

COUNCIL OF THE CITY OF PHILADELPHIA
COMMITTEE ON COMMERCE AND ECONOMIC
DEVELOPMENT

Room 400, City Hall
Philadelphia, Pennsylvania
Tuesday, February 4, 2014
1:10 p.m.

PRESENT:

COUNCILMAN W. WILSON GOODE, JR., CHAIR
COUNCILWOMAN JANNIE BLACKWELL
COUNCILMAN KENYATTA JOHNSON
COUNCILWOMAN BLONDELL REYNOLDS BROWN
COUNCILMAN MARK SQUILLA
COUNCILWOMAN MARIAN B. TASCO

BILL 120387 - An ordinance amending Section
17-109 of The Philadelphia Code, entitled
"Local Bidding Preferences," by adjusting the
local bidding preference for City contracts...

- - -

1

2

COUNCILMAN GOODE: Good

3

afternoon. This hearing is called to

4

order. This is a public hearing of the

5

Commerce and Economic Development

6

Committee on Bill No. 120387.

7

My name is W. Wilson Goode,

8

Jr., Chair of the Committee. To my

9

immediate right is Councilman Mark

10

Squilla, Vice Chair of the Committee. To

11

his right is Councilman Kenyatta Johnson.

12

To my immediate left is Councilwoman

13

Marian Tasco. To my far left is

14

Councilwoman Blondell Reynolds Brown, the

15

primary sponsor of the bill.

16

The title of the Bill 120387,

17

an ordinance amending Section 17-109 of

18

The Philadelphia Code, entitled "Local

19

Bidding Preferences," by adjusting the

20

local bidding preference for City

21

contracts, all under certain terms and

22

conditions.

23

Our first witness, the

24

Administration. Actually, we're going to

25

have opening remarks from the primary

1 2/4/14 - COMMERCE - BILL 120387

2 sponsor first, but you can come to the
3 table, Mr. Ortman.

4 COUNCILWOMAN BROWN: Thank you,
5 Mr. Chairman. On May 10th, 2012, I
6 introduced Bill No. 120387, which was
7 co-sponsored by my colleague, as already
8 mentioned, the Chair of this committee,
9 Councilmember Goode.

10 The intent of Bill 120387 is to
11 adjust the local bidding preference for
12 City contract bids for Philadelphia-based
13 companies to 10 percent, up from the
14 current 5 percent. This adjustment will
15 be particularly helpful for local
16 businesses.

17 In cases where Philadelphia
18 firms would otherwise be denied a City
19 contract due to a lower bid by an outside
20 firm -- and there's much evidence that
21 supports that -- this adjustment would
22 help level the playing field. It is my
23 belief that this adjustment will ensure
24 that local tax dollars are working to
25 help grow the local economy, create jobs

1 2/4/14 - COMMERCE - BILL 120387

2 by supporting and giving a preference to
3 local-based businesses.

4 I want to thank the
5 Administration for meeting with my office
6 over the past 20 months to study this
7 issue in great detail. I want to thank
8 the Procurement Department and Finance
9 Department in particular for the detailed
10 analysis of the potential impact of this
11 bill. I also want to salute Kathy
12 Gilmore on my team who helped to lead
13 this effort.

14 So today I'm offering an
15 amendment that will cap the bids eligible
16 for the 10 percent preference at \$1
17 million to ensure the impact to the City
18 will be nominal.

19 In cases where outside
20 companies closely outbid those based in
21 Philadelphia, this measure will help tilt
22 the scale to the local firm, assuring
23 that Philadelphia taxpayer dollars are
24 helping to support our local economy.

25 Again, I want to thank my

1 2/4/14 - COMMERCE - BILL 120387

2 staff, the Administration, and co-sponsor
3 of the bill, Councilman Chairman Goode,
4 for all the work on this matter.

5 And with that, I thank you,
6 Mr. Chairman.

7 COUNCILMAN GOODE: Thank you,
8 Councilwoman.

9 Mr. Ortman.

10 COMMISSIONER ORTMAN: Thank
11 you, sir. I think the Councilwoman wrote
12 my testimony.

13 Good afternoon, Chairman Goode
14 and members of the Committee on Commerce
15 and Economic Development. My name is
16 Hugh Ortman and I am the Procurement
17 Commissioner for the City of
18 Philadelphia. I am here this afternoon
19 to offer testimony on Bill No. 120387.
20 This bill proposes amending Section
21 17-109 of The Philadelphia Code related
22 to Local Business Preferences by
23 increasing the local bid preference from
24 5 percent to 10 percent for all bids
25 valued at \$1 million or less. The

1 2/4/14 - COMMERCE - BILL 120387

2 Procurement Department does not oppose
3 the proposed amendments. The proposed
4 changes to the bill are the result of
5 several productive meetings with
6 Councilwoman Reynolds Brown's staff and
7 represents our mutual agreement based
8 upon those decisions.

