, and Upcycling Project		
RFP	Fall 2025 – Winter 2026	Using the results from this RFI process, the County in concert with its partners the City of Madison and Madison Region Economic Partnership (MadREP), will determine which processes and technologies are the most feasible and consistent with County goals and issue a formal RFP to select partner(s) to develop a reuse, retail and upcycling project(s).
Development Agreement Negotiations	2026	Upon the conclusion of the RFP process, the County will enter into negotiations with the selected partner(s) to define a specific project, the nature of the relationship between and responsibilities of the parties, and a project implementation schedule.

Design & Permitting	2026-2027	Consistent with the project as approved in the Development Agreement, partners will prepare detailed plans and seek all necessary federal, state, and local permits including approvals from the Project Review Board administering the Sustainability Campus Covenants.
Construction	Fall 2027 – Fall 2028	Construction is expected to begin following the receipt of permits with completion and initial operations expected within year after that.

As noted previously, the County is issuing three other RFIs simultaneous with this one targeting the following priority waste streams and functions:

- Partners in Large-Scale Waste Diversion, Processing, and Recycling
- Partners in Problem Materials, Bulky Waste Streams, and Emerging Materials
- Partners in Research, Education, and Creative Fields

As with this RFI, the County will use the responses to those RFIs to issue formal Requests for Proposals targeting the most promising Respondents, processes, and technologies. Depending on the responses to all of the RFIs and the apparent market-ready potential of the proposed technologies and operations, the RFPs for these other RFIs are expected to be issued in late 2025.

4.5 Current County Waste and Renewables Operations

4.5.1 Dane County Department of Waste and Renewables Department Overview

The Dane County Department of Waste and Renewables Department's (W&R) mission is to provide environmentally sound and sustainable waste management and renewable energy solutions for Dane County residents. This includes using waste as a resource to create renewable products and fuels, and a heightened focus on the conservation of landfill airspace through waste diversion, recycling, and efficient operations. W&R operates as an enterprise fund, meaning its operations are funded by the fees charged for services and does not draw from taxpayer dollars. Therefore, it is important to Dane County that its waste diversion programs and partnerships are also economically sustainable.

W&R is responsible for the management and operation of Dane County's landfills (active and closed), Renewable Natural Gas (RNG) Plant, Clean Sweep (household hazardous waste and electronics recycling program), a Construction and Demolition (C&D) Recycling facility, and various other recycling programs for materials like tires and shingles. Dane County owns and operates these facilities and programs, with the exception of the C&D Recycling facility, which is owned by the County and operated by a private contractor.

4.5.2 Dane County Rodefeld Landfill

The Dane County Landfill Site No.2 (Rodefeld Landfill) receives waste from a variety of generators, including residential, institutional, commercial, and industrial. The Rodefeld Campus is located directly north of the Sustainability Campus across US Highway 12/18. All waste handled at the Rodefeld Landfill is delivered via waste haulers or self-hauled by commercial entities or residents. The majority of the cities, towns, and villages located in Dane County have organized hauling within their communities, where the municipality either performs or contracts with a private hauler to perform the waste and recycling pickup for single-family homes and multi-family residential with four units or less.

Dane County's largest single source of waste is the City of Madison. However, the City collects household recycling materials (except multi-family with more than four units) that it processes and sells independent of the County. In the municipalities surrounding Madison, a majority of the communities are currently served by a single private waste hauler, which disposes waste at the Rodefeld Landfill. A

handful of additional haulers active in Dane County service other communities and haul to other landfills. Hauling contracts are competitive and are subject to change over time.

In Dane County's current local agreement, only 10% of waste disposed of at Dane County's landfills is allowed to be from outside of Dane County. The actual quantity of out-of-county waste accepted is far less, and this option is exercised only in unique circumstances.

