Waste Management Final and Complete Proposal as of 6/23/23

CITY OF LAGUNA BEACH

Collection, Transportation, Processing and Diversion of Recyclable Materials and Other Materials and For the Collection, Transportation, and Disposal of Municipal Solid Waste

November 21, 2022

SUBMITTED BY

USA Waste of California, Inc.

Always Working For A Sustainable Tomorrow

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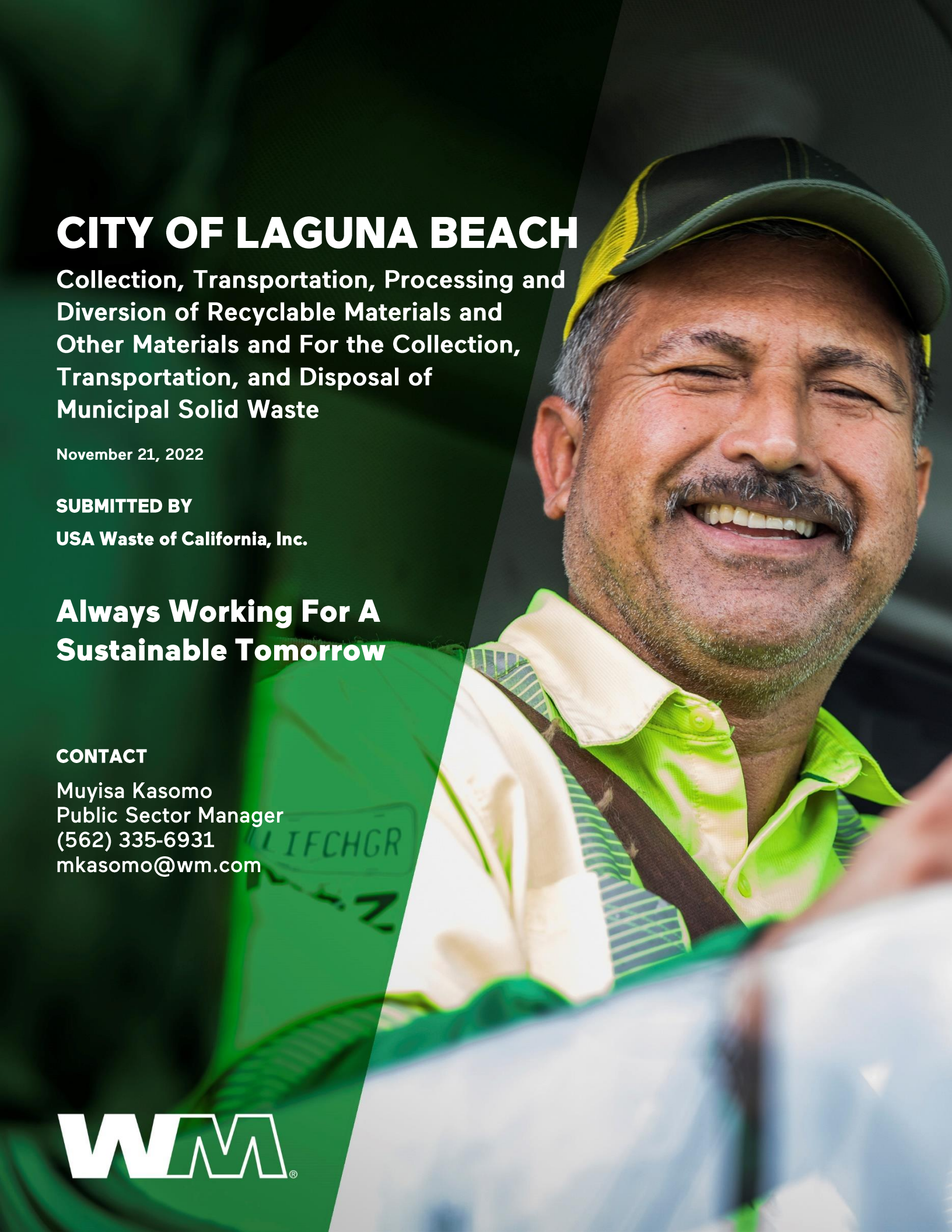


TABLE OF CONTENTS

EXECUTIVE SUMMARY 1

PROPOSAL FORM 1: TRANSMITTAL LETTER 5

PROPOSAL FORM 2: PROPOSER INFORMATION 6

PROPOSAL FORM 3: PROPOSER BACKGROUND AND EXPERIENCE 7

PROPOSAL FORM 4: PROPOSER REFERENCES 29

PROPOSAL FORM 5: NAMES AND RESUMES OF KEY PERSONNEL 32

PROPOSAL FORM 6: STRUCTURE OF PROJECT TEAM 36

PROPOSAL FORM 7: LIST OF CONTRACTOR-FURNISHED PERSONNEL 37

PROPOSAL FORM 8: NEW COLLECTION VEHCILES TO BE FURNISHED 40

PROPOSAL FORM 9: PLAN TO PROVIDE LIGHT-WEIGHT COLLECTION VEHICLE 44

PROPOSAL FORM 10: ELECTRIC COLLECTION VEHICLE TO BE FURNISHED 45

PROPOSAL FORM 11: PLANS TO INCORPORATE ON-BOARD TECHNOLOGY 48

PROPOSAL FORM 12: NUMBERS AND TYPES OF CONTAINERS TO BE FURNISHED 60

PROPOSAL FORM 13: IMPLEMENTATION PLAN 68

PROPOSAL FORM 15: DESCRIPTION OF MRF (CLEAN MRF), CAPACITY AND RECEIVING INFORMATION 78

PROPOSAL FORM 16: DESCRIPTION OF COMPOST PROCESSING FACILITY TO BE USED FOR YARD TRIMMINGS AND/OR FOOD SCRAPS AND/OR COLLECTED YARD TRIMMINGS AND FOOD SCRAPS, CAPACITY AND RECEIVING INFORMATION 80

PROPOSAL FORM 17: DESCRIPTION OF PROCESSING FACILITY – BIOENGINEERED FEEDSTOCK, CAPACITY AND RECEIVING INFORMATION 82

PROPOSAL FORM 18: DESCRIPTION OF CONSTRUCTION AND DEMOLITION DEBRIS PROCESSING FACILITY TO BE USED, CAPACITY AND RECEIVING INFORMATION 85

PROPOSAL FORM 19: PENDING LITIGATION 87

PROPOSAL FORM 20: EXCEPTIONS TO AGREEMENT 88

PROPOSAL FORM 21: FINANCIAL STATEMENTS 97

PROPOSAL FORM 22: AB 1669 STATEMENT 117

PROPOSAL FORM 23: KITCHEN FOOD SCRAPS CONTAINER 121

Data contained in this proposal represents the most recently published information for WM's wholly owned operations, unless otherwise indicated.

PROPOSAL FORM 24: COMMERCIAL INTERNAL FOOD SCRAPS CONTAINER 123

PROPOSAL FORM 25: BIN SENSORS TO BE PROVIDED BY CONTRACTOR 126

PROPOSAL FORM 26: SERVICE OPTIONS FOR HARD TO SERVICE AREAS 127

PROPOSAL FORM 28: PROPOSED CUSTOMER SERVICE SYSTEM 129

PROPOSAL FORM 29: PROPOSED MAXIMUM RATES TO BE CHARGED 138

PROPOSAL FORM 30: PROPOSED TEXTILE RECYCLING PROGRAM 168

PROPOSAL FORM 31: HHW AND SHARPS COLLECTION PROGRAM DETAILS 170



EXECUTIVE SUMMARY

A Company, People, and Resources You Can Count On

The City of Laguna Beach (City) and Waste Management (WM) have shared a successful partnership for over 30 years. We have worked together to continuously improve services for residents and businesses while striving to build a more sustainable community.

No other environmental services company is more capable to deliver the services Laguna Beach wants and needs. Our team has worked collaboratively with the City for a more sustainable tomorrow by introducing single stream recycling, food and yard waste composting and other innovative services and programs to divert waste from landfills. Through our divers diversion programs, we have helped the the City reach 100% AB 341 and AB1826 compliance and 100% residential SB 1383 compiance. We do this work one resident, one business, one neighborhood at a time. WM is a local company, engrained in the Laguna Beach culture and community, with resources from our national brand that enhances our ability to effectively service our customers and neighbors.

We are excited about the new contract and the opportunity to continue to provide safe and reliable services that the residents and businesses of the City have come to expect while presenting innovative new services to help Laguna Beach maintain and enhance its regional leadership and reputation in sustainability.

WM: Committed Partner for Laguna Beach's Sustainable Tomorrow

Unrivaled Resources, Unmatched Local Service Insight

As both Laguna Beach's longtime service provider of collection services for residents and the leading provider of comprehensive environmental services in North America, WM brings together the industry's best resources with the insight of trusted local business.

The Team You Can Count On…

The City of Laguna Beach will continue to be serviced by a multidisciplinary team that includes experienced professionals from throughout our organization- Operations, Contract Compliance, Public

Education, Customer Service, and Billing. As an additional benefit, this team has a proven track record of providing safe, reliable, high-quality services in Laguna Beach for over three decades.

… With a Proven Track Record

As one of California's largest service providers, WM has significant prior experience in providing residential and commercial solid waste collection programs, we are proud to provide references whom the City may contact. Not only is our experience across California wide-ranging and extensive, but our local experience in the City is what sets WM apart. Over three decades in the area has lead to expert-level operational efficiencies that no other hauler can match. Laguna Beach is unique and stands alone in Orange County (County); WM understands what it takes to service the City and has proven so throughout the decades.

Success with Integrity

At WM, we operate based on a framework of commitments and values. This includes 'Success with Integrity'. This means that our success is based on not only the results we achieve, but how we achieve them. We commit to being accountable, honest, trustworthy, ethical and compliant in all we do, including the statements made in this proposal.

Additionally, we embrace a set of core values:

- Inclusion & Diversity- We embrace and cultivate respect, trust, open communication and diversity of thought and people
- Customers- We place our customers at the center of what we do and aspire to delight them everyday
- Safety- We have zero tolerance for unsafe actions and conditions and make safety a core value without compromise.
- Environment- We are responsible stewards of the environment and champions for sustainability

These commitments and values are allowing us to forge a future that will benefit all our Laguna Beach constituents— our customers, our employees and our environment.

Serious accolades are proof of serious commitments. When you're focused on the right things, the recognition will follow.

Ethisphere recognized WM for understanding the value of leading, making value-based decisions and remaining committed to integrity.

WM received the highest scores in its industry on the 2021 Dow Jones Sustainability Indices, a recognition of corporate sustainability leadership.

Fortune Magazine recognized WM as one of its "World's Most Admired Companies 2022".

Unmatched Financial Strength

WM's financial strength is the foundation for our commitment to serve our customers, perform our obligations, and protect the environment in carrying out our broad services. With a solid investment-grade credit rating from three major rating agencies, consistent earnings and access to an extensive line of credit, WM has the financial capacity and resources to serve Laguna Beach.

Committed to Community Partnerships

We connect with Laguna Beach residents and businesses in multiple ways besides providing reliable collection services and outreach and education. We live, work and play in Laguna Beach .

As a local business, we are deeply connected to the Laguna Beach community and focus a significant portion of our philanthropic and educational efforts on organizations based here. Over the last 6 years WM has contributed more than $50,000 dollars to organizations such as the Boys and Girls Club, Laguna Beach Rotary Club (Grapes for Grads), and the Laguna Beach Chamber of Commerce.

A Transition with WM is Easy

Our implementation schedule begins the day after the agreement is awarded. Thankfully, under this proposal you will have the peace of mind that comes with a provider who already knows your residents and businesses. This allows our team to focus our transition efforts on educating the community about their new and expanded menu of services. With WM, there is no uncertainty or risk of upheaval that we have witnessed in other communities in the County. We are the proven commodity for Laguna Beach and its residents and businesses.

Investment and Innovations for Laguna Beach's Sustainable Future

Our Investment in Stable Recycling End Markets– In the wake of China's National Sword, WM is now leading the industry to establish responsible domestic end markets for recycling here in the US. As of 2019 no plastics collected on our residential routes have been sent outside North America. WM has also acquired majority stakes and built strategic partnerships with manufactures within the states who are now the primary end market for WM's collected recycling.

Our Push for Modernization- Locally, we leverage our industry knowledge, resources, and experience to provide Laguna Beach with the best services to achieve your sustainability goals. That includes the industry's latest technology and innovations such as:

	**Enhanced Fleet Safety Features for Laguna Beach** – We are excited to introduce tomorrow's truck, today. All our collection vehicles will continue to exceed federal motor vehicle safety standards and will be equipped with seven new safety features for an even safer Laguna Beach.
	**CNG Trucks** - For every diesel truck we replace with natural gas we reduce our use of diesel fuel by an average of 8,000 gallons per year along with a reduction of 14 metric tons of GHG emissions per year - the equivalent of a 15 percent emissions reduction per truck. WM's fleet now includes 10,832 natural gas trucks, the largest heavy-duty natural gas truck fleet of its kind in North America.

	**WM Smart Truck℠** - WM Smart Truck℠ technology documents every collection stop and shares that data – including real-time positive service verification and documentation of any collection issues – with customers through the notification channel of their choosing. This allows for a more open and transparent relationship with customers with consistent and direct communication.
	**Operational Efficiency and Innovation** - Our pioneering program, Service Delivery Optimization (SDO), has improved our collection and maintenance operations by linking technology and logistics management with the skills of our drivers. Onboard computers, routing software and cameras have improved safety and accountability, increased employee engagement and delivered customer satisfaction on Laguna Beach collection routes.
	**24/7 Customer Service** – With the transition to WM billing, WM now has 24/7 capabilities via our mobile app. During business hours, customers can connect with us by phone, email, or live digital chat.



PROPOSAL FORM 1: TRANSMITTAL LETTER

USA Waste of California, Inc.
16122 Construction Circle East
Irvine, CA 92606

November 21, 2022
Liz Avila, Senior Public Works Analyst/Solid Waste Program Coordinator
City of Laguna Beach
505 Forest Ave
Laguna Beach, California 92651

Dear Ms. Avila:

In response to the Request for Proposals for the Collection, Transportation Processing and Diversion of Recyclable Materials and Other Materials and For the Collection, Transportation and Disposal of Municipal Solid Waste dated August 8, 2022, USA Waste of California, Inc. (WM) hereby proposes to provide said services in accordance with this Proposal, which includes the Proposal Forms and accompanying materials submitted with this Proposal in response to the City's RFP.

WM has thoroughly read and is familiar with the RFP, including all Appendices and any addenda thereto. WM has conducted its own investigation and any research it deemed necessary to obtain additional data and/or verify the information contained in the RFP in order to submit this proposal.

WM understands that the City of Laguna Beach may reject any and all Proposals, negotiate prices and terms with one or more proposers, and may take other action as described in the RFP. WM assures the City of Laguna Beach that the information contained in this Proposal, including the Proposal Forms, accompanying materials submitted with it, and all of the information contained in response to the City's RFP is correct in all material respects.

The person signing this Proposal on behalf of USA Waste of California, Inc. is authorized to do so as described in Section 1.3.3 of the RFP.

Sincerely

Michael Hammer

President-Southern California Area



PROPOSAL FORM 2: PROPOSER INFORMATION

The following person(s) should be contacted concerning questions about the submitted proposal:

Company Name:	USA Waste of California, Inc.
Contact Person:	Muyisa Kasomo
Address:	16122 Construction Circle East, Irvine, CA 92606
Telephone:	(562) 335-6931
Fax:	N/A
E-Mail:	mkasomo@wm.com
Cell Phone:	(562) 335-6931

Type of entity (corporation, partnership, sole proprietorship, joint venture, etc.): Corporation

Date of incorporation or formation: USA Waste of California, Inc. was incorporated in the State of California in 1996.

Historical Synopsis (including organization and ownership structure): USA Waste of California, Inc. is owned by parent company Waste Management, Inc. In 1968, the original Waste Management, Inc. began operations, bringing together numerous solid waste companies. Because our business offerings go beyond just managing waste, “Waste Management” re-branded in 2022 to become “WM.” Today, as WM, we are changing waste collection, creating alternative fuels, and forging a more sustainable tomorrow.

Names of Company Officers:

Chief Executive Officer	Jim Fish	20 Years of WM Experience
Chief Financial Officer	Devina Rankin	20 Years of WM Experience
Chief Operating Officer	John Morris	Over 20 Years of WM Experience



PROPOSAL FORM 3: PROPOSER BACKGROUND AND EXPERIENCE

1. Brief overview of types of services currently provided by the Proposer.

Who We Are and What We Do

At WM, we place our customers at the center of what we do every day. We are a team of 48,300 employees motivated by a desire to go above and beyond for our nearly 20 million municipal, commercial, industrial, and residential entities throughout North America for whom we provide a range of environmental solutions, including collection, recycling, disposal, and renewable energy production.

To serve our diverse customer base, we have developed the industry's largest network of collection operations, transfer stations, and recycling and disposal facilities. Unmatched in geographical reach and ability, our network enables us to manage every aspect of Laguna Beach's waste streams. Our broad geographical coverage and depth of experience allow us to do so much more. With our team of in-house environmental experts, we assist customers with customized sustainability plans and in response to natural disasters or unforeseen needs, we provide almost immediate support to customers by quickly assembling emergency collection services. As North America's leading post-consumer recycler, we navigate a complex national and international commodity market to safeguard the long-term viability of your recycling programs.

For many customers, the authenticity of who we are and the depth of what we do make us more than just a service provider. We strive to be a long-term partner that our customers can trust by doing things the right way, every day the same way we do in Laguna Beach.

DRIVEN BY OUR COMMITMENTS, GUIDED BY OUR VALUES

We are Committed to Our People First

The proud, caring, and resilient members of the WM family are the foundation for our success. We commit to taking care of each other, our customers, our communities, and the environment.

We are Committed to Success with Integrity

Our success is based not only on the results we achieve, but how we achieve them. We commit to being accountable, honest, trustworthy, ethical, and compliant in all we do.

We Value Equity, Inclusion, & Diversity

We embrace and cultivate respect, trust, open communications, and diversity of thought and people.

We Value Our Customers

We place our customers at the center of what we do and aspire to delight them every day.

We Value Safety

We have zero tolerance for unsafe actions and conditions and make safety a core value without compromise.

We Value Our Environment

We are responsible stewards of the environment and champions for sustainability.

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Our Core Services and Sustainable Technologies

We are pushing the boundaries of what you can expect from your environmental services provider. A sampling of our core services and sustainable technologies we utilize in Laguna Beach include:

- ✓ **Recycling:** WM has been leading change in the recycling industry for over three decades and we are committed to growing recycling. We manage more post-consumer recyclables than any other company in North America and over the past four years we have invested more than $400 million to upgrade our recycling infrastructure and equipment. In 2021, we processed 15.3 million tons of recyclables. This number represents a 50% increase in recycling tons processed since 2010.
- ✓ **Domestic Recycling End Markets:** WM is no longer shipping plastics collected on its residential recycling routes and processed in its single stream material recovery facilities to locations outside North America. WM is working now to increase our recovery of materials by 60% to 25 million tons by 2030, including an interim milestone of a 25% increase by 2025.
- ✓ **Organics:** WM operates a nationwide network of 39 organics recycling facilities, including co-digestion and composting facilities. In 2021, WM processed more than 3.9 million tons of source-separated organic materials, including yard trimmings, food waste, and biosolids.
- ✓ **Waste-Based Energy:** At WM's 144 landfill gas-to-energy facilities, we capture methane and use it as an alternative to fossil fuel-generating electricity that is sold to local utilities and also converted into natural gas fuels. Natural gas fuel produced from processed landfill gas has helped to reduce our fleet emissions by 43% since 2010.
- ✓ **Hard-to-Handle Materials:** WM offers several programs to help our customers dispose of hard-to-handle waste streams, including paint, automotive products, flammable and combustible items, batteries, electronic, and medical wastes.
- ✓ **Sustainable Services Tailored for Laguna Beach:** Every aspect of WM's service is designed with Laguna Beach in mind. Our fleet of trucks is fueled with clean, compressed natural gas and loaded with technologies that minimize environmental impacts for your City and proactively monitor service quality and vehicle safety. Customers can also choose how and when to interact with us - we are available by phone, email, online chat, and offer 24/7 account management at WM.com and with our WM Mobile App.

WM At-a-Glance

People

48,300
team members

Operations

255
solid waste landfills

5
hazardous waste landfills

507
hauling facilities

340
transfer facilities

$29.1B
asset base

Recycling Facilities

49 single-stream recycling facilities

27 commercial facilities

11 bale/transfer/buy-back/ dedicated customer processing facilities

39 organics facilities

4 CORe® organics processing facilities

9 construction and demolition recycling facilities

Energy

10,832
alternative fuel vehicles

177
natural gas fueling stations

144
landfill gas-to-energy facilities

102
landfill gas-to-electricity facilities

26
landfill gas-to-fuel facilities

Environmental Conservation

73
certified wildlife habitat programs

63
pollinator programs

185
active habitat, species, and education certified projects

14,709
acres actively managed for wildlife preservation

Community Vitality

$14.2M
in charitable giving

$1.2M
in-kind services donated

860
community events hosted and/or participated in by WM

57,565
people participated in WM-hosted education and community betterment activities

2. History of the Proposer in providing Recyclable Materials, Food Scraps/Yard Trimmings recycling, and Solid Waste collection services. Include number of years involved in the field.

4. Experience of Proposer in design and successful implementation of diversion programs to comply with AB 939, AB 341, AB 1826, and SB 1383. Include the resulting program diversion rates as well as AB 1826 and AB 341 compliance rates.

Our Company History: Leading the Path to a More Sustainable Future

WM is the world's leading provider of sustainability services. For more than 50 years, we have been working for a better tomorrow with sustainability and environmental stewardship embedded in all we do.

Over our century-plus history, we have partnered with countless customers to implement innovative programs and services that have shaped the solid waste and recycling industry in North America. Key highlights of our history include:

BORN OUT OF A DESIRE TO SERVE COMMUNITY

1968: The original Waste Management, Inc. begins operations, bringing together numerous solid waste companies, including some founded in the early 1890s.

A PIONEER FOR THE ENVIRONMENT

1980s: WM pioneers recycling programs in communities throughout North America. Curbside recycling services begin in many neighborhoods and WM begins to build robust collection, materials recovery, and materials marketing infrastructures to ensure that more of our waste finds a second life.

BREAKTHROUGH TECHNOLOGY

1990s: WM refines recycling processing facilities by introducing single-stream recycling that allows for the customer convenience of "all-in-one" cart-based recycling collection.

REDUCING OUR CARBON FOOTPRINT

2007: WM begins transitioning to collection vehicles that run on cleaner fuels, setting a goal to reduce fleet emissions by 15% by 2020. The goal is achieved in just four years and by 2018 we reduced fleet emissions 30% with the largest heavy-duty natural gas truck fleet in North America.

CLOSING THE LOOP

2009: Our first renewable energy facility opens at our Altamont, CA Landfill, giving WM technology to produce renewable natural gas (RNG) that can be used as transportation fuel from biogas, a gaseous product from the decomposition of organic matter at our landfills. Today, WM has 16 RNG production facilities and more than half of our natural gas fleet runs on RNG fuel.

THE CROWN JEWEL OF SUSTAINABLE SPORT

2010: WM begins sponsorship of the Phoenix Open golf tournament. The WM Phoenix Open (WMPO) soon evolves into the premier showcase for environmental best practices and innovation in sustainable sport. The WMPO annually achieves Zero Waste status beginning in 2012 and has earned the nickname "The Greenest Show on Grass."

EDUCATING TO RECYCLE RIGHT

2013: The industry's first comprehensive, turn-key recycling education campaign is launched. Recycle Right promotes recycling by simplifying guidelines and providing resources for recycling today, from the latest technologies to tools that inspire others to recycle. With Recycle Right, everyone is empowered to become a recycling ambassador.

THE WORLD OF RECYCLING CHANGES

2017: China, which had been the world's largest market for mixed paper and plastics, sets aggressive environmental goals that culminate with a plan to eliminate imports of all post-consumer recyclables by 2021. In response, WM works to rebalance commodity values by developing markets here in North America.

AIMING HIGHER

2018: WM sets an ambitious new goal to offset four times the greenhouse gas emissions we generate through our operations by 2038. The ambition is supported by two additional goals: reducing fleet emissions by 40% through renewable fuel use in our growing fleet of natural gas vehicles and collecting two million more tons of recycled materials by 2038.

EXPORTING RESPONSIBLY

2019: Responding to the issue of plastic waste in the environment, including marine debris, WM declares that no plastics collected on our residential routes will be sent outside North America, where countries may not be well-equipped to properly handle the materials. Sending plastic to such markets increases the likelihood of more plastics entering rivers, waterways, and oceans.

INVESTING IN THE FUTURE OF RECYCLING

2021: WM plans to invest $800M in enhanced MRF technology at new and existing facilities to support the processing of higher quality material and additional capacity the industry needs & WM stops shipping plastics collected on its residential recycling routes and processed in its single stream material recovery facilities to locations outside North America. WM also and pledges to increase recovery of materials by 60% to 25 million tons by 2030, including an interim milestone of a 25% increase by 2025.

MORE THAN A WASTE MANAGEMENT COMPANY

2022: Because our business offerings go beyond just managing waste, "Waste Management" re-brands to become "WM." Today, as WM, we are changing waste collection, creating alternative fuels, and forging a more sustainable tomorrow.

TODAY, AND BEYOND

While this is our story, it is not the end. WM is writing new chapters every day in pursuit of solutions to global issues, while always providing the most consistent service in the industry.

EXPANDING RECYCLING MARKETS FOR TOMORROW

In response to concerns about plastic in the environment, WM is not shipping plastics collected on its residential recycling routes and processed in its single stream material recovery facilities to locations outside North America. WM is working now to increase our recovery of materials by 60% to 25 million tons by 2030, including an interim milestone of a 25% increase by 2025. To achieve these goals, in addition to investments in our facilities, WM is working to help establish responsible domestic markets for recycling and beneficial use of these materials. These investments and strategic relationships include:

Continuus Materials – WM is part of a joint venture that owns Continuus Materials, which manufactures EVERBOARDTM roofing material. EVERBOARDTM is made with paper and plastic that can't typically be recycled. Before such waste goes to a landfill, WM trucks stop at a Continuus facility (where available) where tough-to-recycle materials are removed and processed using a special recipe. Once compressed and finished, it becomes EVERBOARD™- Composite Roof Cover Board and provides durability to protect roofs from hail, wind, and moisture.



REPREVE® – REPREVE® is a wholly owned subsidiary of Unifi, Inc. and has become an important end market for plastic bottles, which the company transforms into sustainable polyester. REPREVE® sources bottles from WM's MRFs, which are then delivered to their bottle processing facility in North Carolina where they chop, wash, and melt the bottles and transform them into flake and then chip. Finally, the chip is heated, extruded, and spun into a variety of high-quality and versatile fibers.

Natura PCR – WM has agreed to acquire a controlling interest in Avangard Innovative's U.S. business, which will operate as Natura PCR, after the transaction closes – an independent company expected to scale and grow recycling capacity to produce an estimated 400 million pounds per year of post-consumer resin (PCR) in five years.

WM is also one of the largest consumers of post-consumer resin (PCR). WM and Rehrig Pacific have teamed up to help close the loop on recycling by rolling out collection carts manufactured with up to 40% postconsumer recycled content collected from curbside programs like Laguna Beach's

Laguna Beach's Diversion Story-Working to Recycle Right, Recycle More

No one has been more committed to a sustainable tomorrow for Laguna Beach than WM. For the past three decades, we have partnered with the City to implement forward-thinking programs targeting waste reduction and recycling, helping the City reach 100% AB 341 and AB 1826 compliance and we're not done yet!

Below are a few highlights of our current diversion plan in action:

Comprehensive Customer Outreach and Education Efforts

While Laguna Beach's highly successful waste reduction and diversion programing has been in place for decades, in anticipation of SB 1383 WM hired SCS Consulting to boost customer outreach and education efforts. As a result, WM has launched several successful food waste programs at local businesses.

WM has also worked closely with City staff to unify the messaging and information distribution efforts to residents, businesses, community groups and schools.



Single-Family Dwelling (SFD) and Multi-Family Dwelling (MFD) Diversion Programs

Program Types: Recyclable Material, Comingled Organic Waste, Bulky Waste, E-Waste, Waste Reduction

- **SB 1383 Compliant Three Container System –** All SFDs in the City have bundled weekly collection services that consists of a minimum of one 35-gallon Recycling Cart and one 35-gallon Organic Waste Cart along with their trash service. Collected recyclables and organics are diverted at our materials recovery facilities and our local composting partner. Additionally,

collected residential comingled organics are composted and returned in the form of usable compost for residents at our annual compost giveaway event.

- **Bundled Green Waste & Leaf Collection-** WM collects all Bundled Green Waste and bagged leaves that are set out for Collection beside or on top of a Green Waste Cart for **free** as an incentive for residents to divert their landscaping and leaves from the landfill.
- **Household Hazardous Waste (HHW) Drop Off and Shredding Events -** Each year, WM hosts a drive-thru community collection day for collecting E-Waste and U-Waste where residents can dispose of items without ever leaving their vehicle.
- **Holiday Tree Collection –**Each year, at no additional charge, holiday trees are collected during the two weeks following December 25th and diverted from the landfill.
- Large Item Collection – As part of our current agreement Laguna Beach residents can call for 30 large items to be collected from home. They receive three pickups each year ten items each time.
- **Kitchen Food Waste Pails –** To make recycling food waste more convenient for residential customers, each resident received a kitchen food waste pail. These durable, washable and reusable pails allow food preparation scraps and plate scrapings from the kitchen to be easily collected and emptied into organic waste cart.

Commercial Diversion Programs

Program Types: Recyclable Material, Organic Waste, Waste Reduction

Free Recycling – All Commercial customers in Laguna Beach have recycling services free of charge and as of April, 2022, all commercial business meeting the AB 341 threshold were enrolled in recycling program.



Yellow Bag Program – In 2015, one year before it was mandated by AB 1826, Laguna Beach served as WM's pilot City for commercial foodwaste collection using the Yellow Bag Program. The program encouraged food generating businesses to source separate food waste that was later processed and WM's CORe© and ultimately reintroduced to the power grid. The program, still in use today, has allowed businesses in the City to comply with state mandates despite the space constraints in the City.

Green Business Certification Program- The Green Business Program is a voluntary program, that guides businesses towards green practices. Participating businesses undergo a certification process for water and energy conservation, pollution prevention, and reduction of toxic substances in the workplace. Last year alone WM certified XX new businesses!

City Diversion Programs

Spring Compost Give-Away Event- As an added benefit, each year in May WM hosts a compost giveaway at the City's local yard where residents are welcomed to collect compost that was created from the City's very own residential organics program.

Mulch & Composting Classes – For many years, the City has provided composting classes to residents! At each event, residents are coached on how to effectively compost their kitchen scraps and yard waste. The composting classes are part of WM's commitment to educate residents on the importance of "growing" Laguna Beach's gardening and home composting community.

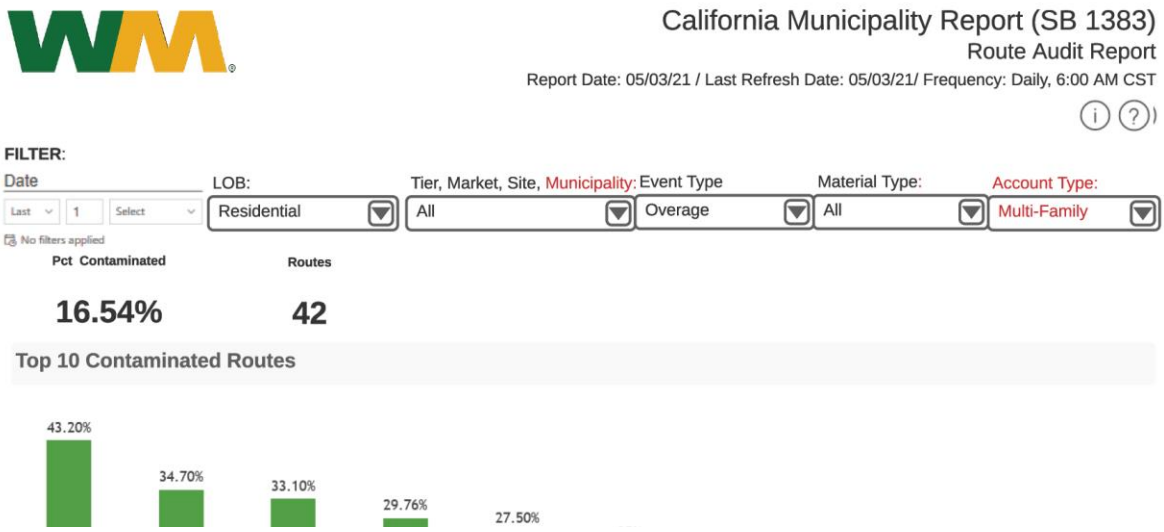
Batteries and U-Waste Drop-off Recycling— In addition to the Annual Collection events for HHW, E- Waste and Sharps, WM has set up convenient community drop-off locations for batteries and U-Waste Collection in the City to ensure residents always have a place to dispose of their special materials.



MULCH & COMPOSTING CLASS AT BLUEBIRD PARK

SB 1383 Dashboard

As the industry's leader in technology, WM is the first hauler to build an internal comprehensive database designed to aid the City with tracking SB1383 compliance, customer outreach and tracking. The following graphic is a representation of what the SB 1383 Dashboard looks like.



Safety: A Core Value for WM

Historically, waste collection, processing and disposal have ranked among the most dangerous occupations in North America – in fact, the U.S. federal government ranks trash and recycling collection among the top 10 most dangerous jobs in the country.

Our employees who collect waste spend much of their workday in traffic, lifting heavy items, operating large vehicles and heavy machinery - all of which can lead to injuries. It is our duty to take every sensible step to prevent injuries in the workplace and return our employees home safely every night. Likewise, Laguna Beach depends on us to safely collect, process, and dispose of their wastes while being mindful of our actions to protect the environment that we share.

Therefore, safety is not just a priority for WM, because priorities often change, safety is a core value for our company. We understand the magnitude of the responsibility we have and strive to confirm that each task, piece of equipment, and company policy and procedure reinforces safe actions and behaviors.

Overall injury rates in our industry have improved substantially in recent years and WM's performance in this area has ranked among the best. We actively work with our trade association, the National Waste & Recycling Association, to advance safety within our industry and among our customer base.

You do not need to search long to see how we fulfill our commitment to safety – it is woven into everything we do – from hiring practices to training to advancing safety technologies to preventive maintenance.

Our Mission to Zero™

Our internal safety philosophy that we call Mission to Zero™ (or M2Z) means zero tolerance for unsafe behaviors by all employees, with a goal of zero accidents and injuries. All operational employees benefit from the program's safety training, rulebooks, fleet processes, and standard practices. Over the years, the M2Z approach has resulted in programs that have improved safety performance, including worker injury rates, vehicle collision prevention, and safety leadership development. The program, which ranks among the most far-reaching and comprehensive worker safety plans in our industry, involves classroom instruction, route observation, monitoring of safety data, and driver training. Since its adoption, we have seen significant improvements in on-the-job safety.

Hiring the Right Employees

Providing the safest possible service starts with hiring the right employees. We accomplish this through a diligent pre-employment screening process:

- Key screening measures for employees at WM landfills, hauling operations, and recycling centers include a comprehensive background check, fingerprinting, and drug testing.
- Candidates who may perform safety sensitive functions must also complete medical exams and potential collection drivers must pass a Department of Transportation (DOT) medical exam. When appropriate, candidates receive a physical abilities test that evaluates grip and static strength and dynamic lifting.

Upon receipt of a conditional offer of employment, all candidates for employment are required to submit to a drug test. Candidates who miss the appointment for collection, refuse to sign the consent form, refuse to submit to the drug test or fail the drug test are disqualified for employment with the company.

All candidates and employees, regardless of job nature, are subject to WM's Drug and Alcohol-Free Workplace Policy, which includes regular, ongoing screenings for employees who operate company vehicles.

Setting Employees Up for Success with New Hire Training

Study after study show the benefits of new hire and onboarding programs are imperative to the long-term success of employees. Properly trained employees are happier, more productive and more efficient. Prior to employment as a WM driver, all candidates must already possess a valid Commercial Driver's License (CDL) for Class-C trucks. However, that is simply not enough. At WM, all new drivers participate in new hire training – regardless of prior, relevant experience. For new drivers, the benefits to our new hire training program are invaluable and most importantly, they understand and embrace our safety culture from day one.

Driver Training Centers

WM regional driver training centers equip new WM drivers with the knowledge and skills necessary to perform their job duties safely and effectively. Through a two-week immersion training experience, drivers learn WM's Mission to Zero safety (M2Z) rules, procedures, vehicle inspections, safe lifting, and DOT required safety curriculum. Trainees spend their first week in the classroom learning and by week two transition into simulated driving courses and stations that provide scenarios reflective of day-to-day collection conditions and obstacles – from severe weather, traffic and responding to other drivers' behavior. At the end of the two-week training course, drivers receive a comprehensive evaluation of performance in key safety areas.

In-Field New Hire Training

In total, each newly hired driver undergoes more than 80 hours of training both in classrooms and behind the wheel with an experienced driver.

An extensive classroom program covers all safety programs required by the Department of Transportation, and a thorough review of our Mission to Zero (M2Z) Rule Book. The Rule Book outlines specific actions required of the drivers to keep them safe in a variety of situations that they often face while on the job. Classroom time is also dedicated to our Safe Driving Practices Program. This program discusses the need for drivers to maintain a high level of overall physical fitness to perform their job safely, including proper eating and sleeping habits.

Following the successful completion of in-classroom training, each driver begins a comprehensive on-the-road training program that includes specific instructions on how to effectively and safely operate our equipment. Upon the conclusion of on-route training, each new driver has the ability to begin servicing customers alone. Drivers who service Laguna Beach are also subject to regular and random observations to enforce strict adherence to our safety and service standards to ensure they are equipped to navigate the City's unique topography and extensive service constraints.

WM has invested time and resources towards maintaining our driver staff In Laguna Beach. Most drivers who service they City have done so for several years some as long as 30 years.

Our current District Manager of Operations, Gabe Tercero, is a testament of this. Having started his career in the 80's as a Laguna Beach driver, working the frontlines as WM custom built the routes we have today, he has acquired invaluable first-hand knowledge and experience that he uses to lead our operations team. He knows the City's operational nuances better than anyone else, and works continuously to tailor our service methods to fit the City's unique circumstances.



FORMER ROUTE MANAGER DAVEY CLARK &DISTRICT OPERATIONS MANAGER GABE TRECERO

Reinforcing a Culture of Safety with Ongoing Training

Safety training is not a task that is ever "complete" at WM. All drivers participate in ongoing safety training and evaluation.

- **"Tailgate" Meetings** – Every morning each of our drivers attends "tailgate" meetings. Safety is a hot topic during these meetings. Relevant and time-sensitive safety topics are often discussed, such as upcoming weather forecasts for extreme conditions, scheduled community events that result in more pedestrian traffic, and road and bridge closures that may require the use of alternative, less familiar routes.
- **Monthly Safety Training** & Driving Science Series –

  Monthly safety training provides employees additional time to go in-depth on new or key safety topics from vehicle safety check procedures to proper driving techniques in heavy traffic. During these sessions, employees also view our Driving Science video series that addresses risks specific to individual job functions.



MONTHLY SAFETY TRAINING PROVIDES EMPLOYEES ADDITIONAL TIME TO GO IN-DEPTH ON NEW OR KEY SAFETY TOPICS FROM VEHICLE SAFETY CHECK PROCEDURES TO PROPER DRIVING TECHNIQUES IN HEAVY TRAFFIC.

- **Observation Behavior Assessments –** On a regular basis, WM route managers and driver trainers provide on-the-job observation behavior assessments (OBAs) in order to evaluate driver knowledge, operating behaviors, and compliance with safety rules and best practices.

We talk a lot about a culture of safety at WM and a large part of that culture is grounded in the ongoing safety conversations between employees and leadership. A key component to continually enhancing safety starts with our employees - both informally and through organized safety committees. Our front-line employees work with local leaders to identify safety risks and develop new best practices. This is especially true in a City as challenging to service as Laguna Beach. Our drivers regularly share key data with leadership to better design safe and efficient routes in the City. This can include reporting brittle

private roads in need of repair, loose cliffsides that pose a danger to our heavyweight vehicles and difficult to maneuver streets.

Hazardous Waste Management Protocols

As an industry leader in both safety and materials handling, WM takes its hazardous waste management protocols very seriously. Drivers and support staff receive regular training on identifying certain solid and liquid waste materials that we are either prohibited from handling or transporting as a part of our collection services in Laguna Beach or require special handling.

Waste materials, such as motor oil, paint, radiator fluid, pesticides, discarded car batteries, and fluorescent lightbulbs, are a waste type often referred collectively as “household hazardous waste” or HHW and should never knowingly be commingled with or collected on recycling, organic waste or trash collection routes. WM employees are trained to immediately identify, and report containers contaminated with hazardous waste to their route manager and record the contamination in customers’ service history. Customers are notified of the observed hazardous waste and must remove the material before service may be resumed.

Certain hard to handle materials, such as electronic waste (E-waste), tires and sharps are included within the scope of collection services but require special handling or containers. E-waste and tires can be collected separate from customers’ containerized waste as a part of WM’s Large Item collection program. Residential sharps can be disposed of through WM’ Sharps Mail-back program. Should these materials be found in customer containers, the same protocols as described for HHW would apply.

Safety Metrics and Continuous Improvement

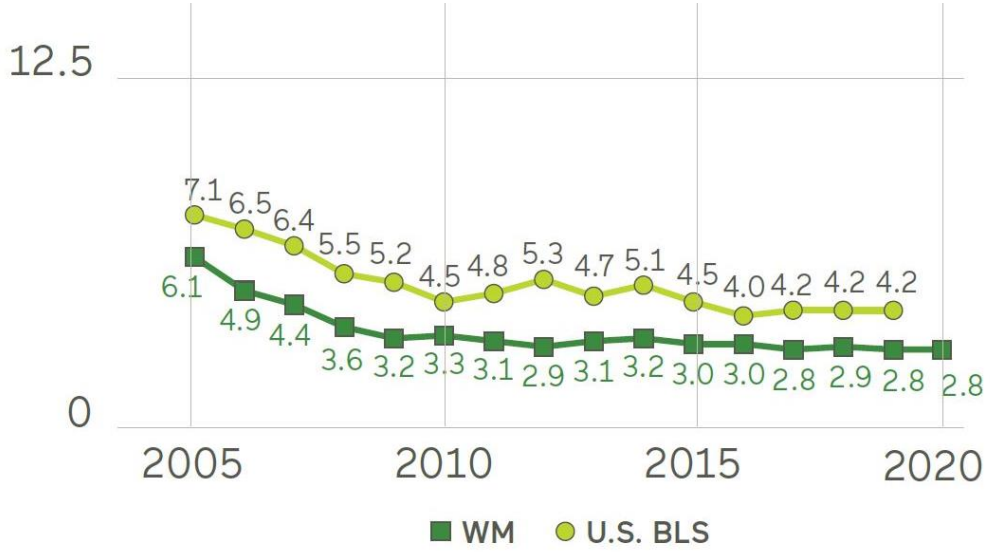
As a result of our continued commitment to programs that improve roadway safety, and a focus on reducing the frequency and severity of employee injuries, WM saw overall improvement across the two primary metrics that we use to track progress: Total Recordable Incident Rate (TRIR) and Days Away/Restricted or Transferred (DART), even despite the impacts COVID-19 had across our operations.

Total Recordable Incident Rate (TRIR)

TRIR is the rate used by the Occupational Safety and Health Administration (OSHA) to track and report work-related injuries and illnesses.

Over almost two decades, our rate of injuries per employee hours worked has continued to fall. According to published U.S. Bureau of Labor Statistics (BLS) data, WM has consistently outperformed our industry on TRIR since 2005. WM continues to take active steps to further prevent injuries through our injury and illness management program, hazardous energy control program and other initiatives tied to seasonal risks, including heat illnesses in the summer and slips, trips and falls in the fall and winter.

WM vs. BLS Industry Average - TRIR



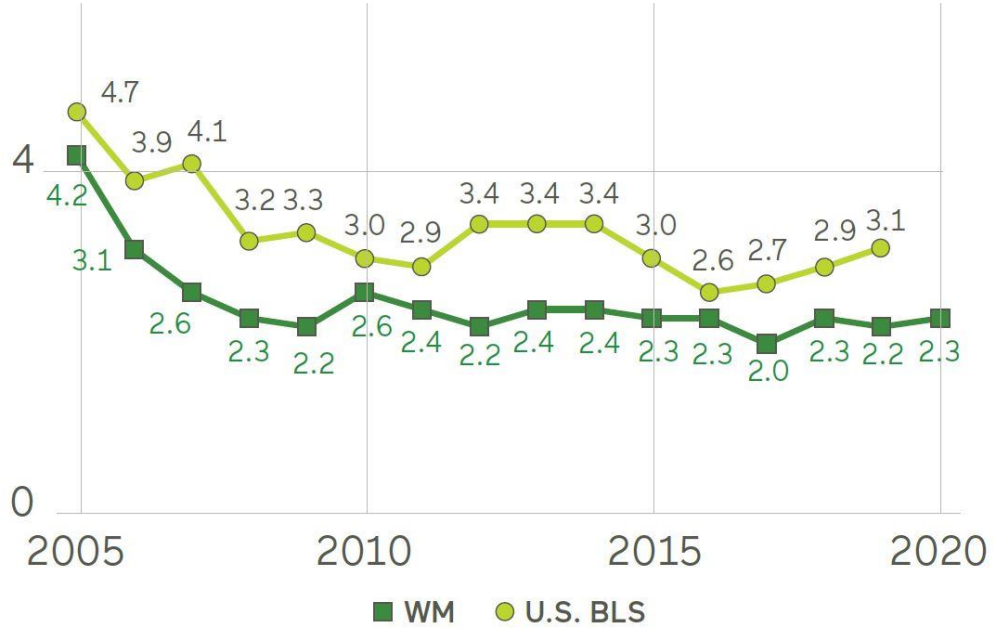
TRIR has decreased nearly 90 percent from 2000 to 2020 and continues to beat the industry average.

Days Away/Restricted or Transfer (DART) rate

OSHA uses DART to track and report work-related injuries and illnesses that result in lost time, restricted duty, or transfer to another work function.

WM has outperformed our industry since 2005, including days away from work due to injury, and this metric has continued to decrease. In addition to programs and awareness campaigns undertaken to prevent all injuries and illnesses, WM has taken a structured approach to reducing the severity of incidents through safety processes that limit risk. We also work to provide prompt and complete medical care for employees who have suffered a work-related injury or illness to support their return to full duty as quickly as possible.

WM vs. BLS Industry Average - DART



WM continues to have fewer days away than the industry average.

Experience Modification Rate (EMR)

Experience Modification Rate (EMR) is a classification used by insurance providers to determine the risk potential of organizations. A company's EMR is established each year by aggregating the past costs of workplace injuries. Low EMRs are an indicator of safe working conditions. The industry standard EMR is 1.0. WM's current EMR is .92 as illustrated in the following letter from Lockton Companies, LLC.

Waste Management and all entities/divisions
800 Capital Street, Suite 3000
Houston, TX 77002

RE: Experience Modifier

To Whom It May Concern:

This letter will confirm the current Experience Modifier for Waste Management and all entities/divisions for 2022, plus the past five years:

Rating Effective	EMR
01/01/2022 – 01/01/2023	.92
01/01/2021 – 01/01/2022	.86
01/01/2020 – 01/01/2021	.84
01/01/2019 – 01/01/2020	.79
01/01/2018 – 01/01/2019	.79
01/01/2017 – 01/01/2018	.82

If you have any questions regarding the above, please do not hesitate to contact me.

Regards,



Justianna Thai
Account Manager

LOCKTON COMPANIES, LLC
Insurance and Risk Management Specialists
3657 Briarpark Drive, Suite 700
Houston, TX 77042
713-458-5200 / FAX 713-458-5299

6. Other information, as necessary, to substantiate that the Proposer has the capability to perform all of the services described in the Agreement included in the RFP.

The WM Difference: What Sets Us Apart

Our commitments to being a "People First" organization and achieving "Success with Integrity" mean striving for results in all that we do. We hold ourselves and others to higher standards of accountability, honesty, ethics, and compliance. Our people are committed to doing the right thing, the right way, every day. They place our core values of safety, customers, environment, and inclusion and diversity first in all they do.

We believe our employees are our greatest asset, and if we take care of them, they will take care of our customers, communities, shareholders, environment, and each other. These commitments and values are the foundation for the many differentiators that set us apart from our competitors:



An Unmatched Service Network: We serve nearly 20 million municipal, federal, commercial, industrial, and residential customers across North America through a network of 507 collection operations and 255 active solid waste landfill disposal sites.



Extensive Local Resources: In addition to tapping into an industry-leading network of resources across North America, WM offers management, operational, and reserve resources at the local level. A local office with local support/operations, including a single point of contact for your account, and a local fleet of trucks and equipment all add up to world-class service delivery for Laguna Beach from an unrivaled resource network.



Assets of $29.1 billion: As the largest asset-based company in the industry with more trucks, landfills, and recycling facilities than any of our competitors, we are positioned to provide unsurpassed service at the most competitive rate to Laguna Beach. Our assets and strong financial metrics offer peace of mind and security for Laguna Beach.



Ethical Responsibility: At the core of everything we do is our firm commitment to adhere to ethical business standards and practices. We have been recognized annually as an Ethical Leader by many organizations, including Ethisphere Institute as a World's Most Ethical Company" in 2021 for the 12th year, as well as by the Better Business Bureau, Wildlife Habitat Council, and the Dow Jones Sustainability Indexes. These honors reflect our commitment to our employees who strive to take care of our customers, communities, shareholders, environment, and each other.



Environmental Stewardship: Environmental stewardship is the core of our business - our promise to customers, our competitive advantage, and our obligation to the locations in which we operate. In a business as highly regulated as ours, protecting the environment, maintaining compliance, and innovating to improve operations requires an unwavering focus, expertise, comprehensive systems, and internal checks and balances. We have a long track record of supporting high regulatory standards and

striving to go beyond them.



Unparalleled Recycling Program: As North America's leading post-consumer recycler and largest marketer of residential recyclables, WM has been leading change in the ever-growing and dynamic recycling industry for more than three decades. From the $1 billion we have invested in recycling processing infrastructure, to the 15.3 million tons in recyclables we managed in 2021, to our investment in creating more responsible recycling end markets through acquisitions and partnerships - WM is committed to making our world more sustainable.



State-of-the-Art Technology: We utilize state-of-the-art technology to maximize safety and customer experience and minimize environmental impacts. From mapping and re-routing vehicles in real time via our onboard computers, to using our DriveCam® cameras to capture community safety concerns, to the industry's largest fleet of trucks that runs on cleaner and quieter Compressed Natural Gas - our technology works for our customers.



Commitment to Near-Zero Emissions: Since the early 1990s, WM has prioritized equipment efficiency and innovation to reduce our vehicles' greenhouse gas (GHG) emissions, in part by converting our diesel trucks to run on cleaner natural gas. For every diesel truck we replace with natural gas we reduce our use of diesel fuel by an average of 8,000 gallons per year along with a reduction of 14 metric tons of GHG emissions per year - the equivalent of a 15 percent emissions reduction per truck. WM's fleet now includes 10,832 natural gas trucks, the largest heavy-duty natural gas truck fleet of its kind in North America.



Leading Training and Safety Programs: Once hired, our drivers undergo intensive immersion training at our state-of-the-art training centers. Over two weeks, drivers gain experience through classroom training and simulated driving courses that reflect real-life obstacles. At the end of training, each driver receives a comprehensive evaluation that confirms their understanding of and commitment to WM's culture of safety.



Proven Employee Hiring Practices: To provide the safest and most secure service for your City, our employees undergo comprehensive background checks and drug testing. Prior to employment, all driver candidates must possess a valid Commercial Driver's License (CDL) for Class-C trucks and must pass a Department of Transportation (DOT) medical exam. Once employed, all drivers are subject to ongoing drug and alcohol screenings.



Commitment to a Diverse Workplace: At WM, we are committed to promoting and fostering a workplace where everyone is valued and respected. Only by fully embracing diversity and the well-being of our employees can we drive superior innovation and service for the customers we serve. Through recruitment and community outreach efforts, we support minority and women's organizations that strive to improve opportunities for professional development and advancement. We have been recognized for best-in-class business practices by the Human Rights Campaign Foundation, the Hispanic/Latino Professionals Association, DIVERSEability Magazine,

and Women's Choice Award, among others.



Commitment to Hiring Veterans: WM has nearly 2,500 veterans working in a variety of roles - representing 6% of our workforce. From 2010 to 2020, we have been named a "Best for Vets" Employer by the Military Times and a Top Military Friendly® Employer by G.I. Jobs/military.com. We take great pride in hiring, training, promoting, and retaining veterans within our company.

7. Information on the Proposer's use/experience with bin sensors, electric collection vehicles, cloud-based data management of collection, bin utilization, and dynamic 'frequency of collection' adjustments.

Bin Sensors

In 2019 WM began a pilot program with Compology Bin Sensors but ultimately moved away from the program and began investing more into WM Smart Truck℠ Technology. At its essence, WM Smart Truck℠ consists of cameras mounted on our vehicles that create a record of collection events and the contents of collected containers. Data captured - including vehicle location and photo and video documentation of service - then drives a targeted education strategy to reduce recycling contamination and container overages while also improving the customer experience through service verification notification.

While WM Smart Truck℠ soft launched in Laguna Beach in early 2019 and was later phased out, the current iteration of WM Smart Truck℠ features safeguards to address the previous concerns of incorrect account association. These safeguards include:

- Additional digital and human verification of account association before communication is sent to the customer's account
- Online monitoring of the footage of each service available to customers via WM.com or the MY WM App.

Electric Collection Vehicles

As the technology around Electric Vehicles (EV) and other specialty vehicles and body types is rapidly changing, the specific procurement and specification details are not available. WM is an active partner in the research, development and testing of Electric Vehicles (EV) and other specialty vehicles and body types. Current research and development partnerships include manufacturers such as Autocar, Paccar (Peterbilt), Daimler (Freightliner), Mack, BYD Automotive, Battle, Lion and others. WM across the country currently has multiple EV's on the road for testing, including a BYD Automotive ASL unit in Palmdale for the past 6 months, and awaiting delivery of a Peterbilt ASL in El Cajon.

Challenges for EVs in our Industry

While not a new technology, electric vehicle (EV) use in the industry has recently been receiving increasing attention. For over a decade, a growing number of our customers have requested the use of

EVs in their communities. Although a few smaller, lighter weight trucks have been tested, giving the impression of imminent availability, the technical hurdles and costs have resulted in a slower transition than many had hoped.

The truck weight, battery capacity, and costs are the greatest challenges to the use of this technology in our industry. Our most common Class 8 collection trucks have a gross vehicle weight (GVW) of 66,000 pounds when full, which has tested the limit of the state of battery technology. However, the weight of our trucks when full requires more batteries, adding weight, which limits the amount of material we can collect. Essentially, with the technology available at this time, would need more trucks on the road to provide the same level of service.

Current EVs in the Industry

WM is piloting a broad range of EV technologies to continue to move our industry towards the lowest emission impact possible. In September of 2020, we began testing an EV manufactured by Peterbilt in and plan to have two additional pilots late 2022. WM, and several other companies are already successfully using EVs for smaller Class 2-6 delivery trucks. Additionally, WM has 200 Ford E150's on order.

Other companies in our industry are also running pilots:

- Waste Connections is piloting an EV manufactured by Lion 8
- New York City Sanitation Department is testing a truck manufactured by Mack/Volvo
- Waste Resources in Southern California and Greenwaste of Palo Alto each have BYD Class 8 EV ASLs
- Goodwill Industries in the San Francisco Bay Area has a BYD Class 8 EV roll-off truck

Economic and Environmental Impact of EVs

Like early NGVs, early EV purchases will likely be supported by either grants or tax credits. California has a well-established grant program in place, which is likely to lead to investments in earlier EV vehicles in that state. The Volkswagen Settlement Funds may also play a role in these early purchases as well.

The EV's being tested cost up to 75% more than the Natural Gas Vehicles (NGVs) in our current fleet operations ($575,000+ vs $330,000). Initial EV charger installation costs have been low due to the low power consumption of the small number of chargers needed for an initial single test vehicle. However, to install the EV charging infrastructure necessary to support an entire fleet operation, significant facility upgrade costs would be required. These costs include a large number of chargers, new utility metering, and large upstream utility upgrades to deliver well in excess of 1 MW to new facilities.

The environmental benefits of EVs vary by geographic location and the type of electricity used. Renewable electricity will provide a greater benefit than coal-powered electricity because it has inherently lower carbon emissions. It is important to consider the source of power, as well as the source of the renewable natural gas, when estimating the environmental benefits of EVs compared to diesel or natural gas fueled vehicles.

The following are total pathway emissions comparisons, which include the impact of electricity generation and well-to-wheels natural gas emissions using US electric grid averages.

- EVs reduce total pathway GHG emissions by 66% over fossil natural gas fuel used in Near Zero (NZ) Compressed Natural Gas (CNG) trucks
- EVs reduce total pathway GHG emissions by 33% compared to Renewable Natural Gas (RNG) fuel derived from landfill gas used in NZ CNG trucks.

How to Electric Vehicles compare to CNG and RNG Vehicles?

- CNG trucks using RNG derived from dairy manure can reduce GHG emissions by well over 100% compared to EVs.
- NZ CNG trucks also reduce NOx emissions by 90% compared to the newest diesel trucks and well over 95% compared to EVs using the US electric grid.

WM's Alternative Fleet and Fuel Commitment

WM operates the largest natural gas fleet in our industry with nearly 11,000 natural gas vehicles, equating to more than 50% of our total collection fleet. We currently fuel 59% of our natural gas fleet with RNG produced from landfill and dairy RNG. Through our transition to CNG trucks running on RNG, WM has reduced its emissions by 43% since 2010.

As electric truck technology proves out both operationally and financially, WM is likely to pivot in a systematic timeframe to an electrification strategy given that on average each year we purchase the equivalent of about 10% of the size of our routed fleet in new trucks.

Cloud-Based Data Management

WM has been utilizing Customer at a Glance (CAAG) as well as Salesforce.com for several years as the CRM and Cloud-Based Data Management Systems. Both systems communicate, in real time, with our WM Smart Truck℠ system to document service completion, service footage, and potential service issues. WM has also pioneered a dashboard to log all outreach and customer touchpoints that can be run in the form of a report with just a few clicks. The City will be given view only access to the systems mentioned.

WM will maintain SB 1383-compliant records and report monthly to Laguna Beach on contamination monitoring activities and actions taken via our new WM SB 1383 Dashboard. This Dashboard will allow Laguna Beach to seamlessly track material streams, route reviews, contamination notices at the municipality, route, and customer levels. WM plans to use this data to inform outreach and education decisions.

WM will also maintain accounting, operational, statistical, and other records related to our performance in order to develop state-mandated reports and to respond to requests of the municipality. In addition, WM will conduct data collection, information and record keeping, and reporting activities needed to comply with and to meet the reporting and solid waste program management needs of the municipality, AB 341, AB 1826, SB 1383, and other Applicable Laws in accordance with the contract terms of the franchise agreement.

Bin Utilization

Currently, all WM containers are already uniquely identified with a serial number that can be tracked and logged to meet the City's requirement. Additionally, in early 2022 WM began exploring RFID technology capable of syncing with WM Smart TruckSM and our other internal systems. While the technology is not currently available, it is likely that by the start of the contract WM will be equipped with this technology.

Frequency of Collection Adjustments

We have identified that one way to help our Laguna Beach customers reduce costs is to reduce trash and recycling collection during off-peak operational periods. We will work with you to identify off-peak operational periods and, as those dates approach, we will communicate with you to discuss what sites need to be reduced or halted completely for a period of time.



PROPOSAL FORM 4: PROPOSER REFERENCES

Provide three complete references of relevant business and project experience in providing Solid Waste, Recyclable Materials, and Food Scraps/Yard Trimmings collection for public agencies.

Customer Name/Address	City of Mission Viejo
Contact Name	Hazel McIntosh
Phone / Email	(949) 470-8458 hmcintosh@cityofmissionviejo.org
Years Services Were Performed	2011- Present
Duration	12 years
Description of Services	Exclusive Franchisee for Residential, Commercial, C &D, and Roll Off

Customer Name/Address	City of Oceanside
Contact Name	Colleen Foster
Phone / Email	(760) 435-5021 cfoster@ci.oceanside.ca.us
Years Services Were Performed	2011- Present
Duration	12 years
Description of Services	Exclusive Franchisee for Residential, Commercial, C &D, and Roll Off

Customer Name/Address	City of Irvine
Contact Name	Matthew Cuevas

Phone / Email	(949) 724-6357 MCuevas@cityofirvine.org
Years Services Were Performed	1997- Present
Duration	25 years
Description of Services	Exclusive Franchisee for Residential, Commercial, C &D, and Roll Off

Provide a complete list of references for all municipal contracts, held by Proposer in jurisdictions within California with a population of over 20,000 residents, over 250 commercial accounts, and that had similar logistical or seasonality challenges as the City of Laguna Beach. Include the municipality name and principal contact.

Jurisdiction	Contact Person	Phone Number	Email
Banning	Art Vela	(951) 922-3134	avela@banningca.gov
Chino Hills			
Corona	Jacqueline Zukeran	(951) 739-4983	Jacqueline.Zukeran@CoronaCA.gov
County of Orange	Jo Anne Taylor	(714) 834-5513	joanne.taylor@ocwr.ocgov.com
County of Riverside	Sandi Salas	(951) 955-8980	ssalas@rivco.org
Irvine	Matthew Cuevas	(949) 724-6357	MCuevas@cityofirvine.org
Lancaster	Travis Lange	(661) 723-5883	tlange@cityoflancasterca.org
La Verne	Tracy Costello	(909) 596-8741	tcostello@cityoflaverne.org
Long Beach	Diko Melkonian	(562) 570-2856	Diko.Melkonian@longbeach.gov
Menifee	Kori Jones	(951) 723-3890	kjones@cityofmenifee.us
Mission Viejo	Hazel McIntosh	(949) 470-8458	hmcintosh@cityofmissionviejo.org
Moreno Valley	Antonio Martinez	(951) 413-3109	antoniom@moval.org
Murrieta	Louie Lacasella	(951) 461-6008	llacasella@MurrietaCA.gov
Oceanside	Colleen Foster	(760) 435-5021	cfoster@ci.oceanside.ca.us
Palmdale	Ben Lucha	(661) 267-5308	blucha@cityofpalmdale.org
Simi Valley	Wes Yates	(805) 583-6421	WYates@simivalley.org

Provide three complete references of relevant business and project experience in providing materials recovery facility, composting facility, food scraps processing facility, yard trimmings processing facility, and construction and demolition waste processing for public agencies. Include customer names, locations, project or service description, duration, principal contacts, etc.

