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October 28, 2021

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**CITY OF CHINO HILLS  
EVALUATION OF SOLID WASTE SERVICES PROPOSALS**

Dear Mr. Hill and Ms. Shaker:

Attached please find our evaluation report for the solid waste services proposals for the City of Chino Hills.

Please call me at (949) 251-8902 if you have any questions.

Very truly yours,

Laith Ezzet, CMC  
Senior Vice President

Debbie Morris, CMC  
Senior Manager

Enclosure – As stated

**CITY OF CHINO HILLS**  
**Evaluation of Solid Waste Services Proposals**

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## CITY OF CHINO HILLS

### REVIEW OF SOLID WASTE SERVICES PROPOSALS

This report summarizes the results of the solid waste proposal review performed by HF&H Consultants, LLC (HF&H) for the City of Chino Hills (City).

#### **Background and RFP Process**

Republic Services currently provides residential solid waste services and commercial solid waste services in the City under two separate agreements. On November 24, 2020, the City Council approved a one-year extension to the agreements to January 30, 2022, and an option to extend the agreements for an additional five months to June 30, 2022, at the sole option of the City, with notice provided by November 2, 2021. The City provided the notice to extend to June 30, 2022 to Republic on October 13, 2021.

On March 10, 2021, the City of Chino Hills released a Request for Proposals for Integrated Solid Waste Management Services (RFP). The RFP was subsequently amended on April 19, 2021, to clarify terms and answer proposer questions.

#### **Proposals Received**

On July 1, 2021, the City received seven proposals from the following companies:

- Arakelian Enterprises, Inc., dba Athens Services (Athens)
- Burrtec Waste Industries (Burrtec)
- Republic Services (Republic)
- Urbaser/American Reclamation (Urbaser/AR)
- Valley Vista Services (VVS)
- Ware Disposal (Ware)
- USA Waste of California, Inc., dba Waste Management (WM)

In addition to the requested proposal, Republic submitted an alternative proposal which included the use of model year 2016 collection vehicles for residential collection services. The alternative proposal was not included in our evaluation as it did not meet the requirements of the RFP which required model year 2021 or newer collection vehicles.

#### **Proposal Review**

HF&H performed a preliminary review of the proposals submitted by Athens, Burrtec, Republic, Urbaser/AR, VVS, Ware and WM, and prepared a summary of each proposal. Written questions were sent to each proposer on August 31, 2021, and each proposer was provided an opportunity to review and comment on the accuracy of the written proposal summary. Written responses from proposers to the initial questions were due by September 8, 2021. Additional follow-up questions were provided where needed to clarify proposed rates and terms.

## **Key Terms**

The initial term of the agreement is seven years and seven months beginning July 1, 2022, and expiring January 31, 2030, with an option to extend for up to twenty-four months at the City's sole discretion. A summary of the key services and contract terms is provided in Attachment 1.

The City's RFP included the draft franchise agreement that the successful proposer would be expected to execute. The agreement identified in significant detail the various solid waste collection and recycling services to be provided. The scope of services contained in the agreement is comprehensive, specific, and tailored to meet the needs of the customers within the City of Chino Hills. Therefore, unless significant exceptions were proposed or significant enhancements added to the City's desired terms, all of the proposals would offer similar services.

## **Proposer Summaries**

HF&H prepared a summary for each of the seven proposers (Attachments 3 through 9) that includes the following information obtained from the proposals:

1. "Proposer Overview" and "Financial Information" including the company's corporate headquarters, guaranteeing entity, type of financial statements, and financial resources.
2. "Experience," including a summary of each proposer's experience, including transition experience, in other jurisdictions.
3. "Legal Disclosures," indicating any legal issues that the RFP required the proposer to disclose.
4. "Facilities," describing the proposed operating yard, disposal site, transfer stations, and processing facilities.
5. "Customer Service/Call Center Procedures," including the call center location, average hold-times for calls, and response time to complete work orders.
6. "Equipment," describing the carts and vehicles proposed.
7. "Minimum Diversion Rate," including proposed minimum overall diversion rates for tonnage collected under the Agreement.
8. "Recyclable Materials Program," describing the proposed recycling programs for residential, multi-family and commercial customers.
9. "Organics Waste Recycling Program," describing the proposed organics programs, including food waste.
10. "Edible Food Recovery Assistance," describing how they will comply with the inspection, monitoring, and reporting requirements of the Tier One and Tier Two edible food waste generators.

11. "Provision of Recovered Organic Waste Products," describing how proposers will assist the City to ensure that sufficient California recovered organic waste products are procured on behalf of the City to meet the requirements of SB 1383.
12. "Optional Program: Street Sweeping," proposers had the option to propose a cost per curb mile for street sweeping services.
13. "Employment of Prior Contractor Employees," in accordance with Labor Code Sections 1070, 1072, 1075, and 1076, proposers to confirm if they will offer employment for available positions to existing employees of the current contractor that may be displaced if the current contractor is not retained.
14. "Proposer Exceptions to Franchise Agreement," identifying any terms in the City's franchise agreement that proposers desired to negotiate.
15. "Proposal Enhancements," identifying proposed terms that exceed the minimum requirements of the RFP.
16. "Workers Compensation Experience Modification Rate (EMR)," EMR is a number used by insurance companies to gauge both past cost of injuries and future chances of risk. The lower the EMR of a business, the lower a worker compensation insurance premiums will be.

### **Proposed Rate Revenue**

Proposed rate revenue represents all customer charges that would be paid by residential and commercial customers in the City to the contractor based on the proposed rates. This is the best method to compare overall costs.

Proposers were asked to propose monthly rates for various services to be provided under the new agreement. The rates will be fixed for the first 12 months, with the first rate adjustment effective July 1, 2023. Subsequent annual rate adjustments will be based on changes in a weighted rate adjustment formula using the Consumer Price Index for All Urban Customers, all items less food and energy, U.S. City Average (CUUR0000AOLIE), and the Producer Price Index, Fuel and related products and power, Commercial natural gas (WPU05522101). Total proposed first-year rate revenues were calculated by multiplying the proposed rates for each type of service by the estimated number of containers anticipated to receive that service.

Attachment 3 to the RFP included the current container distribution as reported by Republic. Proposers were provided the opportunity to estimate the container distribution based on implementation of the new services. A standardized container distribution was developed to evaluate proposals on a consistent basis based on the proposals received. The standardized container distribution was the average of the estimated container distributions provided by the proposers.

Table 1 below shows the proposed first-year rate revenue. Detailed calculations are provided in Attachment 2.

**Table 1: Estimated Total Rate Revenue Based on First Year Rates**  
**(Sorted lowest to highest)**

Line	Proposer	Estimated Total Rate Revenue (1)	Increase to Lowest Proposer Rate Revenue	Percent Increase to Lowest Proposer Rate Revenue
1	Urbaser/AR	\$ 8,075,000	\$ -	-
2	Ware	\$ 10,084,000	\$ 2,009,000	25%
3	VVS	\$ 10,257,000	\$ 2,182,000	27%
4	WM	\$ 10,582,000	\$ 2,507,000	31%
5	Athens	\$ 11,242,000	\$ 3,167,000	39%
6	Republic	\$ 12,885,000	\$ 4,810,000	60%
7	Burrtec	\$ 13,483,000	\$ 5,408,000	67%

(1) Total Rate Revenue was calculated using proposed first-year rates and a standardized commercial container distribution.

Key proposed customer rates for selected services are shown in the tables below. The proposed rates include all City fees.

**Table 2A: Proposed First-Year Residential Cart Monthly Rate**  
**(Sorted lowest to highest)**

Line	Proposer	Basic Service Residential Cart Rate (per month)	Increase/ (Decrease) to Existing Customer Rate	Percent Change to Existing Customer Rate
1	Urbaser/AR	\$ 18.82	\$ (6.20)	-25%
2	VVS	\$ 24.60	\$ (0.42)	-2%
3	Existing Customer Rate for Fiscal Year 2021/2022	\$ 25.02	\$ -	0%
4	Ware	\$ 25.78	\$ 0.76	3%
5	Republic	\$ 26.30	\$ 1.28	5%
6	WM	\$ 26.50	\$ 1.48	6%
7	Athens	\$ 27.89	\$ 2.87	11%
8	Burrtec	\$ 34.87	\$ 9.85	39%

**Table 2B: Proposed First-Year Commercial Monthly Refuse, Recycling and Organic Rate with a 60-Gallon Organics Cart**  
**(Sorted from lowest to highest)**

Line	Proposer	A	B	C	D	E	F
		Commercial Rate Per Month for 3 Cubic Yard Refuse Bin, 3X Per Week*	Commercial Rate Per Month for 3 Cubic Yard Recycling Bin, 1X Per Week*	Commercial Rate Per Month for 60-gal Organics Cart, 1X Per Week	Total Rate Using Organics Cart (A + B + C)	Increase to Existing Customer Rate (Rates in Column D - Line 2 Column D)	Percent Change to Existing Customer Rate
1	Urbaser A/R	\$ 257.98	\$ 65.32	\$ 33.53	\$ 356.83	\$ (83.48)	-19%
2	Existing Rate for Fiscal Year 2021/2022	\$ 238.41	\$ 119.02	\$ 82.88	\$ 440.31	-	0%
3	WM	\$ 311.03	\$ 68.04	\$ 65.00	\$ 444.07	\$ 3.76	1%
4	Ware	\$ 288.40	\$ 87.50	\$ 77.00	\$ 452.90	\$ 12.59	3%
5	Athens	\$ 409.58	\$ 70.67	\$ 45.56	\$ 525.81	\$ 85.50	19%
6	VVS	\$ 425.46	\$ 83.34	\$ 48.20	\$ 557.01	\$ 116.70	27%
7	Burrtec	\$ 368.32	\$ 146.31	\$ 89.86	\$ 604.49	\$ 164.18	37%
8	Republic	\$ 548.34	\$ 202.36	\$ 88.00	\$ 838.70	\$ 398.39	90%

\* Service presented is the most frequently used service in 2020.

**Table 2C: Proposed First-Year Commercial Monthly Refuse, Recycling and Organic Rate with a 2 Cubic Yard Organics Bin**  
**(Sorted from lowest to highest)**

Line	Proposer	A	B	C	D	E	F
		Commercial Rate Per Month for 3 Cubic Yard Refuse Bin, 3X Per Week*	Commercial Rate Per Month for 3 Cubic Yard Recycling Bin, 1X Per Week*	Commercial Rate Per Month for 2 Cubic Yard Organics Bin, 1X Per Week	Total Rate Using Organics Bin (A + B + C)	Increase to Existing Customer Rate (Rates in Column D - Line 6 Column D)	Percent Change to Existing Customer Rate
1	Urbaser/AR	\$ 257.98	\$ 65.32	\$ 103.26	\$ 426.56	\$ (260.09)	-38%
2	Ware	\$ 288.40	\$ 87.50	\$ 101.00	\$ 476.90	\$ (209.75)	-31%
3	Athens	\$ 409.58	\$ 70.67	\$ 104.00	\$ 584.25	\$ (102.40)	-15%
4	WM	\$ 311.03	\$ 68.04	\$ 260.00	\$ 639.07	\$ (47.58)	-7%
5	VVS	\$ 425.46	\$ 83.34	\$ 142.82	\$ 651.62	\$ (35.03)	-5%
6	Existing Rate for Fiscal Year 2021/2022	\$ 238.41	\$ 119.02	\$ 329.22	\$ 686.65	-	0%
7	Burrtec	\$ 368.32	\$ 146.31	\$ 262.38	\$ 777.01	\$ 90.36	13%
8	Republic	\$ 548.34	\$ 202.36	\$ 235.52	\$ 986.22	\$ 299.57	44%

\*Service presented is the most frequently used service in 2020.

## **Experience**

Proposer experience for each proposer is included in Attachments 3 through 6. Below are key service highlights:

- Athens, a family-owned business, has been providing waste collection and recycling services in Southern California for over 60 years. Athens cites 30 exclusive municipal agreements throughout the greater Los Angeles area. Athens owns material recovery facilities in the City of Industry and Sun Valley, and American Organics in Victorville. Athens has been the City of Chino Hill's exclusive street sweeping provider for the past 6 years.
- Burrtec was incorporated in 1978. Burrtec provides solid waste collection services in the Southern California regions of the Inland Empire, Los Angeles, High Desert, Low Desert, and Mountain.
- Republic is a wholly owned subsidiary of Republic Services, Inc., the second largest solid waste service provider in the USA. Republic has served the City of Chino Hills for over 19 years. Republic has been providing waste collection and recycling services in Southern California for over 70 years. Republic has exclusive contracts with 26 municipalities in counties of Los Angeles and Orange. Republic owns and/or operates several transfer stations/material recovery facilities in Los Angeles County and owns Sunshine Canyon Landfill.
- Urbaser/AR. American Reclamation is the proposed service provider, and Urbaser is the proposed corporate guarantor. American Reclamation has experience in the Southern California waste and recycling industry and provides commercial and multi-family bin collection services under non-exclusive and open market systems to eleven jurisdictions in Los Angeles County. American Reclamation owns and operates with Glendale Metals and Recycling a recyclables and green waste processing facility in Los Angeles. Urbaser, S.A., is global waste management firm servicing 30 countries and over 70 million.
- VVS, a family-owned business, has been providing waste collection and recycling services in Southern California for over 60 years. VVS has exclusive municipal agreements with jurisdictions in Los Angeles County including the cities of Industry, La Puente, Diamond Bar, Walnut, El Monte, Cypress, and the Los Angeles County unincorporated areas of Basset, Hacienda Heights, San Jose Hills, and Valinda. VVS owns and operates a transfer station and processing facility in the City of Industry.
- Ware, a family-owned private company, has been providing solid waste collection and recycling services in Southern California since 1968. Ware has exclusive residential contracts with three municipalities in unincorporated Los Angeles County. Ware has two exclusive commercial franchises: the Southeast Zone in the City of Los Angeles, and the City of Monterey Park where they were awarded one of two franchises. Ware also serves several cities in Los Angeles and Orange counties under non-exclusive service arrangements for commercial bin and roll-off services. Ware has exclusive contracts with 32 school districts.
- WM is the largest solid waste service provider in the USA. WM and its affiliates have provided services to over 100 jurisdictions in Southern California for over 40 years. WM provides

residential and/or commercial collection services under exclusive agreements for 10 jurisdictions in Riverside County, 5 jurisdictions in Orange County, and 15 jurisdictions in Los Angeles County.

**Financial Resources**

The proposed Chino Hills annual rate revenue of each company as a percentage of total company revenues is shown in Table 3. This is an indicator of the size of the Chino Hills contract relative to the company’s other operations. The size of the Chino Hills contract is relatively larger compared to existing company revenues for VVS and Ware than it is for the two publicly traded companies of Republic and WM, and Athens and Urbaser/AR which are privately-held companies. Burrtec did not provide the financial information required in the RFP.

**Table 3: First-Year Rate Revenue as a Percentage of Annual Company Revenue**  
**(sorted from lowest to highest)**

Line	Proposer	Chino Hills Contract Revenue as a Percentage of Company Revenue
1	Republic	<1%
2	Urbaser/AR	<1%
3	WM	<1%
4	Athens	3%
5	VVS	16%
6	Ware	22%
7	Burrtec	Not Provided

**Waste Diversion**

The City’s reported 2019 CalRecycle diversion rate was 64%, and the current hauler reported a diversion rate of 31% for the tons it collected in Chino Hills during calendar year 2019. The RFP required proposers to propose a diversion rate for hauler-collected waste and describe programs to be implemented to achieve this rate. Proposed diversion rates for waste collected under the agreement are summarized in Table 4

**Table 4: Proposed Guaranteed Hauler-Collected Diversion Rates**  
**(sorted from highest to lowest)**

Line	Proposer	Guaranteed Proposer Diversion Rate
1	VVS	56%
2	Urbaser/AR	51%
3	Ware	46%
4	Burrtec	40%
5	WM	40%
6	Athens	33%
7	2019 Republic Services Chino Hills Diversion	31%
8	Republic	30%

If the diversion amount guaranteed for hauler-collected tonnage is not achieved, the agreement provides for liquidated damages of \$25 per ton for each ton that the contractor falls short of the guarantee.

**Exceptions to the Franchise Agreement**

The RFP required proposers to identify any terms in the City’s draft franchise agreement that proposers desired to negotiate. Table 5 lists the total number of exceptions identified by each proposer. The detailed exceptions are included in the proposal summaries contained in Attachments 3 through 9.

**Table 5: Number of Contract Exceptions**  
**(sorted from lowest to highest)**

<b>Line</b>	<b>Proposer</b>	<b># of Contract Exceptions</b>
1	Urbaser/AR	0
2	VVS	0
3	Ware	0
4	Athens	5
5	Republic	8
6	WM	22
7	Burrtec	36

Exceptions will be discussed with proposers during negotiations.

**Legal Disclosures**

The RFP required the proposers to describe certain legal actions meeting the disclosure requirements that occurred in the past ten years against the entity submitting the proposal, its key personnel, the owners and officers of the company, or any parent or affiliated companies in the State of California. The legal disclosures are provided in Table 6 below.

**Table 6: Legal Disclosures**

Line	Proposer	# of Legal Disclosures	Case
1	Athens	1	City of Montebello v All Persons Interested in the Matter, et. al., Central District, Case No. BC713533 (2018). Action for judicial declaration concerning current status of residential franchise agreement filed by City and counterclaim by Athens for declaratory relief and damages. Parties reached a settlement and actions were dismissed. Athens continues to provide exceptional solid waste hauling services under the long-standing 1984 agreement to the City of Montebello residents.
2	Burrtec	7	2011. Sanbag v. County of San Bernardino. Real Property; Eminent Domain. Dismissed. 2016. The People of the State of CA v. Burrtec. Unfair Competition and Business Practices; Business Tort. Closed 2016. Rancho California v. CR&R. Other - PI/PD/WD Tort. Dismissed. 2017. Burrtec Waste v. CA Regional Water Quality Control. Misc. Complaints. Judgement entered for Burrtec. 2018. City of Barstow v. Joseph Lionel Avery Jr., et al. Real Property; Eminent Domain. Active. 2018. City of Barstow v. Manbi. Real Property; Eminent Domain. Dismissed 2020. People of the State of CA v. Burrtec. Traffic Infraction - violation of VC24252(A)-I: Maintenance of Lamps/Devices. Active
3	Republic	2	City of Maywood v. Consolidated Disposal Service, LLC; Republic Services, Inc. (correct legal entity). Plaintiff alleged that Republic failed to remit several years' worth of utility user taxes to the City, and improperly overcharged customers in the City of Maywood. Date resolved: December 2019 Outcome: Settled and dismissed City of Milpitas v. City of San Jose/Republic Services Inc., International Disposal Corp of California, Browning-Ferris Industries, Los Esteros Ranch, LLC. City of Milpitas is challenging the certification of an environmental impact report for the "Newby Island Sanitary Landfill and The Recycling Rezoning Project" by the City of San Jose, and the City of San Jose's subsequent approval of the project based on the EIR. The project proposed a planned development rezoning of the landfill and recyclery. Date resolved: May 2018
4	Urbaser/AR	1	American Reclamation: Resolved on December 20, 2013 between American Reclamation, Inc. and California OSHA for \$3,705.00. Urbaser: None
5	VVS	0	
6	Ware	2	Orange County Coastkeepers v Ware Disposal Inc., Case no. 8:20-cv-1565, related to a potential violation of 33 USC 1251 et. seq. and California's General Industrial Permit CAS000001, as amended; both parties have resolved the issue surrounding the general industrial permit and Ware Disposal Inc. has implemented the resolution at its Manhattan operations facility. Frederick H Leeds et al v City of Los Angeles et al, Case no. BC677423, Los Angeles Superior Court. Case centers upon the City of Los Angeles' awarding of the recyclLA program's franchises for commercial and multi-family solid waste collection. Ware Disposal Inc. was included along with the other six (6) recyclLA providers as part of the et.al filing in this matter.
7	WM	5	USA Waste of California, Inc., v City of Carson, Waste Resources of Los Angeles, Inc. Declaratory Relief action regarding Continuation Rights under the Cal Public Resources Code for commercial accounts in the City of Carson. Settled. USA Waste of California, Inc., v City of Carson. Declaratory Relief action under the California Public Records Act. Settled USA Waste of California, Inc., v City of Carson, Waste Resources of Los Angeles, Inc. Declaratory relief action regarding propriety RFP process under applicable city procurement code. Settled USA Waste of California, Inc. v. County of Riverside. Riverside County depositing non-county waste at its landfills in excess of daily limits under Second Agreement between USA Waste and Riverside County. Settled CalRecycle v. USA Waste of California, Inc. Alleged violations of California Beverage Container Recycling and Litter Reduction Act regarding recordkeeping requirements. Settled

## **Equipment**

### **Carts**

The Agreement requires that carts be new within 90 days of the start of service and SB 1383 compliant. All companies proposed new SB 1383 compliant carts.

### **Vehicles**

The City requested that all collection route vehicles be new (model year 2021) at the start of service and not more than ten years in age during the term of agreement. Additionally, vehicles are required to use renewable natural gas (RNG) and comply with requirements from the South Coast Air Quality Management District and the California Air Resource Board. Roll-off vehicles and spare collection vehicles are exempt from RNG requirement. Currently there is a shortage of RNG manufactured from California-derived organic waste as required by SB 1383.

Following are the responses from Athens, VVS, and Ware regarding their proposed use of RNG:

- Athens states that the RNG which would be used in their vehicles is from dairy byproducts;
- VVS states that they have a wheeling agreement with Clean Energy Fuels and are unsure if the RNG is from California-derived organic waste; and,
- Ware states that they will be using RNG from California-derived organic waste procured from US Gain and Clean Energy.

Use of RNG will be further discussed during negotiations.

Table 7 includes the collection vehicle specifications included in the proposals.

**Table 7: Equipment Specifications**

Line	Proposer	Vehicles	
		Fuel Type	Model Year
1	Athens	RNG	2021
2	Burrtec	CNG	2022
3	Republic	CNG	New at start of service
4	Urbaser/AR	CNG	New at start of service
5	VVS	RNG	Front and side-loaders: 2022 Roll-offs: 2021
6	Ware	RNG	2021
7	WM	CNG	2022

## **Proposal Enhancements**

Proposers were permitted to include contract enhancements over and above RFP and contract requirements. These are included in Attachments 3 through 9. These generally involve community support and minor diversion program enhancements; the results of the latter would be reflected in

the guaranteed diversion rates. Of significant note, Urbaser/AR proposed to provide street sweeping services at no additional cost to the City.

**Workers' Compensation Experience Modification Rate**

The Experience Modification Rate (EMR) is a numeric representation of a business’s claims history and safety record as compared to other businesses in the same industry, within the same state.

The EMR states one of three things:

- This company is riskier than average (EMR > 1)
- This company is no more or no less risky than average (EMR = 1)
- This company is safer than average (EMR < 1)

Five proposers have an EMR that is better than the industry average.

**Table 8: Proposer’s Workers’ Compensation Experience Modification Rate**  
**(sorted lowest to highest)**

Line	Proposer	Workers' Compensation Experience Modification Percentage			
		2018	2019	2020	3 Year Average
1	Athens	0.83	0.77	0.79	0.80
2	WM	0.79	0.79	0.84	0.81
3	Burrtec	0.87	0.82	0.99	0.89
4	Republic	0.91	0.86	1.05	0.94
5	VVVS	0.90	0.95	1.06	0.97
6	Urbaser/AR	1.00	1.00	1.21	1.07
7	Ware	1.44	1.27	1.06	1.26

**Optional Citywide Street Sweeping Service**

The City currently has an exclusive agreement for street sweeping services with Athens. The City may choose to incorporate Citywide street sweeping in the exclusive services provided under this agreement. Proposers were provided the total curb miles swept in the City and were required to provide a rate per curb mile to provide street sweeping service. The rate per curb mile and the annualized first year cost is included in Table 9 below.

**Table 9: Proposed First-Year Optional Street Sweeping Costs per Curb Mile Effective July 1, 2022**  
**(sorted lowest to highest)**

Line	Proposer	A	B	C	D
		Cost per Curb Mile	Total First-Year Street Sweeping Costs to City (1)	Increase/ (Decrease) to Existing Sweeping Costs (Costs in Column B - Line 3 Column B)	Percent Change to Existing Costs
1	Urbaser/AR	No Additional Charge	\$ -	\$ (262,000)	-100%
2	VVS	\$ 18.44	\$ 217,000	\$ (45,000)	-17%
3	Existing Rate for Fiscal Year 2021/2022	\$ 22.26	\$ 262,000	\$ -	0%
4	Ware	\$ 23.50	\$ 276,000	\$ 14,000	5%
5	Athens	\$ 25.21	\$ 296,000	\$ 34,000	13%
6	Burrtec	\$ 30.98	\$ 364,000	\$ 102,000	39%
7	Republic	\$ 33.53	\$ 394,000	\$ 132,000	50%
8	WM	Did not propose	N/A	N/A	N/A

(1) Estimated total first-year street sweeping costs are based on 980 curb miles per month as stated in the RFP.

### **Summary of Observations**

The City’s RFP process attracted interest from seven proposers, and the competitive process has been comprehensive with vigorous competition for the City’s contract. Overall cost increases (as measured by total rate revenues) result from the costs of regulatory compliance with new California SB 1383 organics recycling regulations that become effective January 1, 2022, and reduced recyclable material sales revenues that have resulted from reduced prices in the international recycling commodity markets.

Key features of the proposals are summarized below:

#### **Athens**

- Athens is a privately held company and one of the largest solid waste services providers by market share in Los Angeles County.
- The Chino Hills contract would increase the company’s annual revenue by approximately 3%.
- Athens’ proposed enhancements include:
  - Additional compost and mulch giveaway events each year and provide 40 cubic yards of compost and 40 cubic yards of mulch at each event.
  - Two recycling coordinators dedicated to the City for no additional charge. The recycling coordinators’ roles will be to collaborate with the City, community, groups, businesses, associations, and schools to implement sustainable programs.
  - Four \$1,000 scholarships per year to Chino Hills high school students pursuing environmental or sustainability studies undergraduate degrees.
  - Summer internship program for recipients of the scholarships.
  - \$2,000 annual scholarships to local Chino Hills’ sports organizations.
  - Athens Bin Cleaning (ABC) Mobile Service

- Washing and sanitizing containers at no charge to customers once per year using its mobile wash unit on site for no additional charge.

### Burrtec

- Burrtec was incorporated in 1978 and provides solid waste collection services in the Southern California regions of the Inland Empire, Los Angeles, High Desert, Low Desert, and Mountains.
- Burrtec did not provide the required financial information and therefore the impact of the Chino Hills contract on their existing company revenue could not be determined.
- Burrtec's proposed enhancements include:
  - One electric-powered collection vehicle.
  - \$0.70 (\$0.78 grossed up) savings to residential customers for quarterly vs monthly billing.

### Republic

- Republic is the incumbent service provider and selecting Republic would minimize implementation challenges associated with a change in service providers.
- Republic is a multi-billion dollar publicly traded solid waste services provider with significant financial and operational resources.
- The Chino Hills contract represents less than 1% of the company's annual revenue.
- Republic's proposed enhancements include:
  - Two recycling coordinators dedicated to the City of Chino Hills.
  - Donation of \$30,000 per year to the Chino Hills Community Foundation.
  - Five 1,000 scholarships per contract year to college bound seniors attending any high school in Chino Hills. To apply, students must submit an essay on an environmental theme.
  - Donation of \$20,000 per contract year to support community events.

### Urbaser/AR

- Urbaser has partnered with American Reclamation. American Reclamation would be the service provider to the City of Chino Hills, and Urbaser the corporate guarantor.
- The Chino Hills contract represents less than 1% of the Urbaser's annual revenue.
- Urbaser/AR's proposed enhancements include:
  - \$250,000 City Stewardship Grant upon execution of the franchise agreement.

- Street sweeping provided at no additional charge.
- American Resource Recovery Zero Waste Program. 75% reimbursement of the cost for customers to participate in zero waste training by certified and accredited zero waste educators.
- Reusable instructional recycling bags at no additional charge to multifamily residents to assist in source-separating materials and transporting to collection area.
- Customer service office in Chino Hills.
- Distribution of 18-gallons of wood chips, mulch, or compost annually to Chino Hills customers upon request.
- Free Annual E-Waste Roundup Event for Chino Hills customers & residents.
- Free Annual Tire Roundup Event for City of Chino Hills customers & residents.
- Two mobile recycling centers on a monthly or quarterly basis at areas designated by the City.
- Sponsorship and promotion of either annual National Arbor Day and/or annual Earth Day Celebrations held by the City of Chino Hills.
- Monthly presentations to City schools to provide recycling education.
- Monthly public workshops presenting solid waste disposal instructions, recycling education, backyard composting training, and sustainability/conservation practices.
- Quarterly Chamber of Commerce, business associations, and/or fraternal organics presenting on recycling and organics diversion

### Valley Vista Services

- VVS is a family-owned business and has been providing waste collection and recycling services in Southern California for over 60 years.
- The Chino Hills contract would increase the company's annual revenue by approximately 16%.
- VVS' proposed enhancements include:
  - California Healthy Air and Soil (CHAS). CHAS incorporates the principals and strategies of Community-Based Social Marketing to encourage sustainable behavior of residents to ensure optimum recovery of organic waste.