9 The mission of the Procurement
10 Department is to obtain quality goods and
11 services through a competitive, fair, and
12 socially responsible process in
13 accordance with the law. We believe that
14 the recommended amendments to Bill No.
15 120387 help to achieve these objectives
16 by providing small local businesses
17 greater opportunity to obtain City
18 contracts.

19 We thank the bill's sponsors,
20 Councilwoman Reynolds Brown and
21 Councilman Goode, for the opportunity to
22 testify. We look forward to continuing
23 to foster an environment of competition
24 in the City's bidding process.

25 That concludes my testimony. I

1 2/4/14 - COMMERCE - BILL 120387

2 would be happy to answer any questions
3 from the Committee.

4 COUNCILMAN GOODE: Thank you
5 for your testimony, Mr. Ortman.

6 Any questions for this witness?
7 (No response.)

8 COUNCILMAN GOODE: Seeing none,
9 thank you very much.

10 COMMISSIONER ORTMAN: Thank
11 you.

12 COUNCILMAN GOODE: If there's
13 anyone else to testify, please come to
14 the witness table.

15 (Witnesses approached witness
16 table.)

17 COUNCILMAN GOODE: Good
18 afternoon. I think we have written
19 testimony from both of you which has been
20 given to the stenographer. Please feel
21 free to summarize your testimony, if
22 you'd like.

23 MS. GAUTHIER: Great. Thank
24 you for the opportunity to testify today
25 and hello. My name is Jamie Gauthier and

1 2/4/14 - COMMERCE - BILL 120387

2 I'm the Executive Director of the
3 Sustainable Business Network of Greater
4 Philadelphia, or SBN. SBN is a
5 membership organization for locally owned
6 businesses that are environmentally and
7 socially responsible. Our mission is to
8 help our business members thrive while
9 also working towards a greener, fairer
10 economy in the Philadelphia region. We
11 have 400-plus business members. They're
12 mostly small businesses and represent a
13 variety of industries and business
14 sectors. We are here on behalf of our
15 members to offer support for Bill 120387.

16 We support this bill for the
17 same reasons that have underpinned the
18 creation of the original local bidding
19 preference of 5 percent. As you all
20 know, support to local businesses keeps
21 money in circulation within our city.
22 Multiple studies have shown that locally
23 owned businesses return more than three
24 times the amount of revenue that chains
25 and nationals do to our local economy.

1 2/4/14 - COMMERCE - BILL 120387

2 Locally owned businesses are more likely
3 to source their goods from local
4 suppliers. They are more likely to hire
5 locally and pay their workers a decent
6 wage, strengthening our city's tax and
7 employment base. Locally owned
8 businesses are more likely to support and
9 participate in community affairs and
10 efforts, strengthening our civic fabric.
11 And locally owned -- supporting locally
12 owned businesses can even help the City
13 to meet some of its sustainability goals
14 as contained in the Greenworks Plan,
15 because we are keeping our supply chain
16 tight. Also, investing in locally owned
17 businesses allows them to grow, to
18 expand, to build new skills, and to stay
19 here in our city.

20 And so we understand the
21 reasons that were behind our current
22 local bidding preference, and today we
23 want to push you guys to move even
24 further and to adopt Councilwoman
25 Blondell Reynolds Brown's bill and to

1 2/4/14 - COMMERCE - BILL 120387

2 raise that preference to 10 percent for
3 bids under \$1 million. We are pushing
4 for this because it would do even more
5 good for our business environment and for
6 our economy.

7 We saw the Administration's
8 analysis that the total cost to the City
9 under a 10 percent LBE preference would
10 be around \$81,000, if you consider data
11 from FY 2013. We are confident that the
12 benefits of adopting this bill, including
13 more good-paying local jobs, stronger
14 local businesses, a spillover effect to
15 local suppliers, and an increased
16 investment in our communities, would far
17 outweigh these costs.

18 Lastly, I know that this
19 expands today's conversation and can
20 maybe be a conversation for a different
21 time, but I also welcome the opportunity
22 to talk with you about a different
23 definition of "local." SBN is actually a
24 regional business membership
25 organization, and though we firmly

1 2/4/14 - COMMERCE - BILL 120387

2 support this bill, we also think that
3 there's benefit to also offering some
4 sort of preference to other locally owned
5 businesses within the five-county region,
6 because they are most times hiring a
7 large percentage of their employment base
8 from Philadelphia. And so if there would
9 be an opportunity to discuss that in the
10 future, we'd welcome it.