Customer Name/Address	City of Mission Viejo
Contact Name	Hazel McIntosh
Phone / Email	(949) 470-8458 hmcintosh@cityofmissionviejo.org
Years Services Were Performed	2011 - Present
Duration	12 years
Description of Services	Materials recovery facility, food scraps processing facility,

Customer Name/Address	City of Oceanside
Contact Name	Colleen Foster
Phone / Email	(760) 435-5021 cfoster@ci.oceanside.ca.us
Years Services Were Performed	2011- Present
Duration	12 years
Description of Services	Exclusive Franchisee for Residential, Commercial, C &D, and Roll Off

Customer Name/Address	City of Irvine
Contact Name	Matthew Cuevas
Phone / Email	(949) 724-6357 MCuevas@cityofirvine.org
Years Services Were Performed	1997- Present
Duration	25 years
Description of Services	Exclusive Franchisee for Residential, Commercial, C &D, and Roll Off



PROPOSAL FORM 5: NAMES AND RESUMES OF KEY PERSONNEL

Indicate the names of the key personnel that will be responsible for collection operations and the areas of the management, operations, and line personnel listed below.

Introducing our Laguna Beach Service Team

At WM, we believe that developing a strong relationship with you and your community is important to our long-term partnership. Our priority is to thoroughly understand our customers' program goals and service expectations – we listen first and act second. Through on and off the street research, our conversations with you, and this RFP process, we have developed substantial insight into your expectations for your program.

Appreciating our customers' unique needs allows us to customize services and program offerings. We will work with you, your community, and internally, as your WM Laguna Beach service team, to implement and execute collection services that align with all of your requirements and expectations.

Your local Laguna Beach service team brings a diversity of backgrounds, skillsets, and job responsibilities. However, we all connect back to a common denominator, you - our customer.

Your WM Laguna Beach service team will include:

General Manager	Walter Roberts
Operations Manager	Gabriel Tercero
Contractor's Representative for Legal and Official Notices and Contacts	Mike Hammer
Manager of Sustainability Coordinator	To Be Hired
Senior Manager(s) Responsible For Marketing of Compost from Food Scraps/Yard Trimmings	Kevin Mattson
Dedicated Route Supervisor	Roberto Amezola, Vanessa Garcia & Oscar Mendoza

Operations and Customer Liaison to the City	Muyisa Kasomo
Customer Service Manager	Blanca Gutierrez
Maintenance Supervisor	Eric Samayoa
Billing Specialist	Dorina van Baggen
Reporting and Compliance Supervisor	Luz Patino

Team Resumés and Laguna Beach Responsibilities

General/District Manager: Walter Roberts

With over 20 years of experience in the waste industry, as a District Manager Walter Roberts oversees the day-to-day operations, including oversight of all employees in the Orange County Area that are responsible for the collection of garbage, recycling, yard waste, food waste and construction and demolition waste from over 100,000 customers. Walter provides leadership support to front-line managers for safety, operational, and service performance while also diagnosing and improving processes and procedures. Walter is responsible for the District's overall service and budget performance.

Walter will interact with Laguna Beach staff to maximize customer satisfaction and improve service efficiency and the daily quality of contract services. During the implementation of services, Walter will oversee the completion of all operational tasks.

Operations Manager: Gabriel Tercero

Gabriel Tercero is the Operations Manager for the Orange County Area. Gabriel, who stared with WM over 30 years ago, oversees daily collection services, drivers, and operational performance. Gabriel manages District personnel needs, including selection, coaching, and training drivers. Gabriel is also responsible for equipment utilization and managing all equipment needs, including cart and container inventory.

Gabriel will manage the operational implementation and ongoing quality of all Laguna Beach collection programs and services, and oversee ongoing staffing, and equipment needs. Gabriel will work with Laguna Beach's staff and our operations team to address special service requests or resolve unique customer requests or concerns (e.g. special event collections, scheduling needs, etc.).

Contractor's Representative for Legal and Official Notices and Contacts: Mike Hammer

An industry veteran, Michael has decades of experience in managing complex waste and recycling operations, from collection programs to processing facilities. He is responsible for the overall leadership of our Southern California Market Area and its strategic direction, and for leading WM's Southern California teams through continued successful and sustainable operations.

Sustainability Coordinator/Recycling Coordinator: To Be Hired

WM intends to hire a sustainability/recycling coordinator that fits the criteria provided, to work closely with our residential, multifamily, and commercial customers and enhance customer awareness of waste reduction, recycling and reuse. The coordinator will be responsible for providing in-person recycling education to WM communities as well as managing targeted campaigns aimed at driving material diversion and or program participation.

The coordinator will be responsible for the planning, execution, and reporting of Laguna Beach's contract-required recycling programs and initiatives as well as regularly promoting recycling at community events.

Senior Manager(s) Responsible For Marketing of Compost from Food Scraps/Yard Trimmings: Kevin Mattson

Kevin Mattson is the Senior Organics Project Development Manager for WM in Southern California. With over 10 years in the Waste, Recycling, and Organics industry, Kevin Supports the project and business development for green waste and food waste solutions throughout the Southern California WM market area. He serves as the organics management subject matter expert for SoCal market area management and staff and as the lead resource related to current and prospective organics legislation for the State of California (e.g. SB1383, AB1594, and AB1826).

Dedicated Route Managers/Supervisors: Roberto Amezola, Vanessa Garcia & Oscar Mendoza

A total of 3 route managers, with a combined industry experience of over 30 years, support the daily operation of WM in Laguna Beach. Each route manager will work closely with Laguna Beach's drivers, assisting with morning launches, ensuring each vehicle is properly inspected at the beginning and conclusion of each route and monitoring drivers throughout their collection routes with a focus on safety and customer service. Route Managers will work closely with the City of Laguna Beach during the implementation of new services, helping to develop and test new collection routes, and proactively addressing customers' unique site requirements and service requests.

Operations and Customer Liaison/Public Sector Sales Representative: Muyisa Kasomo

Muyisa Kasomo has 4 years of municipal account management experience at WM and will serve Laguna Beach by overseeing WM's implementation of the new agreement. She will make sure all your needs and expectations are met. Muyisa is a strong community citizen and will oversee support and contribution activities to cultivate partnerships through participation in causes and events.

Muyisa will oversee the efforts of WM's team to verify that obligations, such as reporting, service verification, and customer outreach, are delivered per the contract, law, and company policy. She maintains knowledge about legislation, regulations, and local ordinances regarding WM's delivery of services. Muyisa will oversee all aspects of this agreement and will work collaboratively with your staff to design and implement new services and programs in accordance with contractual requirements, changes in law, and your direction.

Customer Service Manager: Blanca Gutierrez

With over a decade of experience in the industry, Blanca is currently responsible for overseeing the administration of the customer service knowledge base that we use to communicate with our customers. That system has all agreement, program, and service offerings for all Southern California customers. Blanca would oversee the training of our Laguna Beach customer service representatives on all aspects of your new Contract and provide talking points to the representatives during the transition period and for on-going service needs throughout the Contract life.

Maintenance Manager/Supervisor: Eric Samayoa

As our District Fleet Maintenance Manager, Eric Samayoa reviews the safety and reliability of our collection vehicles. Specifically, Eric oversees our vehicle maintenance shop, maintenance staff, and preventive maintenance programs.

Eric will be responsible for all initial and ongoing procurement of vehicles required for the service of Laguna Beach collections. Eric will oversee repairs, inspections, scheduled maintenance, and cleanliness of Laguna Beach collection vehicles.

Billing Specialist: Dorina van Baggen

Dorina has been with Waste Management as part of the billing department for over 25 years. She has been the Senior Billing Manager at the CBC for 8 years. Dorina currently manages a department 26 billing personnel and 4 Billing Supervisors, which are responsible for customer invoicing for the entire Four Corners, MIOHIN, Southern California, Texoma and Waste Management Compactor Monitoring. Her knowledge of the billing process and systems makes her an integral part of the inner workings of WM.

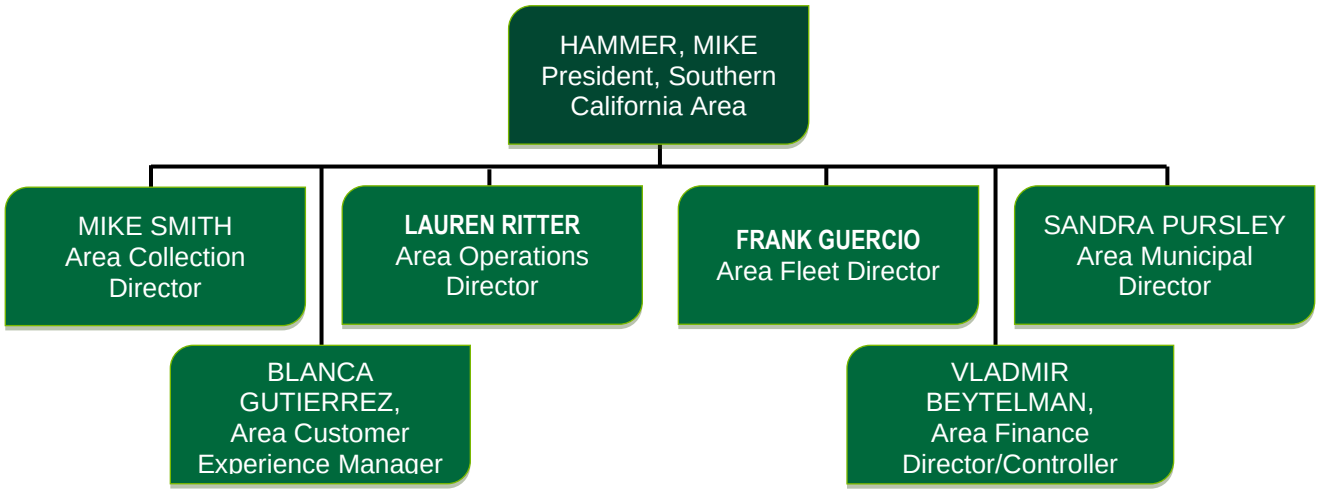
Reporting and Compliance Manager: Luz Patino

Luz Patino has been with WM 30 years and serves as the Orange County Area Contract Compliance Manager, verifying compliance with over 8 collection and disposal contracts. Luz works closely with our municipal liaison and is responsible for contract audits, rate adjustments, and contractually required reporting. Additionally, Luz will support our services in Laguna Beach by providing a contractual verification for all contract service information and rates listed in Green Pages, our knowledge database utilized by our customer service representatives.



PROPOSAL FORM 6: STRUCTURE OF PROJECT TEAM

Attach an organization chart to this Proposal Form for the proposed project team. Identify the individual who has overall responsibility for the project and who will serve as the Proposer's representative. Include the names and titles of persons responsible for managing the collection operations, customer service center and operation, operations/customer City liaison, sustainability coordinator and troubleshooting of customer complaints in the field, and other major areas of responsibility. If the proposer is a division or part of a larger parent company, list the names, titles and physical office location (city and state) of the persons that the local division management will report to in the parent company.





PROPOSAL FORM 7: LIST OF CONTRACTOR-FURNISHED PERSONNEL

Indicate the full-time equivalent of each position for the key personnel that will be responsible for collection operations and the areas of the management, operations, and line personnel listed below. The key project personnel marked with star (*) below shall not be substituted without prior written permission from the City.

Office and Management Headcount (Number of FTE).

Position Description	Number of FTE
Operations Manager	.25
Sustainability Coordinator (Agreement Section 7.05.H)	1 (To be hired to RFP standards)
Operations and Customer Liaison to the City (Agreement Section 7.05.I) *	.33
Senior Manager(s) Responsible For Marketing of Compost from Food	No allocation available, we have 1 Manager available for our entire SoCal market area.
Scraps/Yard Trimmings (Agreement Section 7.05.M) *	No allocation available, we have 1 Manager available for our entire SoCal market area.
Dedicated Route Supervisor (Agreement Section 7.05.N) *	2.5
Customer Service Representatives	No allocation available, we have a team of agents available for our entire SoCal market area.
Dispatchers	1
General Manager	.25
Senior Manager(s) Responsible for Marketing of Food	No allocation available, we have 1

Scraps/Yard Trimmings/Compost Products	Manager available for our entire SoCal market area.
Office Manager	1
Route Manager	See dedicated route supervisor section above

Collection and Transportation Headcount (leave blank if the position is not proposed):

Residential Collection	
MSW Drivers	2.83
Recycling Drivers	2.83
Co-collection Food Scraps and Yard Trimmings Drivers	1.33
Hard-to-Service Driver(s)	1
Residential Route Manager(s)	See dedicated Route Supervisor section above
Other Residential Driver:	
Other Residential Driver:	
TOTAL RESIDENTIAL DRIVERS	**8**

Commercial and Multi-Family Collection	
MSW Drivers	4.5 (4+ .5 EV Split Body Driver)
MSW Helpers	.5 (EV Split Body)
Recycling Drivers (Single Stream)	1.5 (1+ .5 EV Split Body Driver)
Recycling Helpers (Single Stream)	.5 (EV Split Body)
Source-Separated Food Scraps Drivers	
Source-Separated Food Scraps Helpers	
Co-collection Food Scraps and Yard Trimmings Driver(s)	1
Source-Separated Yard Trimmings Driver(s)	0
Commercial/Multi-Family Route Manager(s)	
Other Com/MF Driver:	0
Other Com/MF Driver:	0
TOTAL COMMERCIAL/MULTI-FAMILY DRIVERS	**8**

Roll-Off Collection	
Roll-Off Driver(s)	2
Roll-Off Route Manager(s)	See dedicated Route Supervisor section above
Other Roll-Off Drivers:	0
TOTAL ROLL-OFF DRIVERS	**2**

Miscellaneous Drivers and Support	
Relief Drivers & Spares	No allocation available, we have 19 drivers/ driver support personnel available as needed.
Box Truck Drivers	0
Bulky Route Driver(s)/ E-Waste Driver	1
HHW Route Driver(s)	0
Container Delivery Driver(s)	
Scout Service Driver(s)	1
Mechanics	No allocation available, we have a team of mechanics available for our entire market area.
Mechanics Helpers	0
Other Misc. and Support:	0
TOTAL MISC AND SUPPORT	**2**

TOTAL PROPOSED COLLECTION/TRANSPORTATION HEADCOUNT	20

This Proposal Form 7 will become Attachment G to the final Agreement.



PROPOSAL FORM 8: NEW COLLECTION VEHCILES TO BE FURNISHED

A Note About the Global Supply Chain and Vehicles

As the largest fleet purchaser in our industry, WM wants to be transparent with Laguna Beach regarding new vehicle availability and delivery.

As you may be aware, global supply chain constraints and disruptions are currently affecting all industries, including waste collection. Demand for manufacturing materials, including steel and semi-conductors, continue to outpace supply. When coupled with ongoing labor shortages, logistics challenges and world conflicts, the vehicle manufacturing in particular is facing unforeseen and extraordinary market conditions, creating procurement delays.

In light of this evolving situation, we are making every effort to secure required new collection vehicles based on contractual requirements without setting unrealistic expectations. We will “green light” the manufacturers of collection vehicles as soon as the Council acts and the agreement is executed. Based on our vehicle manufacturer commitments, they will work with us to deliver required new vehicles within 9-10 months from when the order is submitted.

If, however, any unknown circumstances prevent the manufacturers from meeting their commitments, alternative arrangements will need to be made until the situation is resolved. Thankfully WM maintains its local Laguna Beach fleet to the highest safety standards and is fully compliant with local and federal operating standards. Additionally, WM maintains the largest collection fleet in the industry (more than 32,000 vehicles) and has flexibility to draw on its regional resources to meet its service obligations until new vehicles are delivered.

A Mission to Near-Zero Fleet Emissions

For more than two decades, WM has operated the largest heavy-duty natural gas truck fleet in North America – today, more than half of our 18,927 collection vehicles run on clean natural gas, avoiding the use of millions of gallons of diesel fuel per year.

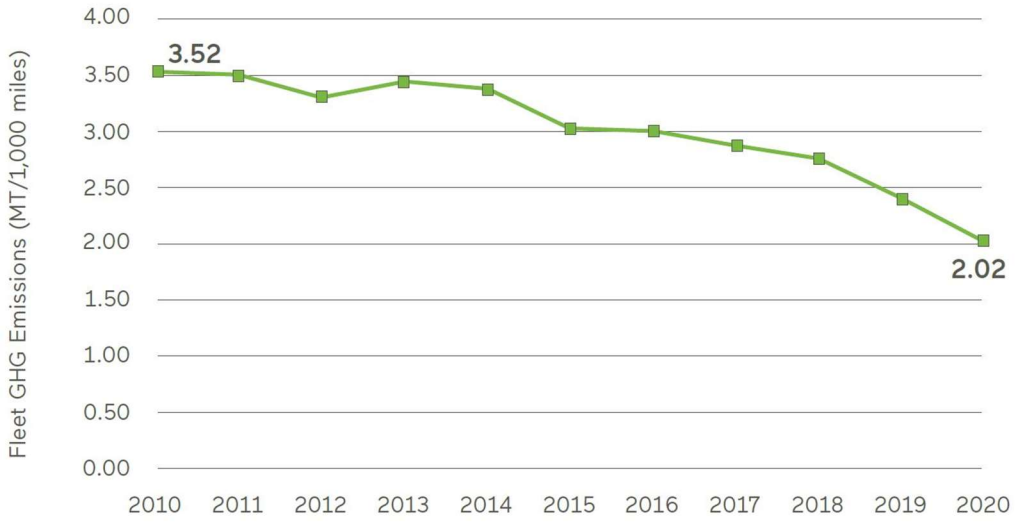
Our mission to near-zero fleet emissions began in 1990 when WM worked with our equipment manufacturers to develop trucks powered by natural gas. In 2007, we committed to reducing our fleet’s

carbon dioxide emissions by 15% by 2020 by transitioning to cleaner vehicles and fuels and minimizing the number of miles our trucks travel each day. As a result of these focused efforts, we achieved our goal in just four years – by 2011.

Now, we are setting our vision to greater heights. WM is working toward a science-based target to cut fleet emissions by 45% – against a 2010 baseline – by 2038. This includes an interim goal for 70% of our collection fleet to use compressed natural gas (CNG) engines by 2025, with 50% running on even cleaner renewable natural gas. We are well on our way to achieving this goal, having already reduced collection and support fleet emissions by 43%.

To achieve our ambitious goals, we have invested more than $3 billion in assets and infrastructure in fuel and routing technologies and moving forward we will invest nearly $400 million annually in near-zero-emissions trucks.

WM Collection and Support Fleet (GHG emissions per 1,000 miles driven)



By the end of 2020, for every 1,000 miles driven, we had reduced our collection and support fleet GHG emissions by 43%. We have achieved these reductions through logistical efficiencies, transitioning to natural gas vehicles, and increasing our use of renewable fuel.

Compressed Natural Gas Trucks Mean Cleaner, Greener, Quieter Collections

WM is proud to service Laguna Beach with an entire fleet of vehicles that run(s) on compressed natural gas (CNG). CNG is a fuel used in place of diesel gasoline that, when combusted, produces fewer undesirable gases than gasoline or diesel, resulting in improved air quality emissions.

CNG trucks emit nearly zero particulate emissions, reduce greenhouse gas (GHG) emissions by 15%, and cut smog-producing NOx emissions by 50% compared to the cleanest diesel trucks. In another effort to improve air quality, the engines automatically turn off after five minutes of idling to further reduce emissions and conserve fuel. CNG engines run much quieter than diesel trucks – many customers have commented that they cannot even hear our CNG trucks coming down the street.

For every diesel truck we replace with natural gas, we reduce our use of diesel fuel by an average of 8,000 gallons per year along with a reduction of 14 metric tons of GHG emissions per year - the equivalent of a 15% emissions reduction per truck.

While our “last generation” natural gas engine cuts smog-producing nitrogen oxide (NOx) emissions by up to 50% compared to the cleanest diesels, our new 2019 near zero emission natural gas engine (ISL-G “NZ”) is the cleanest heavy-duty engine ever certified by the California Air Resources Board (CARB) and the US Environmental Protection Agency (EPA).

WM helped pioneer this new engine with Cummins, and it now provides a 95% reduction in NOx emissions compared to the current 0.2 g NOx standard (EPA/CARB 2010) and a 94% reduction in NOx compared to the latest comparable diesel engine technology.

Furthermore, this new engine is already certified at 16% below the current GHG emission standard and is already 12% below the proposed 2027 standard**.** With an entire fleet of the new near zero emissions natural gas engine trucks, Laguna Beach will become the area leader in reducing GHG emissions.

A More Efficient Network

Beyond reducing tailpipe emissions, we also reduce the footprint of our fleet through proactive and constantly monitored routing to make sure that every WM vehicle completes its service route in as few miles as possible and maximizes efficiency based on traffic patterns and the location of disposal and processing facilities.

The premise of efficient logistics is simple: a more efficient route means fewer miles traveled, which translates into reduced fuel consumption and associated emissions. Since 2017, WM’s fleet has reduced miles driven by approximately 8.9 million miles annually. Optimizing routes not only reduces our environmental impact, it also increases the quality of our service: we miss fewer stops for our customers.

The chart below shows the fleet needed to efficiently operate all requested services in the City of Laguna Beach. All cots are listed in 2024 estimated dollars.

Vehicle Type	Manufacturer Truck/Body		Model Year	Route	Fuel Type	FTE Driver	Notes
	Truck	Body					
Side-Loader	Autocar	Amrep	2024	MSW/ Recycle	CNG	1	Driver is 50% Recycling and 50%MSW
Side-Loader	Autocar	Amrep	2024	MSW/ Recycle	CNG	1	Driver is 50% Recycling and 50%MSW
Side-Loader	Autocar	Amrep	2024	MSW/ Recycle	CNG	1	Driver is 50% Recycling and 50%MSW
Side-Loader	Autocar	Amrep	2024	MSW/ Recycle	CNG	1	Driver is 50% Recycling and 50%MSW
Side-Loader	Autocar	Amrep	2024	MSW/ Recycle	CNG	1	Driver is 50% Recycling and 50%MSW
Side-Loader	Autocar	Amrep	2024	MSW/ Recycle/ Organics	CNG	1	Driver is 33% split between MSW, Recycle & Organics

Side-Loader	Autocar	Amrep	2024	Organics	CNG	1	
Side-Loader - Burro	Autocar	Amrep	2024	MSW/ Recycle/ Organics	CNG	1	Driver is 33% split between MSW, Recycle & Organics
Side-Loader	Autocar	Amrep	2024	Commercial MSW Carts	CNG	1	
Front-Loader	Autocar	Amrep	2024	Commercial Trash	CNG	1	
Front-Loader	Autocar	Amrep	2024	Commercial Trash	CNG	1	
Front-Loader	Autocar	Amrep	2024	Commercial Trash	CNG	1	
Lightweight Front-Loader	Autocar	Amrep	2024	Commercial Recycling	CNG	1	
Front-Loader	Autocar	Amrep	2024	Commercial Organics	CNG	1	One truck/ driver services both carts and bins
Rear Loader EV	TBD	TBD	2024	Commercial Trash/ Recycling	EV	2	Both driver and Helper are 50% Recycling and 50% MSW
Roll-off	Autocar	Amrep	2024	All Commodities	CNG	1	
Roll-off	Autocar	Amrep	2024	All Commodities	CNG	1	
Stinger	F-350	FORD	2024	Pull Out Bins	GAS	1	
Flatbed	F450	FORD	2024	Bulky – E Waste	GAS	1	
RM-Truck	F-150	FORD	2024	Daily Observations	GAS	1	RM Truck is shared based on who needs to complete driver observations or Customer issues.

Sample Vehicle Appearance





This Proposal Form 8 will become Attachment F-1 to the final Agreement.



PROPOSAL FORM 9: PLAN TO PROVIDE LIGHT-WEIGHT COLLECTION VEHICLE

A lightweight Front End Loader (FEL) is a very unique vehicle. To maximize payload and provide the intended benefits of greater mobility with less impact requires a careful balance between wheelbase, push axle placement and body length. The much larger hopper required for an FEL versus an Automatic Side Loader (ASL) makes ensuring adequate body size more of a challenge. Additionally, with fewer tires on the ground, the lightweight unit could be heavier per tire than a standard unit and potentially negate the intended benefit.

For this reason, WM would want to work very closely with the City to ensure the vehicle provided both meets the intended benefit and can efficiently service the intended area. We have a very strong relationship with our suppliers that would allow us to present a variety of options for this specific vehicle to ensure we meet the City's expectations.

WM proposes to build a lightweight two-axle plus pusher configuration FEL truck to service commercial recycling in the downtown area. The custom built FEL would have the same chassis weight difference as an ASL except with a shorter body section. Although the exact productivity metrics are not known, the proposed vehicle is likely to perform 75% of the number of stops a standard FEL would provide and would have a similar drivetrain and fuel demand as a standard truck. The included charts detail this tradeoff between an ASL and an FEL:

Unit	Bridge Weight	Tare	Payload	
Standard ASL	57500	35760	21740	Actual Values
Mini ASL	50500	31200	19300	Actual Values
		-4,560		

Standard FEL	57500	38320	19180	Actual Values
Proposed FEL	50500	33760	16740	Estimated Values
		-4,560		

As our proposed lightweight truck would have a similar drivetrain and fuel demand as a standard truck, the fuel savings are very minimal. The estimated cost savings for the deployment of a lightweight vehicle is approximately $50,000 in Capital Procurement Savings. (Cummins ISLG CNG Engine).



THE CUSTOM-BUILT LIGHT-WEIGHT VEHICLE WM WILL PROCURE WILL HAVE THE SAME BODY AS THE ASL IN THE PHOTO SHOWN ABOVE WITH FRONT END LOADER EQUIPMENT

This Proposal Form 9 will become Attachment F-2 to the final Agreement.



PROPOSAL FORM 10: ELECTRIC COLLECTION VEHICLE TO BE FURNISHED

Battery Electric Single Pass Rear Loader Collection Vehicle to be Provided

Provide the following information regarding the proposed use of an electric vehicle in the City, the proposed vehicle itself, and the proposed charging station infrastructure:

WM's EV Experience

For three decades, WM has been a pioneer in the use of alternative fuels and advanced transportation technologies to reduce Greenhouse Gas (GHG) emissions in our operations, including our fleet. While not a new technology, electric vehicle (EV) use in the waste/recycling industry has recently been receiving increasing attention.

As the largest Class 8 Natural Gas fleet in the World, WM is the undisputed leader in the development and implementation of technology in this industry. We fully expect the same leadership position to be realized in the EV market, and that leadership involves an intense methodical and realistic approach that does not drive short term promises, but rather long term and sustainable industry-changing innovation.

WM has become an active partner in the research, development and testing of EV collection units with multiple manufacturers such as Autocar, Paccar (Peterbilt), Daimler (Freightliner), Mack, BYD, Battle, Lion and others. In fact, WM began testing an EV manufactured by Peterbilt in September of 2020, with two additional pilots in 2022, and are piloting a broad range of technologies to continue to move our industry towards the lowest emission impact possible. As a testament of our push to electrify our fleet, WM has ordered nearly 200 Ford E150's and has begun incorporating EV's into our operations with two already in use for equipment delivery in the Seattle area.

Proposed Vehicle Specifications and Information

Due to the depth and multitude of our ongoing testing and research being done across the country, we believe it would unnecessarily confine our options to specify a unit type at this time and request that the City allow WM to select the best suitable option at the time of the award. However, in order to be responsive to the City's request, WM commits to providing a split-body Peterbilt 220 EV for downtown cart collection by July 2024 with the allowable 1-year extension as set forth in Article 8.03.C. of the draft agreement.

The Peterbilt 220EV is a light-duty vehicle originally intended for pickup and delivery, regional haul, and food and beverage applications. Based on our current test study of this chassis in San Diego, we believe this model would be uniquely suited to service the tight downtown areas of Laguna Beach.

The proposed split-body installed on the Peterbilt 220 will be a Labrie unit equipped with compaction and lid-flipping capabilities. Our projected unit will likely have a 25-yard capacity with a 60/40 split between recycling and trash, and a projected battery storage capacity around the 325kwh range. Drive time for this unit is currently unknown, but our proposed unit would be expected to perform as well or better than our test pilot of a BYD Automotive EV ASL that completes as many as 90 miles and 1200 stops in one charge.

Proposed Charging Station Specs & Information

Make/ Model Charging Station	The proposed make and model of charging station being used in our BYD Automotive test pilot is made by Rhombus Energy Solutions.
# of Charging Terminals Available	The current costs factored are for one charging station for a singular terminal for the sole use of the WM truck servicing Laguna Beach.

EV Costing Analysis

EV operating costs are negligibly lower due to the absence of engine maintenance; however, the long-term operating costs are still unknown as the life and wear rates of batteries and motors in our environment have never been tested. To better understand the metrics of operating an EV in Laguna Beach, WM is scheduled to move our pilot of an EV ASL to Laguna Beach in the near future, ahead of the start date of the next contract.

Grant Funding

WM has identified EnergIIZE Commercial Vehicles (Energy Infrastructure Incentives for Zero-Emission Commercial Vehicles) as potential grant funding. As the nation's first commercial vehicle fleet infrastructure incentive project funded by the California Energy Commission's Clean Transportation Program and implemented by CALSTART, EnergIIZE provides incentives for zero-emission vehicle (ZEV) infrastructure equipment for medium- and heavy-duty battery electric and hydrogen fuel cell vehicles in California. The project provides a user-friendly and streamlined process for participation by breaking down infrastructure deployment barriers through targeted incentives and specialized assistance. WM intends to explore all potential grant funding available through EnergIIZE. And any other grants found at the time of contract award.

Capital Cost of Procuring an Electric Refuse Collection Vehicle

Equipment	Approx. Price
Chassis/ Cab	$550,000
Body	$165,000
Permitting/ Installing Charging Station	$82,000

Projected Procurement Timelines

Electric Vehicle	18-24 Months
Permitting and Installing the Charging Station	18-24 Months

Contingency Planning

WM is making every effort to secure the requested electric vehicle prior to July 1, 2024 without setting unrealistic expectations. As such, we commit to being accountable, honest, and ethical when proposing the procurement of an EV. As soon as the Council acts and the agreement is executed, we will select the highest performing vehicle being piloted in other WM programs and submit an order with the chosen manufacture. The current fulfillment time is between 18-24 months but given that WM has been working closely with several manufactures to develop the technology, we are hopeful for a faster delivery. If, however, circumstances prevent the manufacturers from meeting their fulfillment commitments, or if the electric collection vehicle becomes non-operational once fulfilled, WM intends to use two ASL vehicles to collect commercial carts until the EV is receive or restored.

As your current hauler, WM already has a fully compliant fleet designed for Laguna Beach and the industry's largest fleet (more than 32,000 vehicles) to draw on if need be.

This Proposal Form 10 will become Attachment F-3 to the final Agreement.



PROPOSAL FORM 11: PLANS TO INCORPORATE ON-BOARD TECHNOLOGY

Article 8 of the Agreement includes the minimum on-board technology requirements to increase safety and efficiency. Include the following information about the proposed safety and efficiency programs that are required by Article 8:

DriveCam®: Intelligent Dashcam Technology for Safer Collection

DriveCam®, one of the safety innovations onboard our trucks, goes beyond traditional dashcams by pairing machine vision with artificial intelligence to identify risks as they occur on the road and respond to the driver with real-time coaching.



DriveCam is mounted on the windshield of the interior cab with cab-facing and road-facing cameras. When an unsafe condition is detected, such as critical following distance, lane departure, or imminent collision, the device visually and audibly alerts our drivers, providing an opportunity for self-correction.

Additionally, if an event is detected, video data is sent to WM route managers for follow-up performance coaching with the driver. Recorded events also help us appreciate the many times that our drivers avoid collisions through using proper defensive driving techniques. We believe our investment in DriveCam has contributed to reducing our reported vehicle accidents by almost 80% since 2005.

Extra Eyes on Your Roads

WM drivers can manually trigger recording of video on the DriveCam in the event they witness an emergency situation or suspicious activity.



For an in-depth look at DriveCam, visit https://youtu.be/NDvacIfHxy8.

Back Up Cameras on All Vehicles

All Laguna Beach vehicles include back up cameras that provide a view of the area behind the truck whenever the truck is in reverse. This reduces the potential for backing accidents and enhances pedestrian safety.

Leading Safety with Onboard Technology Advancements	
On-Board Methane Detection	On CNG-powered trucks, methane detectors provide immediate visual and audible alarm for potential leaks from fuel tanks or lines.
Maximum Idle Time Limit	After five minutes, engines turn off to reduce fuel consumption and exhaust emissions.
Electric Heated Rear View Mirrors	Provides fog and frost-free view of both sides of the truck. Mirrors are adjustable electronically from the driver's seat to provide an unrestricted view of the sides and rear on the truck.
BusBoy Mirrors	Angled convex mirrors allow the driver an unrestricted view of the area in front of the truck. Especially valuable when children and/or adult pedestrians are present.
Trapezoidal Side Lights	Floodlights located halfway down the side of the body come on automatically when the truck is in reverse. Bright flood lighting illuminates both sides of the truck and roadway providing added safety.

Leading Safety with Onboard Technology Advancements	
LED Strobe Lights and Flashers	Enhances rear of truck visibility for approaching motorists. Improves safety for helpers while working at the rear of service trucks.
Sears Air Ride Drivers Seat	Provides added comfort and excellent ergonomics for the driver. Includes eight-way adjustability including lumbar support to help reduce driver fatigue and improve overall performance.
Reflective Signage/Striping	Highly reflective rear of vehicle striping and signage to provide exceptional visibility when approaching trucks from the rear during nighttime hours.
Heavy Duty Disc Brakes	Provide the best stopping distance for heavy trucks in the industry. Exceeds all applicable Federal Motor Vehicle Safety Administration requirements.
Electromagnetic or Hydraulic Driveline Retarders	Retarders are silent and provide additional braking capacity. Eight-inch-wide rear brake lining also increases braking capacity and improves vehicle safety.
Four Braid Hydraulic Hoses	Part of WM's standard truck body specification, doubling the safety margin against high-pressure hydraulic leakage.

PRECO-Electronics-PreView-Side-Defender-II system

To comply with the requirement to detect adjacent pedestrians and bicyclists, WM will fit each truck with the PRECO-Electronics-PreView-Side-Defender-II system. Please see the brief manufacture description of the technology listed on the following pages.

Product Description

The PreView Side Defender®II is the FMCW radar included in the Side Defender®II object detection system that is designed to alert drivers of medium and heavy-duty vehicles or obstacles and vulnerable road users in their side blind zone. The Side Defender®II has intelligent modes of operation to minimize false alerts due to stationary objects such as guardrails and parked cars, while still providing reliable alerts when moving bicycles and other vehicles are in the detection zone.



Figure 1- PreView Side Defender®II Radar Sensor

Sensor Description

The PreView Side Defender®II is a small, rugged short-range radar sensor designed and made by PRECO Electronics® in the USA for use in heavy-duty applications such as trucks/busses, waste vehicles and other applications requiring a robust, high-performance side blind-zone radar. The sensor transmits and receives low power narrow band 24 GHz radar signals. It then processes the returned signals to determine if an object has reflected any energy back to the sensor and determines if the object is moving. If an object is moving and presents a potential collision threat, it is reported by the operator display. The sensor is designed to process and report detections within 300 ms allowing the operator to quickly respond to any object within the detection zone. **The frequency band used is legal throughout most of the world, but check with PRECO Electronics® or your country's regulations before purchasing.**

The PreView® sensor has a continuous Built-In-Self-Test (BIST) that notifies the operator via the in-cab display of system failure within a fraction of a second. This test functions by monitoring the transmit and receive performance as well as other internal operations. The BIST reporting functionality is a CRITICAL feature for FAIL-SAFE operation.

Using frequency modulated transmit waveform (FMCW) technology, the Side Defender®II radar measures radial range, speed, angle, reflectivity, and other parameters of multiple stationary and moving targets simultaneously. This radar sensor has a wide horizontal field of view up to +/-75°, optimized for side object detection in large trucks and busses. The horizontal field-of-view is approximately 39 feet (12 m) along the vehicle side and extends approximately 10 feet (3 m) from the side of the vehicle.

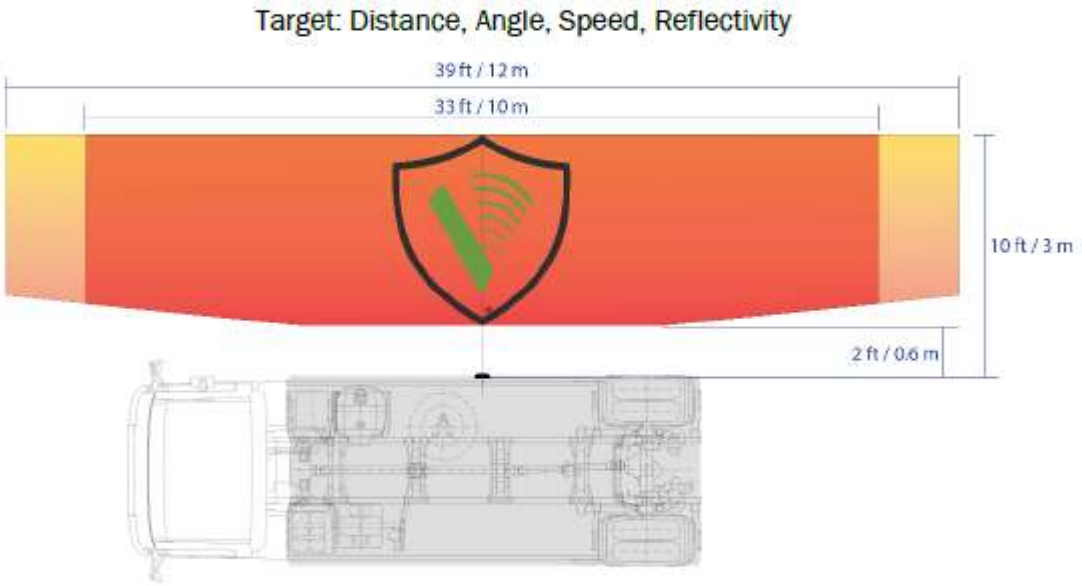


Figure 2 - Horizontal Detection Zone

PreView Side Defender®II can detect moving bicycles, motorcycles and other cars/trucks and in certain circumstances, people within the detection zone, providing a visual alert on the in-cab LED display, as well as an audible alert if the turn signal is active.

The Side Defender®II radar performance is not affected by other PreView® Radar or similar sensors operating in close proximity with each other.

Preventative Maintenance to Keep Our Laguna Beach Collection Vehicles and Equipment Safe

WM has a comprehensive Preventative Maintenance Program for vehicles and equipment. Disciplined adherence to the program and associated tasks reduces breakdowns within our fleet and provides Laguna Beach with safer, more efficient services.

Our program establishes a systematic procedure to minimize all vehicle and equipment failures by monitoring the current conditions and correcting defects before they develop into safety concerns or costly repairs.

Investing in Our Fleet

Each year, WM invests roughly $600 million in vehicle and equipment maintenance. These investments in our fleet safety, driver training, and onboard equipment have resulted in a 57 percent reduction in vehicle accidents since 2007.

Our maintenance team performs regular quality control audits and self-inspections for compliance of our maintenance programs, enabling us to identify areas of improvement and correct deficiencies. Our Preventative maintenance program complies with all applicable state and federal, requirements, and includes:

Preventative Maintenance Intervals: These intervals are based on vehicle equipment utilization by hour and/ or days. Intervals are increased in frequency in areas where severe operating conditions exist, such as extreme temperatures, poor road conditions, etc.

Daily Driver Inspections: Before and after each shift, drivers are required to conduct a standardized safety and maintenance check of vehicles and report on any items that may need service. Any defects found during inspection are noted on inspection form and transferred to a work order for a scheduled repair. Safety-related defects result in the vehicle being removed from the service unit until repairs are completed.

Fluid Sampling and Filter Change: Our program requires scheduled fluid sampling and filter changes at specific intervals.

Leak Prevention: After operating for 200 hours, each of our collection vehicles undergoes a spill and leak prevention assessment. Mechanics inspect and replace worn hoses- prior to the manufacturer's recommendation. Drivers check their vehicles daily for leaks, including during pre-trip and post -trip inspections.

In-Field Repair Response: If a driver experiences an issue while on a route, he or she calls into dispatch immediately to report the problem. Our in-house maintenance shop will dispatch a mechanic out to the driver immediately to make the necessary repairs. If repairs cannot be completed in the field, a backup collection vehicle will be deployed to avoid any delay or disruption to scheduled collection services.

Customers depend on us to pick up and safely recycle or dispose of their wastes; but they often fail to notice our workers performing these essential tasks. Although vehicle and equipment maintenance may seem like common sense, it is an expensive and labor-intensive task that many companies delay, discount, or even eliminate- but it is imperative to the safety of our employees and customers that these preventative measures are completed.

Environmentally Sound Maintenance Procedures

WM has implemented several environmental procedures for fleet maintenance, including:

- Use of synthetic or semi- synthetic fluids that allow extended oil drain intervals in engine transmissions, differentials and hydraulic systems and reduces the amount of virgin petroleum stock required.
- Collection and recycling of all fluids collected from vehicle maintenance by licensed recyclers
- Used oil filters are drained and scrapped per regulations
- Filters placed in drain basins to prevent environmental pollutants from entering streams

Maintenance Intervals and Cleaning Schedules

WM's vehicle maintenance intervals meet manufacture specifications and exceed industry standards with collection vehicles receiving preventative maintenance (PM) based on a 200-hour or 90-day schedule, whichever is sooner. Automated Side Loader vehicles also receive weekly maintained on the collection arm to ensure safe, smooth articulation in daily performance. Small-duty vehicles are serviced on a 5,000-mile or 90-day schedule, whichever is earlier. Vehicles are washed weekly or as needed, and chassis are pressure washed at least once a month and more often in inclement weather.

Skilled, Trained Technicians

WM expanded its Fort Myers, Fla. Driver Training Center in 2017 to include a Fleet Technician Training Center, and opened a second Technician Training Center in Glendale, Ariz. in June 2019. Through these learning facilities, technicians new to WM – regardless of past experience – take part in a two-week immersion training experience to learn our fleet maintenance processes and programs. The two-week course provides on-the-job training that is invaluable to preparing skilled technicians for Day One success as well as giving them a foundation of knowledge to build upon in their WM careers.



Maintenance Service Delivery Optimization Fosters Continuous Improvement

WM's Maintenance Service Delivery Optimization (MSDO) program engages our maintenance technicians in a continuous improvement process- soliciting an implementing their ideas for how to constantly improve our maintenance program. MSDO supports our managers and technicians and allows them to focus on properly executing fundamental fleet processes, being accountable for quality repairs, and conducting root cause analyses to reduce truck downtime to improve customer service for Laguna Beach.

The MSDFO program emphasizes processes that streamline the maintenance of WM's vehicles. Maintenance shops are outfitted with a live board, which is a large screen that provides real-time data to frontline managers and technicians on vehicle repairs. The program focuses on a series of goals to make maintenance jobs easier and more efficient for us, and in a timely manner for Laguna Beach. These goals include:

- Encouraging personal coaching to drive better performance
- Establishing annual assessments, training, and certifications for technicians
- Having technicians work on “lean event” to make the shop environment more effective and efficient
- Updating maintenance programs- like Total Hydraulic Maintenance- for shop compliance
- Improving planning and scheduling for both short-and long-term projects
- Creating different standards for maintaining a vehicle that is based on its age
- Formalizing fleet-related safety and process rules to drive accountability

MSDO Mobile

WM’s Fleet organization recently tapped into mobile technology with its new MSDO mobile app for Android and Apple phones that mimics MSDO live board. The app helps the fleet and operations team through:

- A **real-time view** of shop operations that allows fleet managers responsible for multiple districts to get a real-time view when they are not physically present.
- A **Current Labor** tab that provides a communications link to shop technicians and updates on standard repair timed. The time updates every three minutes.
- A **Unit Availability** tab that lets users know at a glance if the district has enough assets ready to service customers.
- A **Customer Service Interruption (SCI) Events** tab that reveals recent downtime opportunities, supporting root cause analysis and coaching decisions.



Recently a new MSDO certification criteria went into effect for WM’s maintenance sites. The new certification criteria uses a stepped approach, allowing locations to reach certifications- bronze, silver, then ultimately the gold/ best in class ranking. The new MSDO certification criteria focuses on process improvements that reduce downtime, which ultimately results in decreased maintenance costs and improved services for Laguna Beach.

Maximizing Prevention, Minimizing Failures

WM makes every effort to provide uninterrupted service to our customers, but breakdowns and issues do occur. Laguna Beach can be confident that WM has he necessary systems and measures in place to minimize the effects of vehicles and equipment failures.

From our tried-and-tested maintenance manual, to our regular quality control audits and self-inspections, to our swift response and repair time, we make the investments required to meet your expectations of the industry’s leading service provider throughout the contract term.

Onboard Computing System Provides Real-Time Driver Feedback



Our fleet of trucks for Laguna Beach will be equipped with our onboard computing system (OCS), which enhances communication between our operations and customer service teams. OCS replaced paper route books with electronic route sheets that are updated in real time. Collection drivers see all stops and service tickets on their touch screens, which can be updated remotely and in actual time by our route managers and dispatchers. Drivers use their OCS to log completion of each service performed.

OCS is also a key tool for noting and communicating route exceptions such as blocked containers, extras, and contamination. Each exception has a designated code. Drivers log the appropriate code at the time of collection and have the option to add supplementary notes. If OCS becomes unavailable, our drivers use a traditional paper route sheet to perform scheduled collections and manually enter routing exceptions. The primary benefits of OCS are:

- **Service Exceptions:** When a driver encounters a condition that prevents providing service or requires a service beyond emptying a container, such as removing extras and nothing contamination, he or she touches the "service exception" button. Drivers can touch the exception button on the customer orders list or from the customer order detail screen, which triggers an "exception" pick list on the display. Drivers touch the role containing the appropriate service exception.
- **Proactive Customer Communication:** Drivers document any issues associated with attempting to service the customer account, including carts not being out, blocked access or ancillary pickups. This allows us to proactively address issues with out customer and prevent inconveniences, such as a missed collection.

Our OCS is contemplated by the following industry-leading software and technology for real-time routing and dispatch communication:

Technology	Function	Benefit
eRouteLogistics®	Mapping and routing software system used to develop and modify routes	✓ Takes into account traffic patterns in the community, vehicle capacity, location of disposal sites, and travel times to create the most efficient routes possible to provide the best value to the customer ✓ Fully integrated with our billing and customer database, Mid-America Systems (MAS), to capture new customers and service changes
Plan Versus Actual (PvA) Technology	Software that plots planned route versus actual route status	✓ Identifies routes that may be running behind typical schedule that customers are accustomed to, enabling WM to

		proactively redistribute routes to prevent missed or late pickups
Onboard Computer System Dispatch (OCSD)	In-office software connecting dispatch and route management to driver OCS	✓ Route modifications are made in real-time and instantly appear on drivers' tablets so that any potential for service disruption is eliminated ✓ Enables dispatch and managers to electronically assign service tickets and communicate with drivers for immediate customer issue resolution (e.g., blocked container, late set out, etc.)

3. Further describe method to utilize on-board technology to notify customers and Sustainability Coordintor of observed contamination incidents (see Sections 2.5.2 and 3.9 of Attachment B).



WM Smart Truck℠ Technology: Smart Solutions to Drive Better Behavior

WM is always working for a sustainable tomorrow. The latest in these efforts is our WM Smart Truck℠ program, which pairs innovative technology with strategic, targeted education to influence waste-related behaviors, making residential collection in Laguna Beach smarter, safer, and more efficient.

At its essence, WM Smart Truck℠ consists of cameras mounted on our collection vehicles that create a record of collection events and the contents of collected containers. Data captured - including vehicle location and photo and video documentation of service - then drives a targeted education strategy to reduce recycling contamination and container overages while also improving the customer experience through service verification notification.

WM Smart Truck℠ technology on your streets means a cleaner, greener, safer Laguna Beach with more power and efficiency in every pickup.



OUR PROPRIETARY SMART TRUCK℠ TECHNOLOGY CAPTURES VIDEO AND PHOTO OF EVERY COLLECTION.

The Benefits and Value of Smart Truck℠

CUSTOMER SERVICE INNOVATION: WM Smart Truck℠ technology documents every collection stop and shares that data – including real-time positive service verification and documentation of any collection issues – with customers through the notification channel of their choosing. This allows for a more open and transparent relationship with customers with consistent and direct communication.

COMMUNITY HEALTH & SAFETY: WM Smart Truck℠ protects community aesthetics as camera monitoring allows us to proactively identify containers that are overflowing and cause unsightly litter and odors. It is safer by automating processes that keep our drivers in the cab so they can focus on operating their collection vehicle and monitoring their surroundings, decreasing injury risk as drivers are not exposed to traffic and avoid lifting containers manually.

TARGETED EDUCATION & OUTREACH: WM Smart Truck℠ improves waste-related decision-making with a focused, tailored education program in response to documented issues, such as contamination or overages. Direct notification with customized education messaging makes for a more personal connection with the customer and increases the likelihood they will take real action and change behavior, improving diversion from landfills, and right sizing their trash services.

RATE STABILIZATION: WM Smart Truck℠ technology allows us to identify what residents put at the curb, confirming that customers are subscribed to the appropriate service levels based on their waste generation.

A Targeted Education Strategy

Key to the WM Smart Truck[SM] program is pairing innovative technology with a strategic, targeted education program. To shape waste-related decision-making and effect actual change, we must create a personal connection with the customer (custom messaging) while providing real data and feedback (photos/video) and clear education to follow. These efforts increase the likelihood that residents take real action.

Additionally, each week the City's designated recycling coordinator will receive a log of contamination insistences captured by Smart Truck[SM] to review. This will allow the recycling coordinator to identify contamination trends and better assist and coach customers back to successful participation.



Reducing Contamination for Cleaner Recycling Streams

One in four items that consumers place in recycling containers is not recyclable.

Contamination can ruin entire loads of recyclable materials and causes extreme problems at recycling facilities, including safety issue s such as fires from hazardous materials (batteries) or tangling (plastic bags) in sorters that must be manually cut out - a dangerous task for facility workers. With WM Smart Truck[SM], contamination enforcement and education are made easy with:

- A standardized review process with checks and balances to identify contamination at the curb
- Account-specific photos that allow us to educate customers about contamination and recycling right
- Ability to identify top contaminants by route to target outreach in your community

HOW SMART TRUCK TARGETS CONTAMINATION				
1	2	3	4	5
A list of non-acceptable materials in recyclables specific to your community is developed	If potential contamination is identified in a container, a trained technician reviews footage of cart's contents	A second trained technician reviews the first technician's findings and contamination is verified, if warranted	Notification is sent to customer via email (includes video of incident)	Customer receives contamination education

Customers can be notified of any service issues via email or text within 24 to 36 hours of service. Customers can set their preferred channel of communication (email, text, or phone) online at wm.com/us/mypreferences.

Smart Truck Outreach Campaign Raises Program Awareness, Sets Expectations

The WM Smart Truck[SM] program begins with a 60-day intensive outreach and education campaign focused on raising awareness of the WM Smart Truck [SM] program in your community. This period will set clear expectations and set a foundation for the program.

Following are samples of the Smart Truck program's education and outreach communication materials.







This Proposal Form 11 will become Attachment F-4 to the final Agreement.



PROPOSAL FORM 12: NUMBERS AND TYPES OF CONTAINERS TO BE FURNISHED

Proposer shall describe the manufacturer, dimensions, and colors of the containers that it will provide to all customers within the City on or before July 1, 2024. Fill in the tables below showing the numbers, types, and unit price for all proposed containers. The background section of the RFP includes current container inventories. Depending upon the cart manufacturer proposed to be used, cart sizes may vary from those shown in the following tables by plus or minus 10%. However, the largest residential cart shall not exceed 95 gallons in size due to space constraints in some residential areas of the City.

WM & Rehrig Teaming Up to Close the Recycling Loop in Laguna Beach

As part of one of our largest product commitments ever, WM and Rehrig Pacific have teamed to offer collection carts manufactured with mixed rigid plastics collected from curbside recycling programs like Laguna Beach's.



Rehrig Pacific's Bulky Rigid Cart contains 10 percent bulky rigid plastics and up to 40 percent post-consumer recycled content-other plastics also collected from curbside recycling programs. Each year, Rerig Pacific uses 60 million pounds of recycled post-consumer plastic that is diverted from the waste stream.

Even with the high recycled content, Bulky Rigid Carts hold up to WM's high product integrity and reliability testing standards and carry 10-year manufacture warranty.

WM is prioritizing the purchase of the Bulky Rigid cart as part of our efforts to expand market demand for resins and improve plastic recycling in North America.

Utilizing the cart, Laguna Beach can be a sustainability leader by being among the first communities to create a closed loop with carts produced from consumer materials.

Cart Sustainability

It only makes sense that he carts we provide Laguna Beach for the collection of trash and recyclables should be produced in an environmentally responsible manner without compromising durability, convenience, and quality. When selecting Rehrig as our proposed cart manufacture for Laguna Beach, we considered the following environmental benefits:

- **Environmentally Friendly Manufacturing":** Rerig carts are injection molded and manufactured in Southern California using thermoplastic resin. This allows the recyclability and reuse of any unused plastic and/ or scraps. This reclaimed plastic can be melted down and reground for use in the manufacturing of new containers without compromising the structural integrity of the cart. This eliminates waste in the molding process and diverts waste from the landfill.
- **End-of-Life Cart Recovery and Recycling:** The thermoplastic resin used to make Rehrig carts is recyclable at the end of the cart's useful life. This allows our cart manufacturer to create a closed loop system - reclaiming and recycling products at the end of their lifecycle for reuse in the production of new products.

Proposed Carts for Laguna Beach	
Capacity	35 Gallon
Model	Bulky Rigid Cart
Height	38.50"
Width	18.50"
Depth	24.10"
Load Rating	122.5 pounds
Trailer Quantity	10 high/1,260 per truckload
Sustainability	Produced with 10 percent bulky rigid recycled plastics and up to 40 percent post-consumer recycled content
Available Colors	Solid SB 1383 Compliant Colored body & lid



Proposed Carts for Laguna Beach	
Capacity	65 Gallon
Model	Bulky Rigid Cart
Height	43.6”
Width	26.5”
Depth	27”
Load Rating	227.5 pounds
Trailer Quantity	13 high/936 per truckload
Sustainability	Produced with 10 percent bulky rigid recycled plastics and up to 40 percent post-consumer recycled content
Available Colors	Solid SB 1383 Compliant Colored body & lid



Proposed Carts for Laguna Beach	
Capacity	95 Gallon
Model	Bulky Rigid Cart
Height	43.5”
Width	29.2”
Depth	33.3”
Load Rating	332.5 pounds
Trailer Quantity	13 high/702 per truckload
Sustainability	Produced with 10 percent bulky rigid recycled plastics and up to 40 percent post-consumer recycled content
Available Colors	Solid SB 1383 Compliant Colored body & lid



Cart Specifications

WM will provide new wheeled carts meeting Laguna Beach’s specifications with three industry -standard sizes (35-, 65-, and 95-gallons) to accommodate customer needs and storage constraints. In conformance with the requirements on SB 1383, each cart will be hot stamped with identification information, usage instructions and feature a standardized solid color body and lid as requested by the City (black for trash, blue for recycling, green for organics, brown for food waste).

Cleaning and Repairs

While extremely durable, containers may occasionally need repairs or cleaning. In these cases, WM will continue to maintain an ample supply of carts and bins on hand to ensure damaged or dirty containers are swapped out with new or refurbished replacements. Container cleanings and repairs will take at one of WM’s container maintenance facilities to ensure WM’s high quality standards and environmental protocols.

Container Labeling

WM’s customer research shows that providing regular prompts or messages at the point of disposal are among the most effective ways to help residents recycle right and avoid contamination. Our hot stamps graphics and labels are an important tool in our Recycle Right education program - they use images to

clearly show what materials are acceptable to recycle and which materials should go in the trash. Text is in both English and Spanish.

RFID Technology

Rehrig carts can be equipped with RFID tags that collect and track customer account information using Near Field Communication technology and provide RFID service verification.

What is RFID service verification for solid waste collection vehicles?

RFID service verification provides the hauler with real-time data showing when each container is actually tipped into the hopper of the truck. Unlike other GPS systems that track the truck progress on route, a RFID tracking system actually verifies that a cart was tipped and serviced. If the truck's GPS says it went by the address, there still isn't proof that the container was actually tipped.

Where is the RFID tag located and how is each cart identified?

An RFID tag can be installed inside of the handle of a residential roll-out cart at the point of manufacture to protect it from the natural outdoor elements. The RFID tag assigns a unique identifying value sorted in a dataset. The RFID tag value is married to the cart's serial number at the point of manufacture. The cart manufacturer will supply a dataset (manufacturing run) of all cart serial numbers and matching RFID tag values within the cart (which are not visible). These values are associated to the collection location account number at the time of delivery along with creating a GEO fence around collection location. If at any point during the process, the data is corrupted, values are assigned incorrectly or associated to the wrong location the entire system can fail.

How does the truck read the RFID tag?

RFID tags embedded within the carts can be read by an RFID reader mounted inside of (or in close proximity to) the solid waste collection hopper. The reading range should be set to read the RFID tag within a range of 5-10 feet of the hopper so that when the cart is tipped with an automated side loader the tag comes in close proximity to the reader and is recorded. The purpose of mounting the reader near the hopper is so that the reader cannot pick up any misreads while driving by containers on the street that are not actually being dumped into the truck. If the reading range is set too broadly the reader will pick up values that are not accurate. In addition to the technology in the reader, the system utilizes the truck's camera system and GPS connections to ensure the correct container is being serviced.

How do you keep up with the ongoing database management?

With all the technology used to make the system work, it all starts and ends with the management of the containers. The largest and most experience collection companies in the world have experienced servicing collection routes, but without the direct knowledge of RFID systems and dedication to managing the inventory, the system won't work. Every single cart must be electronically recorded at a specific account/address. The hauler must maintain an accurate database knowing exactly which cart is located at which address, otherwise the system is useless. If the hauler replaces/swaps a cart on the street and doesn't re-associate that new cart with the account/address, the RFID tracking is pointless. The minute

one account is not accurate, the entire dataset might as well be thrown out. This means that RFID tracking technology is only valuable if there are very strict container management processes and practices in place, which can be costly and time-consuming.

This why WM has chosen to partner with Can DO! Services. Not only does Can DO! Services have 12+ years of service in Laguna Beach but it has 25+ years of experience in container management and all inventory management systems, including RFID systems. With Can DO! as a partner, WM can concentrate on the collection of the material while Can DO! focuses on the containers. Can DO! is guarantying the 100% accuracy of the containers system ensure both WM, and especially the City of Laguna Beach, receives the highest level of service.

Bin Specifications

Like carts, WM will provide metal bins as described in the request for proposal in 5 industry standard sizes (1.5-, 2-, 3-, 4-, 6-cubic yards) with all but 6 cubic yard bins on casters for ease of relocation for service. In conformance with the requirements of SB 1383, each bin will be labeled with identification information and usage instructions and feature a standardized (black for trash, blue for recycling, green for organics, brown for food waste) color scheme. To accommodate the space constraints of Laguna Beach WM will also offer split recycling and trash bins.

Roll-off Specifications

Finally, WM will provide metal roll-off containers in four industry-standard sizes (10-, 20-, 30-, 40-cubic yards). Roll-off containers will also be labeled, and color coded in compliance with SB 1383.

Included below are the quantity of carts we anticipate for each line of business and their corresponding unit price for a fully new inventory. Upon request, WM is prepared to provide additional information to detail the environmental benefit and potential cost savings associated with repurposing select existing inventory.

MSW, Recycling, and Organics Containers for Residential Premises

MSW Containers	***Quantity***	***Unit Price***
35-gallon wheeled cart with hinged lid	1,246	$46.36
65-gallon wheeled cart with hinged lid	3,546	$55.99
95-gallon wheeled cart with hinged lid	7,202	$62.23
Recycling	***Quantity***	***Unit Price***
35-gallon wheeled cart with hinged lid	1,175	$46.36
65-gallon wheeled cart with hinged lid	3,388	$55.99
95-gallon wheeled cart with hinged lid	6,417	$62.23

Organics	***Quantity***	***Unit Price***
35-gallon wheeled cart with hinged lid	892	$46.36
65-gallon wheeled cart with hinged lid	2,153	$55.99
95-gallon wheeled cart with hinged lid	8,420	$62.23

MSW, Recycling, and Organics Containers for Multi Family & Commercial Premises

MSW	***Quantity***	***Unit Price***
35-gallon wheeled cart with hinged lid	0	$46.36
65-gallon wheeled cart with hinged lid	24	$55.99
95-gallon wheeled cart with hinged lid	490	$62.23
Recycling	***Quantity***	***Unit Price***
35-gallon wheeled cart with hinged lid	5	$46.36
65-gallon wheeled cart with hinged lid	76	$55.99
95-gallon wheeled cart with hinged lid	593	$62.23
Organics Containers	***Quantity***	***Unit Price***
35-gallon wheeled cart with hinged lid	162	$46.36
65-gallon wheeled cart with hinged lid	248	$55.99

MSW Containers for Multi Family & Commercial Premises

MSW Containers	***Quantity***	***Unit Price***
1-cubic yard bin	8	$570.73
1.5-cubic yard bin	0	$637.53
2-cubic yard bin	28	$698.83
Split 2-cubic yard bin*	0	$737.53
3-cubic yard bin	292	$784.69

Split 3-cubic yard bin*	17	$837.53
4-cubic yard bin	51	$878.15
Split 4-cubic yard bin*	0	$937.53
6-cubic yard bin	0	$1,202.11
Split 6 cubic yard bin*	On Demand	$1,302.11
10-cubic yard roll-off	7	$4,723.61
20-cubic yard roll-off	2	$5,517.73
30-cubic yard roll-off	5	$6,635.10
40-cubic yard roll-off	10	$7,377.49

*Number of split bins ***only*** in the MSW table to avoid double counting.