The objectives of CHAS are to:

- Divert food waste from landfills

- Reduce greenhouse gas emissions
- Conserve natural resources.

CHAS promotes household habits and practices that support the goal noted above. Participating residents will be provided a bokashi bin for fermentation of food waste which can be used in residents' gardens.

- Annual cart cleaning for qualified senior/disabled customers,
- Catch basin cleaning.

### Ware

- Ware is family-owned, California Corporation, and a certified woman-owned business enterprise.
- The Chino Hills contract would increase the company's annual revenue by approximately 22%.
- Ware's proposal enhancements include:
  - Award and recognition for best "zero wasters."
  - Distributed Organics Recycling network which encourages source reduction of organics and reuse onsite such as home composting, grasscycling and mower programs, food donations, xeriscaping, and smartgardening, and vermicomposting.
  - Beginning year two of the agreement, residential volume-based rate structure based on the size of the carts and discount for residents that turn in the green cart.
  - Four Smart Gardening Workshops per year for at least five years.
  - Subsidized compost bins for residents.
  - Organics upstream program as described in the residential Organics Waste Recycling section of this summary.

### Waste Management

- WM is a multi-billion dollar publicly traded solid waste services provider with significant financial and operational resources.
- The Chino Hills contract represents less than 1% of the company's annual revenue.
- WM's proposed enhancements include:
  - Youth Sustainability Fundraising Program. WM will establish a "Youth Sustainability Fundraising Program" of \$40,000 annually to support local youth groups like Canyon Little League, Boy and Girl Scout Troops, and local school service clubs to promote

sustainability-minded activities. Activities will include community cleanups, assisting WM to manage education booths at community events, and assisting with local food drives.

**Conclusion/Next Steps**

In order to obtain the most favorable terms for the City, we recommend that the City selects more than one proposer for final negotiations. The City Council can then consider the final negotiated agreements prior to selecting one contractor for award.

Based on the proposals submitted, we observe the following:

1. While the proposal from Urbaser/AR has the lowest overall costs as measured by total annual rate revenues at approximately \$8.1 million, we believe the proposed rates may not be sustainable over the term, particularly since Urbaser/AR proposed to offer street sweeping services at no additional charge. American Reclamation, who would provide the collection services, did not report any current exclusive single-family residential franchise collection experience in their proposal.
2. The proposals submitted by Republic and Burrtec have the highest overall costs as measured by total annual rate revenues, with Republic at approximately \$12.9 million and Burrtec at \$13.5 million. We believe the City may obtain the desired services from a qualified contractor at a more favorable overall cost from the other proposers.
3. The proposals from Ware, VVS, WM and Athens range from approximately \$10.1 million to \$11.2 million. Of these four proposals, VVS, WM and Athens have the most overall city franchise experience, financial resources, and solid waste facilities infrastructure. VVS, WM and Athens also have the most favorable safety rating as measured by the Workers Compensation EMR.

A summary of key proposal information is provided in Table 10 below.

**Table 10: Summary of Key Proposal Information**

Line	Proposer	Estimated First Year Rate Revenue	Basic Service Residential Cart Rate (per month) 7/1/2022	Commercial Refuse, Recycling, and Organics Rate 7/1/2022		Chino Hills Contract Revenue as a Percentage of Company Revenue	Guaranteed Proposer Diversion	# of Contract Exceptions	Workers' Comp Experience Modification % (3 year average 2018 - 2020)
				With Organic Carts	With 2 Cubic Yard Organic Bin				
1	Athens	\$ 11,242,000	\$ 27.89	\$ 525.81	\$ 584.25	3%	33%	5	0.80
2	Burrtec	\$ 13,483,000	\$ 34.87	\$ 604.49	\$ 777.01	Not Provided	40%	36	0.89
3	Republic	\$ 12,885,000	\$ 26.30	\$ 838.70	\$ 986.22	<1%	30%	8	0.94
4	Urbaser/AR	\$ 8,075,000	\$ 18.82	\$ 356.83	\$ 426.56	<1%	51%	0	1.07
5	VVS	\$ 10,257,000	\$ 24.60	\$ 557.01	\$ 651.62	16%	56%	0	0.97
6	Ware	\$ 10,084,000	\$ 25.78	\$ 452.90	\$ 476.90	22%	46%	0	1.26
7	WM	\$ 10,582,000	\$ 26.50	\$ 444.07	\$ 639.07	<1%	40%	22	0.81

## CITY OF CHINO HILLS

## SUMMARY OF KEY SERVICES AND CONTRACT TERMS REQUESTED IN RFP

I. SERVICESA. Residential Services (including Multi-Family with cart service)

- One automated 90-, 60-, or 35-gallon refuse cart. Customers may request additional carts for a monthly fee per cart of \$4.00.
- One automated 90-, 60-, or 35-gallon recycling cart. Customers may request additional carts for a monthly fee per cart of \$4.00.
- One automated 90-, 64-, or 35-gallon organics cart. Customers may request additional carts for a monthly fee per cart of \$4.00.
- Rates for mobile home customers with cart service were proposed by the proposers.
- Backyard/pushout service for disabled residents at no additional charge. Backyard/pushout service for non-qualified residents is provided for a fee.
- Holiday tree collection from all residential customers for the three weeks following December 25.
- On-call bulky item collection, up to three pickups per year of up to 10 items each pickup for residential cart customers.
- Universal waste and electronic waste will be collected with bulky items.
- Used oil and used oil filter curbside collection.
- Food scrap pails for all single-family and multi-family premises customers.

B. Multi-Family and Commercial Collection Services

- Bin refuse collection.
- Refuse cart service available to businesses that cannot accommodate a bin.
- Source-separated recyclables and organics bin and cart service to all customers that meet the requirements of AB 341 and SB 1383.
- Temporary bin service.
- Permanent and temporary roll-off box service.
- Multi-family customers with bin service receive the equivalent of one bulky item pickup per calendar year for each dwelling unit in the building, at no additional charge.
- Holiday tree collection from multi-family bin customers for the three weeks following December 25s.
- Manure collection.

C. Other Services – at no additional charge

- Refuse, recyclables and organics collection from City facilities.
- Refuse, recyclables and organics collection from City-sponsored events.
- Neighborhood cleanups events.
- Community Development Department reviews which include reviewing applicant's development plans to ensure adequate container space.
- Procurement of sufficient compost, mulch, and/or renewable natural gas to meet the City's per capita requirement contained in SB 1383.

- Battery recycling program – Battery recycling containers to be provided and serviced at City facilities.
- Document shredding event – one event per contract year.
- Compost/mulch giveaway event – two events per contract year.
- Abandoned item collection
- Special cleanup events
- Carbon Canyon brush abatement program
- Preparation of CalRecycle’s electronic annual report

**D. Optional Services**

- Street sweeping

**II. CONTRACT TERMS**

**A. Term of Contract**

Seven years and seven months beginning July 1, 2022 and expiring January 31, 2030, with an option to extend for up to twenty-four months at the City’s sole discretion.

**B. Minimum Recycling Requirements**

Minimum diversion rate for hauler-collected waste to be proposed. Liquidated damages of \$25 per ton for failure to achieve guaranteed diversion.

**C. City Fees**

- Contracting Fee – One-time payment of \$400,000 within seven days of agreement execution.
- Franchise Fee – to be negotiated, 10% proposed.
- AB 939/SB 1383 Regulatory Reimbursement – 1.75% of gross revenues.
- Administrative Fee - \$2,083 per month.

**D. Audits**

Biennial contract compliance audit.

**E. Faithful Performance Bond and Letter of Credit**

Franchisee will provide \$650,000 performance bond and a \$650,000 letter of credit. Alternatively, the franchisee may provide a \$1,300,000 letter of credit.

**F. Vehicles**

All route collection vehicles model year 2021 or newer upon initiation of services, no more than 10 years of age during the term, and any extensions, of the agreement.

**G. Carts**

All carts shall be new at the start of service and SB 1383 compliant.

**H. Rate Adjustment – First Rate Adjustment Effective July 1, 2023**

- Residential, multi-family, commercial services, and roll-off services.

- Service Component - Average annual percentage change in the Consumer Price Index for All Urban Consumers (CUUR0000A0L1E), all items less food and energy.
- Fuel Component - Average annual percentage change in the Producer Price Index (WPU05522101), Fuels and related products and power - Commercial natural gas.

**I. Billing**

Residential and multi-family cart billing is currently performed by the City and will be transitioned to the Franchisee under the new agreement. Franchisee shall bill residential and multi-family cart customers monthly.

**ATTACHMENT 2**  
**PROPOSED RATE REVENUE - ALL PROPOSALS**

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**PROJECTED FIRST-YEAR RATE REVENUES  
BASED ON STANDARDIZED COMMERCIAL CONTAINER DISTRIBUTION (1)**

Row	Service Category	Projected First Year Annual Customer Rate Revenue (2)						
		Athens	Burrtec	Republic	Urbaser AR	VVS	Ware	WM
1	Projected Residential Cart Rate Revenue	\$ 7,086,000	\$ 8,859,000	\$ 6,682,000	\$ 4,804,000	\$ 6,225,000	\$ 6,662,000	\$ 6,733,000
2	Projected Commercial and Multi-Family Refuse Rate Revenue	\$ 2,847,000	\$ 2,615,000	\$ 3,925,000	\$ 1,953,000	\$ 2,738,000	\$ 2,046,000	\$ 2,230,000
3	Projected Commercial and Multi-Family Recycling Rate Revenue	\$ 346,000	\$ 602,000	\$ 866,000	\$ 310,000	\$ 387,000	\$ 352,000	\$ 343,000
4	Projected Commercial and Multi-Family Organics Recycling Rate Revenue	\$ 374,000	\$ 729,000	\$ 730,000	\$ 306,000	\$ 395,000	\$ 465,000	\$ 747,000
5	Projected Roll-Off Box and Temporary Bin Rate Revenue	\$ 589,000	\$ 678,000	\$ 682,000	\$ 702,000	\$ 512,000	\$ 559,000	\$ 529,000
6	<b>Total Annual Estimated First-Year Rate Revenue</b>	<b>\$ 11,242,000</b>	<b>\$ 13,483,000</b>	<b>\$ 12,885,000</b>	<b>\$ 8,075,000</b>	<b>\$ 10,257,000</b>	<b>\$ 10,084,000</b>	<b>\$ 10,582,000</b>
7	Proposer Increase Over Lowest Proposer Rate Revenue	39%	67%	60%	0%	27%	25%	31%

(1) Standardized commercial container distribution is based on the combined proposer container average, rounded to nearest whole number.

(2) Includes all City fees.

**PROPOSED FIRST-YEAR RESIDENTIAL CART RATES**

Row	Service Category	Monthly Customer Rate (1)							# of Units as of August 2020
		Athens	Burrtec	Republic	Urbaser AR	VVS	Ware	WM	
1	<b>Basic Service - 1x week, one refuse, recycling and yard waste cart - Per Dwelling Unit Fee</b>	\$ 27.89	\$ 34.87	\$ 26.30	\$ 18.82	\$ 24.60	\$ 25.78	\$ 26.50	20,274 accounts (2)
2	<b>Backyard/pushout Service (3) - Non-Qualifying Customers - Per Dwelling Unit Fee</b>	\$ 10.00	\$ 55.49	\$ 35.38	\$ 15.00	\$ 24.60	\$ 12.50	\$ 14.94	- accounts (4)
3	<b>Backyard/pushout Service - Qualifying Customers - Per Dwelling Unit Fee</b>	\$ 27.89	\$ 34.87	\$ 26.30	\$ 18.82	\$ 24.60	\$ 25.78	\$ 26.50	7 accounts (4)
4	<b>Additional Cart Rates</b>								
5	Refuse -Any Size	\$ 4.00	\$ 4.00	\$ 4.00	\$ 4.00	\$ 4.00	\$ 4.00	\$ 4.00	24 carts (2)
6	Recycling - Any Size	\$ 4.00	\$ 4.00	\$ 4.00	\$ 4.00	\$ 4.00	\$ 4.00	\$ 4.00	7 carts (2)
7	Yard Waste - Any Size	\$ 4.00	\$ 4.00	\$ 4.00	\$ 4.00	\$ 4.00	\$ 4.00	\$ 4.00	12 carts (2)
8	<b>Multi-family cart</b>	\$ 27.89	\$ 34.87	\$ 26.30	\$ 20.85	\$ 22.14	\$ 36.27	\$ 26.50	267 carts (4)
9	<b>Mobile home cart</b>	\$ 27.89	\$ 34.87	\$ 26.30	\$ 20.85	\$ 22.14	\$ 36.27	\$ 26.50	619 carts (4)

(1) Rates include all City fees.

(2) Number of accounts and carts as of August 2020 as reported by the City.

(3) Non-Qualifying Customers are able-bodied customers who elect to receive container pushout service at a higher cost.

(4) Number of accounts/carts as reported by the current hauler.

## PROJECTED FIRST-YEAR RESIDENTIAL CART RATE REVENUES

Row	Service Category	Monthly Customer Rate Revenue						
		Athens	Burrtec	Republic	Urbaser AR	VVS	Ware	WM
1	<b>Basic Service - 1x week, one refuse, recycling and yard waste cart - Per Dwelling Unit Fee</b>	\$ 565,441.86	\$ 706,954.38	\$ 533,206.20	\$ 381,556.68	\$ 498,753.90	\$ 522,663.72	\$ 537,261.00
2	<b>Backyard/pushout Service (1) - Non-Qualifying Customers - Per Dwelling Unit Fee</b>	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
3	<b>Backyard/pushout Service - Qualifying Customers - Per Dwelling Unit Fee</b>	\$ 195.23	\$ 244.09	\$ 184.10	\$ 131.74	\$ 172.20	\$ 180.46	\$ 185.50
4	<b>Additional Cart Rates</b>							
5	Refuse - Any Size	\$ 96.00	\$ 96.00	\$ 96.00	\$ 96.00	\$ 96.00	\$ 96.00	\$ 96.00
6	Recycling - Any Size	\$ 28.00	\$ 28.00	\$ 28.00	\$ 28.00	\$ 28.00	\$ 28.00	\$ 28.00
7	Yard Waste - Any Size	\$ 48.00	\$ 48.00	\$ 48.00	\$ 48.00	\$ 48.00	\$ 48.00	\$ 48.00
8	<b>Multi-family cart</b>	\$ 7,446.63	\$ 9,310.29	\$ 7,022.10	\$ 5,566.95	\$ 5,911.54	\$ 9,684.09	\$ 7,075.50
9	<b>Mobile home cart</b>	\$ 17,263.91	\$ 21,584.53	\$ 16,279.70	\$ 12,906.15	\$ 13,705.03	\$ 22,451.13	\$ 16,403.50
10	<b>Total Projected Monthly Rate Revenue</b>	\$ 590,519.63	\$ 738,265.29	\$ 556,864.10	\$ 400,333.52	\$ 518,714.67	\$ 555,151.40	\$ 561,097.50
11	<b>Months per year</b>	12	12	12	12	12	12	12
12	<b>Total Projected Annual Rate Revenue</b>	\$ 7,086,236	\$ 8,859,183	\$ 6,682,369	\$ 4,804,002	\$ 6,224,576	\$ 6,661,817	\$ 6,733,170
13	<b>Total Projected Annual Rate Revenue, Rounded</b>	\$ 7,086,000	\$ 8,859,000	\$ 6,682,000	\$ 4,804,000	\$ 6,225,000	\$ 6,662,000	\$ 6,733,000

(1) Non-Qualifying Customers are able-bodied customers who elect to receive container pushout service at a higher cost.

## PROJECTED FIRST-YEAR COMMERCIAL AND MULTI-FAMILY REFUSE RATES

Line	Service Category	Proposed Customer Rates						
		Athens	Burrtec	Republic	Urbaser AR	VVS	Ware	WM
	<b>Refuse Containers</b>							
1	96 Gallon Cart 1x week	\$ 73.38	\$ 57.19	\$ 109.21	\$ 27.94	\$ 42.11	\$ 37.93	\$ 43.00
2	96 Gallon Cart 2x week	\$ 144.54	\$ 97.75	\$ 163.77	\$ 53.08	\$ 69.79	\$ 57.89	\$ 86.00
3	96 Gallon Cart 3x week	\$ 215.70	\$ 132.96	\$ 253.85	\$ 75.64	\$ 94.46	\$ 87.17	\$ 129.00
4	96 Gallon Cart 4x week	\$ 286.86	\$ 168.65	\$ 431.54	\$ 95.81	\$ 118.28	\$ 111.13	\$ 172.00
5	96 Gallon Cart 5x week	\$ 358.02	\$ 214.63	\$ 763.83	\$ 113.78	\$ 142.11	\$ 135.75	\$ 215.00
6	96 Gallon Cart 6x week	\$ 429.17	\$ 239.32	\$ 1,344.34	\$ 129.71	\$ 163.64	\$ 160.37	\$ 258.00
7	1 Cubic Yard 1x week	\$ 89.60	\$ 72.86	\$ 105.01	\$ 41.61	\$ 111.20	\$ 79.80	\$ 74.82
8	1 Cubic Yard 2x week	\$ 174.12	\$ 140.25	\$ 182.93	\$ 79.07	\$ 222.40	\$ 121.80	\$ 124.39
9	1 Cubic Yard 3x week	\$ 258.63	\$ 209.07	\$ 260.93	\$ 112.67	\$ 333.59	\$ 183.40	\$ 174.02
10	1 Cubic Yard 4x week	\$ 343.15	\$ 278.52	\$ 338.85	\$ 142.71	\$ 368.08	\$ 233.80	\$ 223.60
11	1 Cubic Yard 5x week	\$ 427.66	\$ 348.28	\$ 416.79	\$ 169.47	\$ 398.73	\$ 285.60	\$ 273.15
12	1 Cubic Yard 6x week	\$ 512.17	\$ 431.39	\$ 516.45	\$ 193.20	\$ 447.23	\$ 337.40	\$ 342.99
13	1.5 Cubic Yard 1x week	\$ 102.22	\$ 92.88	\$ 142.94	\$ 59.88	\$ 118.86	\$ 86.80	\$ 84.82
14	1.5 Cubic Yard 2x week	\$ 199.13	\$ 169.53	\$ 249.01	\$ 113.77	\$ 237.71	\$ 138.60	\$ 144.40
15	1.5 Cubic Yard 3x week	\$ 296.05	\$ 246.91	\$ 355.20	\$ 162.12	\$ 356.56	\$ 199.50	\$ 204.03
16	1.5 Cubic Yard 4x week	\$ 392.96	\$ 324.58	\$ 461.27	\$ 205.36	\$ 398.71	\$ 254.80	\$ 263.59
17	1.5 Cubic Yard 5x week	\$ 489.88	\$ 402.42	\$ 567.35	\$ 243.86	\$ 437.01	\$ 311.50	\$ 323.17
18	1.5 Cubic Yard 6x week	\$ 586.80	\$ 497.76	\$ 703.02	\$ 278.00	\$ 493.16	\$ 367.50	\$ 403.01
19	2 Cubic Yard 1x week	\$ 115.62	\$ 112.90	\$ 173.26	\$ 76.45	\$ 126.51	\$ 93.80	\$ 98.16
20	2 Cubic Yard 2x week	\$ 224.94	\$ 198.80	\$ 301.83	\$ 145.26	\$ 253.02	\$ 155.40	\$ 171.07
21	2 Cubic Yard 3x week	\$ 334.26	\$ 284.74	\$ 430.54	\$ 207.00	\$ 379.53	\$ 215.60	\$ 244.04
22	2 Cubic Yard 4x week	\$ 443.58	\$ 370.65	\$ 559.11	\$ 262.19	\$ 429.33	\$ 275.80	\$ 316.94

## PROJECTED FIRST-YEAR COMMERCIAL AND MULTI-FAMILY REFUSE RATES

Line	Service Category	Proposed Customer Rates						
		Athens	Burrtec	Republic	Urbaser AR	VVS	Ware	WM
	<b>Refuse Containers</b>							
23	2 Cubic Yard 5x week	\$ 552.89	\$ 456.56	\$ 687.70	\$ 311.36	\$ 475.29	\$ 337.40	\$ 389.85
24	2 Cubic Yard 6x week	\$ 662.21	\$ 564.11	\$ 852.15	\$ 354.95	\$ 539.09	\$ 397.60	\$ 483.03
25	3 Cubic Yard 1x week	\$ 141.34	\$ 165.13	\$ 252.95	\$ 97.87	\$ 141.82	\$ 140.00	\$ 143.32
26	3 Cubic Yard 2x week	\$ 275.46	\$ 266.61	\$ 400.50	\$ 191.54	\$ 283.65	\$ 212.80	\$ 227.07
27	3 Cubic Yard 3x week	\$ 409.58	\$ 368.32	\$ 548.34	\$ 257.98	\$ 425.46	\$ 288.40	\$ 311.03
28	3 Cubic Yard 4x week	\$ 543.70	\$ 469.90	\$ 696.12	\$ 358.44	\$ 490.57	\$ 364.00	\$ 394.89
29	3 Cubic Yard 5x week	\$ 677.82	\$ 571.44	\$ 843.78	\$ 425.65	\$ 551.84	\$ 450.80	\$ 478.71
30	3 Cubic Yard 6x week	\$ 811.94	\$ 705.28	\$ 1,044.89	\$ 485.24	\$ 630.96	\$ 516.60	\$ 592.75
31	4 Cubic Yard 1x week	\$ 167.22	\$ 197.99	\$ 300.47	\$ 137.42	\$ 157.13	\$ 170.80	\$ 170.33
32	4 Cubic Yard 2x week	\$ 326.14	\$ 319.56	\$ 474.47	\$ 261.10	\$ 314.27	\$ 250.60	\$ 269.15
33	4 Cubic Yard 3x week	\$ 485.07	\$ 441.09	\$ 648.35	\$ 372.07	\$ 471.39	\$ 330.40	\$ 367.93
34	4 Cubic Yard 4x week	\$ 643.99	\$ 562.67	\$ 822.41	\$ 471.29	\$ 551.81	\$ 410.20	\$ 466.79
35	4 Cubic Yard 5x week	\$ 802.91	\$ 684.22	\$ 996.31	\$ 559.65	\$ 628.40	\$ 490.00	\$ 565.60
36	4 Cubic Yard 6x week	\$ 961.84	\$ 848.82	\$ 1,241.52	\$ 638.00	\$ 722.82	\$ 569.80	\$ 704.66
37	6 Cubic Yard 1x week	\$ 219.42	\$ 261.58	\$ 392.13	\$ 198.22	\$ 187.76	\$ 252.00	\$ 222.36
38	6 Cubic Yard 2x week	\$ 427.95	\$ 420.93	\$ 614.97	\$ 368.09	\$ 375.51	\$ 394.80	\$ 349.08
39	6 Cubic Yard 3x week	\$ 636.48	\$ 580.26	\$ 837.84	\$ 531.12	\$ 563.26	\$ 519.40	\$ 475.78
40	6 Cubic Yard 4x week	\$ 845.01	\$ 739.57	\$ 1,060.58	\$ 673.45	\$ 674.30	\$ 641.20	\$ 602.45
41	6 Cubic Yard 5x week	\$ 1,053.54	\$ 898.88	\$ 1,283.40	\$ 803.42	\$ 781.51	\$ 792.40	\$ 729.15
42	6 Cubic Yard 6x week	\$ 1,262.07	\$ 1,122.78	\$ 1,613.17	\$ 914.56	\$ 906.55	\$ 915.60	\$ 916.27

## PROJECTED FIRST-YEAR COMMERCIAL AND MULTI-FAMILY REFUSE RATES

Line	Service Category	Proposed Customer Rates						
		Athens	Burrtec	Republic	Urbaser AR	VVS	Ware	WM
	<b>Refuse Containers</b>							
43	3 Cubic Yard Compactor 1x week	\$ 219.03	\$ 236.10	\$ 420.58	\$ 225.00	\$ 389.87	\$ 280.00	\$ 223.34
44	3 Cubic Yard Compactor 2x week	\$ 418.59	\$ 397.21	\$ 709.44	\$ 427.51	\$ 668.16	\$ 425.60	\$ 387.12
45	3 Cubic Yard Compactor 3x week	\$ 618.19	\$ 558.56	\$ 998.73	\$ 609.20	\$ 952.85	\$ 576.80	\$ 551.09
46	3 Cubic Yard Compactor 4x week	\$ 817.79	\$ 719.77	\$ 1,287.85	\$ 771.65	\$ 1,195.49	\$ 728.00	\$ 714.98
47	3 Cubic Yard Compactor 5x week	\$ 1,017.38	\$ 880.95	\$ 1,576.90	\$ 916.33	\$ 1,452.52	\$ 901.60	\$ 878.82
48	3 Cubic Yard Compactor 6x week	\$ 1,223.05	\$ 1,074.44	\$ 1,932.47	\$ 1,044.62	\$ 1,746.83	\$ 1,033.20	\$ 1,072.88
49	4 Cubic Yard Compactor 1x week	\$ 263.03	\$ 288.84	\$ 560.77	\$ 294.20	\$ 467.84	\$ 341.60	\$ 277.03
50	4 Cubic Yard Compactor 2x week	\$ 487.50	\$ 489.93	\$ 945.92	\$ 558.98	\$ 801.79	\$ 501.20	\$ 482.54
51	4 Cubic Yard Compactor 3x week	\$ 712.06	\$ 690.96	\$ 1,331.64	\$ 796.54	\$ 1,143.42	\$ 660.80	\$ 688.02
52	4 Cubic Yard Compactor 4x week	\$ 936.61	\$ 892.07	\$ 1,717.13	\$ 1,008.95	\$ 1,434.59	\$ 820.40	\$ 893.58
53	4 Cubic Yard Compactor 5x week	\$ 1,161.14	\$ 1,093.12	\$ 2,102.53	\$ 1,198.13	\$ 1,743.02	\$ 980.00	\$ 1,099.08
54	4 Cubic Yard Compactor 6x week	\$ 1,402.06	\$ 1,337.24	\$ 2,576.63	\$ 1,365.87	\$ 2,096.20	\$ 1,139.60	\$ 1,344.84
55	Scout Service 1x week	\$ 58.46	\$ 49.39	\$ 65.00	\$ 106.45	\$ 76.25	\$ 65.00	\$ 55.00
56	Scout Service 2x week	\$ 116.91	\$ 98.79	\$ 130.00	\$ 202.26	\$ 152.50	\$ 130.00	\$ 110.00
57	Scout Service 3x week	\$ 175.37	\$ 148.18	\$ 195.00	\$ 288.22	\$ 228.75	\$ 195.00	\$ 165.00
58	Scout Service 4x week	\$ 233.82	\$ 197.58	\$ 260.00	\$ 365.08	\$ 305.00	\$ 260.00	\$ 220.00
59	Scout Service 5x week	\$ 292.28	\$ 246.97	\$ 325.00	\$ 433.53	\$ 381.25	\$ 325.00	\$ 275.00
60	Scout Service 6x week	\$ 350.73	\$ 296.36	\$ 390.00	\$ 494.23	\$ 457.50	\$ 390.00	\$ 330.00
61	Locking Bin Service - Per Bin 1x week	\$ 10.00	\$ 15.41	\$ 10.00	\$ 16.76	\$ 26.11	\$ 7.50	\$ 13.00
62	Locking Bin Service - Per Bin 2x week	\$ 10.00	\$ 15.41	\$ 20.00	\$ 33.53	\$ 26.11	\$ 7.50	\$ 22.00
63	Locking Bin Service - Per Bin 3x week	\$ 10.00	\$ 15.41	\$ 30.00	\$ 50.29	\$ 26.11	\$ 7.50	\$ 31.00
64	Locking Bin Service - Per Bin 4x week	\$ 10.00	\$ 15.41	\$ 40.00	\$ 67.05	\$ 26.11	\$ 7.50	\$ 40.00

**PROJECTED FIRST-YEAR COMMERCIAL AND MULTI-FAMILY REFUSE RATES**

Line	Service Category	Proposed Customer Rates						
		Athens	Burrtec	Republic	Urbaser AR	VVS	Ware	WM
	<b>Refuse Containers</b>							
65	Locking Bin Service - Per Bin 5x week	\$ 10.00	\$ 15.41	\$ 50.00	\$ 83.81	\$ 26.11	\$ 7.50	\$ 49.00
66	Locking Bin Service - Per Bin 6x week	\$ 10.00	\$ 15.41	\$ 60.00	\$ 100.58	\$ 26.11	\$ 7.50	\$ 58.00