11 So thanks again for the
12 opportunity to testify. I also brought
13 with me today Jossi Fritz-Mauer,
14 Co-Director of the Energy Co-Op and SBN
15 member, to share his views on the bill as
16 well as his experience in bidding on City
17 contracts.

18 Thank you so much.

19 COUNCILMAN GOODE: Thank you.

20 Please proceed.

21 MR. FRITZ-MAUER: Good
22 afternoon. It really is a pleasure to be
23 here today. Thank you, Jamie, and thank
24 you to the Committee. My name is Jossi
25 Fritz-Mauer, as Jamie mentioned, and I'm

1 2/4/14 - COMMERCE - BILL 120387

2 Co-Executive Director of the Energy Co-Op
3 and I'm pleased to testify in support and
4 in favor of this bill.

5 The Energy Co-Op was founded in
6 1979 as a local non-profit member-owned
7 cooperative, and we have over 6,600
8 members in Southeastern Pennsylvania.
9 Our members are residents, businesses,
10 and municipalities that join the Energy
11 Co-Op to use our energy products and
12 services. Those are -- we are a
13 PUC-licensed renewable electricity
14 supplier, a heating oil aggregator that
15 employs group buying power on behalf of
16 our members, and a biodiesel distributor
17 to large fleets of vehicles. We're
18 located in Center City, and we are
19 longtime and proud members of the
20 Sustainable Business Network of Greater
21 Philadelphia as well.

22 I'm proud to say also that we
23 have bid on and won City contracts in the
24 past. More recently, we applied for two
25 bids in the last three years and nearly

1 2/4/14 - COMMERCE - BILL 120387

2 lost each time. In 2011, for instance,
3 we lost by one-tenth of one percent on a
4 bid of over \$13 million. The company we
5 lost to is a billion-dollar enterprise
6 with no local operations or offices.
7 With a 10 percent bid preference, the
8 City of Philadelphia would have been able
9 to continue to get their biodiesel fuel
10 locally.

11 There are benefits to keeping
12 Philadelphia dollars in Philadelphia, and
13 doing so creates measurable benefits to
14 the City. These go beyond just the
15 direct benefits of working and helping
16 local companies win. There are indirect
17 benefits as well that create a multiplier
18 effect for the local economy. As an
19 organization, the Energy Co-Op seeks
20 local partners and contractors. We buy
21 materials near Philadelphia and always
22 within Pennsylvania, and our staff is
23 local, which means we pay local wage
24 taxes, local property taxes, and they
25 also provide local support of the economy

1 2/4/14 - COMMERCE - BILL 120387

2 through everyday living.

3 I want to provide one example
4 of just how deep this multiplier effect
5 on the local economy goes when local
6 institutions are supported in the bidding
7 process. As a biodiesel distributor, the
8 fuel we delivered to the Office of Fleet
9 Management came from waste oil. This
10 waste product was produced by area
11 restaurants that then had the benefit of
12 an additional revenue stream when they
13 sold their waste product to a regional
14 hauler, who cleaned the waste oil. This
15 waste oil then became the primary
16 feedstock for a Pennsylvania biodiesel
17 producer that turned it into a renewable
18 fuel, and then the Energy Co-Op would buy
19 that fuel, which was made from locally
20 produced and collected waste oils, and
21 house it with our WBE subcontractor in
22 Philadelphia before delivering it to
23 tanks for use by the Streets Department
24 for their recycling trucks and for School
25 District buses. At every stage in this

1 2/4/14 - COMMERCE - BILL 120387

2 process, Philadelphia was benefiting by
3 creating additional goods, services, and
4 jobs. And that's just one example of the
5 way in which we've worked with the City
6 in the past.

7 This legislation truly is an
8 important start, and I would also offer
9 that we urge that more could be done in
10 the future. I understand that the
11 current legislation would be capped at a
12 certain bid size, either 500,000 or 1
13 million. As demonstrated by our own
14 experience, the multiplier effect for
15 preferentially treating the local economy
16 is not restricted to bids below a certain
17 threshold. In the future we would
18 wholeheartedly support an analysis of the
19 benefits to the local Philadelphia
20 economy that would come from an expansion
21 of the 10 percent bid preference to bids
22 of any size.

23 Thank you again for your time
24 today truly. Once again, on behalf of
25 the Energy Co-Op, we urge that this bill

1 2/4/14 - COMMERCE - BILL 120387

2 is passed to assure that Philadelphia
3 taxpayer dollars are helping support
4 Philadelphia companies to create jobs and
5 growing the local economy.