Recycling Containers for Multi Family & Commercial Premises

Recycling Containers	***Quantity***	***Unit Price***
1-cubic yard bin	4	$570.73
1.5-cubic yard bin	16	$637.53
2-cubic yard bin	15	$698.83
3-cubic yard bin	117	$784.69
4-cubic yard bin	18	$878.15
6-cubic yard bin	0	$1,202.11
10-cubic yard roll-off	7	$4,723.61
20-cubic yard roll-off	2	$5,517.73
30-cubic yard roll-off	4	$6,635.10
40-cubic yard roll-off	10	$7,377.49

Organics Containers for Multi Family & Commercial Premises

Organics Containers	***Quantity***	***Unit Price***
1-cubic yard bin	0	$570.73
1.5-cubic yard bin	0	$637.53
2-cubic yard bin	4	$698.83

Compactors Containers for Multi Family & Commercial Premises

Compactors	***Quantity***	***Unit Price***
1-cubic yard bin	On Demand	$2,570.73
1.5-cubic yard bin	On Demand	$637.53
2-cubic yard bin	On Demand	$698.83
3-cubic yard bin	On Demand	$784.69



PROPOSAL FORM 13: IMPLEMENTATION PLAN

Stress-Free Implementation

Throughout our partnership with Laguna Beach, we have shown our dedication to continuous improvement – better processes, more efficient procedures, and investments in technologies that enhance our collection capabilities and customer service. Transitioning service providers would require rebuilding an already successful program from the ground up.

With all service requirements already in place, our team is able to concentrate on delivering dependable collection and enhancing your residents' experience from the moment the contract is awarded. Our team's experience in the City is unparalleled and we would provide the least disruption to customers during the transition to the new Agreement.

The benefits to your City for continuing to work with WM are quantifiable and significant. We offer:

Invaluable experience

Our experienced drivers know every road and customer in your community. We leverage lessons learned to offer proven public education and outreach strategies for communicating available services, resources, and maximizing customer participation.

Existing relationships

Over the years, WM staff members have worked hard to become a trusted community partner. We have built meaningful relationships with City staff, your customers, and local groups and organizations. We will continue to collaborate with these partners to advance service offerings, problem solve, innovate, and support the vitality of the Laguna Beach community.

A commitment to continuous improvement

Even as your longtime partner, we recognize that your community needs a customized plan. We value the fact that Laguna Beach is different and has specific service requirements and goals. We have learned that taking the time to ask questions, listen, and appreciate unique customer needs results in seamless service, even in one of the most challenging cities to service. The goal of our implementation plan is to overcome hurdles before they become challenges.

At WM, we take a multi-step collaborative approach in both the preparation and execution of new agreements, involving City staff, and our customers. Consistent communication is key and at each step we will schedule regular meetings dedicated to information sharing.

We will approach implementation in five steps: 1. Preparation and Planning, 2. Connecting with Customers, 3. New Services Rollout, 4. Service Delivery Optimization (SDO) and 5. Implementation Completion.

STEP 1: Preparations and Planning

Up to 12 Months Before Service Start

Immediately following the award of the franchise, WM's internal Laguna Beach team will meet weekly. At the onset, these meetings will include our regional team of experts. As the contract start date approaches, the local district operations team will meet daily to review the most critical components of service delivery.

Our team is committed to keeping Laguna Beach informed of our implementation progress, and we will ask for your feedback as we customize our implementation efforts to reflect the needs of your community. For example, if a proposed communication or outreach method is not working or does not make sense, we are not afraid to scratch the idea and discuss an alternative. We propose meeting with Laguna Beach staff regularly to review key implementation milestones, our progress, and any proposed changes. We can start with monthly meetings initially, and increase the frequency, if needed.

Customer-Direct Bill Planning

Accurate service and contact information will allow all aspects of our customers' experiences to go smoothly – from hassle-free collections to timely delivery of educational and service information. WM will work with City to coordinate an initial transfer and periodic updates of residential customer data throughout the implementation period.

Customer data accuracy can make or break an implementation and sometimes even as the incumbent, accurate data is limited. If our data is incomplete, we will utilize our internal Geographic Information System (GIS) and information technology teams to build a new customer database. As outlined in the Agreement we will also work with the local Postmaster to validate customer addresses. Data will then be scrubbed for inaccuracies, duplications, and inconsistencies prior to being loaded into our customer service database, Mid-America Systems (MAS). These efforts will confirm that we have included all customers in our database and that we can provide accurate service reporting to Laguna Beach. Once loaded into MAS, each account will receive a unique WM account number and accounts will "go live" on the contract start date.

Prior to July 1, 2024, we will also work with Laguna Beach to establish ongoing data transfer, service reporting, and City-billing protocols. Each WM account number will be linked to individual customer account numbers. This will allow future data transfers and account queries to occur seamlessly between Laguna Beach, our customers, and WM.

WM will utilize our vast experience with transitioning our customers from a city-based billing system to our dynamic and customer-friendly direct-billed system. We have successfully transitioned many cities in our local market area through detailed planning, expert-level project management team members,

collaborative public outreach campaigns, and internal preparedness for a seamless customer experience through the process.

Our most recent billing transitions include the cities of Oceanside, Chino Hills, Beaumont, Banning, and San Dimas. Our experience with each of these cities places WM in a unique position to use a variety of strategies to ensure the transition is as smooth as possible for all Laguna Beach residents and businesses. The below table outlines the variety in size and scope of each of our recent transitions:

City	Residential Customers	Commercial Customers	Roll-Off Customers	Total
Oceanside	42,139	1,795	N/A	43,934
Chino Hills	19,997	247	62	20,306
Beaumont	15,962	477	92	16,531
Banning	11,008	472	72	11,552
San Dimas	9,706	N/A	N/A	9,706

Attached is a detailed transition plan with associated Action Items and timelines WM proposes in order to strategically complete the billing transition outlined in agreement.

Container Delivery Planning

To prepare for the transition to new SB 1383 compliant containers, WM will pull an updated listing of service levels by Commercial account or City facility to account for all current container needs. Once received, WM will use the data to place new container orders.

Electric Vehicle (EV) and Charging Station Procurement

Immediately after the award of the contract, our Area Fleet Director Frank Guercio, will meet with the larger WM network of Area Fleet Directors to determine which of the various EV models currently being piloted has the most ideal performance metrics for use in Laguna Beach. Once selected, WM will place an order and inform the City of the manufactures current lead time .

Fleet Fulfillment

To ensure WM is prepared and ready to service on July 1, 2024, new orders for the entire fleet of CNG trucks needed to service the City will be placed. WM will also work with the larger Sothern California Fleet Management team to coordinate efficient licensing, painting, and storage of the vehicles as they arrive.

Route Development

WM will build Laguna Beach's routes to accommodate new services and changes to collection frequencies while taking into account current routing to minimize changes. All WM routes are developed using our proprietary routing software, eRouteLogistics®, to minimize customer impact and maximize safety and efficiency. New routes will be street-tested and adjusted by our route managers prior to finalization.

If new WM routes require collection day changes, we will inform customers of their new collection day or schedule via direct mail and out-dial reminders .

Onboard Tablets Eliminate Learning Curve

Each collection truck will be equipped with onboard tablets that display the driver's exact route, all scheduled collections, and relevant account notes such as container placement. The tablets include GPS technology that allows drivers to capture route data in real-time.

Collection statuses minimize the opportunity for missed collections and provide CSRs with near-real-time field data to assist with customer inquiries.

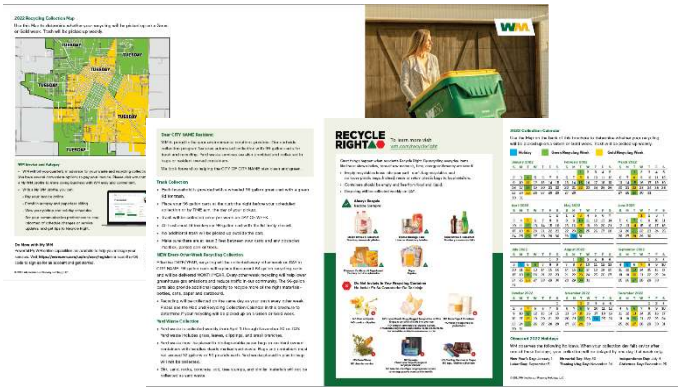
STEP 2: Connecting with Customers: Outreach and Education

Up to 6 Months Before Service Start

As the incumbent provider, WM already maintains a healthy relationship with various community groups. Under this proposal, WM would leverage key community events to launch our engagement efforts. Our community Sustainability and Compliance Representative Muyisa Kasomo, a Laguna Beach Chamber Ambassador, will meet with businesses, residents, community groups and school classes and clubs to provide workshops on recycling best practices.

Outreach and Education Collateral

To support our outreach and education programs in Laguna Beach, WM will utilize PM Design Group as well as our internal marketing and communication team to create customized collateral. All collateral will comply with contractual requirements and present service information in a clear, engaging format for all customer types. Beginning six months prior to the start of new services, Muyisa will coordinate with City staff to obtain approval for all necessary customer collateral.



Local Website

WM has already established a local website for Laguna Beach within its wm.com website. The site shall serve as a centralized resource for service implementation information and recycling resources. Once the transition to customer-direct billing is underway, residential customers will be able to review service offerings, live chat with customer service representatives, request services via self-service options, and check and modify current service offerings.

STEP 3: New Services Rollout

Up to 90 Days Before Service Start

The service rollout is twofold: Addressing the scope of service changes with existing residential and multifamily customers and onboarding commercial business customers to the new required programs.

Direct- Mail Customer Outreach

In accordance with the agreement, WM will send several direct-mail pieces to residential customers containing information on updated services and amenities, container options, rate structure, and collection schedule. Commercial customers will also receive direct-mail literature that includes their updated services and amenities, container options, rate structure, and collection schedule.

Social Media & News Articles

WM will utilize local news outlets and social media to promote and educate residents on key service changes, program enhancements, and customer-direct billing. WM will prepare and provide the City with social media post to be shared regularly in preparation for the start of the new agreement.



Residential Container Delivery

With extensive transition experience in other areas, WM knows how to deploy the right number of resources to deliver and remove residential and multifamily carts and bins. WM will prepare a container delivery and removal schedule for approval by the City. The schedule shall be shared via social media and the City website to ensure all customers have visibility of the timeline. Residential and multifamily customers shall have their carts delivered on their service day to allow for existing carts to be serviced and removed.

Commercial and City Facility Container Delivery

For commercial customer and City facilities, container transitions are planned to begin thirty (30) days before services commence. WM will use a similar approach to validate and transition carts, bins, and roll-off containers at City facilities.

STEP 4: Implementation & Service Delivery Optimization (SDO)

Within the First 90 Days After Service Start

During the first ninety days, WM will work toward Service Delivery Optimization (SDO), which is focused on adjusting routing, service levels, container sizes and quantities to meet customer needs or observed benefit to service delivery. For WM-initiated adjustments, route managers and operations specialists will

attempt to engage with the customer on the day of service. WM will also hold daily check-ins with assigned City staff.

Contingency Planning

Our longstanding supplier relationships, smart technologies, and our regional network of equipment and personnel make it possible to carry on with collections should a delay or unexpected event occur during a new contract implementation. Key contingency plans address:

- **Staffing.** Additional route management staff will be brought in from surrounding districts to provide in-field support during our implementation period. Additionally, our staffing plan will include additional personnel to fill in for employees who are sick, on vacation, in training, or to provide extra help due to spikes in collection volume.
- **Collection Vehicles.** Laguna Beach collection vehicles will be delivered to our maintenance shop at least 30 days prior to our contract implementation so that they can be inspected and prepared for service. Each of our districts across the nation maintains a spare ratio of 15 percent, allowing us to draw from our existing fleet of backup collection vehicles if needed.
- **Cart and Containers.** We build in a 30-day buffer between when equipment begins to arrive and when we start customer deliveries. Our selected suppliers have multiple manufacturing locations and our order can be reassigned to a backup facility should the primary production facility experience a delay. Additionally, we will stock a surplus of carts and containers during the implementation period to accommodate a spike in new customer sign-ups or service level shifts.
- **Customer Service.** Our online customer database, Green Pages, is accessible to our CSRs across the nation, enabling us to enlist backup support from other regional centers in the event we receive a major spike in call volume for any reason, at any time.

Cart and Container Deliveries

Each Laguna Beach residential customer will receive their new triple stream carts at least one week prior to their first scheduled collection day under the new contract. Beginning in March 2024, we will educate customers on the benefits of cart-based collection, available cart sizes, and key cart delivery dates. At this time, customers will also be notified of the final date they may request a change to their cart size and their options for disposing of existing carts, bins, or cans.

Similarly, each commercial customer will receive their new containers at least one week prior to their first scheduled collection day under the new contract. They will also receive outreach regarding the delivery of carts and containers as applicable, when to expect them and how to modify service levels.

Operationally, we take the following steps to ensure the proper cart(s) and container(s) are delivered to each customer:

- Acquire conveniently located cart delivery staging area(s) to maximize our ability to deliver all carts and containers in a timely fashion. In Laguna Beach's case, we recommend a temporary staging yard located at the City's newly acquired parking lot in South Laguna near the County Beach.

- We will produce and distribute an easy-to-read map for residents to confirm their scheduled delivery timeframe.
- Our commercial delivery schedule will coincide with customers' regularly scheduled collection day, and deliveries will occur no later than one week prior to their first scheduled collection.
- Upon delivery, staff will utilize a handheld scanner to log each cart's barcode or serial number with the exact delivery address. Our cart delivery partner provides a GPS location and timestamp associated with each scan, allowing us to verify that each cart is delivered on time and to the correct customer location.
- Any discrepancies in planned versus actual delivery will be noted by the delivery crew and resolved by route management.

STEP 5: Transition Completion: Assessment & Next Steps

After the First 90 Days After Service Start

Ongoing Service Delivery Management

Following the first ninety days of service, WM will move from service implementation to ongoing management and maintenance.

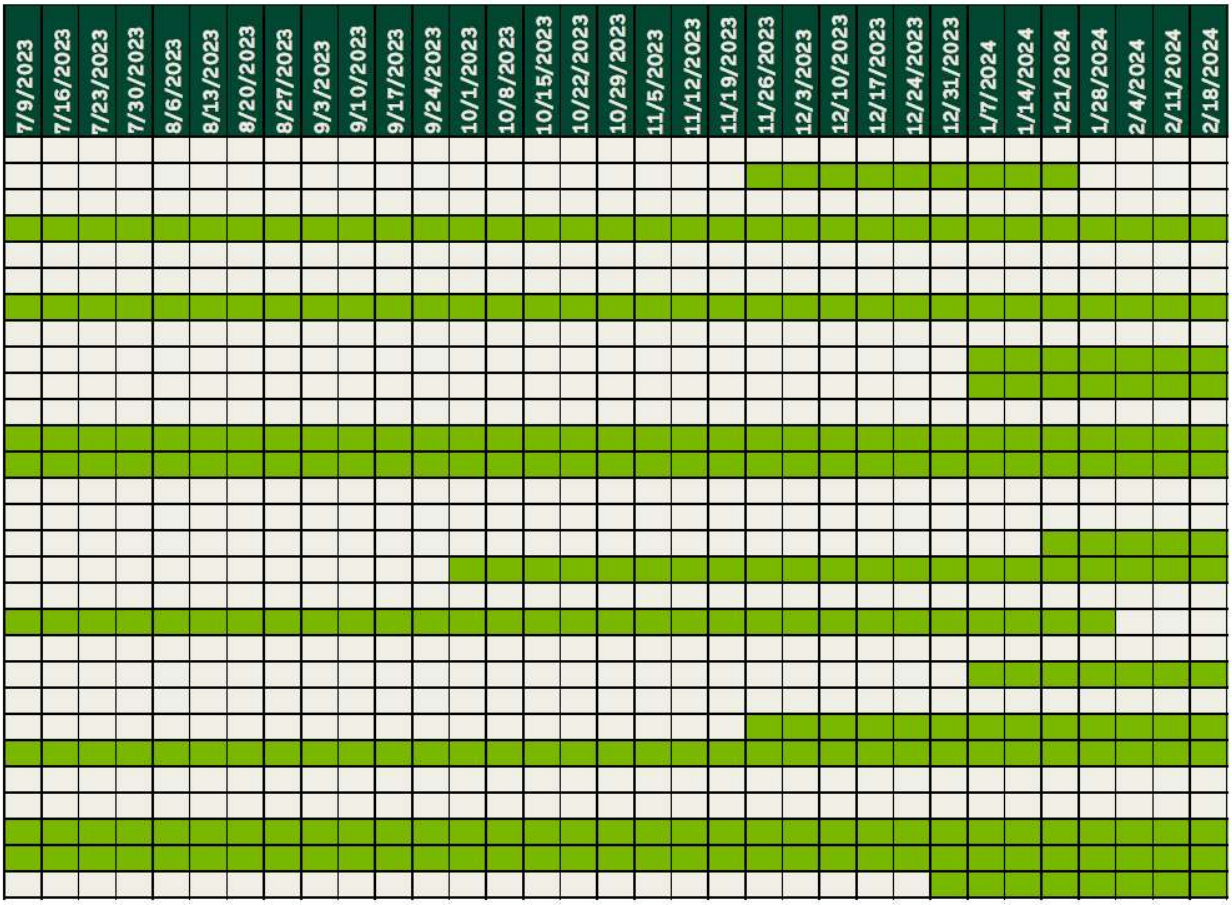
Assessment, Transition Report and Next Steps

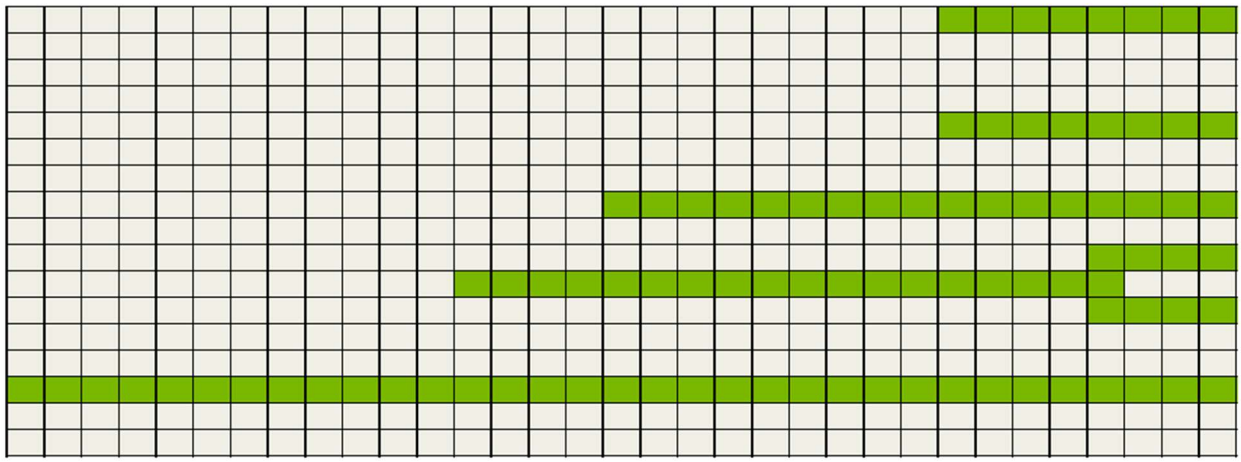
Following the conclusion of the implementation, Sustainability and Compliance Representative, Muyisa Kasomo, will meet with City staff to review and assess the transition process. At the City's discretion, WM can prepare a report and presentation covering the results of the transition, including final customer counts, containers delivered, assessments completed, diversion improvement opportunities identified. The presentation can also include a preview of new diversion programs to be rolled out throughout the first year of service.

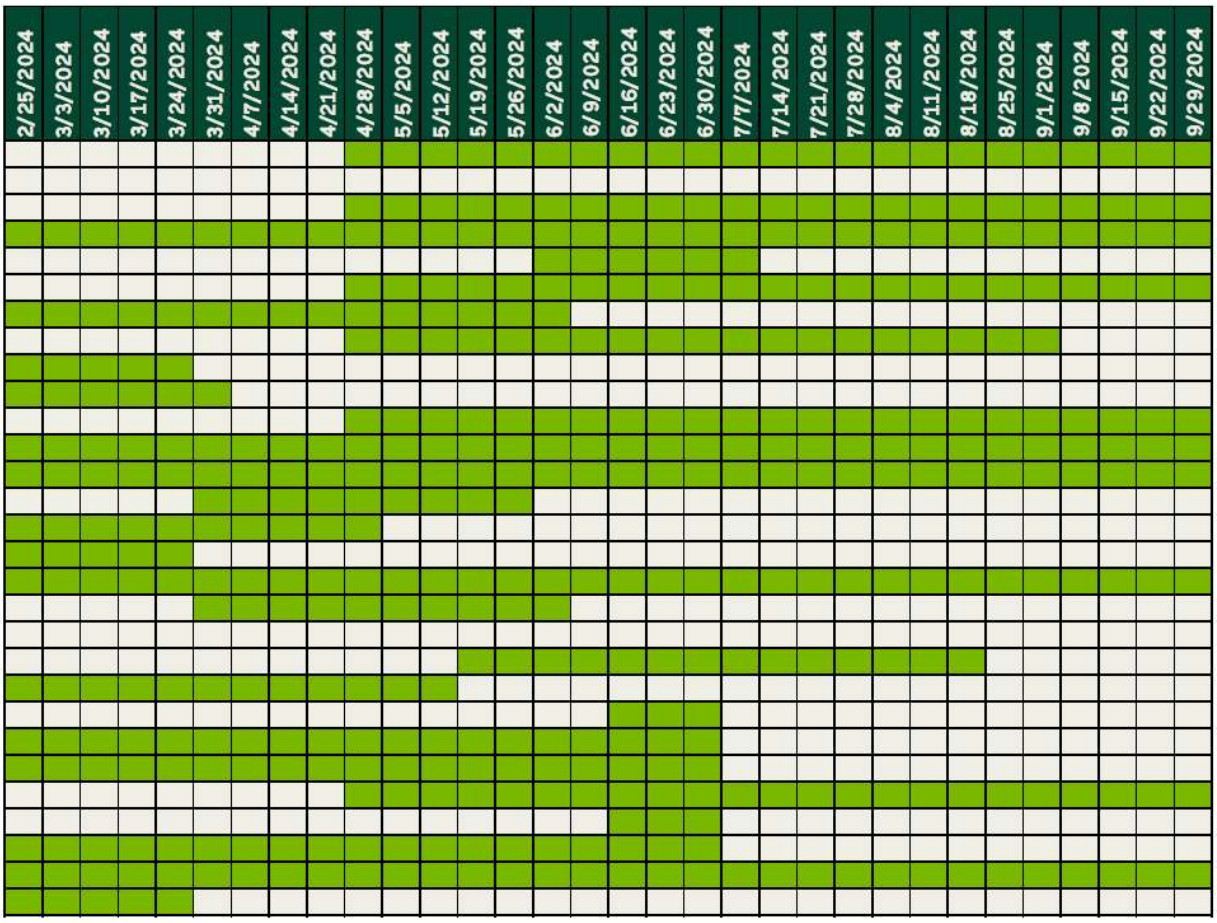
Implementation Plan

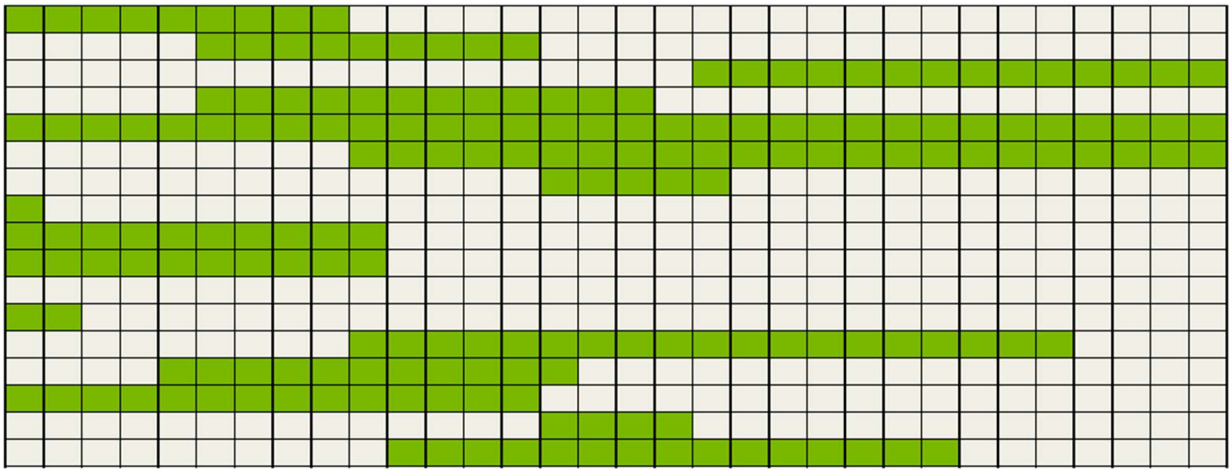
Task	Activity	Agency	4/2/2023	4/9/2023	4/16/2023	4/23/2022	4/30/2023	5/7/2023	5/14/2023	5/21/2023	5/28/2023	6/4/2023	6/11/2023	6/18/2023	6/25/2023	7/2/2023
1	AB 827 Commercial and Business Brochure	WM														
2	Analyze City Data (tax roll, carts, customer count)	WM + City														
3	Bin Sensor Brochures	WM														
4	Bin Sensor Procurement	WM														
5	Cart Disribution	WM														
6	Commercial and Business Brochure	WM + City														
7	Container Acquisition	WM														
8	Corrective Action Notice	WM + City														
9	Customer Cart Size Survey	WM														
10	Draft Bill Formats	WM														
11	Edible Food Donation Brochure	WM + City														
12	Electric Split Body Collection Vehical	WM														
13	EV Charging Station Instalation	WM														
14	Extra Cart Notification Mailer	WM + City														
15	First Direct-Mail Piece (Multi-Plex)	WM + City														
16	First Direct-Mail Piece (Residential)	WM + City														
17	Hire Recycling Coordinator	WM														
18	Initial Re-Routing – Residential Mailer	WM + City														
19	Initial Routing	WM														
20	Laguna Beach City News Articles	WM														
21	Licesnsing Trucks	WM														
22	List of Vehicles signed a dated	WM														
23	Mailing List Reconcilliation	WM														
24	MAS Audit of Residential & Commercial Accounts	WM														
25	Multi-Family Commercial Brochure	WM + City														
26	New Truck Decal	WM														
27	New Vehicle Acquisition	WM														
28	Plans/ Permits/ Grants for EV Charging Station	WM														
29	Re-Routing – Robo-call	WM														

30	Residential Recycling Guide (Draft)	WM																											
31	Residential Recycling Guide (Final)	WM + City																											
32	Residential Services Audit	WM																											
33	RFID Reader Truck Instalation	WM																											
34	SB 1383 Commercial and Business Brochure	WM + City																											
35	SB 1383 Commercial Food Scraps Brochure	WM + City																											
36	SB 1383 Compliant Cart Replacement	WM + City																											
37	Second Direct-Mail Piece (Multi-Plex)	WM + City																											
38	Second Direct-Mail Piece (Residential)	WM + City																											
39	Services & Maximum Rates Brochure	WM + City																											
40	Social Media Plan (Draft)	WM																											
41	Social Media Plan (Final)	WM + City																											
42	Special Events Brochure	WM + City																											
44	Telephone System Test	WM																											
45	Truck Acquisition	WM																											
46	Truck Painting	WM																											
47	Waste DiversionSocial Media Posts	WM + City																											






2/25/2024
3/3/2024
3/10/2024
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9/8/2024
9/15/2024
9/22/2024
9/29/2024



City of Laguna Beach

2023-24 BILLING TRANSITION SCHEDULE -

**dates subject to change upon establishing Effective Date*

Row #	Description	Status	Sep-23	Oct-23	Nov-23	Dec-23	Jan-24	Feb-24	Mar-24	Apr-24	May-24	Jun-24	Jul-24
Billing transition													
1	City and WM to confer/agree on process timing												
2	WM to assign Transition team												
3	City to assign Transition team												
4	Kick-off meeting with both transition teams to review plan and schedule												
5	City to download billing data and provide to WM												
6	WM to work with local Post Master												
7	WM to analyze data and provide feedback to City on any missing data												
8	WM to reconcile billing data vs. service data												
9	WM perform site checks and verification of service levels at accounts where discrepancies are noted between City billing and WM												
10	WM to update system following field audits and site checks												
11	WM to schedule transition according to City billing cycles (if applicable)												
12	WM-provided City webpage draft review to City												
13	WM-provided City webpage feedback from City and finalize												
14	City webpage go-live												
15	City/WM meeting to discuss website and Knowledge updates												
16	WM to provide draft updates to Knowledge and website												
17	City to review draft updates to Knowledge and website and provide feedback												
18	WM to update webpage and Knowledge												
19	WM to draft general information/reminder flyer #1												
20	City to review general information/reminder flyer #1 and provide feedback												
21	WM to finalize general information/reminder flyer #1												
22	WM to distribute general information flyer #1												
23	WM to submit Social Media Plan												
24	City to review Social Media Plan and provide feedback												
25	WM to submit final Social Media Plan for approval												
26	WM Social Media Campaign												
27	WM to draft general information/reminder flyer #2												
28	City to review general information/reminder flyer #2 and provide feedback												
29	WM to finalize general information/reminder flyer #2												
30	WM to distribute general information flyer #2												

City of Laguna Beach

2023-24 BILLING TRANSITION SCHEDULE -

**dates subject to change upon establishing Effective Date*

Row #	Description	Status	Sep-23				Oct-23				Nov-23				Dec-23				Jan-24				Feb-24				Mar-24				Apr-24				May-24				Jun-24				Jul-24			
31	WM to draft customer service and billing team reminder																																											
32	Go-live of WM billing																																												

City of Laguna Beach

Billing Transition Action Items - DRAFT

Item	Action Item	Section	Responsible Agency	Frequency	Contract Date	Due Date	Current Status	Notes
1	Discuss timing following completion of contract award	Attachment B.1.1	All	One time				
2	Assign Transition team	Attachment B.1.1	WM	One time				Public Sector Manager, Billing Supervisor, Customer Service Supervisor, Audit Team, Local RM Team, District Manager
3	Assign Transition team	Attachment B.1.1	City	One time				
4	Kick-off meeting with both transition teams to review plan and schedule	Attachment B.1.1	All	One time				
5	Download billing data and provide to WM	Attachment B.1.1.1	City	One time	Within 30 days of request from WM			
6	Work with local Post Master to update residential mailing list	Attachment B.1.1.3	WM	One time		11/30/2023		
7	WM to analyze data and provide feedback to City on any missing data	Attachment B.1.1.1	WM	One time		12/15/2023		
8	Reconcile billing data vs. service data	Attachment B.1.1.1	Both	One time		12/31/2023		
9	Site checks and verification of service levels at accounts where discrepancies are noted between City billing and WM	Attachment B.1.1.1	WM	One time		1/15/2024		
10	Update to WM system following field audits and site checks	Attachment B	WM	Ongoing		Ahead of WM billing start date		
11	Schedule transition according to City billing cycles (if applicable)	Attachment B	Both	One time		2/15/2024		Confirm City billing cycles (if multiple). WM proposes to implement using a prorated invoice to account for gap in billing. WM has one billing cycle. Each customer's stop date with the City will be the start date with WM
12	WM-provided City webpage draft review to City	Attachment B.1.2.5	WM	One time		1/2/2024		
13	WM-provided City webpage feedback from City and finalize	Attachment B.1.2.5	City	One time		1/15/2024		
14	City webpage go-live	Attachment B.1.2.5	Both	One time		2/1/2024		
15	City/WM meeting to discuss website and Knowledge updates	Attachment B	Both	One time		1/8/2024		Issue a "Coming Soon Alert" on both the residential and commercial webpage that a billing transition is underway and to contact customer service with any questions or concerns related to the changeover. Update Green Pages with talking points for customer service agents to deliver message and answer questions about upcoming billing transition, including

City of Laguna Beach

Billing Transition Action Items - DRAFT

Item	Action Item	Section	Responsible Agency	Frequency	Contract Date	Due Date	Current Status	Notes
16	WM to provide draft updates to Knowledge and website	Attachment B	WM	One time		1/8/2024		
17	City to review draft updates to Knowledge and website and provide feedback	Attachment B	City	One time		1/22/2024		
18	WM to update webpage and Knowledge	Attachment B	WM	One time		2/1/2024		
19	Draft General information/reminder flyer #1	Attachment B.1.1.5	WM	One time		1/15/2024		
20	Review General information/reminder flyer #1 and provide feedback	Attachment B.1.1.5	City	One time		2/15/2024		WM to send flyer announcing transition from City-billed to WM-billed. The flyer will include information all information from Attachment B Section 1.2.1, 1.2.2, also including information about online resources available to WM-billed customers, including setting up new service, changing existing services, requesting bin or cart replacement, scheduling special services such as temporary
21	Finalize General information/reminder flyer #1	Attachment B.1.1.5	All	One time		2/22/2024		
22	Distribute General information flyer #1	Attachment B.1.2.1, 1.2.2	WM	One time	3/1/2024	3/1/2024		In addition, post to websites
23	WM to submit Social Media Plan	Attachment B.1.2.5	WM	One time	2/1/2024	2/1/2024		
24	City to review Social Media Plan and provide feedback	Attachment B.1.2.5	City	One time	2/11/2024	2/11/2024		
25	WM to submit final Social Media Plan for approval	Attachment B.1.2.5	WM	One time	2/28/2024	2/28/2024		
26	WM Social Media Campaign	Attachment B.1.2.5	WM	Monthly	March 2024 - July 2024	March 2024 - July 2024		12 posts between March 2024 - July 2024 through various social media websites
27	Draft General information/reminder flyer #2	Attachment B.1.1.5	WM	One time		3/15/2024		
28	Review General information/reminder flyer #2 and provide feedback	Attachment B.1.1.5	City	One time		4/15/2024		WM to send 2nd flyer announcing transition from City-billed to WM-billed. The flyer will include information all information from Attachment B Section 1.2.3, 1.2.4, also including information about online resources available to WM-billed customers, including setting up new service, changing existing services, requesting bin or cart replacement, scheduling special
29	Finalize General information/reminder flyer #2	Attachment B.1.1.5	All	One time		4/22/2024		
30	Distribute General information flyer #2	Attachment B.1.2.3, 1.2.4	WM	One time	3/1/2024	5/1/2024		In addition, post to websites

City of Laguna Beach

Billing Transition Action Items - DRAFT

Item	Action Item	Section	Responsible Agency	Frequency	Contract Date	Due Date	Current Status	Notes
31	Draft customer service and billing team reminder		WM	One time		5/15/2024		To be distributed internally concurrent with first billing cycle
32	Go-live of WM billing	Attachment B	WM	One time		7/1/2024		



PROPOSAL FORM 15: DESCRIPTION OF MRF (CLEAN MRF), CAPACITY AND RECEIVING INFORMATION

Orange and Azusa Materials Recovery Facilities (MRF)

WM is North America's largest residential recycler with 143 material recovery facilities. With three MRFs in Southern California, we are the only provider that can offer Laguna Beach recycling infrastructure redundancy for processing assurance. For this proposal, the primary facility for recyclable materials processing would be WM's Orange Materials Recovery Facility (MRF) opened in March 2012 and currently processing over 100,000 tons of single stream material annually.

Facility Name:	Waste Management of Orange Transfer Station
SWIS Number:	30-AB-0363
Address:	2050 N. Glassell Street, Orange, CA 92865
Owner/Operator:	USA Waste of CA. Inc., dba Waste Management of Orange
Site Contact:	Claudia Equihua cequihua@wm.com 657-274-6633
Permit Status:	Permitted / Active
Permitted Capacity:	1500 Tons Per Day
Remaining Available Capacity:	1000 Tons Per Day
Meets Required 6,000 tons capacity YES/NO:	Yes

Processing Technology

1. Upon entering our facilities, our recycling tipping floor utilizes a wheel loader to load material onto the first MRF conveyor belt, which removes large Items that are not recyclable.
2. Material is then moved to our pre-sort line, where employees remove contaminants and film plastic that are sucked into an air vacuum system.

3. Cardboard is then pulled out, leaving the remaining recyclables that are sorted by screens that separate containers from paper. Those screens include:
    a. Eddy currents that utilize magnetic fields to repel aluminum containers into a bunker,
    b. Over-band magnets that separate tin
    c. A glass sorting and cleaning line
    d. Optical sorters that Identify various commodities and sort them into the proper bunker
    e. Three additional manual sorting lines where employees Inspect materials to ensure contaminants are removed
    f. An auditor station that audits loads of Inbound and bales of outbound daily to ensure our quality meets the industry standard.

The Orange MRF is capable of processing inbound material at approximately 40 tons per hour or 600 tons per day of single stream recyclables. Of the inbound volume to the Orange MRF only 60 percent of its capacity is currently committed leaving ample capacity for the City of Laguna Beach's tonnage.

Estimated Laguna Beach Tons:	5,370
Cost per Ton:	$90.52 Processing Est (2024 dollars)
Transportation Cost Per Ton:	$19.37 (2024 dollars)

Existing Users Tonnage

CR&R	2812.47 TPY
Republic Services	29652.57 TPY
WM El Cajon Transfer Station	814.61 TPY
WM Moreno Valley Transfer And MRF	357.70 TPY
WM North County	15285.13 TPY
WM Santa Ana	144.40 TPY
WM Sunset Environmental	54474.65 TPY

This Proposal Form 15 will become Attachment O to the final Agreement.



PROPOSAL FORM 16: DESCRIPTION OF COMPOST PROCESSING FACILITY TO BE USED FOR YARD TRIMMINGS AND/OR FOOD SCRAPS AND/OR COLLECTED YARD TRIMMINGS AND FOOD SCRAPS, CAPACITY AND RECEIVING INFORMATION

Tierra Verda Industries EcoCentre

Comingled Greenwaste and Foodwaste Composting Procedure

With a total process time of near (10) months, incoming foodwaste is mixed with greenwaste and ground. The mixture is then composted in a limited number of windrows in the designated composting areas. For the first 14 or 21 days, the grounded foodwaste and greenwaste are blend composted in windrows covered with a six-inch layer of mature compost for odor control. After 14-21 days (the most active composting period) a portion of the compost is transferred to vermicomposting windrows while the remainder stays in the windrows to complete the composting process. The portion of the material removed for vermicomposting is then placed over existing vermicompost windrows roughly five (5) ft high, 10 ft wide, and 100 ft long. Vermicompost windrows are shaded by a “hot house” type sun screening canopy for temperature control where the above process is repeated until material has been composting for approximately 10 months. Finished material is collected from windrows and screened for worms. Finished compost is then staged in bunkers for sale.

Food-Soiled Paper and Compostable Plastics

At TVI, Acceptable Organic Material is defined as Organic Waste which does not contain more than two percent (2%) Excluded Material (by volume) and no more than two percent (2%) Food-Soiled Paper (by volume) and which has not been rejected by the Hauler. Food soiled paper and compostable plastics within those limitation are composted into the load. Loads polluted with more than (2%) Excluded Material (by volume) are not suitable for processing at TVI.

Facility Name:	Tierra Verde Industries EcoCentre (TVI)
SWIS Number:	30-AB-0403
Address:	8065 Marine Way, Planning Area 51 Irvine, CA 92618
Owner/Operator:	Tierra Verde Industries Inc.
Site Contact:	Kris Kazarian
Permit Status:	Permitted / Active
Permitted Capacity:	3,000 Tons Per Day (TPD)
Remaining Available Capacity:	1,200 Tons Per Day (TPD)
Meets Required 6,000 tons capacity YES/NO:	Yes

Estimated Laguna Beach Tons:	4,400 TPY
Cost per Ton:	$115.62 (2024 dollars)
Transportation Cost Per Ton:	$15.68 (2024 dollars)

WM South Valley Compost Facility

WM's South Valley Compost Facility (SVC) is converting our customer's yard trimmings and food scraps into premium compost. We utilize recycled organic material and an advanced manufacturing process to create a nutrient rich compost for agricultural customers. SVC expands WM's organics processing capabilities for our customers and support for state and local diversion goals. WM is the proud recipient of the NWRA's 2021 Organics Recycler of the Year award.

Composting Process

SVC utilizes a windrow composting process. This type of composting involves forming organic material into rows of long piles called windrows and aerating them periodically by mechanically turning the piles. First, inbound organics are inspected for non-organic contaminants on the tip floor. Organic material is then processed through a grinder and size reduced. Once the feedstocks are placed into windrows they will be monitored for temperature and moisture and turned to ensure that it meets pathogen reduction and vector attraction reduction requirements. After meeting these time and temperature requirements, the material will remain in the windrows until it is cured. This composting and curing process generally last a few months, and results in the feedstocks being converted and stabilized so that it is beneficial to plant growth. After the curing phase, the material is further size reduced through a trommel screen and marketed to local agricultural customers.

Compost Products

SVC manufactures three compost products. Each compost contains the essential plant nutrients to help increase resistance to disease and optimize pH balance for enhanced growth:

WM Yield: a compost product, from 100% green and food waste. WM Yield improves aeration of dense soil, provides moisture retention of sandy soil and has the potential to reduce watering demands during drought periods.

WM Premium: a compost blend, by combining green waste compost with dairy manure compost. This mixture improves aeration of dense soil, provides moisture retention of sandy soil and has the potential to reduce watering demands during drought periods.

WM Gold: 100% dairy manure compost. WM Gold contains all of the essential plant nutrients, decreasing the need for fertilizer, increasing the resistance to disease, and optimizing pH balance for growth enhancement.

We also provide customer blending for gypsum, lime and sulfur.

Food-soiled Paper and Compostable Plastics

Food-soiled paper is acceptable material including towels/napkins, coffee filters, and unlined/uncoated fiber-based food containers with a percentage of less than 5% by volume of the incoming feedstock. Compostable plastics are not accepted as organic material and are sorted and screened as contaminants and sent to the landfill as residual material.

Facility Name:	South Valley Compost Site (SVC)
SWIS Number:	54-AA-0026
Address:	24487 Road 140 Tulare, CA 93274
Owner/Operator:	Owner: Shannon (“A” and “B”) Operator: USA Waste of California, Inc. Barry Brunenkant 9081 Tujunga Ave Sun Valley, CA 91352 Phone:(818) 252-3111
Site Contact:	Kevin Vaughn 24487 Road 140 Tulare, CA 93274 kvaughn3@wm.com 747-215-0039
Permit Status:	Permitted / Active
Permitted Capacity:	156,000 tpy; 1,000 tpd limit
Remaining Available Capacity:	~52,000 tpy (~200 tpd) available permit capacity
Meets Required 6,000 tons capacity YES/NO:	Yes

Estimated Laguna Beach Tons:	744 TPY
Cost per Ton:	$103.41 (2024 dollars)
Transportation Cost Per Ton:	$61.98 (2024 dollars)

This Proposal Form 16 will become Attachment P to the final Agreement.



PROPOSAL FORM 17: DESCRIPTION OF PROCESSING FACILITY – BIOENGINEERED FEEDSTOCK, CAPACITY AND RECEIVING INFORMATION

Provide the name, address, and Solid Waste Information System (SWIS) number of the Bioengineered Feedstock Facility(ies) that are proposed to be used to process Food Scraps.

Organics Extraction and Recycling System (OREX)

All of Laguna Beach's all commercial and multi-family source separated food scraps are taken to WM's Sun Valley Recycling Park (SVRP) and processed using our Organic Extrusion Press Technology (OREX™). The OREX™ is the largest source separated organics facility on the West Coast. It reliably and efficiently separates solid waste streams at 50 tons per hour into wet organic and dry fractions, driving significant value through both resource recovery and diversion. The wet fraction is then delivered to Anaergia's Rialto Bioenergy Facility where it is processed and converted into renewable natural gas, renewable electricity, and Class A fertilizer.

Facility Name:	OREX at Sun Valley Recycling Park (SVRP)
SWIS Number:	19-AR-1237
Address:	9227 Tujunga Avenue, Sun Valley, CA 91352
Owner/Operator:	Waste Management Recycling & Disposal Services of California, Inc. (WMRDSC)
Site Contact:	Marc Harismendy mharisme@wm.com
Permit Status:	Permitted / Active
Permitted Capacity:	1,500 TPD
Remaining Available Capacity:	
Meets Required 6,000 tons capacity YES/NO:	Yes

Estimated Laguna Beach Tons:	744

Cost per Ton:	$148.66 (2024 dollars)
Transportation Cost Per Ton:	$20.60 (2024 dollars)

WM Sun Valley Hauling	100 tons combined
WM LA City Hauling	
WM Orange County Hauling	
WM Compton Hauling	
WM Long Beach Hauling	
Universal Waste Systems	5 Tons

Acceptable Materials

OREX™ can accept all commercial and multi-family source separated food scraps including meat, dairy, eggs, fish, fruits, vegetables and bakery items.

Food-soiled paper is paper that is soiled with liquid or solid food waste. Some types of food-soiled paper–particularly items that are uncoated–are digestible/compostable—may be managed in the same way as food scraps and other organic waste. Examples of food-soiled paper that are typically mixed in with food waste include products such as napkins and tissues, paper plates and cups, to-go containers, food-service wrappers, pizza boxes, and cardboard produce boxes. These items, when comingled with food waste, are subject to the organic recycling requirements. OREX™ accepts Food and Food Soiled paper and paper products for beneficially reused. Typically, this makes about 5%-10% of processed Food Waste.

To mitigate what we call the “yuk factor” of commercial food waste recycling collection, we allow for food waste to be placed in plastic bags. Our organics processing site can mechanically sort plastic bags from the organics waste stream. If compostable plastics support a customer's program they are also accepted, but will not be beneficially reused. All plastic products will processed as an acceptable part of the feedstock, and removed through mechanical processing as residue to landfill.

Processing Technology

Source Separated Organics / Food scraps are fed into a perforated chamber. As pressure is applied, wet organics squeeze through the crevices formed by the compression of the non-organics’ dry material. These crevices create a serpentine path for the wet organics to travel, trapping small and medium sized inert particles along the path. The product is a wet fraction that is dually filtered by the perforated plates of the press. The system was designed and built by Anaergia for WM. The Organic Extrusion Press Technology extracts organics from source separated organics of any contamination level. The organic fraction generates a clean and highly digestible wet fraction ideal for conversion to biogas that is converted into electricity to power Anaergia’s Rialto Bioenergy Facility (RBF), and pipeline-injected

renewable natural gas (RNG). Costing for this is process is built into our rate assumptions provided in our cost forms.

Organics slurry/cake received at Rialto BioEnergy Facility is further processed/polished prior to anaerobic digestion (~5% grit, plastic, residual removed and landfilled). Digestate is utilized as a fertilizer and no post-digestion residuals are created.

The Organic Extrusion Press Technology extracts organics from source separated organics without water. Any processed water used for cleaning up or conveyance of loading out processed organic material is subtracted out of the facility's mass balance. The mechanical processed and separated non-organic fraction (as known as the dry fraction) is then processed to the Sun Valley Recycling Park's MSW transfer station tip floor and landfilled.

This Proposal Form 17 will become Attachment BB to the final Agreement.

December 20, 2022

Muyisa Kasomo
USA Waste of California, Inc.
16122 Construction Circle East
Irvine, CA 92606
mkasomo@wm.com
(562) 335-6931

Delivered Electronically

RE: City of Laguna Beach Response to RFP – Proposal Form 17

Dear Ms. Kasomo,

Section 7.07 of the contract, which is included as Section 6 of the RFP, specifically prohibits the use of anerobic digestion facilities for processing materials collected in Laguna Beach. Proposal Form 17 states that WM is proposing to take all commercial and multi-family source separated food scraps to the Sun Valley Recycling Park where the material is separated using OREX into a "wet and dry fractions." The "wet fraction" would then be delivered to, and processed at, the Anaergia Rialto Bioenergy Facility which is listed on the CalRecycle SWIS database (SWIS #36-AA-0446).

The In-Vessel Digester Report (IVDR) for the Anaergia Rialto Bioenergy Facility in the CalRecycle database (included as Attachment 1) identifies the facility as an anerobic digestion facility. The Anaergia website (PDF included as Attachment 2) also refers to taking the wet fraction cake to the Anaergia Rialto Bioenergy Facility for anaerobic digestion. This does not comply with the requirements of the RFP. Section 7.07 of the contract in Section 6 of the RFP states:

> ***Section 7.07 No Use of Biomass, Transformation, Anaerobic Digestion or Dirty MRF Facilities.***
>
> *Contractor shall not deliver any materials Collected in City pursuant to this Agreement to a Biomass, Transformation, Waste to Energy or Anaerobic Digestion. Contractor shall not deliver any MSW or other materials Collected pursuant to this Agreement to a Dirty MRF.*

Further, in Addendum #1, the City responded to two specific questions about the prohibition on use of anaerobic digestion. Questions #5 and #7 specifically addressed this issue. WM's proposal acknowledged receipt of Addendum #1.

Does WM have a bioengineered feedstock facility with guaranteed capacity at a wastewater treatment plant (WWTP) or a publicly-owned treatment works (POTW) to process the bioengineered slurry? If not, does WM have a composting facility capable of processing this stream and providing the minimum guaranteed capacity for the City of Laguna Beach?

In order to avoid being found non-responsive to the RFP, WM must re-submit Proposal Form 17 with all the required information on the proposed alternate facility(ies) ***by 12:00 p.m. (noon) on Friday, January 6, 2023***. The revised proposal form should be submitted to me, as RFP Coordinator, using the email listed below.

Please email me upon receipt of this letter to acknowledge that WM has received it.

Sincerely,

Liz Avila
Senior Public Works Analyst/Solid Waste Program Coordinator

lavila@lagunabeachcity.net

cc: Daniel Butler, Regional Manager

Enclosed
Attachment 1: Rialto BioEnergy Facility In-Vessel Digester Report with Exhibits - 070220
Attachment 2: PDF from Website Showing Anaergia's Operations

In-Vessel Digester Report

Rialto Bioenergy Facility

Prepared by:

D. Edwards, Inc.
3040 Saturn St., Suite 204
Brea, CA 92821

Submitted to:

Local Enforcement Agency
Department of Public Health
Division of Environmental Health Services

JULY 2020

Facility Owner and Operator:

Rialto Bioenergy Facility

In-Vessel Digester Report
Rialto Bioenergy Facility
Table of Contents

Table of Contents

INTRODUCTION 1

A. FACILITY OWNER & OPERATOR [14 CCR 18221.6.1 (a)] 2

B. FACILITY SPECIFICATIONS [14 CCR 18221.6.1(b)] 2

C. SCHEMATIC DRAWING – FACILITY LAYOUT [14 CCR 18221.6.1 (c)] 2

D. FACILITY ACTIVITIES [14 CCR 18221.6.1 (d)] 3

Wet Fraction and Liquid Waste Operations 3

Wet Fraction 3

Liquid Waste 4

Anaerobic Digestion 5

Dewatering 5

Wastewater Treatment 5

Cake 5

Receiving and Transfer 5

Cake Drying 6

Odor Control 6

Biogas Utilization 6

E. HOURS OF OPERATION [14 CCR 18221.6.1 (e)] 7

1. Waste Acceptance: 7

2. Operations: 7

F. TOTAL ACREAGE [14 CCR 18221.6.1(f)] 7

G. FACILITY DESIGN CAPACITY [14 CCR 18221.6.1 (g)] 7

Wet Fraction 8

Receiving Bays 8
Live Bottom Receiving Silos 9
Organics Polishing System 9
Liquid Waste 9
Liquid Waste Receiving Skid 9
Liquid Waste Storage Tanks 9
Biosolids Cake 9
Receiving Bays 9
Live Bottom Receiving Silos 10
Anaerobic Digestion 10
Digesters 10
Drying 10
High Pressure Feed Pumps 10
Dewatering 10
Dryers 11
Biogas 11
Biogas Collection 11
Biogas Conditioning 11
Combined Heat and Power Units 11
H. TYPES AND DAILY QUANTITIES OF WASTE [14 CCR 18221.6.1 (h)] 11
1. Waste Types: 11
2. Quantities of Waste: 12
I. COMPLIANCE WITH STATE MINIMUM STANDARDS [14 CCR 17896.17 – 17896.61 and 14 CFR 18221.6 (i)] 12
1. Siting on Landfills [14 CCR 17896.17] 12
2. General Design Requirements [14 CCR 17896.18] 12
3. Biogas Control [14 CCR 17896.19]: 13
4. Cleaning [14 CCR 17896.20]: 13

5. Drainage and Spill Control [14 CCR 17896.21]:.....13
6. Dust Control [14 CCR 17896.22]:.....13
7. Hazardous, Liquid and Special Wastes [14 CCR 174896.23]:.....14
8. Litter Control [14 CCR 17896.24]: 14
9. Load Checking [14 CCR 17896.25]:.....14
10. Maintenance Program [14 CCR 17896.26]: 15
11. Medical Wastes [14 CCR 17896.27]: 15
12. Noise Control [14 CCR 17896.28]:.....15
13. Non-Salvageable Items [14 CCR 17896.29]: 15
14. Odor Best Management Practice Feasibility Report [14 CCR 17896.30]: 15
15. Odor Impact Minimization Plan [14 CCR 17896.31]: 17
16. Odor and Nuisance Control [14 CCR 17896.32]: 17
17. Parking [14 CCR 17896.33]:.....17
18. Personnel Health and Safety [14 CCR 17896.34]:.....17
19. Pre-Digestion Solid Waste Handling [14 CCR 17896.35]: 17
20. Protection of Users [14 CCR 17896.36]: 17
21. Roads [14 CCR 17896.37]: 18
22. Sanitary Facilities [14 CCR 17896.38]: 18
23. Scavenging and Salvaging [14 CCR 17896.39]: 18
24. Signs [14 CCR 17896.40]: 18
25. Site Restoration [14 CCR 17896.41]:.....18
26. Supervision and Personnel [14 CCR 17896.42]:.....18
27. Training [14 CCR 17896.43].....19
28. Vector, Bird and Animal Control [14 CCR 17896.44]: 19

J. RECORD KEEPING REQUIREMENTS [14 CCR Article 4] 19

1. Record Keeping Requirements [§17896.45] 19

2. Documentation of Enforcement Agency Approvals, Determinations and Requirements [§17896.46] 21

K. ADDITIONAL OPERATING REQUIREMENTS FOR IN-VESSEL DIGESTION FACILITIES ONLY 21

L. DIGESTATE HANDLING STANDARDS [14 CCR Article 6] 22

1. Digestate Handling [§17896.57] 22

2. Sampling Requirements [§17896.58 - 61] 23

M. ANTICIPATED VOLUME OF QUENCH / PROCESS WATER [*§18221.6.1 (j)]* 23

N. UNUSUAL PEAK LOADING [14 CCR 18221.6.1(k)] 23

O. DESCRIPTION OF TRANSFER, RECOVERY, AND PROCESSING EQUIPMENT [14 CCR 18221.6.1(l)] 23

P. METHOD OF FINAL DISPOSAL [14 CCR 18221.6.1(m)] 23

Q. METHOD OF STORAGE AND REMOVAL OF SALVAGED MATERIAL AND C&D MATERIAL [14 CCR 18221.6.1(n)] 23

R. MANAGEMENT ORGANIZATION AND RESUME [14 CCR §18221.6.1(o)] 24

S. LIST OF PERMITS [14 CCR *§18221.6.1(p)]* 24

T. ODOR IMPACT MINIMIZATION PLAN [14 CCR *§18221.6.1(q)]* 24

Tables, Figures, Appendices:

ATTACHMENT 1 - TABLES:

- TABLE 1 - Typical Wet Fraction Composition (Included in Context)
- TABLE 2 – Equipment List (Included as Attachment)

ATTACHMENT 2 - FIGURES:

- FIGURE A – Site Location Map
- FIGURE B – Vicinity Map
- FIGURE C – Land Use Map
- FIGURE D – Schematic Drawing
- FIGURE E – Truck Turn Radius

ATTACHMENT 3 - APPENDICES:

- APPENDIX A - Load Check Program
- APPENDIX B – Training Program
- APPENDIX C – Odor Impact Minimization Plan
- APPENDIX D - Resumes

Rialto Bioenergy Facility
In-Vessel Digester Report

INTRODUCTION

This In-Vessel Digester Report (IVDR) is submitted in conjunction with an application for a Solid Waste Facility Permit (SWFP) for the Rialto BioEnergy Facility (the Facility) located in Rialto, California. The application for the SWFP is being submitted pursuant to California Code of Regulations (CCR) Title 27 §21570 related to operation of a Large Volume In-Vessel Digestion Facility and CCR Title 14 §17896.15. This IVDR and accompanying documents will replace the existing Transfer Processing Report currently associated with the Facility.

Guidance for the preparation of this IVDR is found in the (CCR) Title 14, Section 18221.6.1.

Background

The Facility is being developed on an existing, non-operational biosolids drying plant. The Facility will receive upwards to 1,080 tons per day of a combination of commercial food waste, liquid waste and municipal biosolids (herein referred to as "Cake"). Food and liquid wastes will be processed via anaerobic digesters on site to generate renewable energy. 4,720 kW of electricity with approximately 3,000 kW exported to the gas grid while the Rialto Waste-Water Treatment Plant will produce approximately 200 SCFM of biogas.

Construction

Construction on the Facility began in 2018. A summary of work completed and planned is provided below:

Completed Construction (2018)

The Rialto Biosolids Facility broke ground during the second quarter of 2018. Work consisted of demolition, grading and initial foundation work for the installation of equipment. Demolition was completed by the end of 2018 while grading and foundations were still in progress.

Existing Construction Activities (2019)

Civil work will continue through the first and second quarter of 2019. Digester construction is scheduled to begin in the first quarter and will be ongoing throughout the year. Equipment installation is planned for third quarter of 2019 and will continue through early 2020.

Receipt of Waste (2020)

The Facility plans on accepting initial feedstock deliveries sometime in the second quarter of 2020.

A. FACILITY OWNER & OPERATOR [14 CCR 18221.6.1 (a)]

This report describes the siting, design, and operation of the Facility which is, by definition, a large volume In-Vessel Digestion facility located on land leased by the owner and operator, Anaergia Services, LLC from the City of Rialto.

The owner and operator's business address is as follows:

Anaergia Services, LLC
5780 Fleet Street, Suite 310
Carlsbad, CA, 92008
Telephone: 760-436-8870

B. FACILITY SPECIFICATIONS [14 CCR 18221.6.1(b)]

1. Site Location & Vicinity Map (Figures A & B):
   a) The Facility is located at 503 East Santa Ana Ave. in Rialto, CA approximately 1.0 mile south of Interstate 10 and approximately 3.5 miles northwest of California State Route 215. The operation is situated on approximately 5.7 acres owned by the City of Rialto, Economic Development (APN 0258-151-24-0000) (Figure A – Site Location Map, Figure B – Vicinity Map).
2. Land Use (Figure C, Land Use Map):
   a) The project site is zoned for Industrial uses and is located within the Agua Mansa Industrial Corridor Zone. Surrounding properties are zoned for miscellaneous industrial and commercial uses. Surrounding businesses include a used auto parts yard, inert landfill, and an asphalt and cement manufacturing facility. The closest residence is located along Agua Mansa Road, approximately three quarters of a mile south of the facility.

C. SCHEMATIC DRAWING – FACILITY LAYOUT [14 CCR 18221.6.1 (c)]

Attached as Figure D is a layout that presents the overall Facility components including the following equipment and areas:

- Facility access
- Parking
- Scales
- Biogas treatment
- Power generation
- Material receiving and processing
- Anaerobic digesters
- Dewatering System

- Storage tanks
- Flare
- Recycling / Waste storage bin area
- Wastewater Treatment System

D. FACILITY ACTIVITIES [14 CCR 18221.6.1 (d)]

The Facility accepts, conditions, digests, dewaters and dries the organic fraction of municipal solid waste, referred to as Wet Fraction (WF), and Liquid Organic Wastes (LW). It also receives and dries dewatered wastewater treatment facility sludge (i.e. biosolids), referred to as Cake (CK). The Facility produces renewable electric power, heat, biomethane or renewable natural gas (RNG), and dry solids (DS).

Trucks will enter the north side of Facility from East Santa Ana Avenue, passing the administrative building traveling south towards the scales. All trucks that deliver material will be weighed on the incoming/outgoing scales to document the tons of material received and track the origin of the material, before proceeding to the receiving areas. All receiving bins are enclosed or covered except while receiving material. All air above the receiving areas will be collected and conveyed through the dryer to the odor control system. After unloading their material, the trucks then proceed to the outgoing scales.

Wet Fraction and Liquid Waste Operations

The receipt, storage and pre-treatment of WF and LW are unique and discussed separately below. Once both wastes are ready for introduction to the anaerobic digestion process, they are handled via the same process.

Wet Fraction

Receiving

Wet Fraction (WF) extruded from municipal solid waste will be delivered to the Facility via end dump trucks. Trucks will be directed towards one of three WF receiving bins that can each hold up to three truckloads (60 tons) of WF. The WF will be stored in the WF receiving bins no longer than 24 hours prior to being transferred to the WF storage silo. After depositing their loads, the trucks will then be directed to the outbound scales for final weighing and then exit the site via the site gate. The receiving bins are connected to the odor control system and are opened when trucks are delivering material, cleaning or being maintained. Otherwise the bin will be closed.

WF will include the organic fraction of MSW that has been screened, dewatered and filtered prior to reception at RBF. The facility is designed to process an average of 700 ton per day of WF.

Storage

WF is expected to be stored in the on-site WF silos for 2-3 days prior to being fed into the polishing system and digesters. The Facility contains two WF storage silos and each silo can hold up to 1,125 tons of material for a total storage capacity of 2,250 tons.

Pre-Treatment

From the receiving bin WF is typically pumped directly to the one of the two WF storage silos described above. From the storage silos the WF will then be pumped to the Organics Polishing System (OPS) where the material will be diluted with onsite process water. The Receiving Bin Pumps can also bypass the Storage Silos and discharge WF directly into the OPS. The polishing system includes two steps. Step 1 is the removal of the light fraction, such as residual plastics and fibers, that are not removed in the pre-processed WF, are separated from the WF. After the light fraction is removed, the WF is directed (Step 2) to the heavy fraction, such as rocks, sand and broken glass. The polished wet fraction is then pumped to the digesters. The removed contaminates are squeezed to remove excess moisture and discharged to end dump trailers or roll-off bins for disposal. Contaminates may be stored for up to one (1) week inside end dump trailers/roll-off bins. This storage time is dependent on the amount of grit and small plastics that are in the inbound material

Liquid Waste

Receiving

Liquid wastes in the form of fats, oils, greases and commercial food/beverage production waste, will be delivered to the Facility in enclosed tanker trucks. Trucks will be directed to the liquid reception tank where liquids are pumped directly from the tanker trucks to an enclosed LW processing area. After depositing their loads, trucks will be directed to the outbound scales for final weighing and then exit the site via the site gate.

Storage

Up to 24,000 gallons (100 tons) of liquid waste can be stored in the liquid reception tank and feed to the WF pre-treatment system at a constant flow. The liquid waste storage tank is connected to the odor control system. The system is designed to accept up to 200 tons per day of liquid waste.

Pre-Treatment

After LW has arrived at the Facility, it will be pumped through a rock trap and screened to remove heavy and large objects, such as rocks, utensils, pieces of concrete, plastics, etc. Contaminate materials removed from liquid waste rock trap will be dumped into the roll-off bins for disposal. LW will then be directed to a grinder and pump, and finally into the Liquid Waste Receiving Tank. LW is then pumped from the Liquid Reception Tank to the OPS described above for additional pre-treatment and introduction into the material stream as wet fraction.

