



# City of Mission Viejo

## Office of the City Manager

Sherri M. Butterfield  
*Mayor*

William S. Craycraft  
*Mayor Pro Tempore*

Roger S. Faubel  
*Council Member*

John Paul "J.P." Ledesma  
*Council Member*

Susan Withrow  
*Council Member*

Daniel P. Joseph  
*City Manager*

October 12, 2000

Laith Ezzet, Senior Vice President  
Hilton, Farnkopf & Hobson  
3990 Westerly Place, Suite 195  
Newport Beach, CA 92660-2311

Dear Laith,

Thank you for working with the City of Mission Viejo on the procurement of a franchise agreement for residential and commercial integrated solid waste management services. I appreciate all of your work that successfully resulted in a multi-million dollar solid waste franchise. I fully understand why other cities and our City Attorney, from Richards, Watson & Gershon highly recommended Hilton, Farnkopf & Hobson for this project.

Your experience and guidance was invaluable as we set out to develop a new, three-cart automated system, including drafting the Request for Proposal, participating in all of the Council subcommittee meetings, meetings with the community, the Chamber of Commerce, and finally development of a new consolidated franchise agreement. These efforts will save Mission Viejo residents and businesses \$6.4 million over the next eight years and feedback from the community is already very positive.

You did an outstanding job in Mission Viejo and I will continue to speak highly of the team of professionals at Hilton, Farnkopf & Hobson to my counterparts in other cities. Thank you!

Sincerely,

Karen E. Wylie  
Assistant to the City Manager





## CITY OF FULLERTON

### Public Works Department

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October 2, 2025

HF&H Consultants  
1201 Dove St, Suite 585  
Newport Beach, CA 92660

To Whom It May Concern:

It is with great esteem that I recommend HF&H Consultants (HF&H) for their outstanding recycling and solid waste management services. Over the course of our partnership, HF&H has consistently delivered efficient, compliant, and environmentally responsible methods that have supported and advanced our operational goals and sustainability initiatives. Their dedication to service excellence and responsiveness has made them a trusted and valued partner.

Over the years, I have participated in HF&H summits and conference presentations that offered valuable insights into legislative updates, helping jurisdictions navigate and comply with evolving state-mandated regulations. Upon joining the City of Fullerton Public Works Department in July 2023, I had the opportunity to collaborate directly with the HF&H team. This experience has only reinforced my confidence in the firm's expertise and reliability. It is truly a privilege to work alongside such a dedicated and talented group of individuals.

HF&H is distinguished in their innovative thinking and creative approach to problem-solving. Their ability to develop and explore fresh perspectives has been instrumental in expanding programs that positively impact the community. Continuing to collaborate on future projects remains a high priority, as their contributions consistently drive meaningful progress.

Specifically, HF&H has assisted the City of Fullerton in a range of critical areas, including contract services, cost-of-service and rate studies, compliance reviews and audits, as well as strategic and diversion planning. The organization played a pivotal role in initiating contract negotiations with the City's current franchise hauler, conducting a comprehensive gap analysis of contractual obligations and solid waste and recycling programs, and establishing a framework for Senate Bill 1383 (SB 1383) compliance. Additionally, HF&H identified historical timelines and legacy challenges, provided guidance and support in the implementation of the City's SB 1383 Corrective Action Plan, and delivered integrated solutions to advance the City's sustainable waste management strategies.

I wholeheartedly endorse HF&H to any prospective client seeking to engage with a premier consulting company. Their extensive expertise, unwavering professionalism, and collaborative approach make them an exceptional partner.

Sincerely,

A handwritten signature in black ink, reading "M. Duron".

Michelle Duron  
Solid Waste and Recycling Specialist  
City of Fullerton Public Works

#### THE EDUCATION COMMUNITY

1580 West Commonwealth Avenue, Fullerton, California 92833-2728  
(714) 738-6897 • Fax (714) 738-3100 • Web Site: [www.cityoffullerton.com](http://www.cityoffullerton.com)





City of Anaheim

## DEPARTMENT OF PUBLIC WORKS

Operations Division

February 13, 2012

Mr. Laith Ezzet, CMC  
Sr. Vice President  
HF&H Consultants, LLC  
19200 Von Karmen Ave. Suite 360  
Irvine, CA 92612

Dear Laith,

On behalf of the City of Anaheim, I would like to thank you and your Team for the professional guidance and technical expertise you provided during our contract negotiations with Republic Services. Your Team exhibited tremendous flexibility throughout the process and did a wonderful job facilitating the group negotiations and keeping us all on task. Based on the combined efforts and completed staff work by City Staff & HF&H Team, the City Council unanimously approved this unique amendment to our existing Solid Waste Franchise Agreement.

The amendment secured an annual Host Fee and one-time infrastructure improvement payment to offset the impacts from the Material Recovery Facility owned and operated by Republic Services within the City of Anaheim. Republic Services received a term extension in return. The amended terms were accomplished without any increases to the rate payers.