6 This concludes my testimony.

7 COUNCILMAN GOODE: Thank you
8 for your testimony.

9 Are there questions for this
10 panel from the Committee?

11 Councilwoman Brown.

12 COUNCILWOMAN BROWN: Let me
13 thank you both for your testimony, and I
14 particularly appreciate the very tangible
15 example that illustrates why moving in
16 this direction is a good thing. And as
17 Councilwoman Blackwell just observed,
18 we're going to take you up on your
19 recommendation to do an evaluation X
20 number of years from now to see how we
21 can continue to push the needle. But
22 thank you very much, very, very much.

23 MR. FRITZ-MAUER: Thank you so
24 much.

25 COUNCILMAN GOODE: Any other

1 2/4/14 - COMMERCE - BILL 120387

2 questions?

3 (No response.)

4 COUNCILWOMAN TASCO: Thank you
5 very much.

6 COUNCILMAN GOODE: Thank you.
7 Anyone else to testify on this
8 bill?

9 MR. ALI: Yes.
10 (Witness approached witness
11 table.)

12 COUNCILMAN GOODE: Good
13 afternoon. Please state your name for
14 the record and proceed with your
15 testimony.

16 MR. ALI: Good afternoon,
17 Chairman Goode and other members of the
18 Committee. My name is Jihad Ali. I'm
19 here on behalf of the Contractors
20 Roundtable, which is a group of African
21 American contractors, both African
22 American and Latino and females. I
23 wanted to commend you.

24 I'd like to thank Councilwoman
25 Blondell Reynolds Brown for this bill,

1 2/4/14 - COMMERCE - BILL 120387

2 120387. I think this bill is right on
3 time. I think this is an example of the
4 good leadership that people that vote
5 want from their political leaders.

6 I would like to agree with one
7 of the things the last person testified
8 about, and that was that we look at all
9 City contracts regardless of the dollar
10 amount. I would disagree with the other
11 person from the Sustainable Business
12 Network. I think local should be within
13 the confines of City of Philadelphia,
14 because that's really what you hear out
15 in the streets. Out in the streets from
16 my members I hear them talk about, Well,
17 why am I losing bids to people from the
18 counties, from Bucks County, Delaware
19 County, from Delaware? And the reason is
20 because of other things beyond their
21 control, but what you can control is the
22 boundaries in Philadelphia to give that
23 LBE preference.

24 I commend you. I think you're
25 all doing a great job, and you're the

1 2/4/14 - COMMERCE - BILL 120387

2 type of leaders that we want to see in
3 power.

4 Thank you very much.

5 COUNCILMAN GOODE: Thank you.

6 Questions for this witness?

7 (No response.)

8 COUNCILMAN GOODE: Thank you
9 very much.

10 Anyone else to testify?

11 (No response.)

12 COUNCILMAN GOODE: Seeing none,
13 we will move from our public hearing into
14 a public meeting to consider Bill No.
15 120387.

16 The Chair recognizes
17 Councilwoman Brown for a motion on the
18 amendment to Bill No. 120387.

19 COUNCILWOMAN BROWN:
20 Mr. Chairman, I ask that Bill No.
21 12038700 be amended.

22 (Duly seconded.)

23 COUNCILMAN GOODE: All in
24 favor?

25 (Aye.)

1 2/4/14 - COMMERCE - BILL 120387

2 COUNCILMAN GOODE: Those

3 opposed?

4 (No response.)

5 COUNCILMAN GOODE: The bill is

6 amended.

7 The Chair now recognizes

8 Councilwoman Brown for a motion on the

9 Bill 120387, as amended.

10 COUNCILWOMAN BROWN: Thanks

11 again, Mr. Chairman. I ask that Bill No.

12 12038700, as amended, be reported out of

13 Committee with a favorable recommendation

14 and further move that the rules of

15 Council be suspended so as to permit

16 first reading at our next scheduled

17 session.

18 (Duly seconded.)

19 COUNCILMAN GOODE: All in

20 favor?

21 (Aye.)

22 COUNCILMAN GOODE: Those

23 opposed?

24 (No response.)

25 COUNCILMAN GOODE: Bill No.

1 2/4/14 - COMMERCE - BILL 120387
2 120387, as amended, is reported out of
3 this committee with a favorable
4 recommendation and suspension of the
5 rules to allow first reading at our next
6 Council session.

7 This concludes our business.
8 Thank you very much.

9 (Committee on Commerce and
10 Economic Development concluded at 1:25
11 p.m.)

12 - - -

13

14

15

16

17

18

19

20

21

22

23

24

25

1
2
3
4
5
6
7
8
9
10
11
12
13
14
15
16
17
18
19
20
21
22
23
24
25

CERTIFICATE

I HEREBY CERTIFY that the
proceedings, evidence and objections are
contained fully and accurately in the
stenographic notes taken by me upon the
foregoing matter, and that this is a true and
correct transcript of same.