Anaerobic Digestion

The Facility consists of two 3.5 million-gallon (liquid capacity) digesters. Each digester is 96 feet in diameter and 70 feet tall with a total operating volume of 3.5 million gallons each (7 million gallons total). WF, feed into both digesters on a continuous basis. The digesters will breakdown biodegradable material in the absence of oxygen to produce biogas and digestate. Biogas, produced continuously, will be collected in the membrane cover attached to each digester before being conveyed via enclosed pipe to the biogas treatment system.

The digesters will operate at a minimum retention time of 15 days. The hydraulic retention time in the digesters is minimum of 20-30 days.

Dewatering

During anaerobic digestion, the WF and LW are converted to digestate and biogas. The digestate (the remaining liquid and solids after digestion) will be dewatered in one of two centrifuges. Dewatering separates the remaining solids from the liquids in the digestate. The solids will be conveyed to the WF Cake Bin to be processed as described below. The liquid portion called centrate will be stored in the wastewater equalization storage tank prior to being reused onsite for dilution in the OPS or treated for discharge. The centrate used for dilution of the incoming wet fraction provides the optimal moisture content for pre-treatment with the remaining centrate treated in the onsite Wastewater Treatment System.

Wastewater Treatment

The on-site Wastewater Treatment Plant (WWTP) consists of a dissolved air floatation (DAF) process followed by a high rate membrane bioreactor (MBR) (the MBR consists of an aeration basis and ultrafiltration membranes) which will produce waste activated sludge (WAS) and permeate. The WAS will be returned through air floatation system removing solids which will be pumped to a DAF sludge storage tank and then back to a centrifuge for dewatering. The liquid permeate will be pumped to a permeate tank and used for internal process with the remaining permeate flowing to a collection sump, which will then be discharged to the Inland Empire Brine Line.

Cake

Receiving and Transfer

Cake (“CK”) receiving uses the same infrastructure that WF does but is directed to the Cake Blend Bin and Drying instead of anaerobic digestion. CK from WWTP’s will be delivered to the Facility via end dump trucks. Trucks will be directed towards one of the three CK receiving bins. After depositing their loads, they will then be directed to the outbound scales for final weighing and then exit the site via the north gate. CK produced by the onsite digesters will be conveyed to the WF Cake bin and processed as described below.

The CK is received in the CK receiving bins and pumped into the CK storage silo or bypassed directly to the Cake Blend Bin. From the CK silo, the cake is screw conveyed to the Cake Blend Bin and then pumped to the dryers. CK can be stored for 2-3 days prior to being fed into these dryers. The facility is designed so that any of the 3 receiving bins can transfer material to either CK silo and either silo can be used to store CK and transfer the CK to the Cake Blend Bin. This provides flexibility within the system. The system is designed to receive and transfer an average of 300 tons per day of CK.

Cake Drying

The dryers will receive biosolids from the Cake Blend Bin and WF Cake Bin. Waste heat from the combined heat and power units (CHP) will provide the primary source of heat while supplemental heat will be provided from a gas burner using either biogas, natural gas. The dried material, also known as Char, will be transported to the dry solids storage silo and then to truck loadout. This char will be stored up to one week on-site in the silos and can be land applied as Class A Biosolids fertilizer per 40 CFR Part 503 or blended with compost and will be tested in accordance with 40 CFR Part 503.

Odor Control

Air from the receiving and pre-treatment areas will be mixed with the dryer foul air and be processed by the odor control system to reduce odors. Air collected and processed by the odor control system may contain odor causing contaminants which are removed by the system before being released to the atmosphere. The odor control system will consist of an acid scrubber for ammonia removal followed by a regenerative thermal oxidizer (RTO) to oxidize any volatile organic compounds (VOCs), and finally a caustic scrubber for removal of sulfur dioxides before being exhausted to the atmosphere. In the event of the dryer circuit and odor control system are offline, a backup activated carbon odor control system will automatically start to stay in compliance with the facility's air permit.

Biogas Utilization

Biogas from the digesters must be conditioned prior to use in a CHP, upgraded to biomethane, or controlled via another approved control device. The system is sized to handle a maximum of 3800 scfm of biogas. Digester biogas will be compressed using biogas blower(s) equipped with aftercooler heat exchangers to maintain temperature control before processing through an H_2S Removal Vessels. It will then go to a gas conditioning system, which will dehumidify the gas removing ammonia and water, followed by siloxane and volatile organic compounds (VOC's) removal via activated carbon. Treated biogas will either be used to fuel four combined heat and power (CHP) engine generators, used by the dryer burners, or sent to the Biomethane Upgrading System (BUS) to remove carbon dioxide for natural gas grid injection. The use of the gas will be determined by economic factors based on the value of biomethane offtake agreements, the price of natural gas, the cost of electricity and the current RIN and LCFS market rates for vehicle fuel.

Three flares will be installed to safely manage biogas if the CHP's and/or GUS are not in operation and during emergency situations.

E. HOURS OF OPERATION [14 CCR 18221.6.1 (e)]

1. Waste Acceptance:

- The Facility will accept delivery of wet fraction and liquid wastes including but not limited to the following:
    - Commercial and residential waste, green, yard and food waste;
    - Liquid Wastes including fats, oils, greases and pre-consumer liquids;
    - Cake: consisting of dewatered wastewater treatment plant (WWTP) sludge

- MSW and food waste acceptance will take place from 5 AM to 9 PM, Monday thru Saturday. The Facility will be closed the following six holidays: New Year's Day, Memorial Day, Labor Day, Independence Day, Thanksgiving, and Christmas.

- The facility will be able to receive biosolid cake (CK) 24 hours a day, 7 days per week, starting at 5AM, to align with the operations of both regional wastewater treatment plants.

2. Operations:

Starting at 12:01 AM, the facility will operate 24 hours a day, seven days a week for anaerobic digestion, biogas production and drying operations.

F. TOTAL ACREAGE [14 CCR 18221.6.1(f)]

The Rialto Bioenergy facility is located on approximately 5.7 acres of land as shown on Figure D – Schematic Drawing.

G. FACILITY DESIGN CAPACITY [14 CCR 18221.6.1 (g)]

The Facility will receive upwards to 1,080 tons per day of a combination of commercial food waste, liquid waste and municipal biosolids (herein referred to as "Cake") and will be designed to process an annual average of 700 tons per day (TPD) of Wet Fraction, 300 TPD of biosolids, and 80 TPD of Liquid Waste. Food and liquid wastes will be processed via anaerobic digesters on site to generate renewable energy.

Municipal biosolids will be dried to Class A standard prior to offsite use. All, or a portion of the dried biosolids will be pyrolyzed prior to offsite use. Up to 4,600 kW of electricity will be generated for use with a portion sent to the electrical grid. The Rialto Waste-Water Treatment Plant adjacent to the site will produce up to 200 SCFM of biogas that can be supplied to the Facility for use.

The daily tonnage of each particular stream will vary but will not exceed 700 tons per day (TPD) of Wet Fraction, 300 TPD of biosolids, and 80 TPD of Liquid Waste.

The anticipated composition of WF is summarized in Table 1 below. The information presented was developed from testing conducted by Anaergia and through implementation of multiple organics extrusion systems that process municipal solid waste. This information was used to project quantities of biogas produced, the production of digested solid cake and filtrate as well as the removal of small inert contaminants such as plastic and film that float and grit that sinks in an anaerobic digester. However, the ranges in Table 1 do not restrict the facility to only receiving material with the ranges shown as the handling and processing can deal with significant variation in composition to deal with the variation in quality. Over the significant retention time in the digester the average material input should fall within the ranges outlined below.

Table 1: Typical Wet Fraction Composition

Parameter	Range	Design	Units
Total Solids (TS)	25 - 30	30	% wet basis
Volatile Solids (VS)	75 - 95	85	% dry basis
Fixed Solids (FS)	1.5 - 3.5	2.5	% wet basis
Total Kjehldahl Nitrogen	2.5 – 3.70	2.6	% dry basis
Ammonia	0.1 – 0.5	0.1	% of TKN
Biomethane Potential	700 - 825	750	Nm3-biogas/MT-VS

Wet Fraction

Receiving Bays

The maximum capacity of the truck reception for WF and CK material at the Facility is approximately 180 tons per hour. There are three (3) receiving bins each with 60 tons per hour of receiving capacity (3 bays x 60 tons = 180 tons per hour). Each bin can receive either cake or wet fraction and discharge to one of two live bottom receiving silos. At 180 tons per hour, the Facility will have the *capacity* to receive up to 2,880 tons per day (180 tons per hour x 16 receiving hours) however it will not receive more than the volume of 1,080 TPD. In-bound scales will be in place to ensure the site does not exceed their maximum daily tonnage. The facility will be open to receive WF material 16 hours per day 6 days per week (Monday through Saturday) The facility will be able to receive biosolid cake (CK) 24 hours a day, 7 days per week to align with the operations of both regional wastewater treatment plants. After the facility reaches full operational capacity delivery windows should be better defined. The trucks will dump directly into the reception bins to avoid spillage. Any spillage would be hosed down to a collection sump and feed to the LW reception tank to feed into the OPS.

Live Bottom Receiving Silos

There are two live bottom storage silos on site with storage capacity of 1,125 tons each for a total storage capacity of 2,250 tons. During typical operation one of the silos will receive wet fraction. Once WF enters the silo, it is discharged through screw conveyors to the organics polishing system. The live bottom silo can convey up to 45 tons per hour of WF or 1,080 tons per day (45 tons per hour x 24 hours = 1,080 tons per day). The other silo will receive CK, once CK is in the silo it is discharged through screw conveyors to the Cake Blend Bin at a rate of 300 tons per day or 12.5 ton per hour. The rate may vary based on the delivered material moisture content. The maximum discharge rate is 15 ton per hour.

Organics Polishing System

The Facility is equipped with two separate Organics Polishing systems each capable of processing 45 tons per hour. The system removes small plastics and grit from the wet fraction. The system could polish up to 90 tons per hour of wet fraction with both units in operation for a total polishing capacity of 2,160 tons per day (90 tons per hour x 24 hours = 2,160 tons per day). The residual material is hauled away daily to a local landfill for disposal. Material will only be stored onsite on Sundays and Holidays when the landfill is closed.

Liquid Waste

Liquid Waste Receiving Skid

Liquid Waste receiving is rated at 400 gallons per minute (assuming X tons per gallon) this equates to X tons per minute. Most tanker trucks that will use the site will hold 5,000 gallons (20 tons) and take approximately 30 minutes to unload. The daily capacity of the liquid waste receiving skid is 10 trucks per day for a total capacity of 200 tons per day. During periods when WF is not being delivered the facility could receive up to 640 tons of material (2 trucks per hour x 16 hours per day = 32 trucks x 20 tons per truck = 640 tons per day)

Liquid Waste Storage Tanks

Liquid Waste is pumped directly from the Liquid Waste Receiving Skid to a 24,000-gallon storage tank which provides buffer storage to where the material is mixed and then delivered to the polishing system.

Biosolids Cake

Receiving Bays

The biosolids cake is delivered into the reception bins as described above. Any bin can receive biosolids and convey to either the biosolids designated silo or bypass directly to the Cake Blend Bin. The trucks will dump directly into the reception bins to

avoid spillage. Any spillage would be hosed down to a collection sump and feed to the LW reception tank to feed into the OPS.

Live Bottom Receiving Silos

One of the two live bottom silos, which have a storage capacity of 1125 tons each, will receive the cake. Cake will be augured through a 13 ton per hour screw operating 24 hours per day to a blend bin at a rate of 312 tons per day, which meets the anticipated 300 Cake tons per day (13 tons per hour x 24 hours = 312 tons per day).

Anaerobic Digestion

Digesters

Anaerobic Digesters process volatile organic solids (VS) utilizing microorganisms that metabolize the VS into biogas. Each digester has capacity for up to 110 tons per day of VS. Total digestion capacity is 220 tons of VS per day (2 digesters x 110 tpd = 220 tpd). The facility is expected to receive of 700 tons per day of WF which contains 30 percent solids of which 85% are volatile solids. This is a total of 178 tons VS per day expected. The remaining capacity allows for additional Liquid Waste reception.

The tons of VS loaded to the digester is based on average loading over the retention time of the digester and will be calculated by the following equation. Additional materials feed to the digester will be added separately using the same equations.

$$(Tons\ of\ material\ Feed, tons\ per\ day)x\ (\%\ Solids)x\ (\%VS) = tons\ VS\ per\ day$$

Example Calculation

$$(550\ tons\ of\ Wet\ Fraction\ per\ day)x\ (30\%\ total\ solids)x\ (85\%VS) = 140\ tons\ VS\ per\ day$$

Drying

High Pressure Feed Pumps

There are two high pressure feed pumps each with 300 tons per day capacity that feed the two dryers from the Cake Blend Bin. These pumps are sized for 360 ton per day total capacity required.

Dewatering

Two 660 GPM centrifuges dewater the digestate to produce cake and centrate. The 2 digesters will discharge at a rate of 300 to 400 GPM each. The dewatered Cake is conveyed to the 60 cubic yard Centrifuge Cake Bin and either loaded to trucks for composting or dried in the onsite belt dryers.

Dryers

Two belt dryers can process approximately 300 tons per day while operating 24 hours per day, when in operation. Each dryer is sized for 4.5 metric tons of water evaporation per hour at full capacity and actual throughput is dependent on the moisture content of the feed material as well as the outlet dryness set point. The dryers will need to meet a minimum dryness of 90 percent dry material to meet the Class A requirements in 40 CFR Part 503. The dryers are fed biosolids from the Cake Blend Bin using two High Pressure Feed Pumps or feed Cake from the Centrifuge Cake Bin. The 2 High Pressure Feed Pumps have a capacity of 300 tons per day allowing for full redundancy with one unit out of service.

Biogas

Biogas Collection

The two digesters will each produce an average 1535 SCFM biogas or 3070 SCFM total (max 3800 SCFM). The 3 Biogas Booster Blowers are rated at 1900 SCFM, the aftercoolers for each blower are rated at 1900 SCFM, the H2S scrubber is rated at 3800 SCFM, and the three flares are rated at 40 MMBTU/hr each. The biogas collection equipment meets the required SCFM.

Biogas Conditioning

After the H2S Scrubber, the biogas goes through dehumidification and Siloxane Removal. The dehumidification system is rated at 3800 SCFM. Siloxane Removal Vessel has a flowrate of 3800 SCFM. The biogas is then split between the Biogas Upgrader, Dryers, and CHP units. The Biogas Upgrader will receive an average 2070 SCFM biogas which is rated up to 3500 SCFM incoming biogas. The Dryers can consume up to 150 SCFM each or 300 SCFM with both running. The CHPs can consume 1200 SCFM biogas.

Combined Heat and Power Units

Two 800 kW and two 1,500 kW rated CHP units rated at 200 SCFM and 400 SCFM respectively. The entire biogas utilization system has enough capacity to limit a majority of biogas flaring to emergency conditions or major maintenance cycles only.

H. TYPES AND DAILY QUANTITIES OF WASTE [14 CCR 18221.6.1 (h)]

1. Waste Types:

The Facility will accept the following types of waste:

- Commercial and residential waste, green, yard and food waste
- Liquid Wastes including fats, oils, greases and pre-consumer liquids;
- Cake: consisting of dewatered wastewater treatment plant (WWTP) sludge

The facility will also rely on the local LEA to enforce required hazardous/prohibited waste screening programs at all permitted transfer stations that are providing WF to the Facility. In addition to the hazardous waste screening occurring at the MRF there will be random daily checks on loads delivered to the Facility at least once a day.

2. Quantities of Waste:

The Facility will accept a total of 1,080 tons per day consisting of approximately 700 TPD of WF and 300 TPD of Cake and 80 TPD of liquid waste. The total quantities of each waste may vary daily.

I. COMPLIANCE WITH STATE MINIMUM STANDARDS [14 CCR 17896.17 – 17896.61 and 14 CFR 18221.6 (i)]

1. Siting on Landfills [14 CCR 17896.17]

No portion of the proposed Facility is located either partially of fully atop, or on any intermediate cover of, a landfill. All portions of the proposed RBF facilities are constructed on native soil.

2. General Design Requirements [14 CCR 17896.18]

a) The Facility has been designed by professional engineering groups competent in engineering, architecture, landscape design, traffic design, traffic engineering, air quality design, and design of structures.

b) The design of the Facility was based on appropriate data regarding the expected service area, anticipated nature and quantity of wastes to be received, climate factors, physical settings, adjacent land use (existing and planned), types and number of vehicles anticipated to enter the operation or facility, adequate off-street parking facilities for transfer vehicles, drainage control, the hours of operation and other pertinent information. The Facility is not designed for use by the general public and is intended for contract haulers.

c) The Facility has been designed in such a manner as to restrict the unloading area to as small an area as practicable, provide adequate control of windblown material, minimize the propagation or attraction of flies, rodents or other vectors and the creation of nuisances by reason of solid wastes being handled at the operation. Other factors that were considered in the design of the Facility were: dust control, noise control, public safety, and other pertinent matters related to the protection of public health that might be pertinent at such a facility.

3. *Biogas Control [14 CCR 17896.19]:*

Biogas will be contained via a membrane on each digester and directed into the gas conditioning system for the combined heat and power cogeneration (CHP) engines and to the biomethane upgrading system GUS before injection into the local natural gas distribution system. Flares will also be installed on site to ensure adequate control of biogas when engines and/or the GUS are non-operational.

4. *Cleaning [14 CCR 17896.20]:*

The area surrounding the Facility, including the entry/exit driveway, parking area, receiving and unloading areas, including equipment, shall be cleaned of all loose material and litter, at least once every 24 hours. The entry/exit driveway will be cleaned as needed of litter and other debris to prevent tracking and off-site migration of waste materials that might have been the result of operations at the Facility.

5. *Drainage and Spill Control [14 CCR 17896.21]:*

a) The drainage throughout the Facility and the perimeter of the site is designed to accomplish the following:

1) Minimize the creation of contact water outside of in-vessel digesters and sealed;

2) Prevent, to the greatest extent possible given existing weather conditions, the uncontrolled off-site migration of contact water;

3) Protect the integrity of roads and structures by the design and placement of storm drain systems that prevent ponding, control run-off and drain rainfall from structures in a controlled manner using roofs (where applicable), curbs, gutters and associated stormwater controls.

4) Protect the public health by limiting access to facility operating areas including receiving, unloading and digesters. Waste and contact water will be contained, treated and either discharged or reused each operating day.

b) To prevent spillage, all loading and unloading will only occur in designated areas. Spill response kits will be staged throughout the site to address any spills or leaks that occur.

6. *Dust Control [14 CCR 17896.22]:*

The Facility will process only WF, CK and LW, which by nature, are not susceptible to the generation of excess dust. The design of the facility has minimized the unnecessary handling of wastes during processing to prevent the creation of excess dust. Water and sweeping will be used, as necessary, to prevent the creation of excess dust. The facility has installed a sprinkler system in the loading areas.

7. *Hazardous, Liquid and Special Wastes [14 CCR 174896.23]:*

The Facility will only accept WF, CK and LW from select vendors by contract. All WF will have been processed at remote material recovery facilities before receipt by the Facility and unacceptable wastes will have been identified and removed from the waste stream prior to delivery to the Facility. There will be no random samples of individual trucks however the site will rely on their Load Check Program (Appendix A) which includes visual inspections of receiving bins and contaminant bins on a regular basis.

a) *Hazardous Waste* – Hazardous wastes will not be accepted at the Facility and will only be stored in areas identified by the facilities Hazardous Waste Materials Business Plan.

b) *Handling Hazardous Waste* – procedures will be in place for handling, separating and temporarily storing unauthorized hazardous wastes that are discovered. Control measures will include the elimination or control of dusts, fumes, mists, vapors or gases prior to isolating or removing hazardous wastes from the facility. On-site personnel will be trained to perform their operations related to general chemical, physical and biological hazards in accordance with the Injury and Illness Prevention Plan.

c) *Liquid Waste* – Liquid wastes in the form of fats, oils, greases and pre-consumer liquids will be accepted at the Facility.

d) *Cake* – Sludge will be accepted at the Facility.

8. *Litter Control [14 CCR 17896.24]:*

Litter will be collected on a regular basis both on and off-site, as needed, to prevent safety hazards, nuisances, and off-site migration to the greatest extent possible given weather conditions.

9. *Load Checking [14 CCR 17896.25]:*

The operator will implement a load checking program to prevent the acceptance of prohibited waste. The Load Check program is included in Appendix A. The program will include:

a) The number of random load checks to be performed;

- Random load checks will be conducted daily with a minimum of one load check per facility/customer per day.

b) A location for the storage of prohibited wastes removed during the load checking process that is separately secured or isolated; and

c) Records of load checks and the training of personnel in the recognition, proper handling and disposition of prohibited waste. A copy of the load checking program

and copies of the load checking records for the 2 years will be maintained in the operating record and be available for review.

10. *Maintenance Program [14 CCR 17896.26]:*

All aspects of the Facility will be maintained in a state of good repair. The operator will implement maintenance techniques and protocols in accordance with the equipment manufacturer's recommendations, to monitor and promptly repair or correct deteriorated or defective conditions.

11. *Medical Wastes [14 CCR 17896.27]:*

Medical waste that is regulated pursuant to the Medical Waste Management Act will not be accepted by the Facility.

12. *Noise Control [14 CCR 17896.28]:*

Specific measures have been taken at the Facility to control excessive noise due to site operations. The Facility is not open to the public, which will restrict the public from material handling and processing equipment.

Warning signs that recommend or require hearing protection will be posted as appropriate throughout the Facility. All Facility personnel and visitors will be provided appropriate personal protective equipment, including hearing protection, as necessary.

Any specific provisions regarding noise control identified in the Use Permit will be implemented as required.

13. *Non-Salvageable Items [14 CCR 17896.29]:*

Drugs, cosmetics, foods, beverages, hazardous wastes, poisons, medical wastes, syringes, needles, pesticides and other materials capable of causing public health or safety problems shall not be salvaged.

14. *Odor Best Management Practice Feasibility Report [14 CCR 17896.30]:*

a) The operator may voluntarily prepare an Odor Best Management Practice Feasibility Report (Report) or the LEA may require the preparation of a Report after consecutive or chronic odor violations as determined, pursuant to Section 17896.31(f).

b) The Report shall:

- Present representative and correlating odor data for each potential onsite odor source including but not limited to: odor severity, odor characteristics, time and weather conditions when data was collected, description of operations

associated with the source, and any odor impacts or complaints received;

- Identify, based on data required above, which onsite odor sources are and are not contributing to odor impacts and rank those contributing to the odor impacts (complaints / violations) in order of impact;
- For odor sources contributing to odor impacts, as identified above:
- List of all best management practices (BMPs), using the Comprehensive Compost Odor Response Project (CCORP) or other industry-accepted practice(s) as a guideline, which the operator has used to minimize odor and analyze each BMP for the following:
- The effectiveness of the BMP in reducing odor impacts;
- The potential for more extensive use of the BMP to minimize odor impacts described by complaints;
- If the BMP has been operationally practical and if more extensive use of the BMP would be operationally practical;
- The approximate cost to implement a more extensive use of the BMP;
- Overall recommendation if existing BMPs should be continued and if more extensive use of the BMP is recommended; and
- If the BMP has been found to be ineffective (include supporting data)
- List of all potential best management practices, using the CCORP or other industry-accepted practice(s) as a guideline, which the operator has not used and analyze each potential BMP to determine:
- The potential for the BMP to reduce odor impacts described by complaints;
- If the BMP is operationally practical;
- The approximate cost to implement the BMP;
- Any permits or permit changes necessary to use the BMP; and
- Overall recommendation and ranking of implementing the BMP.
- Develop a plan and schedule for implementing the BMP(s) that are recommended, based on the analysis conducted pursuant to the tasks described above.
- The operator shall submit the Report and the plan and schedule described above to the LEA and CalRecycle for review. If the LEA has required the operator to prepare a Report pursuant to consecutive or chronic odor violations, the operator shall submit the plan and schedule within 14 days or other timeframe approved by the LEA.
- Within 30 days, the LEA, in consultation with CalRecycle, shall approve or direct the operator to submit specific changes or additional information within a timeframe specified by the LEA.

15. *Odor Impact Minimization Plan [14 CCR 17896.31]:*

A site-specific odor impact minimization plan has been prepared and is included as Appendix C to this report. This plan will be reviewed on an annual basis and updated as needed.

16. *Odor and Nuisance Control [14 CCR 17896.32]:*

The Facility has been designed and will be operated in a manner that minimizes odor impacts so as not to cause a nuisance, and to otherwise prevent the creation of a nuisance including an active odor control system. This includes the use of an odor control system, the enclosure of material handling to the greatest extent possible and the use of receiving bins that can be closed after loads have been deposited.

17. *Parking [14 CCR 17896.33]:*

The Facility will comply with all applicable permit, mitigation, land use and operational restrictions on parking of transfer vehicles. The commercial transfer vehicles that will use the site are owned by contract customers and are parked and stored off-site.

18. *Personnel Health and Safety [14 CCR 17896.34]:*

On-site personnel will be trained to perform their work in accordance with the IIPP. The IIPP and safety and training records will be available for review by local and state inspectors during normal business hours.

19. *Pre-Digestion Solid Waste Handling [14 CCR 17896.35]:*

a) Putrescible wastes shall be injected into the in-vessel digester or stored in a sealed storage tank or sealed pre-digestion processing equipment or removed from the site within 48 hours from the time of receipt. The Facility will maintain records of loads received.
b) All non-putrescible wastes not intended for digestion shall be removed from the facility within 7 days from the date of receipt.

20. *Protection of Users [14 CCR 17896.36]:*

The design, construction and operational controls of the Facility were developed to provide minimal contact between the public and solid waste. The Facility is not open to the Public, only contract haulers, which will protect the general public from coming into contact with facility feedstock and outputs. This is further accomplished through the use of railings, curbs, grates, and fences.

Truck drivers bringing waste to the facility are not allowed to have any contact with the material they bring in and must have proper PPE in their vehicle at all times.

21. Roads [14 CCR 17896.37]:

On-site roads and driveways are designed and maintained to minimize the generation of dust and tracking of soil onto adjacent public roads. Roads will be kept in safe condition and maintained to allow vehicles utilizing.

22. Sanitary Facilities [14 CCR 17896.38]:

The Facility will be equipped with requisite sanitary and hand-washing facilities which will be kept in a reasonably clean and adequately supplied condition.

23. Scavenging and Salvaging [14 CCR 17896.39]:

Scavenging is strictly prohibited at the Facility. Salvaging activities will not take place at the Facility. All material coming into the Facility will have been pre-processed at remote material recovery facilities, where all salvageable material will be recovered.

24. Signs [14 CCR 17896.40]:

Each point of access to the Facility will be posted with an easily visible sign indicating the Facility name, hours and days of operation, types of wastes accepted, types of waste prohibited as well as the location and name of the nearest public operation or facility.

25. Site Restoration [14 CCR 17896.41]:

a) The operator will provide the LEA with written notice of intent to perform site restoration at least 30 days prior to beginning site restoration.
b) The operator will provide site restoration necessary to protect public health, safety and the environment.
c) The following site restoration procedures will be performed upon completion of operations and termination of service:

    1. The operation and facility grounds, ponds, and drainage areas shall be cleaned of all residues including but not limited to, digestate, compost materials, construction scraps, and other materials related to the operations, and these residues legally recycled, reused, or disposed.
    2. All machinery shall be cleaned and removed or stored securely.
    3. All remaining structures shall be cleaned of digestate, compost materials, dust, particles, or other residues related to the site restoration operations.

26. Supervision and Personnel [14 CCR 17896.42]:

A sufficient number of qualified personnel and adequate supervision shall be provided by the operator to ensure proper operation of the site in compliance with all applicable laws, regulations, permit conditions and other requirements. The operator shall notify

the LEA in writing, the name, address and telephone number of the operator and a copy of this notification shall be placed in the operating record.

27. Training [14 CCR 17896.43]

The operator shall provide ongoing on-the-job training to personnel assigned to the operation of the Facility. Training will include subjects pertinent to site solid waste operations and maintenance, hazardous materials recognition and screening, use of mechanized equipment, environmental controls, emergency procedures and the requirements of this In Vessel Digester / Transfer Processing Report. A record of training history shall be maintained on-site and made available for inspection. A list of job requirements and training is listed in Appendix B.

28. Vector, Bird and Animal Control [14 CCR 17896.44]:

The operator shall take adequate measures to control or prevent the propagation, harborage and attraction of flies, rodents or other vectors, and animals, and to minimize bird attraction. The entire process in enclosed and no material is stored in open bins to control vector and animals.

J. RECORD KEEPING REQUIREMENTS [14 CCR Article 4]

1. Record Keeping Requirements [§17896.45]

The operator will maintain records in compliance with the following:

a) Records of incoming weights or volumes and outgoing salvage or residual weights or volumes in a form and manner approved by the LEA. Such records shall be:

   1. Submitted to the LEA or CalRecycle upon request,
   2. Be adequate for overall planning and control purposes, and
   3. Be as current and accurate as practicable

b) All records required by this Report shall be kept by the operator on one location at 503 E. Santa Ana Ave., Rialto, California and accessible for five (5) years and be available for inspection by the LEA during normal working hours

c) Records will be submitted to the LEA. Quarterly reports of all required records shall be sent to the LEA for review no later than the 15th of the first month of the following quarter.

d) A daily logbook or file of special occurrences encountered during operations and methods used to resolve problems arising from these events, including details of all incidents that required implementing emergency procedures will be maintained in the ASC Administration Office. Special occurrences include, but are not limited to:

   1. Fires

2. Injury and property damage
3. Accidents
4. Explosions
5. Receipt or rejection of prohibited wastes
6. Lack of sufficient number of personnel pursuant to section 17896.42
7. Flooding
8. Earthquake damage
9. Other unusual occurrences

In addition, the LEA will be notified via telephone within 24 hours of all incidents requiring the implementation of energy procedures, unless the LEA determines that a less immediate form of notification will be sufficient to protect public health and safety and the environment.

e) A record or any written public complaints received by the Facility will be maintained in the Administration Office. This record will include:

1. Nature of the complaint
2. Date the complaint was received
3. If available, the name, address and telephone number of the person or persons making the complaint
4. Any action taken to respond to the complaint

f) The operator will maintain a copy of the written notification to the LEA and the local health agency of the name, address and telephone number of the operator or other person(s) responsible for the operations as required by section 17896.42 in the Administration Office.

A personnel contact list is provided below:

Operator Contacts – Rialto Biosolids Facility

NAME	TITLE	CONTACT NUMBER (Operations Hours)	CONTACT NUMBER (Non-Operations Hours)
Jay Lehr	*Vice President of Plant Operations*	***610-223-3707***	***610-223-3707***
Alfredo Ferrin	*Engineer*	*714-517-3321*	*714-517-3321*
Andrew Dale	Project Manager	714-594-9509	714-594-9509

g) The operator will maintain records of employee training as required by section 17896.43 in the Administration Office.

h) Records as required by section 18890 et seq. will be maintained by on-site personnel and be available for inspection at the Administration Office.

2. *Documentation of Enforcement Agency Approvals, Determinations and Requirements* [§17896.46]

   The operating record will include all authorized approvals, determinations, and other requirements made and submitted in writing by the LEA.

K. ADDITIONAL OPERATING REQUIREMENTS FOR IN-VESSEL DIGESTION FACILITIES ONLY

1. *Communications Equipment [§17896.47]* - Adequate communication equipment is available to site personnel to allow quick response to emergencies. Such equipment consists of, but is not limited to, cellular telephones and two-way radios.

2. Equipment [*§17896.48]* – Equipment will be adequate in type, capacity, and number and sufficiently maintained to allow the facility to meet all requirements of CCR 14, Division 7, Chapter 3, Article 5. Please refer to Section O below for a complete equipment list [14 CCR 18221.6.1(l)].

3. *Fire Fighting Equipment [§17896.49]* - The digestion facility has fire suppression equipment continuously available. Such equipment will be located and properly maintained as required by the local fire authority.

4. *Housekeeping [§17896.50]* - The operator will provide adequate housekeeping for the maintenance of facility equipment and shall minimize accumulations of inoperable equipment, parts, tires, scrap, and similar items.

5. *Lighting [§17896.51]* - The facility and equipment are equipped with adequate lighting by both artificial and natural means using overhead electric lights and integrated translucent roof panels, to ensure the ability to monitor incoming loads, effectiveness of operations, public health and safety, and the environment.

6. *Site Attendant [§17896.52]* – The Facility will be inspected by the operator on a regularly scheduled basis to ensure that it meets all the requirements of this IVDR.

7. *Site Security [§17896.53]* – The Facility is designed to discourage unauthorized access by persons and vehicles using perimeter fencing, gates and signage.

8. Traffic Control *[§17896.54]* - Traffic flow through the facility is controlled in the following ways:

   a) To the extent possible, employee and public vehicles will proceed on separate traffic routes as compared to the commercial trucks bringing material to the Facility.

   b) Employee vehicles will utilize the parking area on the north side of the site near

the administration building.

c) All roads will have appropriate paint and signage to direct the vehicles to their destination inside of the Facility

d) Only maintenance vehicles will be allowed to proceed into Biogas Treatment and Anaerobic Digester areas of the Facility

9. Visual Screening *[§17896.55]* – The facility has been designed to create and maintain an aesthetically pleasing appearance and will comply with any specific provisions regarding visual screening in the conditional use permit and CEQA mitigation measures.

10. Water Supply *[§17896.56]* – Potable water is expected to be used at the facility for general use. The facility is expecting to use approximately 29,728 gallons of water per day daily operations. Plant water from the Rialto WWTP will also be used for the dynamic cyclone, hydrocyclone, dryer over-emission control, char cooling, and plant wash down. Approximately 42,000 gallons per day of plant water is expected to be used for these operations.

L. DIGESTATE HANDLING STANDARDS [14 CCR Article 6]

1. Digestate Handling [§17896.57]

- Digestate not contained in one of the two in-vessel anaerobic digesters shall, within 24 hours, be:

a) Stored on-site in a sealed container for no more than 7 days.

b) Transferred to the Cake Bin for processing through the dryer, after which the dried material will be transported to the dry solids storage silo and then to truck loadout for further treatment. The dry solids can be land applied as Class A Biosolids fertilizer per 40 CFR Part 503 or blended with compost at a permitted solids waste composting facility.

   i. Digestate that is land applied will meet requirements of Section 17852(a)(24.5). Digestate that is not land applied will be disposed of in a manner set forth in the Consolidated Regulations for Treatment, Storage, Processing or Disposal of Waste (commencing as Title 27, CCR and Section 20005).

   ii. Digestate that is removed from the site will comply with 14 CCR 17896.57(3)(A-C).

Until the pyrolysis system is operational, digestate from WF can be dewatered and dried in the dryer prior to off-site hauling or directly dewatered and hauled offsite. Once hauled offsite, digestate from WF will be sent to composting or direct land application.

2. Sampling Requirements [§17896.58 - 61]

No compost will be produced at the Facility. Sampling and testing will only take place with dried solids used for land application and they will be sampled and tested in accordance with 14 CCR 17896.58 – 6. Dried solids which are directed to a permitted compost facility for processing will not be sampled prior to leaving the site.

M. ANTICIPATED VOLUME OF QUENCH / PROCESS WATER [*§18221.6.1 (j)]*

The Facility anticipates using upwards to approximately 42,000 gallons per day of process water. All water is treated in an onsite wastewater plant and discharged to the Inland Empire Brine Line (IEBL), regulated by the Santa Ana Wastershed Project Authority (SAWPA). The sanitary discharge from the office as well as some condensate and wash water will be discharged by a separate line to the City of Rialto Wastewater Treatment facility.

N. UNUSUAL PEAK LOADING [14 CCR 18221.6.1(k)]

Up to 43 truck trips per day are anticipated at the Facility. Over the course of 16 hours to receive material, there will be an average of 3 trucks utilizing the Facility per hour, which will be easily accommodated by the four material receiving locations on site. Unusual peak loading will be managed through the staging of trucks along the entrance road and in line to the scales until a receiving position is available and the trucks material can be unloaded.

O. DESCRIPTION OF TRANSFER, RECOVERY, AND PROCESSING EQUIPMENT [14 CCR 18221.6.1(l)]

Please refer to Table 2 Attachment for a list of equipment used for the transfer, recovery, and processing of solid waste at the Facility.

P. METHOD OF FINAL DISPOSAL [14 CCR 18221.6.1(m)]

- Plastic and Film: approximately 40 tons will be separated from the WF each day via the organics polishing system. This material will be routed to a roll off bin for storage and collected by a commercial hauler for daily disposal except for Sunday and Holidays.
- Grit: approximately 50 tons of grit removed from the WF via the organics polishing system each day will be stored in a roll off bin and collected by a commercial hauler for disposal daily except for Sundays and Holidays.

Q. METHOD OF STORAGE AND REMOVAL OF SALVAGED MATERIAL AND C&D MATERIAL [14 CCR 18221.6.1(n)]

The material to be received by the Facility will have been processed at material recovery and transfer facilities and pressed to make the wet fraction described in Section D. Wet fraction and the liquid wastes will not typically result in salvageable recyclable or C & D material. Should salvageable recyclable or C & D material be encountered, the material

will be placed in roll-off bins and removed from the facility by a commercial hauling service weekly.

R. MANAGEMENT ORGANIZATION AND RESUME [14 CCR §18221.6.1(o)]

Resumes for key managers are included in Appendix D.

S. LIST OF PERMITS [14 CCR *§18221.6.1(p)]*

1. Solid Waste Facilities Permit (11/20/19 – 5 Year Review)
2. City of Rialto Conditional Use Permit (03/27/18 – Resolution 7309)
3. Updated Industrial Discharge Permit (Permit # 2008-07, Under Review By City)
4. Updated Storm Water Permit (WDID 498830 8 36C383839, 6/29/20)
5. South Coast Air Quality Management District Authority to Construct (11/16/18, extension granted 12/31/19)

T. ODOR IMPACT MINIMIZATION PLAN [14 CCR *§18221.6.1(q)]*

An Odor Impact Minimization Plan, pursuant to Section 17896.31, is included as Appendix C of this report.

ATTACHMENT 1

TABLE 2

ASC Major Facility Equipment Rialto Bioenergy Facility

TABLE 2

Service / Name	New / Existing	Rated Capacity	Note(s)
RECEIVING			
Biosolids Receiving Unit #1	Existing	86 yd³	WWTP Cake
Biosolids Receiving Unit #2	Existing	86 yd³	Wet Fraction
Biosolids Receiving Unit #3	New	86 yd³	Wet Fraction & WWTP Cake
WWTP Cake Transfer Pump	New	60 TPH	
Wet Fraction Transfer Pump	New	60 TPH	
Wet Fraction/WWTP Cake Transfer Pump	New	60 TPH	
Wet Fraction Storage Silo	Existing	1,125 Tons	
WWTP Cake Storage Silo	Existing	1,125 Tons	
PROCESSING			
Cake Blend Bin	Existing	30 yd³	
HP Biosolids Feed Pump #1	Existing	60-80 GPM	
HP Biosolids Feed Pump #2	Existing	60-80 GPM	
Organic Polishing System (OPS)	New	90 tph	
DIGESTION			
Anaerobic Digester #1 + Four Electrical Mixers	New	3.5 M GAL	
Anaerobic Digester #2 + Four Electrical Mixers	New	3.5 M GAL	
Three Emergency Flares	New	40 MMBTU/hr each, total flare head load of 120 MMBTU/hr	
Digestate Heat Exchanger #1	New	1,200 kW	
Digestate Heat Exchanger #2	New	1,200 kw	
DEWATERING			
Centrifuge #1	Existing	600 GPM	
Centrifuge #2	Existing	600 GPM	
Bulk Bag Mixing	Existing		
Centrifuge Polymer Tank #1	Existing	750 GAL	
Centrifuge Polymer Tank #2	Existing	750 GAL	
Centrifuge Cake Bin	Existing	60 yd³	Recycle Bin
Centrifuge Centrate Tank	Existing	5,600 GAL	
Biosolids Dryer #1	New	16.5 MMBTU/hr	
Biosolid Dryer #2	New	16.5 MMBTU/hr	
Pneumatic Transporter Package	Existing		
Solids Storage Silo & Loadout	Existing	90 yd³	

ASC Major Facility Equipment Rialto Bioenergy Facility

BIOGAS CONDITIONING			
Biogas Upgrading System	New	1,400 SCFM RNG	
Biological H2S Treatment System #1	New	1,900 SCFM	
Biological H2S Treatment System #2	New	1,900 SCFM	
H2S Scrubber Vessel	New	3,800 SCFM	
Biogas Compression & Dehumidification System	New	3,800 SCFM	
Glycol Chiller	New	3.800 scfm	
Siloxane Scrubber Vessels	New	3,800 SCFM	
CHP Unit #1	New	800 kW	
CHP Unit #2	New	800 kW	
CHP Unit #3	New	1,550 kW	
CHP Unit #4	New	1,560 kW	
Cooling Tower	Existing	43 MMBTU/hr	
Cooling Tower	Existing		
Cooling Tower	Existing		
Biosolids Feed Hopper	New		
PYROLYSIS			
Pyrolysis System	New	4 TPH Solids feed 10.5 MMBTU/hr burner 11,944 SCFM Pyrolysis Gas 1.1 TPH Char	
Pyrolysis Oil Tank	New	7,300 Gallons	
Emergency Flare	New	27 MMBTU/hr	
Pyrolysis Gas Storage Tank	New		
Char Storage Silo & Loadout	New	900 yd^3	
WASTEWATER TREATMENT			
WWTP Buffer Tank	New	217,000 GAL	
Aeration Basin	New		
Aeration Blower	New		
Clarifier	New		
WAS Buffer Tank	New	30,000 GAL	
EMISSIONS CONTROL			
Ammonia Scrubber	New	30,000 CFM	
Acid Holding Tank	New	5,000 GAL	
Acid Dosing Tank	New		
RTO	Existing	30,000 CFM	
Sox Scrubber	Existing	30,000 CFM	
Caustic Holding Tank	New	5,000 GAL	
Emergency Generator	New	500 kW	

ATTACHMENT 2

FIGURES

FIGURE A

SITE LOCATION MAP



RBF C08 001

UNDERGROUND SERVICE ALERT
CALL:TOLL FREE
1-800
227-2600
TWO WORKING DAYS BEFORE YOU DIG

MARK	REVISIONS	APPR.	DATE

DESIGNED BY:_____ DRAWN BY:_____ CHECKED BY:_____

SEAL-DESIGN ENGINEER

PREPARED UNDER THE SUPERVISION OF:

RECOMMENDED FOR APPROVAL BY:

_____ DATE

APPROVED BY:

_____ DATE

GHD Inc.
320 Goddard Way, Suite 200
Irvine California 92618 USA
T 1 949 648 5200 W www.ghd.com

RIALTO BIOENERGY FACILITY
Organics Recycling

BENCH MARK: B.M. No. 008-88 ELEVATION= 1000.423
DESCRIPTION: CITY OF RIALTO BRASS DISC SET IN 4' x 4' PCC BASE FOR TRAFFIC SIGNAL 1 FOOT WEST OF CURB, 37 FEET WEST OF CENTERLINE RIVERSIDE AVENUE, 64 FEET SOUTH OF CENTERLINE SANTA ANA AVENUE

CITY OF RIALTO
RIALTO BIOENERGY FACILITY

VICINITY MAP
503 EAST SANTA ANA AVENUE, RIALTO, CALIFORNIA

_____ OF _____ SHEETS

FOR: ANAERGIA | PPD No. | PLAN No. _____

Plot Date: 26 April 2019 - 2:14 PM Plotted by: Devin Brady Cad File No: N:\US\Irvine\Projects\111\11176408 WM Lyles Rialto Bioenergy Facility\06-CAD\Figures\Sheets for Anaergia\RBF C08 001_002.dwg

FIGURE B

VICINITY MAP



RBF C08 002

UNDERGROUND SERVICE ALERT
CALL BEFORE YOU DIG
CALL:TOLL FREE
1-800
227-2600
TWO WORKING DAYS BEFORE YOU DIG

MARK	REVISIONS	APPR.	DATE

DESIGNED BY:_____ DRAWN BY:_____ CHECKED BY:_____

SEAL-DESIGN ENGINEER

PREPARED UNDER THE SUPERVISION OF:

RECOMMENDED FOR APPROVAL BY: _____ DATE

APPROVED BY: _____ DATE

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RIALTO BIOENERGY FACILITY
Organics Recycling

BENCH MARK: B.M. No. 008-88 ELEVATION= 1000.423

DESCRIPTION: CITY OF RIALTO BRASS DISC SET IN 4' x 4' PCC BASE FOR TRAFFIC SIGNAL 1 FOOT WEST OF CURB, 37 FEET WEST OF CENTERLINE RIVERSIDE AVENUE, 64 FEET SOUTH OF CENTERLINE SANTA ANA AVENUE

CITY OF RIALTO
RIALTO BIOENERGY FACILITY

LOCATION MAP
503 EAST SANTA ANA AVENUE, RIALTO, CALIFORNIA

_____ OF _____ SHEETS

FOR: ANAERGIA | PPD No. | PLAN No. _____

Plot Date: 26 April 2019 - 2:08 PM Plotted by: Devin Brady Cad File No: N:\US\Irvine\Projects\111\11176408 WM Lyles Rialto Bioenergy Facility\06-CAD\Figures\Sheets for Anaergia\RBF C08 001_002.dwg

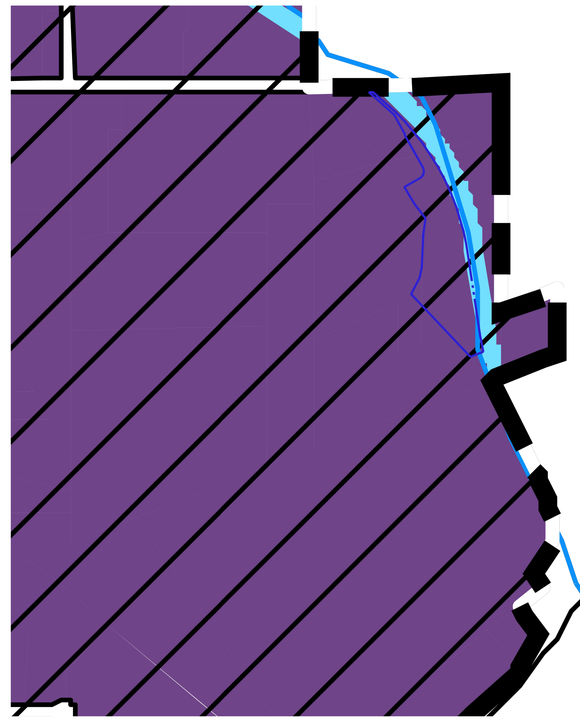
FIGURE C

LAND USE MAP



LEGEND

- AGUA MANSA SPECIFIC PLAN
- GENERAL INDUSTRIAL
- 1000' RADIUS FROM PROJECT SITE
- PROJECT PROPERTY LINE



Land Use Designations

- Residential 2
- Residential 6
- Residential 12
- Residential 21
- Residential 30
- Office
- Community Commercial
- General Commercial
- Downtown Mixed-Use
- Business Park
- Light Industrial
- General Industrial
- School Facility
- Public Facility
- Open Space - Recreation
- Open Space - Resources
- Specific Plan

Overlays

- Historic Agriculture Overlay
- Animal Overlay
- Specific Plan Overlay

Base Map Features

- Rialto Incorporated Area
- Rialto Sphere of Influence
- County Boundary
- Freeway/Highway
- Railroad
- Hydrological Feature

JRMA ARCHITECTS ENGINEERS

SCALE: 1"=100'-0"
0' 100' 200' 400' 800'

TRUE NORTH

LAND USE MAP

Rialto BioEnergy Facility
BioEnergy Facility
503 East Santa Ana Avenue, Rialto, CA 92376

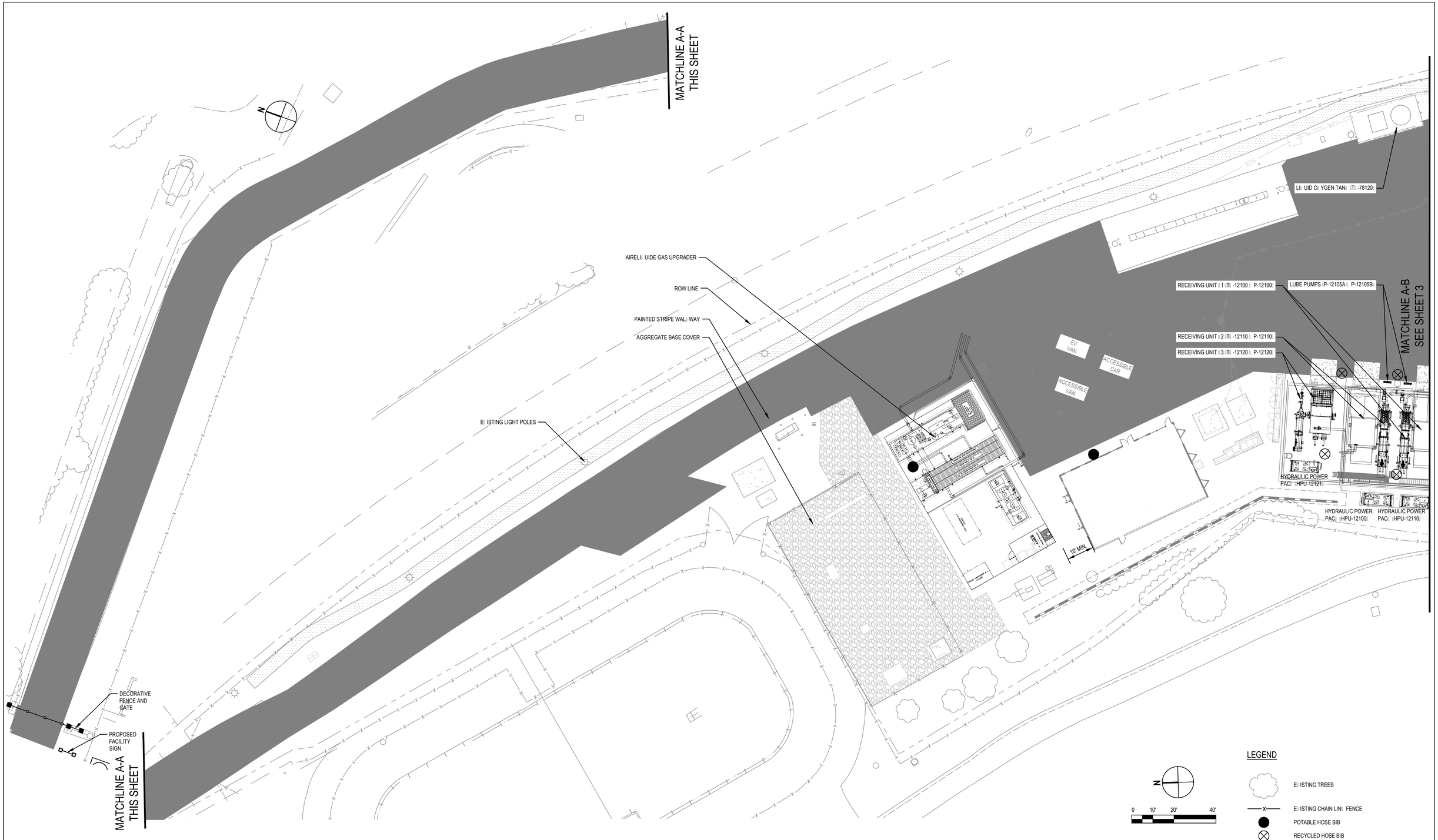
Job No. P19-232
12.10.2019

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A1.1

FIGURE D

SCHEMATIC DRAWING



RBF B02 M100 SHT 1

UNDERGROUND SERVICE ALERT
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227-2600
TWO WORKING DAYS BEFORE YOU DIG

MARK	REVISIONS	APPR.	DATE
C1.1	REVISED 100% DETAILED DESIGN SUBMISSION		12/20/19
C1	100% DETAILED DESIGN SUBMISSION		10/31/19
D2	DESIGN REVIEW		8/30/19
D1	ISSUED FOR REVIEW		5/19

DESIGNED BY:_____ DRAWN BY:_____ CHECKED BY:_____

SEAL-DESIGN ENGINEER

PREPARED UNDER THE SUPERVISION OF:

ENGINEER NAME, REE ?????? EXP. ??/??/???? DATE

RECOMMENDED FOR APPROVAL BY:

_____ DATE

APPROVED BY:

_____ DATE

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RIALTO BIOENERGY FACILITY
Organics Recycling

BENCH MARK: B.M. No. ELEVATION=
DESCRIPTION:

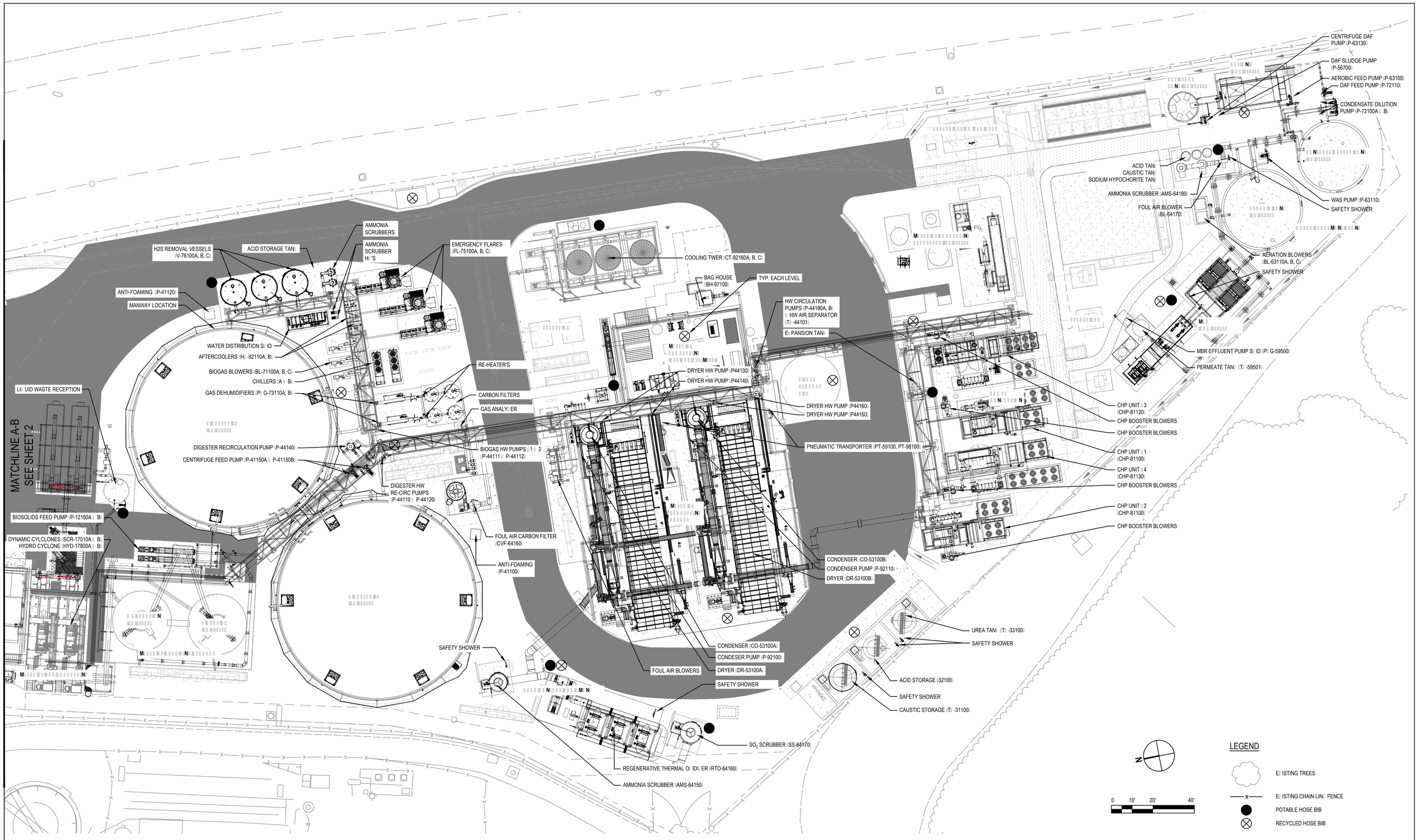
CITY OF RIALTO
RIALTO BIOENERGY FACILITY
MECHANICAL SITE PLAN INORTHI
503 EAST SANTA ANA AVENUE, RIALTO, CALIFORNIA

_____ OF _____ SHEETS

FOR: W.M. LYLES

PLAN No. _____

Plot Date: 22 January 2020 - 1:17 PM Plotted by: Devin Brady Cad File No: \\ghdnet\ghd\US\Irvine\Projects\111\11176408 WM Lyles Rialto Bioenergy Facility\06-CAD\Sheets\111-76408-RBF B02 M100 SHT 1-2.dwg



RBF B02 M100 SHT 2

UNDERGROUND SERVICE ALERT
CALL BEFORE YOU DIG
CALL:TOLL FREE
1-800 227-2600
TWO WORKING DAYS BEFORE YOU DIG

MARK	REVISIONS	APPR.	DATE
C1.1	REVISED 100% DETAILED DESIGN SUBMISSION		12/20/19
C1	100% DETAILED DESIGN SUBMISSION		10/31/19
D2	DESIGN REVIEW		8/30/19
D1	ISSUED FOR REVIEW		5/19

DESIGNED BY:_____ DRAWN BY:_____ CHECKED BY:_____

SEAL-DESIGN ENGINEER

PREPARED UNDER THE SUPERVISION OF:
ENGINEER NAME, REE ?????? EXP. ??/??/????
DATE
RECOMMENDED FOR APPROVAL BY:
DATE
APPROVED BY:
DATE

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Organics Recycling

BENCH MARK: B.M. No. ELEVATION=
DESCRIPTION:

CITY OF RIALTO
RIALTO BIOENERGY FACILITY

MECHANICAL SITE PLAN (SOUTH)
503 EAST SANTA ANA AVENUE, RIALTO, CALIFORNIA

FOR: W.M. LYLES

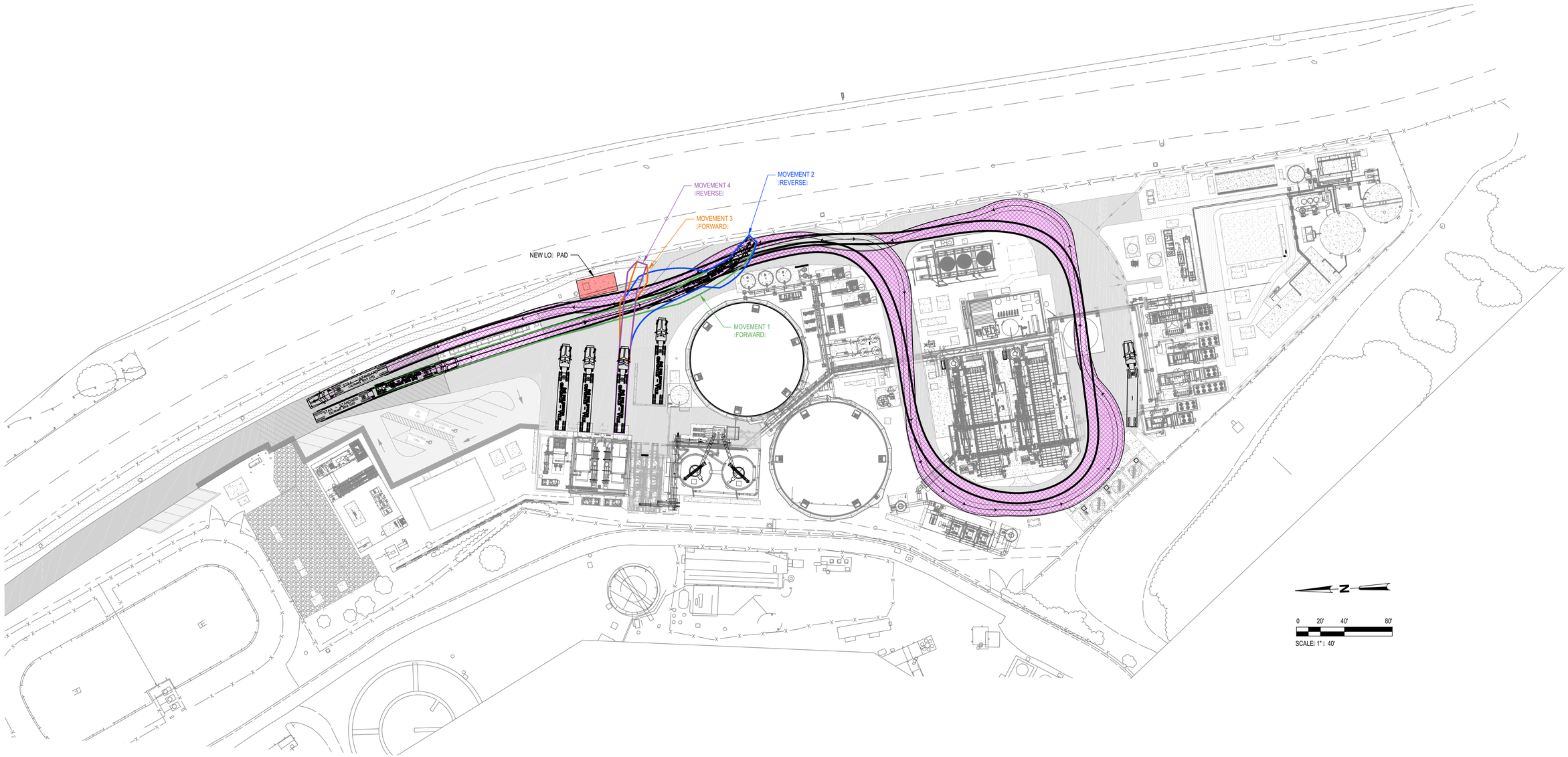
PLAN No. _____

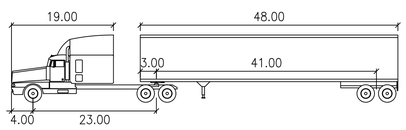
_____ OF _____ SHEETS

Plot Date: 22 January 2020 - 1:17 PM Plotted by: Devin Brady
Cad File No: \\ghdnet\ghd\US\Irvine\Projects\111\11176408 WM Lyles Rialto Bioenergy Facility\06-CAD\Sheets\111-76408-RBF B02 M100 SHT 1-2.dwg

FIGURE E

TRUCK TURN RADIUS





STAA – STANDARD

CALTRANS (2012)	feet		
Tractor Width	: 8.50	Lock to Lock Time	: 6.0
Trailer Width	: 8.50	Steering Angle	: 26.3
Tractor Track	: 8.50	Articulating Angle	: 70.0
Trailer Track	: 8.50		

RBF C07 26

MARK	REVISIONS	APPR.	DATE
D.1	ISSUED FOR DESIGN REVIEW		10/11/19

DESIGNED BY:_____ DRAWN BY:_____ CHECKED BY:_____

SEAL–DESIGN ENGINEER

PREPARED UNDER THE SUPERVISION OF:

SARMAD FARJO, RCE C80769 EXP. 03/31/2019 DATE

RECOMMENDED FOR APPROVAL BY:

DATE

APPROVED BY:

DATE

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BENCH MARK: B.M. No. 008-88 ELEVATION= 1000.423

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CITY OF RIALTO

RIALTO BIOENERGY FACILITY
AUTOTURN EXHIBIT

503 EAST SANTA ANA AVENUE, RIALTO, CALIFORNIA

FOR: W.M. LYLES

PPD No. 2017-0034

PLAN No. _____

_____ OF _____ SHEETS

Plot Date: 11 October 2019 - 4:32 PM Plotted by: Michael Cattabiani Cad File No: N:\US\Irvine\Projects\111\11176408 WM Lyles Rialto Bioenergy Facility\06-CAD\Sheets\111-76408- RBF C07 26.dwg

ATTACHMENT 3

APPENDICES

APPENIDX A

LOAD CHECK PROGRAM

LOAD CHECK PROGRAM

The following procedures will take place in order to prevent any hazardous materials from entering site:

1. Signage

Signs will be posted at each point of access to the Facility indicating that the Facility is not open to the public and the only types of waste that are accepted at the Facility are:

- Pre-Processed Organic Wet Fracture including the organic portion of Commercial and Residential Waste, Green Waste, Yard Waste, Food Waste
- Liquid Wastes including fats, oils, greases, pre/post-consumer liquid food waste and slurry
- Cake: consisting of dewatered wastewater treatment plant (WWTP) sludge

2. General Visual Inspection

The following areas will be visually inspected once a day to confirm if unapproved waste has been received.