## STANDARDIZED COMMERCIAL AND MULTI-FAMILY REFUSE CONTAINER DISTRIBUTION

Line	Service Category	Proposed Container Distribution							Standardized Commercial Container Distribution (1)
		Athens	Burrtec	Republic	Urbaser AR	VVS	Ware	WM	
	<b>Refuse Containers</b>								
1	96 Gallon Cart 1x week	-	12.00	1.00	2.00	-	-	-	2
2	96 Gallon Cart 2x week	-	-	-	1.00	-	-	-	0
3	96 Gallon Cart 3x week	-	-	-	-	-	-	-	0
4	96 Gallon Cart 4x week	-	-	-	-	-	-	-	0
5	96 Gallon Cart 5x week	-	-	-	2.00	-	-	-	0
6	96 Gallon Cart 6x week	-	-	-	3.00	-	-	-	0
7	1 Cubic Yard 1x week	-	-	-	11.00	-	-	-	2
8	1 Cubic Yard 2x week	-	-	-	-	-	-	-	0
9	1 Cubic Yard 3x week	-	-	-	-	-	-	-	0
10	1 Cubic Yard 4x week	-	-	-	-	-	-	-	0
11	1 Cubic Yard 5x week	-	-	-	-	-	-	-	0
12	1 Cubic Yard 6x week	-	-	-	-	-	-	-	0
13	1.5 Cubic Yard 1x week	-	-	-	-	-	-	-	0
14	1.5 Cubic Yard 2x week	-	-	-	-	-	-	-	0
15	1.5 Cubic Yard 3x week	-	-	-	-	-	-	-	0
16	1.5 Cubic Yard 4x week	-	-	-	-	-	-	-	0
17	1.5 Cubic Yard 5x week	-	-	-	-	-	-	-	0
18	1.5 Cubic Yard 6x week	-	-	-	-	-	-	-	0
19	2 Cubic Yard 1x week	15.00	30.00	16.00	7.00	15.00	15.00	14.00	16
20	2 Cubic Yard 2x week	-	6.00	1.00	-	-	-	-	1
21	2 Cubic Yard 3x week	-	-	-	-	-	-	-	0
22	2 Cubic Yard 4x week	-	-	-	-	-	-	-	0
23	2 Cubic Yard 5x week	-	-	-	-	-	-	-	0
24	2 Cubic Yard 6x week	-	-	-	-	-	-	-	0

## STANDARDIZED COMMERCIAL AND MULTI-FAMILY REFUSE CONTAINER DISTRIBUTION

Line	Service Category	Proposed Container Distribution							Standardized Commercial Container Distribution (1)
		Athens	Burrtec	Republic	Urbaser AR	VVS	Ware	WM	
	<b>Refuse Containers</b>								
25	3 Cubic Yard 1x week	71.00	183.00	107.00	56.00	71.00	65.00	66.00	88
26	3 Cubic Yard 2x week	124.00	102.00	119.00	98.00	124.00	115.00	115.00	114
27	3 Cubic Yard 3x week	181.00	84.00	198.00	134.00	181.00	170.00	168.00	159
28	3 Cubic Yard 4x week	54.00	30.00	22.00	41.00	54.00	50.00	50.00	43
29	3 Cubic Yard 5x week	15.00	24.00	15.00	11.00	15.00	13.00	14.00	15
30	3 Cubic Yard 6x week	22.00	12.00	24.00	17.00	22.00	20.00	21.00	20
31	4 Cubic Yard 1x week	17.00	17.00	16.00	11.00	17.00	15.00	16.00	16
32	4 Cubic Yard 2x week	34.00	34.00	38.00	23.00	34.00	30.00	32.00	32
33	4 Cubic Yard 3x week	12.00	12.00	13.00	9.00	12.00	10.00	11.00	11
34	4 Cubic Yard 4x week	4.00	4.00	5.00	2.00	4.00	4.00	4.00	4
35	4 Cubic Yard 5x week	8.00	8.00	9.00	6.00	8.00	7.00	7.00	8
36	4 Cubic Yard 6x week	36.00	36.00	37.00	27.00	36.00	30.00	33.00	34
37	6 Cubic Yard 1x week	3.00	3.00	2.00	2.00	3.00	3.00	3.00	3
38	6 Cubic Yard 2x week	-	-	-	-	-	-	-	0
39	6 Cubic Yard 3x week	2.00	2.00	3.00	3.00	2.00	2.00	2.00	2
40	6 Cubic Yard 4x week	-	-	-	-	-	-	-	0
41	6 Cubic Yard 5x week	1.00	1.00	-	-	1.00	1.00	1.00	1
42	6 Cubic Yard 6x week	-	-	1.00	-	-	-	-	0

## STANDARDIZED COMMERCIAL AND MULTI-FAMILY REFUSE CONTAINER DISTRIBUTION

Line	Service Category	Proposed Container Distribution							Standardized Commercial Container Distribution (1)
		Athens	Burrtec	Republic	Urbaser AR	VVS	Ware	WM	
	<b>Refuse Containers</b>								
43	3 Cubic Yard Compactor 1x week	-	-	-	-	-	-	-	0
44	3 Cubic Yard Compactor 2x week	2.00	2.00	-	2.00	2.00	2.00	2.00	2
45	3 Cubic Yard Compactor 3x week	4.00	4.00	-	3.00	4.00	4.00	4.00	3
46	3 Cubic Yard Compactor 4x week	3.00	3.00	-	2.00	3.00	3.00	3.00	2
47	3 Cubic Yard Compactor 5x week	-	-	-	2.00	-	-	-	0
48	3 Cubic Yard Compactor 6x week	7.00	7.00	-	4.00	7.00	7.00	7.00	6
49	4 Cubic Yard Compactor 1x week	-	-	1.00	-	-	-	-	0
50	4 Cubic Yard Compactor 2x week	-	-	-	-	-	-	-	0
51	4 Cubic Yard Compactor 3x week	-	-	-	-	-	-	-	0
52	4 Cubic Yard Compactor 4x week	-	-	-	-	-	-	-	0
53	4 Cubic Yard Compactor 5x week	-	-	-	-	-	-	-	0
54	4 Cubic Yard Compactor 6x week	-	-	-	-	-	-	-	0
55	Scout Service 1x week	9.00	9.00	-	9.00	9.00	9.00	9.00	8
56	Scout Service 2x week	1.00	1.00	-	1.00	1.00	1.00	1.00	1
57	Scout Service 3x week	1.00	1.00	-	1.00	1.00	1.00	1.00	1
58	Scout Service 4x week	1.00	1.00	-	1.00	1.00	1.00	1.00	1
59	Scout Service 5x week	-	-	-	-	-	-	-	0
60	Scout Service 6x week	-	-	-	-	-	-	-	0
61	Locking Bin Service - Per Bin 1x week	14.00	14.00	-	11.00	14.00	14.00	14.00	12
62	Locking Bin Service - Per Bin 2x week	9.00	9.00	-	8.00	9.00	9.00	9.00	8
63	Locking Bin Service - Per Bin 3x week	5.00	5.00	-	3.00	5.00	5.00	5.00	4
64	Locking Bin Service - Per Bin 4x week	1.00	1.00	-	1.00	1.00	1.00	1.00	1
65	Locking Bin Service - Per Bin 5x week	2.00	2.00	-	2.00	2.00	2.00	2.00	2

**STANDARDIZED COMMERCIAL AND MULTI-FAMILY REFUSE CONTAINER DISTRIBUTION**

Line	Service Category	Proposed Container Distribution							Standardized Commercial Container Distribution (1)
		Athens	Burrtec	Republic	Urbaser AR	VVS	Ware	WM	
66	<b>Refuse Containers</b> Locking Bin Service - Per Bin 6x week	-	-	-	-	-	-	-	0
67	<b>Total Containers</b>	658.00	659.00	628.00	516.00	658.00	609.00	616.00	622

(1) Standardized container distribution is based on the combined proposer container average, rounded to nearest whole number.

**PROJECTED FIRST-YEAR COMMERCIAL AND MULTI-FAMILY REFUSE RATE REVENUES  
USING STANDARDIZED CONTAINER DISTRIBUTION**

Line	Service Category	Proposed Customer Rate Revenue Using Standardized Container Distribution (1)						
		Athens	Burrtec	Republic	Urbaser AR	VVS	Ware	WM
	<b>Refuse Containers</b>							
1	96 Gallon Cart 1x week	\$ 146.76	\$ 114.38	\$ 218.42	\$ 55.88	\$ 84.22	\$ 75.86	\$ 86.00
2	96 Gallon Cart 2x week	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
3	96 Gallon Cart 3x week	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
4	96 Gallon Cart 4x week	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
5	96 Gallon Cart 5x week	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
6	96 Gallon Cart 6x week	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
7	1 Cubic Yard 1x week	\$ 179.20	\$ 145.72	\$ 210.02	\$ 83.22	\$ 222.40	\$ 159.60	\$ 149.64
8	1 Cubic Yard 2x week	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
9	1 Cubic Yard 3x week	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
10	1 Cubic Yard 4x week	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
11	1 Cubic Yard 5x week	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
12	1 Cubic Yard 6x week	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
13	1.5 Cubic Yard 1x week	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
14	1.5 Cubic Yard 2x week	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
15	1.5 Cubic Yard 3x week	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
16	1.5 Cubic Yard 4x week	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
17	1.5 Cubic Yard 5x week	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
18	1.5 Cubic Yard 6x week	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
19	2 Cubic Yard 1x week	\$ 1,849.92	\$ 1,806.40	\$ 2,772.16	\$ 1,223.20	\$ 2,024.16	\$ 1,500.80	\$ 1,570.56
20	2 Cubic Yard 2x week	\$ 224.94	\$ 198.80	\$ 301.83	\$ 145.26	\$ 253.02	\$ 155.40	\$ 171.07
21	2 Cubic Yard 3x week	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
22	2 Cubic Yard 4x week	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
23	2 Cubic Yard 5x week	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -

**PROJECTED FIRST-YEAR COMMERCIAL AND MULTI-FAMILY REFUSE RATE REVENUES  
USING STANDARDIZED CONTAINER DISTRIBUTION**

Line	Service Category	Proposed Customer Rate Revenue Using Standardized Container Distribution (1)						
		Athens	Burrtec	Republic	Urbaser AR	VVS	Ware	WM
	<b>Refuse Containers</b>							
24	2 Cubic Yard 6x week	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
25	3 Cubic Yard 1x week	\$ 12,437.92	\$ 14,531.44	\$ 22,259.60	\$ 8,612.56	\$ 12,480.16	\$ 12,320.00	\$ 12,612.16
26	3 Cubic Yard 2x week	\$ 31,402.44	\$ 30,393.54	\$ 45,657.00	\$ 21,835.56	\$ 32,336.10	\$ 24,259.20	\$ 25,885.98
27	3 Cubic Yard 3x week	\$ 65,123.22	\$ 58,562.88	\$ 87,186.06	\$ 41,018.82	\$ 67,648.14	\$ 45,855.60	\$ 49,453.77
28	3 Cubic Yard 4x week	\$ 23,379.10	\$ 20,205.70	\$ 29,933.16	\$ 15,412.92	\$ 21,094.51	\$ 15,652.00	\$ 16,980.27
29	3 Cubic Yard 5x week	\$ 10,167.30	\$ 8,571.60	\$ 12,656.70	\$ 6,384.75	\$ 8,277.60	\$ 6,762.00	\$ 7,180.65
30	3 Cubic Yard 6x week	\$ 16,238.80	\$ 14,105.60	\$ 20,897.80	\$ 9,704.80	\$ 12,619.20	\$ 10,332.00	\$ 11,855.00
31	4 Cubic Yard 1x week	\$ 2,675.52	\$ 3,167.84	\$ 4,807.52	\$ 2,198.72	\$ 2,514.08	\$ 2,732.80	\$ 2,725.28
32	4 Cubic Yard 2x week	\$ 10,436.48	\$ 10,225.92	\$ 15,183.04	\$ 8,355.20	\$ 10,056.64	\$ 8,019.20	\$ 8,612.80
33	4 Cubic Yard 3x week	\$ 5,335.77	\$ 4,851.99	\$ 7,131.85	\$ 4,092.77	\$ 5,185.29	\$ 3,634.40	\$ 4,047.23
34	4 Cubic Yard 4x week	\$ 2,575.96	\$ 2,250.68	\$ 3,289.64	\$ 1,885.16	\$ 2,207.24	\$ 1,640.80	\$ 1,867.16
35	4 Cubic Yard 5x week	\$ 6,423.28	\$ 5,473.76	\$ 7,970.48	\$ 4,477.20	\$ 5,027.20	\$ 3,920.00	\$ 4,524.80
36	4 Cubic Yard 6x week	\$ 32,702.56	\$ 28,859.88	\$ 42,211.68	\$ 21,692.00	\$ 24,575.88	\$ 19,373.20	\$ 23,958.44
37	6 Cubic Yard 1x week	\$ 658.26	\$ 784.74	\$ 1,176.39	\$ 594.66	\$ 563.28	\$ 756.00	\$ 667.08
38	6 Cubic Yard 2x week	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
39	6 Cubic Yard 3x week	\$ 1,272.96	\$ 1,160.52	\$ 1,675.68	\$ 1,062.24	\$ 1,126.52	\$ 1,038.80	\$ 951.56
40	6 Cubic Yard 4x week	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
41	6 Cubic Yard 5x week	\$ 1,053.54	\$ 898.88	\$ 1,283.40	\$ 803.42	\$ 781.51	\$ 792.40	\$ 729.15
42	6 Cubic Yard 6x week	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -

**PROJECTED FIRST-YEAR COMMERCIAL AND MULTI-FAMILY REFUSE RATE REVENUES  
USING STANDARDIZED CONTAINER DISTRIBUTION**

Line	Service Category	Proposed Customer Rate Revenue Using Standardized Container Distribution (1)						
		Athens	Burrtec	Republic	Urbaser AR	VVS	Ware	WM
	<b>Refuse Containers</b>							
43	3 Cubic Yard Compactor 1x week	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
44	3 Cubic Yard Compactor 2x week	\$ 837.18	\$ 794.42	\$ 1,418.88	\$ 855.02	\$ 1,336.32	\$ 851.20	\$ 774.24
45	3 Cubic Yard Compactor 3x week	\$ 1,854.57	\$ 1,675.68	\$ 2,996.19	\$ 1,827.60	\$ 2,858.55	\$ 1,730.40	\$ 1,653.27
46	3 Cubic Yard Compactor 4x week	\$ 1,635.58	\$ 1,439.54	\$ 2,575.70	\$ 1,543.30	\$ 2,390.98	\$ 1,456.00	\$ 1,429.96
47	3 Cubic Yard Compactor 5x week	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
48	3 Cubic Yard Compactor 6x week	\$ 7,338.30	\$ 6,446.64	\$ 11,594.82	\$ 6,267.72	\$ 10,480.98	\$ 6,199.20	\$ 6,437.28
49	4 Cubic Yard Compactor 1x week	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
50	4 Cubic Yard Compactor 2x week	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
51	4 Cubic Yard Compactor 3x week	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
52	4 Cubic Yard Compactor 4x week	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
53	4 Cubic Yard Compactor 5x week	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
54	4 Cubic Yard Compactor 6x week	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
55	Scout Service 1x week	\$ 467.68	\$ 395.12	\$ 520.00	\$ 851.60	\$ 610.00	\$ 520.00	\$ 440.00
56	Scout Service 2x week	\$ 116.91	\$ 98.79	\$ 130.00	\$ 202.26	\$ 152.50	\$ 130.00	\$ 110.00
57	Scout Service 3x week	\$ 175.37	\$ 148.18	\$ 195.00	\$ 288.22	\$ 228.75	\$ 195.00	\$ 165.00
58	Scout Service 4x week	\$ 233.82	\$ 197.58	\$ 260.00	\$ 365.08	\$ 305.00	\$ 260.00	\$ 220.00
59	Scout Service 5x week	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
60	Scout Service 6x week	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
61	Locking Bin Service - Per Bin 1x week	\$ 120.00	\$ 184.92	\$ 120.00	\$ 201.12	\$ 313.32	\$ 90.00	\$ 156.00
62	Locking Bin Service - Per Bin 2x week	\$ 80.00	\$ 123.28	\$ 160.00	\$ 268.24	\$ 208.88	\$ 60.00	\$ 176.00
63	Locking Bin Service - Per Bin 3x week	\$ 40.00	\$ 61.64	\$ 120.00	\$ 201.16	\$ 104.44	\$ 30.00	\$ 124.00
64	Locking Bin Service - Per Bin 4x week	\$ 10.00	\$ 15.41	\$ 40.00	\$ 67.05	\$ 26.11	\$ 7.50	\$ 40.00
65	Locking Bin Service - Per Bin 5x week	\$ 20.00	\$ 30.82	\$ 100.00	\$ 167.62	\$ 52.22	\$ 15.00	\$ 98.00

**PROJECTED FIRST-YEAR COMMERCIAL AND MULTI-FAMILY REFUSE RATE REVENUES  
USING STANDARDIZED CONTAINER DISTRIBUTION**

Line	Service Category	Proposed Customer Rate Revenue Using Standardized Container Distribution (1)						
		Athens	Burrtec	Republic	Urbaser AR	VVS	Ware	WM
66	<b>Refuse Containers</b> Locking Bin Service - Per Bin 6x week	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
67	Monthly Projected Rate Revenue	\$ 237,213	\$ 217,922	\$ 327,053	\$ 162,744	\$ 228,145	\$ 170,524	\$ 185,852
68	Number of Months	12	12	12	12	12	12	12
69	Total Projected Annual Rate Revenue	\$ 2,846,560	\$ 2,615,067	\$ 3,924,636	\$ 1,952,932	\$ 2,737,742	\$ 2,046,292	\$ 2,230,228
70	<b>Total Projected Annual Rate Revenue, Rounded</b>	<b>\$ 2,847,000</b>	<b>\$ 2,615,000</b>	<b>\$ 3,925,000</b>	<b>\$ 1,953,000</b>	<b>\$ 2,738,000</b>	<b>\$ 2,046,000</b>	<b>\$ 2,230,000</b>

(1) Standardized container distribution is based on the combined proposer container average, rounded to nearest whole number.

**PROJECTED FIRST-YEAR COMMERCIAL AND MULTI-FAMILY RECYCLING RATES**

Line	Service Category	Proposed Customer Rates						
		Athens	Burrtec	Republic	Urbaser AR	VVS	Ware	WM
	<b>Recycling Containers</b>							
1	96 Gallon Cart 1x week	\$ 36.69	\$ 50.18	\$ 87.37	\$ 20.12	\$ 25.48	\$ 39.10	\$ 34.02
2	96 Gallon Cart 2x week	\$ 72.27	\$ 83.73	\$ 131.02	\$ 39.43	\$ 42.33	\$ 68.23	\$ 68.04
3	96 Gallon Cart 3x week	\$ 107.85	\$ 111.94	\$ 203.08	\$ 57.96	\$ 57.43	\$ 97.42	\$ 102.06
4	96 Gallon Cart 4x week	\$ 143.43	\$ 140.61	\$ 345.23	\$ 75.73	\$ 72.00	\$ 126.62	\$ 136.08
5	96 Gallon Cart 5x week	\$ 179.01	\$ 179.59	\$ 611.06	\$ 92.77	\$ 86.59	\$ 155.77	\$ 170.10
6	96 Gallon Cart 6x week	\$ 214.59	\$ 197.27	\$ 1,075.47	\$ 109.09	\$ 99.80	\$ 194.84	\$ 204.12
7	1 Cubic Yard 1x week	\$ 44.80	\$ 66.58	\$ 84.01	\$ 33.87	\$ 75.76	\$ 49.88	\$ 43.55
8	1 Cubic Yard 2x week	\$ 87.06	\$ 127.71	\$ 146.34	\$ 66.39	\$ 151.52	\$ 76.13	\$ 87.09
9	1 Cubic Yard 3x week	\$ 129.32	\$ 190.24	\$ 208.74	\$ 97.59	\$ 227.28	\$ 114.63	\$ 130.64
10	1 Cubic Yard 4x week	\$ 171.57	\$ 253.43	\$ 271.08	\$ 127.52	\$ 245.46	\$ 146.13	\$ 174.18
11	1 Cubic Yard 5x week	\$ 213.83	\$ 316.92	\$ 333.43	\$ 156.21	\$ 260.75	\$ 178.50	\$ 217.73
12	1 Cubic Yard 6x week	\$ 256.09	\$ 393.77	\$ 413.16	\$ 183.70	\$ 273.76	\$ 210.88	\$ 261.27
13	1.5 Cubic Yard 1x week	\$ 51.11	\$ 83.48	\$ 114.35	\$ 43.55	\$ 77.65	\$ 54.26	\$ 48.99
14	1.5 Cubic Yard 2x week	\$ 99.57	\$ 150.71	\$ 199.21	\$ 85.36	\$ 155.31	\$ 86.63	\$ 97.98
15	1.5 Cubic Yard 3x week	\$ 148.02	\$ 218.69	\$ 284.16	\$ 125.47	\$ 232.96	\$ 124.69	\$ 146.97
16	1.5 Cubic Yard 4x week	\$ 196.48	\$ 286.96	\$ 369.02	\$ 163.95	\$ 253.03	\$ 159.26	\$ 195.96
17	1.5 Cubic Yard 5x week	\$ 244.94	\$ 355.38	\$ 453.88	\$ 200.84	\$ 270.23	\$ 194.69	\$ 244.94
18	1.5 Cubic Yard 6x week	\$ 293.40	\$ 441.31	\$ 562.42	\$ 236.19	\$ 285.13	\$ 229.69	\$ 293.93
19	2 Cubic Yard 1x week	\$ 57.81	\$ 100.35	\$ 138.61	\$ 48.39	\$ 79.55	\$ 58.63	\$ 54.43
20	2 Cubic Yard 2x week	\$ 112.47	\$ 173.71	\$ 241.46	\$ 94.84	\$ 159.10	\$ 97.13	\$ 108.86
21	2 Cubic Yard 3x week	\$ 167.13	\$ 247.12	\$ 344.43	\$ 139.41	\$ 238.64	\$ 134.75	\$ 163.30
22	2 Cubic Yard 4x week	\$ 221.79	\$ 320.49	\$ 447.29	\$ 182.17	\$ 260.61	\$ 172.38	\$ 217.73

23	2 Cubic Yard 5x week	\$ 276.45	\$ 393.85	\$ 550.16	\$ 223.16	\$ 279.70	\$ 210.88	\$ 272.16
24	2 Cubic Yard 6x week	\$ 331.11	\$ 488.86	\$ 681.72	\$ 262.43	\$ 296.50	\$ 248.50	\$ 326.59
25	3 Cubic Yard 1x week	\$ 70.67	\$ 146.31	\$ 202.36	\$ 65.32	\$ 83.34	\$ 87.50	\$ 68.04
26	3 Cubic Yard 2x week	\$ 137.73	\$ 228.99	\$ 320.40	\$ 128.03	\$ 166.67	\$ 133.00	\$ 136.08
27	3 Cubic Yard 3x week	\$ 204.79	\$ 311.88	\$ 438.67	\$ 188.21	\$ 250.01	\$ 180.25	\$ 204.12
28	3 Cubic Yard 4x week	\$ 271.85	\$ 394.65	\$ 556.89	\$ 245.93	\$ 275.77	\$ 227.50	\$ 272.16
29	3 Cubic Yard 5x week	\$ 338.91	\$ 477.37	\$ 675.02	\$ 301.26	\$ 298.64	\$ 281.75	\$ 340.20
30	3 Cubic Yard 6x week	\$ 405.97	\$ 592.40	\$ 835.91	\$ 354.28	\$ 319.23	\$ 322.88	\$ 408.24
31	4 Cubic Yard 1x week	\$ 83.61	\$ 172.91	\$ 240.38	\$ 85.16	\$ 87.13	\$ 106.75	\$ 90.72
32	4 Cubic Yard 2x week	\$ 163.07	\$ 269.39	\$ 379.57	\$ 166.92	\$ 174.25	\$ 156.63	\$ 181.44
33	4 Cubic Yard 3x week	\$ 242.53	\$ 365.84	\$ 518.68	\$ 245.37	\$ 261.38	\$ 206.50	\$ 272.16
34	4 Cubic Yard 4x week	\$ 321.99	\$ 462.33	\$ 657.93	\$ 320.62	\$ 290.92	\$ 256.38	\$ 362.88
35	4 Cubic Yard 5x week	\$ 401.46	\$ 558.79	\$ 797.05	\$ 392.76	\$ 317.59	\$ 306.25	\$ 453.60
36	4 Cubic Yard 6x week	\$ 480.92	\$ 698.30	\$ 993.21	\$ 461.88	\$ 341.96	\$ 356.13	\$ 544.32
37	6 Cubic Yard 1x week	\$ 109.71	\$ 223.95	\$ 313.70	\$ 121.94	\$ 94.70	\$ 157.50	\$ 136.08
38	6 Cubic Yard 2x week	\$ 213.98	\$ 345.68	\$ 491.98	\$ 239.00	\$ 189.41	\$ 246.75	\$ 272.16
39	6 Cubic Yard 3x week	\$ 318.24	\$ 467.38	\$ 670.28	\$ 351.33	\$ 284.11	\$ 324.63	\$ 408.24
40	6 Cubic Yard 4x week	\$ 422.51	\$ 589.05	\$ 848.46	\$ 459.07	\$ 321.23	\$ 400.75	\$ 544.32
41	6 Cubic Yard 5x week	\$ 526.77	\$ 710.74	\$ 1,026.72	\$ 562.35	\$ 355.47	\$ 495.25	\$ 680.40
42	6 Cubic Yard 6x week	\$ 631.04	\$ 897.02	\$ 1,290.54	\$ 661.33	\$ 387.43	\$ 572.25	\$ 816.48
43	3 Cubic Yard OCC 1x week	\$ 70.67	\$ 146.31	\$ 202.36	\$ 65.32	\$ 83.34	\$ 50.40	\$ 68.04
44	3 Cubic Yard OCC 2x week	\$ 137.73	\$ 228.99	\$ 320.40	\$ 128.03	\$ 166.67	\$ 76.61	\$ 136.08
45	3 Cubic Yard OCC 3x week	\$ 204.79	\$ 311.88	\$ 438.67	\$ 188.21	\$ 250.01	\$ 103.82	\$ 204.12
46	3 Cubic Yard OCC 4x week	\$ 271.85	\$ 394.65	\$ 556.89	\$ 245.93	\$ 275.77	\$ 131.04	\$ 272.16
47	3 Cubic Yard OCC 5x week	\$ 338.91	\$ 477.37	\$ 675.02	\$ 301.26	\$ 298.64	\$ 162.29	\$ 340.20
48	3 Cubic Yard OCC 6x week	\$ 405.97	\$ 592.40	\$ 835.91	\$ 354.28	\$ 319.23	\$ 185.98	\$ 408.24

## STANDARDIZED COMMERCIAL AND MULTI-FAMILY RECYCLING CONTAINER DISTRIBUTION

Line	Service Category	Proposed Container Distribution							Standardized Commercial Container Distribution (1)
		Athens	Burrtec	Republic	Urbaser AR	VVS	Ware	WM	
	<b>Recycling Containers</b>								
1	96 Gallon Cart 1x week	9.00	-	172.00	18.00	-	30.00	-	33
2	96 Gallon Cart 2x week	4.00	-	-	12.00	-	20.00	-	5
3	96 Gallon Cart 3x week	-	-	-	8.00	-	-	-	1
4	96 Gallon Cart 4x week	-	-	-	6.00	-	-	-	1
5	96 Gallon Cart 5x week	-	-	-	12.00	-	-	-	2
6	96 Gallon Cart 6x week	-	-	-	4.00	-	-	-	1
7	1 Cubic Yard 1x week	28.00	-	-	3.00	-	-	-	4
8	1 Cubic Yard 2x week	15.00	-	-	2.00	-	-	-	2
9	1 Cubic Yard 3x week	-	-	-	-	-	-	-	0
10	1 Cubic Yard 4x week	-	-	-	-	-	-	-	0
11	1 Cubic Yard 5x week	-	-	-	2.00	-	-	-	0
12	1 Cubic Yard 6x week	-	-	-	1.00	-	-	-	0
13	1.5 Cubic Yard 1x week	9.00	-	-	-	-	-	-	1
14	1.5 Cubic Yard 2x week	4.00	-	-	-	-	-	-	1
15	1.5 Cubic Yard 3x week	-	-	-	-	-	-	-	0
16	1.5 Cubic Yard 4x week	-	-	-	-	-	-	-	0
17	1.5 Cubic Yard 5x week	-	-	-	-	-	-	-	0
18	1.5 Cubic Yard 6x week	-	-	-	-	-	-	-	0
19	2 Cubic Yard 1x week	28.00	22.00	29.00	-	-	-	-	11
20	2 Cubic Yard 2x week	19.00	3.00	-	-	-	-	-	3
21	2 Cubic Yard 3x week	-	1.00	-	-	-	-	-	0
22	2 Cubic Yard 4x week	-	-	-	-	-	-	-	0
23	2 Cubic Yard 5x week	-	-	-	-	-	-	-	0
24	2 Cubic Yard 6x week	-	-	-	-	-	-	-	0
25	3 Cubic Yard 1x week	57.00	107.00	83.00	86.00	420.00	27.00	156.00	134
26	3 Cubic Yard 2x week	15.00	47.00	20.00	78.00	11.00	20.00	60.00	36
27	3 Cubic Yard 3x week	-	22.00	-	84.00	-	11.00	-	17
28	3 Cubic Yard 4x week	-	4.00	-	23.00	-	6.00	-	5

**STANDARDIZED COMMERCIAL AND MULTI-FAMILY RECYCLING CONTAINER DISTRIBUTION**

Line	Service Category	Proposed Container Distribution							Standardized Commercial Container Distribution (1)
		Athens	Burrtec	Republic	Urbaser AR	VVS	Ware	WM	
	<b>Recycling Containers</b>								
29	3 Cubic Yard 5x week	-	7.00	-	7.00	-	2.00	-	2
30	3 Cubic Yard 6x week	-	2.00	-	4.00	-	-	-	1
31	4 Cubic Yard 1x week	-	2.00	-	8.00	-	2.00	-	2
32	4 Cubic Yard 2x week	-	3.00	1.00	6.00	-	4.00	-	2
33	4 Cubic Yard 3x week	-	3.00	-	-	-	2.00	-	1
34	4 Cubic Yard 4x week	-	-	-	-	-	3.00	-	0
35	4 Cubic Yard 5x week	-	4.00	-	-	-	5.00	-	1
36	4 Cubic Yard 6x week	-	1.00	-	-	-	-	-	0
37	6 Cubic Yard 1x week	-	-	-	25.00	-	-	-	4
38	6 Cubic Yard 2x week	-	-	-	13.00	-	-	-	2
39	6 Cubic Yard 3x week	-	-	-	4.00	-	-	-	1
40	6 Cubic Yard 4x week	-	-	-	-	-	-	-	0
41	6 Cubic Yard 5x week	-	-	-	3.00	-	-	-	0
42	6 Cubic Yard 6x week	-	-	-	2.00	-	-	-	0
43	3 Cubic Yard OCC 1x week	31.00	31.00	-	37.00	-	31.00	-	19
44	3 Cubic Yard OCC 2x week	9.00	9.00	-	16.00	9.00	9.00	-	7
45	3 Cubic Yard OCC 3x week	-	-	-	-	-	-	-	0
46	3 Cubic Yard OCC 4x week	-	-	-	-	-	-	-	0
47	3 Cubic Yard OCC 5x week	-	-	-	-	-	-	-	0
48	3 Cubic Yard OCC 6x week	-	-	-	-	-	-	-	0
49	<b>Total Containers</b>	<b>228.00</b>	<b>268.00</b>	<b>305.00</b>	<b>464.00</b>	<b>440.00</b>	<b>172.00</b>	<b>216.00</b>	<b>299</b>

(1) Standardized container distribution is based on the combined proposer container average, rounded to nearest whole number.