MICHELE L. MURPHY
RPR-Notary Public

(The foregoing certification of this
transcript does not apply to any reproduction
of the same by any means, unless under the
direct control and/or supervision of the
certifying reporter.)

A able 13:8 accurately 22:5 achieve 6:15 additional 14:12 15:3 adjust 3:11 adjusting 1:16 2:19 adjustment 3:14 3:21,23 Administration 2:24 4:5 5:2 Administration's 10:7 adopt 9:24 adopting 10:12 affairs 9:9 African 17:20,21 afternoon 2:3 5:13,18 7:18 11:22 17:13,16 aggregator 12:14 agree 18:6 agreement 6:7 Ali 17:9,16,18 allow 21:5 allows 9:17 amended 19:21 20:6,9,12 21:2 amending 1:15 2:17 5:20 amendment 4:15 19:18 amendments 6:3 6:14 American 17:21 17:22 amount 8:24 18:10 analysis 4:10 10:8 15:18 and/or 22:22 answer 7:2 applied 12:24 apply 22:20 appreciate 16:14	approached 7:15 17:10 area 14:10 assure 16:2 assuring 4:22 Aye 19:25 20:21 B B 1:13 base 9:7 11:7 based 4:20 6:7 behalf 8:14 12:15 15:24 17:19 belief 3:23 believe 6:13 benefit 11:3 14:11 benefiting 15:2 benefits 10:12 13:11,13,15,17 15:19 beyond 13:14 18:20 bid 3:19 5:23 12:23 13:4,7 15:12,21 bidding 1:16,16 2:19,20 3:11 6:24 8:18 9:22 11:16 14:6 bids 3:12 4:15 5:24 10:3 12:25 15:16,21 18:17 bill 1:15 2:6,15,16 3:1,6,10 4:1,11 5:1,3,19,20 6:1 6:4,14 7:1 8:1 8:15,16 9:1,25 10:1,12 11:1,2 11:15 12:1,4 13:1 14:1 15:1 15:25 16:1 17:1 17:8,25 18:1,2 19:1,14,18,20 20:1,5,9,11,25 21:1 billion-dollar 13:5	bill's 6:19 biodiesel 12:16 13:9 14:7,16 Blackwell 1:11 16:17 Blondell 1:12 2:14 9:25 17:25 boundaries 18:22 brought 11:12 Brown 1:12 2:14 3:4 6:20 16:11 16:12 17:25 19:17,19 20:8 20:10 Brown's 6:6 9:25 Bucks 18:18 build 9:18 buses 14:25 business 5:22 8:3 8:8,11,13 10:5 10:24 12:20 18:11 21:7 businesses 3:16 4:3 6:16 8:6,12 8:20,23 9:2,8,12 9:17 10:14 11:5 12:9 buy 13:20 14:18 buying 12:15 C called 2:3 cap 4:15 capped 15:11 cases 3:17 4:19 Center 12:18 certain 2:21 15:12 15:16 CERTIFICATE 22:2 certification 22:19 CERTIFY 22:3 certifying 22:23 chain 9:15 chains 8:24 Chair 1:11 2:8,10	3:8 19:16 20:7 Chairman 3:5 5:3 5:6,13 17:17 19:20 20:11 changes 6:4 circulation 8:21 city 1:2,7,16 2:20 3:12,18 4:17 5:17 6:17 8:21 9:12,19 10:8 11:16 12:18,23 13:8,14 15:5 18:9,13 city's 6:24 9:6 civic 9:10 cleaned 14:14 closely 4:20 Code 1:15 2:18 5:21 colleague 3:7 collected 14:20 come 3:2 7:13 15:20 commend 17:23 18:24 Commerce 1:3 2:5 3:1 4:1 5:1 5:14 6:1 7:1 8:1 9:1 10:1 11:1 12:1 13:1 14:1 15:1 16:1 17:1 18:1 19:1 20:1 21:1,9 Commissioner 5:10,17 7:10 committee 1:3 2:6 2:8,10 3:8 5:14 7:3 11:24 16:10 17:18 20:13 21:3,9 communities 10:16 community 9:9 companies 3:13 4:20 13:16 16:4 company 13:4 competition 6:23	competitive 6:11 concluded 21:10 concludes 6:25 16:6 21:7 conditions 2:22 confident 10:11 confines 18:13 consider 10:10 19:14 contained 9:14 22:5 continue 13:9 16:21 continuing 6:22 contract 3:12,19 contractors 13:20 17:19,21 contracts 1:16 2:21 6:18 11:17 12:23 18:9 control 18:21,21 22:22 conversation 10:19,20 cooperative 12:7 correct 22:8 cost 10:8 costs 10:17 Council 1:2 20:15 21:6 Councilman 1:11 1:12,13 2:2,9,11 5:3,7 6:21 7:4,8 7:12,17 11:19 16:7,25 17:6,12 19:5,8,12,23 20:2,5,19,22,25 Councilmember 3:9 Councilwoman 1:11,12,13 2:12 2:14 3:4 5:8,11 6:6,20 9:24 16:11,12,17 17:4,24 19:17 19:19 20:8,10 counties 18:18
--	--	---	--	--