- Receiving Bins
- Residual Bins from the Organics Polishing System

Unapproved waste includes unprocessed municipal solid waste and may include hazardous materials.

Visual Inspections will be performed as follows:

- At least once per day of the Receiving Bins and the Residual Bins
- Unapproved waste will be removed from the Receiving Bins and Residual Bins and disposed of in a manner consistent with the nature of the material
- Record date and unapproved wastes in the General Inspection Log (Attachment A)

3. Handling of Hazardous Waste

- The person discovering hazardous material will immediately report the situation to a supervisor or the Facility Manager and fill out the Hazardous Waste Inspection Log (Attachment B)
- Facility Manager will designate an area to be blocked off until the hazardous material can be handled
- Facility Manager will notify trained waste handling personnel to remove waste from material receiving area and the site

4. Record Keeping

Every hazardous waste occurrence will be documents in the load inspection log. If an investigation of a hazardous waste seems warranted, the following agencies may be notified:

- County of San Bernardino Local Enforcement Agency (800) 442-2283
- Rialto Fire Department (909) 820-2501

ATTACHMENT A

GENERAL INSPECTION LOG

Date XX/XX/XX	**Location**	**Types of Waste**	**Employee** **Name & Initial**

ATTACHMENT B

HAZARDOUS WASTE INSPECTION LOG

Date XX/XX/XX	**Type of Hazardous Waste**	**Location**	**Action Taken**	**Employee Name & Initial**

APPENDIX B

TRAINING PROGRAM

APPENDIX B

TRAINING LIST

Type of Training	General Description	Duration
Initial Plant Operator Training	Formal Instructor led training on the Rialto Plant Operation including Process Plant and Equipment Descriptions, Operating Procedures, Emergency Procedures using a training guide and outline and plant operating manual, training includes classroom and field study with competency testing.	Approx. 4 Weeks
Process Safety Management: -Purpose/Scope -Process Safety Information -Process Hazards Analysis -Operating Procedures -Training Requirements -Contractor Safety -Pre Startup Safety Reviews -Mechanical Integrity Program -Hot Work Permitting, -Management of Change Process -Incident Investigation, -Emergency Planning and Response -Injury and Illness Prevention Program -Employee Participation requirements	Formal classroom training to learn the elements of plant process safety management requirements of Cal OSHA Title 8 §5189	Approx. 2-3 days

APPENDIX B

TRAINING LIST

Type of Training	General Description	Duration
Other Safety Training: -LOTO Procedures -Employee Injuries -Housekeeping -Fire Protection Plan -Daily, weekly, monthly, quarterly Inspections -Communications -Confined Space Haz-com -Hearing Conservation -PPE -LOTO Procedures -Employee Injuries -Housekeeping -Fire Protection Plan -Daily, weekly, monthly, quarterly Inspections -Communications -Confined Space -Hazcom -Hearing Conservation -PPE -Respiratory Protection -Avoiding Slips Trips and Falls -Bloodborne Pathogens -Electrical Hazards	Formal and Field Training on various Safety policy and programs.	Approx. 2 Weeks

APPENDIX B

TRAINING LIST

Type of Training	General Description	Duration
Environmental Compliance: Air Permits Water Permits Other Permits Permit Requirements Permit Reporting Requirements Spill Prevention Plan Waste Management Plan	Formal Class Room training incorporated into Operator Training.	Approx. 4 weeks
Various HR Policies	Formal Classroom training and which includes signing on receiving HR policy training.	Varies
3rd Party Training: CPR 1st Aid Drivers Training Ergonomics Forklift/Man Lift	Formal Classroom training and workshop to at least one per crew for need on crew or train the trainer.	1 Day (off-site)

APPENDIX C

ODOR IMPACT MINIMIZATON PLAN

Rialto Bioenergy Facility Odor Impact Minimization Plan

Site Location and Description

The Rialto Bioenergy Facility (RBF) is located in the City of Rialto at 503 East Santa Ana Ave., in Rialto, California approximately 1.0 mile south of California State Route 10 and approximately 3.5 miles northwest of California State Route 215. The operation is situated on approximately 5.7 acres owned by the City of Rialto and leased to the Operator, Anaergia Services, LLC.

RBF is designed to process an annual average of 700 tons per day (TPD) of Wet Fraction ("WF"), 300 TPD of municipal biosolids (Cake "CK") and 80 TPD of Liquid Waste ("LW"). The daily tonnage of each particular stream will vary but the total daily tonnage will not exceed 1,080 maximum tons per day for the entire facility. After receipt, material is conditioned, digested, dewatered, and dried to produce renewable electric power, heat, renewable natural gas and dry solids.

WF is generated by processing the organic (i.e food waste, green waste and yard waste) fraction of residential and commercial waste streams at offsite Material Recovery Facilities through a mechanical extraction process which reduces material size and removes non-organic material from the WF. Material will be delivered to the site from various locations throughout Southern California including Los Angeles, Orange, Riverside and San Bernardino counties. WF and Cake are delivered to the site via end dump trucks while liquid waste is delivered in fully enclosed tanker trucks. After materials are received, all processing activities are fully enclosed within RBF processing equipment.

Two anaerobic digesters on site have a maximum capacity of 3.5 million gallons each (7 million gallons total). WF and LW will be loaded into the digesters on a continuous basis. The estimated hydraulic retention time in the digesters is between 15 and 30 days.

CK is typically processed on the same day it is received into one of two on site dryers, each with a 300 ton per day capacity or it is blended with WF and Liquid Waste and delivered to one of two anaerobic digesters on site for further processing. CK will be stored for a maximum of 72 [AD1]hours before processing. After drying, some or all of the material will be delivered to the pyrolysis system at a rate of approximately 4 tons per hour or approximately 96 tons per day. All CK not delivered to the pyrolysis system will be stored in a load out silo to land application in designated silos with a storage capacity of 540 tons.

Odor Monitoring Protocol

Proximity of Odor Receptors

The closest receptors are on-site employees, material delivery drivers and site visitors. RBF is not open to the public.

The closest off-site receptors to the west of the facility are the Rialto Wastewater Treatment Plant, an asphalt, aggregate and concrete producer; and a recycled parts yard. Immediately east of the site is a tributary to the Santa Ana River (Rialto Channel). Northwest of the site is a pallet and skids operator, another aggregate materials producer and a fuel depot storage field. South of the site are more industrial uses, a landfill and vacant undeveloped land adjacent to the Santa Ana River.

Method for Assessing Odor Impacts

Each operating day the operator evaluates on-site odors and operations for potential release of objectionable odors. The design of the Facility (fully enclosed process with odor control equipment), Best Management Practices and good housekeeping measures will be implemented to minimize the release of objectionable odors.

If objectionable on-site odors are detected RBF personnel will implement the following protocol:

1. Investigate and determine the likely source of the odor

2. Determine if on-site management practices can correct the issue and immediately take steps to address the source

3. Determine whether the odor is traveling beyond the site by patrolling the site perimeter and noting existing wind patterns.

4. If it is determined possible odor impacts occurred, notify the LEA and/or neighbors

5. Record the event for further operational review.

Meteorological Conditions

Per the Draft Environmental Impact Report (November 2017):

"The National Oceanic and Atmospheric Association (NOAA) Redlands, California meteorological data station (ID CA047306), which is located approximately 10 miles east of the RBF site, was used to review local meteorological data because it is the closest station with the most up-to-date data near the RBF site (WRCC, 2016). The Redlands Station indicates that the average annual temperature measured from April 1898 to December 2015 is 63.7°F. The hottest monthly average temperature over that same time period is 77.4°F, which occurred in the month of July. The coldest monthly average temperature is 52.2°F, which occurred in January.

The area has an average annual rainfall of 13.6 inches, measured between years 1898 and 2012 (WRCC, 2016). The majority of that rainfall occurs from November through April, with the summer and autumn months typically experiencing less than one inch of rain per month. The area does not typically experience snowfall. Conversely, the area experiences the clearest days with the least cloud cover from May to October. During these months, the skies range from about 50% to 75% clear (Weather Spark, 2016). On the shortest day of the year, there are approximately 10 hours of possible sunshine; on the longest day, there are approximately 14.5 hours of possible sunshine (World Climate, 2016).

The wind speed and direction in the area vary with geography and time of year. Typically higher wind speeds occur between November and June, with average speeds of 3.4 miles per hour (Weather Spark, 2016). Between July and October, wind speeds average 2.8 miles per hour (Weather Spark, 2016). The prominent wind direction is from the west, which occurs for almost nine months of the year (Weather Spark, 2016)."

Complaint Response Protocol

Should the Facility receive an odor complaint, the following protocol will be implemented:

- The Operations Manager or his/her designee will respond to and investigate all community complaints (written and verbal) in a timely manner, at minimum, within two (2) hours of receiving the complaint. Upon receiving the complaint, the Operations Manager and/or Designee will perform a manual inspection of the facility and its perimeter to identify where odors may be leaving the site.
- If the cause of an odor is identified as originating from the Facility, immediate corrective action will be implemented to mitigate the situation and reduce/eliminate the odor. The Complainant will be notified of the results of the investigation and the corrective actions taken. All complaints, survey results and corrective actions taken will be documented and records maintained for a minimum of three (3) years.

Operating Procedures and Design Concerns to Minimize Odors

In order to minimize the development of conditions that could lead to odor problems, the material handling areas of the site were designed based on the nature and quantity of materials to be received and stored, climatological factors, adjacent land use, grading and drainage controls.

The primary source of odors at this site occur during material receipt. As a result, the material receiving area has been designed to limit the amount of time material is uncovered and exposed to the air. After loads are deposited in the Receiving Bins, automatic covers enclose Receiving Bins and an odor control system is employed to prevent objectionable odors from being released to the atmosphere. All material processing and handling procedures are completely enclosed and tied into the odor control system to manage. Site personnel have been trained to manage all material handling in a manner that minimizes the development of conditions that could lead to objectionable odors.

A. Aeration – not applicable at this site. The Facility will not have any storage or compost piles requiring aeration.

B. Moisture Content of Materials and Moisture Management: The Facility receives the wet fraction of municipal solid waste streams. Most incoming material will have a moisture content of approximately 70%. Process water and liquid wastes received are introduced to the material to achieve a moisture content of approximately 82% to 90% prior to being fed into the digester(s).

C. Feedstock Characteristics: feedstock consists of processed organic components from the municipal solid waste stream including food material and green material as defined in 14 CCR 17852; cake and liquid waste.

D. Airborne Emission Production: airborne emissions are not anticipated due to the fully enclosed nature of the processing which will take place at the Facility. Load Out Silos do have the potential to generate dust, and as such, have been fitted with dust collection devices.

E. Drainage Controls: the sites drainage is designed to divert stormwater away from the receiving bins and general operating area. The fully enclosed processing system of RBF prevents stormwater from coming into contact with feedstock and processed material. Any stormwater that inadvertently enters the receiving bins will be processed along with the received material and treated as process water.

F. Pad Maintenance: Receiving bins are emptied and washed down daily to prevent the accumulation of odor generating materials.

G. Process/wastewater controls: water removed from the digestate during the dewatering process is recycled back into the anerobic digestors for reuse. Excess process water is diverted to the onsite wastewater treatment system for treatment prior to discharge to the Inland Empire Brine Line in accordance with applicable discharge agreements and permits.

H. Material Processing, Handling and Storage Practices

1. Processing

a. Feedstock: after receipt, material is transferred via enclosed conveyor to storage silos, where it is held for a maximum of three days prior to processing.

b. Processed Material: after processing, materials are transferred via enclosed conveyor to storage silos, where the material is held for a maximum of seven days until it is loaded out for additional processing or application to land at designated locations.

I. Weather Event Impacts: due to the fully enclosed nature of the Rialto Bioenergy Facility's process, it is not anticipated that weather events will impact daily operations. The only stage of the process where weather has the potential to impact operations is during material receipt, and any stormwater entering the receiving bins will be processed. If extreme rain events occur, RBF, at its discretion, may temporarily halt the receipt of materials.

J. Contingency Plans

1. Fire Prevention: Fire Prevention has been designed in accordance with appliable NFPA requirements and City of Rialto Fire Department approval. The site has an onsite diesel fire water pump system. The dryer system has installed sprinkler system, and the dried solids storage areas have nitrogen blanketing and thermal couples for temperature monitoring. City of Rialto Fire Department will be called if any fires occur onsite.

2. Water Supply: Recycled water is provided by the adjacent City of Rialto Wastewater Treatment Plant and potable water will be supplied by West Valley Water District

3. Equipment: There are installed redundant piping and pumping systems throughout the facility.

4. Power: electrical power is generated on site and used to run processing equipment. The site is also serviced by Southern California Edison, which provides power in the event on site power production does not meet the required load.

5. Personnel: all on site personnel are cross trained across multiple functions of the facility. In the event that operations personnel are absent, other on-site personnel will fulfil their roles. Additionally, RBF maintains contracts with labor services for additional personnel, if needed.

K. Personnel Training

Rialto Bioenergy personnel will receive training related to the operation of the facility, housekeeping and this Odor Impact Minimization Plan. Details of the training plans and training logs are available for review at the RBF Administrative Office.

L. Load Enclosure / Tarping

All trucks leaving the Facility will be tarped and/or otherwise covered. Tarps will be checked at the tarp checking station located near the scale prior to exiting the Facility.

APPENDIX D

Resumes

Albert S. Gardner Jr

Site Manager, Anaergia

Mr. Gardner, as Site Manager, offers extensive industry experience, in both private and public works. He has over 30 years of experience in the construction industry now focused on renewable projects.

RELEVANT EXPERIENCE

Anaergia – 2018-Present

Site manager for construction of a 1,000 ton per day organics recycling facility producing 13 MW equivalent of renewable energy (Rialto Bioenergy Facility in Rialto, CA)

GP Strategies Corporation – 2015-2018

Manager of Maintenance - Managing the maintenance and repair of 21 natural gas fueling stations, 14 of which are over 1,500 miles from the office. Improved the previous maintenance protocol, standardized record keeping and billing procedures. Responsible for managing maintenance staff personnel including hiring, training, evaluating performance, and separation of employment of technicians. Coordinate repairs in order to minimize impact on customers fueling and shipping operations. Responsible for managing subcontractors and vendors.

GP Strategies Corporation – 2013-2018

Manager of Construction - Directing all construction activities, including the recent building of 14 Liquified Natural Gas Fueling Stations, 1 Liquified to Compressed Natural Gas Fueling Station, 4 Compressed Natural Gas Fueling Station. Responsible for creating project schedules, managing resources and insuring adherence to plans and specifications. Responsible for managing construction staff personnel, including hiring, training, evaluating performance, and separation of employment. Review and negotiate subcontractor contracts. Responsible for quality control site reviews with superintendents and subcontractors. Assist with providing construction estimates for new project proposals. Meet regularly with customer representatives to insure their understanding and satisfaction with the progress of the project.

GP Strategies Corporation – 2013-2018

Project Manager - Provide input during preliminary design review, develop Scopes of Work for subcontractors, select subcontractors, review plans with clients, meet regularly to ensure work is progressing per schedule, process all invoices and change orders, order long lead items. Projects include:

- CSULA Hydrogen Equipment, Los Angeles, CA
- Pratt Whitney Rocketdyne NZ Upgrade, Canoga Park, CA
- Encana Natural Gas Fueling Station, Frierson, LA
- Santa Cruz Metro Transit Agency LCNG Upgrade, Santa Cruz, CA
- UPS LNG Station, Houston, TX
- UPS LNG Station, Hodgkins, IL
- UPS LNG Station, Columbus, OH
- UPS LNG Station, Maumee, OH
- Omnitrans CNG Fueling Station, San Bernardino, CA
- Omnitrans CNG Fueling Station, Montclair, CA
- LADWP CNG Fueling Station, Culver City, CA
- LADWP CNG Fueling Station, Northridge CA

Anaergia

Specialization:
Site Manager and Construction

Office Location:

Carlsbad, CA (USA)

Education:

Grossmount Community College

General Engineering Contractor – 1990

General Building Contractor 1992

Industry Tenure: 30+ Years

Alfredo D. Ferrin

Project Engineer, Anaergia

Mr. Ferrin has over 13 years of experience as Project Engineer, Project Manager, and Plant Manager, detail design, including P&ID, equipment selection, and mass/material balance, bid packages. He also has experience in operations, design reviews, startups, Operation Manuals, SOPs, and interaction with clients, vendors, and contractors.

RELEVANT EXPERIENCE

Anaergia – 2018-Present

Lead Project Engineer for multiple projects including Rialto Bioenergy Facility in Rialto, CA and Escondido Bioenergy Facility in Escondido, CA.

Burrtec Waste Industries – 2017-2018

- Plant Manager - Managing operation of Waste to Energy Plant.
- In charge of recommissioning plant (old IEUA, RPS, SHF), with permits to treat 615 tons of food waste and 90 tons of manure per day, and generate 3.2 MW of electricity.
- Interface with consultants, contractors, and Federal and State (IEUA, SCAQMD, and SAWPA).
- Verification of compliance with standards, and permits.
- Write weekly and monthly reports, to the client and the agencies.
- Test different equipment that can improve the process.
- Design modifications for process optimization.
- Recommend equipment for purchase, and supervise installation, and start up.

Environ Strategy – 2011-2017

Same as above

Woodard & Curran – 2009-2011

- Plant Engineer - Managing operation of Industrial Wastewater Treatment Plant for Ventura Foods LLC.
- Interface with consultants, contractors, and Federal and State (IEUA).
- Verification of compliance with standards, and permits.
- Write weekly and monthly reports, to the client and the agency.
- Interface with client to make process modifications in order to achieve process optimization.
- Responsible for training new operators.
- Start up assistance in operations and maintenance in Victorville, CA, IWWTP.

Cargill Environmental Finance – 2007-2009

- International Manager - In charge of overseeing design, construction and operation of all international renewable energy projects in Latin America (Mexico and Ecuador), Africa (South Africa) and Asia (Indonesia, Thailand and Philippines).
- Verified compliance with EHS.
- Supervised and trained Operation Engineers.
- Modify engineering and specifications to obtain more biogas production which was the goal of the projects.

Anaergia

Specialization:
Project Engineer

Office Location:

Carlsbad, CA (USA)

Education:

Bachelor's Degree in electrical and Mechanical Engineering. Universidad Tecnologica Nacional. Mendoza, Argentina

Additional relevant Instruction experience:

- Certified EIT in California in 2007
- Best Practices for the Multiple-Project Manger – 2007
- Small Wastewater System Operation and Maintenance, Vol. I. CSUS
- Operation of Wastewater Treatment Plants, Vol. I. CSUS
- Operation of Wastewater Treatment Plants, Vol. II. CSUS
- Industrial Waste Treatment, Vol. I. CSUS
- Treatment of Metal Waterstreams. CSUS
- Grade III CA Wastewater Treatment Plant Operator License (passed test for grade IV)

Industry Tenure: 10+ Years



Andrew Dale

Engineering Manager, Western USA

Mr. Dale is the Engineering Manager for the Western USA of Anaergia Services. He has 8 years of engineering experience in municipal and industrial wastewater treatment plant design, extraction of organics from municipal solid waste, mechanical/civil design, and research project management. His project experience and expertise includes biological nutrient removal, anaerobic digestion, solids handling, biogas treatment and utilization including biomethane and combined heat and power applications.

Mr. Dale has been published in several engineering journals and has given presentations at regional and national conferences on waste to energy projects.

Relevant Experience

Anaergia Services – Project Manager

Rialto Bioenergy Facility, Rialto, CA. Manage project team for design and construction of a 1,000 ton per day organics recycling facility producing 13 MW equivalent of renewable energy.

VVWRA Biogas Energy System, Victorville, CA. Managed project team to design and construction of a 1.6 MW biogas utilization project.

Omnivore Demonstration, Victorville, CA. Lead design team in integrating Anaergia's Omnivore full scale process demonstration into existing municipal wastewater treatment facility.

Pyrolysis Demonstration, Carlsbad, CA. Project manager leading design and R&D team integrating a full scale pyrolysis demonstration project into the Encina Wastewater Authority treatment facility.

HDR Engineering

BioFuels Energy, LLC, Point Loma Beneficial Use of Digester Gas Project, Independent Engineer, San Diego, CA. Project Engineer. Independent Engineer for a digester gas treatment system designed to upgrade biogas at the Point Loma WWTP to pipeline quality for injection. The biomethane was directed to three fuel cells using at other locations

Gills Onions, High-Rate Anaerobic Treatment of Onion Wastes, Oxnard, CA. Staff Engineer. Gills Onions installed an anaerobic reactor to treat onion peel filtrate and produce biogas for use within two (2) 300 kW fuel cells. Provided engineering services on an as-needed basis to assist in the design of the anaerobic reactor, gas conditioning and handling system, and fuel cell layout, installation, and startup.

UTS Bioenergy, Inland Empire Utility Agency RP-1 Fuel Cell, Ontario, CA. Project Manager. Managed design of a 2.8 MW fuel cell power plant for UTS Bioenergy. The power plant includes a 600 scfm gas anaerobic digester gas treatment system, 2.8 MW fuel cell, and a 4 MMBTU heat recovery system to augment existing onsite boilers. Project has been commissioned and reached substantial completion in October 2012

Riverside Water Reclamation Plant CoGeneration Facility Plan, Riverside, CA. Project Engineer. Lead an asset condition assessment of existing equipment and recommendations for compliance with future emission regulations. Alternatives evaluated included retrofitting the existing engines, pipeline injection of biogas, CNG, and alternative cogeneration options.

Anaergia

Specialization:
Project Engineering, Management and Execution

Office Location:
Carlsbad, California USA

Education:

Bachelor of Science, Environmental Engineering

Pennsylvania State University, 2006

Professional Registration:

Registered Professional Civil Engineer

California license no. 77650
Expires june 30, 2015

Industry Tenure: 8 Years

Professional Affiliations:

Water Environment Federation, Member

California Water Environment Association, Member

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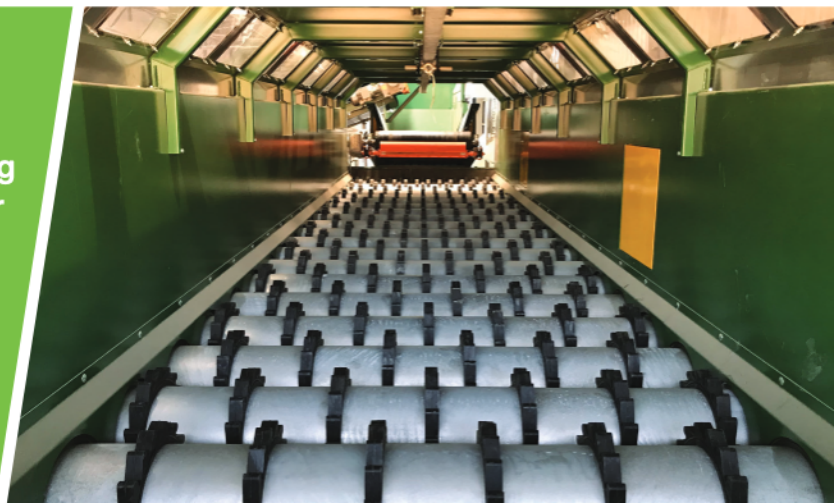


Sun Valley Waste Management Recycling Park, Sun Valley, CA

Diverting Organics from Solid Waste to Produce Carbon Negative Renewable Natural Gas and Fertilizer

Anaergia's Organics Extrusion (OREX™) Press operates at Waste Management's Sun Valley Recycling Park in Sun Valley, California, servicing the organic waste recycling needs of the greater Los Angeles metro region.

The OREX™ reliably and efficiently separates organic waste from municipal solid waste for conversion into renewable natural gas and fertilizer through anaerobic digestion.



ABOUT SUN VALLEY

True to Waste Management's innovation towards extracting the most value from waste, Sun Valley Recycling Park utilizes the OREX™ to divert up to 300 tons per day of organic waste from landfills.

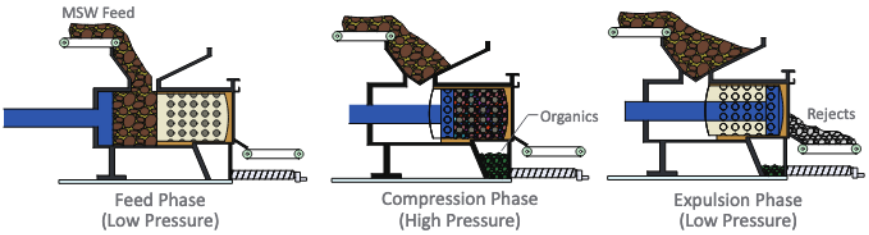
The organic waste extracted by the OREX™ is then delivered to Anaergia's Rialto Bioenergy Facility in Rialto, California, where it is processed and converted into carbon negative renewable natural gas using Anaergia's advanced anaerobic digestion technology.

"This technology expands our capability as a leader in organics recycling and sustainability by recovering organics from the waste stream and meeting the current and future organics diversion needs of Los Angeles"

— Larry Metter, Area Vice President for Waste Management of Southern California

General Facts

Client: Waste Management
Location: Sun Valley, California
Startup: 2020
Anaergia Scope: Turnkey OREX™ Solid Waste Processing Line



Key Technologies

Shredder
Disk Screen
Magnet
OREX™ Press 1000

Impacts

Process mixed waste
Landfill diversion
Reduce carbon footprint
Generate carbon negative renewable fuel and fertilizer

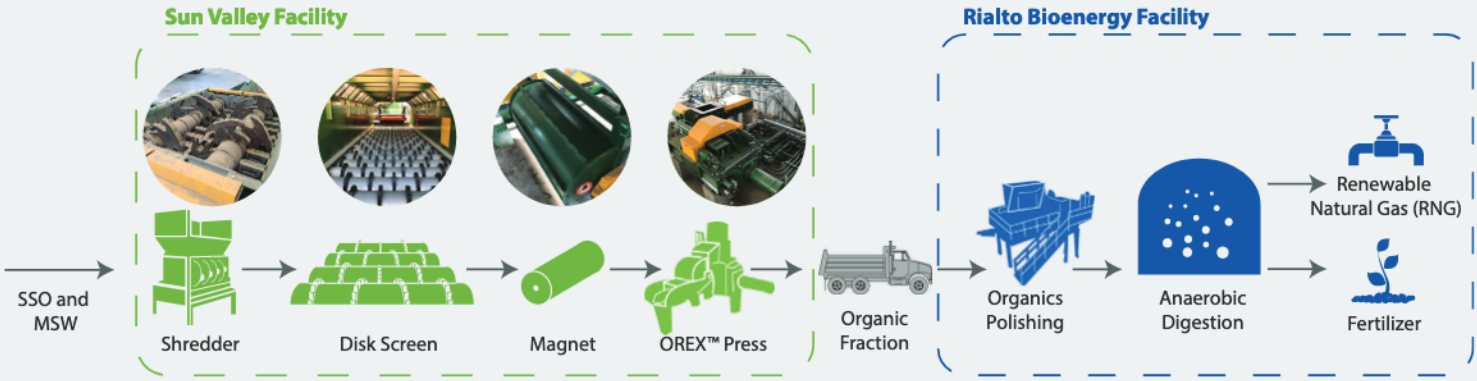
Inputs

Municipal Solid Waste (MSW) and Source Separated Organics (SSO) (800 TPD Capacity)

Outputs

Organic waste (wet cake fraction) for anaerobic digestion (300 TPD)

Organics to Energy Process



Anaergia
Fueling a Sustainable World™

info@anaergia.com • www.anaergia.com

January 6, 2023

Liz Avila
Senior Public Works Analyst/Solid Waste Program Coordinator
City of Laguna Beach
505 Forest Avenue
Laguna Beach, CA 92651

RE: City of Laguna Beach Response to RFP – Proposal Form 17

Dear Ms. Avila:

Thank you for allowing WM to review and respond to your concerns regarding the facility solution presented in Form 17 of our proposal. We appreciate the opportunity to further clarify our response and to answer the questions posed in your letter dated December 20, 2022 (Letter).

WM has a network of composting facilities capable of processing the minimum guaranteed capacity for the City. We have updated Form 16 to include our South Valley Compost (SVC) facility that offers the City the option to compost material generated by commercial and multi-family customers. We have also updated Form 29 to account for the changes in commercial and multi-family food scraps recycling rates using SVC.

In addition to SVC, we have an alternative compost facility located in Pala, CA. This facility is already permitted to accept and process organic materials and will be fully operational in the next few months. This is an exciting development that provides yet another solution for the City's organic material. WM can provide more detail as this facility comes online.

In addition to these composting solutions, WM respectfully requests the City's reconsideration regarding the proposed processing facility presented in Form 17 and our position that it is not subject to Section 7.07 of the draft franchise agreement (Agreement) and Section 6 of the RFP.

Section 7.07 of the Agreement restricts the use of anaerobic digestion (AD) for processing organic material, which we understand in the language and acknowledged in Addendum #1 of the RFP. However, the City does allow for bioengineered slurry to be processed at a wastewater treatment plant (WWTP) or a publicly-owned treatment works (POTW), which both use AD for processing. OREX to Anaergia is similar to our CORe® process to a WWTP, which both use AD as part of processing organics. The only difference between our proposed OREX process and a bioengineered slurry process at a WWTP or POTW is that the end-use AD facility is not publicly owned.

Because of this, we feel that our proposed processing solution in Form 17 complies with the Agreement and the RFP.

WM fully supports the decision the City ultimately makes regarding our proposed use of the OREX for commercial and multi-family organics recycling. We feel this is an important consideration for the City and the best option for the commercial and multi-family properties of Laguna Beach because the process of creating a bioengineered feedstock with the OREX allows for a higher contamination threshold compared to a standard composting operation. The OREX can process a wider range of materials which best aligns with the City's proposed contamination standards for commercial and multi-family customers, allows time for behavior change, and eases the transition to SB1383 compliance for customers.

Please feel free to contact me at (562) 335-6931 or via email at mkasomo@wm.com.

Sincerely,



Muyisa Kasomo
Public Sector Manager
WM of Orange County



PROPOSAL FORM 16: DESCRIPTION OF COMPOST PROCESSING FACILITY TO BE USED FOR YARD TRIMMINGS AND/OR FOOD SCRAPS AND/OR COLLECTED YARD TRIMMINGS AND FOOD SCRAPS, CAPACITY AND RECEIVING INFORMATION

Tierra Verda Industries EcoCentre

Comingled Greenwaste and Foodwaste Composting Procedure

With a total process time of near (10) months, incoming foodwaste is mixed with greenwaste and ground. The mixture is then composted in a limited number of windrows in the designated composting areas. For the first 14 or 21 days, the grounded foodwaste and greenwaste are blend composted in windrows covered with a six-inch layer of mature compost for odor control. After 14-21 days (the most active composting period) a portion of the compost is transferred to vermicomposting windrows while the remainder stays in the windrows to complete the composting process. The portion of the material removed for vermicomposting is then placed over existing vermicompost windrows roughly five (5) ft high, 10 ft wide, and 100 ft long. Vermicompost windrows are shaded by a “hot house” type sun screening canopy for temperature control where the above process is repeated until material has been composting for approximately 10 months. Finished material is collected from windrows and screened for worms. Finished compost is then staged in bunkers for sale.

Food-Soiled Paper and Compostable Plastics

At TVI, Acceptable Organic Material is defined as Organic Waste which does not contain more than two percent (2%) Excluded Material (by volume) and no more than two percent (2%) Food-Soiled Paper (by volume) and which has not been rejected by the Hauler. Food soiled paper and compostable plastics within those limitation are composted into the load. Loads polluted with more than (2%) Excluded Material (by volume) are not suitable for processing at TVI.

Facility Name:	Tierra Verde Industries EcoCentre (TVI)
SWIS Number:	30-AB-0403
Address:	8065 Marine Way, Planning Area 51 Irvine, CA 92618
Owner/Operator:	Tierra Verde Industries Inc.
Site Contact:	Kris Kazarian
Permit Status:	Permitted / Active
Permitted Capacity:	3,000 Tons Per Day (TPD)
Remaining Available Capacity:	1,200 Tons Per Day (TPD)
Meets Required 6,000 tons capacity YES/NO:	Yes

Estimated Laguna Beach Tons:	4,400 TPY
Cost per Ton:	$115.62 (2024 dollars)
Transportation Cost Per Ton:	$15.68 (2024 dollars)

WM South Valley Compost Facility

WM's South Valley Compost Facility (SVC) is converting our customer's yard trimmings and food scraps into premium compost. We utilize recycled organic material and an advanced manufacturing process to create a nutrient rich compost for agricultural customers. SVC expands WM's organics processing capabilities for our customers and support for state and local diversion goals. WM is the proud recipient of the NWRA's 2021 Organics Recycler of the Year award.

Composting Process

SVC utilizes a windrow composting process. This type of composting involves forming organic material into rows of long piles called windrows and aerating them periodically by mechanically turning the piles. First, inbound organics are inspected for non-organic contaminants on the tip floor. Organic material is then processed through a grinder and size reduced. Once the feedstocks are placed into windrows they will be monitored for temperature and moisture and turned to ensure that it meets pathogen reduction and vector attraction reduction requirements. After meeting these time and temperature requirements, the material will remain in the windrows until it is cured. This composting and curing process generally last a few months, and results in the feedstocks being converted and stabilized so that it is beneficial to plant growth. After the curing phase, the material is further size reduced through a trommel screen and marketed to local agricultural customers.

Compost Products

SVC manufactures three compost products. Each compost contains the essential plant nutrients to help increase resistance to disease and optimize pH balance for enhanced growth:

WM Yield: a compost product, from 100% green and food waste. WM Yield improves aeration of dense soil, provides moisture retention of sandy soil and has the potential to reduce watering demands during drought periods.

WM Premium: a compost blend, by combining green waste compost with dairy manure compost. This mixture improves aeration of dense soil, provides moisture retention of sandy soil and has the potential to reduce watering demands during drought periods.

WM Gold: 100% dairy manure compost. WM Gold contains all of the essential plant nutrients, decreasing the need for fertilizer, increasing the resistance to disease, and optimizing pH balance for growth enhancement.

We also provide customer blending for gypsum, lime and sulfur.

Food-soiled Paper and Compostable Plastics

Food-soiled paper is acceptable material including towels/napkins, coffee filters, and unlined/uncoated fiber-based food containers with a percentage of less than 5% by volume of the incoming feedstock. Compostable plastics are not accepted as organic material and are sorted and screened as contaminants and sent to the landfill as residual material.

Facility Name:	South Valley Compost Site (SVC)
SWIS Number:	54-AA-0026
Address:	24487 Road 140 Tulare, CA 93274
Owner/Operator:	Owner: Shannon (“A” and “B”) Operator: USA Waste of California, Inc. Barry Brunenkant 9081 Tujunga Ave Sun Valley, CA 91352 Phone:(818) 252-3111
Site Contact:	Kevin Vaughn 24487 Road 140 Tulare, CA 93274 kvaughn3@wm.com 747-215-0039
Permit Status:	Permitted / Active
Permitted Capacity:	156,000 tpy; 1,000 tpd limit
Remaining Available Capacity:	~52,000 tpy (~200 tpd) available permit capacity
Meets Required 6,000 tons capacity YES/NO:	Yes

Estimated Laguna Beach Tons:	744 TPY
Cost per Ton:	$103.41 (2024 dollars)
Transportation Cost Per Ton:	$61.98 (2024 dollars)

This Proposal Form 16 will become Attachment P to the final Agreement.

Maximum Rates To Be Charged

Fill in the rates proposed as the maximum rates to customers for each level of Divertible Materials service below. As the amount of material being collected and handled is increasingly shifting into diversion, providing diversion services at no charge is no longer feasible and therefore is not permitted in this form. Best practices have identified that a Divertible materials collection rate that is 50% of the MSW rate obtains optimal generator participation. As noted in **Section 6. MSW Rate Sheet** commercial MSW rates may include any costs that are not recovered by offering Divertible Materials collection programs at 50% the rate for MSW. The rate proposed for collection of commercial, multi-family, temporary bin, temporary roll off, permanent roll off and compactor customers for divertible materials must be 50% lower than the rate proposed for collection of MSW materials.

Rates must be submitted in 2024 dollars.

This form will become an attachment to the final contract.

2. Commercial and Multi-Family Single-Material and Single-Stream Recyclables

		Collection Component (85% Labor and 15% Fuel			Processing	Residual Disposal		
2a.	35-gallon Cart	Labor +	Fuel =	Total Collection +	Clean MRF +	Disposal =	Total	
	1 pick-up per week	$ 24.12	$ 4.26	$ 28.38	$ 1.76	$ 1.28	$ 31.42	per month
	2 pick-ups per week	$ 47.03	$ 8.30	$ 55.33	$ 3.44	$ 2.51	$ 61.28	per month
	3 pick-ups per week	$ 69.95	$ 12.34	$ 82.29	$ 5.10	$ 3.74	$ 91.13	per month
	4 pick-ups per week	$ 92.86	$ 16.39	$ 109.25	$ 6.78	$ 4.96	$ 120.99	per month
	5 pick-ups per week	$ 115.78	$ 20.43	$ 136.21	$ 8.45	$ 6.18	$ 150.84	per month
	6 pick-up per week	$ 139.90	$ 24.69	$ 164.59	$ 10.20	$ 7.47	$ 182.26	per month
2b.	65 Gallon Cart	Labor +	Fuel =	Total Collection +	Clean MRF +	Disposal =	Total	
	1 pick-up per week	$ 28.38	$ 5.01	$ 33.39	$ 2.06	$ 1.52	$ 36.97	per month
	2 pick-ups per week	$ 55.33	$ 9.76	$ 65.09	$ 4.04	$ 2.96	$ 72.09	per month
	3 pick-ups per week	$ 82.29	$ 14.52	$ 96.81	$ 6.00	$ 4.40	$ 107.21	per month
	4 pick-ups per week	$ 109.25	$ 19.28	$ 128.53	$ 7.97	$ 5.84	$ 142.34	per month
	5 pick-ups per week	$ 136.21	$ 24.04	$ 160.25	$ 9.93	$ 7.28	$ 177.46	per month
	6 pick-up per week	$ 164.58	$ 29.04	$ 193.62	$ 12.02	$ 8.79	$ 214.43	per month
2c.	95 Gallon Cart	Labor +	Fuel =	Total Collection +	Clean MRF +	Disposal =	Total	
	1 pick-up per week	$ 33.94	$ 5.99	$ 39.93	$ 2.48	$ 1.81	$ 44.22	per month
	2 pick-ups per week	$ 66.19	$ 11.68	$ 77.87	$ 4.83	$ 3.54	$ 86.24	per month
	3 pick-ups per week	$ 98.44	$ 17.37	$ 115.81	$ 7.18	$ 5.26	$ 128.25	per month
	4 pick-ups per week	$ 130.69	$ 23.06	$ 153.75	$ 9.53	$ 6.98	$ 170.26	per month
	5 pick-ups per week	$ 162.93	$ 28.75	$ 191.68	$ 11.90	$ 8.70	$ 212.28	per month
	6 pick-up per week	$ 196.88	$ 34.74	$ 231.62	$ 14.36	$ 10.52	$ 256.50	per month
2d.	1 Cubic Yard Bin (standalone or half of 2-yard split bin)	Labor +	Fuel =	Total Collection +	Clean MRF +	Disposal =	Total	
	1 pick-up per week	$ 72.04	$ 12.71	$ 84.75	$ 5.25	$ 3.85	$ 93.85	per month
	2 pick-ups per week	$ 140.47	$ 24.79	$ 165.26	$ 10.25	$ 7.50	$ 183.01	per month
	3 pick-ups per week	$ 208.91	$ 36.87	$ 245.78	$ 15.23	$ 11.16	$ 272.17	per month
	4 pick-ups per week	$ 277.34	$ 48.94	$ 326.28	$ 20.24	$ 14.81	$ 361.33	per month
	5 pick-ups per week	$ 345.78	$ 61.02	$ 406.80	$ 25.22	$ 18.47	$ 450.49	per month
	6 pick-up per week	$ 417.81	$ 73.73	$ 491.54	$ 30.49	$ 22.32	$ 544.35	per month
2e.	1.5 Cubic Yard Bin (standalone or half of 3-yard split bin)	Labor +	Fuel =	Total Collection +	Clean MRF +	Disposal =	Total	
	1 pick-up per week	$ 75.47	$ 13.32	$ 88.79	$ 5.51	$ 4.03	$ 98.33	per month
	2 pick-ups per week	$ 147.17	$ 25.97	$ 173.14	$ 10.74	$ 7.86	$ 191.74	per month
	3 pick-ups per week	$ 218.87	$ 38.62	$ 257.49	$ 15.98	$ 11.69	$ 285.16	per month
	4 pick-ups per week	$ 290.57	$ 51.28	$ 341.85	$ 21.20	$ 15.52	$ 378.57	per month
	5 pick-ups per week	$ 362.27	$ 63.93	$ 426.20	$ 26.43	$ 19.35	$ 471.98	per month
	6 pick-up per week	$ 437.74	$ 77.25	$ 514.99	$ 31.94	$ 23.38	$ 570.31	per month
2f.	2 Cubic Yard Bin (standalone or half of 4-yd split bin)	Labor +	Fuel =	Total Collection +	Clean MRF +	Disposal =	Total	
	1 pick-up per week	$ 78.75	$ 13.90	$ 92.65	$ 5.74	$ 4.21	$ 102.60	per month
	2 pick-ups per week	$ 153.57	$ 27.10	$ 180.67	$ 11.20	$ 8.20	$ 200.07	per month
	3 pick-ups per week	$ 228.38	$ 40.30	$ 268.68	$ 16.67	$ 12.20	$ 297.55	per month
	4 pick-ups per week	$ 303.20	$ 53.51	$ 356.71	$ 22.11	$ 16.20	$ 395.02	per month
	5 pick-ups per week	$ 378.01	$ 66.71	$ 444.72	$ 27.58	$ 20.19	$ 492.49	per month
	6 pick-up per week	$ 456.76	$ 80.61	$ 537.37	$ 33.32	$ 24.40	$ 595.09	per month

2g.	3 Cubic Yard Bin	Labor	+	Fuel	=	Total Collectior	+	Clean MRF	+	Disposal	=	Total	
	1 pick-up per week	$ 88.20		$ 15.57		$ 103.77		$ 6.44		$ 4.71		$ 114.92	per month
	2 pick-ups per week	$ 172.00		$ 30.35		$ 202.35		$ 12.54		$ 9.19		$ 224.08	per month
	3 pick-ups per week	$ 255.79		$ 45.14		$ 300.93		$ 18.66		$ 13.66		$ 333.25	per month
	4 pick-ups per week	$ 339.58		$ 59.93		$ 399.51		$ 24.77		$ 18.14		$ 442.42	per month
	5 pick-ups per week	$ 423.37		$ 74.71		$ 498.08		$ 30.89		$ 22.62		$ 551.59	per month
	6 pick-up per week	$ 511.58		$ 90.28		$ 601.86		$ 37.32		$ 27.33		$ 666.51	per month
2h.	4 Cubic Yard Bin	Labor	+	Fuel	=	Total Collectior	+	Clean MRF	+	Disposal	=	Total	
	1 pick-up per week	$ 117.60		$ 20.75		$ 138.35		$ 8.58		$ 6.28		$ 153.21	per month
	2 pick-ups per week	$ 229.32		$ 40.47		$ 269.79		$ 16.73		$ 12.25		$ 298.77	per month
	3 pick-ups per week	$ 341.04		$ 60.18		$ 401.22		$ 24.88		$ 18.22		$ 444.32	per month
	4 pick-ups per week	$ 452.76		$ 79.90		$ 532.66		$ 33.03		$ 24.18		$ 589.87	per month
	5 pick-ups per week	$ 564.48		$ 99.61		$ 664.09		$ 41.19		$ 30.15		$ 735.43	per month
	6 pick-up per week	$ 682.07		$ 120.37		$ 802.44		$ 49.77		$ 36.43		$ 888.64	per month
2i.	6 Cubic Yard Bin	Labor	+	Fuel	=	Total Collectior	+	Clean MRF	+	Disposal	=	Total	
	1 pick-up per week	$ 147.00		$ 25.94		$ 172.94		$ 10.72		$ 7.85		$ 191.51	per month
	2 pick-ups per week	$ 286.64		$ 50.58		$ 337.22		$ 20.92		$ 15.31		$ 373.45	per month
	3 pick-ups per week	$ 426.29		$ 75.23		$ 501.52		$ 31.10		$ 22.77		$ 555.39	per month
	4 pick-ups per week	$ 565.93		$ 99.87		$ 665.80		$ 41.29		$ 30.23		$ 737.32	per month
	5 pick-ups per week	$ 705.58		$ 124.51		$ 830.09		$ 51.48		$ 37.69		$ 919.26	per month
	6 pick-up per week	$ 852.57		$ 150.45		$ 1,003.02		$ 62.21		$ 45.54		$ 1,110.77	per month

3. Commercial and Multi-Family Source-separated Food Scraps

Only Section Changed in Form 29 for Com FW Change of Processing Site

*Note: Food scraps will only be collected in 35-gal, 65-gal, 1-yard, 1.5 yard, and 2-yard containers. Food scraps will **not** be collected as part of split bin service.*

		Collection Component (85% Labor and 15% Fuel						Processing		Residual Disposal			
3a.	35-gallon Cart	Labor	+	Fuel	=	Total Collectior	+	omposting or Co-digestio	+	Disposal	=	Total	
	1 pick-up per week	$ 13.67		$ 2.41		$ 16.08		10.46		$ 2.44		$ 28.98	per month
	2 pick-ups per week	$ 26.66		$ 4.70		$ 31.36		20.40		$ 4.75		$ 56.51	per month
	3 pick-ups per week	$ 39.65		$ 7.00		$ 46.65		30.34		$ 7.05		$ 84.04	per month
	4 pick-ups per week	$ 52.64		$ 9.29		$ 61.93		40.28		$ 9.37		$ 111.58	per month
	5 pick-ups per week	$ 65.62		$ 11.58		$ 77.20		50.22		$ 11.69		$ 139.11	per month
	6 pick-up per week	$ 79.29		$ 13.99		$ 93.28		60.68		$ 14.13		$ 168.09	per month
3b.	65 Gallon Cart	Labor	+	Fuel	=	Total Collectior	+	omposting or Co-digestio	+	Disposal	=	Total	
	1 pick-up per week	$ 16.06		$ 2.84		$ 18.90		12.31		$ 2.88		$ 34.09	per month
	2 pick-ups per week	$ 31.36		$ 5.53		$ 36.89		24.00		$ 5.59		$ 66.48	per month
	3 pick-ups per week	$ 46.64		$ 8.23		$ 54.87		35.69		$ 8.31		$ 98.87	per month
	4 pick-ups per week	$ 61.93		$ 10.93		$ 72.86		47.39		$ 11.02		$ 131.27	per month
	5 pick-ups per week	$ 77.21		$ 13.62		$ 90.83		59.08		$ 13.75		$ 163.66	per month
	6 pick-up per week	$ 93.29		$ 16.46		$ 109.75		71.39		$ 16.61		$ 197.75	per month
3c.	1 Cubic Yard Bin (standalone)	Labor	+	Fuel	=	Total Collectior	+	omposting or Co-digestio	+	Disposal	=	Total	
	1 pick-up per week	$ 40.83		$ 7.21		$ 48.04		31.25		$ 7.26		$ 86.55	per month
	2 pick-ups per week	$ 79.62		$ 14.05		$ 93.67		60.93		$ 14.18		$ 168.78	per month
	3 pick-ups per week	$ 118.41		$ 20.90		$ 139.31		90.61		$ 21.08		$ 251.00	per month
	4 pick-ups per week	$ 157.20		$ 27.74		$ 184.94		120.30		$ 27.99		$ 333.23	per month
	5 pick-ups per week	$ 195.99		$ 34.59		$ 230.58		149.98		$ 34.90		$ 415.46	per month
	6 pick-up per week	$ 236.83		$ 41.79		$ 278.62		181.21		$ 42.18		$ 502.01	per month
3d.	1.5 Cubic Yard Bin (standalone)	Labor	+	Fuel	=	Total Collectior	+	omposting or Co-digestio	+	Disposal	=	Total	
	1 pick-up per week	$ 42.78		$ 7.55		$ 50.33		32.74		$ 7.61		$ 90.68	per month
	2 pick-ups per week	$ 83.42		$ 14.72		$ 98.14		63.84		$ 14.85		$ 176.83	per month
	3 pick-ups per week	$ 124.06		$ 21.89		$ 145.95		94.94		$ 22.09		$ 262.98	per month
	4 pick-ups per week	$ 164.70		$ 29.07		$ 193.77		126.04		$ 29.32		$ 349.13	per month
	5 pick-ups per week	$ 205.34		$ 36.24		$ 241.58		157.13		$ 36.57		$ 435.28	per month

	6 pick-up per week	$ 248.12	$ 43.79	$ 291.91	189.87	$ 44.18	$ 525.96	per month
3e.	2 Cubic Yard Bin (standalone)	Labor	+ Fuel	= Total Collectior	+ omposting or Co-digestio	+ Disposal	= Total	
	1 pick-up per week	$ 44.64	$ 7.88	$ 52.52	34.16	$ 7.94	$ 94.62	per month
	2 pick-ups per week	$ 87.04	$ 15.36	$ 102.40	66.61	$ 15.50	$ 184.51	per month
	3 pick-ups per week	$ 129.45	$ 22.84	$ 152.29	99.09	$ 23.03	$ 274.41	per month
	4 pick-ups per week	$ 171.86	$ 30.33	$ 202.19	131.51	$ 30.60	$ 364.30	per month
	5 pick-ups per week	$ 214.26	$ 37.81	$ 252.07	163.96	$ 38.16	$ 454.19	per month
	6 pick-up per week	$ 258.90	$ 45.69	$ 304.59	198.12	$ 46.10	$ 548.81	per month

4. Commercial and Multi-Family Source-separated Yard Trimmings

*Note: Yard Trimmings will only be collected in 35-gal, 65-gal, 1-yard, 1.5 yard, and 2-yard containers. Yard trimmings will **not** be collected as part of split bin service.*

		Collection Component (85% Labor and 15% Fuel			Processing	Residual Disposal		
4a.	35-gallon Cart	Labor	+ Fuel	= Total Collectior	+ Composting	+ Disposal	= Total	
	1 pick-up per week	$ 14.08	$ 2.49	$ 16.57	13.28	$ -	$ 29.85	per month
	2 pick-ups per week	$ 27.46	$ 4.85	$ 32.31	25.90	$ -	$ 58.21	per month
	3 pick-ups per week	$ 40.84	$ 7.21	$ 48.05	38.53	$ -	$ 86.58	per month
	4 pick-ups per week	$ 54.22	$ 9.57	$ 63.79	51.15	$ -	$ 114.94	per month
	5 pick-ups per week	$ 67.60	$ 11.93	$ 79.53	63.77	$ -	$ 143.30	per month
	6 pick-up per week	$ 81.68	$ 14.41	$ 96.09	77.06	$ -	$ 173.15	per month
4b.	65 Gallon Cart	Labor	+ Fuel	= Total Collectior	+ Composting	+ Disposal	= Total	
	1 pick-up per week	$ 16.57	$ 2.92	$ 19.49	15.63	$ -	$ 35.12	per month
	2 pick-ups per week	$ 32.31	$ 5.70	$ 38.01	30.48	$ -	$ 68.49	per month
	3 pick-ups per week	$ 48.05	$ 8.48	$ 56.53	45.32	$ -	$ 101.85	per month
	4 pick-ups per week	$ 63.79	$ 11.26	$ 75.05	60.17	$ -	$ 135.22	per month
	5 pick-ups per week	$ 79.53	$ 14.03	$ 93.56	75.02	$ -	$ 168.58	per month
	6 pick-up per week	$ 96.10	$ 16.96	$ 113.06	90.65	$ -	$ 203.71	per month
4c.	1 Cubic Yard Bin (standalone)	Labor	+ Fuel	= Total Collectior	+ Composting	+ Disposal	= Total	
	1 pick-up per week	$ 42.06	$ 7.42	$ 49.48	39.68	$ -	$ 89.16	per month
	2 pick-ups per week	$ 82.02	$ 14.47	$ 96.49	77.37	$ -	$ 173.86	per month
	3 pick-ups per week	$ 121.98	$ 21.53	$ 143.51	115.06	$ -	$ 258.57	per month
	4 pick-ups per week	$ 161.94	$ 28.58	$ 190.52	152.75	$ -	$ 343.27	per month
	5 pick-ups per week	$ 201.89	$ 35.63	$ 237.52	190.45	$ -	$ 427.97	per month
	6 pick-up per week	$ 243.96	$ 43.05	$ 287.01	230.12	$ -	$ 517.13	per month
4d.	1.5 Cubic Yard Bin (standalone)	Labor	+ Fuel	= Total Collectior	+ Composting	+ Disposal	= Total	
	1 pick-up per week	$ 44.07	$ 7.78	$ 51.85	41.56	$ -	$ 93.41	per month
	2 pick-ups per week	$ 85.93	$ 15.16	$ 101.09	81.07	$ -	$ 182.16	per month
	3 pick-ups per week	$ 127.80	$ 22.55	$ 150.35	120.55	$ -	$ 270.90	per month
	4 pick-ups per week	$ 169.66	$ 29.94	$ 199.60	160.04	$ -	$ 359.64	per month
	5 pick-ups per week	$ 211.53	$ 37.33	$ 248.86	199.52	$ -	$ 448.38	per month
	6 pick-up per week	$ 255.59	$ 45.10	$ 300.69	241.11	$ -	$ 541.80	per month
4e.	2 Cubic Yard Bin (standalone)	Labor	+ Fuel	= Total Collectior	+ Composting	+ Disposal	= Total	
	1 pick-up per week	$ 45.98	$ 8.11	$ 54.09	43.38	$ -	$ 97.47	per month
	2 pick-ups per week	$ 89.67	$ 15.82	$ 105.49	84.58	$ -	$ 190.07	per month
	3 pick-ups per week	$ 133.35	$ 23.53	$ 156.88	125.79	$ -	$ 282.67	per month
	4 pick-ups per week	$ 177.03	$ 31.24	$ 208.27	167.00	$ -	$ 375.27	per month
	5 pick-ups per week	$ 220.72	$ 38.95	$ 259.67	208.20	$ -	$ 467.87	per month
	6 pick-up per week	$ 266.70	$ 47.06	$ 313.76	251.58	$ -	$ 565.34	per month

5. Commercial and Multi-Family Co-collected Food Scraps and Yard Trimmings

*Note: Co-collected Food Scraps and Yard Trimmings will only be collected in 35-gal, 65-gal, 1-yard, 1.5 yard, and 2-yard containers. Co-collected Food Scraps and Yard Trimmings will **not** be*

		Collection Component (85% Labor and 15% Fuel			Processing	Residual Disposal		
5a.	35-gallon Cart	Labor	+ Fuel	= Total Collectior	+ Composting	+ Disposal	= Total	
	1 pick-up per week	$ 14.08	$ 2.49	$ 16.57	13.28	$ -	$ 29.85	per month

	2 pick-ups per week	$ 27.46	$ 4.85	$ 32.31	25.90	$ -	$ 58.21	per month
	3 pick-ups per week	$ 40.84	$ 7.21	$ 48.05	38.53	$ -	$ 86.58	per month
	4 pick-ups per week	$ 54.22	$ 9.57	$ 63.79	51.15	$ -	$ 114.94	per month
	5 pick-ups per week	$ 67.60	$ 11.93	$ 79.53	63.77	$ -	$ 143.30	per month
	6 pick-up per week	$ 81.68	$ 14.41	$ 96.09	77.06	$ -	$ 173.15	per month
5b.	65 Gallon Cart	Labor	+ Fuel	≈ Total Collectior	+ Composting	+ Disposal	= Total	
	1 pick-up per week	$ 16.57	$ 2.92	$ 19.49	15.63	$ -	$ 35.12	per month
	2 pick-ups per week	$ 32.31	$ 5.70	$ 38.01	30.48	$ -	$ 68.49	per month
	3 pick-ups per week	$ 48.05	$ 8.48	$ 56.53	45.32	$ -	$ 101.85	per month
	4 pick-ups per week	$ 63.79	$ 11.26	$ 75.05	60.17	$ -	$ 135.22	per month
	5 pick-ups per week	$ 79.53	$ 14.03	$ 93.56	75.02	$ -	$ 168.58	per month
	6 pick-up per week	$ 96.10	$ 16.96	$ 113.06	90.65	$ -	$ 203.71	per month
5c.	1 Cubic Yard Bin (standalone)	Labor	+ Fuel	≈ Total Collectior	+ Composting	+ Disposal	= Total	
	1 pick-up per week	$ 42.06	$ 7.42	$ 49.48	39.68	$ -	$ 89.16	per month
	2 pick-ups per week	$ 82.02	$ 14.47	$ 96.49	77.37	$ -	$ 173.86	per month
	3 pick-ups per week	$ 121.98	$ 21.53	$ 143.51	115.06	$ -	$ 258.57	per month
	4 pick-ups per week	$ 161.94	$ 28.58	$ 190.52	152.75	$ -	$ 343.27	per month
	5 pick-ups per week	$ 201.89	$ 35.63	$ 237.52	190.45	$ -	$ 427.97	per month
	6 pick-up per week	$ 243.96	$ 43.05	$ 287.01	230.12	$ -	$ 517.13	per month
5d.	1.5 Cubic Yard Bin (standalone)	Labor	+ Fuel	≈ Total Collectior	+ Composting	+ Disposal	= Total	
	1 pick-up per week	$ 44.07	$ 7.78	$ 51.85	41.56	$ -	$ 93.41	per month
	2 pick-ups per week	$ 85.93	$ 15.16	$ 101.09	81.07	$ -	$ 182.16	per month
	3 pick-ups per week	$ 127.80	$ 22.55	$ 150.35	120.55	$ -	$ 270.90	per month
	4 pick-ups per week	$ 169.66	$ 29.94	$ 199.60	160.04	$ -	$ 359.64	per month
	5 pick-ups per week	$ 211.53	$ 37.33	$ 248.86	199.52	$ -	$ 448.38	per month
	6 pick-up per week	$ 255.59	$ 45.10	$ 300.69	241.11	$ -	$ 541.80	per month
5e.	2 Cubic Yard Bin (standalone)	Labor	+ Fuel	≈ Total Collectior	+ Composting	+ Disposal	= Total	
	1 pick-up per week	$ 45.98	$ 8.11	$ 54.09	43.38	$ -	$ 97.47	per month
	2 pick-ups per week	$ 89.67	$ 15.82	$ 105.49	84.58	$ -	$ 190.07	per month
	3 pick-ups per week	$ 133.35	$ 23.53	$ 156.88	125.79	$ -	$ 282.67	per month
	4 pick-ups per week	$ 177.04	$ 31.24	$ 208.28	166.99	$ -	$ 375.27	per month
	5 pick-ups per week	$ 220.72	$ 38.95	$ 259.67	208.20	$ -	$ 467.87	per month
	6 pick-up per week	$ 266.69	$ 47.06	$ 313.75	251.59	$ -	$ 565.34	per month



PROPOSAL FORM 18: DESCRIPTION OF CONSTRUCTION AND DEMOLITION DEBRIS PROCESSING FACILITY TO BE USED, CAPACITY AND RECEIVING INFORMATION

Provide the name, address, and Solid Waste Information System (SWIS) number, of the Construction and Demolition Debris Processing Facility(ies) being proposed for processing C&D materials collected in the City of Laguna Beach.

Facility Name:	Tierra Verde Industries EcoCentre
SWIS Number:	30-AB-0403
Address:	8065 Marine Way, Planning Area 51 Irvine, CA 92618
Owner/Operator:	Tierra Verde Industries Inc.
Site Contact:	Kris Kazarian
Permit Status:	Permitted / Active
Permitted Capacity:	3,000 Tons Per Day (TPD)
Remaining Available Capacity:	1,200 Tons Per Day (TPD)
Meets Required 6,000 tons capacity YES/NO:	Yes

Estimated Tons:	1,131
Cost per Ton:	$82.59 (2024 dollars)
Transportation Cost Per Ton:	N/A direct haul

Describe the type of processing equipment that is used at the facility and the processing capacity (in tons per hour, tons per working day and tons per year) that has been reserved for the City of Laguna Beach.

Processing Technology

After the loads have been tipped, an excavator separates large recyclable materials such as wood,

piles of greenwaste, bulk metal and concrete. Loaders push separated material to the proper storage areas and then, if necessary, move the remaining mixed C&D materials to the feed area to the elevated sorting line, where inerts, metal, greenwaste, and other materials are manually separated. Sorters on the ground may also remove certain items. Material may also be screened at various stages for size separation. Final product is stored in stockpiles then placed in transfer trucks or roll-offs by the loader for shipment to markets.