**PROJECTED FIRST-YEAR COMMERCIAL AND MULTI-FAMILY RECYCLING RATE REVENUES  
USING STANDARDIZED CONTAINER DISTRIBUTION**

Line	Service Category	Proposed Customer Rate Revenue Using Standardized Container Distribution (1)							
		Athens	Burrtec	Republic	Urbaser AR	VVS	Ware	WM	
	<b>Recycling Containers</b>								
1	96 Gallon Cart 1x week	\$ 1,211	\$ 1,656	\$ 2,883	\$ 664	\$ 841	\$ 1,290	\$ 1,123	
2	96 Gallon Cart 2x week	\$ 361	\$ 419	\$ 655	\$ 197	\$ 212	\$ 341	\$ 340	
3	96 Gallon Cart 3x week	\$ 108	\$ 112	\$ 203	\$ 58	\$ 57	\$ 97	\$ 102	
4	96 Gallon Cart 4x week	\$ 143	\$ 141	\$ 345	\$ 76	\$ 72	\$ 127	\$ 136	
5	96 Gallon Cart 5x week	\$ 358	\$ 359	\$ 1,222	\$ 186	\$ 173	\$ 312	\$ 340	
6	96 Gallon Cart 6x week	\$ 215	\$ 197	\$ 1,075	\$ 109	\$ 100	\$ 195	\$ 204	
7	1 Cubic Yard 1x week	\$ 179	\$ 266	\$ 336	\$ 135	\$ 303	\$ 200	\$ 174	
8	1 Cubic Yard 2x week	\$ 174	\$ 255	\$ 293	\$ 133	\$ 303	\$ 152	\$ 174	
9	1 Cubic Yard 3x week	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
10	1 Cubic Yard 4x week	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
11	1 Cubic Yard 5x week	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
12	1 Cubic Yard 6x week	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
13	1.5 Cubic Yard 1x week	\$ 51	\$ 83	\$ 114	\$ 44	\$ 78	\$ 54	\$ 49	
14	1.5 Cubic Yard 2x week	\$ 100	\$ 151	\$ 199	\$ 85	\$ 155	\$ 87	\$ 98	
15	1.5 Cubic Yard 3x week	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
16	1.5 Cubic Yard 4x week	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
17	1.5 Cubic Yard 5x week	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
18	1.5 Cubic Yard 6x week	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
19	2 Cubic Yard 1x week	\$ 636	\$ 1,104	\$ 1,525	\$ 532	\$ 875	\$ 645	\$ 599	
20	2 Cubic Yard 2x week	\$ 337	\$ 521	\$ 724	\$ 285	\$ 477	\$ 291	\$ 327	

**PROJECTED FIRST-YEAR COMMERCIAL AND MULTI-FAMILY RECYCLING RATE REVENUES  
USING STANDARDIZED CONTAINER DISTRIBUTION**

Line	Service Category	Proposed Customer Rate Revenue Using Standardized Container Distribution (1)						
		Athens	Burrtec	Republic	Urbaser AR	VVS	Ware	WM
	<b>Recycling Containers</b>							
21	2 Cubic Yard 3x week	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
22	2 Cubic Yard 4x week	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
23	2 Cubic Yard 5x week	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
24	2 Cubic Yard 6x week	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
25	3 Cubic Yard 1x week	\$ 9,470	\$ 19,606	\$ 27,116	\$ 8,753	\$ 11,168	\$ 11,725	\$ 9,117
26	3 Cubic Yard 2x week	\$ 4,958	\$ 8,244	\$ 11,534	\$ 4,609	\$ 6,000	\$ 4,788	\$ 4,899
27	3 Cubic Yard 3x week	\$ 3,481	\$ 5,302	\$ 7,457	\$ 3,200	\$ 4,250	\$ 3,064	\$ 3,470
28	3 Cubic Yard 4x week	\$ 1,359	\$ 1,973	\$ 2,784	\$ 1,230	\$ 1,379	\$ 1,138	\$ 1,361
29	3 Cubic Yard 5x week	\$ 678	\$ 955	\$ 1,350	\$ 603	\$ 597	\$ 564	\$ 680
30	3 Cubic Yard 6x week	\$ 406	\$ 592	\$ 836	\$ 354	\$ 319	\$ 323	\$ 408
31	4 Cubic Yard 1x week	\$ 167	\$ 346	\$ 481	\$ 170	\$ 174	\$ 214	\$ 181
32	4 Cubic Yard 2x week	\$ 326	\$ 539	\$ 759	\$ 334	\$ 349	\$ 313	\$ 363
33	4 Cubic Yard 3x week	\$ 243	\$ 366	\$ 519	\$ 245	\$ 261	\$ 207	\$ 272
34	4 Cubic Yard 4x week	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
35	4 Cubic Yard 5x week	\$ 401	\$ 559	\$ 797	\$ 393	\$ 318	\$ 306	\$ 454
36	4 Cubic Yard 6x week	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
37	6 Cubic Yard 1x week	\$ 439	\$ 896	\$ 1,255	\$ 488	\$ 379	\$ 630	\$ 544
38	6 Cubic Yard 2x week	\$ 428	\$ 691	\$ 984	\$ 478	\$ 379	\$ 494	\$ 544
39	6 Cubic Yard 3x week	\$ 318	\$ 467	\$ 670	\$ 351	\$ 284	\$ 325	\$ 408
40	6 Cubic Yard 4x week	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -

**PROJECTED FIRST-YEAR COMMERCIAL AND MULTI-FAMILY RECYCLING RATE REVENUES  
USING STANDARDIZED CONTAINER DISTRIBUTION**

Line	Service Category	Proposed Customer Rate Revenue Using Standardized Container Distribution (1)						
		Athens	Burrtec	Republic	Urbaser AR	VVS	Ware	WM
	<b>Recycling Containers</b>							
41	6 Cubic Yard 5x week	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
42	6 Cubic Yard 6x week	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
43	3 Cubic Yard OCC 1x week	\$ 1,343	\$ 2,780	\$ 3,845	\$ 1,241	\$ 1,583	\$ 958	\$ 1,293
44	3 Cubic Yard OCC 2x week	\$ 964	\$ 1,603	\$ 2,243	\$ 896	\$ 1,167	\$ 536	\$ 953
45	3 Cubic Yard OCC 3x week	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
46	3 Cubic Yard OCC 4x week	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
47	3 Cubic Yard OCC 5x week	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
48	3 Cubic Yard OCC 6x week	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
49	Monthly Rate Revenue	\$ 28,855	\$ 50,183	\$ 72,206	\$ 25,848	\$ 32,253	\$ 29,374	\$ 28,614
50	Number of Months	12	12	12	12	12	12	12
51	Total Projected Annual Rate Revenue	\$ 346,261	\$ 602,191	\$ 866,475	\$ 310,177	\$ 387,037	\$ 352,482	\$ 343,368
52	<b>Total Projected Annual Rate Revenue, Rounded</b>	<b>\$ 346,000</b>	<b>\$ 602,000</b>	<b>\$ 866,000</b>	<b>\$ 310,000</b>	<b>\$ 387,000</b>	<b>\$ 352,000</b>	<b>\$ 343,000</b>

(1) Standardized container distribution is based on the combined proposer container average, rounded to nearest whole number.

## PROJECTED FIRST-YEAR COMMERCIAL AND MULTI-FAMILY ORGANICS RATES

Line	Service Category	Proposed Customer Rates						
		Athens	Burrtec	Republic	Urbaser AR	VVS	Ware	WM
	<b>Organics Containers</b>							
1	60 Gallon Cart - Organics Recycling 1x week	\$ 45.56	\$ 89.86	\$ 88.00	\$ 33.53	\$ 48.20	\$ 77.00	\$ 65.00
2	60 Gallon Cart - Organics Recycling 2x week	\$ 90.45	\$ 162.45	\$ 182.16	\$ 65.71	\$ 96.41	\$ 147.00	\$ 130.00
3	60 Gallon Cart - Organics Recycling 3x week	\$ 135.35	\$ 229.51	\$ 233.55	\$ 96.59	\$ 144.61	\$ 221.00	\$ 195.00
4	60 Gallon Cart - Organics Recycling 4x week	\$ 180.25	\$ 297.05	\$ 308.55	\$ 126.21	\$ 192.81	\$ 297.00	\$ 260.00
5	60 Gallon Cart - Organics Recycling 5x week	\$ 225.15	\$ 375.27	\$ 383.55	\$ 154.61	\$ 241.01	\$ 380.00	\$ 325.00
6	90 Gallon Cart - Multi-Family Organics Recycling 1x week	\$ 53.99	\$ 117.53	\$ 122.32	\$ 39.11	\$ 64.27	\$ 87.00	\$ 97.50
7	90 Gallon Cart - Multi-Family Organics Recycling 2x week	\$ 106.35	\$ 215.09	\$ 193.67	\$ 76.66	\$ 128.54	\$ 173.50	\$ 195.00
8	90 Gallon Cart - Multi-Family Organics Recycling 3x week	\$ 158.71	\$ 306.28	\$ 265.16	\$ 112.69	\$ 192.81	\$ 260.50	\$ 292.50
9	90 Gallon Cart - Multi-Family Organics Recycling 4x week	\$ 211.07	\$ 398.01	\$ 336.62	\$ 147.25	\$ 257.08	\$ 348.50	\$ 390.00
10	90 Gallon Cart - Multi-Family Organics Recycling 5x week	\$ 263.43	\$ 502.08	\$ 408.02	\$ 180.38	\$ 321.34	\$ 433.50	\$ 487.50
11	1 Cubic Yard - Organics Recycling 1x week	\$ 65.93	\$ 163.12	\$ 117.76	\$ 55.02	\$ 88.84	\$ 97.00	\$ 208.00
12	1 Cubic Yard - Organics Recycling 2x week	\$ 128.12	\$ 270.86	\$ 186.45	\$ 107.83	\$ 153.47	\$ 200.00	\$ 416.00
13	1 Cubic Yard - Organics Recycling 3x week	\$ 190.30	\$ 371.82	\$ 255.28	\$ 158.51	\$ 213.73	\$ 300.00	\$ 624.00
14	1 Cubic Yard - Organics Recycling 4x week	\$ 252.49	\$ 469.82	\$ 324.08	\$ 207.13	\$ 272.07	\$ 400.00	\$ 832.00
15	1 Cubic Yard - Organics Recycling 5x week	\$ 314.67	\$ 549.44	\$ 392.82	\$ 253.73	\$ 330.94	\$ 487.00	\$ 1,040.00
16	1.5 Cubic Yard - Organics Recycling 1x week	\$ 75.21	\$ 211.59	\$ 188.42	\$ 79.98	\$ 107.74	\$ 127.00	\$ 234.00
17	1.5 Cubic Yard - Organics Recycling 2x week	\$ 146.52	\$ 369.63	\$ 298.33	\$ 156.77	\$ 192.32	\$ 200.00	\$ 468.00
18	1.5 Cubic Yard - Organics Recycling 3x week	\$ 217.83	\$ 516.83	\$ 408.46	\$ 230.45	\$ 271.48	\$ 300.00	\$ 702.00
19	1.5 Cubic Yard - Organics Recycling 4x week	\$ 289.14	\$ 662.59	\$ 518.54	\$ 301.12	\$ 348.72	\$ 400.00	\$ 936.00
20	1.5 Cubic Yard - Organics Recycling 5x week	\$ 360.46	\$ 806.79	\$ 628.53	\$ 368.88	\$ 426.49	\$ 500.00	\$ 1,170.00
21	2 Cubic Yard - Organics Recycling 1x week	\$ 104.00	\$ 262.38	\$ 235.52	\$ 103.26	\$ 142.82	\$ 101.00	\$ 260.00
22	2 Cubic Yard - Organics Recycling 2x week	\$ 165.51	\$ 475.73	\$ 372.90	\$ 202.39	\$ 250.31	\$ 201.00	\$ 520.00
23	2 Cubic Yard - Organics Recycling 3x week	\$ 245.95	\$ 673.34	\$ 510.55	\$ 297.51	\$ 350.48	\$ 301.00	\$ 780.00
24	2 Cubic Yard - Organics Recycling 4x week	\$ 326.39	\$ 872.36	\$ 648.15	\$ 388.75	\$ 448.57	\$ 390.00	\$ 1,040.00
25	2 Cubic Yard - Organics Recycling 5x week	\$ 406.82	\$ 1,101.61	\$ 785.63	\$ 476.22	\$ 547.18	\$ 490.00	\$ 1,300.00
26	1 Cubic Yard - Manure 1x week	\$ 254.30	\$ 92.00	\$ 235.52	\$ 55.02	\$ 48.00	\$ 149.00	\$ 117.64

## PROJECTED FIRST-YEAR COMMERCIAL AND MULTI-FAMILY ORGANICS RATES

Line	Service Category	Proposed Customer Rates						
		Athens	Burrtec	Republic	Urbaser AR	VVS	Ware	WM
	<b>Organics Containers</b>							
27	1 Cubic Yard - Manure 2x week	\$ 492.83	\$ 178.53	\$ 372.90	\$ 107.83	\$ 72.00	\$ 300.00	\$ 187.66
28	1 Cubic Yard - Manure 3x week	\$ 731.36	\$ 266.49	\$ 510.55	\$ 158.51	\$ 108.00	\$ 450.00	\$ 255.66
29	1 Cubic Yard - Manure 4x week	\$ 969.89	\$ 355.08	\$ 648.15	\$ 207.13	\$ 162.00	\$ 600.00	\$ 327.91
30	1 Cubic Yard - Manure 5x week	\$ 1,208.42	\$ 443.99	\$ 785.64	\$ 253.73	\$ 243.00	\$ 750.00	\$ 397.97
31	3 Cubic Yard - Manure 1x week	\$ 325.00	\$ 222.56	\$ 777.22	\$ 154.89	\$ 80.00	\$ 200.00	\$ 147.06
32	3 Cubic Yard - Manure 2x week	\$ 633.40	\$ 381.46	\$ 1,230.58	\$ 303.58	\$ 120.00	\$ 390.00	\$ 234.58
33	3 Cubic Yard - Manure 3x week	\$ 941.79	\$ 540.60	\$ 1,684.83	\$ 446.27	\$ 180.00	\$ 490.00	\$ 319.57
34	3 Cubic Yard - Manure 4x week	\$ 1,250.19	\$ 699.60	\$ 2,138.90	\$ 583.12	\$ 270.00	\$ 600.00	\$ 409.89
35	3 Cubic Yard - Manure 5x week	\$ 1,558.58	\$ 858.57	\$ 2,592.60	\$ 714.32	\$ 405.00	\$ 780.00	\$ 497.46
36	4 Cubic Yard - Manure 1x week	\$ 384.50	\$ 274.56	\$ 1,036.29	\$ 203.23	\$ 96.00	\$ 400.00	\$ 174.07
37	4 Cubic Yard - Manure 2x week	\$ 749.93	\$ 472.70	\$ 1,640.78	\$ 398.33	\$ 144.00	\$ 600.00	\$ 276.64
38	4 Cubic Yard - Manure 3x week	\$ 1,115.36	\$ 670.79	\$ 2,246.46	\$ 585.54	\$ 216.00	\$ 800.00	\$ 379.19
39	4 Cubic Yard - Manure 4x week	\$ 1,480.78	\$ 868.95	\$ 2,851.89	\$ 765.11	\$ 324.00	\$ 1,200.00	\$ 481.79
40	4 Cubic Yard - Manure 5x week	\$ 1,846.21	\$ 1,067.06	\$ 3,456.83	\$ 937.26	\$ 486.00	\$ 1,600.00	\$ 584.33

## STANDARDIZED COMMERCIAL AND MULTI-FAMILY ORGANICS CONTAINER DISTRIBUTION

Line	Service Category	Proposed Container Distribution							Standardized Commercial Container Distribution (1)
		Athens	Burrtec	Republic	Urbaser AR	VVS	Ware	WM	
	<b>Organics Containers</b>								
1	60 Gallon Cart - Organics Recycling 1x week	11.56	38.00	187.75	47.00	-	45.00	350.00	97
2	60 Gallon Cart - Organics Recycling 2x week	3.30	38.00	-	21.00	-	35.00	-	14
3	60 Gallon Cart - Organics Recycling 3x week	-	9.00	-	14.00	-	-	-	3
4	60 Gallon Cart - Organics Recycling 4x week	-	-	-	6.00	-	-	-	1
5	60 Gallon Cart - Organics Recycling 5x week	-	-	-	13.00	-	-	-	2
6	90 Gallon Cart - Multi-Family Organics Recycling 1x week	26.42	-	-	49.00	-	35.00	-	16
7	90 Gallon Cart - Multi-Family Organics Recycling 2x week	16.52	-	-	25.00	-	25.00	-	10
8	90 Gallon Cart - Multi-Family Organics Recycling 3x week	-	-	-	21.00	-	-	-	3
9	90 Gallon Cart - Multi-Family Organics Recycling 4x week	-	-	-	5.00	-	-	-	1
10	90 Gallon Cart - Multi-Family Organics Recycling 5x week	-	-	-	21.00	-	-	-	3
11	1 Cubic Yard - Organics Recycling 1x week	24.77	-	-	32.00	-	-	-	8
12	1 Cubic Yard - Organics Recycling 2x week	16.52	-	-	29.00	-	-	-	7
13	1 Cubic Yard - Organics Recycling 3x week	-	-	-	17.00	-	-	-	2
14	1 Cubic Yard - Organics Recycling 4x week	-	-	-	14.00	-	-	-	2
15	1 Cubic Yard - Organics Recycling 5x week	-	-	-	26.00	-	-	-	4
16	1.5 Cubic Yard - Organics Recycling 1x week	33.03	-	-	12.00	-	-	-	6
17	1.5 Cubic Yard - Organics Recycling 2x week	16.52	-	-	6.00	-	-	-	3
18	1.5 Cubic Yard - Organics Recycling 3x week	-	-	-	5.00	-	-	-	1
19	1.5 Cubic Yard - Organics Recycling 4x week	-	-	-	8.00	-	-	-	1
20	1.5 Cubic Yard - Organics Recycling 5x week	-	-	-	9.00	-	-	-	1
21	2 Cubic Yard - Organics Recycling 1x week	8.26	7.00	71.25	20.00	420.00	10.00	-	77
22	2 Cubic Yard - Organics Recycling 2x week	8.26	7.00	-	9.00	-	5.00	-	4
23	2 Cubic Yard - Organics Recycling 3x week	-	2.00	-	14.00	-	-	-	2
24	2 Cubic Yard - Organics Recycling 4x week	-	-	-	8.00	-	-	-	1
25	2 Cubic Yard - Organics Recycling 5x week	-	-	-	17.00	-	-	-	2

## STANDARDIZED COMMERCIAL AND MULTI-FAMILY ORGANICS CONTAINER DISTRIBUTION

Line	Service Category	Proposed Container Distribution							Standardized Commercial Container Distribution (1)
		Athens	Burrtec	Republic	Urbaser AR	VVS	Ware	WM	
	<b>Organics Containers</b>								
26	1 Cubic Yard - Manure 1x week	-	-	-	-	1.00	-	-	0
27	1 Cubic Yard - Manure 2x week	-	-	-	-	-	-	-	0
28	1 Cubic Yard - Manure 3x week	-	-	-	-	3.00	-	-	0
29	1 Cubic Yard - Manure 4x week	-	-	-	-	-	-	-	0
30	1 Cubic Yard - Manure 5x week	-	-	-	-	-	-	-	0
31	3 Cubic Yard - Manure 1x week	1.00	1.00	-	1.00	-	1.00	1.00	1
32	3 Cubic Yard - Manure 2x week	-	-	-	-	-	-	-	0
33	3 Cubic Yard - Manure 3x week	3.00	3.00	-	3.00	3.00	3.00	3.00	3
34	3 Cubic Yard - Manure 4x week	-	-	-	-	-	-	-	0
35	3 Cubic Yard - Manure 5x week	-	-	-	-	-	-	-	0
36	4 Cubic Yard - Manure 1x week	-	-	-	-	-	-	-	0
37	4 Cubic Yard - Manure 2x week	-	-	-	-	-	-	-	0
38	4 Cubic Yard - Manure 3x week	3.00	3.00	-	3.00	-	-	3.00	2
39	4 Cubic Yard - Manure 4x week	-	-	-	-	-	-	-	0
40	4 Cubic Yard - Manure 5x week	-	-	-	-	-	-	-	0
41	<b>Total Containers</b>	<b>172.15</b>	<b>108.00</b>	<b>259.00</b>	<b>455.00</b>	<b>427.00</b>	<b>159.00</b>	<b>357.00</b>	<b>277</b>

(1) Standardized container distribution is based on the combined proposer container average, rounded to nearest whole number.

**PROJECTED FIRST-YEAR COMMERCIAL AND MULTI-FAMILY ORGANICS RATE REVENUES  
BASED ON STANDARDIZED CONTAINER DISTRIBUTION**

Line	Service Category	Proposed Customer Rate Revenue Using Standardized Container Distribution (1)						
		Athens	Burrtec	Republic	Urbaser AR	VVS	Ware	WM
	<b>Organics Containers</b>							
1	60 Gallon Cart - Organics Recycling 1x week	\$ 4,419	\$ 8,716	\$ 8,536	\$ 3,252	\$ 4,675	\$ 7,469	\$ 6,305
2	60 Gallon Cart - Organics Recycling 2x week	\$ 1,266	\$ 2,274	\$ 2,550	\$ 920	\$ 1,350	\$ 2,058	\$ 1,820
3	60 Gallon Cart - Organics Recycling 3x week	\$ 406	\$ 689	\$ 701	\$ 290	\$ 434	\$ 663	\$ 585
4	60 Gallon Cart - Organics Recycling 4x week	\$ 180	\$ 297	\$ 309	\$ 126	\$ 193	\$ 297	\$ 260
5	60 Gallon Cart - Organics Recycling 5x week	\$ 450	\$ 751	\$ 767	\$ 309	\$ 482	\$ 760	\$ 650
6	90 Gallon Cart - Multi-Family Organics Recycling 1x week	\$ 864	\$ 1,880	\$ 1,957	\$ 626	\$ 1,028	\$ 1,392	\$ 1,560
7	90 Gallon Cart - Multi-Family Organics Recycling 2x week	\$ 1,064	\$ 2,151	\$ 1,937	\$ 767	\$ 1,285	\$ 1,735	\$ 1,950
8	90 Gallon Cart - Multi-Family Organics Recycling 3x week	\$ 476	\$ 919	\$ 795	\$ 338	\$ 578	\$ 782	\$ 878
9	90 Gallon Cart - Multi-Family Organics Recycling 4x week	\$ 211	\$ 398	\$ 337	\$ 147	\$ 257	\$ 349	\$ 390
10	90 Gallon Cart - Multi-Family Organics Recycling 5x week	\$ 790	\$ 1,506	\$ 1,224	\$ 541	\$ 964	\$ 1,301	\$ 1,463
11	1 Cubic Yard - Organics Recycling 1x week	\$ 527	\$ 1,305	\$ 942	\$ 440	\$ 711	\$ 776	\$ 1,664
12	1 Cubic Yard - Organics Recycling 2x week	\$ 897	\$ 1,896	\$ 1,305	\$ 755	\$ 1,074	\$ 1,400	\$ 2,912
13	1 Cubic Yard - Organics Recycling 3x week	\$ 381	\$ 744	\$ 511	\$ 317	\$ 427	\$ 600	\$ 1,248
14	1 Cubic Yard - Organics Recycling 4x week	\$ 505	\$ 940	\$ 648	\$ 414	\$ 544	\$ 800	\$ 1,664
15	1 Cubic Yard - Organics Recycling 5x week	\$ 1,259	\$ 2,198	\$ 1,571	\$ 1,015	\$ 1,324	\$ 1,948	\$ 4,160
16	1.5 Cubic Yard - Organics Recycling 1x week	\$ 451	\$ 1,270	\$ 1,131	\$ 480	\$ 646	\$ 762	\$ 1,404
17	1.5 Cubic Yard - Organics Recycling 2x week	\$ 440	\$ 1,109	\$ 895	\$ 470	\$ 577	\$ 600	\$ 1,404
18	1.5 Cubic Yard - Organics Recycling 3x week	\$ 218	\$ 517	\$ 408	\$ 230	\$ 271	\$ 300	\$ 702
19	1.5 Cubic Yard - Organics Recycling 4x week	\$ 289	\$ 663	\$ 519	\$ 301	\$ 349	\$ 400	\$ 936
20	1.5 Cubic Yard - Organics Recycling 5x week	\$ 360	\$ 807	\$ 629	\$ 369	\$ 426	\$ 500	\$ 1,170
21	2 Cubic Yard - Organics Recycling 1x week	\$ 8,008	\$ 20,203	\$ 18,135	\$ 7,951	\$ 10,997	\$ 7,777	\$ 20,020
22	2 Cubic Yard - Organics Recycling 2x week	\$ 662	\$ 1,903	\$ 1,492	\$ 810	\$ 1,001	\$ 804	\$ 2,080
23	2 Cubic Yard - Organics Recycling 3x week	\$ 492	\$ 1,347	\$ 1,021	\$ 595	\$ 701	\$ 602	\$ 1,560

**PROJECTED FIRST-YEAR COMMERCIAL AND MULTI-FAMILY ORGANICS RATE REVENUES  
BASED ON STANDARDIZED CONTAINER DISTRIBUTION**

Line	Service Category	Proposed Customer Rate Revenue Using Standardized Container Distribution (1)						
		Athens	Burrtec	Republic	Urbaser AR	VVS	Ware	WM
	<b>Organics Containers</b>							
24	2 Cubic Yard - Organics Recycling 4x week	\$ 326	\$ 872	\$ 648	\$ 389	\$ 449	\$ 390	\$ 1,040
25	2 Cubic Yard - Organics Recycling 5x week	\$ 814	\$ 2,203	\$ 1,571	\$ 952	\$ 1,094	\$ 980	\$ 2,600
26	1 Cubic Yard - Manure 1x week	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
27	1 Cubic Yard - Manure 2x week	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
28	1 Cubic Yard - Manure 3x week	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
29	1 Cubic Yard - Manure 4x week	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
30	1 Cubic Yard - Manure 5x week	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
31	3 Cubic Yard - Manure 1x week	\$ 325	\$ 223	\$ 777	\$ 155	\$ 80	\$ 200	\$ 147
32	3 Cubic Yard - Manure 2x week	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
33	3 Cubic Yard - Manure 3x week	\$ 2,825	\$ 1,622	\$ 5,054	\$ 1,339	\$ 540	\$ 1,470	\$ 959
34	3 Cubic Yard - Manure 4x week	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
35	3 Cubic Yard - Manure 5x week	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
36	4 Cubic Yard - Manure 1x week	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
37	4 Cubic Yard - Manure 2x week	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
38	4 Cubic Yard - Manure 3x week	\$ 2,231	\$ 1,342	\$ 4,493	\$ 1,171	\$ 432	\$ 1,600	\$ 758
39	4 Cubic Yard - Manure 4x week	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
40	4 Cubic Yard - Manure 5x week	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
41	Monthly Rate Revenue	\$ 31,137	\$ 60,742	\$ 60,863	\$ 25,470	\$ 32,892	\$ 38,714	\$ 62,288
42	Number of Months	12	12	12	12	12	12	12
43	Total Projected Annual Rate Revenue	\$ 373,643	\$ 728,908	\$ 730,352	\$ 305,637	\$ 394,701	\$ 464,562	\$ 747,458
44	<b>Total Projected Annual Rate Revenue, Rounded</b>	<b>\$ 374,000</b>	<b>\$ 729,000</b>	<b>\$ 730,000</b>	<b>\$ 306,000</b>	<b>\$ 395,000</b>	<b>\$ 465,000</b>	<b>\$ 747,000</b>

(1) Standardized container distribution is based on the combined proposer container average, rounded to nearest whole number.