County 18:18,19 Co-Director 11:14 Co-Executive 12:2 Co-Op 11:14 12:2 12:5,11 13:19 14:18 15:25 co-sponsor 5:2 co-sponsored 3:7 create 3:25 13:17 16:4 creates 13:13 creating 15:3 creation 8:18 current 3:14 9:21 15:11	dollar 18:9 dollars 3:24 4:23 13:12 16:3 due 3:19 Duly 19:22 20:18	F	goals 9:13 goes 14:5 going 2:24 16:18 good 2:2 5:13 7:17 10:5 11:21 16:16 17:12,16 18:4 Goode 1:11 2:2,7 3:9 5:3,7,13 6:21 7:4,8,12,17 11:19 16:7,25 17:6,12,17 19:5 19:8,12,23 20:2 20:5,19,22,25 goods 6:10 9:3 15:3 good-paying 10:13 great 4:7 7:23 18:25 greater 6:17 8:3 12:20 greener 8:9 Greenworks 9:14 group 12:15 17:20 grow 3:25 9:17 growing 16:5 guys 9:23	house 14:21 Hugh 5:16
D	E	F	I	
data 10:10 decent 9:5 decisions 6:8 deep 14:4 definition 10:23 Delaware 18:18 18:19 delivered 14:8 delivering 14:22 demonstrated 15:13 denied 3:18 Department 4:8,9 6:2,10 14:23 detail 4:7 detailed 4:9 Development 1:4 2:5 5:15 21:10 different 10:20,22 direct 13:15 22:22 direction 16:16 Director 8:2 12:2 disagree 18:10 discuss 11:9 distributor 12:16 14:7 District 14:25 doing 13:13 18:25	Economic 1:3 2:5 5:15 21:10 economy 3:25 4:24 8:10,25 10:6 13:18,25 14:5 15:15,20 16:5 effect 10:14 13:18 14:4 15:14 effort 4:13 efforts 9:10 either 15:12 electricity 12:13 eligible 4:15 employment 9:7 11:7 employs 12:15 energy 11:14 12:2 12:5,10,11 13:19 14:18 15:25 ensure 3:23 4:17 enterprise 13:5 entitled 1:15 2:18 environment 6:23 10:5 environmentally 8:6 evaluation 16:19 everyday 14:2 evidence 3:20 22:4 example 14:3 15:4 16:15 18:3 Executive 8:2 expand 9:18 expands 10:19 expansion 15:20 experience 11:16 15:14	fabric 9:10 fair 6:11 fairer 8:9 far 2:13 10:16 favor 12:4 19:24 20:20 favorable 20:13 21:3 February 1:8 feedstock 14:16 feel 7:20 females 17:22 field 3:22 Finance 4:8 firm 3:20 4:22 firmly 10:25 firms 3:18 first 2:23 3:2 20:16 21:5 five-county 11:5 Fleet 14:8 fleets 12:17 foregoing 22:7,19 forward 6:22 foster 6:23 founded 12:5 free 7:21 Fritz-Mauer 11:13,21,25 16:23 fuel 13:9 14:8,18 14:19 fully 22:5 further 9:24 20:14 future 11:10 15:10,17 FY 10:11	illustrates 16:15 immediate 2:9,12 impact 4:10,17 important 15:8 including 10:12 increased 10:15 increasing 5:23 indirect 13:16 industries 8:13 instance 13:2 institutions 14:6 intent 3:10 introduced 3:6 investing 9:16 investment 10:16 issue 4:7	
		G	H	J
		Gauthier 7:23,25 Gilmore 4:12 give 18:22 given 7:20 giving 4:2 go 13:14	Hall 1:7 happy 7:2 hauler 14:14 hear 18:14,16 hearing 2:3,4 19:13 heating 12:14 hello 7:25 help 3:22,25 4:21 6:15 8:8 9:12 helped 4:12 helpful 3:15 helping 4:24 13:15 16:3 hire 9:4 hiring 11:6	Jamie 7:25 11:23 11:25 JANNIE 1:11 Jihad 17:18 job 18:25 jobs 3:25 10:13 15:4 16:4 Johnson 1:12 2:11 join 12:10 Jossi 11:13,24 Jr 1:11 2:8
			K	L
			Kathy 4:11 keeping 9:15 13:11 keeps 8:20 Kenyatta 1:12 2:11 know 8:20 10:18	L 22:14 large 11:7 12:17 Lastly 10:18