The following materials are expected to be recovered for recycling:

- concrete,
- asphalt,
- dirt,
- wood,
- dry wall,
- scrap metal,
- greenwaste,

Wood recovered from the C&D is ground into chips, screened and shipped to biomass power plants or sold as mulch. Stockpiles are watered as needed to reduce dust.

Residue that is non-recyclable, estimated at 10% to 25% of incoming C&D tonnage, will be loaded in outbound vehicles, and hauled to the Bowerman Landfill, or other permitted sites, for disposal.

TVI is already meeting the current CALGreen C&D diversion requirement of 65% and the anticipated 75% CALGreen C&D diversion requirement that may be in place by July 1, 2024. Current tonnage data for Laguna Beach loads reflects an average of 94% for the year of 2022.

This Proposal Form 18 will become Attachment Q to the final Agreement.



PROPOSAL FORM 19: PENDING LITIGATION

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Proposer: USA Waste of California, Inc.

Matter Name	Description	Court	Case No.	Filing Date	Status	Amount at Issue
Hunter, Howard v. USA Waste of California, Inc.	Employment Litigation	Los Angeles Superior Court	22STCV29090	09/07/2022	Open/Pending	Not specified/ known
Keys, Maurice (individually and on behalf of all others similarly situated) v. USA Waste of California, Inc. et. al.	Employment Litigation	Orange Superior Court	30-2022-01244825-CU-OE-CXC	02/10/2022	Open/Pending	Not specified/ known
Alvarez, Juan v. USA Waste of California, Inc.et. al.	Employment Litigation	Los Angeles Superior Court	21STCV45918	12/17/2021	Open/Pending	Not specified/ known
Noyola, Jose Juan on behalf of himself and on behalf of all persons similarly situation v. USA Waste of California, Inc. et. al.	Employment Litigation	Orange Superior Court	30-2021-01227895-CU-OE-XCX	10/22/2021	Open/Pending	Not specified/ known
De La Torre, Jose (individually and on behalf of all others similarly situated) v. USA Waste of California, Inc.et. al.	Employment Litigation	Los Angeles Superior Court	20STCV06288	02/19/2020	Open/Pending	Not specified/ known

The RFP requests some information that Proposer does not track in a centralized manner. We have made a good faith effort to respond to the criteria through a diligent search of our databases, but certain information is excluded from the scope of our response, such as non-litigation matters (including demand letters and those for which arbitration or mediation arose as a form of dispute resolution), third party personal injury and property damage claims, which are managed by Proposer's insurers and workers compensation matters. The information provided in these disclosures has been limited to Los Angeles, Orange and San Diego Counties. If the City desires additional information, please advise.



PROPOSAL FORM 20: EXCEPTIONS TO AGREEMENT

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CITY OF LAGUNA BEACH
Request for Proposals August 2022
CONTRACTOR AGREEMENT EXCEPTIONS

Waste Management Collection and Recycling, Inc. ("WM") greatly appreciates the City's comprehensive responses to proposer questions and respectfully submits the following exceptions to the draft Agreement for the City's consideration. The exceptions to the draft Agreement below do not include changes the City has stated will be made by amendment in accordance with the RFP addenda produced by the City or will be updated in our proposal. WM reserves its rights with respect to any such correction or amendment made by the City when those corrections, changes, or amendments are made available for review by proposers.

Pursuant to the City's RFP, WM submits the following exceptions to preserve the opportunity to discuss these matters with the City:

Section 10.02.C Contractor's Failure to Achieve Minimum SB 1383 Program Implementation Standards and/or Exceedance of Maximum Levels of Container Contamination Standards

Section 10.02.C provides in pertinent part as follows:

If Contractor fails to achieve the minimum level of program implementation, as described in Article 10.02.A, or if the Contractor exceeds the maximum interim contamination caps described in Article 10.02.B,Contractor shall pay the City's costs of hiring one or more third parties including but not limited to, consultants, part-time employees, and/or other Persons as determined by City (hereinafter referred to as "City's agents"), to implement said programs.

. . .

In the event Contractor has not met the minimum required level of implementation or has exceeded the maximum Contamination caps, City may retain the services of one or more Persons as described herein, to complete implementation of the Diversion programs until one-hundred percent (100%) of the Commercial and Multi-Family SB 1383 Diversion Programs are fully implemented and the contamination caps are met.

. . .

As Diversion programs are implemented by City's Agents, City's Agents will monitor and troubleshoot said programs and provide additional training, education, and site visits for the initial ninety (90) day period following program startup. At the end of the ninety (90) day period, City's agents will transfer responsibility for all aspects of the fully implemented program to Contractor. . . . Contractor shall continue to pay for the work of City's agents until all of the following conditions have been met: (a) The City's agents have implemented the remaining SB 1383 Diversion programs at one-hundred percent (100%) of all Customers; (b) City's agents have transferred responsibility for all aspects of each implemented program to Contractor; (c) Contractor is fully maintaining each implemented program as described in Section 3.7 of Attachment B; and (d) the maximum contamination caps have not been exceeded. At such point, City shall notify Contractor in writing and shall submit any final invoice(s) for the work of City's agents to Contractor for payment.

1

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Exception/Rationale: Section 10.02.C lacks fairness and reasonableness because it requires Contractor to underwrite retention of "one or more third parties" (i.e. consultant(s), part-time employees, and/or other Persons as determined by City, known in the agreement as "City's Agent(s)") for an indeterminate amount of time and with no limits. For example, there are no objective factors or controls to determine the effectiveness of the City's Agent(s), no limit on the number of City's Agent(s), and with no time limit on the City's Agent(s) to achieve the City's objectives. This section should be revised in order to be reasonable and provide clarity regarding contractual obligations of the parties. Reasons that justify such changes include, without limitation: (1) The standard for program implementation is 95% and yet Section 10.02.C requires Contractor to underwrite retention for the City's Agent(s) until 100% compliance is met. The rationale for this inconsistency is unclear and further sets up an unreasonable standard by requiring 100% participation, which often can be outside of the control of both City and contractors; (2) There is no clarity or limitation on the amount of time the City's Agent(s) have to achieve 100% participation or when this is measured; (3) There are no objective standards and no methods for verifying City's Agent(s) progress or work; (4) There are no time limits in which City's Agent(s) have to meet the objectives for the contamination cap; and (5) There is no standard regarding the requisite qualifications of the City's Agent(s). The City should revise Section 10.02.C to incorporate reasonable limitations and standards for the City's Agent(s) to meet and to provide for accountability, measurability and a fair and reasonable obligation regarding such charges and the costs to be incurred by Contractor.

Section 11.05 Compliance Reporting; Confidential and Proprietary Information. Contractor shall submit monthly, quarterly and annual reports to the City documenting the disposition of MSW, Recyclable Materials, Yard Trimmings, Wood, Compost, Food Scraps, and shall format such reports so that they may be used by the City for City's compliance with the reporting requirements of the Act or any other subsequently enacted federal, state or local laws, rules, or regulations governing integrated waste management. Contractor shall also comply with all requirements of AB 901 (PRC Sections 41821.5-41821.8) as it may be amended, and all regulations promulgated thereto, regarding reporting Tons to CalRecycle, the City and other agencies. The aggregation of tonnages permitted by AB 901 shall not alter any of Contractor's reporting requirements in this Agreement. ~~The confidentiality provisions of AB 901 shall not apply to any of Contractor's reports submitted pursuant to this Agreement.~~ All Contractor's reports are subject to audit by City, or by a third-party qualified professional designated by City; provided that such qualified professional shall enter into a reasonable non-disclosure agreement with Contractor to protect Contractor's proprietary, confidential, and trade secret information and subject to California privacy rights as required under Applicable Law. The accuracy of all required reports to be submitted by Contractor are of paramount importance to City. Such reports show how Contractor is tracking and allocating diverted Tons, Disposed Tons, residue Tons and Tons delivered to, and marketed from, Processing Facilities. The number of Tons diverted and Disposed directly impacts both the City's Diversion rate as calculated by the Act, and the City's costs of Diversion and of compliance with the Act. Therefore, City may take all necessary steps and actions to audit, analyze and review any tonnage discrepancies or any other discrepancies, in Contractor's calculations, allocations, tonnage tracking and submitted documentation and records.

All confidential and proprietary information of Contractor held by Contractor and not submitted to City is and shall be under the sole ownership and control of Contractor. City acknowledges that certain records and reports of Contractor are proprietary and confidential. Where required by this Agreement, Contractor shall permit City or a third-party qualified professional designated by City to inspect its records at

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Contractor's offices upon City's reasonable request. City and such third-party qualified professional shall endeavor to maintain the confidentiality of all proprietary information provided by Contractor.

Exception/Rationale: Contractors are not able to agree to waive their rights to protect their confidential and proprietary information, especially where such information is protected by statute. Further, Contractor's intellectual property must remain under the sole ownership and control of Contractor. As such, this section is revised to provide appropriate and reasonable protections for such information.

Section 13.01 General Indemnification. Contractor shall indemnify, defend and hold harmless City, its elected or appointed officials, officers, employees, agents, consultants, volunteers, affiliate, assignees, representatives, attorneys, subsidiaries and affiliated entities and their respective heirs and assigns (collectively "Indemnified Parties") from and against any and all claims (individually a "claim", collectively "claims") including without limitation, claims for bodily injury, death, or damage to property, demands, obligations, damages, actions, causes of action, suits, losses, judgments, fines, penalties, liabilities, costs and expenses (including, without limitation, attorney's fees, disbursements and court costs) of every kind and nature whatsoever which may arise from or be in any way related ~~directly or indirectly to City entering into this Agreement with Contractor,~~to ~~Contractor's breach of its obligations under this Agreement, or~~ Contractor's negligence or willful misconduct in its performance of, or its failure to perform, its obligations under this Agreement or its failure to comply with Applicable Law. The foregoing ~~indemnity~~ shall not apply to the extent that the Claim is caused by the ~~sole~~ negligence or the willful misconduct of the Indemnified Parties, but shall apply if the Claim is caused by the joint negligence of Contractor and other Persons. Upon the occurrence of any Claim, Contractor, at Contractor's sole cost and expense, shall defend (with attorneys reasonably acceptable to City) the Indemnified Parties. This indemnity shall apply to all claims and liability regardless of whether any insurance policies are applicable. The policy limits shall not act as a limitation upon the amount of indemnification to be provided by Contractor. Contractor's duty to indemnify and defend shall survive the expiration or earlier termination of this Agreement.

Subject to the scope of this indemnification and upon demand of the City, made by and through the City Attorney, Contractor shall protect City and appear in and defend the Indemnified Parties, in any Claims by third parties, whether judicial, quasi-judicial or administrative, including, but not limited to (i) disputes and litigation over the definition of "Municipal Solid Waste", "Recyclable Materials", "Food Scraps" or "Yard Trimmings," (ii) any claim concerning the validity of City entering into this Agreement ~~or any ordinance or action based thereon~~, as well as the limits of City's authority with respect to the entering into Agreements, including the process for the approval of Agreements, exclusive or otherwise, (iii) ~~involving the collection of Municipal Solid Waste, arising out of the exercise of this Agreement by Contractor, (iv)~~ claims by other entities disputing the rights and privileges granted by City in this Agreement, or (iv) as specified under the provisions of Section 13.05 below concerning Hazardous Waste. City and Contractor agree to confer following any trial as to whether to appeal, or to oppose any appeal. With respect to any indemnity rights under this Agreement, City must provide the Contractor with reasonable notice of any claim, demand, action or suit, of any and every kind and description for which City seeks indemnification under this Agreement. City will provide Contractor with full cooperation in connection with the defense of any Claims and may participate in the defense at its own expense. Contractor shall have the right to select counsel, control the defense and settle claims at its discretion.

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Exception/Rationale: As written, these sections appear to be inadvertently overbroad and unduly burdensome on Contractor. This section is revised to more closely align with similar provisions in the industry.

Section 13.02.D Delivery of Proof of Coverage

No later than ten (10) calendar days after execution of this Agreement by both parties, Contractor shall furnish City one or more certificates of insurance on a standard ACORD form and required endorsements substantiating that each of the coverages and endorsements required hereunder are in force, in form and substance satisfactory to City. Such certificates shall show the type and amount of coverage, effective dates and dates of expiration of policies and shall be accompanied by all required endorsements. ~~If City requests, copies of each policy, together with all endorsements, shall also be promptly delivered to City in one complete package.~~ Contractor shall furnish renewal certificates to City to demonstrate maintenance of the required coverages throughout the Term. Each year on or before the renewal date for all insurance policies required herein, Contractor shall deliver to City a new package containing all insurance certificates with all of the required endorsements ~~and copies of all insurance policies~~ required by this Agreement.

~~The Contractor shall obtain the written consent of the City prior to changing insurers providing insurance under this Agreement, which consent shall not be withheld or delayed unreasonably.~~

Exception/Rationale: The specific terms of WM's insurance policies are negotiated on a national level for consistency and uniformity. Further, WM is not able to provide copies of the policies to the City. The City may review copies of each policy at WM's headquarters. As such, this section is revised to reflect the terms and conditions of WM's applicable policies.

Section 14.04 Disposal Charge (Tip Fee) and Third-Party Processing Fee Adjustments. If the tip fee charged at any facility that is not owned and operated by Contractor that is utilized by Contractor in performing its obligations under this Agreement, including, without limitation, Orange County Landfills (or whatever City designated Disposal Site is then in use) or any Processing Facilities, is changed (increased or decreased) for whatever reason including, but not limited to, new or increased taxes or regulatory fees, the ~~Disposal~~ tip fee portion of the maximum rates set forth in Attachment D shall be adjusted according to the provisions in Attachment J. ~~Disposal Charges.~~ Tip fees, including Disposal Charges and Processing Fees, are a pass-through cost and Contractor shall not be entitled to receive or charge any profit, markup, overhead or administrative costs on Disposal Charges, Processing Fees, and other charges imposed by such third-party facilities.

Section 14.07 Adjustments to Rates in Attachment D Based on City-Directed Changes In Scope of Work and Change in Law. If the City has directed a change in the scope of work under Section 5.13 and either party believes that such change will increase or decrease the costs of providing service, the party which believes the maximum rates listed in Attachment D should be adjusted shall, within thirty (30) calendar days after issuance of the notice of scope change, submit to the other party a proposed adjustment with complete supporting documentation of the cost calculations therein, and the parties shall thereafter meet and discuss the matter. City may request additional documentation, calculations and other information

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from Contractor in order to analyze information submitted by Contractor, or in order to make its own internal calculations of the cost change. Once the parties have formulated a cost adjustment, the City Council shall review the proposed adjustment and in the City Council's sole discretion, make the determination as to the appropriate amount of the adjustment. ~~Only changes in Contractor's costs will be considered. No adjustment will be made to Contractor's compensation due to loss or reduction in any of the following: (a) Contractor's profits, and/or (b) Contractor's revenues including, but not limited to, Processing Fees at a Contractor-owned and/or Contractor-operated Processing Facility; revenues from sale of Recyclable Materials, Compost, Wood, and/or Processed Construction and Demolition Debris.~~

In addition, a Change in Law may require that Contractor provide new, modified, or additional services under this Agreement. In such event, Contractor shall be entitled to a rate adjustment in accordance with Section 14.09. For the purposes of this Agreement, a "Change in Law" shall mean any of the following events or conditions that has an adverse effect on the performance of Contractors of its obligations under this Agreement:

A. The enactment, adoption, promulgation, issuance, modification, or written change in administrative or judicial interpretation of any Applicable Laws; or,

B. The order, judicial interpretation, or judgment of any governmental body, authority, board, bureau, commission, department, instrumentality or public body, or any court, arbitrator, administrative tribunal or public utility having jurisdiction over Contractor's performance of this Agreement, to the extent such order, judicial interpretation, or judgment is not the result of willful or negligent action of the Contractor. However, the contesting in good faith or the failure in good faith to contest any such order or judgment shall not constitute or be construed as such a willful or negligent action.

Section 14.09 Extraordinary Adjustments. In addition to the annual adjustment provided for in Section 14.03, Contractor may apply for an increase in the maximum rates set forth in Attachment D if Contractor can demonstrate that Contractor's costs have increased in an amount greater than the adjustment made pursuant to Section 14.03. Costs incurred by Contractor that may warrant an extraordinary adjustment under this Section may include, but are not limited to: new or increased taxes, fees and charges imposed by a governmental entity (excluding income taxes); fuel and transportation costs; recycling and processing costs and fees; and Recyclable Materials market conditions, including commodity values.

When applying for an increase under this Section, Contractor shall submit to City information, in writing, in support of the adjustment. Contractor shall submit data requested in the format prescribed by the City Manager. The City Council shall review the information submitted by Contractor, and make the final determination as to whether an adjustment to the rates shall be made, and, if an adjustment is permitted, confirm Contractor's calculation of the adjustment. City Council's approval shall not be unreasonably withheld.

An adjustment requested under this Section may not be denied by City in the case of: changed or additional services requested by City, additional reporting required by City, a Change in Law, changes in federal, state, or local government taxes, fees, charges or surcharges of any kind or nature applicable to the solid waste industry and specific to the services provided under this Agreement (but excluding taxes imposed on businesses in general, including minimum corporate income taxes). Any extraordinary rate

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adjustment approved by the City Council shall become effective at a time designated by the City Council and may be retroactive in the City Council's discretion.

Attachment J 1.A. Step Four

... This same calculation shall be performed by comparing the average of the prior twelve-month period ending on December 31 for every year of the Term. The percentage change shall not exceed 5% per annum. In the event the calculated average percentage change in the PPI is negative, the rate adjustment shall be zero (0). Should the annual rate adjustment exceed a five percent (5%) increase in any given year, then the excess of any such adjustment shall be deferred and applied in the following adjustment year, and every year thereafter as needed, to the Maximum Rates and the then-applicable Maximum Rates, which shall be adjusted accordingly until Contractor is fully compensated for the amount deferred.

Attachment J 1.B. Step One

Step One. Calculate the percentage change in the 'Final Demand – Finished Goods Less Food and Energy' (Bureau of Labor Statistics Series ID WPUFD4131) for processing at Contractor-owned and operated Processing Facilities. The change in the PPI shall be the average of the twelve-month period ending on December 31 as compared to the prior year's average percentage change during the 12-month period ending on December 31. The change allowed shall not exceed 5% per annum. In the event the percentage change in the PPI is negative, the adjustment for the Processing component of the rate shall be zero.

Should the annual rate adjustment exceed a five percent (5%) increase in any given year, then the excess of any such adjustment shall be deferred and applied in the following adjustment year, and every year thereafter as needed, to the Maximum Rates and the then-applicable Maximum Rates, which shall be adjusted accordingly until Contractor is fully compensated for the amount deferred.

Attachment J 1.C. ADJUSTMENT FOR CHANGE IN DISPOSAL CHARGE (TIP FEES) AND PROCESSING FEES APPLIES ONLY WHEN TIPPING FEE ACTUALLY CHANGES (INCREASES OR DECREASES)

Step One. Calculate the percentage change in the Disposal Charge or Processing Fee (tip fee) at the applicable third-party facility(ies) per ton, based upon the change between the most recent tipping fee on which rates are based, and the new tipping fee.

Step Two. Apply the resulting percentage change to the most current Disposal component or processing component of rate by multiplying the Disposal component or processing component, as applicable, by 1 plus the percentage change. If the percentage change is negative, then the ~~Disposal Charge~~tip fee will be adjusted downward; and if the percentage change is positive, then ~~Disposal Charge~~the tip fee shall be adjusted upward.

Attachment W ADJUSTMENT FOR CHANGE IN ADMINISTRATIVE COST REIMBURSEMENT

Step One. Calculate the percentage increase or decrease in the CPI index for All Urban Consumers, CUURS49ASA0 not seasonally adjusted, all items index (CPI-U) – All items in Los Angeles-Long Beach-Anaheim. The increase or decrease in the published index for this CPI index will be the change in the average annual published index between the calendar year ended the December prior to the July 1 adjustment date and the prior twelve (12) month period (see calculation example below). The change allowed shall not exceed 5% per annum. Should the percentage increase exceed a five percent (5%) increase in any given year, then the excess of any such adjustment shall be deferred and applied in the

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following adjustment year, and every year thereafter as needed, to the Maximum Rates and the then-applicable Maximum Rates, which shall be adjusted accordingly until Contractor is fully compensated for the amount deferred.

Exception/Rationale: As written, the Agreement does not contemplate a method to compensate Contractor for significant increases in costs arising from circumstances outside of City or Contractor's control, does not permit pass-throughs of tipping fees charged by third-party facilities (though does provide for pass-through of Disposal Charges), does not provide for changes in law adjustments, and limits annual adjustments to 5% per year without a roll-over. In light of current and anticipated volatility related to economic circumstances outside of the control of City or Contractor, such stringent limitations on adjusting Contractor's rates to account for substantial costs and inflation of costs is unduly burdensome. The provisions above are revised or added to mitigate the impact of these cost increases that are outside of the control of Contractor and to more accurately reflect the actual costs of services, while maintaining rate stability for City residents.

Section 15.09 Liquidated Damages.

Exception/Rationale: It is unclear whether the proposed liquidated damages bear a reasonable relationship to actual damages that may be suffered from the types of performance issues addressed in this exhibit. The City was unable in Addendum No. 2 to explain the basis for such liquidated damages and demonstrate how such amounts are a reasonable estimate of damages for the alleged failure at the time the agreement is made, as required under California law. As an example, Section 15.09 I.3 includes an unreasonable and punitive penalty of $25,000, in addition to other liquidated damages in Section 15.09. This is an unenforceable penalty under California Law. Further, this exhibit is ambiguous as to the performance standards or metrics for determining such penalties, as well as how certain penalties will be applied. WM takes exception to this exhibit with the desire to confer with the City during negotiation to further discuss and resolve these issues.

Section 16.12 Force Majeure and Labor Unrest. Contractor shall not be in default of its obligations under this Agreement in the event, and for so long as, it is impossible or extremely impracticable for it to perform its obligations due to an "act of God" (including, but not limited to, flood, earthquake or other catastrophic events), pandemic, epidemic, war, insurrection, riot, or other similar cause or the threat thereof not the fault of, and beyond the reasonable control of, the party claiming excuse (each, a "Force Majeure event"). The following are not force majeure events: epidemics, labor unrest, picketing, strikes, work stoppage or slowdown, sickouts or other concerted job actions. A party claiming excuse under this Section must (1) have taken reasonable precautions, if possible, to avoid being affected by the cause, and (2) notify the other party in writing within five (5) calendar days after the occurrence of the event specifying the nature of the event, the expected length of time that the party expects to be prevented from performing, and the steps which the party intends to take to restore its ability to perform. The party claiming excuse under this Section shall use its best efforts to remedy its inability to perform as quickly as possible.

Labor unrest, including but not limited to strike, work stoppage or slowdown, sick-out, picketing, or other concerted job action conducted by Contractor's employees or directed at Contractor ("Labor Unrest") will

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be considered an excuse from performance to the extent that Contractor meets the terms of this Section. In the event of Labor Unrest, Contractor shall:

A. Have provided a contingency plan to City within ninety (90) days of the execution of this Agreement demonstrating how services will be provided during the period of Labor Unrest. The plan shall address, at a minimum, the priority of Collection by customer type (residents, hospitals, restaurants, nursing homes, etc.) and waste streams, additional Collection options to be provided (drop-off sites, etc.), source of additional personnel to be utilized and communications procedures to be used; and

B. Meet the requirements of the contingency plan.

16.12.A Excuse from Performance; **Force Majeure** and Labor Unrest. Contractor shall not be excused from the performance of its obligations under this Agreement except where Contractor's failure to perform is due to a Force Majeure event or Labor Unrest, as defined in this Agreement.

Exception/Rationale: This section was revised to include pandemics, epidemics, and labor unrest as excuses from performance so as to reflect standard terms that are common in the industry and to be consistent with applicable California law. Further, as the City is aware, staffing and labor shortages are common in light of current and anticipated volatility arising from economic circumstances outside of the control of City or Contractor. In order to continue to provide services to the City in the event of labor unrest outside of the control of Contractor, an obligation to provide the City with a labor unrest contingency plan is added.

***Section 16.15** Meet and Confer Regarding New **Diversion Programs** ~~Not Restricted~~. ~~Nothing in this Agreement shall restrict City's participation or non-participation, or the nature or extent of its participation in,~~ In the event that the City desires to participate in any Recycling and Diversion program(s), developed or operated by ~~City,~~ other agencies~~,~~ or by one or more residents, businesses, commercial, industrial or retail operators, or other Persons, within City or other Jurisdictions, City and Contractor shall meet and confer in good faith to add or modify Contractor's services under this Agreement in accordance with Section 5.13.

Exception/Rationale: This section is revised such that the parties will meet and confer regarding the implementation of new diversion programs. This Agreement is for the provision of exclusive services – excluding diversion programs from the scope of services is unduly burdensome and inconsistent with other provisions of this Agreement, including Section 4.01 and Section 5.13.



PROPOSAL FORM 21: FINANCIAL STATEMENTS

Attach the two most recent audited annual financial statements and reports for the Proposer and all subcontractors to this Proposal Form. If a Proposer or subcontractor has been in business for less than 2 years, state this fact and provide financial statements from major shareholders, such as bank and brokerage reports, as available. If Proposer is a joint venture, include audited financial statements for all members of that joint venture.

Financial Strength: The Foundation for Our Commitment

As a wholly–owned, indirect subsidiary of Waste Management, Inc., USA Waste of California, Inc. (WM) does not report financial results. All financial reporting occurs through our parent entity. As a publicly traded company, WM is held to the most stringent regulations for accurate and timely financial disclosure.

Revenue in 2021 was $17.93 billion, and WM has an asset base of $29.1 billion. The company generates strong and consistent cash flow and has access to an extensive line of credit. WM's financial strength is the foundation for our commitment to serve our customers, perform our obligations, and protect the environment in carrying out our broad services.

Full financial results are available on our website at investors.wm.com.

WM has achieved solid investment-grade credit ratings from three major rating agencies. Most recently, the company has been assigned ratings of A-/A-2 by Standard & Poor's, BBB+ by Fitch, and Baa1 by Moody's. The ratings are based on expectations that management will maintain good liquidity, pursue a moderate financial policy, and allocate capital in a disciplined manner. The credit outlook from each agency for WM is characterized as stable.

WM's financial strength, as summarized above, gives Laguna Beach assurance that we can and will fulfill our obligations.

- WM is committed and financially able to perform all operations in full compliance with applicable federal, state, and local regulations and to provide clear documentation of that compliance.
- WM offers the most extensive network providing waste management services in North America, including transportation, disposal, treatment, recovery, remediation, waste identification, and several other specialty services. This network enables us to provide a single source of responsibility, from transportation through disposal of waste.

- Typically, new capital requirements are internally financed by WM using cash flow from existing operations - freeing our new trucks, carts, containers, and facility investments from the timelines and terms of third-party creditors.

WM's financial strength helps us to continually advance services for all of the customers we serve, including Laguna Beach, and we are committed to maintaining that strength.

2020 Financial Statement

REPORT OF INDEPENDENT REGISTERED PUBLIC ACCOUNTING FIRM

To the Board of Directors and Stockholders of Waste Management, Inc.

Opinion on Internal Control over Financial Reporting

We have audited Waste Management, Inc.'s internal control over financial reporting as of December 31, 2020, based on criteria established in Internal Control-Integrated Framework issued by the Committee of Sponsoring Organizations of the Treadway Commission (2013 framework) (the COSO criteria). In our opinion, Waste Management, Inc. (the Company) maintained, in all material respects, effective internal control over financial reporting as of December 31, 2020, based on the COSO criteria.

As indicated in the accompanying Management's Report on Internal Control Over Financial Reporting, management's assessment of and conclusion on the effectiveness of internal control over financial reporting did not include the internal controls of Advanced Disposal Services, Inc., which is included in the 2020 consolidated financial statements of the Company and constituted approximately 10.6% of total consolidated assets, excluding goodwill, as of December 31, 2020, approximately 1.3% of total consolidated revenues and less than 1% of consolidated operating income, for the year then ended. Our audit of internal control over financial reporting of the Company also did not include an evaluation of the internal control over financial reporting of Advanced Disposal Services, Inc.

We also have audited, in accordance with the standards of the Public Company Accounting Oversight Board (United States) (PCAOB), the 2020 consolidated financial statements of the Company, and our report dated February 22, 2021 expressed an unqualified opinion thereon.

Basis for Opinion
The Company's management is responsible for maintaining effective internal control over financial reporting and for its assessment of the effectiveness of internal control over financial reporting included in the accompanying Management's Report on Internal Control Over Financial Reporting. Our responsibility is to express an opinion on the Company's internal control over financial reporting based on our audit. We are a public accounting firm registered with the PCAOB and are required to be independent with respect to the Company in accordance with the U.S. federal securities laws and the applicable rules and regulations of the Securities and Exchange Commission and the PCAOB.

We conducted our audit in accordance with the standards of the PCAOB. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether effective internal control over financial reporting was maintained in all material respects.

Our audit included obtaining an understanding of internal control over financial reporting, assessing the risk that a material weakness exists, testing and evaluating the design and operating effectiveness of internal control based on the assessed risk, and performing such other procedures as we considered necessary in the circumstances. We believe that our audit provides a reasonable basis for our opinion.

Definition and Limitations of Internal Control Over Financial Reporting
A company's internal control over financial reporting is a process designed to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with generally accepted accounting principles. A company's internal control over financial reporting includes those policies and procedures that (1) pertain to the maintenance of records that, in reasonable detail, accurately and fairly reflect the transactions and dispositions of the assets of the company; (2) provide reasonable assurance that transactions are recorded as necessary to permit preparation of financial statements in accordance with generally accepted accounting principles, and that receipts and expenditures of the company are being made only in accordance with authorizations of management and directors of the company; and (3) provide reasonable assurance regarding prevention or timely detection of unauthorized acquisition, use, or disposition of the company's assets that could have a material effect on the financial statements.

Because of its inherent limitations, internal control over financial reporting may not prevent or detect misstatements. Also, projections of any evaluation of effectiveness to future periods are subject to the risk that controls may become inadequate because of changes in conditions, or that the degree of compliance with the policies or procedures may deteriorate.

/s/ ERNST & YOUNG LLP

Houston, Texas
February 22, 2021

REPORT OF INDEPENDENT REGISTERED PUBLIC ACCOUNTING FIRM

To the Board of Directors and Stockholders of Waste Management, Inc.

Opinion on the Financial Statements
We have audited the accompanying consolidated balance sheets of Waste Management, Inc. (the Company) as of December 31, 2020 and 2019, the related consolidated statements of operations, comprehensive income, cash flows, and changes in equity for each of the three years in the period ended December 31, 2020, and the related notes (collectively referred to as the "consolidated financial statements"). In our opinion, the consolidated financial statements present fairly, in all material respects, the financial position of the Company at December 31, 2020 and 2019, and the results of its operations and its cash flows for each of the three years in the period ended December 31, 2020, in conformity with U.S. generally accepted accounting principles.

We also have audited, in accordance with the standards of the Public Company Accounting Oversight Board (United States) (PCAOB), the Company's internal control over financial reporting as of December 31, 2020, based on criteria established in Internal Control-Integrated Framework issued by the Committee of Sponsoring Organizations of the Treadway Commission (2013 framework), and our report dated February 22, 2021 expressed an unqualified opinion thereon.

Adoption of ASU No. 2016-02 (Topic 842)
As discussed in Note 2 to the consolidated financial statements, the Company changed its method of accounting for leases in the 2019 financial statements to reflect the accounting method change due to the adoption of ASU No. 2016-02, *Leases (Topic 842)*, and the related amendments.

Basis for Opinion
These financial statements are the responsibility of the Company's management. Our responsibility is to express an opinion on the Company's financial statements based on our audits. We are a public accounting firm registered with the PCAOB and are required to be independent with respect to the Company in accordance with the U.S. federal securities laws and the applicable rules and regulations of the Securities and Exchange Commission and the PCAOB.

We conducted our audits in accordance with the standards of the PCAOB. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement, whether due to error or fraud. Our audits included performing procedures to assess the risks of material misstatement of the financial statements, whether due to error or fraud, and performing procedures that respond to those risks. Such procedures included examining, on a test basis, evidence regarding the amounts and disclosures in the financial statements. Our audits also included evaluating the accounting principles used and significant estimates made by management, as well as evaluating the overall presentation of the financial statements. We believe that our audits provide a reasonable basis for our opinion.

Critical Audit Matters
The critical audit matters communicated below are matters arising from the current period audit of the financial statements that were communicated or required to be communicated to the audit committee and that: (1) relate to accounts or disclosures that are material to the financial statements and (2) involved our especially challenging, subjective or complex judgments. The communication of critical audit matters does not alter in any way our opinion on the consolidated financial statements, taken as a whole, and we are not, by communicating the critical audit matters below, providing separate opinions on the critical audit matters or on the accounts or disclosures to which they relate.

Landfill Amortization

Description of the Matter

At December 31, 2020, the Company's landfill assets, net of accumulated amortization, totaled $7.2 billion and the associated amortization expense for 2020 was $568 million. As discussed in Note 3 of the financial statements, the Company updates the estimates used to calculate individual landfill amortization rates at least annually, or more often if significant facts change. Landfill amortization rates are used in the computation of landfill amortization expense.

Auditing landfill amortization rates and related amortization expense is complex due to the highly judgmental nature of assumptions used in estimating the rates. Significant assumptions used in the calculation of the rates include: estimated future development costs associated with the construction and retirement of the landfill, estimated remaining permitted airspace and unpermitted expansion airspace, airspace utilization factors, projected annual tonnage intakes, and projected timing of retirement activities.

How We Addressed the Matter in Our Audit

We obtained an understanding, evaluated the design, and tested the operating effectiveness of the Company's controls over determining landfill amortization rates and calculating amortization expense. Our audit procedures included, among others, testing controls over: the Company's process for evaluating and updating the significant assumptions used in the development of the landfill amortization rates, management's review of those significant assumptions, and the mathematical accuracy of the calculation and recording of amortization expense.

To test the landfill asset amortization rates, our audit procedures included, among others, assessing methodologies used by the Company and testing the significant assumptions discussed above, inclusive of the underlying data used by the Company in its development of these assumptions. We compared the significant assumptions used by management to historical trends and, when available, to comparable size landfills accepting a similar type of waste. Regarding unpermitted expansion airspace, we evaluated the Company's criteria for inclusion in remaining airspace. In addition, we considered the professional qualifications and objectivity of management's internal engineers responsible for developing the assumptions. We involved EY's engineering specialists to assist with the evaluation of the Company's landfill future development cost and airspace assumptions. We also tested the completeness and accuracy of the historical data utilized in the development of the landfill amortization rates.

Landfill – Final Capping, Closure and Post-Closure Costs

Description of the Matter

At December 31, 2020, the carrying value of the Company's landfill asset retirement obligations related to final capping, closure and post-closure costs totaled $2.2 billion. As discussed in Note 3 of the financial statements, the Company updates the estimates used to measure the asset retirement obligations annually, or more often if significant facts change.

Auditing the landfill asset retirement obligation is complex due to the highly judgmental nature of the assumptions used in the measurement process. These assumptions include: estimated future costs associated with the capping, closure and post closure activities at each specific landfill; airspace consumed to date in relation to total estimated permitted airspace; the projected annual tonnage intake; and the projected timing of retirement activities.

How We Addressed the Matter in Our Audit

We obtained an understanding, evaluated the design, and tested the operating effectiveness of the Company's controls over the calculation of asset retirement obligations. Our audit procedures included, among others, testing the Company's controls over the landfill asset retirement obligation estimation process and management's review of the significant assumptions used in the estimation of the liability, including the amount and timing of retirement costs.

To test the landfill asset retirement obligation valuation, we performed audit procedures that included, among others, assessing methodologies used by the Company, testing the completeness of activities included in the estimate (e.g., gas monitoring and extraction), and testing the significant assumptions discussed above, inclusive of the underlying data used by the Company in its development of these assumptions. We compared the significant assumptions used by management to historical trends and, when available, to comparable size landfills accepting the same type of waste. In addition, we considered the professional qualifications and objectivity of management's internal engineers responsible for developing the assumptions. We involved EY and external engineering specialists to assist us with these procedures. Specifically, we utilized the EY engineering specialists to evaluate the reasons for significant changes in assumptions from the historical trend, and to determine whether the change from the historical trend was appropriate and identified timely. We utilized the external engineers to evaluate the estimates of remaining landfill airspace. We also tested the completeness and accuracy of the historical data utilized in preparing the estimate.

Acquisition of Advanced Disposal Services, Inc. – Valuation of Customer Relationship and Landfill rights/permits

Description of the Matter

As described in Note 18 to the consolidated financial statements, during the year ended December 31, 2020, the Company completed the acquisition of Advanced Disposal Services, Inc. ("Advance Disposal") for net consideration of $4.1 billion. The transaction was accounted for as a business combination.

Auditing the Company's accounting for its acquisition of Advance Disposal was complex due to the significant estimation required by management in determining the fair value of the acquired customer relationships and landfill assets included within Other intangible assets and Property and equipment, respectively, in Note 18, both of which utilize prospective financial information. The Company valued the customer relationship asset using an income approach; specifically, the multi-period excess earnings model. The significant assumptions used to value customer relationships included, among others, the attrition rate, revenue growth rate, and discount rate. The Company valued the landfill assets using an income approach; specifically, a discounted cash flow model. The significant assumptions used to value landfill assets included, among others, the forecasted revenue and revenue growth (including forecasted waste volumes and rate per ton), discount rate, and forecasted capital expenditures. These assumptions are forward-looking and could be affected by future economic and market conditions.

How We Addressed the Matter in Our Audit

We obtained an understanding, evaluated the design, and tested the operating effectiveness of the Company's controls over its accounting for the Advance Disposal acquisition. For example, we tested controls over the valuation of customer relationships and landfill assets, including management's review of the valuation models, and underlying data and assumptions used to develop the estimated fair value of these assets.

To test the estimated fair value of the customer relationship and landfill assets, we performed audit procedures that included, among others, evaluating the Company's selection of the valuation methodology, evaluating the significant assumptions used to determine the valuation calculations, and testing the completeness and accuracy of the underlying data supporting the significant assumptions. We involved our valuation specialists to assist with evaluating the methodology and significant assumptions used by the management to determine the fair value estimates. Additionally, we performed sensitivity analyses of the identified significant assumptions and compared them, as applicable, to current industry and market trends, the assumptions used by the Company to value similar assets in other acquisitions, as well as historical results, among other procedures.

/s/ ERNST & YOUNG LLP

We have served as the Company's auditor since 2002.

Houston, Texas
February 22, 2021

WASTE MANAGEMENT, INC.

CONSOLIDATED BALANCE SHEETS
(In Millions, Except Share and Par Value Amounts)

	December 31, 2020	December 31, 2019
ASSETS		
Current assets:		
Cash and cash equivalents	$ 553	$ 3,561
Accounts receivable, net of allowance for doubtful accounts of $33 and $28, respectively	2,097	1,949
Other receivables, net of allowance for doubtful accounts of $7 and $1, respectively	527	370
Parts and supplies	124	106
Other assets	239	223
Total current assets	3,540	6,209
Property and equipment, net of accumulated depreciation and amortization of $20,095 and $18,657, respectively	14,148	12,893
Goodwill	8,994	6,532
Other intangible assets, net	1,024	521
Restricted trust and escrow accounts	347	313
Investments in unconsolidated entities	426	483
Other assets	866	792
Total assets	$ 29,345	$ 27,743
LIABILITIES AND EQUITY		
Current liabilities:		
Accounts payable	$ 1,121	$ 1,065
Accrued liabilities	1,342	1,327
Deferred revenues	539	534
Current portion of long-term debt	551	218
Total current liabilities	3,553	3,144
Long-term debt, less current portion	13,259	13,280
Deferred income taxes	1,806	1,407
Landfill and environmental remediation liabilities	2,222	1,930
Other liabilities	1,051	912
Total liabilities	21,891	20,673
Commitments and contingencies		
Equity:		
Waste Management, Inc. stockholders' equity:		
Common stock, $0.01 par value; 1,500,000,000 shares authorized; 630,282,461 shares issued	6	6
Additional paid-in capital	5,129	5,049
Retained earnings	11,159	10,592
Accumulated other comprehensive income (loss)	39	(8)
Treasury stock at cost, 207,480,827 and 205,956,366 shares, respectively	(8,881)	(8,571)
Total Waste Management, Inc. stockholders' equity	7,452	7,068
Noncontrolling interests	2	2
Total equity	7,454	7,070
Total liabilities and equity	$ 29,345	$ 27,743

See Notes to Consolidated Financial Statements.

WASTE MANAGEMENT, INC.

CONSOLIDATED STATEMENTS OF OPERATIONS
(In Millions, Except per Share Amounts)

	Year Ended December 31,		
	2020	2019	2018
Operating revenues	$ 15,218	$ 15,455	$ 14,914
Costs and expenses:			
Operating	9,341	9,496	9,249
Selling, general and administrative	1,728	1,631	1,453
Depreciation and amortization	1,671	1,574	1,477
Restructuring	9	6	4
(Gain) loss from divestitures, asset impairments and unusual items, net	35	42	(58)
	12,784	12,749	12,125
Income from operations	2,434	2,706	2,789
Other income (expense):			
Interest expense, net	(425)	(411)	(374)
Loss on early extinguishment of debt, net	(53)	(85)	—
Equity in net losses of unconsolidated entities	(68)	(55)	(41)
Other, net	5	(50)	2
	(541)	(601)	(413)
Income before income taxes	1,893	2,105	2,376
Income tax expense	397	434	453
Consolidated net income	1,496	1,671	1,923
Less: Net income (loss) attributable to noncontrolling interests	—	1	(2)
Net income attributable to Waste Management, Inc.	$ 1,496	$ 1,670	$ 1,925
Basic earnings per common share	$ 3.54	$ 3.93	$ 4.49
Diluted earnings per common share	$ 3.52	$ 3.91	$ 4.45

CONSOLIDATED STATEMENTS OF COMPREHENSIVE INCOME
(In Millions)

	Year Ended December 31,		
	2020	2019	2018
Consolidated net income	$ 1,496	$ 1,671	$ 1,923
Other comprehensive income (loss), net of tax:			
Derivative instruments, net	15	8	8
Available-for-sale securities, net	11	15	5
Foreign currency translation adjustments	20	55	(105)
Post-retirement benefit obligation, net	1	1	2
Other comprehensive income (loss), net of tax	47	79	(90)
Comprehensive income	1,543	1,750	1,833
Less: Comprehensive income (loss) attributable to noncontrolling interests	—	1	(2)
Comprehensive income attributable to Waste Management, Inc.	$ 1,543	$ 1,749	$ 1,835

See Notes to Consolidated Financial Statements.

WASTE MANAGEMENT, INC.

CONSOLIDATED STATEMENTS OF CASH FLOWS
(In Millions)

	Year Ended December 31,		
	2020	2019	2018
Cash flows from operating activities:			
Consolidated net income	$ 1,496	$ 1,671	$ 1,923
Adjustments to reconcile consolidated net income to net cash provided by operating activities:			
Depreciation and amortization	1,671	1,574	1,477
Deferred income tax expense (benefit)	165	100	25
Interest accretion on landfill liabilities	103	98	95
Provision for bad debts	54	39	54
Equity-based compensation expense	94	86	89
Net gain on disposal of assets	(9)	(27)	(47)
(Gain) loss from divestitures, asset impairments and other, net	43	113	(58)
Equity in net losses of unconsolidated entities, net of dividends	60	55	41
Loss on early extinguishment of debt, net	53	85	—
Change in operating assets and liabilities, net of effects of acquisitions and divestitures:			
Receivables	(179)	(53)	(16)
Other current assets	10	(23)	(16)
Other assets	53	10	(14)
Accounts payable and accrued liabilities	(37)	243	203
Deferred revenues and other liabilities	(174)	(97)	(186)
Net cash provided by operating activities	3,403	3,874	3,570
Cash flows from investing activities:			
Acquisitions of businesses, net of cash acquired	(4,085)	(521)	(460)
Capital expenditures	(1,632)	(1,818)	(1,694)
Proceeds from divestitures of businesses and other assets (net of cash divested)	885	49	208
Other, net	(15)	(86)	(223)
Net cash used in investing activities	(4,847)	(2,376)	(2,169)
Cash flows from financing activities:			
New borrowings	5,790	4,683	359
Debt repayments	(7,807)	(533)	(499)
Premiums paid on early extinguishment of debt	(30)	(84)	—
Net commercial paper borrowings (repayments)	1,808	(1,001)	453
Common stock repurchase program	(402)	(248)	(1,004)
Cash dividends	(927)	(876)	(802)
Exercise of common stock options	63	67	52
Tax payments associated with equity-based compensation transactions	(34)	(33)	(29)
Other, net	(20)	(11)	(38)
Net cash (used in) provided by financing activities	(1,559)	1,964	(1,508)
Effect of exchange rate changes on cash, cash equivalents and restricted cash and cash equivalents	4	2	(3)
(Decrease) increase in cash, cash equivalents and restricted cash and cash equivalents	(2,999)	3,464	(110)
Cash, cash equivalents and restricted cash and cash equivalents at beginning of period	3,647	183	293
Cash, cash equivalents and restricted cash and cash equivalents at end of period	$ 648	$ 3,647	$ 183
Reconciliation of cash, cash equivalents and restricted cash and cash equivalents at end of period:			
Cash and cash equivalents	$ 553	$ 3,561	$ 61
Restricted cash and cash equivalents included in other current assets	28	15	49
Restricted cash and cash equivalents included in restricted trust and escrow accounts	67	71	73
Cash, cash equivalents and restricted cash and cash equivalents at end of period	$ 648	$ 3,647	$ 183

See Notes to Consolidated Financial Statements.

WASTE MANAGEMENT, INC.

CONSOLIDATED STATEMENTS OF CHANGES IN EQUITY
(In Millions, Except Shares in Thousands)

		Waste Management, Inc. Stockholders' Equity							
		Common Stock		Additional Paid-In	Retained	Accumulated Other Comprehensive	Treasury Stock		Noncontrolling
	Total	Shares	Amounts	Capital	Earnings	Income (Loss)	Shares	Amounts	Interests
Balance, December 31, 2017	$ 6,042	630,282	$ 6	$ 4,933	$ 8,588	$ 8	(196,964)	$ (7,516)	$ 23
Adoption of new accounting standards	80	—	—	—	85	(5)	—	—	—
Consolidated net income	1,923	—	—	—	1,925	—	—	—	(2)
Other comprehensive income (loss), net of tax	(90)	—	—	—	—	(90)	—	—	—
Cash dividends declared of $1.86 per common share	(802)	—	—	—	(802)	—	—	—	—
Equity-based compensation transactions, net of tax	151	—	—	60	1	—	2,345	90	—
Common stock repurchase program	(1,008)	—	—	—	—	—	(11,673)	(1,008)	—
Divestiture of noncontrolling interest	(19)	—	—	—	—	—	—	—	(19)
Other, net	(1)	—	—	—	—	—	(7)	—	(1)
Balance, December 31, 2018	$ 6,276	630,282	$ 6	$ 4,993	$ 9,797	$ (87)	(206,299)	$ (8,434)	$ 1
Consolidated net income	1,671	—	—	—	1,670	—	—	—	1
Other comprehensive income (loss), net of tax	79	—	—	—	—	79	—	—	—
Cash dividends declared of $2.05 per common share	(876)	—	—	—	(876)	—	—	—	—
Equity-based compensation transactions, net	164	—	—	56	1	—	2,585	107	—
Common stock repurchase program	(244)	—	—	—	—	—	(2,247)	(244)	—
Other, net	—	—	—	—	—	—	5	—	—
Balance, December 31, 2019	$ 7,070	630,282	$ 6	$ 5,049	$ 10,592	$ (8)	(205,956)	$ (8,571)	$ 2
Adoption of new accounting standards	(2)	—	—	—	(2)	—	—	—	—
Consolidated net income	1,496	—	—	—	1,496	—	—	—	—
Other comprehensive income (loss), net of tax	47	—	—	—	—	47	—	—	—
Cash dividends declared of $2.18 per common share	(927)	—	—	—	(927)	—	—	—	—
Equity-based compensation transactions, net	172	—	—	80	1	—	2,158	91	—
Common stock repurchase program	(402)	—	—	—	—	—	(3,687)	(402)	—
Other, net	—	—	—	—	(1)	—	4	1	—
Balance, December 31, 2020	$ 7,454	630,282	$ 6	$ 5,129	$ 11,159	$ 39	(207,481)	$ (8,881)	$ 2

See Notes to Consolidated Financial Statements.

2021 Financial Statement

REPORT OF INDEPENDENT REGISTERED PUBLIC ACCOUNTING FIRM

To the Board of Directors and Stockholders of Waste Management, Inc.

Opinion on Internal Control over Financial Reporting

We have audited Waste Management, Inc.'s internal control over financial reporting as of December 31, 2021, based on criteria established in Internal Control-Integrated Framework issued by the Committee of Sponsoring Organizations of the Treadway Commission (2013 framework) (the COSO criteria). In our opinion, Waste Management, Inc. (the Company) maintained, in all material respects, effective internal control over financial reporting as of December 31, 2021, based on the COSO criteria.

We also have audited, in accordance with the standards of the Public Company Accounting Oversight Board (United States) (PCAOB), the 2021 consolidated financial statements of the Company, and our report dated February 15, 2022 expressed an unqualified opinion thereon.

Basis for Opinion
The Company's management is responsible for maintaining effective internal control over financial reporting and for its assessment of the effectiveness of internal control over financial reporting included in the accompanying Management's Report on Internal Control Over Financial Reporting. Our responsibility is to express an opinion on the Company's internal control over financial reporting based on our audit. We are a public accounting firm registered with the PCAOB and are required to be independent with respect to the Company in accordance with the U.S. federal securities laws and the applicable rules and regulations of the Securities and Exchange Commission and the PCAOB.

We conducted our audit in accordance with the standards of the PCAOB. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether effective internal control over financial reporting was maintained in all material respects.

Our audit included obtaining an understanding of internal control over financial reporting, assessing the risk that a material weakness exists, testing and evaluating the design and operating effectiveness of internal control based on the assessed risk, and performing such other procedures as we considered necessary in the circumstances. We believe that our audit provides a reasonable basis for our opinion.

Definition and Limitations of Internal Control Over Financial Reporting
A company's internal control over financial reporting is a process designed to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with generally accepted accounting principles. A company's internal control over financial reporting includes those policies and procedures that (1) pertain to the maintenance of records that, in reasonable detail, accurately and fairly reflect the transactions and dispositions of the assets of the company; (2) provide reasonable assurance that transactions are recorded as necessary to permit preparation of financial statements in accordance with generally accepted accounting principles, and that receipts and expenditures of the company are being made only in accordance with authorizations of management and directors of the company; and (3) provide reasonable assurance regarding prevention or timely detection of unauthorized acquisition, use, or disposition of the company's assets that could have a material effect on the financial statements.

Because of its inherent limitations, internal control over financial reporting may not prevent or detect misstatements. Also, projections of any evaluation of effectiveness to future periods are subject to the risk that controls may become inadequate because of changes in conditions, or that the degree of compliance with the policies or procedures may deteriorate.

/s/ ERNST & YOUNG LLP

Houston, Texas
February 15, 2022

REPORT OF INDEPENDENT REGISTERED PUBLIC ACCOUNTING FIRM

To the Board of Directors and Stockholders of Waste Management, Inc.

Opinion on the Financial Statements
We have audited the accompanying consolidated balance sheets of Waste Management, Inc. (the Company) as of December 31, 2021 and 2020, the related consolidated statements of operations, comprehensive income, cash flows, and changes in equity for each of the three years in the period ended December 31, 2021, and the related notes (collectively referred to as the "consolidated financial statements"). In our opinion, the consolidated financial statements present fairly, in all material respects, the financial position of the Company at December 31, 2021 and 2020, and the results of its operations and its cash flows for each of the three years in the period ended December 31, 2021, in conformity with U.S. generally accepted accounting principles.

We also have audited, in accordance with the standards of the Public Company Accounting Oversight Board (United States) (PCAOB), the Company's internal control over financial reporting as of December 31, 2021, based on criteria established in Internal Control-Integrated Framework issued by the Committee of Sponsoring Organizations of the Treadway Commission (2013 framework), and our report dated February 15, 2022 expressed an unqualified opinion thereon.

Basis for Opinion
These financial statements are the responsibility of the Company's management. Our responsibility is to express an opinion on the Company's financial statements based on our audits. We are a public accounting firm registered with the PCAOB and are required to be independent with respect to the Company in accordance with the U.S. federal securities laws and the applicable rules and regulations of the Securities and Exchange Commission and the PCAOB.

We conducted our audits in accordance with the standards of the PCAOB. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement, whether due to error or fraud. Our audits included performing procedures to assess the risks of material misstatement of the financial statements, whether due to error or fraud, and performing procedures that respond to those risks. Such procedures included examining, on a test basis, evidence regarding the amounts and disclosures in the financial statements. Our audits also included evaluating the accounting principles used and significant estimates made by management, as well as evaluating the overall presentation of the financial statements. We believe that our audits provide a reasonable basis for our opinion.

Critical Audit Matters
The critical audit matters communicated below are matters arising from the current period audit of the financial statements that were communicated or required to be communicated to the audit committee and that: (1) relate to accounts or disclosures that are material to the financial statements and (2) involved our especially challenging, subjective or complex judgments. The communication of critical audit matters does not alter in any way our opinion on the consolidated financial statements, taken as a whole, and we are not, by communicating the critical audit matters below, providing separate opinions on the critical audit matters or on the accounts or disclosures to which they relate.

Landfill Amortization

Description of the Matter

At December 31, 2021, the Company's landfill assets, net of accumulated amortization, totaled $7.3 billion and the associated amortization expense for 2021 was $731 million. As discussed in Note 2 of the financial statements, the Company updates the estimates used to calculate individual landfill amortization rates at least annually, or more often if significant facts change. Landfill amortization rates are used in the computation of landfill amortization expense.

Auditing landfill amortization rates and related amortization expense is complex due to the highly judgmental nature of assumptions used in estimating the rates. Significant assumptions used in the calculation of the rates include: estimated future development costs associated with the construction and retirement of the landfill, estimated remaining permitted airspace and unpermitted expansion airspace, airspace utilization factors, projected annual tonnage intakes, and projected timing of retirement activities.

How We Addressed the Matter in Our Audit

We obtained an understanding, evaluated the design, and tested the operating effectiveness of the Company's controls over determining landfill amortization rates and calculating amortization expense. Our audit procedures included, among others, testing controls over: the Company's process for evaluating and updating the significant assumptions used in the development of the landfill amortization rates, management's review of those significant assumptions, and the mathematical accuracy of the calculation and recording of amortization expense.

To test the landfill asset amortization rates, our audit procedures included, among others, assessing methodologies used by the Company and testing the significant assumptions discussed above, inclusive of the underlying data used by the Company in its development of these assumptions. We compared the significant assumptions used by management to historical trends and, when available, to comparable size landfills accepting a similar type of waste. Regarding unpermitted expansion airspace, we evaluated the Company's criteria for inclusion in remaining airspace. In addition, we considered the professional qualifications and objectivity of management's internal engineers responsible for developing the assumptions. We involved EY's engineering specialists to assist with the evaluation of the Company's landfill future development cost and airspace assumptions. We also tested the completeness and accuracy of the historical data utilized in the development of the landfill amortization rates.

Landfill – Final Capping, Closure and Post-Closure Costs

Description of the Matter

At December 31, 2021, the carrying value of the Company's landfill asset retirement obligations related to final capping, closure and post-closure costs totaled $2.3 billion. As discussed in Note 2 of the financial statements, the Company updates the estimates used to measure the asset retirement obligations annually, or more often if significant facts change.

Auditing the landfill asset retirement obligation is complex due to the highly judgmental nature of the assumptions used in the measurement process. These assumptions include: estimated future costs associated with the capping, closure and post closure activities at each specific landfill; airspace consumed to date in relation to total estimated permitted airspace; the projected annual tonnage intake; and the projected timing of retirement activities.

How We Addressed the Matter in Our Audit

We obtained an understanding, evaluated the design, and tested the operating effectiveness of the Company's controls over the calculation of asset retirement obligations. Our audit procedures included, among others, testing the Company's controls over the landfill asset retirement obligation estimation process and management's review of the significant assumptions used in the estimation of the liability, including the amount and timing of retirement costs.

To test the landfill asset retirement obligation valuation, we performed audit procedures that included, among others, assessing methodologies used by the Company, testing the completeness of activities included in the estimate (e.g., gas monitoring and extraction), and testing the significant assumptions discussed above, inclusive of the underlying data used by the Company in its development of these assumptions. We compared the significant assumptions used by management to historical trends and, when available, to comparable size landfills accepting the same type of waste. In addition, we considered the professional qualifications and objectivity of management's internal engineers responsible for developing the assumptions. We involved EY engineering specialists to assist us with these procedures. Specifically, we utilized the EY engineering specialists to evaluate the reasons for significant changes in assumptions from the historical trend, and to determine whether the change from the historical trend was appropriate and identified timely. We also tested the completeness and accuracy of the historical data utilized in preparing the estimate.

/s/ ERNST & YOUNG LLP

We have served as the Company's auditor since 2002.

Houston, Texas
February 15, 2022

WASTE MANAGEMENT, INC.

CONSOLIDATED BALANCE SHEETS
(In Millions, Except Share and Par Value Amounts)

	December 31, 2021	December 31, 2020
ASSETS		
Current assets:		
Cash and cash equivalents	$ 118	$ 553
Accounts receivable, net of allowance for doubtful accounts of $25 and $33, respectively	2,278	2,097
Other receivables, net of allowance for doubtful accounts of $8 and $7, respectively	268	527
Parts and supplies	135	124
Other assets	270	239
Total current assets	3,069	3,540
Property and equipment, net of accumulated depreciation and amortization of $20,537 and $19,337, respectively	14,419	14,148
Goodwill	9,028	8,994
Other intangible assets, net	898	1,024
Restricted trust and escrow accounts	348	347
Investments in unconsolidated entities	432	426
Other assets	903	866
Total assets	$ 29,097	$ 29,345
LIABILITIES AND EQUITY		
Current liabilities:		
Accounts payable	$ 1,375	$ 1,121
Accrued liabilities	1,428	1,342
Deferred revenues	571	539
Current portion of long-term debt	708	551
Total current liabilities	4,082	3,553
Long-term debt, less current portion	12,697	13,259
Deferred income taxes	1,694	1,806
Landfill and environmental remediation liabilities	2,373	2,222
Other liabilities	1,125	1,051
Total liabilities	21,971	21,891
Commitments and contingencies (Note 10)		
Equity:		
Waste Management, Inc. stockholders' equity:		
Common stock, $0.01 par value; 1,500,000,000 shares authorized; 630,282,461 shares issued	6	6
Additional paid-in capital	5,169	5,129
Retained earnings	12,004	11,159
Accumulated other comprehensive income (loss)	17	39
Treasury stock at cost, 214,158,636 and 207,480,827 shares, respectively	(10,072)	(8,881)
Total Waste Management, Inc. stockholders' equity	7,124	7,452
Noncontrolling interests	2	2
Total equity	7,126	7,454
Total liabilities and equity	$ 29,097	$ 29,345

See Notes to Consolidated Financial Statements.

WASTE MANAGEMENT, INC.

CONSOLIDATED STATEMENTS OF OPERATIONS
(In Millions, Except per Share Amounts)

	Year Ended December 31,		
	2021	2020	2019
Operating revenues	$ 17,931	$ 15,218	$ 15,455
Costs and expenses:			
Operating	11,111	9,341	9,496
Selling, general and administrative	1,864	1,728	1,631
Depreciation and amortization	1,999	1,671	1,574
Restructuring	8	9	6
(Gain) loss from divestitures, asset impairments and unusual items, net	(16)	35	42
	14,966	12,784	12,749
Income from operations	2,965	2,434	2,706
Other income (expense):			
Interest expense, net	(365)	(425)	(411)
Loss on early extinguishment of debt, net	(220)	(53)	(85)
Equity in net losses of unconsolidated entities	(36)	(68)	(55)
Other, net	5	5	(50)
	(616)	(541)	(601)
Income before income taxes	2,349	1,893	2,105
Income tax expense	532	397	434
Consolidated net income	1,817	1,496	1,671
Less: Net income (loss) attributable to noncontrolling interests	1	—	1
Net income attributable to Waste Management, Inc.	$ 1,816	$ 1,496	$ 1,670
Basic earnings per common share	$ 4.32	$ 3.54	$ 3.93
Diluted earnings per common share	$ 4.29	$ 3.52	$ 3.91

CONSOLIDATED STATEMENTS OF COMPREHENSIVE INCOME
(In Millions)

	Year Ended December 31,		
	2021	2020	2019
Consolidated net income	$ 1,817	$ 1,496	$ 1,671
Other comprehensive income (loss), net of tax:			
Derivative instruments, net	9	15	8
Available-for-sale securities, net	(6)	11	15
Foreign currency translation adjustments	(28)	20	55
Post-retirement benefit obligation, net	3	1	1
Other comprehensive income (loss), net of tax	(22)	47	79
Comprehensive income	1,795	1,543	1,750
Less: Comprehensive income (loss) attributable to noncontrolling interests	1	—	1
Comprehensive income attributable to Waste Management, Inc.	$ 1,794	$ 1,543	$ 1,749

See Notes to Consolidated Financial Statements.

WASTE MANAGEMENT, INC.

CONSOLIDATED STATEMENTS OF CASH FLOWS
(In Millions)

	Year Ended December 31,		
	2021	2020	2019
Cash flows from operating activities:			
Consolidated net income	$ 1,817	$ 1,496	$ 1,671
Adjustments to reconcile consolidated net income to net cash provided by operating activities:			
Depreciation and amortization	1,999	1,671	1,574
Deferred income tax expense (benefit)	(77)	165	100
Interest accretion on landfill and environmental remediation liabilities	111	103	98
Provision for bad debts	37	54	39
Equity-based compensation expense	108	94	86
Net gain on disposal of assets	(25)	(9)	(27)
(Gain) loss from divestitures, asset impairments and other, net	(16)	43	113
Equity in net losses of unconsolidated entities, net of dividends	38	60	55
Loss on early extinguishment of debt, net	220	53	85
Change in operating assets and liabilities, net of effects of acquisitions and divestitures:			
Receivables	28	(179)	(53)
Other current assets	(39)	10	(23)
Other assets	34	53	10
Accounts payable and accrued liabilities	206	(37)	243
Deferred revenues and other liabilities	(103)	(174)	(97)
Net cash provided by operating activities	4,338	3,403	3,874
Cash flows from investing activities:			
Acquisitions of businesses, net of cash acquired	(75)	(4,085)	(521)
Capital expenditures	(1,904)	(1,632)	(1,818)
Proceeds from divestitures of businesses and other assets, net of cash divested	96	885	49
Other, net	(11)	(15)	(86)
Net cash used in investing activities	(1,894)	(4,847)	(2,376)
Cash flows from financing activities:			
New borrowings	7,948	9,420	13,237
Debt repayments	(8,404)	(9,629)	(10,088)
Premiums and other paid on early extinguishment of debt	(211)	(30)	(84)
Common stock repurchase program	(1,350)	(402)	(248)
Cash dividends	(970)	(927)	(876)
Exercise of common stock options	66	63	67
Tax payments associated with equity-based compensation transactions	(28)	(34)	(33)
Other, net	49	(20)	(11)
Net cash (used in) provided by financing activities	(2,900)	(1,559)	1,964
Effect of exchange rate changes on cash, cash equivalents and restricted cash and cash equivalents	2	4	2
(Decrease) increase in cash, cash equivalents and restricted cash and cash equivalents	(454)	(2,999)	3,464
Cash, cash equivalents and restricted cash and cash equivalents at beginning of period	648	3,647	183
Cash, cash equivalents and restricted cash and cash equivalents at end of period	$ 194	$ 648	$ 3,647
Reconciliation of cash, cash equivalents and restricted cash and cash equivalents at end of period:			
Cash and cash equivalents	$ 118	$ 553	$ 3,561
Restricted cash and cash equivalents included in other current assets	7	28	15
Restricted cash and cash equivalents included in restricted trust and escrow accounts	69	67	71
Cash, cash equivalents and restricted cash and cash equivalents at end of period	$ 194	$ 648	$ 3,647

See Notes to Consolidated Financial Statements.