4.5.3 Existing Waste Stream Diversion Programs

W&R has a proven track record for creative waste diversion programs and using public-private partnerships to achieve waste diversion goals. These include:

- The Department owns a Construction and Demolition Recycling facility located at the Rodefeld Campus. W&R contracts for the operation of the facility, which processes over 55,000 tons per year. The facility is located adjacent to the current Rodefeld Landfill and is expected to remain in that location even after the existing landfill closes in 2028.
- W&R also provides spaces at the existing Rodefeld Landfill site for the collection of tires and shingles for off-site recycling by private entities, collection of household hazardous waste and electronics at its Clean Sweep facility, and yard waste processing.
- In 2019, the Department constructed a $29 million renewable natural gas (RNG) processing facility at the Rodefeld Campus, which uses cutting-edge technology to transform landfill biogas into renewable natural gas. The Department injects the RNG into an interstate natural gas pipeline, reducing the demand for fossil fuel-derived natural gas. W&R also constructed a first of its kind offload station at the RNG plant, which allows other bio-gas producers in the area to access the interstate pipeline and renewable energy markets. Dane County's investment in this connection opens the doors for regional biogas producers to take advantage of these renewable energy markets at a much more affordable cost.
- In 2024, W&R established a public-private partnership with Purple Cow Organics to expand food waste and yard waste composting services over the next five years (Press Releases | Dane County, Wisconsin). The program will have one year of pilot and set-up phasing before expanding to full volumes in late 2025. The new compost operation, located about half a mile north of the Rodefeld Campus, will be able to accept up to roughly 22,000 tons of leaf, brush, and yard waste, and up to 1,200,000 pounds of food waste per year. The County expects to expand these volumes as program participation grows. Organics initially will be collected through new drop-off sites for residents established throughout Dane County and pre-consumer sources like grocery stores and commercial kitchens.

Dane County estimates the following waste diversion rates were achieved in 2023 at the Rodefeld Campus:

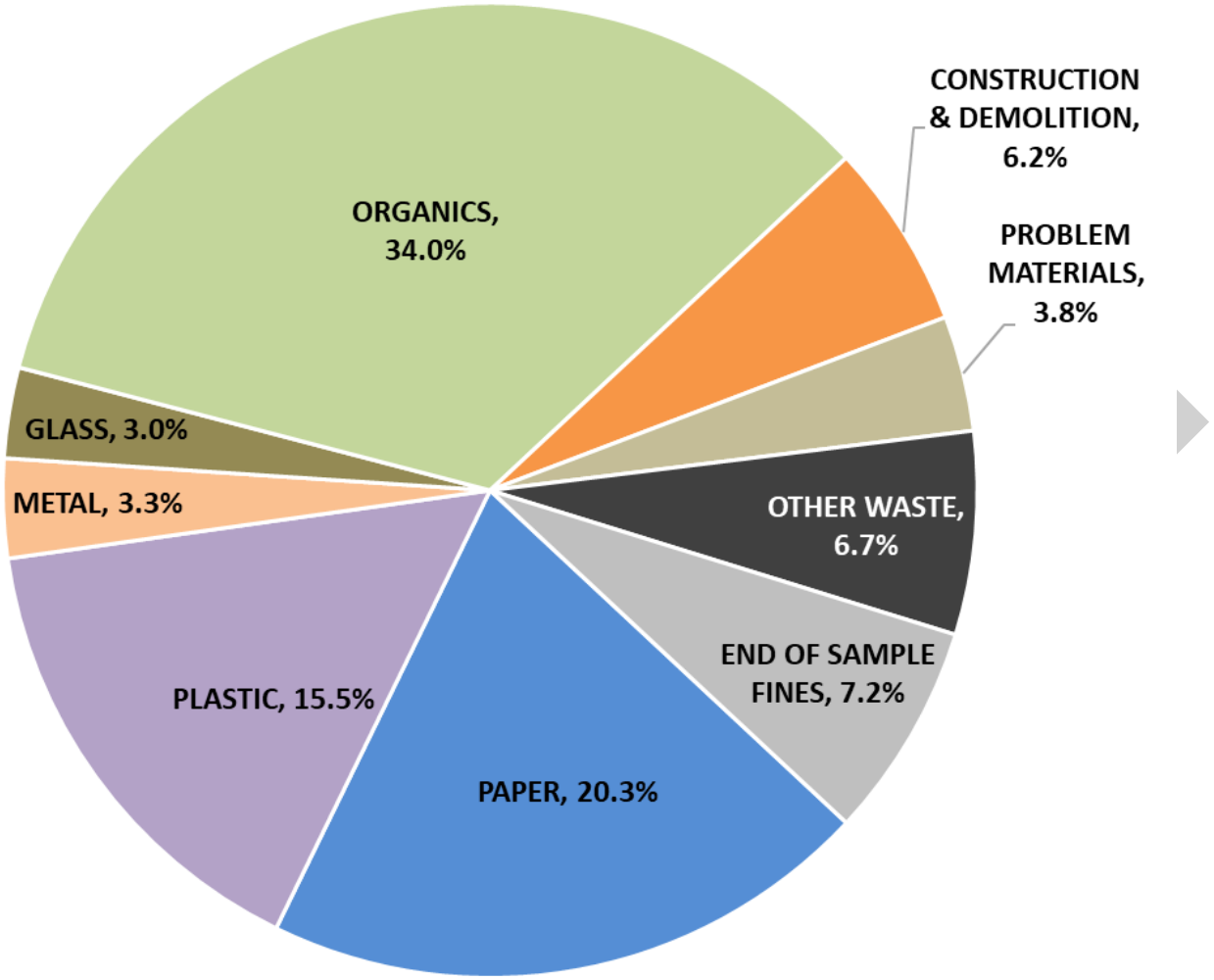
- 823 tons of tires were recycled into playground tile or incinerated for energy.
- 55,340 tons of C&D material was processed for recycling.
- 1,781 tons of brush and logs were ground into wood chips to be used as animal bedding and mulch.
- Over 3.7 million equivalent gallons of gasoline were produced by the RNG facility.
- 6,678 tons of shingles were recycled into asphalt.
- 40 tons of products were reused through Clean Sweep's exchange program.
- Over 96 tons of electronics were processed for recycling.