Latino 17:22 law 6:13 LBE 10:9 18:23 lead 4:12 leaders 18:5 19:2 leadership 18:4 left 2:12,13 legislation 15:7 15:11 level 3:22 living 14:2 local 1:16,16 2:18 2:20 3:11,15,24 3:25 4:22,24 5:22,23 6:16 8:18,20,25 9:3 9:22 10:13,14 10:15,23 12:6 13:6,16,18,20 13:23,23,24,25 14:5,5 15:15,19 16:5 18:12 locally 8:5,22 9:2 9:5,7,11,11,16 11:4 13:10 14:19 local-based 4:3 located 12:18 longtime 12:19 look 6:22 18:8 losing 18:17 lost 13:2,3,5 lower 3:19	meetings 6:5 member 11:15 members 5:14 8:8 8:11,15 12:8,9 12:16,19 17:17 18:16 membership 8:5 10:24 member-owned 12:6 mentioned 3:8 11:25 MICHELE 22:14 million 4:17 5:25 10:3 13:4 15:13 mission 6:9 8:7 money 8:21 months 4:6 motion 19:17 20:8 move 9:23 19:13 20:14 moving 16:15 Multiple 8:22 multiplier 13:17 14:4 15:14 municipalities 12:10 MURPHY 22:14 mutual 6:7	objectives 6:15 observed 16:17 obtain 6:10,17 offer 5:19 8:15 15:8 offering 4:14 11:3 office 4:5 14:8 offices 13:6 oil 12:14 14:9,14 14:15 oils 14:20 Once 15:24 one-tenth 13:3 opening 2:25 operations 13:6 opportunity 6:17 6:21 7:24 10:21 11:9,12 oppose 6:2 opposed 20:3,23 order 2:4 ordinance 1:15 2:17 organization 8:5 10:25 13:19 original 8:18 Ortman 3:3 5:9 5:10,16 7:5,10 outbid 4:20 outside 3:19 4:19 outweigh 10:17 owned 8:5,23 9:2 9:7,11,12,16 11:4	people 18:4,17 percent 3:13,14 4:16 5:24,24 8:19 10:2,9 13:3 13:7 15:21 percentage 11:7 permit 20:15 person 18:7,11 Philadelphia 1:2 1:7,15 2:18 3:17 4:21,23 5:18,21 8:4,10 11:8 12:21 13:8,12 13:12,21 14:22 15:2,19 16:2,4 18:13,22 Philadelphia-b... 3:12 Plan 9:14 playing 3:22 please 7:13,20 11:20 17:13 pleased 12:3 pleasure 11:22 political 18:5 potential 4:10 power 12:15 19:3 preference 1:16 2:20 3:11 4:2,16 5:23 8:19 9:22 10:2,9 11:4 13:7 15:21 18:23 Preferences 1:16 2:19 5:22 preferentially 15:15 PRESENT 1:10 primary 2:15,25 14:15 proceed 11:20 17:14 proceedings 22:4 process 6:12,24 14:7 15:2 Procurement 4:8 5:16 6:2,9 produced 14:10	14:20 producer 14:17 product 14:10,13 productive 6:5 products 12:11 property 13:24 proposed 6:3,3 proposes 5:20 proud 12:19,22 provide 13:25 14:3 providing 6:16 public 2:4 19:13 19:14 22:15 PUC-licensed 12:13 push 9:23 16:21 pushing 10:3 p.m 1:8 21:11
Q				
quality 6:10 questions 7:2,6 16:9 17:2 19:6				
R				
raise 10:2 reading 20:16 21:5 really 11:22 18:14 reason 18:19 reasons 8:17 9:21 recognizes 19:16 20:7 recommendation 16:19 20:13 21:4 recommended 6:14 record 17:14 recycling 14:24 regardless 18:9 region 8:10 11:5 regional 10:24 14:13 related 5:21 remarks 2:25 renewable 12:13				