WASTE MANAGEMENT, INC.

CONSOLIDATED STATEMENTS OF CHANGES IN EQUITY
(In Millions, Except Shares in Thousands)

	Waste Management, Inc. Stockholders' Equity								
		Common Stock		Additional Paid-In	Retained	Accumulated Other Comprehensive	Treasury Stock		Noncontrolling
	Total	Shares	Amounts	Capital	Earnings	Income (Loss)	Shares	Amounts	Interests
Balance, December 31, 2018	$ 6,276	630,282	$ 6	$ 4,993	$ 9,797	$ (87)	(206,299)	$ (8,434)	$ 1
Consolidated net income	1,671	—	—	—	1,670	—	—	—	1
Other comprehensive income (loss), net of tax	79	—	—	—	—	79	—	—	—
Cash dividends declared of $2.05 per common share	(876)	—	—	—	(876)	—	—	—	—
Equity-based compensation transactions, net of tax	164	—	—	56	1	—	2,585	107	—
Common stock repurchase program	(244)	—	—	—	—	—	(2,247)	(244)	—
Other, net	—	—	—	—	—	—	5	—	—
Balance, December 31, 2019	$ 7,070	630,282	$ 6	$ 5,049	$ 10,592	$ (8)	(205,956)	$ (8,571)	$ 2
Adoption of new accounting standards	(2)	—	—	—	(2)	—	—	—	—
Consolidated net income	1,496	—	—	—	1,496	—	—	—	—
Other comprehensive income (loss), net of tax	47	—	—	—	—	47	—	—	—
Cash dividends declared of $2.18 per common share	(927)	—	—	—	(927)	—	—	—	—
Equity-based compensation transactions, net	172	—	—	80	1	—	2,158	91	—
Common stock repurchase program	(402)	—	—	—	—	—	(3,687)	(402)	—
Other, net	—	—	—	—	(1)	—	4	1	—
Balance, December 31, 2020	$ 7,454	630,282	$ 6	$ 5,129	$ 11,159	$ 39	(207,481)	$ (8,881)	$ 2
Consolidated net income	1,817	—	—	—	1,816	—	—	—	1
Other comprehensive income (loss), net of tax	(22)	—	—	—	—	(22)	—	—	—
Cash dividends declared of $2.30 per common share	(970)	—	—	—	(970)	—	—	—	—
Equity-based compensation transactions, net	198	—	—	110	(1)	—	2,049	89	—
Common stock repurchase program	(1,350)	—	—	(70)	—	—	(8,731)	(1,280)	—
Other, net	(1)	—	—	—	—	—	4	—	(1)
Balance, December 31, 2021	$ 7,126	630,282	$ 6	$ 5,169	$ 12,004	$ 17	(214,159)	$ (10,072)	$ 2

See Notes to Consolidated Financial Statements.

The Proposer authorizes the City to contact the financial institutions listed below and to use information provided by them to evaluate the financial and business capability and responsibility of the Proposer.

1. Banking Reference

Name of Bank	Contact Information
Bank of America	P: (844) 401-6078, Option 2 W: www.bankvod.com



PROPOSAL FORM 22: AB 1669 STATEMENT

SB 1669 Statement

WM commits to retaining its current employees except for reasonable and substantiated cause, as those are described in and in compliance with the referenced Labor Code Sections.

Talent Engagement and Retention

WM is a company committed to People First, knowing that the daily contributions of our 48,300 employees are what enable us to play a vital role in the communities we serve. The success of WM depends upon the success of each employee, and we strive to give them the tools they need to develop and excel in their careers.

Employee turnover continues to be a concern in the environmental services industry due to high demand in a strong economy for skilled workers - especially truck drivers, route managers, and maintenance technicians. According to a recent study by the American Trucking Association, the need for drivers could surpass 160,000 in 2030. We also compete against other industries for certain talent, such as the oil and gas industry for engineers in our renewable energy facilities.

By promoting from within and offering a wide variety of training opportunities, WM helps employees maximize their effectiveness and grow in their careers.

WM is committed to providing a living wage to all employees, which is defined as the minimum pay received for the basic number of working hours to ensure coverage of workers' and their families' basic needs. During the pandemic, we also guaranteed all full-time hourly employees' pay for a 40-hour work week, regardless of COVID-19-related service decreases.

WM recently launched a pilot program to assist graduating high school seniors and recent graduates with earning a commercial driver's license (CDL).

WM will pay the tuition costs and provides hourly wages to participants. With no upfront costs, this program creates a clear pathway for participants to enter the WM workforce in a few steps:

Obtain a CDL: WM partners with CDL schools to cover tuition costs and pay participants an hourly wage.

Complete new driver training: Take a one-week, classroom-based training to learn WM's safety/operational practices.

Learn from others: Complete a one-week, hands-on practical driving skills training course with experienced trainers in Arizona.

Begin on-the-job training: Continue training at the WM site to further develop skills to operate trucks safely.

Develop career skills: Participate in the WM career readiness boot camp to help build essential career development skills in communication, feedback,

WM is committed to fair treatment of all employees. With approximately 8,500 union employees in the U.S. and Canada – 20% of our workforce - this commitment is met according to the practices and expectations agreed to within the collective bargaining unit. For non-union employees, we look for ways to reinforce our fair treatment and continuous learning culture.

Being an employer of choice is critical to our efforts to reverse the voluntary turnover trend while motivating us to sharpen our focus on our values and commitments that help us retain and empower good employees. By promoting from within and offering a wide variety of training opportunities, WM can help employees maximize their effectiveness and grow in their careers.

At the heart of our engagement and retention strategy is a steadfast commitment to WM's core commitments of **People First** and **Success with Integrity**. We commit to **People First** by taking care of each other, our customers, our communities, and our environment. We commit to **Success with Integrity** by being accountable, honest, trustworthy, ethical, and compliant in all we do.

Putting Our People First with Comprehensive Employee Benefits

We continue to strengthen WM as a workplace of choice through competitive pay, work environment, opportunities for growth, and benefits. Each eligible employee receives a comprehensive benefits package that includes healthcare, family care, and financial and educational benefits.

Healthcare	Financial
✓ Comprehensive health care coverage ✓ Prescription drug plan ✓ Dental/vision plans ✓ Salary continuance (short and long-term disability) ✓ Employee and family assistance program ✓ Retiree medical coverage	✓ Life and accidental death and dismemberment insurance ✓ Business travel accident insurance ✓ 401(k) plan with generous company match ✓ Employee stock purchase plan ✓ Legal services ✓ Employee discount programs
Educational	**Family**
✓ 100% tuition and tuition-related fees paid for employees and their immediate families – see below for more information ✓ Free online training programs	✓ Flexible spending accounts ✓ Adoption assistance program ✓ Education savings accounts ✓ WM scholarship programs ✓ Paid vacation and holidays, and sick leave

Investing in Our Employees' Tomorrow

WM recognizes the value of learning that occurs beyond our company. In 2021, we announced a new education benefit, Your Tomorrow™. Your Tomorrow™ was created in partnership with Guild Education to pay 100% of benefits-eligible employees' and dependents' tuition for 135+ business, technology, science and mathematics bachelor's degrees and master's programs.

WM is the first company to extend this type of benefit to family members - a clear example of our commitment to putting People First.

Engagement through Communication

Communication between company leaders and employees at all levels fosters honesty, accountability, and respect, all of which are critical to employee retention. Each quarter, senior leaders host a town hall-style meeting that covers a variety of topics, available to all employees via live-streaming technologies. Employees unable to attend can submit questions by email and view a replay on our intranet and our employee mobile app, WM Now.

WM Now is a one-stop shop for all things WM, making critical information available for field employees who may not have access to a desktop computer at work. This includes COVID-19 safety updates; access to employee benefits and our employee handbook; episodes of "The Route," our internal podcast; employee engagement efforts; and stories from across the company. We were pleased to achieve our goal of 80% adoption of the app within 10 months. Analytics tell us which features employees find most useful, and we use those insights, as well as qualitative feedback, to further refine the WM Now experience.

Communication is a two-way street, so we solicit feedback from employees on how we can improve. Constant and collaborative engagement is the foundation of our Service Delivery Optimization program, our Mechanic Service Delivery Optimization, our Peer Review safety program, our Sales Delivery Optimization program, and the fair treatment and respect that comes from the adherence to our Code of Conduct.

WM has a strong corporate culture focused on deep commitments to environmental sustainability, ethics, and the customers we serve. We believe our employees are our greatest assets, and if we take care of them, they will take care of our customers, our communities, our shareholders, our environment, and each other.

A New Pipeline of Talent

Our new Innovative Employment Pathways (IEP) program is creating a new pipeline of talent for our business while changing lives for the better. IEP is a recruitment program that provides second-chance employment opportunities to overlooked and underserved community populations, including those who have experienced homelessness, displacement, incarceration, and significant employment gaps.

The program begins with core training for all participants and a survey to determine what skills individuals already bring and what additional training they might need. If they choose to enroll in IEP, individuals spend 90 days working as helpers, sorters, and laborers at WM material recovery facilities. During this period, they can learn more about possible career paths as drivers, technicians, and customer service representatives. After the 90-day period, IEP participants may have the opportunity to transition from temporary to permanent positions at Waste Management.

Since the program's launch, we have seen 50% higher short-term retention of IEP participants compared to nonparticipants. We plan to continue the program rollout at WM sites across North America, with the goal of activation at 80% of our facilities and 1,000 participants obtaining work experience by 2025.

IEP illustrates WM's commitment to People First, creating a culture of acceptance that helps people amplify their potential.



PROPOSAL FORM 23: KITCHEN FOOD SCRAPS CONTAINER

Provide the specifications for, and a photograph of, the residential kitchen Food Scraps container that will be provided:

As part of WM reaching 100% Residential SB 1383 compliance in 2022 we provided all single-family and multi-family properties with a kitchen food scraps containers. The containers are meant to simplify how residents collect and transport food scraps from their kitchen to the curb on collection day. As part of the new agreement, WM will provide residents a replacement kitchen scraps container for an agreed upon price with the City.

WM's pro tips for less mess when using the food scraps kitchen containers are:

- Store your kitchen pail away from direct sunlight
- Line the bottom of your pail with brown bags, old newspaper, or mail to absorb moisture
- Wash your container regularly to avoid buildup and grime (It's dishwasher safe!)
- Freeze odorous food scraps (fish, dairy, meat) until collection day



Container Specifications

Material	Made of up to 25% recycled plastic
Volume	2 Gallon
Dimensions	11.75"L x 8.25"W x 9"H
Lid	Yes
Dishwasher Safe	Yes
Label	Sticker
Unit price	$4.28

How to order a kitchen pail:

WM will create a residential kitchen food scraps code to track all food scrap container requests called in by customers. Our customer experience team will then create a ticket for delivery. The ticket would then be routed to operations to deliver on their normally scheduled service day. Verbal request made with the recycling coordinator will also trigger a similar process. Once a verbal request is received, our recycling coordinator will input an order utilizing our internal WM help desk that creates tickets.



Call, visit MyWM.com, or utilize the My WM App to order new container	WM Customer Service will create a ticket and schedule delivery for your next regular service day	View service completion confirmation via MyWM.com or My WM App

This Proposal Form 23 will become Attachment GG to the final Agreement.



PROPOSAL FORM 24: COMMERCIAL INTERNAL FOOD SCRAPS CONTAINER

Provide the specifications for, and a photograph of, the commercial internal Food Scraps recycling container that will be provided by the Proposer:

Specifications of 23-gal Internal Food Scraps Container

WM will provide businesses the option to purchase 23-gallon food scraps containers to help streamline their food scraps collection program. The thin profile containers offer businesses a convenient way to source separate food scraps without compromising valuable space in limited kitchens.

To mitigate what we call the “yuk factor” of food scraps recycling collection, we allow for food waste to be placed in plastic bags as our organics processing site can mechanically sort plastic bags from the organics waste stream. If compostable plastics support a customer's program they are also accepted.



Specification of Container

Width	20 Inches
Depth	11 Inches
Height	30 Inches
Capacity	23 Gallons
Unit Price	$52.75
Shipping	$8.00
Price	$60.75

How to order a kitchen pail:

WM will create commercial food scraps code to track all food scrap container requests called in by customers. Our customer experience team will then create a ticket for delivery. The ticket would then be routed to operations to deliver on their normally scheduled service day. Verbal request made with the recycling coordinator will also trigger a similar process. Once a verbal request is received, our recycling coordinator will input an order utilizing our internal WM help desk that creates tickets.



Call, visit MyWM.com, or utilize the My WM App to order your container	WM Customer Service will create a ticket and schedule delivery for your next regular service day	View service completion confirmation via MyWM.com or My WM App

This Proposal Form 24 will become Attachment HH to the final Agreement.



PROPOSAL FORM 25: BIN SENSORS TO BE PROVIDED BY CONTRACTOR

Option 1: An ‘opt-in’ Pilot Program

Customers that are interested in receiving this service would request the service from WM who will make arrangements for the equipment to be installed. WM would work directly with Compology and the customer to set up the technology and online portal showing bin fullness and other key metrics.

Brand:	Compology
Monthly Licensing Cost:	$15
Instillation Cost:	$75
Proposed Rate:	$22.51 per bin, per sensor
Replacement Cost:	$214.73

Option 2: City-Directed Program.

If and when directed by City, WM will provide bin sensors for all commercial and multi-family bins, as described in Section 8.04.G.1 of the Agreement.

Brand:	Compology
Monthly Licensing Cost:	$15
Instillation Cost:	$75
Proposed Rate:	$22.51 per bin, per sensor
Replacement Cost:	$214.73

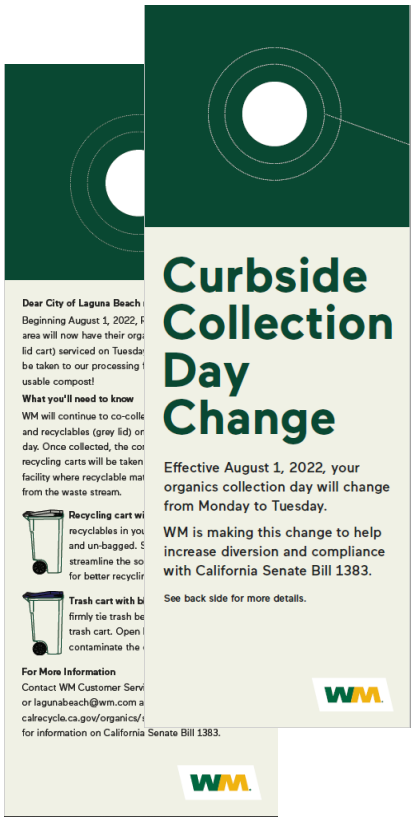
This Proposal Form 25 will become Attachment V to the final Agreement.



PROPOSAL FORM 26: SERVICE OPTIONS FOR HARD TO SERVICE AREAS

WM's Proposed Collection Methodology

In response to SB1383, in August of 2022 WM updated our service collection method in the Hard to Service Areas. WM no longer collects all three streams in one pass. Currently, trash and recycling are co-collected and taken to our materials recovery facility where the recyclables are mined out. Residential organics is then collected separately. To do this, WM added an additional day for residents who receive service on Mondays, collecting their organics the following Tuesday.



Still, with these changes, the challenge of truck capacity remains. Our ASL burro truck has a capacity equivalent to a 6-yard bin and requires our driver to make multiple trips to the transfer station each day. Each trip to the transfer station takes at minimum one hour, and results in a loss of valuable time.



EXAMPLE OF SPECIAL SERVICE AREA UNIQUE TO LAGUNA BEACH

As the hauler who designed the current Hard to Service routes, we are the most equipped to provide the City with a viable Hard to Service collection methodology. WM proposes to re-route residential customers in the Hard to Service area dividing out all 400 residents across 5 days. Doing so would create a smaller and shorter route that would allow the driver to collect the entire route with fewer trips to the transfer station in between. It would also allow the driver to empty his truck after each commodity and return to service all three streams.

WM has worked with the City since automated collection was launched, and has proven through years of experience what makes WM the industry. While other haulers may paint a picture of how they intend to service these areas, no other hauler can accurately understand the level of skill, focus and dedication it takes to provide these customers reliable, and safe service.

This Proposal Form 26 will become Attachment X to the final Agreement.



PROPOSAL FORM 28: PROPOSED CUSTOMER SERVICE SYSTEM

Article 9 of the Agreement describes the customer service and responsiveness requirements. Complete this Proposal Form with metrics regarding how Proposer, if selected, will provide exquisite levels of customer service to the residents and businesses in the City of Laguna Beach.

State-of-the-Art Customer Service Network

Excellent customer service begins with good listening skills, and that is what we strive to provide with our highly trained Customer Service Representatives (CSRs). Laguna Beach customer calls will be answered by our CSRs, all of whom are trained on local market nuances and unique customer needs, within our national network.

WM has one call center that will be used to field customer calls in Laguna Beach located at 5701 S. Eastern Avenue, Suite 300 Commerce, CA 90040. The call center features:

- 37 full time employees all available to take calls for the City
- 6 Call Center Supervisors equipped to handle escalated issues
- 1 Call Center Manger dedicated to maintaining the consistency of excellent customer service

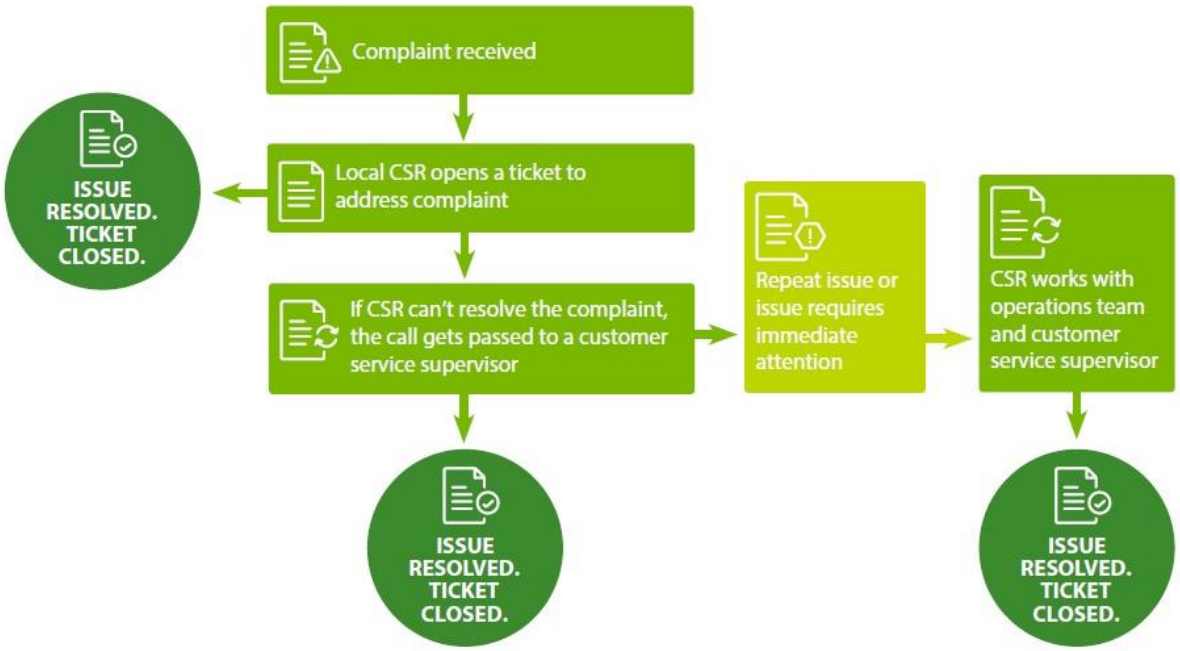
Our call center provides services for close to 900,000 customers across 70 cities and is open from 8 a.m. until 5 p.m. local time, Monday through Friday. The center is closed on the 4th of July, Labor Day, Memorial Day, Thanksgiving Day, Christmas Day, and New Year's Day.

WM's customer service network has friendly, skilled representatives trained in superior customer service handling. Our CSRs are empowered to resolve customer issues on the first call. We use surveys and feedback to continuously improve our operations. Calls are monitored weekly, and one-on-one feedback sessions are conducted between CSRs and supervisors.

Customer contacts, including requests for service, change of status, change of service, status of service, complaints, and compliments, are tracked through a ticket system. Each ticket is created in an open status and requires closure upon completion of requested action and/or resolution. Local management and their teams are responsible for providing requested service and/or issue resolution and to monitor the status of all tickets for timely service completion.

- If an issue requires immediate attention and/or escalation, the CSR will reach out to the local operations and public sector management teams.

- If a repeat issue occurs within two months, a ticket will also be opened to alert the operations management team that a recurring problem exists. WM has developed a quality control program that includes performance standards for ticket creation, closure, tracking, and service recovery. Local management is responsible and accountable for these performance standards.



In the event of a local outage (e.g., power outage, natural disaster, etc.), WM's technology infrastructure allows calls to be rerouted throughout our nationwide customer service network, creating system redundancy. Our CSRs have access to our Knowledge Management Tool, "Green Pages," and can assist Laguna Beach customers at all times with customer-specific information.

Describe how online forms, callbacks, and other technological innovations will be implemented to enhance the customer service experience. Include an example of a monthly report showing the key data metrics required in Article 9, including average hold time for the month, number of non-connected calls, number of dropped calls, number of callbacks, and other metrics.

Transformative Customer Service Technologies

Through our investment in the following key technologies we provide our customers with world-class service with ever-increasing convenience and ease:

Onboard Computer System (OCS)

A technology advancement that continues to drive customer service satisfaction is our Onboard Computer System (OCS). This technology has many operational and efficiency benefits - specifically it enhances our customer service through:

- Obtaining real-time information related to all truck locations, stops serviced, capacity, and service status
- Allowing one-touch service verification, identifying carts that have been serviced, and indicating a reason for any cart not being collected (e.g., cart not out, cart blocked, locked access, etc.)
- Enabling centralized customer service and dispatch to communicate with Laguna Beach's operations team for immediate and efficient customer issue resolution, including on-call requests, rerouting, and customer service needs
- Empowering drivers to note missing or damaged carts so tickets may be proactively generated for repair or replacement

Customer at a Glance (CAAG)

Customer at a Glance (CAAG) expands our customer service representatives' ability to quickly understand a customer's account and service history. WM utilizes numerous technologies and systems so we can provide the highest quality and most efficient service possible. CAAG brings customer data together from key WM systems and incorporates data into a single application:

- WM.com ezPay
- WM's integrated billing system, Mid-Atlantic System (MAS)
- Onboard Computing System (OCS), which captures service history and service statuses

Through use of CAAG, CSRs have eliminated the need to open and search for data in multiple applications during a customer call. Using CAAG also provides CSRs access to the whole picture. It gives us access to everything we need to know about our customers and allows us to maximize first call resolutions in less time.

Green Pages: A Customer-Focused Knowledge Management Tool

WM uses a proprietary web-based Knowledge Management Tool (KMT) called Green Pages to track and maintain all information related to the services provided in our contracts. Laguna Beach will have customized pages within Green Pages that include local, contract-specific information such as available services, rates, collection schedules, maps, special events, and activities.

Since Green Pages is our go-to source for Laguna Beach-specific information, we regularly review and update any necessary changes to enhance the quality and delivery of information to our customers. As new, local programs are developed, the Green Pages are updated in real-time, which is critical for communicating special event information and emergency or weather-related messaging.

Since Green Pages is accessible to all our CSRs nationwide, it enables our nationwide network of experienced CSRs across the country to instantly access Laguna Beach's service-related information, allowing WM to provide consistent, accurate information during the most critical emergency situations.

Measuring Our Customer Service Performance

WM strives to meet customer needs quickly and consistently by utilizing key performance metrics and detailed customer feedback to continuously improve call handling quality and customer satisfaction.

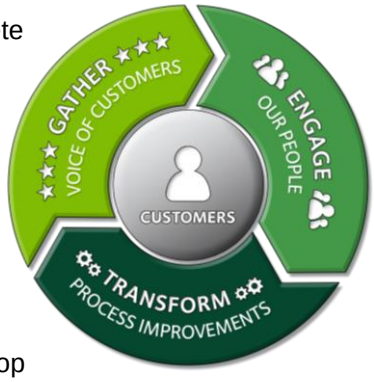
Key Performance Metrics

We monitor, measure, and coach key performance metrics to validate availability to service our customers when they have a need or problem to resolve. We benchmark world-class industry standards to set our goals:

- **Average Speed of Answer (ASA):** We strive to answer our customer calls in less than 60 seconds on average, calculated monthly.
- **Call Abandon Rate (ABA):** Less than 5 percent of callers disconnect before their call is answered, calculated monthly.

NEW! Customer Insights - The Voice of Our Customers Matters

As part of our commitment to continuously keep our customers at the center of everything we do, we recently launched a new Voice of Our Customers (VOC) survey. The results from this survey provide our team with real-time, actionable feedback to improve service delivery.



Every month, we invite thousands of customers across the nation to complete the survey, either online or by phone. Our prior survey took seven to eight minutes on average to complete; the new user-friendly version only takes three to four minutes on average. We receive about 50,000 survey responses per month.

The survey initially focuses on core questions related to the customer's overall relationship with WM, then expands into targeted questions regarding the customer's service experience with our company. This new survey provides us with unprecedented insights into our customers' service experience, needs, and priorities, which gives us the data we need to develop proactive solutions to not only meet but exceed their expectations every day.

Continuous Evaluation, Improvement, and Training

We do not stop with new hire training; WM is committed to the continuous improvement and training of our customer service team. As our business progresses and the needs of our customers change, our leaders and CSRs receive continuing education about new and revised processes, coaching practices, and more.

Independent Quality Monitoring

WM employs an external company to monitor our customer service team performance. The analysts evaluate and assess representatives based on the same internal metrics used by our Customer Service Center management. We are able to capture additional, independent data points to help measure our performance.

Based on business needs, continuing education can be virtual training, web-based training, supervisor-led training or huddles, side-by-side call listening, peer mentoring, or coaching.

The following exercises help measure and improve the customer experience throughout the life of the contract by taking real-time data and experience to improve, coach, and train.

Accountability through Leader-led Monitoring: CSRs are monitored multiple times minimum of four times per month. Leader-led monitoring sessions provide immediate feedback on call handling to foster an excellent customer experience. As part of that monitoring session, employees are evaluated on 72 talking points and scored on a scale of one to four.

Customer Service Scorecard: Each CSR receives a monthly evaluation of individual performance with actions and opportunities to develop and improve. The Scorecard is balanced between quality, scheduled adherence, and efficiency, and sales as appropriate. The Scorecard is composed of four qualifying sections:

- Quality Assurance
- Resource Management
- Efficiency
- Qualitative Professional Development

Meetings and Action Plans: To maintain and improve our customer service standards, the customer experience team meets weekly to discuss any service issues, upcoming area initiatives or events, and to review any potential opportunity for improving the overall customer experience. The team develops an action plan for continuous improvement.

Talent Central: Talent Central is an online learning portal with resources for drivers, CSRs, and all other WM employees. It houses a series of service delivery and improvement training specifically for drivers. These modules are used for ongoing training and are created to address issues as they are observed in the field.

Game-Changing Customer Service Tools Now at Your Disposal

WM is committed to finding ways to make it easy for our customers to manage their services conveniently and efficiently. Our new technologies provide our customers with the ability to better manage their accounts, improve communications, and enhance their customer experience. We are excited to share the features available on our new My WM Mobile App and on WM.com.

Self-Service with Easy Navigation on WM.com

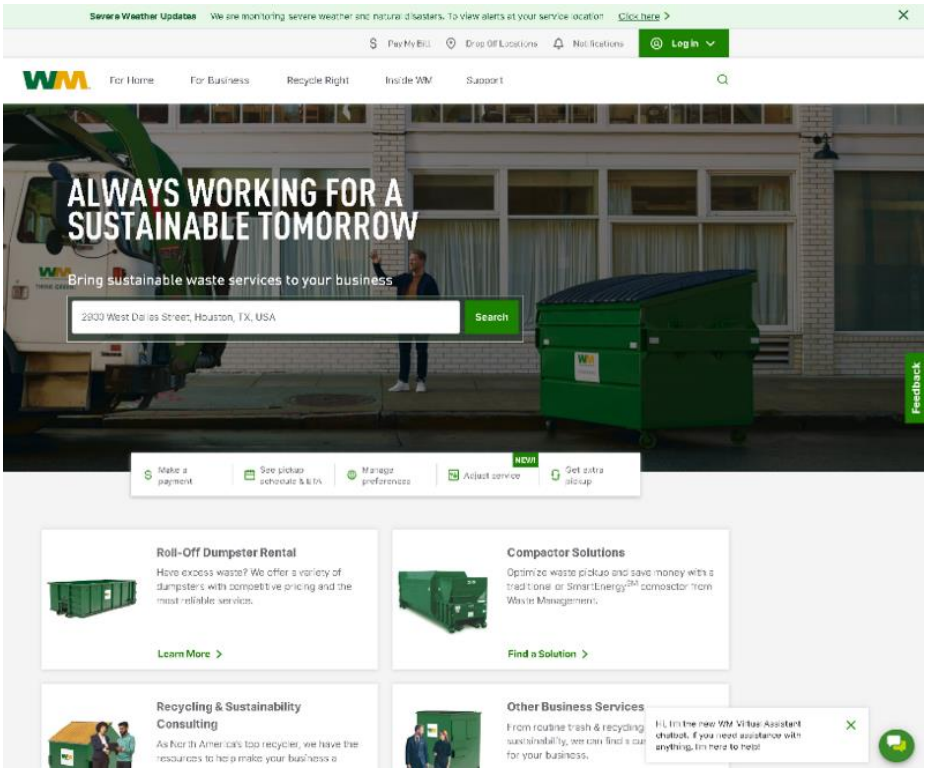
We provide a highly effective and easy-to-use website created specifically for Laguna Beach that allows customers to easily manage their accounts online. The site includes an assortment of 24/7 self-service features. Through WM.com, customers can:

- Request changes to existing service or add new services
- Access collection calendars, notifications, recycling information, holiday schedules, and estimated time of pickup
- Manage billing (e.g., balances, statements, payments)
- Interact with a CSR via live chat or email

- Learn about local promotions and events such as a spring cleanup event

Our customers are on the go yet usually “connected” in some way courtesy of today’s technology. In addition to our My WM App and a custom, easy-to-use website, we offer:

- **Live Chat:** A team of customer service professionals is dedicated to this service channel. Chat sessions are initiated through our website, in real time, between the hours of 8 a.m. and 5 p.m. local time, Monday through Friday.
- **Social Media:** As social media continues to increase its presence in our everyday lives, WM is committed to providing the highest level of service through these channels. Our local Facebook page and Twitter account serve as outlets for WM to keep customers informed about services, the company, events and activities, and ways they can improve their environmental footprint.
- **Self-Service Options:** Our customer service number features an Interactive Voice Response (IVR) system. Through the WM automated IVR, customers can find basic account information, make account payments, and check driver schedule/ETA.
-



Self-Service in the Palm of Your Hand



Manage Your Account Quickly and Securely with All-New My WM Mobile App



WM has launched the all-new My WM Mobile App, empowering customers to enjoy a customizable experience throughout every stage of their service journey. The mobile app introduces a modern design and a variety of self-service capabilities that allow customers to conveniently manage their accounts in one place. To guarantee security, the app was built with the latest technology that enables facial recognition and fingerprint login.

With the My WM Mobile App, customers can:

- View and manage service schedules and the ability to request services
- Receive a heads-up on expected service dates
- Follow roll off hauling trucks in real time, allowing adequate time to prepare for service
- Make easy payment options using ApplePay or AutoPay along with Paperless Billing

For a video tour of the new app, visit www.WM.com/us/en/my-wm-mobile-app. The My WM Mobile App is available for either iOS (iTunes App Store) or Android (Google Play).

WM Mobile App and WM.com Capabilities

		RESIDENTIAL	COMMERCIAL
Auto Pay	Customers can pay on time, every time and enjoy the peace of mind that comes with an automatically reoccurring payment method.	✓ WM.com ✓ Mobile	✓ WM.com ✓ Mobile
Paperless Billing	Customers can opt to receive invoices online. They receive a notification via email when their invoice is available.	✓ WM.com ✓ Mobile	✓ WM.com ✓ Mobile
Online Bill Pay	Available 24/7 and saves customers time from calling or mailing payments	✓ WM.com ✓ Mobile	✓ WM.com ✓ Mobile
WM.com profile	WM.com enables customers to access billing, account, and self-service information, and applications	✓ WM.com ✓ Mobile	✓ WM.com ✓ Mobile
Edit Contact Information	Customers can easily update personal contact information online anytime, from anywhere.	✓ WM.com ✓ Mobile	✓ WM.com ✓ Mobile
Empty and Return	Customers can schedule an empty/return roll-off service or switch out containers. This service can be modified or cancelled as needed.	N/A	N/A
Pickup Schedule	Customers can view pickup schedules and next pickup date.	✓ WM.com	✓ WM.com
Holiday Schedule	Provides up-to-date information online and prepares customers for potential service delays due to holidays.	✓ WM.com	✓ WM.com
Bulky or Extra Pickup	Schedule a bulky item or an extra pickup quickly and easily by using our simple online form.	✓ WM.com ✓ Mobile	✓ WM.com ✓ Mobile
Communication Preferences	WM Preference Center allows customers to choose how, when and where they receive service, account and billing notifications.	✓ WM.com ✓ Mobile	✓ WM.com ✓ Mobile
Touch ID/Face ID	Customers can use their device enabled touch or face ID for logging into the My WM app	✓ Mobile	✓ Mobile
Request Alteration	Request repair, relocation, or removal of container	N/A	✓ Mobile
Truck Tracker	Get updates on where your truck is in real time	N/A	✓ Mobile

Keeping in Touch	Customers can call/email WM directly from app	✓ Mobile	✓ Mobile
Provide Feedback	Provide us real-time feedback on their digital experience	✓ WM.com ✓ Mobile	✓ WM.com ✓ Mobile



PROPOSAL FORM 29: PROPOSED MAXIMUM RATES TO BE CHARGED

Please see the following pages for rates.

Proposal Form 29 Revised 1/6/23 and 1/20/23

Instructions: Fill in the cost and productivity assumptions used to develop proposed rates as listed in Tables 1 - 4 below. Failure to provide the requested assumption data will be counted against proposers in the RFP evaluation. Cells shaded in yellow require proposer input.

Table 1: Residential Assumptions

Enter cost assumptions into yellow shaded area below							
Density of Residential Curbside MSW	49.5	per cubic yard =			0.25	lbs. per gallon	
Density of Residential Curbside Recyclable Materials	25.2	per cubic yard =			0.12	lbs. per gallon	
Density of Residential Curbside Co-collected Yard Trimmings and Food Scraps	30.5	per cubic yard =			0.15	lbs. per gallon	
Fully Burdened Cost per Hour to Operate Residential Side Loader	$ 165.98	$ per hour					
Time to service residential cart (includes time on and off route)	0.014	hours =	71.000	toters per hour =	$ 2.34	per toter per service	
Cost per ton for disposal	$ 42.22	$ per ton =	$ 0.02	disposal per lbs. of MSW			
Cost per ton for processing single-stream recyclables	$ 90.52	$ per ton =	$ 0.05	processing cost per lbs. of recycling			
Composite revenue per ton for sale of single-stream recyclable materials	$ 102.45	$ per ton =	$0.05	revenue per lbs. of single-stream recycling			
Residue percentage of residential single-stream recyclables	29%						
Processing cost per ton for composting	$ 115.62	per ton =	$ 0.06	processing cost per lbs. of composting			
Revenue per ton for finished compost	$ -	per ton =	$ -	sales revenue per lbs. of compost			
Cost per ton to transfer	$ 15.68	per ton =	$ 0.01	cost per lbs. of transferring			

Table 2: Commercial and Multi-family Assumptions

Enter cost assumptions into yellow shaded area below								
Density of Commercial MSW	92.4	lbs. per cubic yard						
Density of Commercial Recyclable Materials	32.3	lbs. per cubic yard =			0.16	lbs. per gallon		
Density of Commercial Yard Trimmings	94	lbs. per cubic yard =			0.47	lbs. per gallon		
Density of Commercial Food Scraps	106	lbs. per cubic yard =			0.52	lbs. per gallon		
Density of Commercial Co-collected Food Scraps and Yard Trimmings	99.4	lbs. per cubic yard =			0.49	lbs. per gallon		
Density of Multi-family MSW	92.4	lbs. per cubic yard			0.46			
Density of Multi-family Recyclable Materials	32.3	lbs. per cubic yard =			0.16	lbs. per gallon		
Density of Multi-family Yard Trimmings	94	lbs. per cubic yard =			0.47	lbs. per gallon		
Density of Multi-family Food Scraps	106	lbs. per cubic yard =			0.52	lbs. per gallon		
Density of Multi-family Co-collected Food Scraps and Yard Trimmings	99.4	lbs. per cubic yard =			0.49	lbs. per gallon		
Time to service commercial/multi-family **CART** (includes time on and off route)	0.089	hours =	11.2	lifts per h	5.34	min per lift		
Time to service commercial/multi-family BIN (includes time on and off route)	0.089	hours =	11.2	lifts per h	5.34	min per lift		
Fully Burdened Cost per Hour to Operate Commercial Cart Collection Vehicle (CNG Vehicle) -	$ 180.67	$ per hour	11.2	lifts per h	$ 16.08	per lift		
Fully Burdened Cost per Hour to Operate Commercial Front Loader -	$ 180.67	$ per hour	11.2	lifts per h	$ 16.08	per lift		
Cost per ton for Residue disposal	$ 42.22	$ per ton =	$ 0.02	disposal cost per lbs. of MSW				
Cost per ton for processing commercial/multi-family single-stream recyclables	$ 90.52	$ per ton =	$ 0.05	per lbs. of MSW				
Composite revenue per ton for sale of mixed commercial recyclable materials	$ 97.66	$ per ton =	$0.05	per lbs. of single-stream recycling				
Residue percentage of commercial mixed recyclables	42%							
Processing cost per ton for composting	$ 115.62	per ton =	$ 0.06	cost per lbs. of composting				
Processing cost per ton for co-digestion	$ 148.68	per ton =	$ 0.07	cost per lbs. of co-digestion				
Revenue per ton for finished compost	$ -	per ton =	$ -	benefit per lbs. of compost				
Cost per ton to transfer single-stream recyclables	$ 19.37		$ 0.01					
Cost per ton to transfer source-separated food scraps	$ 20.60		$ 0.01					
Cost per ton to transfer MSW	$ 10.27	per ton =	$ 0.01	cost per lbs. of transferring				

Table 3. Cost Assumptions for Providing Core Special Services - Residential

	Total Available Number of Households	Projected Monthly Household Participation Percentage	Monthly Cost of Providing Service at Projected Participation Levels
Curbside collection of bulky items (includes white goods)	10,477	1.8%	$ 8,530.00
Mail-back collection of sharps	10,477	0.9%	$ 286.00

	Total Available Number of Households	Projected Quarterly Household Participation Percentage	Quarterly Cost of Providing Service at Projected Participation Levels
Quarterly HHW Collection	10,477	1.1%	$ 3,514.00

Table 4: Assumed Weights for Temporary Bins, Roll-offs, and Compactors (used for rate items 7 - 17)

Container Size	Single Stream Recyclables	MSW to Landfill	Source-separated Food Scraps	Source-separated Yard Trimmings	Co-collected Food Scraps and Yard Trimmings	Mixed C&D
Temporary - 2 Cubic Yard Bin	240	720	960	960	960	1,692
Temporary - 3 Cubic Yard Bin	360	1,080	1,440	1,440	1,440	2,592
Temporary - 4 Cubic Yard Bin	480	1,440	1,920	1,920	1,920	3,087
Temporary - 6 Cubic Yard Bin	720	2,160	2,880	2,880	2,880	3,600
Temporary/Permanent - 10 Cubic Yard Roll-off	1,200	3,600	4,800	4,800	4,800	14,000
Temporary/Permanent - 20 Cubic Yard Roll-off	1,400	4,200	5,600	5,600	5,600	8,460
Temporary/Permanent - 25 Cubic Yard Roll-off	1,600	4,800	6,400	6,400	6,400	8,640
Temporary/Permanent - 30 Cubic Yard Roll-off	1,800	5,400	7,200	7,200	7,200	8,820
Temporary/Permanent - 40 Cubic Yard Roll-off	2,000	6,000	8,000	8,000	8,000	9,000
Permanent - 3 Cubic Yard Compactor	720	2,160	2,880	2,880	2,880	
Permanent - 4 Cubic Yard Compactor	960	2,880	3,840	3,840	3,840	
Permanent - 6 Cubic Yard Compactor	1,440	4,320	5,760	5,760	5,760	
Permanent - 10 Cubic Yard Compactor	2,400	7,200	9,600	9,600	9,600	
Permanent - 20 Cubic Yard Compactor	2,800	8,400	11,200	11,200	11,200	
Permanent - 25 Cubic Yard Compactor	3,200	9,600	12,800	12,800	12,800	
Permanent - 30 Cubic Yard Compactor	3,600	10,800	14,400	14,400	14,400	
Permanent - 40 Cubic Yard Compactor	4,000	12,000	16,000	16,000	16,000	

ATTACHMENT D

Maximum Rates To Be Charged

Fill in the rates proposed as the maximum rates to customers below for each level of service. Rates must be broken down to show the collection cost, processing cost and disposal cost. The procedure for adjusting costs throughout the term of the contract appears in **Article 14** of the Agreement. A sample calculation is shown in **Attachment J**. The disposal portion will only be adjusted as that cost actually changes. Disposal costs are a pass through cost and cannot include any mark up, overhead or administrative costs.

Rates must be submitted in 2024 dollars.

This form will become an attachment to the final Agreement.

1. Residential Basic Level of Service (weekly collection service unless otherwise stated)

		Collection Component (85% Labor and 15% Fue				Processing		Residual Disposal			
1a.	Co-collected Food scraps and Yard Trimmings Processed at a Composting Facility	Labor	+ Fuel	= Total Collection	+	Composting	+	Disposal	=	Total	
	30-35, 60-70, or 90-96 gallon - Co-collected Food Scraps and Yard Trimmings - **Compost**	5.54	0.98	6.52		3.79		-		10.31	per mo
	Each additional 30-35, 60-70, or 90-96 gallon cart - Co-collected Food Scraps and Yard Trimmings - **C**	4.16	0.73	4.89		2.85		-		7.74	per mo

		Collection Component (85% Labor and 15% Fue				Processing		Residual Disposal			
1b.	Recycling Cart	Labor	+ Fuel	= Total Collection	+	Clean MRF	+	Disposal	=	Total	
	30-35, 60-70, or 90-96-gallon single-stream recycling cart	6.42	1.13	7.55		0.92		0.37		8.84	per mo
	Each additional 30-35, 60-70, or 90-96 gallon single-stream recycling cart	3.21	0.57	3.78		0.45		0.19		4.42	per mo

		Collection Component (85% Labor and 15% Fuel)						
1c.	MSW Cart - weekly service	Labor	+ Fuel	= Total Collection	+	Disposal	=	Total

ATTACHMENT D

Maximum Rates To Be Charged

Fill in the rates proposed as the maximum rates to customers for each level of Divertible Materials service below. As the amount of material being collected and handled is increasingly shifting into diversion, providing diversion services at no charge is no longer feasible and therefore is not permitted in this form. Best practices have identified that a Divertible materials collection rate that is 50% of the MSW rate obtains optimal generator participation. As noted in **Section 6. MSW Rate Sheet** commercial MSW rates may include any costs that are not recovered by offering Divertible Materials collection programs at 50% the rate for MSW. The rate proposed for collection of commercial, multi-family, temporary bin, temporary roll off, permanent roll off and compactor customers for divertible materials must be 50% lower than the rate proposed for collection of MSW materials.

Rates must be submitted in 2024 dollars.

This form will become an attachment to the final contract.

2. Commercial and Multi-Family Single-Material and Single-Stream Recyclables

		Collection Component (85% Labor and 15% Fuel			Processing	Residual Disposal		
2a.	35-gallon Cart	Labor	+ Fuel	= Total Collection	+ Clean MRF	+ Disposal	= Total	
	1 pick-up per week	$ 24.12	$ 4.26	$ 28.38	$ 1.76	$ 1.28	$ 31.42	per month
	2 pick-ups per week	$ 47.03	$ 8.30	$ 55.33	$ 3.44	$ 2.51	$ 61.28	per month
	3 pick-ups per week	$ 69.95	$ 12.34	$ 82.29	$ 5.10	$ 3.74	$ 91.13	per month
	4 pick-ups per week	$ 92.86	$ 16.39	$ 109.25	$ 6.78	$ 4.96	$ 120.99	per month
	5 pick-ups per week	$ 115.78	$ 20.43	$ 136.21	$ 8.45	$ 6.18	$ 150.84	per month
	6 pick-up per week	$ 139.90	$ 24.69	$ 164.59	$ 10.20	$ 7.47	$ 182.26	per month
2b.	65 Gallon Cart	Labor	+ Fuel	= Total Collection	+ Clean MRF	+ Disposal	= Total	
	1 pick-up per week	$ 28.38	$ 5.01	$ 33.39	$ 2.06	$ 1.52	$ 36.97	per month
	2 pick-ups per week	$ 55.33	$ 9.76	$ 65.09	$ 4.04	$ 2.96	$ 72.09	per month
	3 pick-ups per week	$ 82.29	$ 14.52	$ 96.81	$ 6.00	$ 4.40	$ 107.21	per month
	4 pick-ups per week	$ 109.25	$ 19.28	$ 128.53	$ 7.97	$ 5.84	$ 142.34	per month
	5 pick-ups per week	$ 136.21	$ 24.04	$ 160.25	$ 9.93	$ 7.28	$ 177.46	per month
	6 pick-up per week	$ 164.58	$ 29.04	$ 193.62	$ 12.02	$ 8.79	$ 214.43	per month
2c.	95 Gallon Cart	Labor	+ Fuel	= Total Collection	+ Clean MRF	+ Disposal	= Total	
	1 pick-up per week	$ 33.94	$ 5.99	$ 39.93	$ 2.48	$ 1.81	$ 44.22	per month
	2 pick-ups per week	$ 66.19	$ 11.68	$ 77.87	$ 4.83	$ 3.54	$ 86.24	per month
	3 pick-ups per week	$ 98.44	$ 17.37	$ 115.81	$ 7.18	$ 5.26	$ 128.25	per month

	4 pick-ups per week	$ 130.69	$ 23.06	$ 153.75	$ 9.53	$ 6.98	$ 170.26	per month
	5 pick-ups per week	$ 162.93	$ 28.75	$ 191.68	$ 11.90	$ 8.70	$ 212.28	per month
	6 pick-up per week	$ 196.88	$ 34.74	$ 231.62	$ 14.36	$ 10.52	$ 256.50	per month
2d.	1 Cubic Yard Bin (standalone or half of 2-yard split bin)	Labor	+ Fuel	= Total Collection	+ Clean MRF	+ Disposal	= Total	
	1 pick-up per week	$ 72.04	$ 12.71	$ 84.75	$ 5.25	$ 3.85	$ 93.85	per month
	2 pick-ups per week	$ 140.47	$ 24.79	$ 165.26	$ 10.25	$ 7.50	$ 183.01	per month
	3 pick-ups per week	$ 208.91	$ 36.87	$ 245.78	$ 15.23	$ 11.16	$ 272.17	per month
	4 pick-ups per week	$ 277.34	$ 48.94	$ 326.28	$ 20.24	$ 14.81	$ 361.33	per month
	5 pick-ups per week	$ 345.78	$ 61.02	$ 406.80	$ 25.22	$ 18.47	$ 450.49	per month
	6 pick-up per week	$ 417.81	$ 73.73	$ 491.54	$ 30.49	$ 22.32	$ 544.35	per month
2e.	1.5 Cubic Yard Bin (standalone or half of 3-yard split bin)	Labor	+ Fuel	= Total Collection	+ Clean MRF	+ Disposal	= Total	
	1 pick-up per week	$ 75.47	$ 13.32	$ 88.79	$ 5.51	$ 4.03	$ 98.33	per month
	2 pick-ups per week	$ 147.17	$ 25.97	$ 173.14	$ 10.74	$ 7.86	$ 191.74	per month
	3 pick-ups per week	$ 218.87	$ 38.62	$ 257.49	$ 15.98	$ 11.69	$ 285.16	per month
	4 pick-ups per week	$ 290.57	$ 51.28	$ 341.85	$ 21.20	$ 15.52	$ 378.57	per month
	5 pick-ups per week	$ 362.27	$ 63.93	$ 426.20	$ 26.43	$ 19.35	$ 471.98	per month
	6 pick-up per week	$ 437.74	$ 77.25	$ 514.99	$ 31.94	$ 23.38	$ 570.31	per month
2f.	2 Cubic Yard Bin (standalone or half of 4-yd split bin)	Labor	+ Fuel	= Total Collection	+ Clean MRF	+ Disposal	= Total	
	1 pick-up per week	$ 78.75	$ 13.90	$ 92.65	$ 5.74	$ 4.21	$ 102.60	per month
	2 pick-ups per week	$ 153.57	$ 27.10	$ 180.67	$ 11.20	$ 8.20	$ 200.07	per month
	3 pick-ups per week	$ 228.38	$ 40.30	$ 268.68	$ 16.67	$ 12.20	$ 297.55	per month
	4 pick-ups per week	$ 303.20	$ 53.51	$ 356.71	$ 22.11	$ 16.20	$ 395.02	per month
	5 pick-ups per week	$ 378.01	$ 66.71	$ 444.72	$ 27.58	$ 20.19	$ 492.49	per month
	6 pick-up per week	$ 456.76	$ 80.61	$ 537.37	$ 33.32	$ 24.40	$ 595.09	per month
2g.	3 Cubic Yard Bin	Labor	+ Fuel	= Total Collection	+ Clean MRF	+ Disposal	= Total	
	1 pick-up per week	$ 88.20	$ 15.57	$ 103.77	$ 6.44	$ 4.71	$ 114.92	per month
	2 pick-ups per week	$ 172.00	$ 30.35	$ 202.35	$ 12.54	$ 9.19	$ 224.08	per month

	3 pick-ups per week	$ 255.79	$ 45.14	$ 300.93	$ 18.66	$ 13.66	$ 333.25	per month
	4 pick-ups per week	$ 339.58	$ 59.93	$ 399.51	$ 24.77	$ 18.14	$ 442.42	per month
	5 pick-ups per week	$ 423.37	$ 74.71	$ 498.08	$ 30.89	$ 22.62	$ 551.59	per month
	6 pick-up per week	$ 511.58	$ 90.28	$ 601.86	$ 37.32	$ 27.33	$ 666.51	per month
2h.	4 Cubic Yard Bin	Labor	+ Fuel	= Total Collectior	+ Clean MRF	+ Disposal	= Total	
	1 pick-up per week	$ 117.60	$ 20.75	$ 138.35	$ 8.58	$ 6.28	$ 153.21	per month
	2 pick-ups per week	$ 229.32	$ 40.47	$ 269.79	$ 16.73	$ 12.25	$ 298.77	per month
	3 pick-ups per week	$ 341.04	$ 60.18	$ 401.22	$ 24.88	$ 18.22	$ 444.32	per month
	4 pick-ups per week	$ 452.76	$ 79.90	$ 532.66	$ 33.03	$ 24.18	$ 589.87	per month
	5 pick-ups per week	$ 564.48	$ 99.61	$ 664.09	$ 41.19	$ 30.15	$ 735.43	per month
	6 pick-up per week	$ 682.07	$ 120.37	$ 802.44	$ 49.77	$ 36.43	$ 888.64	per month
2i.	6 Cubic Yard Bin	Labor	+ Fuel	= Total Collectior	+ Clean MRF	+ Disposal	= Total	
	1 pick-up per week	$ 147.00	$ 25.94	$ 172.94	$ 10.72	$ 7.85	$ 191.51	per month
	2 pick-ups per week	$ 286.64	$ 50.58	$ 337.22	$ 20.92	$ 15.31	$ 373.45	per month
	3 pick-ups per week	$ 426.29	$ 75.23	$ 501.52	$ 31.10	$ 22.77	$ 555.39	per month
	4 pick-ups per week	$ 565.93	$ 99.87	$ 665.80	$ 41.29	$ 30.23	$ 737.32	per month
	5 pick-ups per week	$ 705.58	$ 124.51	$ 830.09	$ 51.48	$ 37.69	$ 919.26	per month
	6 pick-up per week	$ 852.57	$ 150.45	$ 1,003.02	$ 62.21	$ 45.54	$ 1,110.77	per month

3. Commercial and Multi-Family Source-separated Food Scraps

*Note: Food scraps will only be collected in 35-gal, 65-gal, 1-yard, 1.5 yard, and 2-yard containers. Food scraps will **not** be collected as part of split bin service.*

		Collection Component (85% Labor and 15% Fuel			Processing	Residual Disposal		
3a.	35-gallon Cart	Labor	+ Fuel	= Total Collectior	+ omposting or Co-digestio	+ Disposal	= Total	
	1 pick-up per week	$ 13.67	$ 2.41	$ 16.08	10.46	$ 2.44	$ 28.98	per month
	2 pick-ups per week	$ 26.66	$ 4.70	$ 31.36	20.40	$ 4.75	$ 56.51	per month
	3 pick-ups per week	$ 39.65	$ 7.00	$ 46.65	30.34	$ 7.05	$ 84.04	per month
	4 pick-ups per week	$ 52.64	$ 9.29	$ 61.93	40.28	$ 9.37	$ 111.58	per month
	5 pick-ups per week	$ 65.62	$ 11.58	$ 77.20	50.22	$ 11.69	$ 139.11	per month

	6 pick-up per week	$ 79.29	$ 13.99	$ 93.28		60.68	$ 14.13	$ 168.09	per month		
3b.	65 Gallon Cart	Labor	+ Fuel	= Total Collectior	+	omposting or Co-digestio	+ Disposal	= Total			
	1 pick-up per week	$ 16.06	$ 2.84	$ 18.90		12.31	$ 2.88	$ 34.09	per month		
	2 pick-ups per week	$ 31.36	$ 5.53	$ 36.89		24.00	$ 5.59	$ 66.48	per month		
	3 pick-ups per week	$ 46.64	$ 8.23	$ 54.87		35.69	$ 8.31	$ 98.87	per month		
	4 pick-ups per week	$ 61.93	$ 10.93	$ 72.86		47.39	$ 11.02	$ 131.27	per month		
	5 pick-ups per week	$ 77.21	$ 13.62	$ 90.83		59.08	$ 13.75	$ 163.66	per month		
	6 pick-up per week	$ 93.29	$ 16.46	$ 109.75		71.39	$ 16.61	$ 197.75	per month		
3c.	1 Cubic Yard Bin (standalone)	Labor	+ Fuel	= Total Collectior	+	omposting or Co-digestio	+ Disposal	= Total			
	1 pick-up per week	$ 40.83	$ 7.21	$ 48.04		31.25	$ 7.26	$ 86.55	per month		
	2 pick-ups per week	$ 79.62	$ 14.05	$ 93.67		60.93	$ 14.18	$ 168.78	per month		
	3 pick-ups per week	$ 118.41	$ 20.90	$ 139.31		90.61	$ 21.08	$ 251.00	per month		
	4 pick-ups per week	$ 157.20	$ 27.74	$ 184.94		120.30	$ 27.99	$ 333.23	per month		
	5 pick-ups per week	$ 195.99	$ 34.59	$ 230.58		149.98	$ 34.90	$ 415.46	per month		
	6 pick-up per week	$ 236.83	$ 41.79	$ 278.62		181.21	$ 42.18	$ 502.01	per month		
3d.	1.5 Cubic Yard Bin (standalone)	Labor	+ Fuel	= Total Collectior	+	omposting or Co-digestio	+ Disposal	= Total			
	1 pick-up per week	$ 42.78	$ 7.55	$ 50.33		32.74	$ 7.61	$ 90.68	per month		
	2 pick-ups per week	$ 83.42	$ 14.72	$ 98.14		63.84	$ 14.85	$ 176.83	per month		
	3 pick-ups per week	$ 124.06	$ 21.89	$ 145.95		94.94	$ 22.09	$ 262.98	per month		
	4 pick-ups per week	$ 164.70	$ 29.07	$ 193.77		126.04	$ 29.32	$ 349.13	per month		
	5 pick-ups per week	$ 205.34	$ 36.24	$ 241.58		157.13	$ 36.57	$ 435.28	per month		
	6 pick-up per week	$ 248.12	$ 43.79	$ 291.91		189.87	$ 44.18	$ 525.96	per month		
3e.	2 Cubic Yard Bin (standalone)	Labor	+ Fuel	= Total Collectior	+	omposting or Co-digestio	+ Disposal	= Total			
	1 pick-up per week	$ 44.64	$ 7.88	$ 52.52		34.16	$ 7.94	$ 94.62	per month		
	2 pick-ups per week	$ 87.04	$ 15.36	$ 102.40		66.61	$ 15.50	$ 184.51	per month		
	3 pick-ups per week	$ 129.45	$ 22.84	$ 152.29		99.09	$ 23.03	$ 274.41	per month		
	4 pick-ups per week	$ 171.86	$ 30.33	$ 202.19		131.51	$ 30.60	$ 364.30	per month		

5 pick-ups per week	$ 214.26	$ 37.81	$ 252.07	163.96	$ 38.16	$ 454.19	per month
6 pick-up per week	$ 258.90	$ 45.69	$ 304.59	198.12	$ 46.10	$ 548.81	per month

4. Commercial and Multi-Family Source-separated Yard Trimmings

*Note: Yard Trimmings will only be collected in 35-gal, 65-gal, 1-yard, 1.5 yard, and 2-yard containers. Yard trimmings will **not** be collected as part of split bin service.*

		Collection Component (85% Labor and 15% Fuel				Processing		Residual Disposal			
4a.	35-gallon Cart	Labor	+ Fuel	= Total Collection	+	Composting	+	Disposal	=	Total	
	1 pick-up per week	$ 14.08	$ 2.49	$ 16.57		13.28		$ -		$ 29.85	per month
	2 pick-ups per week	$ 27.46	$ 4.85	$ 32.31		25.90		$ -		$ 58.21	per month
	3 pick-ups per week	$ 40.84	$ 7.21	$ 48.05		38.53		$ -		$ 86.58	per month
	4 pick-ups per week	$ 54.22	$ 9.57	$ 63.79		51.15		$ -		$ 114.94	per month
	5 pick-ups per week	$ 67.60	$ 11.93	$ 79.53		63.77		$ -		$ 143.30	per month
	6 pick-up per week	$ 81.68	$ 14.41	$ 96.09		77.06		$ -		$ 173.15	per month
4b.	65 Gallon Cart	Labor	+ Fuel	= Total Collection	+	Composting	+	Disposal	=	Total	
	1 pick-up per week	$ 16.57	$ 2.92	$ 19.49		15.63		$ -		$ 35.12	per month
	2 pick-ups per week	$ 32.31	$ 5.70	$ 38.01		30.48		$ -		$ 68.49	per month
	3 pick-ups per week	$ 48.05	$ 8.48	$ 56.53		45.32		$ -		$ 101.85	per month
	4 pick-ups per week	$ 63.79	$ 11.26	$ 75.05		60.17		$ -		$ 135.22	per month
	5 pick-ups per week	$ 79.53	$ 14.03	$ 93.56		75.02		$ -		$ 168.58	per month
	6 pick-up per week	$ 96.10	$ 16.96	$ 113.06		90.65		$ -		$ 203.71	per month
4c.	1 Cubic Yard Bin (standalone)	Labor	+ Fuel	= Total Collection	+	Composting	+	Disposal	=	Total	
	1 pick-up per week	$ 42.06	$ 7.42	$ 49.48		39.68		$ -		$ 89.16	per month
	2 pick-ups per week	$ 82.02	$ 14.47	$ 96.49		77.37		$ -		$ 173.86	per month
	3 pick-ups per week	$ 121.98	$ 21.53	$ 143.51		115.06		$ -		$ 258.57	per month
	4 pick-ups per week	$ 161.94	$ 28.58	$ 190.52		152.75		$ -		$ 343.27	per month
	5 pick-ups per week	$ 201.89	$ 35.63	$ 237.52		190.45		$ -		$ 427.97	per month
	6 pick-up per week	$ 243.96	$ 43.05	$ 287.01		230.12		$ -		$ 517.13	per month
4d.	1.5 Cubic Yard Bin (standalone)	Labor	+ Fuel	= Total Collection	+	Composting	+	Disposal	=	Total	
	1 pick-up per week	$ 44.07	$ 7.78	$ 51.85		41.56		$ -		$ 93.41	per month

	2 pick-ups per week	$ 85.93	$ 15.16	$ 101.09	81.07	$ -	$ 182.16	per month
	3 pick-ups per week	$ 127.80	$ 22.55	$ 150.35	120.55	$ -	$ 270.90	per month
	4 pick-ups per week	$ 169.66	$ 29.94	$ 199.60	160.04	$ -	$ 359.64	per month
	5 pick-ups per week	$ 211.53	$ 37.33	$ 248.86	199.52	$ -	$ 448.38	per month
	6 pick-up per week	$ 255.59	$ 45.10	$ 300.69	241.11	$ -	$ 541.80	per month
4e.	2 Cubic Yard Bin (standalone)	Labor	+ Fuel	= Total Collectior	+ Composting	+ Disposal	= Total	
	1 pick-up per week	$ 45.98	$ 8.11	$ 54.09	43.38	$ -	$ 97.47	per month
	2 pick-ups per week	$ 89.67	$ 15.82	$ 105.49	84.58	$ -	$ 190.07	per month
	3 pick-ups per week	$ 133.35	$ 23.53	$ 156.88	125.79	$ -	$ 282.67	per month
	4 pick-ups per week	$ 177.03	$ 31.24	$ 208.27	167.00	$ -	$ 375.27	per month
	5 pick-ups per week	$ 220.72	$ 38.95	$ 259.67	208.20	$ -	$ 467.87	per month
	6 pick-up per week	$ 266.70	$ 47.06	$ 313.76	251.58	$ -	$ 565.34	per month

5. Commercial and Multi-Family Co-collected Food Scraps and Yard Trimmings

Note: Co-collected Food Scraps and Yard Trimmings will only be collected in 35-gal, 65-gal, 1-yard, 1.5 yard, and 2-yard containers. Co-collected Food Scraps and Yard Trimmings will ***not*** *be*

		Collection Component (85% Labor and 15% Fuel			Processing	Residual Disposal		
5a.	35-gallon Cart	Labor	+ Fuel	= Total Collectior	+ Composting	+ Disposal	= Total	
	1 pick-up per week	$ 14.08	$ 2.49	$ 16.57	13.28	$ -	$ 29.85	per month
	2 pick-ups per week	$ 27.46	$ 4.85	$ 32.31	25.90	$ -	$ 58.21	per month
	3 pick-ups per week	$ 40.84	$ 7.21	$ 48.05	38.53	$ -	$ 86.58	per month
	4 pick-ups per week	$ 54.22	$ 9.57	$ 63.79	51.15	$ -	$ 114.94	per month
	5 pick-ups per week	$ 67.60	$ 11.93	$ 79.53	63.77	$ -	$ 143.30	per month
	6 pick-up per week	$ 81.68	$ 14.41	$ 96.09	77.06	$ -	$ 173.15	per month
5b.	65 Gallon Cart	Labor	+ Fuel	= Total Collectior	+ Composting	+ Disposal	= Total	
	1 pick-up per week	$ 16.57	$ 2.92	$ 19.49	15.63	$ -	$ 35.12	per month
	2 pick-ups per week	$ 32.31	$ 5.70	$ 38.01	30.48	$ -	$ 68.49	per month
	3 pick-ups per week	$ 48.05	$ 8.48	$ 56.53	45.32	$ -	$ 101.85	per month
	4 pick-ups per week	$ 63.79	$ 11.26	$ 75.05	60.17	$ -	$ 135.22	per month

	5 pick-ups per week	$ 79.53	$ 14.03	$ 93.56		75.02	$ -	$ 168.58	per month
	6 pick-up per week	$ 96.10	$ 16.96	$ 113.06		90.65	$ -	$ 203.71	per month
5c.	1 Cubic Yard Bin (standalone)	Labor	+ Fuel	= Total Collection	+	Composting	+ Disposal	= Total	
	1 pick-up per week	$ 42.06	$ 7.42	$ 49.48		39.68	$ -	$ 89.16	per month
	2 pick-ups per week	$ 82.02	$ 14.47	$ 96.49		77.37	$ -	$ 173.86	per month
	3 pick-ups per week	$ 121.98	$ 21.53	$ 143.51		115.06	$ -	$ 258.57	per month
	4 pick-ups per week	$ 161.94	$ 28.58	$ 190.52		152.75	$ -	$ 343.27	per month
	5 pick-ups per week	$ 201.89	$ 35.63	$ 237.52		190.45	$ -	$ 427.97	per month
	6 pick-up per week	$ 243.96	$ 43.05	$ 287.01		230.12	$ -	$ 517.13	per month
5d.	1.5 Cubic Yard Bin (standalone)	Labor	+ Fuel	= Total Collection	+	Composting	+ Disposal	= Total	
	1 pick-up per week	$ 44.07	$ 7.78	$ 51.85		41.56	$ -	$ 93.41	per month
	2 pick-ups per week	$ 85.93	$ 15.16	$ 101.09		81.07	$ -	$ 182.16	per month
	3 pick-ups per week	$ 127.80	$ 22.55	$ 150.35		120.55	$ -	$ 270.90	per month
	4 pick-ups per week	$ 169.66	$ 29.94	$ 199.60		160.04	$ -	$ 359.64	per month
	5 pick-ups per week	$ 211.53	$ 37.33	$ 248.86		199.52	$ -	$ 448.38	per month
	6 pick-up per week	$ 255.59	$ 45.10	$ 300.69		241.11	$ -	$ 541.80	per month
5e.	2 Cubic Yard Bin (standalone)	Labor	+ Fuel	= Total Collection	+	Composting	+ Disposal	= Total	
	1 pick-up per week	$ 45.98	$ 8.11	$ 54.09		43.38	$ -	$ 97.47	per month
	2 pick-ups per week	$ 89.67	$ 15.82	$ 105.49		84.58	$ -	$ 190.07	per month
	3 pick-ups per week	$ 133.35	$ 23.53	$ 156.88		125.79	$ -	$ 282.67	per month
	4 pick-ups per week	$ 177.04	$ 31.24	$ 208.28		166.99	$ -	$ 375.27	per month
	5 pick-ups per week	$ 220.72	$ 38.95	$ 259.67		208.20	$ -	$ 467.87	per month
	6 pick-up per week	$ 266.69	$ 47.06	$ 313.75		251.59	$ -	$ 565.34	per month

ATTACHMENT D

Maximum Rates To Be Charged

Fill in the rates proposed as the maximum rates to customers for MSW service assuming that all Commercial and Multi-family Divertible Materials (i.e. Single-stream Recyclables, Food Scraps and Yard Trimmings) ***will be provided at a collection rate that is half the cost of equivalent MSW service***. MSW rates may include any costs that are not recovered by offering Divertible Materials collection programs at the 50% reduced rate as requested by the City. Rates must be broken down to show the collection cost and disposal cost. The procedure for adjusting costs throughout the term of the contract appears in **Article 14** of the contract. A sample calculation is shown in **Attachment J**. The disposal portion will only be adjusted as that cost actually changes. Disposal costs are a pass through cost and cannot include any mark up, overhead or administrative costs.