## PROJECTED FIRST-YEAR ROLL-OFF BOX AND TEMPORARY BIN RATES

Row	Container/Service Type	Customer Rate (1)							Service Count for 12-Months Ended June 30, 2020
		Athens	Burrtec	Republic	Urbaser AR	VVS	Ware	WM	
1	<b>Permanent Roll-Off</b>								
2	30 Cubic Yard								
3	Haul Charge - per pull	\$ 195.00	\$ 436.11	\$ 417.75	\$ 300.00	\$ 220.00	\$ 268.00	\$ 197.41	134 pulls
4	Disposal - per ton	\$ 80.00	\$ 56.63	\$ 71.05	\$ 80.00	\$ 70.60	\$ 89.00	\$ 64.74	412 tons
5	40 Cubic Yard								
6	Haul Charge - per pull	\$ 195.00	\$ 436.11	\$ 417.75	\$ 300.00	\$ 220.00	\$ 268.00	\$ 197.41	33 pulls
7	Disposal - per ton	\$ 80.00	\$ 56.63	\$ 71.05	\$ 80.00	\$ 70.60	\$ 89.00	\$ 64.74	93 tons
8	<b>Compactor Roll-off Box</b>								
9	20 Cubic Yard								
10	Haul Charge - per pull	\$ 285.00	\$ 464.44	\$ 397.95	\$ 385.00	\$ 250.00	\$ 268.00	\$ 229.85	57 pulls
11	Disposal - per ton	\$ 80.00	\$ 56.63	\$ 71.05	\$ 80.00	\$ 70.60	\$ 89.00	\$ 64.74	250 tons
12	30 Cubic Yard								
13	Haul Charge - per pull	\$ 285.00	\$ 464.44	\$ 397.95	\$ 385.00	\$ 250.00	\$ 268.00	\$ 229.85	234 pulls
14	Disposal - per ton	\$ 80.00	\$ 56.63	\$ 71.05	\$ 80.00	\$ 70.60	\$ 89.00	\$ 64.74	690 tons
15	40 Cubic Yard								
16	Haul Charge - per pull	\$ 285.00	\$ 464.44	\$ 397.95	\$ 385.00	\$ 250.00	\$ 268.00	\$ 229.85	115 pulls
17	Disposal - per ton	\$ 80.00	\$ 56.63	\$ 71.05	\$ 80.00	\$ 70.60	\$ 89.00	\$ 64.74	705 tons
18	Saturday Service (Surcharge)	\$ 285.00	\$ -	\$ 100.00	\$ 385.00	\$ 25.00	\$ 100.00	\$ 46.48	69 pulls
19	<b>Temporary Roll-Off</b>								
20	30 Cubic Yard	\$ 560.00	\$ 747.61	\$ 751.04	\$ 725.00	\$ 538.00	\$ 525.00	\$ 687.96	294 pulls
21	Surcharge Over 5 Tons/Load	\$ 80.00	\$ 56.63	\$ 71.05	\$ 80.00	\$ 70.60	\$ 75.00	\$ 64.74	228 tons
22	30 Cubic Yard Yard Waste rate	\$ 560.00	\$ 763.71	\$ 751.04	\$ 725.00	\$ 538.00	\$ 425.00	\$ 635.42	9 pulls
23	Surcharge Over 5 Tons/Load	\$ 120.00	\$ 59.85	\$ 71.05	\$ 80.00	\$ 70.60	\$ 75.00	\$ 54.23	- tons
24	<b>Temporary Bins</b>								
25	3 Cubic Yard Temp Construction								
26	1x per week	\$ 219.03	\$ 200.80	\$ 170.00	\$ 215.00	\$ 145.48	\$ 115.00	\$ 136.53	247 empties
27	2x per week	\$ 418.59	\$ 320.71	\$ 257.78	\$ 215.00	\$ 290.96	\$ 190.00	\$ 191.32	15 empties
28	Extra Pick-Up	\$ 75.00	\$ 110.99	\$ 87.78	\$ 215.00	\$ 75.00	\$ 65.00	\$ 54.80	11 empties

(1) Rates include all City fees.

## PROJECTED FIRST-YEAR ROLL-OFF BOX AND TEMPORARY BIN RATE REVENUES

Row	Container/Service Type	Annual Projected First-Year Rate Revenue						
		Athens	Burrtec	Republic	Urbaser AR	VVS	Ware	WM
1	<b>Permanent Roll-Off</b>							
2	30 Cubic Yard							
3	Haul Charge - per pull	\$ 26,130.00	\$ 58,438.74	\$ 55,978.50	\$ 40,200.00	\$ 29,480.00	\$ 35,912.00	\$ 26,452.94
4	Disposal - per ton	\$ 32,960.00	\$ 23,331.56	\$ 29,272.60	\$ 32,960.00	\$ 29,087.20	\$ 36,668.00	\$ 26,672.88
5	40 Cubic Yard							
6	Haul Charge - per pull	\$ 6,435.00	\$ 14,391.63	\$ 13,785.75	\$ 9,900.00	\$ 7,260.00	\$ 8,844.00	\$ 6,514.53
7	Disposal - per ton	\$ 7,440.00	\$ 5,266.59	\$ 6,607.65	\$ 7,440.00	\$ 6,565.80	\$ 8,277.00	\$ 6,020.82
8	<b>Compactor Roll-off Box</b>							
9	20 Cubic Yard							
10	Haul Charge - per pull	\$ 16,245.00	\$ 26,473.08	\$ 22,683.15	\$ 21,945.00	\$ 14,250.00	\$ 15,276.00	\$ 13,101.45
11	Disposal - per ton	\$ 20,000.00	\$ 14,157.50	\$ 17,762.50	\$ 20,000.00	\$ 17,650.00	\$ 22,250.00	\$ 16,185.00
12	30 Cubic Yard							
13	Haul Charge - per pull	\$ 66,690.00	\$108,678.96	\$ 93,120.30	\$ 90,090.00	\$ 58,500.00	\$ 62,712.00	\$ 53,784.90
14	Disposal - per ton	\$ 55,200.00	\$ 39,074.70	\$ 49,024.50	\$ 55,200.00	\$ 48,714.00	\$ 61,410.00	\$ 44,670.60
15	40 Cubic Yard							
16	Haul Charge - per pull	\$ 32,775.00	\$ 53,410.60	\$ 45,764.25	\$ 44,275.00	\$ 28,750.00	\$ 30,820.00	\$ 26,432.75
17	Disposal - per ton	\$ 56,400.00	\$ 39,924.15	\$ 50,090.25	\$ 56,400.00	\$ 49,773.00	\$ 62,745.00	\$ 45,641.70
18	Saturday Service (Surcharge)	\$ 19,665.00	\$ -	\$ 6,900.00	\$ 26,565.00	\$ 1,725.00	\$ 6,900.00	\$ 3,207.12
19	<b>Temporary Roll-Off</b>							
20	30 Cubic Yard	\$164,640.00	\$219,797.34	\$220,805.76	\$213,150.00	\$158,172.00	\$154,350.00	\$202,260.24
21	Surcharge Over 5 Tons/Load	\$ 18,240.00	\$ 12,911.64	\$ 16,199.40	\$ 18,240.00	\$ 16,096.80	\$ 17,100.00	\$ 14,760.72
22	30 Cubic Yard Yard Waste rate	\$ 5,040.00	\$ 6,873.39	\$ 6,759.36	\$ 6,525.00	\$ 4,842.00	\$ 3,825.00	\$ 5,718.78
23	Surcharge Over 5 Tons/Load	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
24	<b>Temporary Bins</b>							
25	3 Cubic Yard Temp Construction							
26	1x per week	\$ 54,099.55	\$ 49,597.60	\$ 41,990.00	\$ 53,105.00	\$ 35,933.56	\$ 28,405.00	\$ 33,722.91

27	2x per week	\$ 6,278.86	\$ 4,810.65	\$ 3,866.70	\$ 3,225.00	\$ 4,364.40	\$ 2,850.00	\$ 2,869.80
28	Extra Pick-Up	\$ 825.00	\$ 1,220.89	\$ 965.58	\$ 2,365.00	\$ 825.00	\$ 715.00	\$ 602.80
29	Annual Rate Revenue	\$ 589,063	\$ 678,359	\$ 681,576	\$ 701,585	\$ 511,989	\$ 559,059	\$ 528,620
30	<b>Total Projected Annual Rate Revenue, Rounded</b>	<b>\$ 589,000</b>	<b>\$ 678,000</b>	<b>\$ 682,000</b>	<b>\$ 702,000</b>	<b>\$ 512,000</b>	<b>\$ 559,000</b>	<b>\$ 529,000</b>

PROPOSED RATES FOR OTHER SERVICES

Row	Service Type	Proposed Customer Rate (1)						
		Athens	Burrtec	Republic	Urbaser AR	VVS	Ware	WM
1	<b>Additional Commercial Rates</b>							
2	Overage Cleanup Fee - per occurrence	\$ 50.00	\$ 61.94	\$ 84.99	\$ 15.37	\$ 25.00	\$ 65.00	\$ 13.75
3	Return Trip Fee - per occurrence	\$ 75.00	\$ 83.21	\$ 56.66	\$ 33.28	\$ 112.00	\$ 75.00	\$ -
4	Sunday Service - per container, monthly surcharge	\$ 75.00	\$ 201.05	\$ 171.73	\$ 75.00	\$ 25.00	\$ 95.00	\$ 260.00
5	Bin Cleaning - per occurrence	\$ 50.00	\$ 61.94	\$ 130.31	\$ 125.00	\$ 58.00	\$ 55.00	\$ 82.06
6	Emergency Services - Hourly rate for 1 truck / 2 crew	\$ 100.00	\$ 305.89	\$ 147.31	\$ 170.00	\$ 150.00	\$ 155.00	\$ 185.00
7	Holiday Tree Pick-Up - per occurrence	\$ 20.00	\$ 16.42	\$ 138.89	\$ 15.00	\$ 25.00	\$ 10.00	\$ 5.00

(1) Rates include all City fees.

**OPTIONAL SERVICE: FIRST-YEAR STREET SWEEPING COST TO CITY**

Row	Container/Service Type	First-Year Street Sweeping Cost to City						
		Athens	Burrtec	Republic	Urbaser AR (1)	VVS	Ware	WM (2)
1	Cost per Curb Mile	\$ 25.21	\$ 30.98	\$ 33.53	\$ -	\$ 18.44	\$ 23.50	N/A
2	Total Miles Swept per Month	980	980	980	980	980	980	980
3	Total Cost per Month	\$ 24,705.80	\$ 30,360.40	\$ 32,859.40	\$ -	\$ 18,071.20	\$ 23,030.00	N/A
4	Total First-Year Cost to City	\$ 296,470	\$ 364,325	\$ 394,313	\$ -	\$ 216,854	\$ 276,360	N/A
5	<b>Total First-Year Cost to City, Rounded</b>	<b>\$ 296,000</b>	<b>\$ 364,000</b>	<b>\$ 394,000</b>	<b>\$ -</b>	<b>\$ 217,000</b>	<b>\$ 276,000</b>	<b>N/A</b>

(1) Urbaser AR proposes street sweeping service at no additional charge to the City.

(2) Waste Management did not propose on street sweeping service.

Proposal Summary – Athens Services

**Proposer Overview**

CORPORATE HEADQUARTERS	GUARANTOR (PARENT COMPANY)	TYPE OF FINANCIAL STATEMENTS
City of Industry, CA	Arakelian Enterprises, Inc.	Audited 2020

**Financial Information**

ANNUAL COMPANY REVENUE	CHINO HILLS CONTRACT REVENUE AS PERCENTAGE OF TOTAL COMPANY REVENUES
\$400M	3%

**Experience**

OVERALL EXPERIENCE
<p>Arakelian Enterprises, Inc., dba Athens Services (Athens), is a fourth-generation, local, family-owned business. Athens has been providing waste collection and recycling services in Southern California for over 60 years. Athens cites 30 exclusive municipal agreements throughout the greater Los Angeles area.</p> <p>Athens has been the City of Chino Hill’s exclusive street sweeping provider for the past 6 years.</p>

RESIDENTIAL COLLECTION EXPERIENCE
<p>Exclusive automated residential services: Cities of Bell Gardens, Covina, Hermosa Beach, Irwindale, La Cañada Flintridge, Monrovia, Montebello, Monterey Park, Norwalk, Redondo Beach, San Gabriel, Sierra Madre, Thousand Oaks, West Covina, West Hollywood, and Whittier, and the unincorporated areas of the County of Los Angeles of Altadena, Avocado Heights, Hacienda Heights, and Rowland Heights.</p> <p>Athens provides manual collection service in the cities of Azusa, Glendora, Palos Verdes Estates, San Marino, South El Monte, South Pasadena, and Temple City.</p>

BIN COLLECTION EXPERIENCE
<p>Exclusive commercial services: Cities of Azusa, Covina, Glendora, Hermosa Beach, Irwindale, Monrovia, Norwalk, Palos Verdes Estates, Redondo Beach, San Gabriel, San Marino, Sierra Madre, South El Monte, South Pasadena, Temple City, Thousand Oaks, West Covina, and West Hollywood.</p> <p>Non-exclusive or semi-exclusive commercial services: Cities of Bell Gardens, La Cañada Flintridge, Long Beach, Monterey Park, and Whittier.</p> <p>Open commercial system: Cities of Burbank, Commerce, El Segundo, Glendale, Los Angeles (Harbor, North Central, and West zones), Montebello, Pasadena, Pomona, Torrance, and Vernon, and the unincorporated areas of the County of Los Angeles of Altadena, Avocado Heights, Hacienda Heights, and Rowland Heights.</p>

Proposal Summary – Athens Services

SERVICE TRANSITION EXPERIENCE
Athens provided information on their contract and service transition in the city of Norwalk in 2018.

**Legal Disclosures**

# OF LEGAL DISCLOSURES	SUMMARY OF LEGAL DISCLOSURES
1	City of Montebello v All Persons Interested in the Matter, et. al., Central District, Case No. BC713533 (2018). Action for judicial declaration concerning current status of residential franchise agreement filed by City and counterclaim by Athens for declaratory relief and damages. Parties reached a settlement and actions were dismissed. Athens continues to provide exceptional solid waste hauling services under the long-standing 1984 agreement to the City of Montebello residents.

**Facilities**

OPERATING FACILITY/LOCAL OFFICE
<p>Operating Facility– 5355 Vincent Ave., Irwindale, CA.</p> <p>Administrative Offices and Customer Service– 5355 Vincent Ave., Irwindale, CA.</p> <p>Maintenance Yard and Roll-off Operations – 15045 Salt Lake Ave., City of Industry, CA.</p> <p>Street Sweeping Yard – 5355 Vincent Ave., Irwindale, CA.</p>

DISPOSAL SITE
<p><u>Mid-Valley Landfill</u> – 2390 Alder Ave, Rialto, CA. Owned by the County of San Bernardino, and operated by Athens Services.</p> <p>Tip fee: \$35 - \$65/ton</p>

TRANSFER FACILITIES
<p><u>Mid-Valley Landfill</u> – 2390 Alder Ave, Rialto, CA. Owned by the County of San Bernardino, and operated by Athens Services.</p> <p>Tip fee for transfer and disposal: \$35 - \$65/ton_of trash</p> <p><u>Athens City of Industry MRF and Transfer Station</u> - 14048 Valley Blvd, City of Industry, CA. Owned and operated by Athens.</p> <p>Tip fee for transfer and disposal: \$45 - \$106/ton of trash</p>

PROCESSING FACILITIES
<p><u>Athens City of Industry MRF</u> - 14048 Valley Blvd, City of Industry, CA. Owned and operated by Athens.</p> <p>Tip fee: \$45- \$106/ton</p>

**Proposal Summary – Athens Services**

<p>Materials to be processed: commingled refuse and recycling, source-separated recyclables, and source-separated organic waste.                  Estimated diversion rate: 35% to 85% dependent upon material type  <u>Crown Recycling Services MRF</u> - 9147 De Garmo Ave., Sun Valley, CA. Owned and operated by Athens.                  Tip fee: \$80/ton for C&amp;D</p> <p>Materials to be processed: mixed organic waste, mixed waste, and construction and demolition debris.                  Estimated diversion rate: Dependent on material type  <u>American Organics</u> – 20055 Shay Road, Victorville, CA. Owned and operated by Athens.                  Tip fee: \$59/ton clean green waste; other organic material is only accepted from Athens contracts.</p> <p>Materials to be processed: source-separated organic waste.                  Estimated diversion rate: 85-95%  <u>Azusa Land Reclamation</u> – 1211 W. Gladstone St., Azusa, CA. Owned and operated by Waste Management</p> <p>Materials to be processed: Concrete and inert materials                  Tip fee: \$34/ton                  Estimated diversion rate: 100%</p>
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**Customer Service/Call Center Procedures**

PLAN
<p>During the transition, in addition to the customer service representatives (CSRs) at the call center, Athens will dedicate 9 CSRs to Chino Hills during the first 180 days of contract implementation. After the initial 180 days, Athens will dedicate 3 CSRs to the Chino Hills. Customer calls will be answered by the staff of 60 CSRs at the local call center in the San Gabriel Valley, located in Irwindale, California. Calls will be answered by CSRs Monday through Friday, from 7:00 a.m. to 5:00 p.m., and from 7:00 a.m. to noon on Saturdays, exclusive of holidays. CSRs are fluent in English and Spanish, and have the ability to conference in a 175-language translation service if needed. Customers can get assistance during non-business hours via live chat, email, and direct messaging (the latter to be implemented soon).</p> <p>Average hold time – 30 seconds.</p> <p>Athens expectation is that inquiries will be resolved the same day for calls received before 2pm, and by 10am the next business day for calls received after 2pm. Inquiries are responded to within 24 hours.</p>

**Equipment**

COLLECTION VEHICLES
<p><u>Commercial Front-Loader</u>                  Make: AutoCar                  Model: Xpeditor                  Model Year: 2021                  Fuel: RNG (not from California-derived organic waste)                  Waste Stream: Bin solid waste, recyclables, green waste, and organics</p> <p><u>Roll-Off</u>                  Make: AutoCar</p>

**Proposal Summary – Athens Services**

<p>Model: Xpeditor          Model Year: 2021          Fuel: RNG (not from California-derived organic waste)          Waste Stream: Roll-off solid waste, recyclables, green waste, and organics  <u>Residential Automatic Side Loaders</u>          Make: AutoCar          Model: Xpeditor          Model Year: 2021          Fuel: RNG (not from California-derived organic waste)          Waste Stream: Cart solid waste, recyclables, green waste and organics</p>
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**Carts**

CARTS
<p>Manufacturer: Rehrig-Pacific          Cart sizes: 35-gallon, 65-gallon, and 95-gallon.          Color of carts and lids: Trash – All Black; Recycle – All Blue; Organics – All Green; Source-separated food waste – All Beige          Carts will be new within 90 days of service initiation.</p>

**Minimum Diversion Rate**

DIVERSION RATE FOR ALL HAULER-COLLECTED SOLID WASTE
<p>Attachment 4-C: 33%</p>

**Recyclable Materials Program**

RECYCLABLES COLLECTION
<p><u>Residential and Commercial</u>: Source-separated recyclable material program collected in blue containers.</p>

**Organic Waste Recycling Program**

ORGANICS COLLECTION
<p><u>Residential/Multi-Family Cart Customers</u>: Food waste commingled with green waste.  <u>Commercial/Multi-Family Bin Customers</u>: Food commingled with organics for customers that generate green waste, and source-separated food waste collection for customers that do not generate green waste.</p>

**Food Recovery Assistance**

FOOD RECOVERY ASSISTANCE
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**Proposal Summary – Athens Services**

Athens will work with the City to identify food recovery partners that can provide support to Tier 1 and Tier 2 edible food generators, and list the food recovery partners on Athens food donation webpage at [www.AthensServices.com/FoodDonation/](http://www.AthensServices.com/FoodDonation/).

Athens will comply with Section 4.3.13 of the Draft Agreement by identifying the Tier 1 and Tier 2 customers. Athens will conduct annual reviews of these customers and provide a report of findings to the City.

**Provision of Recovered Organic Waste Products**

PROVISION OF RECOVERED ORGANIC WASTE PRODUCTS
Athens reported that they will use RNG in their collection vehicles and will provide compost giveaways for City residents. The RNG used in Athens’ collection vehicles is not currently from California-derived organic waste and therefore would not assist the City in meeting the SB 1383 procurement of recovered organic waste products. Athens states they are currently working on an agreement to use RNG sourced from California-derived organic waste.

**Optional Program: Street Sweeping**

OPTIONAL PROGRAM: STREET SWEEPING
Athens proposed to offer street sweeping services at a discounted rate. Athens has been providing street sweeping services to the City since 2015.

**Employment of Prior Contractor Employees**

PLAN
Athens states that they will provide a “fair and equal” opportunity for employment for former contractor’s displaced employees. Former contractor’s employees will receive equal or higher wages and a potential sign-on bonus. Drivers will receive a \$10,000 bonus upon completion of 12 months of employment.

**Proposed Exceptions to Franchise Agreement**

NUMBER OF EXCEPTIONS	DESCRIPTION OF EXCEPTIONS TAKEN
5	<p>EXCEPTION: CALRECYCLE INDEMNIFICATION AND GUARANTEE</p> <p>a. Agreement Section Sec. 9.3, CalRecycle Indemnification and Guarantee.</p> <p>b. Nature of Proposed Exception The Agreement requires Franchisee to defend and indemnify against “all fines and/or penalties imposed by CalRecycle, if the requirements of AB 939, AB 341, AB 1826, and/or SB 1383 are not met by the Franchisee . . . and such failure is . . . due to the failure of Franchisee to meet its obligations under this Agreement . . .” As written, the sole responsibility for defense and Indemnification would fall upon Franchisee even in cases where the City contributes to Franchisee’s failure to comply with applicable law. Franchisee should not be liable for Indemnification or defense where the City is a cause of the penalties.</p> <p>c. Proposal for Substitute Language Athens requests that the City clarify that the duties hereunder only arise if the failure of Franchisee to meet its obligations under this Agreement is solely or primarily the fault of Athens.</p>

**Proposal Summary – Athens Services**

	<p>EXCEPTION: EVENTS OF DEFAULT</p> <p>a. Agreement Section</p> <p>Sec. 11.1, Events of Default</p> <p>b. Nature of Proposed Exception</p> <p>Several events of default are not subject to notice of default and cure even though cure is possible. This includes the following events of default specified in Sec. 11.1: “Failure to Maintain Coverage” (see Sec. 11.1(C)); “Violations of Regulation” (see Sec. 11.1(D)); “Failure to Provide Processing Capacity” (see Sec. 11.1(P)); “Failure to Achieve Processing Standards” (see Sec. 11.1(Q)); and “Failure to Comply with Other Requirements of SB 1383” (see Sec. 11.1(R)).</p> <p>c. Proposal for Substitute Language</p> <p>Athens requests that the Agreement be revised such that Athens receive notice of default and at least thirty days to cure any alleged events of default arising from “Failure to Maintain Coverage” (see Sec. 11.1(C)); “Violations of Regulation” (see Sec. 11.1(D)); “Failure to Provide Processing Capacity” (see Sec. 11.1(P)); “Failure to Achieve Processing Standards” (see Sec. 11.1(Q)); and “Failure to Comply with Other Requirements of SB 1383” (see Sec. 11.1(R)).</p>
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**Proposal Enhancements**

ENHANCEMENTS
<p><b><u>Compost and Mulch Giveaways</u></b></p> <p>Athens will provide additional compost and mulch giveaway events each year and provide 40 cubic yards of compost and 40 cubic yards of mulch at each event.</p> <p><b><u>Recycling Coordinators</u></b></p> <p>Athens will provide two recycling coordinators dedicated to the City for no additional charge. The recycling coordinators’ roles will be to collaborate with the City, community, groups, businesses, associations, and schools to implement sustainable programs.</p> <p><b><u>Community Support</u></b></p> <ul style="list-style-type: none"> <li>• Four \$1,000 scholarships per year to Chino Hills high school students pursuing environmental or sustainability studies undergraduate degrees.</li> <li>• Summer internship program for recipients of the scholarships.</li> <li>• \$2,000 annual scholarships to local Chino Hills’ sports organizations.</li> </ul> <p>Athens Bin Cleaning (ABC) Mobile Service</p> <p>Athens Services will wash and sanitize containers at no charge to customers once per year using its mobile wash unit on site for no additional charge.</p>

**Workers Compensation Experience Modification Rate**

2018	2019	2020
0.83	0.77	0.79

**Proposal Summary – BURRTEC WASTE INDUSTRIES (BURRTEC)**

**Proposer Overview**

CORPORATE HEADQUARTERS	GUARANTOR (PARENT COMPANY)	TYPE OF FINANCIAL STATEMENTS
9890 Cherry Avenue, Fontana, CA	Burrtec Waste Industries, Inc.	Not provided

**Financial Information**

ANNUAL COMPANY REVENUE	CHINO HILLS REVENUE AS PERCENTAGE OF TOTAL COMPANY REVENUES
Not provided	Unable to calculate

**Experience**

OVERALL EXPERIENCE
Burrtec was incorporated in 1978. Burrtec provides solid waste collection services in the Southern California regions of the Inland Empire, Los Angeles, High Desert, Low Desert, and Mountain.

RESIDENTIAL COLLECTION EXPERIENCE
Burrtec provides exclusive automated residential collection services for 16 San Bernardino County jurisdictions and 12 unincorporated County areas and 1 unincorporated county permit area; 8 jurisdictions and 6 unincorporated areas of Riverside County and 2 non-exclusive jurisdictions within Riverside County; 2 jurisdictions and 3 unincorporated areas of Los Angeles County; and, 1 unincorporated area in Imperial County.

BIN COLLECTION EXPERIENCE
Burrtec provides exclusive bin collection services for 16 San Bernardino County jurisdictions and 12 unincorporated County areas and 1 unincorporated county permit area; 8 jurisdictions and 6 unincorporated areas of Riverside County and 3 non-exclusive jurisdictions within Riverside County; 2 jurisdictions in Los Angeles County, 2 non-exclusive jurisdictions and 1 non-exclusive county franchise area; and, 1 unincorporated area in Imperial County.

SERVICE TRANSITION EXPERIENCE
Burrtec cites 10 jurisdiction transitions resulting from competitive procurements, and 50 jurisdictions transitions resulting from 17 company acquisitions.  Burrtec’s largest transition occurred when they acquired Waste Management of the Desert in 2006. The acquisition included 12 municipal contracts, with Burrtec transitioning services to 10,529 commercial accounts, 121,000 residential accounts.

**Proposal Summary – BURRTEC WASTE INDUSTRIES (BURRTEC)**

**Legal Disclosures**

# OF LEGAL DISCLOSURES	SUMMARY OF LEGAL DISCLOSURES
7	2011. Sanbag v. County of San Bernardino. Real Property; Eminent Domain. Dismissed. 2016. The Prople of the State of CA v. Burrtec. Unfair Competition and Business Practices; Business Tort. Closed 2016. Rancho California v. CR&R. Other - PI/PD/WD Tort. Dismissed. 2017. Burrtec Waste v. CA Regional Water Quality Control. Misc. Complaints. Judgement entered for Burrtec. 2018. City of Barstow v. Joseph Lionel Avery Jr., et al. Real Property; Eminent Domain. Active. 2018. City of Barstow v. Manbi. Real Property; Eminent Domain. Dismissed 2020. People of the State of CA v. Burrtec. Traffic Infraction - violation of VC24252(A)-I: Maintenance of Lamps/Devices. Active

**Facilities**

OPERATING FACILITY/LOCAL OFFICE
Administration and maintenance yard: 1250 East Holt Ave., Pomona, CA.

DISPOSAL SITES
West Valley MRF uses one or all of the San Bernardino, Riverside, or Orange County landfills as disposal sites. Landfills fees are included in the stated West Valley MRF tip fee of \$49.00/ton.

TRANSFER FACILITY
<u>West Valley MRF</u> - 13373 Napa St, Fontana, CA. Owned and operated by Burrtec. Tip fee: \$49/ton

PROCESSING FACILITIES
<u>West Valley MRF</u> - 13373 Napa St, Fontana, CA. Owned and operated by Burrtec Materials to be processed: Source-separated recyclables, Organics– source-separated green waste and source separated green waste, and Construction and Demolition (C&D) Debris Tip fee: MSW – Source-separated recyclables – residential \$59.03/ton processing and residue transfer and disposal +30% commodity revenue sharing, commercial \$74.03/ton processing and residue transfer and disposal +50% revenue sharing; Organics – source-separated green waste \$51.78/ton, source-separated food waste \$89.39/ton; C&D \$72.56/ton Estimated diversion rate: Source-separated recyclables – 72%; source-separated organics – 96%; C&D 79.4%

**Proposal Summary – BURRTEC WASTE INDUSTRIES (BURRTEC)**

**Customer Service/Call Center Procedures**

PLAN
<p>Burrtec has 3 CSRs at their Pomona customer service office with English and Spanish capabilities. If awarded the Chino Hills contract, Burrtec will employ 1 additional CSR with Mandarin capabilities.</p> <p>Customer service hours are from 8am to 5pm Monday through Saturday.</p> <p>Maximum hold time is 90 seconds.</p> <p>Work orders received by 3pm will be completed the same day; work order received after 3pm will be completed the next business day.</p>

**Equipment**

COLLECTION VEHICLES
<p>Model year 2022 CNG vehicles at initiation of service.</p> <p><u>Side Loader</u></p> <p>Autocar Chassis</p> <p>CNG/RNG Engine</p> <p><u>Front Loader</u></p> <p>Autocar Chassis</p> <p>CNG Engine</p> <p><u>Roll-Off/Debris Boxes/Compactors</u></p> <p>Autocar Chassis</p> <p>CNG Engine</p>

**Carts**

CARTS
<p>Manufacturer: Rehrig</p> <p>Cart sizes: 35, 60, and 96-gallon carts</p> <p>Color of carts and lids: "SB 1383 compliant colors"</p> <p>New carts at service initiation.</p>

**Minimum Diversion Rate**

DIVERSION RATE FOR ALL HAULER-COLLECTED SOLID WASTE
<p>Attachment 4-C: 40%</p>

**Proposal Summary – BURRTEC WASTE INDUSTRIES (BURRTEC)**

**Recyclable Material Program**

RECYCLABLE MATERIAL PROGRAM
<u>Residential and Commercial:</u> Source-separated recyclable material program collected in blue containers.