14:17 reported 20:12 21:2 reporter 22:23 represent 8:12 represents 6:7 reproduction 22:20 residents 12:9 response 7:7 17:3 19:7,11 20:4,24 responsible 6:12 8:7 restaurants 14:11 restricted 15:16 result 6:4 return 8:23 revenue 8:24 14:12 Reynolds 1:12 2:14 6:6,20 9:25 17:25 right 2:9,11 18:2 Room 1:7 Roundtable 17:20 RPR-Notary 22:15 rules 20:14 21:5 S salute 4:11 saw 10:7 SBN 8:4,4 10:23 11:14 scale 4:22 scheduled 20:16 School 14:24 seconded 19:22 20:18 Section 1:15 2:17 5:20 sectors 8:14 see 16:20 19:2 Seeing 7:8 19:12 seeks 13:19 services 6:11 12:12 15:3	session 20:17 21:6 share 11:15 shown 8:22 sir 5:11 size 15:12,22 skills 9:18 small 6:16 8:12 socially 6:12 8:7 sold 14:13 sort 11:4 source 9:3 Southeastern 12:8 spillover 10:14 sponsor 2:15 3:2 sponsors 6:19 Squilla 1:13 2:10 staff 5:2 6:6 13:22 stage 14:25 start 15:8 state 17:13 stay 9:18 stenographer 7:20 stenographic 22:6 stream 14:12 streets 14:23 18:15,15 strengthening 9:6 9:10 stronger 10:13 studies 8:22 study 4:6 subcontractor 14:21 summarize 7:21 supervision 22:22 supplier 12:14 suppliers 9:4 10:15 supply 9:15 support 4:24 8:15 8:16,20 9:8 11:2 12:3 13:25 15:18 16:3 supported 14:6 supporting 4:2	9:11 supports 3:21 suspended 20:15 suspension 21:4 sustainability 9:13 Sustainable 8:3 12:20 18:11 T table 3:3 7:14,16 17:11 take 16:18 taken 22:6 talk 10:22 18:16 tangible 16:14 tanks 14:23 Tasco 1:13 2:13 17:4 tax 3:24 9:6 taxes 13:24,24 taxpayer 4:23 16:3 team 4:12 terms 2:21 testified 18:7 testify 6:22 7:13 7:24 11:12 12:3 17:7 19:10 testimony 5:12,19 6:25 7:5,19,21 16:6,8,13 17:15 thank 3:4 4:4,7,25 5:5,7,10 6:19 7:4,9,10,23 11:18,19,23,23 15:23 16:7,13 16:22,23 17:4,6 17:24 19:4,5,8 21:8 thanks 11:11 20:10 thing 16:16 things 18:7,20 think 5:11 7:18 11:2 18:2,3,12 18:24	three 8:23 12:25 threshold 15:17 thrive 8:8 tight 9:16 tilt 4:21 time 10:21 13:2 15:23 18:3 times 8:24 11:6 title 2:16 today 4:14 7:24 9:22 11:13,23 15:24 today's 10:19 total 10:8 transcript 22:8,20 treating 15:15 trucks 14:24 true 22:7 truly 15:7,24 Tuesday 1:8 turned 14:17 two 12:24 type 19:2 U underpinned 8:17 understand 9:20 15:10 urge 15:9,25 use 12:11 14:23 V valued 5:25 variety 8:13 vehicles 12:17 Vice 2:10 views 11:15 vote 18:4 W W 1:11 2:7 wage 9:6 13:23 want 4:4,7,11,25 9:23 14:3 18:5 19:2 wanted 17:23 waste 14:9,10,13 14:14,15,20	way 15:5 WBE 14:21 welcome 10:21 11:10 we're 2:24 12:17 16:18 we've 15:5 wholeheartedly 15:18 Wilson 1:11 2:7 win 13:16 witness 2:23 7:6 7:14,15 17:10 17:10 19:6 Witnesses 7:15 won 12:23 work 5:4 worked 15:5 workers 9:5 working 3:24 8:9 13:15 written 7:18 wrote 5:11 X X 16:19 Y years 12:25 16:20 \$ \$1 4:16 5:25 10:3 \$13 13:4 \$81,000 10:10 1 1 15:12 1:10 1:8 1:25 21:10 10 3:13 4:16 5:24 10:2,9 13:7 15:21 10th 3:5 120387 1:15 2:6 2:16 3:1,6,10 4:1 5:1,19 6:1 6:15 7:1 8:1,15 9:1 10:1 11:1
--	--	--	--	--

12:1 13:1 14:1 15:1 16:1 17:1 18:1,2 19:1,15 19:18 20:1,9 21:1,2 12038700 19:21 20:12 17-109 1:15 2:17 5:21 1979 12:6 2 2/4/14 3:1 4:1 5:1 6:1 7:1 8:1 9:1 10:1 11:1 12:1 13:1 14:1 15:1 16:1 17:1 18:1 19:1 20:1 21:1 20 4:6 2011 13:2 2012 3:5 2013 10:11 2014 1:8 4 4 1:8 400 1:7 400-plus 8:11 5 5 3:14 5:24 8:19 500,000 15:12 6 6,600 12:7				
---	--	--	--	--