In addition to maximizing the City's sustainability and financial position, the amended franchise agreement also has the following key enhancements:

1. One-time infrastructure improvement payment of \$2.5M to repave the roads around the Material Recovery Facility.
2. Anaheim will continue to have the Lowest Rate Guarantee for comparable services amongst the current material recovery facility customers.
3. Franchisee will have a 5% cap on annual increases to the service component of the rates.
4. Guaranteed trash diversion will be increased to meet new state recycling mandates. New regulation AB341 requires 75% statewide diversion by 2020.
5. Performance reviews will be tied to customer satisfaction surveys.
6. Free trash collection service at OCTA bus stops.
7. Free trash service at City facilities and neighborhood clean-up programs.

Please feel free to use our City as a reference for your quality and professional work. We could not have received these great results without your assistance.

Sincerely,

Dan DeBassio, P.E.  
Public Works Operations Manager



# City of Whittier

13230 Penn Street, Whittier, California 90602-1772  
(562) 567-9500

March 5, 2025

Laith Ezzet  
HF&H Consultants, LLC  
19200 Von Karman Avenue, Suite 360  
Irvine, CA 92612

Dear Laith:

I want you to know how much I appreciate you and your team at HF&H. Your technical and professional expertise in all things solid waste and recycling has guided the City successfully through three complex and significant projects.

- Drafting amendments to our current franchise agreements to bring them into compliance with SB 1383, highlighted your complete understanding of CalRecycle regulations. With the City having two solid waste haulers, it was no easy task to negotiate with both, and end up with amendments that satisfied CalRecycle, the City Council and our rate payers.
- The thorough audit you performed of our two haulers ended with a detailed report as well as a summary and findings that a non-technical person could easily understand.
- Most recently, you guided City staff through a mini-RFP process with our two current haulers resulting in a franchise agreement with one hauler to serve the entire City. The new franchise agreement provides no cost increase to residents, new carts Citywide, and enhanced services, including alley sweeping. The City Council was very pleased with the final agreement which was approved unanimously.

I value the fact the HF&H only consults for public agencies and not private waste haulers. I truly felt like HF&H staff was part of the City team while working on these projects. You and your staff are not just professional and knowledgeable, but also kind, patient and a pleasure to work with.

Sincerely,

Vicki L. Smith  
Deputy Director of Public Works



# City of Diamond Bar

21810 Copley Drive • Diamond Bar, CA 91765-4178

(909) 839-7000 • Fax (909) 861-3117  
[www.DiamondBarCA.gov](http://www.DiamondBarCA.gov)

February 28, 2017

Laith Ezzet, CMC  
Senior Vice President  
HF&H Consultants, LLC  
19200 Von Karman Avenue, Suite 360  
Irvine, CA 92612

Dear Laith,

On behalf of the City of Diamond Bar, I would like to convey my appreciation to you and the HF&H Team for providing professional and technical expertise during the successful contract negotiations with Waste Management and Valley Vista Services. The negotiations were completed on time, within budget, and ultimately approved by the City Council well in advance of the agreement expiration.

The City of Diamond Bar has utilized the services of HF&H on more than one occasion, providing the community with robust services at competitive rates. The recent negotiations solidified the work that was performed during the City's last negotiating period, but also included some notable enhancements:

- No ratepayer increases for the first year of the amended agreement.
- Continued Franchise and AB939 revenues.
- Additional revenues for street sweeping services.
- New Organics programs that comply with AB 1826 requirements.
- Continuation of curbside HHW and bulky item pickups.
- Focus on accountability, including reporting and performance audits.

This letter serves not only as a reference for your professionalism and high quality of work, but as confirmation that the HF&H Team provides results that ultimately benefit the City, its residents and businesses we serve.

Thank you again for the opportunity to work with you and the HF&H Team. I am available to discuss specifics by phone at 909.839.7010 or by email at [rmclean@diamondbarca.gov](mailto:rmclean@diamondbarca.gov).

Sincerely,

Ryan McLean  
Assistant City Manager

**Jimmy Lin**  
*Mayor*

**Ruth M. Low**  
*Mayor Pro Tem*

**Carol Herrera**  
*Council Member*

**Nancy A. Lyons**  
*Council Member*

**Steve Tye**  
*Council Member*





## GARDEN GROVE SANITARY DISTRICT

11222 ACACIA PARKWAY, P.O. BOX 339, GARDEN GROVE, CALIFORNIA 92842

January 10, 2023

To whom it may concern:

The Garden Grove Sanitary District has contracted with HF&H Consultants since 2017. Initially, HF&H was under contract to assist with AB 341 and AB 1826 compliance through program development and implementation.

Over the years, HF&H has become an important and reliable resource. The District has increased their scope of work to involve more components. In 2021-2022, HF&H assisted the District in negotiating an amended and restated agreement with our franchise waste hauler. HF&H staff listened to the District's needs and did their best to integrate those needs into the contract. HF&H was instrumental in negotiating lower initial rates for District residents while incorporating all components of SB 1383 compliance for single-family, commercial and multi-family developments and expanding pre-existing services.