**Organic Waste Recycling Program**

ORGANICS COLLECTION
<u>Residential/Multi-Family Cart Customers:</u> Bagged food waste included in green carts.
<u>Commercial/Multi-Family Bin Customers:</u> Source-separated green waste in green containers, and source-separated food waste in brown containers.

**Food Recovery Assistance**

FOOD RESCUE AND DONATION PROGRAM
Burrtec will comply with Section 4.3.13 of the Draft Agreement by identifying the Tier 1 and Tier 2 customers. Burrtec will conduct annual reviews of these customers and provide a report of findings to the City.

**Provision of Recovered Organic Waste Products**

PROVISION OF RECOVERED ORGANIC WASTE PRODUCTS
Will assist the City by procuring compost, mulch, and RNG on behalf of the City.

**Optional Program: Street Sweeping**

OPTIONAL PROGRAM: STREET SWEEPING
Burrtec will subcontract with CleanStreet, LLC., to provide street sweeping services.

**Employment of Prior Contractor Employees**

PLAN
Burrtec will invite each of the previous contractor’s employees that worked in Chino Hills to apply for employment.

**Proposed Exceptions to Franchise Agreement**

NUMBER OF EXCEPTIONS	DESCRIPTION OF EXCEPTIONS TAKEN
RFP – 2 Agreement – 34 Request to	<b><u>EXCEPTIONS</u></b> Burrtec Waste Industries appreciates the opportunity to convey our exceptions with respect to the City of Chino Hills Request for Proposal for Integrated Solid Waste Management Services and Draft Franchise Agreement. Our redline exclusions, additions and/or comments reflect a comprehensive approach to a well-balanced service agreement that points to compliance as well as reasonable operating processes. (Refer to Appendix A for redline

**Proposal Summary – BURRTEC WASTE INDUSTRIES (BURRTEC)**

<p>replace Exhibits 3A, 3B, and Exhibit 8</p>	<p>pages and requested exhibit replacements.)</p> <p>(1) RFP EXCEPTIONS</p> <p><b>RFP Section V, Subsection 1.f.ii (page 11)</b></p> <p>Consistent with the exception taken below for RFP Section V, Subsection 5.e, Burrtec has amended this required statement regarding the limitations it requires on access to financial statements and financial records and on confidentiality.</p> <p>The proposed revised required statement reads as follows:</p> <p>Burrtec shall allow federal, state and county officials access to place of work, books, documents, papers, fiscal, payroll materials, and other relevant records as part of an investigation by law enforcement or upon an order of a court of competent jurisdiction.</p> <p>Burrtec shall allow all authorized City officials access to place of work, books, documents, papers, fiscal, payroll materials, and other relevant contract documents, pertinent to this project including financial statements and financial records which shall be made available through restricted access as defined herein, unless as part of an investigation by law enforcement or upon order of a court of competent jurisdiction. The term 'restricted access' means that Burrtec will provide financial information in a setting that provides City the necessary information it seeks, however no copies, reproductions, pictures, or re-creations will be allowed to be retained by the City or Consultant. To the extent permitted by applicable law, such financial information will be kept confidential. Burrtec shall retain all relevant records for at least three years.</p> <p><b>RFP Section V, Subsection 5.e. Financial Information (page 14)</b></p> <p>Burrtec takes exception to parts of this requirement, "if selected for further consideration", Burrtec will not submit financial statements nor will Burrtec submit reviewed or audited statements prior to the award of the contract. As a privately held company Burrtec is unable to release financial statements that could be subject to a public records request.</p> <p>Burrtec is willing to provide financial statements for review in a setting that provides the City the necessary information it seeks. No copies, reproductions, pictures, or re-creations will be allowed to be retained by the City or Consultant. Burrtec has included correspondence from its Legal firm, outside CPA, Bank, and Chief Financial Officer (Proposal Section 5, Figures 19, 20, 21, and 22) attesting to ample financial resources to provide services and processing as required by the City of Chino Hills.</p> <p>(2) DRAFT FRANCHISE AGREEMENT EXCEPTIONS</p> <p><b>Recitals (Page 3)</b></p> <p>In an effort to maintain consistency throughout the agreement and with additional requested changes, Burrtec requests the changes as indicated in the provided redline.</p> <p><b>Section 1.6 Affiliate</b></p> <p>As a family-owned company, Burrtec requests that Affiliate transfers be exempted from the application of assignment requirements as indicated in the redline provided.</p> <p><b>Section 1.34 Compostable Plastics</b></p> <p>Burrtec requests the definition change as indicated in the provided redline.</p> <p><b>Section 1.65 Gross Revenue</b></p> <p>Burrtec requests the definition change as indicated in the provided redline to provide additional clarity.</p> <p><b>Section 1.92 Recyclable Materials</b></p> <p>Burrtec requests the definition change as indicated in the provided redline to provide additional clarity.</p> <p><b>Section 2.9 Limitations to Scope Section 2.9 (a)</b></p> <p>Burrtec requests the definition change as indicated in the provided redline to provide additional clarity.</p> <p><b>Section 2.9 (n)</b></p> <p>AB 3036 (now codified as PRC Section 40059.4) does not establish an exemption from exclusive franchise agreement for food or other organic waste. Rather, it provides a narrow exception for certain byproducts of food. To meet such limited exemption, the food byproducts must not only be used as animal feed, but must also meet the specific criteria set forth in PRC 40058.4(b), including that the byproducts originate from agricultural or industrial sources, they do not include animal byproducts, they are source separated by the generator, and they are not discarded. To the extent a third party can show such byproducts are not discarded and that they are source separated, they would already be included in the exemption set forth in Subsection a) for organic waste</p>
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**Proposal Summary – BURRTEC WASTE INDUSTRIES (BURRTEC)**

which is donated or sold by the Generator and not commingled with other solid waste. Burrtec requests that this subsection be deleted.

**Section 2.9 (o)**

In an effort to maximize and quantify diversion for the City of Chino Hills, Burrtec requests removal of this subsection. As an industry leader, Burrtec’s West Valley MRF and Transfer Station has invested in and continues to invest in processing capabilities to handle all waste streams.

**Section 2.10 City’s Right to Direct Changes**

As written in 2.10.1 and 2.10.3, if the City requests the performance of additional services and/or options their right to acquire new services and the franchisee and the city cannot agree on compensation the City can contract with another provider. Burrtec requests that both sections resolve this with the provision set forth in Section 11.6. Burrtec requests the changes as indicated in the provided redline.

**Section 2.10.4 Flow Control Options and Recitals**

As written, the City retains the right to direct the hauler to disposal and processing facilities. As a company who has and continues to invest in transfer and processing facilities designed to maximize diversion for its jurisdictions, Burrtec respectively takes exception to this section and the corresponding language in the Recitals and requests that it be deleted.

**Section 2.11 Ownership of Solid Waste**

To maintain continuity with the requested changes in Section 2.10.4, Burrtec requests the changes as indicated in the provided redline.

**Section 4.4.12 Abandoned Item Collection**

Burrtec takes exception to the proposed language regarding the collection of all abandoned items in the City. From a safety and accessibility point of view, most municipalities adopt Public Right of Way collections program for illegally discarded bulky items rather than a general collection approach throughout the City. Burrtec respectfully requests the change as indicated in the provided redline for additional explanation and clarity.

**4.5 Minimum Diversion Requirements**

Paragraph 1: In an effort to provide complete and accurate year-end information, Burrtec requests the number of reporting days be increased to 45 as indicated in the provided redline.

Paragraph 1: Burrtec requests that they be allowed to count Self Haul and Third Party Diversion Tonnage as Diversion achieved by Franchisee from all accounts receiving refuse collection service from Burrtec but not enrolled in any one or all of the specific recycling programs offered by the City and Burrtec. This reasonable request creates a balance of disposable waste collected with allowable diversion.

Paragraph 4: Diversion can be impacted by various issues and Burrtec requests language as provided in the redlines to partner with the City to work together for solutions.

**4.6 Marketing and Sale of Recycle Materials**

Burrtec requests the change as indicated in the provided redline to provide additional explanation and clarity.

**Section 4.11 Transfer, Processing and Disposal (as referring to Exhibit 8)**

Burrtec feels it is important for the City to recognize that requiring Burrtec to guarantee the capacity, permits, staffing, processing standards, reporting, or diversion results of third parties is extremely problematic and impractical. For example, in the event that we elect a third-party site for processing as an Approved Facility, we have no legal ability to control those permits, personnel or operations and therefore are unable make those guaranteed commitments. It also appears that there is no language in SB 1383 or the regulations that requires the City to obtain such third-party guarantees. It has been our experience that third party facilities are generally not willing to provide such guarantees to a hauler, and for those that may, it will be at a substantial price which would need to be passed on in the rates. Our redline, therefore reflects our respectful request to differentiate between affiliated and non-affiliated facilities.

Burrtec also takes exception to the many processing standards being imposed on the hauler. These are regulatory obligations that relate to particular facilities regarding processing. It is our position that they should not be the subject of a franchise agreement for the collection and transportation of solid waste. Moreover, if these standards were to be included, we believe there may be a disconnect between the collection options which may be selected by a particular hauler and the standards as included in this Exhibit. That is, there is a disconnect between the selection of the standard compliance approach or the performance-based compliance approach. For example, performance-based SSOW collection specifically requires the use of a “Designated

**Proposal Summary – BURRTEC WASTE INDUSTRIES (BURRTEC)**

Source Separated Organic Waste Recovery Facility,” which has performance-based processing standards – the standard compliance approach does not. If you are proceeding under the 3-cart standard collection approach, you only have to take the material to a “facility that recovers source separated organic waste,” but you are also required to comply with a number of substantial regulatory requirements that are expressly exempted as to performance-based SSOW collection.

However, in each case for this exhibit it seeks to impose the highest standards, which may not be applicable in the event the hauler has chosen a compliance approach designed to provide a cleaner waste stream to the facility or delivers to a designated facility where the standard may not be applicable at all. Our redline reflects these comments. As an alternative, we would propose that rather than parse out each requirement, the parties might compromise with an “as required by applicable law” type formulation. Unfortunately, a contract that attempts to delineate the complex regulatory scheme rather than referencing applicable law is fraught with uncertainty and risks conflicting with the regulation. Indeed, some of the proposed contract language is dated, and as regulations progress through the contract term, the applicable regulations will also.

Burrtec requests the changes as indicated in the provided redline and requested replacement Exhibit 8.

**Article 6. Company Compensation and Rates**

Burrtec respectfully takes exception to the rate adjustment methodology as presented. The RFP rate adjustment methodology includes 95% of the rate based on Consumer Price Index for All Urban Consumers (CUUR0000SAOL1E), all items less food and energy – U.S. City Average. While we agree that this may be a practical basis for the hauling cost component (such as labor, equipment, and maintenance) of the rate it is certainly not sustainable to cover ongoing disposal and materials processing cost adjustments.

In recent years the solid waste industry has experienced unprecedented disposal and materials processing cost changes requiring a revamped approach to traditional cost models that relied solely on indices and not true realized costs. We have learned that the cost impacts are caused not only from changes in law but also commodity market conditions. These changes have been so impactful that hundreds of recycling facilities closed throughout the state in the past several years leaving many communities with limited recycling center options and haulers with extraordinary rate adjustments.

Given the uncertainty of disposal, materials processing, and recycling commodity values, it is unrealistic to expect a company to sustain absorbing cost increases for disposing/processing of materials that outpace a stated index. These direct verifiable costs should be considered and treated as pass through costs where increases and decreases are passed on to the generators. The following 5-year percentage change trend readily illustrates the basis for the concern.

Commodity	5 Year Tip Fee Change
Recycling	323.21%
Food waste	47.83%
Green waste	28.24%
Landfill	14.80%

All Urban Consumers (CUUR0000SAOL1E), all items less food and energy – U.S. City Average 10.5%

A sustainable rate adjustment methodology is one where the hauler’s costs for service are adjusted by an index and materials disposal and processing are based upon actual costs and actual volumes for the prior year. This is a common practice used in many other Southland cities. Burrtec requests the changes as indicated in the provided redline and in the requested replacement Exhibits 3A – 3F.

**Article 6.5 Extraordinary Adjustments**

In an effort to maintain sustainable services in the event of an infrequent or unusual extraordinary event, Burrtec requests the changes as indicated in the provided redline.

**Section 8.2.9 Compilation of Information for State Law Purposes**

Burrtec requests the change as indicated in the provided redline to provide additional explanation and clarity.

**Section 8.3.2 Monthly Reports**

Option 1 - Item 7 Option 2 - Item 5

Burrtec requests the change as indicated in the provided redline to provide additional explanation and clarity.

## Proposal Summary – BURRTEC WASTE INDUSTRIES (BURRTEC)

### Section 8.3.4 Financial Statements

As a privately held company Burrtec is unable to release financial statements that could be subject to a public records request. Burrtec is willing to provide financial statements for review in a setting that provides the City the necessary information it seeks. No copies, reproductions, pictures, or re-creations will be allowed to be retained by the City or Consultant. Burrtec respectfully requests the changes as indicated in the provided redline.

### Section 8.5 Right to Inspect Records

As a privately held company Burrtec is unable to release records that could be subject to a public records request. Burrtec is willing to provide documents for review in a setting that provides the City the necessary information it seeks. No copies, reproductions, pictures, or re-creations will be allowed to be retained by the City or Consultant. Burrtec respectfully requests the changes as indicated in the provided redline.

### Section 9.1 Indemnification

Burrtec requests the changes as indicated in the provided redline. The proposed changes are intended to provide reasonable protection for the City without unfairly allocating risks arising from actions of the City to the Franchisee. Franchisee should be responsible for performance under the Agreement, and its acts, errors or omissions. Conversely, the City should be liable for its own negligence. Having the City only be liable for its “sole negligence” or willful misconduct is not reasonable. The effect would be that a problem could be caused 99% by the City and yet the Franchisee would have sole responsibility for the problem. By default, under California law, liability is shared according to relative fault. The language of Section 9 already provides that the Franchisee will have a duty to defend, so allowing the City or its employees to hire their own attorney and agreeing to write a blank check is neither necessary nor reasonable.

### Section 9.2 - Hazardous Waste Indemnification A 1 and 2

Burrtec requests the change as indicated in the provided redline to provide additional clarity.

### Section 9.3 CalRecycle Indemnification and Guarantee

Burrtec requests the change as indicated in the provided redline to provide additional clarity.

### Section 9.5 Insurance

It should be noted that the requirement for all insurers to be admitted in California might not be achievable. Some coverages, such as environmental liability, are primarily written by surplus lines (also known as non-admitted) insurers. Any insurer that provides the required coverage under this proposed agreement will meet or exceed the A.M. Best’s rating requirement of A – VII.

Burrtec requests the changes for these subsections as indicated in the provided redline

9.5.A.a

9.5.A.a.(2)

9.5.A.b.(1)

9.5.A.b.(2)

9.5.C

9.5.D

9.5.G

### Article 10 City’s Right to Perform Service

The extraordinary remedy provisions of Article 10 do not make sense for either the Franchisee or the City. Taking possession of the Franchisee’s land, equipment and other property presents legal and logistical issues for both the Franchisee and the City. The City does not have licensed commercial drivers for the trucks and qualified equipment operators and the Franchisee cannot guarantee that its employees will be willing to work for the City. The City would not have insurance coverage for the land, equipment, and other property. The Franchisee’s insurance will not cover any such property once it has surrendered possession to the City and would be a breach of the Franchisee’s credit facility to do so. In short, the provision, while superficially seeking to provide additional remedies to the City, is simply unworkable from a practical sense. Burrtec requests the change indicated in the provided redline.

### 11.1. Events of Default

Burrtec requests redline changes as submitted to provide consistency throughout the agreement with other requested changes herein. Burrtec requests sections P and Q be deleted.

**Proposal Summary – BURRTEC WASTE INDUSTRIES (BURRTEC)**

	<p><b>11.3. Notice, Hearing and Appeal of Franchise Breach</b> Burrtec requests redline changes as submitted to provide consistency throughout the agreement with other requested changes herein.</p> <p><b>11.4 Liquidated Damages</b> Burrtec requests redline changes as submitted to provide consistency throughout the agreement with other requested changes herein. The provided redline language also requests reasonable notice and cure opportunities prior to assessing LD's.</p> <p><b>11.7 Assurance of Performance</b> While additional assurances of performance might make sense in connection with the sales of goods under the Commercial Code, it does not make sense in the context of a services contract, particularly where the Franchisee has already provided the City with a performance bond and a performance letter of credit. Burrtec requests that this section be deleted.</p> <p><b>12.5 Assignment</b> As a multi-generation family owned and operated company, Burrtec requests the changes as indicated in the provided redline to reflect that family transfers of stock are specifically excluded from the Assignment provision and shall not be subject to City consideration and consent.</p> <p><b>12.5 (b)</b> Burrtec recognizes that the City would incur expenses related to a Franchise transfer and the requested reimbursement of its incurred expense as described in 12.5.(a). Burrtec does not see a need to provide the City with additional funds over and above any incurred costs and asks that this section be deleted.</p> <p><b>12.6 Affiliated Companies</b> In an effort to maintain consistency throughout the agreement and with other requested changes, Burrtec requests the changes as indicated in the provided redline.</p> <p><b>12.17 Compliance with Municipal Code</b> Burrtec requests the change as indicated in the provided redline to provide additional clarity</p> <p><b>(3) REPLACEMENT EXHIBITS</b> Burrtec requests current Contract Exhibits be replaced with the submitted Exhibits 3A &amp; 3B Rate Adjustment Formula are replaced with Exhibits 3A – 3F Exhibit 8 Processing, Transfer and Disposal Services and Facility Standards</p>
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**Proposal Enhancements**

ENHANCEMENTS
<p>One electric-powered collection vehicle. \$0.70 (\$0.78 grossed up) savings to residential customers for quarterly vs monthly billing.</p>

**Workers Compensation Experience Modification Rate**

2018	2019	2020
0.87	0.82	0.99

Proposal Summary – REPUBLIC SERVICES OF SOUTHERN CALIFORNIA, LLC (Republic)

**Proposer Overview**

CORPORATE HEADQUARTERS	GUARANTOR (PARENT COMPANY)	TYPE OF FINANCIAL STATEMENTS
Phoenix, AZ	Republic Services	Audited 2020 Available: <a href="https://investor.republicservices.com">https://investor.republicservices.com</a>

**Financial Information**

ANNUAL COMPANY REVENUE	CHINO HILLS CONTRACT REVENUE AS PERCENTAGE OF TOTAL COMPANY REVENUES
\$10.2 Billion (2019)	Less than 1%

**Experience**

OVERALL EXPERIENCE
<p>Republic Services of Southern California, LLC is a wholly owned subsidiary of Republic Services, Inc., the second largest solid waste service provider in the USA.</p> <p>Republic has been providing waste collection and recycling services in Southern California for over 70 years. Republic has exclusive contracts with 26 municipalities in Orange County and Los Angeles County. Republic has been Chino Hills’ exclusive solid waste service provider for over 19 years. Republic’s proposal included the following references for municipalities in Los Angeles County: Alhambra, Bell, Compton, Cudahy, Hawthorne, Inglewood, Lawndale, City of Los Angeles, Rolling Hills, Rosemead, San Fernando, and Santa Fe Springs. Orange County: Anaheim, Brea, Fountain Valley, Fullerton, Garden Grove, Huntington Beach, Los Alamitos, Newport Beach, Orange, Placentia, Seal Beach, Villa Park, and Yorba Linda.</p>

RESIDENTIAL COLLECTION EXPERIENCE
<p>Republic provides residential automated cart collection service under exclusive agreements in the cities of Alhambra, Anaheim, Bell, Brea, Chino Hills, Compton, Cudahy, Fountain Valley, Fullerton, Garden Grove, Hawthorne, Huntington Beach, Inglewood, Lawndale, Los Alamitos, Placentia, Rolling Hills, Rosemead, San Fernando, Santa Fe Springs, Seal Beach, Villa Park, and Yorba Linda.</p>

BIN COLLECTION EXPERIENCE
<p>Republic provides commercial bin collection service under exclusive agreements in the cities of Alhambra, Anaheim, Bell, Brea, Chino Hills, Compton, Cudahy, Fountain Valley, Fullerton, Garden Grove, Hawthorne, Huntington Beach, Inglewood, Lawndale, Los Angeles, Los Alamitos, Placentia, Rosemead, San Fernando, Santa Fe Springs, Seal Beach, Villa Park, and Yorba Linda.</p>

SERVICE TRANSITION EXPERIENCE
<p>Republic provided service transition citations for the cities of Hawthorne, Inglewood, Los Angeles, and San Fernando.</p>

Proposal Summary – REPUBLIC SERVICES OF SOUTHERN CALIFORNIA, LLC (Republic)

**Legal Disclosures**

# OF LEGAL DISCLOSURES	SUMMARY OF LEGAL DISCLOSURES
2	<p>City of Maywood v. Consolidated Disposal Service, LLC; Republic Services, Inc. (correct legal entity).                      Plaintiff alleged that Republic failed to remit several years’ worth of utility user taxes to the City, and improperly overcharged customers in the City of Maywood.                      Date resolved: December 2019                      Outcome: Settled and dismissed</p> <p>City of Milpitas v. City of San Jose/Republic Services Inc., International Disposal Corp of California, Browning-Ferris Industries, Los Esteros Ranch, LLC.                      City of Milpitas is challenging the certification of an environmental impact report for the “Newby Island Sanitary Landfill and The Recycling Rezoning Project” by the City of San Jose, and the City of San Jose’s subsequent approval of the project based on the EIR. The project proposed a planned development rezoning of the landfill and recycling.                      Date resolved: May 2018                      Outcome: Matter resolved.</p>

**Facilities**

OPERATING FACILITY/LOCAL OFFICE
<p>Administrative Offices – 1235 North Blue Gum St, Anaheim, CA                      Operating Facility – 12949 Telegraph Rd., Santa Fe Springs, CA                      Customer Service – 1235 North Blue Gum St, Anaheim, CA                      Maintenance Yard – 1235 North Blue Gum St, Anaheim, CA</p>

DISPOSAL SITES
<p><u>Orange County Waste and Recycling Landfill System</u>                      Tip fee: \$31.68/ton</p>

TRANSFER FACILITY
<p><u>CVT Regional Material Recovery Facility and Transfer Station</u> – 277 E. Gretta Lane, Anaheim, CA. Owned and operated by Republic.                      Tip fee for transfer and disposal: \$87.47/ton.</p>

PROCESSING FACILITIES
<p><u>CVT Regional MRF</u> – 2775 E. Gretta Lane, Anaheim. Owned and operated by Republic.</p>

**Proposal Summary – REPUBLIC SERVICES OF SOUTHERN CALIFORNIA, LLC (Republic)**

Materials to be processed: source separated recyclables, source separated organics/clean food, and construction and demolition (C&D) debris

Tip fees: Source separated recyclables - \$115.00/ton; source-separated organics/clean food – \$110.00/ton; and, C&D – \$99.75/ton

Estimated diversion rates: Source separated recyclables 60% - 75%; source-separated organics/clean food 85% - 95%; and, C&D 75% - 85%

Kochergen Farms Composting – Avenal, CA. Republic partnership.

Materials to be processed: Yard waste and food waste

Tip fee: \$98.00/ton

Estimated diversion rate: 85% - 95%

Agromin Chino – 8100 Chino-Corona Road, Chino CA 91708 / Co-owned and operated by Republic.

Materials to be processed: Yard waste and food waste

Tip fee: \$110.00/ton

Estimated diversion rate: 80% - 95%.

**Customer Service/Call Center Procedures**

PLAN			
Customer service representatives are located in Republic’s Orange County call center. The local call center hours are Monday through Friday 7am to 6pm, and Saturday from 7am to 3pm. In addition, Republic has three national call centers which are staffed from 7am to 7pm PST, and five hours on Saturdays. The call centers will have direct communication with the Chino Hills’ hauling team.			
Average time a customer is on hold: April 2020 – 14 seconds, May 2020 – 27 seconds			
Response time to complete a work order from time of request: Republic cites “one call resolution” where work order is completed by the end of the phone call.			
Service	Commercial	Industrial	Residential
Delivery	Two business days	Next business day	Next business day
Removal	Two Business Days	Next business day	Next service day
On Call / Extra	Next Business Day	Next business day	Next service day
Exchange	Two Business Days	Next business day	Next service day
Missed Pick Up	Next business day and escalation to operations	Next business day and escalation to operations	Next business day and escalation to operations
Relocate	Next business day	Next business day	Next business day

**Equipment**

COLLECTION VEHICLES
RFP Compliance Option: New vehicles at initiation of services.
Residential Alternative Option: Model year 2016 or newer.
<u>Cart Collection</u>

**Proposal Summary – REPUBLIC SERVICES OF SOUTHERN CALIFORNIA, LLC (Republic)**

Peterbilt Chassis CNG Engine – Sideloader <u>Bin Collection</u> Peterbilt Chassis CNG Engine – Frontloader <u>Roll-Off/Debris Boxes/Compactors</u> Peterbilt Chassis CNG Engine
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**Carts**

CARTS
Manufacturer: Schaefer Cart sizes: Standard size: 96 with option to select 35 or 65-gallon carts. Color of carts and lids: Refuse – Black. Source-separated recyclables – Blue. Organic waste – Green. Injection-molded carts. New at initiation of services.

**Minimum Diversion Rate**

DIVERSION RATE FOR ALL HAULER-COLLECTED SOLID WASTE
Section 12 and Attachment 4: 30%.

**Recyclable Material Program**

RECYCLABLE MATERIAL PROGRAM
<u>Residential and Commercial</u> : Source-separated recyclable material program collected in blue containers.

**Organic Waste Recycling Program**

ORGANICS COLLECTION
<u>Residential/Multi-Family Cart Customers</u> : Option of 64 or 96-gallon green cart for commingled yard waste and food waste. <u>Commercial/Multi-Family Bin Customer</u> : Source separated option of 64 or 96-gallon green cart, or 1 or 2 cubic yard green containers.

**Food Recovery Assistance**

FOOD RECOVERY ASSISTANCE
Republic has 6 food recovery partnerships in Los Angeles and Orange counties which have diverted over 1 million pounds of food since 2017. Republic will partner with Abound Food Care to create a dedicated food recovery program for the City of Chino Hills which will collect edible food from local businesses and redirect the food back into the community for residents and families in need.

**Proposal Summary – REPUBLIC SERVICES OF SOUTHERN CALIFORNIA, LLC (Republic)**

Abound Food Care and other Republic Services partnerships monitor tracking of diverted materials for the City. Donors are provided with reports upon request of the food recovery agency and can work with their accounting departments to claim a tax deduction. Tracking diverted food will also help track the State’s progress toward achieving at least 20% recovery of discarded edible food.

Republic, and its partners, will: educate commercial edible food generators on SB 1383 and the food recovery program; monitor compliance; and fund the program through a cents-per-pound reimbursement on new food collected through program and distributed to people.

Republic will comply with Section 4.3.13 of the Draft Agreement by identifying the Tier 1 and Tier 2 customers. Republic will and conduct annual reviews of these customers and provide a report of findings to the City.

**Provision of Recovered Organic Waste Products**

**PROVISION OF RECOVERED ORGANIC WASTE PRODUCTS**

Republic will distribute compost free of charge to City facilities, customers, and schools. Additionally, Republic may offer a purchasing agreement to distribute compost back to local farmers and apply these purchasing credits toward contract compliance, pending parameters to be set by CalRecycle regarding gifts of public funds for for-profit entities.

**Optional Program: Street Sweeping**

**OPTIONAL PROGRAM: STREET SWEEPING**

Republic will partner with Dickson Street Sweeping to provide street sweeping services to the City. Dickson was established in 1950, and provides street sweeping services for several of Republic’s franchises.

**Employment of Prior Contractor Employees**

**PLAN**

Republic is the incumbent service provider.