4.5.4 Waste Sort and Diversion and Reports

A waste sort was performed at the Dane County Rodefeld Landfill between 2020 and 2021, and a Waste Diversion Report was completed in 2024 (see Section 7 for a link to the full report). The results from the

Dane County Rodefeld Landfill overall Municipal Solid Waste (MSW) composition, by weight are shown in the chart below:

2020/21 Dane County Rodefeld Landfill Waste Sort by Weight



The diversion report provides an understanding of what additional waste diversion opportunities exist, where the waste diversion gaps are within Dane County, and who operates in these spaces locally. The report identifies organics, plastics, and paper as larger portions of the incoming landfilled waste stream that present opportunities for diversion. Bulky wastes (mattresses, carpet/carpet padding and furniture), problem materials (batteries, electronics, and Styrofoam), construction and demolition debris (especially wood, drywall/gypsum, and fines), and solar panels are also of interest for diversion based on challenges to managing these waste streams, minimal existing outlets for recycling locally and the potential for increased incoming volumes.

As part of the study process, a workshop with Department personnel was conducted to identify key waste streams of concern and of interest for diversion. The Waste Diversion Report identified programs and material processing technologies that potentially could be used to divert waste and potential markets for end users of diverted materials. The results of this report led to solicitation of this RFI related to reuse, retail, and upcycling partners.

4.6 County Needs Assessment Report

A County Needs Assessment Report was completed in 2024 that focuses on the physical lands and operational opportunities available on County-owned properties in and around the Sustainability Campus (see Section 7 for a link to the full report). It analyzed existing operations and future operational opportunities and developed alternatives for the transition of services and operations between the Rodefeld Campus and the Sustainability Campus. Finally, it explored various potential Sustainability Campus users, their space needs, and how those could be accommodated within the County-owned properties. Similar to the Waste Diversion Report, the results of this report informed the solicitation of this RFI related to reuse, retail and upcycling partners.

Section 5: Submission Questionnaire and Uploads

5.1 RFI Document Uploads

- RFI Response Document – Upload Response Proposal
- RFI Response – Upload Supplemental Documents
- Designation of Confidential and Proprietary Information

5.2 RFI Addenda

- I understand that if any addendum is issued, I will have to acknowledge the posted addendum.

5.3 Signature Affidavit

- RFI response signature affidavit

Section 6: Dane County Disclaimers

- General guidelines (from organics RFP where applicable)
- Standard Terms and Conditions (from organics RFP where applicable)

Section 7: Attachments

(Sustainability Campus Covenants)

(2020-2021 Waste Sort Reports)

(2024 Waste Diversion Report)

(2024 County Needs Assessment Report)