HF&H continues to work with the District to assist in monitoring the negotiated amended and restated agreement and in providing guidance to both the District and the franchise hauler on all aspects of SB 1383 and its implementation. HF&H is also helping with oversight and monitoring to keep the District on schedule with our Notice of Intent to Comply filed with CalRecycle. Their experience and advice has been invaluable, and HF&H has become a valued member of our operation. HF&H regularly assists District staff with formal presentations to the community and the District's Board of Directors.

I highly recommend HF&H Consultants to any government entity in need of solid waste management advisement, skilled program development, and implementation. Please feel free to contact me at (714) 741-5372 if additional information is needed.

Sincerely,

A handwritten signature in black ink that reads "Mark Ladney". The signature is fluid and cursive.

Mark Ladney  
Senior Program Specialist  
Garden Grove Sanitary District  
City of Garden Grove



## GARDEN GROVE SANITARY DISTRICT

11222 ACACIA PARKWAY, P.O. BOX 339, GARDEN GROVE, CALIFORNIA 92842

October 14, 2019

To whom it may concern:

The Garden Grove Sanitary District (District) for the past two years has contracted with Hilton Farnkopf & Hobson, LLC Consultants (HF&H) for assistance in meeting its State mandated recycling compliance needs. HF&H has facilitated the development of the District's AB 341, and AB 1826 compliance implementation plans. HF&H monitors the District's recycling compliance efforts working in concert with the City's franchise solid waste hauler Republic Wastes Services, Inc., and other key district/city staff. Most recently HF&H facilitated the creation of the City's Construction & Demolition Debris Program, and is currently facilitating the District's SB 1383 compliance efforts regarding Short-Lived Climate Pollutants. HF&H tasks consists of a review of State recycling laws to include District regulations, and City ordinances, facilitate negotiations with Republic Services on adjusted service rates, facilitate recycling program compliance action item follow-up, and perform field assessments.

HF&H remains a valuable resource to the District and City. HF&H professional advisement and coordination efforts are evident and have shown positive results by way of favorable communications being received from CalRecycle regarding the status of District programs. With more than 25 years of solid waste operations and consulting experience; HF&H has proven to be a leader in the solid waste industry.

I highly recommend HF&H Consultants to government entities in need of solid waste management advisement, skilled program development, and expertly facilitated plan implementation. For additional Information I can be reached at (714) 741-5956.

Sincerely

A handwritten signature in black ink, appearing to read "A. J. Holmon III". The signature is stylized with a large, sweeping initial "A" and a long, horizontal stroke extending to the right.

A. J. Holmon III  
Environmental Services  
Manager



December 28, 2020

Colonel J. Burnley, Solid Waste Manager  
Department of Public Works

Mr. Laith Ezzet, CMC  
Senior Vice President  
HF&H Consultants, LLC  
19200 Von Karman Avenue, Suite 360  
Irvine, California 92612

**RE: Letter of Recommendation**

On behalf of the City of Beverly Hills, I would like to take this opportunity to express my appreciation for the many years of outstanding service provided by HF&H Consultants.

Since 1993, HF&H has provided solid waste advisory services to the City of Beverly Hills, including contract procurement, franchise agreement negotiations, hauler audits, and rate analysis for the City's residential and commercial waste hauling services. The most recent projects included auditing the franchise hauler's cost of service, renegotiating the City's commercial solid waste collection and material processing contract with Athens, followed by a comprehensive solid waste rate study for residential and commercial services. The rate study was particularly challenging as the phase-in of solid waste rate increases needed to be sensitive to the economic circumstances surrounding the COVID 19 pandemic, and a year-long series of workshops and meetings were held with the Public Works Commission and City Council to address their concerns.

HF&H's professional and well-qualified staff have been a benefit to the City, and I am pleased to have the opportunity to recommend HF&H Consultants to other jurisdictions.

Sincerely,

A handwritten signature in blue ink that reads "Colonel J. Burnley" followed by a checkmark.

Colonel J. Burnley, Solid Waste Manager  
Public Works Department





# CITY OF YORBA LINDA

P.O. BOX 87014

CALIFORNIA 92885-8714

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May 9, 2018

Laith Ezzet, CMC  
Senior Vice President  
HF&H Consultants, LLC  
19200 Von Karman Avenue, Suite 360  
Irvine, CA 92612

Dear Laith,

On behalf of the City of Yorba Linda, I would like to express my appreciation to your and your team for assisting us with our recent contract amendment negotiations with Republic Services. We truly valued your expertise and guidance through this very complex subject matter, which we could not have navigated alone. We believe the negotiations were successfully completed on time, within budget and resulted in a substantial savings to the businesses of Yorba Linda.

Thank you for all your hard work, effort, professionalism and dedication. It was a pleasure working with you and your team and we look forward to other opportunities to engage HF&H in the future.

Sincerely,

David Christian  
Assistant City Manager