**Proposed Exceptions to Franchise Agreement**

NUMBER OF EXCEPTIONS	DESCRIPTION OF EXCEPTIONS TAKEN
8 and 11 items that Republic would like to discuss	<p><b>6.4.2.1 Cost and Component and Rate Adjustment Indexes</b></p> <p>Republic Services is concerned that the methodology outlined in the draft agreement may not allow revenues to keep pace with our costs. We recommend moving to <a href="#">Consumer Price Index series CUUR0000SEHG CPI-U Water and Sewer and Trash (WST) collection services, US City Average</a>, seasonally adjusted and calculating the annual adjustment be the percentage change of the prior 12-month average and the preceding year 12-month average.</p> <p><i>Suggested Language: The Annual Percentage Change in the CPI-U WST shall be calculated as the Average Index Value for the 12-month period ending December 31 of the then-current Rate Period minus the Average Index Value for the 12-month period ending December 31 of the most-recently completed Rate Period and the result of which shall be divided by the Average Index Value for the 12-month period ending December 31 of the most recently completed Rate Period.</i></p> <p style="text-align: center;"><i>For example, if the Franchisee is calculating the Total Other Costs in January 2020 to be effective for Rate Period Seventeen (July 2020 through June 2021), the Annual Percentage Change for the CPI-U would be calculated as follows:</i></p> <p style="text-align: center;"><i>[(Average CPI-G for January 2019 through December 2019) minus (Average CPI- U for January 2018 through December 2018)] divided by (Average CPI-U for January 2018 through December 2018)</i></p> <p><i>The calculated Annual Percentage Change shall be carried to three places to the right of the decimal and rounded to the nearest thousandths.</i></p>

## Proposal Summary – REPUBLIC SERVICES OF SOUTHERN CALIFORNIA, LLC (Republic)

### **Section 2.10 City's Right to Direct Changes**

To ensure Republic Services is appropriately compensated for any change in scope, Republic Services requests the following language;

Suggested Language: *City may direct Franchisee to perform additional services (including new Diversion programs, etc.) or modify the manner in which it performs existing services or bills for services. Pilot programs and innovative services which may entail new Collection methods, and different kinds of services and/or new requirements for Generators are included among the kinds of changes which City may direct. Franchisee acknowledges that State law may increase the Diversion requirement during the term of this Agreement and Franchisee agrees to propose services to meet such Diversion requirements. Franchisee shall be entitled to an adjustment in its Franchisee's compensation for providing such additional or modified services, if Franchisee demonstrates that its cost of service would increase. Adjustment to Franchisee Compensation as a result of the City's Right to Direct Changes as described in the Section will not be unreasonably denied, modified, or delayed. Any adjustment will be subject to meeting the provisions of Proposition 218. City may utilize cost components included in the Franchisee's Proposal in calculating equitable rate adjustments. If City and Franchisee cannot agree on compensation for new or additional services, then City may contract with other parties for such services, which shall be considered exempt from the exclusivity provisions of Section 2.2. If Franchisee cannot receive agreed to compensation due to Proposition 218 restrictions, Franchisee will not be required to implement additional services.*

#### **2.10.4 Flow Control Option**

Republic Services requests adding the below sentence to the first paragraph.

Suggested Language: *Adjustments to Franchisee Compensation as a result of the City directs Franchisee to a Facility other than Approved Facility as described in this Section, will not be unreasonably rejected, modified, or delayed.*

#### **4.4.11 Franchisee Warranty of Recovered Organic Waste Products**

Republic Services requests the City allow Franchisee to meet the pathogen requirements of CalRecycle.

Suggested Language: *Franchisee shall provide assurance through the execution of a liability waiver stating that all organic waste products provided by the Franchisee and used within the City are free from pathogens as defined by Calrecycle with the following quality control protocol: United States Composting Council guidelines requiring testing that demonstrated fecal coliform levels of <1000 MPN/gram of dry compost or Salmonella < 3MPN/4 grams of dry compost. The Franchisee shall indemnify and hold harmless the City against any claims arising from contaminated recovered organic waste products provided by the Franchisee as set forth in Section 4.4.11*

#### **4.7.2 Missed Pickups**

Republic Services requests collecting missed pickup on the same day if notified by 12:00 pm. Suggested Language: *When notified of a missed pickup by ~~3:00 pm~~ 12:00 pm, the Franchisee shall Collect the Refuse, Recyclable Materials, and/or Organic Waste that was not Collected the same day by 5:00 pm. If notified after ~~3:00 pm~~ 12:00 pm, Collection must take place no later than noon of the next Collection day (excludes only Sundays and holidays listed in Section 4.7.1 and, for Residential Cart Customers, Saturday).*

#### **4.7.3.B Vehicles – Specification**

Republic Services requests modification of the Section to allow for the inclusion of other low- emission vehicles such as CNG. Currently, RNG meeting the requirement of the RFP supply is extremely limited. Republic Services suggest allowing CNG, and if RNG meeting the requirement of the RFP becomes available, the Franchisee switch to RNG.

Suggest Language: *Specifications. Vehicles shall be new (model year 2021 or later) upon initiation of Services under this Agreement. Furthermore, Franchisee shall operate no vehicles within the City over 10-years in age during the term of this Agreement should this Agreement be extended beyond the initial term and extended as described in Sections 2.4 and 2.5. All Collection vehicles used by Franchisee under this Agreement, excluding spares, Roll-off Box Collection vehicles, scout vehicles, supervisor vehicles, Container delivery and other specialty vehicles used on a sporadic basis, shall be powered by Renewable Natural Gas (RNG) or Compressed Natural Gas and the Franchisee shall make best efforts to utilize Collection vehicles powered by Renewable Natural Gas (RNG) generated by a publicly-owned treatment works in-vessel digestion Facility or powered by RNG that is purchased through a wheeling agreement with a party(ies), provided that the wheeling agreement is for purchase of gas derived from Organic Waste that has been Diverted from a Landfill and Processed at an in- vessel digestion Facility that is permitted or otherwise authorized by 14 CCR to Recycle Organic Waste and meets SB 1383 requirements. Franchisee shall make best efforts*

## Proposal Summary – REPUBLIC SERVICES OF SOUTHERN CALIFORNIA, LLC (Republic)

~~to power Collection vehicles with RNG throughout the Term of this Agreement at no additional cost to the Franchisee and shall annually provide City with an update on efforts to utilize RNG; this update shall be in writing and provided by June 30 of each year. Franchisee shall also provide an update on RNG available for Collection vehicle use upon City's request. Upon City's request, Franchisee shall obtain and provide the City with a written certification by an authorized representative of the publicly owned treatment works or the wheeling agreement service provider certifying that the in-vessel digestion Facility produces the RNG consistent with the requirements of 14 CCR Section 18993.1(h). Contractor shall maintain records of the amount of RNG purchased and shall report this information in accordance with Exhibit C.3.B. Contractor agrees that the City retains the right to report the Contractor's purchase of RNG~~

~~toward the City's fulfillment of its annual recovered Organic Waste product procurement target, in accordance with SB 1383, 14 CCR Section 18993.1.. generated by the (insert name of publicly owned treatment works in vessel digestion Facility) or powered by RNG that is purchased through a wheeling agreement with a Party(ies), provided that the wheeling agreement is for purchase of gas derived from Organic Waste that has been Diverted from a landfill and Processed at an in-vessel digestion Facility that is permitted or otherwise authorized by 14 CCR to Recycle Organic Waste and meets SB 1383 requirements. Franchisee~~

~~shall comply with this requirement no later than insert date. Upon City's request, Franchisee shall obtain and provide the City with a written certification by an authorized representative of the publicly owned treatment works or the wheeling agreement service provider certifying that the in-vessel digestion Facility produces the RNG consistent with the requirements of 14 CCR Section 18993.1(h). Franchisee shall maintain records of the amount of RNG purchased and shall report this information in accordance with Section 8.3.3. Franchisee agrees that the City has the right to report this RNG usage toward the City's fulfillment of its annual recovered Organic Waste product procurement target in accordance with 14 CCR Section 18993.1. Spares vehicles, Roll-off Box Collection vehicles, scout vehicles, supervisor vehicles, Container delivery and other specialty vehicles used on a sporadic basis, shall may be powered by Compressed Natural Gas or RNG for the term of the Agreement. Such vehicles must be registered with the California Department of Motor Vehicles and shall have water-tight bodies designed to prevent leakage, spillage or overflow. At all times during the term of this Agreement, Franchisee's Collection vehicles shall comply with South Coast Air Quality Management District Requirements and the California Air Resource Board requirements as they are currently in force and as they may be approved for Refuse removal vehicles, as well as other Federal, State and local laws and regulations that may be enacted during the term of this Agreement.~~

### **5.1.2 Residential and Multi-Family Premises Cart Billing**

Republic Services request the ability to bill all Customers receiving Cart service within the City's boundaries quarterly. Billing quarterly is standard practice in the industry and provides a cost-saving to ratepayers.

Suggested Language: Franchisee shall perform the Billing and processing of payments for all Customers receiving Cart service within the City's boundaries on a ~~monthly~~ quarterly basis no sooner than the first day of the service period to be billed for. City shall not be responsible for or participate in the collection of charges for these services. All bills must carry a due date, not "due upon receipt," and shall be due no earlier than the forty-fifth (45th) day from the date of the billing. Non-payment will be handled in accordance with Section 5.1.5.

### **6.5 Extraordinary Adjustment**

Republic Services' suggested language below attempts to clarify that any change in a direct per ton fee assessed at the disposal site by federal, state, or local regulatory agencies is in effect a pass through. Once the Franchisee establishes and documents the increased cost, the City will allow the Franchisee to pass through the increased cost to the ratepayers.

Suggested Language: Subject to the conditions and limitations in Proposition 218 and Government Code Section 53756, Franchisee or City may request an adjustment to maximum rates at reasonable times other than that allowed under Section 6.3 in the event of extraordinary changes in the cost of providing service under this Agreement. Such changes shall not include changes in Recyclable Materials or Organic Waste Processing costs or, changes in the market value of Recyclable Materials from the values assumed in Franchisee's Proposal (except as noted below), inaccurate estimates by the Franchisee of its proposed cost of operations, unionization of Franchisee's work force, or change in wage rates or employee benefits. Franchisee may request an extraordinary rate increase for a change recyclable commodity value if the combined total value sold of all recyclable commodities (excluding C&D and Organics), including CRV, is less than zero for a calendar year. Franchisee shall be entitled to an extraordinary

## Proposal Summary – REPUBLIC SERVICES OF SOUTHERN CALIFORNIA, LLC (Republic)

*adjustment based on changes in a direct per ton fee assessed at the Disposal Site by federal, State or local regulatory agencies after the Effective Date. City shall adjust Rates accordingly based on Franchisee submittal of cost information with sufficient documentation of the effect of the change, and without preparing a full schedule documenting the extraordinary cost. Extraordinary rate adjustments shall only be effective after approval by City Council, may not be applied retroactively, and shall undergo a majority protest process under Proposition 218 if such adjustments increase rates above those currently in effect.*

*For each request for an adjustment to the maximum rates that Franchisee may charge Customers brought pursuant to this section Franchisee shall prepare a schedule documenting the extraordinary costs. Such request shall be prepared in a form acceptable to City with support for assumptions made by Franchisee in preparing the estimate. Franchisee shall also submit a schedule showing how its total costs and total revenues have changed over the past three years for the services provided under this Agreement.*

### Items Republic Would Like to Discuss:

We believe the below suggested changes and comments, do not change the intent or cost of the provided services. We look forward to discussing these changes further.

#### **1.23 Bulky Items**

Republic Services request clarify bulky items definition. The current definition includes “debris from building remodeling, rocks, sod, and earth.” The definition goes on to state, “Bulky Items do not include car bodies, tires, Construction and Demolition Debris, or items requiring more than two Persons to remove.” Therefore, Republic Services request not to include debris from building remodeling, rocks, sod, and earth.

#### **Section 4.4.12 Abandoned Item Collection**

Republic Service requests placing a cap on the number of abandoned items collected for no additional charge. This has not been an issue in the past, and we suggest a cap that does not exceed the historical average by ten percent.

#### **4.7.3.D Cleaning and Maintenance & 4.7.3.E Operation**

The draft agreement makes the Company responsible for damages to driving surfaces, curbing, and other surfaces even if this damage is not caused by the Company’s negligence or willful misconduct. Republic Services request limiting the Company’s liability to damage caused by the Company’s negligence or willful misconduct.

#### **4.7.3.G Cart Labeling and Hot Stamping**

Republic Services request additional discussion and clarification on the placement of cart labels on the inside of the cart lids.

#### **4.9 Transportation of Solid Waste**

The Agreement states, “Franchisee agrees to make all reasonable efforts to separate Recyclable Material and Organic Waste from Refuse for Diversion from landfill Disposal.” Republic requests clarification on the City’s expectation of separating Recyclable Material and Organic Waste from Refuse. Republic is not proposing sending the Refuse through mixed waste processing.

#### **5.1.3 Multi-Family Premises with Bin Service, Commercial Premises, Roll-off, and Temporary Services Billing**

Republic Services request additional discussion and clarification regarding the billing of shared services. Shared billing creates a significant amount of administrative burden to determine the appropriate share of payment for each business, recalculating payment for each business as a business moves or closes, and how to collect if one business does not pay.

#### **5.1.2 Customer Service Office**

Republic Services requests discussion regarding maintaining office hours on Saturday from 7:00 am to 5:00 pm. We request maintaining office hours on Saturday from 7:00 am to 3:00 pm. Call volume from 3:00 pm to 5:00 pm on Saturday is negligible, and customers have 24-hour access to their account through our website and app.

#### **5.4.1.1.D Notice of Assessment of Contamination Fees**

Republic Services request the ability to charge a contamination fee for every instance of contamination. A strong contamination monitoring program with effective contamination fees is critical in developing sustainable recycling and organic programs. We want to discuss this topic further and create a fair and equitable program but penalize those customers that increase the system cost for all customers.

**5.4.1.3.A Prescribed Contamination Monitoring – Methodology and Frequency** Allowing ten percent (10%) contamination in the green cart is a significant level of contamination. Therefore, Republic Services suggests lowering the acceptable contamination for the green cart to three percent (3%).

#### **9.2 Hazardous Material Indemnification**

Republic Services suggests the following change in B:

Proposal Summary – REPUBLIC SERVICES OF SOUTHERN CALIFORNIA, LLC (Republic)

- B. Franchisee’s obligations pursuant to this section shall apply, without limitation, to:
  - 1. any Claims brought pursuant to or based on the provisions of any Environmental Law;
  - 2. any Claims based on or arising out of or alleged to be arising out of the ownership, use, lease, sale, design, construction, maintenance or operation of Franchisee of any Facility **used by the Franchisee in the performance of the Services;**
  - 3. any Claims based on or arising out of or alleged to be arising out of the marketing, sale, distribution, storage, Transportation, Disposal, Processing or use of any materials recovered by Franchisee;
  - 4. any Claims based on or arising out of or alleged to be arising out of any breach of any express or implied warranty, representation or covenant arising out of or in connection with this Agreement.

**9.5 Insurance**

Republic Services request the following changes:

Insurance

City does not, and shall not, waive any rights against Franchisee which it may have by reason of the aforesaid defense and hold harmless agreements, because of acceptance by City or the deposit with City by Franchisee of the insurance policies described in this provision.

- A. Insurance Requirements. Franchisee shall provide and maintain insurance acceptable to the City Attorney in full force and effect throughout the term of this Agreement, against claims for injuries to Persons or damages to property which may arise from or in connection with the performance of the work hereunder by Franchisee, its agents, representatives or employees. Insurance is to be placed with insurers with a current A.M. Best's rating of no less than A: VII. Franchisee shall provide the following scope and limits of insurance:
  - a. Minimum Scope of Insurance. Coverage shall be issued by an insurer with a Best A.- VII-rated company which is California-admitted, and shall be at least as broad as;
    - (1) Insurance Services Office form Commercial General Liability coverage (Occurrence Form CG 000 1) **(04/13)**;
    - (2) Insurance Services Office form number CA 0001 ~~(Ed. 1/87)~~ covering Automobile Liability, including code I "any auto" ~~and endorsement CA 0025, or equivalent forms subject to the written approval of the CITY,~~ and
    - (3) Workers' Compensation insurance as required by the Labor Code of State of California and Employees Liability insurance and covering all **Employees** providing services on behalf of the Franchisee and all risks to such Persons under this Agreement.
  - B. Other Insurance Provisions. Insurance policies required by this Agreement shall contain the following provisions:
    - C. Workers' Compensation and Employer's Liability Coverage. Unless the City Manager otherwise agrees in writing, the insurer shall agree to waive all rights of subrogation against City, its officers, officials, employees and agents for losses arising from work performed by Franchisee for City.
      - a) "City, its officers, elective and appointive boards, commissions, employees, and agents are additional insureds on this policy." "This policy shall be considered primary insurance as respects any other valid and collectible insurance maintained by City, including any self-insured retention or program of self-insurance, and any other such insurance shall be considered excess insurance only."
      - c) **Unless separation of Insured is included in the policy form** "Inclusion of City as an **additional** insured shall not affect City's rights as respects any claim, demand, suit or judgment brought or recovered against Franchisee. This policy shall protect Franchisee and City in the same manner as though a separate policy had been issued to each, but this shall not operate to increase Franchisee's liability as set forth in the policy beyond the amount shown or to which Franchisee would have been liable if only one party had been named as an insured."

Renewal certificates will be furnished at time of policy renewal to City to as required throughout the Term of this Agreement.

Proposal Summary – REPUBLIC SERVICES OF SOUTHERN CALIFORNIA, LLC (Republic)

**Proposal Enhancements**

ENHANCEMENTS
<p><b><u>Recycling Coordinators</u></b>                      Republic will dedicate 2 recycling coordinators to the City of Chino Hills.</p> <p><b><u>Donation</u></b>                      Republic will donate \$30,000 per year to the Chino Hills Community Foundation.</p> <p><b><u>Annual Scholarships</u></b>                      Republic will offer 5 1,000 scholarships per contract year to college bound seniors attending any high school in Chino Hills. To apply, students must submit an essay on an environmental theme.</p> <p><b><u>Community Events</u></b>                      Republic will donate \$20,000 per contract year to support community events.</p>

**Workers Compensation Experience Modification Rate**

2018	2019	2020
0.91	0.86	1.06

Proposal Summary – URBASER/AMERICAN RECLAMATION (URBASER/AR)

**Proposer Overview**

CORPORATE HEADQUARTERS	GUARANTOR (PARENT COMPANY)	TYPE OF FINANCIAL STATEMENTS
American Reclamation – 4560 Doran Street, Los Angeles Urbaser – 1460 Maria Lane, Suite 260, Walnut Creek	Urbaser S.A.	Urbaser - Audited 2020

**Financial Information**

ANNUAL COMPANY REVENUE	CHINO HILLS REVENUE AS PERCENTAGE OF TOTAL COMPANY REVENUES
Urbaser 2.3B €	Less than 1%

**Experience**

OVERALL EXPERIENCE
American Reclamation has partnered with Urbaser S.A., a global waste management firm servicing 30 countries and over 70 million customers as the corporate guarantor. Urbaser’s extensive collection and processing experience includes residential commercial exclusive franchise agreements with municipalities in four continents. American Reclamation has over 30 years of experience in the Southern California waste and recycling industry and has executed exclusive and non-exclusive franchise agreements throughout the region for the past 19 years. American Reclamations owns and operates and materials recovery facility and a composting facility in the City of Los Angeles.

RESIDENTIAL COLLECTION EXPERIENCE
American Reclamation, none cited in proposal. Urbaser cited single family and multi-family in over 30 countries (USA not included), including large metropolitan cities and rural cities, including Barcelona, Paris, London, Stockholm, Buenos Aires, Bahrein, and New Delhi. Urbaser indicates their residential experience is diverse and optimizes collection in every city they serve.

BIN COLLECTION EXPERIENCE
American Reclamation cites non-exclusive and open market commercial and multi-family collection services for the cities of Pasadena, Burbank, Calabasas, Commerce, El Segundo Glendale, Los Angeles, Malibu, Montebello, Santa Monica, and Vernon, in addition to multiple school districts in Southern California. American Reclamation has implemented two and three cart collection programs for their customers prior to SB 1383 requiring customers to be compliant. Urbaser cited international bin collection experience operating under exclusive franchise agreements.

SERVICE TRANSITION EXPERIENCE
American Reclamation: City of El Monte – Transition implementation and exit experience. Urbaser: <ul style="list-style-type: none"> <li>Madrid/Spain (2016) - Transition Implementation, 1,000,000 residents</li> <li>New Delhi, India (2016) - Transition Implementation 291,000 residences</li> </ul>

**Proposal Summary – URBASER/AMERICAN RECLAMATION (URBASER/AR)**

- Moron, Argentina (2015) - Transition of manual to automated collection 321,000 residents
- Sultanate of Omon (2016) - Transition Implementation 410,000 residents

Transition assistance:

- Montebello Unified School District
- Mount San Antonio College
- Metropolitan Transportation Authority
- Santa Monica-Malibu Unified School District
- Pasadena Unified School District
- Hollywood-Burbank Airport
- California Science Center
- State of California Dept of Parks and Rec: Malibu Creek, Los Encinos, Topanga, Will Rogers
- State Department of Corrections

**Legal Disclosures**

# OF LEGAL DISCLOSURES	SUMMARY OF LEGAL DISCLOSURES
1	<p><u>American Reclamation:</u> Resolved on December 20, 2013 between American Reclamation, Inc. and California OSHA for \$3,705.00.</p> <p><u>Urbaser:</u> None</p>

**Facilities**

OPERATING FACILITY/LOCAL OFFICE
<p>American Reclamation</p> <p>Maintenance and staging yard – 4560 Doran St., Los Angeles, CA</p> <p>Local office – 4560 Doran St., Los Angeles, CA</p> <p>Other operating facilities – American Reclamation – 5487 San Fernando Rd., Los Angeles, CA; 4510 Doran St., Los Angeles, CA</p>

DISPOSAL SITE
<p><u>El Sobrante Landfill</u> – 10910 Dawson Cyn. Rd., Corona, CA. Owned and operated by Waste Management</p> <p>Tip fee: \$41.74/ton</p>

TRANSFER FACILITIES
<p><u>West Valley MRF</u> - 13373 Napa St, Fontana, CA. Owned and operated by Burrtec.</p> <p>Tip fee: municipal solid waste (MSW) - \$62/ton; Organics - \$92/ton; Recyclables - \$50/ton; Construction and Demolition (C&amp;D) \$85/ton</p> <p>Estimated diversion rate: Organics – 95% - 100%; Recyclables – 72% - 85%; C&amp;D – 77%</p> <p><u>Pomona Valley MRF and Transfer Station</u> - 1371 East 9<sup>th</sup> St., Pomona - Owned and operated by Grand Central Recycling &amp; Transfer, Inc.</p> <p>Tip fee: MSW - \$68.50/ton; Organics - \$78/ton; Recyclables - \$58/ton</p> <p>Estimated diversion rate: MSW – 30%; Organics – 78% - 90%; Recyclables – 80%</p>

## Proposal Summary – URBASER/AMERICAN RECLAMATION (URBASER/AR)

Grand Central Recycling and Transfer Station – 999 Hatcher Avenue, City of Industry – Owned and operated by Valley Vista Services (VVS).

Tip fee: MSW - \$68.50/ton; Organics - \$78/ton; Recyclables - \$58/ton

Estimated diversion rate: MSW – 50+%; Organics – 78% - 90%; Recyclables – 80%

Azusa Transfer Station and MRF – 1501 W. Gladstone, Azusa – Owned and operated by Waste Management.

Tip fee \$68.50

Estimated diversion rate:

Puente Hills MRF - 13130 Crossroads Pkwy South, La Puente, CA – Owned and operated by LA County.

Tip fee: MSW - \$70.60/ton; Source-separated green waste - \$70.60/ton; Segregated food waste - \$70/ton

Estimated diversion rate: Segregated green waste and food waste 100%

### PROCESSING FACILITIES

American Reclamation Commingled Recyclables/C&D Processing – 4560 Doran St., Los Angeles, CA – Owned and operated by AR.

Tip fee: commingled recyclables - \$40/ton; C&D - \$65/ton; inerts - \$37.50/ton.

Estimated diversion rate: commingled recyclables – 81%; C&D - \$9%; inerts – 99% - 100%.

American Reclamation Compostable Materials Facility - 4510 Doran St., Los Angeles, CA – Owned and operated by AR.

Tip fee: Compostable materials, green waste and wood waste - \$45/ton.

Estimated diversion rate: 95% - 100%

Imperial Waste Products – Food Waste Processing Facility - 4085 Bain St., Mira Loma, CA.

Tip fee: Packaged Pre-Consumer Food Waste \$89 - \$100/ton

Estimated diversion rate: 95% - 100%

Viramontes Express: Organics Processing Facility

Tip fee: Green waste - \$25/ton

Estimated diversion rate: 97% - 100%

Agromin OC Green Material Composting – 8100 Chino-Corona Rd., Chino, CA

Tip fee: Green materials - \$60.25

Estimated diversion rate: 100%

Agromin Ontario Chip and Grind Organics Processing Facility – 8292 Edison Ave., Ontario, CA

Tip fee: Green materials - \$60.25

Estimated diversion rate:- 100%

West Valley MRF - 13373 Napa St, Fontana, CA

Tip fee: MSW - \$62/ton; Organics - \$92/ton; Recyclables - \$50/ton; C&D \$85/ton

Estimated diversion rate: Organics – 95% - 100%; Recyclables – 72% - 85%; C&D – 77%

Grand Central Recycling and Transfer Station – 999 Hatcher Avenue, City of Industry – Owned and operated by VVS.

Tip fee: Organics - \$78/ton; Recyclables - \$58/ton; MSW - \$68.50/ton.

Estimated diversion rate: MSW – 30%; Recyclables – 80%; Organics 78% - 90%

Azusa Transfer Station and MRF – 1501 W. Gladstone, Azusa. – Owned and operated by Waste Management.

**Proposal Summary – URBASER/AMERICAN RECLAMATION (URBASER/AR)**

<p>Tip fee: Organic waste and commingled recyclables - \$68.50/ton</p> <p>Estimated diversion rate: 50+%.</p> <p><u>Rialto BioEnergy Facility</u> – 503 East Santa Ana Ave., Rialto, CA. Owned and operated by Anaergia.</p> <p>Tip fee: TBD</p> <p>Estimated diversion rate: TBD</p> <p><u>Proposed Dirty MRF</u> - Owned and operated by AR.</p> <p>Estimated completion date: Fall of 2023</p>
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**Customer Service/Call Center Procedures**

PLAN
<p>Within 30 days of award of contract, URBASER/AR will locate a customer service office within the City of Chino Hills, and locally recruit CSRs.</p> <p>URBASER/AR has a least 6 customer service representatives available during business hours, and has proposed a customer service location in the City.</p> <p>Customer service hours are from 7am to 7pm Monday through Friday and 7am to 3pm on Saturdays.</p> <p>Average hold time is 1 minute 10 seconds. Maximum hold time is 3 minutes.</p> <p>Work orders received 12pm will be completed the same day; work order received after 12pm and before 4pm will be completed the next business day.</p>

**Equipment**

COLLECTION VEHICLES
<p>New CNG vehicles at initiation of service.</p> <p><u>Side Loader</u></p> <p>Peterbilt Chassis</p> <p>CNG/RNG Engine</p> <p><u>Front Loader</u></p> <p>Peterbilt Chassis</p> <p>CNG/RNG Engine</p> <p><u>Roll-Off/Debris Boxes/Compactors</u></p> <p>Peterbilt Chassis</p> <p>CNG/RNG Engine</p>

**Carts**

CARTS
<p>Manufacturer: Toter</p> <p>Cart sizes: 35, 60, and 96-gallon carts</p> <p>Color of carts and lids: "SB 1383 compliant colors"</p> <p>New carts at service initiation</p>

**Proposal Summary – URBASER/AMERICAN RECLAMATION (URBASER/AR)**

**Minimum Diversion Rate**

<b>DIVERSION RATE FOR ALL HAULER-COLLECTED SOLID WASTE</b>
Attachment 4 and Section 12: 51%

**Recyclable Material Program**

<b>RECYCLABLE MATERIAL PROGRAM</b>
<u>Residential and Commercial</u> : Source-separated recyclable material program collected in blue containers.

**Organic Waste Recycling Program**

<b>ORGANICS COLLECTION</b>
<u>Residential/Multi-Family Cart Customers</u> : Food waste commingled with green waste collected in green containers.
<u>Commercial/Multi-Family Bin Customers</u> : Source-separated in carts or bins collected in green containers.

**Food Recovery Assistance**

<b>FOOD RESCUE AND DONATION PROGRAM</b>
Urbaser/AR will comply with Section 4.3.13 of the Draft Agreement by identifying the Tier 1 and Tier 2 customers. Urbaser/AR will conduct annual reviews of these customers and provide a report of findings to the City.
Urbaser/AR will provide 35 and 60-gallon carts to edible food generators for the donation of food waste. Urbaser/AR will partner with local food banks to actively donate recovered food to these local charities. American Reclamation has already had these discussions with local food rescue non-profit's and will be a middle-man between generators and the food rescue sites.

**Provision of Recovered Organic Waste Products**

<b>PROVISION OF RECOVERED ORGANIC WASTE PRODUCTS</b>
Urbaser/AR will procure and provide to the City sufficient quantities of compost, mulch, and/or renewable natural gas to meet the City's per capita annual requirement. American Reclamation will fuel their collection vehicles with RNG.

**Optional Program: Street Sweeping**

<b>OPTIONAL PROGRAM: STREET SWEEPING</b>
Urbaser/AR will purchase street sweeping equipment if awarded the contract and will provide staffing to perform the service.

**Employment of Prior Contractor Employees**

<b>PLAN</b>
Urbaser/AR will invite all former employees of the City's previous waste hauler to submit job applications and undergo job interviews. AR will make offers of employment to all displaced job applicants qualified for available positions within the company. Urbaser/AR will hire local residents and will conduct interviews at our proposed customer service office in the City of Chino Hills.

**Proposal Summary – URBASER/AMERICAN RECLAMATION (URBASER/AR)**

**Proposed Exceptions to Franchise Agreement**

NUMBER OF EXCEPTIONS	DESCRIPTION OF EXCEPTIONS TAKEN
0	

**Proposal Enhancements**

ENHANCEMENTS
<p>\$250,000 City Stewardship Grant upon execution of the franchise agreement.</p> <p>Street sweeping provided at no additional charge.</p> <p>American Resource Recovery Zero Waste Program. 75% reimbursement of the cost for customers to participate in zero waste training by certified and accredited zero waste educators.</p> <p>Reusable instructional recycling bags at no additional charge to multifamily residents to assist in source-separating materials and transporting to collection area.</p> <p>Customer service office in Chino Hills.</p> <p>Distribution of 18-gallons of wood chips, mulch, or compost annually to Chino Hills customers upon request.</p> <p>Free Annual E-Waste Roundup Event for City of Chino Hills Customers &amp; Residents.</p> <p>Free Annual Tire Roundup Event for City of Chino Hills Customers &amp; Residents.</p> <p>Two mobile recycling centers on a monthly or quarterly basis at areas designated by the City.</p> <p>Sponsorship and promotion of either annual National Arbor Day and/or annual Earth Day Celebrations held by the City of Chino Hills.</p> <p>Monthly presentations to City schools to provide recycling education.</p> <p>Monthly public workshops presenting solid waste disposal instructions, recycling education, backyard composting training, and sustainability/conservation practices.</p> <p>Quarterly Chamber of Commerce, business associations, and/or fraternal organics presenting on recycling and organics diversion.</p>

**Workers Compensation Experience Modification Rate**

2018	2019	2020
1.0	1.0	1.21

**Proposal Summary – VALLEY VISTA SERVICES (VVS)**

**Proposer Overview**

CORPORATE HEADQUARTERS	GUARANTOR (PARENT COMPANY)	TYPE OF FINANCIAL STATEMENTS
City of Industry	Zerep Management Corporation	Audited 2020

**Financial Information**

ANNUAL COMPANY REVENUE	CHINO HILLS CONTRACT REVENUE AS PERCENTAGE OF TOTAL COMPANY REVENUES
\$67.5M	16%

**Experience**

OVERALL EXPERIENCE
VVS, a family-owned business, has been providing waste collection and recycling services in Southern California for over 60 years. VVS cites seven exclusive municipal agreements with jurisdictions in Los Angeles County and one exclusive agreement in Orange County.

RESIDENTIAL COLLECTION EXPERIENCE
VVS provides residential automated cart collection service under exclusive agreements in the cities of Industry, La Puente, Walnut, El Monte, Cypress, and the Los Angeles County unincorporated areas of Basset, Hacienda Heights, San Jose Hills, and Valinda.

BIN COLLECTION EXPERIENCE
VVS provides commercial bin collection service under exclusive agreements in the cities of Industry, La Puente, Diamond Bar, Walnut, El Monte, and Cypress.

SERVICE TRANSITION EXPERIENCE
Cities of La Puente, Diamond Bar, Walnut, El Monte, Cypress, and the Los Angeles County unincorporated areas of Basset, Hacienda Heights, San Jose Hills, and Valinda.

**Legal Disclosures**

# OF LEGAL DISCLOSURES	SUMMARY OF LEGAL DISCLOSURES
0	

**Proposal Summary – VALLEY VISTA SERVICES (VVS)**

**Facilities**

OPERATING FACILITY/LOCAL OFFICE
Operations and administration - 1371 E. Ninth St, Pomona, CA

DISPOSAL SITES
<u>El Sobrante Landfill</u> – 10910 Dawson Canyon Rd., Corona, CA. Owned and operated by USW Waste Services.
<u>Olinda Alpha Landfill</u> – 1942 N. Valencia Ave., Brea, CA. Owned and operated by Orange County Waste and Recycling

TRANSFER FACILITIES
<u>Pomona Valley Transfer</u> – 1371 E. Ninth St, Pomona, CA. Owned and operated by Grand Central Recycling & Transfer, Inc.

PROCESSING FACILITIES
<u>Grand Central Recycling and Transfer Station</u> – 999 Hatcher Avenue, City of Industry, CA. Owned and operated by VVS
Tip Fees: MSW - \$68/ton, Bulky Items - \$75/ton, Green Waste - \$58/ton, Organics/Food Waste - \$105/ton
Materials to be processed: Municipal solid waste (MSW), residential and commercial commingled MSW and recyclables, residential and commercial food waste, construction and demolition (C&D), green waste, bulky items, and e-waste.
Estimated diversion rate: Residential source-separated – 77%, Commercial commingled refuse and recyclables – 35%, C&D – 80%, Green Waste/Organics – 97%

**Customer Service/Call Center Procedures**

PLAN
VVS has 20 account representatives and will hire an additional representative dedicated to the City of Chino Hills.
Average hold time: No more than 2 minutes.
Work orders are generally completed within 24 hours.

**Equipment**

COLLECTION VEHICLES
New RNG collection vehicles at service initiation.
<u>Commercial Front-Loader</u>
Make: Crane Carrier
Model: LET
Model Year: 2022

**Proposal Summary – VALLEY VISTA SERVICES (VVS)**

<p>Fuel: RNG</p> <p>Waste Stream: Bin solid waste, recyclables, green waste, and organics</p> <p><u>Roll-Off</u></p> <p>Make: Peterbilt</p> <p>Model: 567</p> <p>Model Year: 2021</p> <p>Fuel: RNG</p> <p>Waste Stream: Roll-off solid waste, recyclables, green waste, and organics</p> <p><u>Residential Automatic Side Loaders</u></p> <p>Make: Crane Carrier</p> <p>Model: LET</p> <p>Model Year: 2022</p> <p>Fuel: RNG</p>
---

**Carts**

<b>CARTS</b>
<p>Manufacturer: Rehrig-Pacific</p> <p>New carts at service initiation. Carts can be radio frequency identification-enabled.</p>

**Minimum Diversion Rate**

<b>DIVERSION RATE FOR ALL HAULER-COLLECTED SOLID WASTE</b>
<p>Section 12: 56% - starting calendar year 2022.</p>

**Recyclable Material Program**

<b>RECYCLABLE MATERIAL PROGRAM</b>
<p><u>Residential/Multi-Family Cart Customers</u>: Source-separated recyclable material program collected in blue containers.</p> <p><u>Commercial/Multi-Family Bin Customers</u>: Source-separated recyclable material program and processing of refuse container waste.</p>

**Organic Waste Recycling Program**

<b>ORGANICS COLLECTION</b>
<p><u>Residential/Multi-Family Cart Customers</u>: Food waste commingled with green waste.</p> <p><u>Commercial/Multi-Family Bin Customer</u>: 65-gallon and 2 cubic yard source-separated organics containers.</p>

**Proposal Summary – VALLEY VISTA SERVICES (VVS)**

**Food Recovery Assistance**

FOOD RESCUE AND DONATION PROGRAM
<p>VVS will comply with Section 4.3.13 of the Draft Agreement by identifying the Tier 1 and Tier 2 customers. VVS will conduct annual reviews of these customers and provide a report of findings to the City.</p> <p>VVS will provide technical assistance workshops to ensure community participation.</p>

**Provision of Recovered Organic Waste Products**

PROVISION OF RECOVERED ORGANIC WASTE PRODUCTS
<p>VVS will use RNG collection vehicles for use in the City of Chino Hills and will also provide compost from Agromin.</p> <p>RNG is procured through a wheeling agreement with Clean Energy Fuels.</p>

**Optional Program: Street Sweeping**

OPTIONAL PROGRAM: STREET SWEEPING
<p>VVS will provide street sweeping and catch basin cleaning with the use of their own vehicles and employees.</p>

**Employment of Prior Contractor Employees**

PLAN
<p>VVS will evaluate the number of existing personnel servicing the City and determine if the number of employees will need to be increased, decreased, or stay the same. In the event there are more applicants than positions, VVS will offer employment based on seniority. Employment will be contingent upon passing drug and alcohol testing, physical examination, criminal background checks, and other hiring qualifications.</p>

**Proposed Exceptions to Franchise Agreement**

NUMBER OF EXCEPTIONS	DESCRIPTION OF EXCEPTIONS TAKEN
0	

**Proposal Enhancements**

ENHANCEMENTS
<p><b><u>California Healthy Air and Soil (CHAS)</u></b></p> <p>CHAS incorporates the principals and strategies of Community-Based Social Marketing to encourage sustainable behavior of residents to ensure optimum recovery of organic waste. The program tackles food waste at the point of consumption, which is one of the last stages in the waste cycle. CHAS promotes efforts to foster a Zero Waste culture in the Chino Hills.</p> <p>CHAS aims to encourage and motivate households to reduce food waste. It accomplishes this through a strategy that combines engagement, reinforcement, and interaction. It improves on the outreach and education approach to which the solid waste industry would typically default. CHAS is hands-on; it connects residents, community, VVS, and Chino Hills more efficiently with the collective goal to:</p> <ul style="list-style-type: none"> <li>• Divert food waste from landfills</li> </ul>

**Proposal Summary – VALLEY VISTA SERVICES (VVS)**

- Reduce greenhouse gas emissions
- Conserve natural resources.

CHAS promotes household habits and practices that support the goal noted above. Participating residents will be provided a bokashi bin for fermentation of food waste which can be used in residents' gardens.

Annual cart cleaning for qualified senior/disabled customers,  
Street sweeping and catch basin cleaning

**Workers Compensation Experience Modification Rate**

2018	2019	2020
0.9	0.95	1.06

**Proposal Summary – WARE DISPOSAL, INC (WARE)**

**Proposer Overview**

CORPORATE HEADQUARTERS	GUARANTOR (PARENT COMPANY)	TYPE OF FINANCIAL STATEMENTS
Santa Ana, CA	Ware Disposal, Inc.	Reviewed 2020

**Financial Information**

ANNUAL COMPANY REVENUE	CHINO HILLS CONTRACT REVENUE AS PERCENTAGE OF TOTAL COMPANY REVENUES
\$44.4 Million	22%

**Experience**

OVERALL EXPERIENCE
Ware is family-owned, California Corporation, and a certified woman-owned business enterprise. Ware has 52 years of experience in collecting, transporting, processing, and managing refuse, recyclable materials, organics, and green waste from single-family and multi-family residences, and from commercial accounts.

RESIDENTIAL COLLECTION EXPERIENCE
Ware currently serves approximately 23,500 single family residential accounts. Ware has exclusive agreements to provide residential services to the unincorporated Los Angeles County communities of South Whittier, Lennox GDD, and East Charter Oak.

BIN COLLECTION EXPERIENCE
Ware has an exclusive agreement to service the Lennox GDD in Los Angeles County, the Southeast Zone of the City of Los Angeles, and one permit area in an unincorporated area of Orange County. Ware also has one of two exclusive commercial franchises in the City of Monterey Park. Ware provides non-exclusive commercial service in the cities of Vernon, Pasadena, Montebello, San Diego, Costa Mesa, Irvine, and Newport Beach. Additionally, Ware provides service to 32 school districts and Cal State University Los Angeles under exclusive agreements.

SERVICE TRANSITION EXPERIENCE
City of Los Angeles’ Southeast Zone - In 2017, Ware transitioned 2,000 accounts in City of Los Angeles’ Southeast Zone from several non-exclusive permittees.

## Proposal Summary – WARE DISPOSAL, INC (WARE)

### Legal Disclosures

# OF LEGAL DISCLOSURES	SUMMARY OF LEGAL DISCLOSURES
2	<p>Orange County Coastkeepers v Ware Disposal Inc., Case no. 8:20-cv-1565, related to a potential violation of 33 USC 1251 et. seq. and California’s General Industrial Permit CAS000001, as amended; both parties have resolved the issue surrounding the general industrial permit and Ware Disposal Inc. has implemented the resolution at its Manhattan operations facility.</p> <p>Frederick H Leeds et al v City of Los Angeles et al, Case no. BC677423, Los Angeles Superior Court. Case centers upon the City of Los Angeles’ awarding of the recyclA program’s franchises for commercial and multi-family solid waste collection. Ware Disposal Inc. was included along with the other six (6) recyclA providers as part of the et.al filing in this matter.</p>

### Facilities

OPERATING FACILITY/LOCAL OFFICE
<p>Operating Facility - 1451 Manhattan Ave., Fullerton, CA</p> <p>Customer service, public relations, billing, and franchise administration – 1035 East 4<sup>th</sup> St., Santa Ana, CA.</p>

DISPOSAL SITES
<p>For residual from Madison Materials - El Sobrante Landfill – 10910 Dawson Canyon Rd., Corona, CA. Owned and operated by USA Waste Services; or Mid-Valley Landfill – 2390 N. Alder Ave., Rialto, CA – owned by the County of San Bernardino and operated by Athens Services.</p>

TRANSFER FACILITIES
<p>Madison Materials is located at 1035 East 4th Street, Santa Ana, California 92701, owned and operated by JBW Enterprises, LLC.</p> <p>Universal Resource and Recovery, 9010 Norwalk Blvd., Santa Fe Springs, California 90670, owned and operated by Universal Waste Systems, Inc.</p>

PROCESSING FACILITIES
<p><u>24<sup>th</sup> Street Transfer Facility</u>, 2460 East 24<sup>th</sup> St., Los Angeles, CA. Owned and operated by Universal Waste Systems.</p> <p>Tip Fee: \$59/ton for transfer, processing, and disposal of refuse.</p> <p>Materials: Single stream recyclables and green waste.</p> <p>Estimated diversion rate: residential recyclables – 75-85%; residential organics – 75-85%; commercial dry route – 10-20%; commercial recyclables – 40-60%; commercial organics 80-90%</p> <p><u>Universal Resource and Recovery</u>, 9010 Norwalk Blvd., Santa Fe Springs, CA. Owned and operated by Universal Waste Systems.</p> <p>Tip Fee: \$59/ton for transfer, processing, and disposal of refuse.</p> <p>Materials: Single stream recyclables and green waste.</p>

**Proposal Summary – WARE DISPOSAL, INC (WARE)**

Estimated diversion rate: residential recyclables – 75-85%; residential organics – 75-85%; commercial dry route – 10-20%; commercial recyclables – 40-60%; commercial organics 80-90%

Madison Materials, 1035 East 4<sup>th</sup> St., Santa Ana, CA. Owned and operated by Ware Disposal.

Tip fees: C&D - \$68/ton; commercial refuse - \$51.68/ton; green waste and organics - \$40.95/ton; commingled recyclables - \$19.25.

Materials: C&D debris

Estimated diversion rate: C&D – 75%, minimum; residential recyclables – 75-85%; residential organics – 75-85%; commercial recyclables – 55-65%; temp waste – 50%

Puente Hills MRF

Estimate diversion rate: commercial organics – 80-90%

**Customer Service/Call Center Procedures**

**PLAN**

Customer service representatives are available Monday through Friday from 7am to 5pm, and 7am to noon on Saturdays.

Average time a customer is on hold –

Work orders received before 3pm will be completed by 6pm on the same workday. Work orders received after 3pm will be completed the next workday.

Maximum hold time is one minute.

**Equipment**

**COLLECTION VEHICLES**

All vehicles will be model year 2021.

Cart Collection  
Peterbilt Chassis  
CRNG Engine–Sideloader

Bin Collection  
Peterbilt Chassis  
CRNG Engine –Frontloader

Roll-Off/Debris Boxes/Compactors  
Peterbilt Chassis  
CRNG Engine

**Carts**

**CARTS**

Manufacturer: Rehrig

Cart sizes:

Color of carts and lids: Refuse – Black; Organic and inorganic recycling – Blue; Green waste – Green.

**Proposal Summary – WARE DISPOSAL, INC (WARE)**

Ware will work with the existing service provider to purchase carts and bins, and will initiate replacement of containers with new containers which will be completed within 90 days of operation.

**Minimum Diversion Rate**

<b>DIVERSION RATE FOR ALL HAULER-COLLECTED SOLID WASTE</b>
Attachment 4 and Section 12: 46%

**Recyclable Material Program**

<b>RECYCLABLE MATERIAL PROGRAM</b>
<u>Residential and Commercial</u> : Source-separated recyclable material program collected in blue containers.

**Organic Waste Recycling Program**

<b>ORGANICS COLLECTION</b>
<p><u>Residential/Multi-Family Cart Customers</u> : Food waste commingled with other compostables and refuse. Ware states that their Madison Material facility will meet the SB 1383 High Diversion Organic Processing Facility requirements by July 1, 2022, through the use of an OREX system. Additionally, Ware will promote backyard composting, grasscycling, organic gardening, xeriscaping, and smart shopping. Residents will receive a rate discount if they no longer need their green container and will receive a subsidized composting unit.</p> <p><u>Commercial/Multi-Family Bin Customers</u>: Source-separated organics collection, and processing of refuse containers collected from customers with bin or permanent roll-off box services whether they participate in the source-separated program or not.</p> <p>Ware is proposing to process refuse at a high diversion organics waste processing facility.</p>

**Food Recovery Assistance**

<b>FOOD RESCUE AND DONATION PROGRAM</b>
Ware will identify edible food sources and work with food redistribution agencies and non-profits such as Community Action Partnership of San Bernardino County and Foodcycle. Ware will cooperate with the City in conducting inspections of edible food generators as defined by SB 1383. Ware will provide public education and outreach to edible food generators on an annual basis

**Provision of Recovered Organic Waste Products**

<b>PROVISION OF RECOVERED ORGANIC WASTE PRODUCTS</b>
Ware will provide 100 tons of free compost and mulch to the City and will procure and consume an estimated 195,000 DGEs of CRNG.

**Optional Program: Street Sweeping**

<b>OPTIONAL PROGRAM: STREET SWEEPING</b>
Ware does not offer street sweeping, but will purchase or enter into a joint venture with a street sweeping company if so desired.

**Proposal Summary – WARE DISPOSAL, INC (WARE)**

**Employment of Prior Contractor Employees**

PLAN
Prior contractor’s employees that worked within the City limits will be considered for employment based on qualifications and other factors including, but not limited to, years of experience, and applicable knowledge and skills commensurate with the position.

**Proposed Exceptions to Franchise Agreement**

NUMBER OF EXCEPTIONS	DESCRIPTION OF EXCEPTIONS TAKEN
0	

**Proposal Enhancements**

ENHANCEMENTS
<p>Award and recognition for best “zero wasters.”</p> <p>Distributed Organics Recycling network which encourages source reduction of organics and reuse onsite such as home composting, grasscycling and mower programs, food donations, xeriscaping, and smartgardening, and vermicomposting.</p> <p>Beginning year 2 of the agreement, residential volume-based rate structure based on the size of the carts and discount for residents that turn in the green cart.</p> <p>Four Smart Gardening Workshops per year for at least 5 years.</p> <p>Subsidized compost bins for residents.</p> <p>Organics upstream program as described in the residential Organics Waste Recycling section of this summary.</p>

**Workers Compensation Experience Modification Rate**

2018	2019	2020
1.44	1.27	1.06

Proposal Summary – USA Waste of California, dba Waste Management

**Proposer Overview**

CORPORATE HEADQUARTERS	GUARANTOR (PARENT COMPANY)	TYPE OF FINANCIAL STATEMENTS
Delaware	Waste Management, Inc.	Audited 2020

**Financial Information**

ANNUAL COMPANY REVENUE	CHINO HILLS CONTRACT REVENUE AS PERCENTAGE OF TOTAL COMPANY REVENUES
\$15.22B	Less than 1%

**Experience**

OVERALL EXPERIENCE
Waste Management and its affiliates have provided similar services for residents, businesses, and multi-family complexes to over 100 jurisdictions in Southern California over the last 40+ years.

RESIDENTIAL COLLECTION EXPERIENCE
Waste Management provides residential services under exclusive agreements for the Orange County cities of Irvine, Laguna Beach, Laguna Woods, Mission Viejo, and Santa Ana; the Riverside County cities of Banning, Beaumont, Corona, Eastvale, Jurupa Valley, Menifee, Murrieta, Norco, and Wildomar, and unincorporated Riverside County; the city of Chino, and one unincorporated area of San Bernardino County; 15 cities and a portion of the unincorporated area in Los Angeles County.

BIN COLLECTION EXPERIENCE
Waste Management cites exclusive commercial bin collection in many cities with the Southern California counties Los Angeles, Orange, Riverside, San Bernardino, and Ventura.

SERVICE TRANSITION EXPERIENCE
Waste Management cited the service transition of multi-family and commercial cart and bin customers in the City of Los Angeles, and residential, multi-family, and commercial transition experience in the City of Laguna Woods.

**Legal Disclosures**

# OF LEGAL DISCLOSURES	SUMMARY OF LEGAL DISCLOSURES				
	Matter	Description	Court	Case No.	Disposition
5	USA Waste of California, Inc., v City of Carson, Waste	Declaratory Relief action regarding Continuation Rights under the Cal Public Resources Code for commercial	Los Angeles	BS173645	Settled.

**Proposal Summary – USA Waste of California, dba Waste Management**

Resources of Los Angeles, Inc.	accounts in the City of Carson.				
USA Waste of California, Inc., v City of Carson	Declaratory Relief action under the California Public Records Act.	Los Angeles	BS173569	Settled.	
USA Waste of California, Inc., v City of Carson, Waste Resources of Los Angeles, Inc.	Declaratory relief action regarding propriety RFP process under applicable city procurement code.			Settled.	
USA Waste of California, Inc. v. County of Riverside	Riverside County depositing non-county waste at its landfills in excess of daily limits under Second Agreement between USA Waste and Riverside County.	Riverside	RIC1716762	Settled.	
CalRecycle v. USA Waste of California, Inc.	Alleged violations of California Beverage Container Recycling and Litter Reduction Act regarding recordkeeping requirements.	CalRecycle	None assigned	Settled.	

**Facilities**

OPERATING FACILITY/LOCAL OFFICE
Maintenance yard: 13793 Redwood St., Chino, CA Customer service, billing and, and franchise administration: 13793 Redwood St., Chino, CA

DISPOSAL SITE
<u>El Sobrante Landfill</u> – 10910 Dawson Canyon Rd., Temescal Valley, CA. Owned and operated by Waste Management. Tip fee: \$32.45/ton

TRANSFER FACILITIES
<u>Pomona Valley Transfer Station</u> - Owned and operated by Grand Central Recycling and Transfer Station (Valley Vista) Tip fee transfer and disposal of trash: \$24.68/ton.

PROCESSING FACILITIES
<u>Waste Management Azusa Transfer and MRF</u> - 9227 Tujunga Ave., Sun Valley, CA. Owned and operated by Waste Management. Materials to be processed: Source separated recyclables. Tip fee: \$30.51/ton for transfer and processing. Estimated diversion rate: 85%
<u>Viramontes Express</u> - 17130 Hellman Ave, Chino, CA. Owned and operated by Henry S. Viramontes. Materials to be processed: Pre-processing of organics Tip fee: \$76.65/ton Estimated diversion rate: 80% diverted to beneficial reuse.

**Proposal Summary – USA Waste of California, dba Waste Management**

<p><u>South Valley Organic Composting Facility</u> – 24487 Road 140, Tulare, CA. Owned and operated by Waste Management.</p> <p>Materials to be processed: Mixed organic waste</p> <p>Tip fee: \$76.65/ton (includes pre-processing of material at Viramontes Express, transferred to South Organic Composting Facility for composting).</p> <p>Estimated diversion rate: 80% diverted to beneficial reuse.</p> <p><u>Maitri Road Recycling</u> - 24980 Maitri Rd., Corona, CA. Owned and operated by Mayhew Aggregates and Mine Reclamation.</p> <p>Materials processed: Construction and demolition debris</p> <p>Tip fee: \$86.62 (includes transfer from Pomona Valley and processing at Maitri)</p> <p>Estimated diversion rate: 75%</p>
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**Customer Service/Call Center Procedures**

PLAN
<p>Regional Customer Service Center: Commerce, CA. 7AM to 5PM Monday through Friday, 8AM to noon on Saturdays. The call centers will have direct communication with the Chino Hills hauling team. The regional customer service center employs 145 CSRs, with English and Spanish speaking representatives available.</p> <p>Average hold time: 30 seconds in non-peak hours and 60 seconds in peak hours</p> <p>Response time to complete work orders unable to be handled during the call is 24 hours.</p>

**Equipment**

COLLECTION VEHICLES
<p>Collection trucks will be equipped with “WM Smart Truck Technology”</p> <p><u>Cart Collection</u></p> <p>Autocar and Peterbilt Chassis</p> <p>Model year: 2022</p> <p>CNG–Sideloader</p> <p><u>Bin Collection</u></p> <p>Autocar and Peterbilt Chassis</p> <p>Model year: 2022</p> <p>CNG –Frontloader</p> <p><u>Roll-Off</u></p> <p>Autocar and Peterbilt Chassis</p> <p>Model year: 2022</p> <p>CNG – Roll-Off</p>

**Carts**

CARTS
<p>Manufacturer: Rehrig</p>

**Proposal Summary – USA Waste of California, dba Waste Management**

Cart sizes: 35, 65, and 95-gallon  
 Color of carts and lids: Refuse – black; recycling – blue; organics – green  
 New at initiation of services.

**Minimum Diversion Rate**

**DIVERSION RATE FOR ALL HAULER-COLLECTED SOLID WASTE**  
 Attachment 4 and Section 12: 40%.

**Recyclable Material Program**

**RECYCLABLE MATERIAL PROGRAM**  
Residential and Commercial: Source-separated recyclable material program collected in blue containers.

**Organic Waste Recycling Program**

**ORGANICS COLLECTION**  
 Residential/Multi-family Cart Customers: Food waste commingled with green waste in green containers.  
 Commercial/Multi-family Bin Customers: Food waste collected in green 65-gallon and 2-cubic yard containers.

**Food Recovery Assistance**

**FOOD RESCUE AND DONATION PROGRAM**  
 Waste Management will comply with the food recovery assistance requirements contained in the draft agreement. In addition, Waste Management will organize workshops with food recovery organizations to assist them in understanding their responsibilities to comply with SB 1383.

**Provision of Recovered Organic Waste Products**

**PROVISION OF RECOVERED ORGANIC WASTE PRODUCTS**  
 Waste Management will provide compost and mulch for giveaways and for City facilities. Waste Management will donate excess compost and mulch to City organizations such as Chino Hills Big League Dreams, Boys Republic, and any other community civic organization.

**Optional Program: Street Sweeping**

**OPTIONAL PROGRAM: STREET SWEEPING**  
 Waste Management will not be submitting a bid for the Citywide street sweeping services.

**Employment of Prior Contractor Employees**

**PLAN**  
 Waste Management will make a good faith effort to hire any and all of the current franchisee’s waste collection drivers that meet

**Proposal Summary – USA Waste of California, dba Waste Management**

Waste Management’s hiring qualifications.

**Proposed Exceptions to Franchise Agreement**

NUMBER OF EXCEPTIONS	DESCRIPTION OF EXCEPTIONS TAKEN
22	<p>Waste Management proposed exceptions to the following draft franchise agreement sections:</p> <ol style="list-style-type: none"> <li>1. 1.34 – Compostable Plastics</li> <li>2. 1.65 – Gross Revenue</li> <li>3. 2.5 – Option to Extend Term</li> <li>4. 2.10.4 – Flow Control Option</li> <li>5. 4.10 – Status of Disposal Site</li> <li>6. 4.11.1(1) – Notification to the City</li> <li>7. 4.11.1(2) – Use of Alternative Facility or Waiver for Disposal of Materials</li> <li>8. 5.4.1.1(A) – Contamination Inspection Methods, Actions Upon Identification of Prohibited Container Contaminants</li> <li>9. 6.3 – Schedule of Future Adjustments</li> <li>10. 6.4 – Method of Adjustments</li> <li>11. 6.5 – Extraordinary Adjustments</li> <li>12. 8.2.1 – Records – General</li> <li>13. 8.5 – Right to Inspect Records</li> <li>14. 8.7 – Public Records</li> <li>15. 9.1 – Indemnification</li> <li>16. 9.7 – Insurance</li> <li>17. 11.1 – Events of Default</li> <li>18. 11.4 – Liquidated Damages</li> <li>19. 11.5 – Excuse from Performance</li> <li>20. 12.5 – Assignment</li> <li>21. Exhibit 4 – Corporate Guaranty</li> <li>22. Exhibit 8 – Processing, Transfer, and Disposal Services and Facility Standards</li> </ol> <p>See Waste Management’s proposal, Section 4 pages 19 through 53, for details on each exception taken.</p>

**Proposal Enhancements**

ENHANCEMENTS
<p><b><u>Youth Sustainability Fundraising Program</u></b></p> <p>WM will establish a “Youth Sustainability Fundraising Program” of \$40,000 annually to support local youth groups like Canyon Little League, Boy and Girl Scout Troops, and local school service clubs to promote sustainability-minded activities. Activities will include community cleanups, assisting WM to manage education booths at community events, and assisting with local food drives.</p>

**Workers Compensation Experience Modification Rate**

2018	2019	2020
0.79	0.79	0.84