Rates must be submitted in 2024 dollars.

This form will become an attachment to the final contract.

6. Commercial and Multi-Family MSW Route Service - MSW Hauled directly to the landfill

		Collection Component (85% Labor and 15% Fuel)				Disposal Component			
6a.	35 gallon cart	Labor	+ Fuel	= Total Collection		+ Disposal	= Total		
	1 pick-up per week	$ 47.12	$ 8.31	$ 55.43		$ 7.42	$ 62.85	per month	
	2 pick-ups per week	$ 91.88	$ 16.21	$ 108.09		$ 14.47	$ 122.56	per month	
	3 pick-ups per week	$ 136.64	$ 24.11	$ 160.75		$ 21.51	$ 182.26	per month	
	4 pick-ups per week	$ 181.41	$ 32.01	$ 213.42		$ 28.55	$ 241.97	per month	
	5 pick-ups per week	$ 226.17	$ 39.91	$ 266.08		$ 35.60	$ 301.68	per month	
	6 pick-up per week	$ 273.29	$ 48.23	$ 321.52		$ 43.01	$ 364.53	per month	

6b.	65 Gallon Cart	Labor	+ Fuel	= Total Collection		+ Disposal	= Total		
	1 pick-up per week	$ 55.44	$ 9.78	65.22		$ 8.72	73.94	per month	
	2 pick-ups per week	$ 108.10	$ 19.08	127.18		$ 17.00	144.18	per month	
	3 pick-ups per week	$ 160.76	$ 28.37	189.13		$ 25.30	214.43	per month	
	4 pick-ups per week	$ 213.42	$ 37.66	251.08		$ 33.59	284.67	per month	
	5 pick-ups per week	$ 266.08	$ 46.96	313.04		$ 41.87	354.91	per month	
	6 pick-up per week	$ 321.52	$ 56.74	378.26		$ 50.60	428.86	per month	

6c.	95 Gallon Cart	Labor	+ Fuel	= Total Collection		+ Disposal	= Total		
	1 pick-up per week	$ 66.31	$ 11.70	78.01		$ 10.44	88.45	per month	
	2 pick-ups per week	$ 129.31	$ 22.82	152.13		$ 20.35	172.48	per month	
	3 pick-ups per week	$ 192.30	$ 33.93	226.23		$ 30.27	256.50	per month	
	4 pick-ups per week	$ 255.30	$ 45.05	300.35		$ 40.18	340.53	per month	
	5 pick-ups per week	$ 318.29	$ 56.17	374.46		$ 50.10	424.56	per month	

	6 pick-up per week	$	384.60	$	67.87		452.47	$	60.54		513.01	per month
6d.	1 Cubic Yard Bin (standalone or half of 2-yard split bin)		Labor	+	Fuel	=	Total Collection	+	Disposal	=	Total	
	1 pick-up per week	$	140.72	$	24.83		165.55	$	22.16		187.71	per month
	2 pick-ups per week	$	274.41	$	48.43		322.84	$	43.19		366.03	per month
	3 pick-ups per week	$	408.10	$	72.02		480.12	$	64.23		544.35	per month
	4 pick-ups per week	$	541.79	$	95.61		637.40	$	85.27		722.67	per month
	5 pick-ups per week	$	675.47	$	119.20		794.67	$	106.32		900.99	per month
	6 pick-up per week	$	816.19	$	144.03		960.22	$	128.47		1,088.69	per month
6e.	1.5 Cubic Yard Bin (standalone or half of 3-yard split bin)		Labor	+	Fuel	=	Total Collection	+	Disposal	=	Total	
	1 pick-up per week	$	147.43	$	26.02		173.45	$	23.21		196.66	per month
	2 pick-ups per week	$	287.50	$	50.74		338.24	$	45.25		383.49	per month
	3 pick-ups per week	$	427.56	$	75.45		503.01	$	67.30		570.31	per month
	4 pick-ups per week	$	567.63	$	100.17		667.80	$	89.34		757.14	per month
	5 pick-ups per week	$	707.69	$	124.89		832.58	$	111.39		943.97	per month
	6 pick-up per week	$	855.13	$	150.91		1,006.04	$	134.59		1,140.63	per month
6f.	2 Cubic Yard Bin (standalone or half of 4-yard split bin)		Labor	+	Fuel	=	Total Collection	+	Disposal	=	Total	
	1 pick-up per week	$	153.85	$	27.15		181.00	$	24.20		205.20	per month
	2 pick-ups per week	$	299.99	$	52.94		352.93	$	47.22		400.15	per month
	3 pick-ups per week	$	446.14	$	78.73		524.87	$	70.22		595.09	per month
	4 pick-ups per week	$	592.29	$	104.52		696.81	$	93.23		790.04	per month
	5 pick-ups per week	$	738.44	$	130.31		868.75	$	116.23		984.98	per month
	6 pick-up per week	$	892.28	$	157.46		1,049.74	$	140.45		1,190.19	per month
6g.	3 Cubic Yard Bin		Labor	+	Fuel	=	Total Collection	+	Disposal	=	Total	
	1 pick-up per week	$	172.30	$	30.41		202.71	$	27.12		229.83	per month
	2 pick-ups per week	$	335.99	$	59.29		395.28	$	52.89		448.17	per month
	3 pick-ups per week	$	499.68	$	88.18		587.86	$	78.65		666.51	per month
	4 pick-ups per week	$	663.37	$	117.07		780.44	$	104.41		884.85	per month

	5 pick-ups per week	$	827.05	$	145.95		973.00	$	130.18	1,103.18 per month
	6 pick-up per week	$	999.36	$	176.36		1,175.72	$	157.29	1,333.01 per month
6h.	4 Cubic Yard Bin	Labor		+ Fuel		= Total Collection		+ Disposal		= Total
	1 pick-up per week	$	229.73	$	40.54		270.27	$	36.16	306.43 per month
	2 pick-ups per week	$	447.97	$	79.05		527.02	$	70.51	597.53 per month
	3 pick-ups per week	$	666.21	$	117.57		783.78	$	104.86	888.64 per month
	4 pick-ups per week	$	884.45	$	156.08		1,040.53	$	139.21	1,179.74 per month
	5 pick-ups per week	$	1,102.70	$	194.59		1,297.29	$	173.56	1,470.85 per month
	6 pick-up per week	$	1,332.42	$	235.13		1,567.55	$	209.73	1,777.28 per month
6i.	6 Cubic Yard Bin	Labor		+ Fuel		= Total Collection		+ Disposal		= Total
	1 pick-up per week	$	287.15	$	50.67		337.82	$	45.20	383.02 per month
	2 pick-ups per week	$	559.95	$	98.82		658.77	$	88.13	746.90 per month
	3 pick-ups per week	$	832.75	$	146.96		979.71	$	131.06	1,110.77 per month
	4 pick-ups per week	$	1,105.54	$	195.10		1,300.64	$	174.00	1,474.64 per month
	5 pick-ups per week	$	1,378.33	$	243.24		1,621.57	$	216.95	1,838.52 per month
	6 pick-up per week	$	1,665.49	$	293.91		1,959.40	$	262.14	2,221.54 per month

ATTACHMENT D

Maximum Rates To Be Charged

Fill in the rates proposed as the maximum rates to customers below for each level of service. Where requested, rates must be broken down to show the collection cost, processing cost and disposal cost. The procedure for adjusting costs throughout the term of the contract appears in **Article 14** of the contract. A sample calculation is shown in Attachment J. The disposal portion will only be adjusted as that cost actually changes. Disposal costs are a pass through cost and cannot include any mark up, overhead or administrative costs. As the amount of material being collected and handled is increasingly shifting into diversion, providing diversion services at no charge is no longer feasible and therefore is not permitted in this form. The rate proposed for collection of commercial, multi-family, temporary bin, temporary roll off, permanent roll off and compactor customers for recyclable materials **must be 50% lower** than the rate proposed for collection of MSW materials.

Instructions for Submittal of Revised Proposal Form 29. Revisions included as Addendum 2 are marked in RED text in Sections 12-17 below. Please replace the tab titled '7-17.Compactor and RO' from the original Proposal Form 29 with this revised tab titled '7-17. Compactor and RO REVISED'. Delete the old tab titled '7-17. Compactor and RO'. Enter the required rates into the revised tab and submit with the proposal.

Rates must be submitted in 2024 dollars.

This form will become an attachment to the final contract.

Note: In completing the rates for Sections 7-17, Proposers shall use the assumed weights for roll-off boxes and compactors listed in Table 4 of the 'Assumptions' tab.

7. Permanent Compactor and Roll-Off Box Single-Material Recycling Service or Single-stream Recycling Service

		Collection Component (85% Labor and 15% Fuel)				Processing		Residue Disposal			
7a.	3 Cu. Yd. Compactor	Labor	+ Fuel	= Total Collection	+	Clean MRF	+	Disposal	=	Total	
	On-call or Scheduled Service	$ 176.41	$ 31.13	$ 207.54		$ 12.87		$ 9.42		$ 229.83	per pull
7b.	4 Cu. Yd. Compactor	Labor	+ Fuel	= Total Collection	+	Clean MRF	+	Disposal	=	Total	
	On-call or Scheduled Service	$ 235.20	$ 41.51	$ 276.71		$ 17.16		$ 12.56		$ 306.43	per pull
7c.	6 Cu. Yd. Compactor	Labor	+ Fuel	= Total Collection	+	Clean MRF	+	Disposal	=	Total	
	On-call or Scheduled Service	$ 293.99	$ 51.88	$ 345.87		$ 21.45		$ 15.70		$ 383.02	per pull
7d.	10 Cu. Yd. Compactor	Labor	+ Fuel	= Total Collection	+	Clean MRF	+	Disposal	=	Total	
	On-call or Scheduled Service	$ 226.18	$ 39.91	$ 266.09		$ 56.55		$ 9.98		$ 332.62	per pull
7e.	20 Cu. Yd. Compactor	Labor	+ Fuel	= Total Collection	+	Clean MRF	+	Disposal	=	Total	
	On-call or Scheduled Service	$ 226.18	$ 39.91	$ 266.09		$ 56.55		$ 9.98		$ 332.62	per pull
7f.	25 Cu. Yd. Compactor	Labor	+ Fuel	= Total Collection	+	Clean MRF	+	Disposal	=	Total	
	On-call or Scheduled Service	$ 226.18	$ 39.91	$ 266.09		$ 56.55		$ 9.98		$ 332.62	per pull
7g.	30 Cu. Yd. Compactor	Labor	+ Fuel	= Total Collection	+	Clean MRF	+	Disposal	=	Total	
	On-call or Scheduled Service	$ 226.18	$ 39.91	$ 266.09		$ 56.55		$ 9.98		$ 332.62	per pull
7h.	40 Cu. Yd. Compactor	Labor	+ Fuel	= Total Collection	+	Clean MRF	+	Disposal	=	Total	
	On-call or Scheduled Service	$ 226.18	$ 39.91	$ 266.09		$ 56.55		$ 9.98		$ 332.62	per pull
7i.	10 Cu. Yd. Roll Off Box	Labor	+ Fuel	= Total Collection	+	Clean MRF	+	Disposal	=	Total	
	On-call or Scheduled Service	$ 187.31	$ 33.06	$ 220.37		$ 46.83		$ 8.26		$ 275.46	per pull

7j.	20 Cu. Yd. Roll Off Box	Labor	+	Fuel	=	Total Collection	+	Clean MRF	+	Disposal	=	Total	
	On-call or Scheduled Service	$ 187.31		$ 33.06		$ 220.37		$ 46.83		$ 8.26		$ 275.46	per pull
7k.	25 Cu. Yd. Roll Off Box	Labor	+	Fuel	=	Total Collection	+	Clean MRF	+	Disposal	=	Total	
	On-call or Scheduled Service	$ 187.31		$ 33.06		$ 220.37		$ 46.83		$ 8.26		$ 275.46	per pull
7l.	30 Cu. Yd. Roll Off Box	Labor	+	Fuel	=	Total Collection	+	Clean MRF	+	Disposal	=	Total	
	On-call or Scheduled Service	$ 187.31		$ 33.06		$ 220.37		$ 46.83		$ 8.26		$ 275.46	per pull
7m.	40 Cu. Yd. Roll Off Box	Labor	+	Fuel	=	Total Collection	+	Clean MRF	+	Disposal	=	Total	
	On-call or Scheduled Service	$ 187.31		$ 33.06		$ 220.37		$ 46.83		$ 8.26		$ 275.46	per pull

8. Permanent Compactor and Roll-Off Box - Source Separated Food Scraps

		Collection Component (85% Labor and 15% Fuel)						Processing		Residue Disposal			
8a.	3 Cu. Yd. Compactor	Labor	+	Fuel	=	Total Collection	+	Composting or Co-digestion	+	Disposal	=	Total	
	On-call or Scheduled Service	$ 92.01		$ 16.24		$ 108.25		$ 102.27		$ 19.31		$ 229.83	per pull
8b.	4 Cu. Yd. Compactor	Labor	+	Fuel	=	Total Collection	+	Composting or Co-digestion	+	Disposal	=	Total	
	On-call or Scheduled Service	$ 144.56		$ 25.51		$ 170.07		$ 110.62		$ 25.74		$ 306.43	per pull
8c.	6 Cu. Yd. Compactor	Labor	+	Fuel	=	Total Collection	+	Composting or Co-digestion	+	Disposal	=	Total	
	On-call or Scheduled Service	$ 180.69		$ 31.89		$ 212.58		$ 138.27		$ 32.17		$ 383.02	per pull
8d.	10 Cu. Yd. Compactor	Labor	+	Fuel	=	Total Collection	+	Composting or Co-digestion	+	Disposal	=	Total	
	On-call or Scheduled Service	$ 282.72		$ 49.89		$ 332.61		$ 634.27		$ 158.58		$ 1,125.46	per pull
8e.	20 Cu. Yd. Compactor	Labor	+	Fuel	=	Total Collection	+	Composting or Co-digestion ☐	+	Disposal	=	Total	
	On-call or Scheduled Service	$ 282.72		$ 49.89		$ 332.61		$ 739.99		$ 185.00		$ 1,257.60	per pull
8f.	25 Cu. Yd. Compactor	Labor	+	Fuel	=	Total Collection	+	Composting or Co-digestion ☐	+	Disposal	=	Total	
	On-call or Scheduled Service	$ 282.72		$ 49.89		$ 332.61		$ 845.70		$ 211.43		$ 1,389.74	per pull
8g.	30 Cu. Yd. Compactor	Labor	+	Fuel	=	Total Collection	+	Composting or Co-digestion ☐	+	Disposal	=	Total	
	On-call or Scheduled Service	$ 282.72		$ 49.89		$ 332.61		$ 951.41		$ 237.86		$ 1,521.88	per pull
8h.	40 Cu. Yd. Compactor	Labor	+	Fuel	=	Total Collection	+	Composting or Co-digestion ☐	+	Disposal	=	Total	
	On-call or Scheduled Service	$ 282.72		$ 49.89		$ 332.61		$ 1,057.12		$ 264.29		$ 1,654.02	per pull
8i.	10 Cu. Yd. Roll Off Box	Labor	+	Fuel	=	Total Collection	+	Composting or Co-digestion ☐	+	Disposal	=	Total	

	On-call or Scheduled Service	$ 234.14	$ 41.32	$ 275.46	$ 317.14	$ 79.29	$ 671.89	per pull
8j.	20 Cu. Yd. Roll Off Box	Labor	Fuel	= Total Collection	+ Composting or Co-digestion □	+ Disposal	= Total	
	On-call or Scheduled Service	$ 234.14	$ 41.32	$ 275.46	$ 369.99	$ 92.51	$ 737.96	per pull
8k.	25 Cu. Yd. Roll Off Box	Labor	Fuel	= Total Collection	+ Composting or Co-digestion □	+ Disposal	= Total	
	On-call or Scheduled Service	$ 234.14	$ 41.32	$ 275.46	$ 422.85	$ 105.72	$ 804.03	per pull
8l.	30 Cu. Yd. Roll Off Box	Labor	Fuel	= Total Collection	+ Composting or Co-digestion □	+ Disposal	= Total	
	On-call or Scheduled Service	$ 234.14	$ 41.32	$ 275.46	$ 475.71	$ 118.93	$ 870.10	per pull
8m.	40 Cu. Yd. Roll Off Box	Labor	Fuel	= Total Collection	+ Composting or Co-digestion □	+ Disposal	= Total	
	On-call or Scheduled Service	$ 234.14	$ 41.32	$ 275.46	$ 528.56	$ 132.15	$ 936.17	per pull

9. Permanent Compactor and Roll-Off Box - Source Separated Yard Trimmings

		Collection Component (85% Labor and 15% Fuel)			Processing	Residue Disposal		
9a.	3 Cu. Yd. Compactor	Labor +	Fuel =	Total Collection +	Composting +	Disposal =	Total	
	On-call or Scheduled Service	$ 108.42	$ 19.14	$ 127.56	$ 102.27	$ -	$ 229.83	per pull
9b.	4 Cu. Yd. Compactor	Labor	Fuel	= Total Collection	+ Composting	+ Disposal	= Total	
	On-call or Scheduled Service	$ 144.56	$ 25.51	$ 170.07	$ 136.36	$ -	$ 306.43	per pull
9c.	6 Cu. Yd. Compactor	Labor	Fuel	= Total Collection	+ Composting	+ Disposal	= Total	
	On-call or Scheduled Service	$ 180.69	$ 31.88	$ 212.57	$ 170.45	$ -	$ 383.02	per pull
9d.	10 Cu. Yd. Compactor	Labor	Fuel	= Total Collection	+ Composting	+ Disposal	= Total	
	On-call or Scheduled Service	$ 282.72	$ 49.89	$ 332.61	$ 422.85	$ -	$ 755.46	per pull
9e.	20 Cu. Yd. Compactor	Labor	Fuel	= Total Collection	+ Composting □	+ Disposal	= Total	
	On-call or Scheduled Service	$ 282.72	$ 49.89	$ 332.61	$ 493.33	$ -	$ 825.94	per pull
9f.	25 Cu. Yd. Compactor	Labor	Fuel	= Total Collection	+ Composting □	+ Disposal	= Total	
	On-call or Scheduled Service	$ 282.72	$ 49.89	$ 332.61	$ 563.80	$ -	$ 896.41	per pull
9g.	30 Cu. Yd. Compactor	Labor	Fuel	= Total Collection	+ Composting□	+ Disposal	= Total	
	On-call or Scheduled Service	$ 282.72	$ 49.89	$ 332.61	$ 634.28	$ -	$ 966.89	per pull
9h.	40 Cu. Yd. Compactor	Labor	Fuel	= Total Collection	+ Composting□	+ Disposal	= Total	
	On-call or Scheduled Service	$ 282.72	$ 49.89	$ 332.61	$ 704.75	$ -	$ 1,037.36	per pull

9i.	10 Cu. Yd. Roll Off Box	Labor	Fuel	=	Total Collection	+	Composting	+	Disposal	=	Total		
	On-call or Scheduled Service	$ 234.14	$ 41.32		$ 275.46		$ 211.43		$ -		$ 486.89	per pull	
9j.	20 Cu. Yd. Roll Off Box	Labor	Fuel	=	Total Collection	+	Composting	+	Disposal	=	Total		
	On-call or Scheduled Service	$ 234.14	$ 41.32		$ 275.46		$ 246.67		$ -		$ 522.13	per pull	
9k.	25 Cu. Yd. Roll Off Box	Labor	Fuel	=	Total Collection	+	Composting	+	Disposal	=	Total		
	On-call or Scheduled Service	$ 234.14	$ 41.32		$ 275.46		$ 281.90		$ -		$ 557.36	per pull	
9l.	30 Cu. Yd. Roll Off Box	Labor	Fuel	=	Total Collection	+	Composting	+	Disposal	=	Total		
	On-call or Scheduled Service	$ 234.14	$ 41.32		$ 275.46		$ 317.14		$ -		$ 592.60	per pull	
9m.	40 Cu. Yd. Roll Off Box	Labor	Fuel	=	Total Collection	+	Composting	+	Disposal	=	Total		
	On-call or Scheduled Service	$ 234.14	$ 41.32		$ 275.46		$ 352.38		$ -		$ 627.84	per pull	

10. Permanent Compactor and Roll-Off Box - Co-collected Food Scraps and Yard Trimmings

		Collection Component (85% Labor and 15% Fuel)					Processing		Residue Disposal			
10a.	3 Cu. Yd. Compactor	Labor	+ Fuel	=	Total Collection	+	Composting	+	Disposal	=	Total	
	On-call or Scheduled Service	$ 108.42	$ 19.13		$ 127.55		$ 102.28		$ -		$ 229.83	per pull
10b.	4 Cu. Yd. Compactor	Labor	Fuel	=	Total Collection	+	Composting	+	Disposal	=	Total	
	On-call or Scheduled Service	$ 144.56	$ 25.51		$ 170.07		$ 136.36		$ -		$ 306.43	per pull
10c.	6 Cu. Yd. Compactor	Labor	Fuel	=	Total Collection	+	Composting	+	Disposal	=	Total	
	On-call or Scheduled Service	$ 180.69	$ 31.89		$ 212.58		$ 170.46		$ -		$ 383.04	per pull
10d.	10 Cu. Yd. Compactor	Labor	Fuel	=	Total Collection	+	Composting	+	Disposal	=	Total	
	On-call or Scheduled Service	$ 282.72	$ 49.89		$ 332.61		$ 616.66		$ -		$ 949.27	per pull
10e.	20 Cu. Yd. Compactor	Labor	Fuel	=	Total Collection	+	Composting	+	Disposal	=	Total	
	On-call or Scheduled Service	$ 282.72	$ 49.89		$ 332.61		$ 719.44		$ -		$ 1,052.05	per pull
10f.	25 Cu. Yd. Compactor	Labor	Fuel	=	Total Collection	+	Composting	+	Disposal	=	Total	
	On-call or Scheduled Service	$ 282.72	$ 49.89		$ 332.61		$ 822.21		$ -		$ 1,154.82	per pull
10g.	30 Cu. Yd. Compactor	Labor	Fuel	=	Total Collection	+	Composting	+	Disposal	=	Total	
	On-call or Scheduled Service	$ 282.72	$ 49.89		$ 332.61		$ 924.99		$ -		$ 1,257.60	per pull
10h.	40 Cu. Yd. Compactor	Labor	Fuel	=	Total Collection	+	Composting	+	Disposal	=	Total	
	On-call or Scheduled Service	$ 282.72	$ 49.89		$ 332.61		$ 1,027.76		$ -		$ 1,360.37	per pull

10i.	10 Cu. Yd. Roll Off Box	Labor	Fuel	=	Total Collection	+	Composting□	+	Disposal	=	Total		
	On-call or Scheduled Service	$ 234.14	$ 41.32		$ 275.46		$ 308.33		$ -		$ 583.79	per pull	
10j.	20 Cu. Yd. Roll Off Box	Labor	Fuel	=	Total Collection	+	Composting□	+	Disposal	=	Total		
	On-call or Scheduled Service	$ 234.14	$ 41.32		$ 275.46		$ 359.72		$ -		$ 635.18	per pull	
10k.	25 Cu. Yd. Roll Off Box	Labor	Fuel	=	Total Collection	+	Composting□	+	Disposal	=	Total		
	On-call or Scheduled Service	$ 234.14	$ 41.32		$ 275.46		$ 411.11		$ -		$ 686.57	per pull	
10l.	30 Cu. Yd. Roll Off Box	Labor	Fuel	=	Total Collection	+	Composting□	+	Disposal	=	Total		
	On-call or Scheduled Service	$ 234.14	$ 41.32		$ 275.46		$ 462.50		$ -		$ 737.96	per pull	
10m.	40 Cu. Yd. Roll Off Box	Labor	Fuel	=	Total Collection	+	Composting □	+	Disposal	=	Total		
	On-call or Scheduled Service	$ 234.14	$ 41.32		$ 275.46		$ 513.88		$ -		$ 789.34	per pull	

11. Permanent Compactor and Roll-Off Box for Direct Haul to Landfill Service

		Collection Component (85% Labor and 15% Fuel)											
11a.	3 Cu. Yd. Compactor	Labor	+	Fuel	=	Total Collection	+	Disposal Component: Disposal	=	Total			
	On-call or Scheduled Service	$ 344.61		$ 60.81		$ 405.42		$ 54.24		$ 459.66	per pull		
11b.	4 Cu. Yd. Compactor	Labor	+	Fuel	=	Total Collection	+	Disposal	=	Total			
	On-call or Scheduled Service	$ 459.45		$ 81.08		$ 540.53		$ 72.32		$ 612.85	per pull		
11c.	6 Cu. Yd. Compactor	Labor	+	Fuel	=	Total Collection	+	Disposal	=	Total			
	On-call or Scheduled Service	$ 574.31		$ 101.35		$ 675.66		$ 90.39		$ 766.05	per pull		
11d.	10 Cu. Yd. Compactor	Labor	+	Fuel	=	Total Collection	+	Disposal	=	Total			
	On-call or Scheduled Service	$ 565.45		$ 99.78		$ 665.23		$ 168.88		$ 834.11	per pull		
11e.	20 Cu. Yd. Compactor	Labor	+	Fuel	=	Total Collection	+	Disposal	=	Total			
	On-call or Scheduled Service	$ 565.45		$ 99.78		$ 665.23		$ 197.02		$ 862.25	per pull		
11f.	25 Cu. Yd. Compactor	Labor	+	Fuel	=	Total Collection	+	Disposal	=	Total			
	On-call or Scheduled Service	$ 565.45		$ 99.78		$ 665.23		$ 225.17		$ 890.40	per pull		
11g.	30 Cu. Yd. Compactor	Labor	+	Fuel	=	Total Collection	+	Disposal	=	Total			
	On-call or Scheduled Service	$ 565.45		$ 99.78		$ 665.23		$ 253.31		$ 918.54	per pull		
11h.	40 Cu. Yd. Compactor	Labor	+	Fuel	=	Total Collection	+	Disposal	=	Total			

	On-call or Scheduled Service	$ 565.45		$ 99.78		$ 665.23		$ 281.46		$ 946.69	per pull
11i.	10 Cu. Yd. Roll Off Box	Labor	+	Fuel	=	Total Collection	+	Disposal	=	Total	
	On-call or Scheduled Service	$ 468.29		$ 82.64		$ 550.93		$ 84.44		$ 635.37	per pull
11j.	20 Cu. Yd. Roll Off Box	Labor	+	Fuel	=	Total Collection	+	Disposal	=	Total	
	On-call or Scheduled Service	$ 468.29		$ 82.64		$ 550.93		$ 98.51		$ 649.44	per pull
11k.	25 Cu. Yd. Roll Off Box	Labor	+	Fuel	=	Total Collection	+	Disposal	=	Total	
	On-call or Scheduled Service	$ 468.29		$ 82.64		$ 550.93		$ 112.58		$ 663.51	per pull
11l.	30 Cu. Yd. Roll Off Box	Labor	+	Fuel	=	Total Collection	+	Disposal	=	Total	
	On-call or Scheduled Service	$ 468.29		$ 82.64		$ 550.93		$ 126.65		$ 677.58	per pull
11m.	40 Cu. Yd. Roll Off Box	Labor	+	Fuel	=	Total Collection	+	Disposal	=	Total	
	On-call or Scheduled Service	$ 468.29		$ 82.64		$ 550.93		$ 140.73		$ 691.66	per pull

12. Temporary Bin and Roll-Off Bin Divertible Service - Single-Material Recyclables and Single-Stream Recyclables

		Collection Component (85% Labor and 15% Fuel)					Processing		Residual Disposal			
12a.	2 Cubic Yard Bin	Labor	+	Fuel	=	Total Collection	+	Clean MRF	+	Disposal	=	Total	
	Same day (same day collection service)	$ 82.28		$ 14.52		$ 96.80		$ 20.57		$ 3.63		$ 121.00	per pull
	Weekly (I.e. Monday collection, with the collection again on the following Monday)	$ 68.00		$ 12.00		$ 80.00		$ 17.00		$ 3.00		$ 100.00	per pull
	Weekend (i.e. collection on Saturday or Sunday)	$ 78.71		$ 13.89		$ 92.60		$ 19.68		$ 3.47		$ 115.75	per pull
	Other:					$ -						$ -	per pull
12b.	3 Cubic Yard Bin	Labor	+	Fuel	=	Total Collection	+	Clean MRF	+	Disposal	=	Total	
	Same day (same day collection service)	$ 85.68		$ 15.12		$ 100.80		$ 21.42		$ 3.78		$ 126.00	per pull
	Weekly (I.e. Monday collection, with the collection again on the following Monday)	$ 71.40		$ 12.60		$ 84.00		$ 17.85		$ 3.15		$ 105.00	per pull
	Weekend (i.e. collection on Saturday or Sunday)	$ 82.11		$ 14.49		$ 96.60		$ 20.53		$ 3.62		$ 120.75	per pull
	Other:											$ -	per pull
12c.	4 Cubic Yard Bin	Labor	+	Fuel	=	Total Collection	+	Clean MRF	+	Disposal	=	Total	
	Same day (same day collection service)	$ 89.08		$ 15.72		$ 104.80		$ 22.27		$ 3.93		$ 131.00	per pull
	Weekly (I.e. Monday collection, with the collection again on the following Monday)	$ 74.80		$ 13.20		$ 88.00		$ 18.70		$ 3.30		$ 110.00	per pull
	Weekend (i.e. collection on Saturday or Sunday)	$ 85.51		$ 15.09		$ 100.60		$ 21.38		$ 3.77		$ 125.75	per pull
	Other:					$ -						$ -	per pull
12d.	6 Cubic Yard Bin	Labor	+	Fuel	=	Total Collection	+	Clean MRF	+	Disposal	=	Total	
	Same day (same day collection service)	$ 95.88		$ 16.92		$ 112.80		$ 23.97		$ 4.23		$ 141.00	per pull
	Weekly (I.e. Monday collection, with the collection again on the following Monday)	$ 81.60		$ 14.40		$ 96.00		$ 20.40		$ 3.60		$ 120.00	per pull

	Weekend (i.e. collection on Saturday or Sunday)	$ 92.31	$ 16.29	$ 108.60	$ 23.08	$ 4.07	$ 135.75	per pull
	Other:			$ -			$ -	per pull
12e.	10 Cubic Yard Roll-Off	Labor	+ Fuel	= Total Collection	+ Clean MRF	+ Disposal	= Total	
	Same day (same day collection service)	$ 224.78	$ 39.67	$ 264.45	$ 56.19	$ 9.92	$ 330.56	per pull
	Weekly (I.e. Monday collection, with the collection again on the following Monday)	$ 187.31	$ 33.06	$ 220.37	$ 46.83	$ 8.26	$ 275.46	per pull
	Weekend (i.e. collection on Saturday or Sunday)	$ 215.42	$ 38.01	$ 253.43	$ 53.85	$ 9.50	$ 316.78	per pull
	Other:			$ -			$ -	per pull
12f.	20 Cubic Yard Roll-Off	Labor	+ Fuel	= Total Collection	+ Clean MRF	+ Disposal	= Total	
	Same day (same day collection service)	$ 224.78	$ 39.67	$ 264.45	$ 56.19	$ 9.92	$ 330.56	per pull
	Weekly (I.e. Monday collection, with the collection again on the following Monday)	$ 187.31	$ 33.06	$ 220.37	$ 46.83	$ 8.26	$ 275.46	per pull
	Weekend (i.e. collection on Saturday or Sunday)	$ 215.42	$ 38.01	$ 253.43	$ 53.85	$ 9.50	$ 316.78	per pull
	Other:			$ -			$ -	per pull
12g.	25 Cubic Yard Roll-Off	Labor	+ Fuel	= Total Collection	+ Clean MRF	+ Disposal	= Total	
	Same day (same day collection service)	$ 224.78	$ 39.67	$ 264.45	$ 56.19	$ 9.92	$ 330.56	per pull
	Weekly (I.e. Monday collection, with the collection again on the following Monday)	$ 187.31	$ 33.06	$ 220.37	$ 46.83	$ 8.26	$ 275.46	per pull
	Weekend (i.e. collection on Saturday or Sunday)	$ 215.42	$ 38.01	$ 253.43	$ 53.85	$ 9.50	$ 316.78	per pull
	Other:			$ -			$ -	per pull
12h.	30 Cubic Yard Roll-Off	Labor	+ Fuel	= Total Collection	+ Clean MRF	+ Disposal	= Total	
	Same day (same day collection service)	$ 224.78	$ 39.67	$ 264.45	$ 56.19	$ 9.92	$ 330.56	per pull
	Weekly (I.e. Monday collection, with the collection again on the following Monday)	$ 187.31	$ 33.06	$ 220.37	$ 46.83	$ 8.26	$ 275.46	per pull
	Weekend (i.e. collection on Saturday or Sunday)	$ 215.42	$ 38.01	$ 253.43	$ 53.85	$ 9.50	$ 316.78	per pull
	Other:			$ -			$ -	per pull
12i.	40 Cubic Yard Roll-Off	Labor	+ Fuel	= Total Collection	+ Clean MRF	+ Disposal	= Total	
	Same day (same day collection service)	$ 224.78	$ 39.67	$ 264.45	$ 56.19	$ 9.92	$ 330.56	per pull
	Weekly (I.e. Monday collection, with the collection again on the following Monday)	$ 187.31	$ 33.06	$ 220.37	$ 46.83	$ 8.26	$ 275.46	per pull
	Weekend (i.e. collection on Saturday or Sunday)	$ 215.42	$ 38.01	$ 253.43	$ 53.85	$ 9.50	$ 316.78	per pull
	Other:			$ -			$ -	per pull

13. Temporary Bin and Roll-Off Bin Divertible Service - Source-separated Food Scraps

		Collection Component (85% Labor and 15% Fuel)			Processing	Residual Disposal		
13a.	2 Cubic Yard Bin	Labor	+ Fuel	= Total Collection	+ Compost or Co-digestion	+ Disposal	= Total	
	Same day (same day collection service)	$ 102.85	$ 18.14	$ 120.99	$ 63.43	$ 15.86	$ 200.28	per pull

	Weekly (I.e. Monday collection, with the collection again on the following Monday)	$ 85.00	$ 14.99	$ 99.99	$ 63.43	$ 15.86	$ 179.28	per pull
	Weekend (i.e. collection on Saturday or Sunday)	$ 98.39	$ 17.35	$ 115.74	$ 63.43	$ 15.86	$ 195.03	per pull
	Other:			$ -			$ -	per pull
13b.	3 Cubic Yard Bin	Labor	+ Fuel	= Total Collection	+ Compost or Co-digestion	+ Disposal	= Total	
	Same day (same day collection service)	$ 107.10	$ 18.90	$ 126.00	$ 95.14	$ 23.79	$ 244.93	per pull
	Weekly (I.e. Monday collection, with the collection again on the following Monday)	$ 89.25	$ 15.75	$ 105.00	$ 95.14	$ 23.79	$ 223.93	per pull
	Weekend (i.e. collection on Saturday or Sunday)	$ 102.64	$ 18.11	$ 120.75	$ 95.14	$ 23.79	$ 239.68	per pull
	Other:			$ -			$ -	per pull
13c.	4 Cubic Yard Bin	Labor	+ Fuel	= Total Collection	+ Compost or Co-digestion	+ Disposal	= Total	
	Same day (same day collection service)	$ 111.35	$ 19.66	$ 131.01	$ 126.85	$ 31.71	$ 289.57	per pull
	Weekly (I.e. Monday collection, with the collection again on the following Monday)	$ 93.50	$ 16.51	$ 110.01	$ 126.85	$ 31.71	$ 268.57	per pull
	Weekend (i.e. collection on Saturday or Sunday)	$ 106.89	$ 18.87	$ 125.76	$ 126.85	$ 31.71	$ 284.32	per pull
	Other:			$ -			$ -	per pull
13d.	6 Cubic Yard Bin	Labor	+ Fuel	= Total Collection	+ Compost or Co-digestion	+ Disposal	= Total	
	Same day (same day collection service)	$ 119.85	$ 21.15	$ 141.00	$ 190.28	$ 47.57	$ 378.85	per pull
	Weekly (I.e. Monday collection, with the collection again on the following Monday)	$ 102.00	$ 18.00	$ 120.00	$ 190.28	$ 47.57	$ 357.85	per pull
	Weekend (i.e. collection on Saturday or Sunday)	$ 115.39	$ 20.36	$ 135.75	$ 190.28	$ 47.57	$ 373.60	per pull
	Other:			$ -			$ -	per pull
13e.	10 Cubic Yard Roll-Off	Labor	+ Fuel	= Total Collection	+ Compost or Co-digestion	+ Disposal	= Total	
	Same day (same day collection service)	$ 280.97	$ 49.59	$ 330.56	$ 317.14	$ 79.28	$ 726.98	per pull
	Weekly (I.e. Monday collection, with the collection again on the following Monday)	$ 234.14	$ 41.33	$ 275.47	$ 317.14	$ 79.28	$ 671.89	per pull
	Weekend (i.e. collection on Saturday or Sunday)	$ 269.27	$ 47.53	$ 316.80	$ 317.14	$ 79.28	$ 713.22	per pull
	Other:			$ -			$ -	per pull
13f.	20 Cubic Yard Roll-Off	Labor	+ Fuel	= Total Collection	+ Compost or Co-digestion	+ Disposal	= Total	
	Same day (same day collection service)	$ 280.97	$ 49.59	$ 330.56	$ 369.99	$ 92.50	$ 793.05	per pull
	Weekly (I.e. Monday collection, with the collection again on the following Monday)	$ 234.14	$ 41.33	$ 275.47	$ 369.99	$ 92.50	$ 737.96	per pull
	Weekend (i.e. collection on Saturday or Sunday)	$ 269.27	$ 47.52	$ 316.79	$ 369.99	$ 92.50	$ 779.28	per pull
	Other:			$ -			$ -	per pull
13g.	25 Cubic Yard Roll-Off	Labor	+ Fuel	= Total Collection	+ Compost or Co-digestion	+ Disposal	= Total	
	Same day (same day collection service)	$ 280.97	$ 49.59	$ 330.56	$ 422.85	$ 105.71	$ 859.12	per pull

	Weekly (I.e. Monday collection, with the collection again on the following Monday)	$ 234.14	$ 41.33	$ 275.47	$ 422.85	$ 105.71	$ 804.03	per pull
	Weekend (i.e. collection on Saturday or Sunday)	$ 269.27	$ 47.52	$ 316.79	$ 422.85	$ 105.71	$ 845.35	per pull
	Other:			$ -			$ -	per pull
13h.	30 Cubic Yard Roll-Off	Labor +	Fuel =	Total Collection	+ Compost or Co-digestion	+ Disposal	= Total	
	Same day (same day collection service)	$ 280.97	$ 49.58	$ 330.55	$ 475.71	$ 118.93	$ 925.19	per pull
	Weekly (I.e. Monday collection, with the collection again on the following Monday)	$ 234.14	$ 41.32	$ 275.46	$ 475.71	$ 118.93	$ 870.10	per pull
	Weekend (i.e. collection on Saturday or Sunday)	$ 269.27	$ 47.51	$ 316.78	$ 475.71	$ 118.93	$ 911.42	per pull
	Other:			$ -			$ -	per pull
13i.	40 Cubic Yard Roll-Off	Labor +	Fuel =	Total Collection	+ Compost or Co-digestion	+ Disposal	= Total	
	Same day (same day collection service)	$ 280.97	$ 49.59	$ 330.56	$ 528.56	$ 132.14	$ 991.26	per pull
	Weekly (I.e. Monday collection, with the collection again on the following Monday)	$ 234.14	$ 41.33	$ 275.47	$ 528.56	$ 132.14	$ 936.17	per pull
	Weekend (i.e. collection on Saturday or Sunday)	$ 269.27	$ 47.52	$ 316.79	$ 528.56	$ 132.14	$ 977.49	per pull
	Other:			$ -			$ -	per pull

14. Temporary Bin and Roll-Off Bin Divertible Service - Source-separated Yard Trimmings

		Collection Component (85% Labor and 15% Fuel)			Processing	Residual Disposal		
14a.	2 Cubic Yard Bin	Labor +	Fuel =	Total Collection	+ Compost	+ Disposal	= Total	
	Same day (same day collection service)	$ 102.85	$ 18.15	$ 121.00	$ 42.28	$ -	$ 163.28	per pull
	Weekly (I.e. Monday collection, with the collection again on the following Monday)	$ 85.00	$ 15.00	$ 100.00	$ 42.28	$ -	$ 142.28	per pull
	Weekend (i.e. collection on Saturday or Sunday)	$ 98.39	$ 17.36	$ 115.75	$ 42.28	$ -	$ 158.03	per pull
	Other:			$ -			$ -	per pull
14b.	3 Cubic Yard Bin	Labor +	Fuel =	Total Collection	+ Compost	+ Disposal	= Total	
	Same day (same day collection service)	$ 107.10	$ 18.90	$ 126.00	$ 63.43	$ -	$ 189.43	per pull
	Weekly (I.e. Monday collection, with the collection again on the following Monday)	$ 89.25	$ 15.75	$ 105.00	$ 63.43	$ -	$ 168.43	per pull
	Weekend (i.e. collection on Saturday or Sunday)	$ 102.64	$ 18.11	$ 120.75	$ 63.43	$ -	$ 184.18	per pull
	Other:			$ -			$ -	per pull
14c.	4 Cubic Yard Bin	Labor +	Fuel =	Total Collection	+ Compost	+ Disposal	= Total	
	Same day (same day collection service)	$ 111.35	$ 19.65	$ 131.00	$ 84.57	$ -	$ 215.57	per pull
	Weekly (I.e. Monday collection, with the collection again on the following Monday)	$ 93.50	$ 16.50	$ 110.00	$ 84.57	$ -	$ 194.57	per pull
	Weekend (i.e. collection on Saturday or Sunday)	$ 106.89	$ 18.86	$ 125.75	$ 84.57	$ -	$ 210.32	per pull
	Other:			$ -			$ -	per pull
14d.	6 Cubic Yard Bin	Labor +	Fuel =	Total Collection	+ Compost	+ Disposal	= Total	
	Same day (same day collection service)	$ 119.85	$ 21.15	$ 141.00	$ 126.85	$ -	$ 267.85	per pull
	Weekly (I.e. Monday collection, with the collection again on the following Monday)	$ 102.00	$ 18.00	$ 120.00	$ 126.85	$ -	$ 246.85	per pull

	Weekend (i.e. collection on Saturday or Sunday)	$ 115.39	$ 20.36	$ 135.75	$ 126.85	$ -	$ 262.60	per pull
	Other:			$ -			$ -	per pull
14e.	10 Cubic Yard Roll-Off	Labor	+ Fuel	= Total Collection	+ Compost	+ Disposal	= Total	
	Same day (same day collection service)	$ 280.97	$ 49.59	$ 330.56	$ 211.42	$ -	$ 541.98	per pull
	Weekly (I.e. Monday collection, with the collection again on the following Monday)	$ 234.14	$ 41.33	$ 275.47	$ 211.42	$ -	$ 486.89	per pull
	Weekend (i.e. collection on Saturday or Sunday)	$ 269.27	$ 47.52	$ 316.79	$ 211.42	$ -	$ 528.21	per pull
	Other:			$ -			$ -	per pull
14f.	20 Cubic Yard Roll-Off	Labor	+ Fuel	= Total Collection	+ Compost	+ Disposal	= Total	
	Same day (same day collection service)	$ 280.97	$ 49.59	$ 330.56	$ 246.66	$ -	$ 577.22	per pull
	Weekly (I.e. Monday collection, with the collection again on the following Monday)	$ 234.14	$ 41.33	$ 275.47	$ 246.66	$ -	$ 522.13	per pull
	Weekend (i.e. collection on Saturday or Sunday)	$ 269.27	$ 47.52	$ 316.79	$ 246.66	$ -	$ 563.45	per pull
	Other:			$ -			$ -	per pull
14g.	25 Cubic Yard Roll-Off	Labor	+ Fuel	= Total Collection	+ Compost	+ Disposal	= Total	
	Same day (same day collection service)	$ 280.97	$ 49.59	$ 330.56	$ 281.90	$ -	$ 612.46	per pull
	Weekly (I.e. Monday collection, with the collection again on the following Monday)	$ 234.14	$ 41.32	$ 275.46	$ 281.90	$ -	$ 557.36	per pull
	Weekend (i.e. collection on Saturday or Sunday)	$ 269.27	$ 47.51	$ 316.78	$ 281.90	$ -	$ 598.68	per pull
	Other:			$ -			$ -	per pull
14h.	30 Cubic Yard Roll-Off	Labor	+ Fuel	= Total Collection	+ Compost	+ Disposal	= Total	
	Same day (same day collection service)	$ 280.97	$ 49.58	$ 330.55	$ 317.14	$ -	$ 647.69	per pull
	Weekly (I.e. Monday collection, with the collection again on the following Monday)	$ 234.14	$ 41.32	$ 275.46	$ 317.14	$ -	$ 592.60	per pull
	Weekend (i.e. collection on Saturday or Sunday)	$ 269.27	$ 47.51	$ 316.78	$ 317.14	$ -	$ 633.92	per pull
	Other:			$ -			$ -	per pull
14i.	40 Cubic Yard Roll-Off	Labor	+ Fuel	= Total Collection	+ Compost	+ Disposal	= Total	
	Same day (same day collection service)	$ 280.97	$ 49.59	$ 330.56	$ 352.37	$ -	$ 682.93	per pull
	Weekly (I.e. Monday collection, with the collection again on the following Monday)	$ 234.14	$ 41.33	$ 275.47	$ 352.37	$ -	$ 627.84	per pull
	Weekend (i.e. collection on Saturday or Sunday)	$ 269.27	$ 47.52	$ 316.79	$ 352.37	$ -	$ 669.16	per pull
	Other:			$ -			$ -	per pull

15. Temporary Bin and Roll-Off Bin Divertible Service - Co-collected Food Scraps and Yard Trimmings

		Collection Component (85% Labor and 15% Fuel)			Processing	Residual Disposal	
15a.	2 Cubic Yard Bin	Labor	+ Fuel	= Total Collection	+ Compost	+ Disposal	= Total

	Same day (same day collection service)	$ 102.85	$ 18.15	$ 121.00	$ 61.67	$ -	$ 182.67	per pull
	Weekly (I.e. Monday collection, with the collection again on the following Monday)	$ 85.00	$ 15.00	$ 100.00	$ 61.67	$ -	$ 161.67	per pull
	Weekend (i.e. collection on Saturday or Sunday)	$ 98.39	$ 17.36	$ 115.75	$ 61.67	$ -	$ 177.42	per pull
	Other:			$ -			$ -	per pull
15b.	3 Cubic Yard Bin	Labor	+ Fuel	= Total Collection	+ Compost	+ Disposal	= Total	
	Same day (same day collection service)	$ 107.10	$ 18.90	$ 126.00	$ 92.50	$ -	$ 218.50	per pull
	Weekly (I.e. Monday collection, with the collection again on the following Monday)	$ 89.25	$ 15.75	$ 105.00	$ 92.50	$ -	$ 197.50	per pull
	Weekend (i.e. collection on Saturday or Sunday)	$ 102.64	$ 18.11	$ 120.75	$ 92.50	$ -	$ 213.25	per pull
	Other:			$ -			$ -	per pull
15c.	4 Cubic Yard Bin	Labor	+ Fuel	= Total Collection	+ Compost	+ Disposal	= Total	
	Same day (same day collection service)	$ 111.35	$ 19.65	$ 131.00	$ 123.33	$ -	$ 254.33	per pull
	Weekly (I.e. Monday collection, with the collection again on the following Monday)	$ 93.50	$ 16.50	$ 110.00	$ 123.33	$ -	$ 233.33	per pull
	Weekend (i.e. collection on Saturday or Sunday)	$ 106.89	$ 18.86	$ 125.75	$ 123.33	$ -	$ 249.08	per pull
	Other:			$ -			$ -	per pull
15d.	6 Cubic Yard Bin	Labor	+ Fuel	= Total Collection	+ Compost	+ Disposal	= Total	
	Same day (same day collection service)	$ 119.85	$ 21.15	$ 141.00	$ 185.00	$ -	$ 326.00	per pull
	Weekly (I.e. Monday collection, with the collection again on the following Monday)	$ 102.00	$ 18.00	$ 120.00	$ 185.00	$ -	$ 305.00	per pull
	Weekend (i.e. collection on Saturday or Sunday)	$ 115.39	$ 20.36	$ 135.75	$ 185.00	$ -	$ 320.75	per pull
	Other:			$ -			$ -	per pull
15e.	10 Cubic Yard Roll-Off	Labor	+ Fuel	= Total Collection	+ Compost	+ Disposal	= Total	
	Same day (same day collection service)	$ 280.97	$ 49.58	$ 330.55	$ 308.33	$ -	$ 638.88	per pull
	Weekly (I.e. Monday collection, with the collection again on the following Monday)	$ 234.14	$ 41.32	$ 275.46	$ 308.33	$ -	$ 583.79	per pull
	Weekend (i.e. collection on Saturday or Sunday)	$ 269.27	$ 47.51	$ 316.78	$ 308.33	$ -	$ 625.11	per pull
	Other:			$ -			$ -	per pull
15f.	20 Cubic Yard Roll-Off	Labor	+ Fuel	= Total Collection	+ Compost	+ Disposal	= Total	
	Same day (same day collection service)	$ 280.97	$ 49.58	$ 330.55	$ 358.72	$ -	$ 689.27	per pull
	Weekly (I.e. Monday collection, with the collection again on the following Monday)	$ 234.14	$ 41.32	$ 275.46	$ 359.72	$ -	$ 635.18	per pull
	Weekend (i.e. collection on Saturday or Sunday)	$ 269.27	$ 47.51	$ 316.78	$ 359.72	$ -	$ 676.50	per pull
	Other:			$ -			$ -	per pull
15g.	25 Cubic Yard Roll-Off	Labor	+ Fuel	= Total Collection	+ Compost	+ Disposal	= Total	

	Same day (same day collection service)	$ 280.97	$ 49.59	$ 330.56	$ 411.10	$ -	$ 741.66	per pull
	Weekly (I.e. Monday collection, with the collection again on the following Monday)	$ 234.14	$ 41.33	$ 275.47	$ 411.10	$ -	$ 686.57	per pull
	Weekend (i.e. collection on Saturday or Sunday)	$ 269.27	$ 47.52	$ 316.79	$ 411.10	$ -	$ 727.89	per pull
	Other:			$ -			$ -	per pull
15h.	30 Cubic Yard Roll-Off	Labor	+ Fuel	= Total Collection	+ Compost	+ Disposal	= Total	
	Same day (same day collection service)	$ 280.97	$ 49.59	$ 330.56	$ 462.49	$ -	$ 793.05	per pull
	Weekly (I.e. Monday collection, with the collection again on the following Monday)	$ 234.14	$ 41.33	$ 275.47	$ 462.49	$ -	$ 737.96	per pull
	Weekend (i.e. collection on Saturday or Sunday)	$ 269.27	$ 47.52	$ 316.79	$ 462.49	$ -	$ 779.28	per pull
	Other:			$ -			$ -	per pull
15i.	40 Cubic Yard Roll-Off	Labor	+ Fuel	= Total Collection	+ Compost	+ Disposal	= Total	
	Same day (same day collection service)	$ 280.97	$ 49.59	$ 330.56	$ 513.88	$ -	$ 844.44	per pull
	Weekly (I.e. Monday collection, with the collection again on the following Monday)	$ 234.14	$ 41.32	$ 275.46	$ 513.88	$ -	$ 789.34	per pull
	Weekend (i.e. collection on Saturday or Sunday)	$ 269.27	$ 47.51	$ 316.78	$ 513.88	$ -	$ 830.66	per pull
	Other:			$ -			$ -	per pull

16. Temporary Bin and Roll-Off Box Service - Including 2, 3, 4, and 6 yard Bin Service - Mixed C&D Processing

		Collection Component (85% Labor and 15% Fuel)			Processing	Residual Disposal		
16a.	2 Cubic Yard Bin	Labor	+ Fuel	= Total Collection	+ Mixed C&D Processing	+ Disposal	= Total	
	Same day (same day collection service)	$ 102.85	$ 18.15	$ 121.00	$ 77.63	$ -	$ 198.63	per pull
	Weekly (I.e. Monday collection, with the collection again on the following Monday)	$ 85.00	$ 15.00	$ 100.00	$ 77.63	$ -	$ 177.63	per pull
	Weekend (i.e. collection on Saturday or Sunday)	$ 98.39	$ 17.36	$ 115.75	$ 77.63	$ -	$ 193.38	per pull
	Other:			$ -			$ -	per pull
16b.	3 Cubic Yard Bin	Labor	+ Fuel	= Total Collection	+ Mixed C&D Processing	+ Disposal	= Total	
	Same day (same day collection service)	$ 107.10	$ 18.90	$ 126.00	$ 118.93	$ -	$ 244.93	per pull
	Weekly (I.e. Monday collection, with the collection again on the following Monday)	$ 89.25	$ 15.75	$ 105.00	$ 118.93	$ -	$ 223.93	per pull
	Weekend (i.e. collection on Saturday or Sunday)	$ 102.64	$ 18.11	$ 120.75	$ 118.93	$ -	$ 239.68	per pull
	Other:			$ -			$ -	per pull
16c.	4 Cubic Yard Bin	Labor	+ Fuel	= Total Collection	+ Mixed C&D Processing	+ Disposal	= Total	
	Same day (same day collection service)	$ 111.35	$ 19.65	$ 131.00	$ 141.64	$ -	$ 272.64	per pull
	Weekly (I.e. Monday collection, with the collection again on the following Monday)	$ 93.50	$ 16.50	$ 110.00	$ 141.64	$ -	$ 251.64	per pull
	Weekend (i.e. collection on Saturday or Sunday)	$ 106.89	$ 18.86	$ 125.75	$ 141.64	$ -	$ 267.39	per pull
	Other:			$ -			$ -	per pull
16d.	6 Cubic Yard Bin	Labor	+ Fuel	= Total Collection	+ Mixed C&D Processing	+ Disposal	= Total	

	Same day (same day collection service)	$ 119.85	$ 21.15	$ 141.00	$ 165.18	$ -	$ 306.18	per pull
	Weekly (I.e. Monday collection, with the collection again on the following Monday)	$ 102.00	$ 18.00	$ 120.00	$ 165.18	$ -	$ 285.18	per pull
	Weekend (i.e. collection on Saturday or Sunday)	$ 115.39	$ 20.36	$ 135.75	$ 165.18	$ -	$ 300.93	per pull
	Other:						$ -	per pull
16e.	10 Cubic Yard Roll-Off	Labor	+ Fuel	= Total Collection	+ Mixed C&D Processing	+ Disposal	= Total	
	Same day (same day collection service)	$ 280.97	$ 49.59	$ 330.56	$ 642.35	$ -	$ 972.91	per pull
	Weekly (I.e. Monday collection, with the collection again on the following Monday)	$ 234.14	$ 41.32	$ 275.46	$ 642.35	$ -	$ 917.81	per pull
	Weekend (i.e. collection on Saturday or Sunday)	$ 269.27	$ 47.51	$ 316.78	$ 642.35	$ -	$ 959.13	per pull
	Other:			$ -			$ -	per pull
16f.	20 Cubic Yard Roll-Off	Labor	+ Fuel	= Total Collection	+ Mixed C&D Processing	+ Disposal	= Total	
	Same day (same day collection service)	$ 280.97	$ 49.59	$ 330.56	$ 388.16	$ -	$ 718.72	per pull
	Weekly (I.e. Monday collection, with the collection again on the following Monday)	$ 234.14	$ 41.33	$ 275.47	$ 388.16	$ -	$ 663.63	per pull
	Weekend (i.e. collection on Saturday or Sunday)	$ 269.27	$ 47.52	$ 316.79	$ 388.16	$ -	$ 704.95	per pull
	Other:			$ -			$ -	per pull
16g.	25 Cubic Yard Roll-Off	Labor	+ Fuel	= Total Collection	+ Mixed C&D Processing	+ Disposal	= Total	
	Same day (same day collection service)	$ 280.97	$ 49.58	$ 330.55	$ 396.42	$ -	$ 726.97	per pull
	Weekly (I.e. Monday collection, with the collection again on the following Monday)	$ 234.14	$ 41.33	$ 275.47	$ 396.42	$ -	$ 671.89	per pull
	Weekend (i.e. collection on Saturday or Sunday)	$ 269.27	$ 47.51	$ 316.78	$ 396.42	$ -	$ 713.20	per pull
	Other:			$ -			$ -	per pull
16h.	30 Cubic Yard Roll-Off	Labor	+ Fuel	= Total Collection	+ Mixed C&D Processing	+ Disposal	= Total	
	Same day (same day collection service)	$ 280.97	$ 49.59	$ 330.56	$ 404.68	$ -	$ 735.24	per pull
	Weekly (I.e. Monday collection, with the collection again on the following Monday)	$ 234.14	$ 41.32	$ 275.46	$ 404.68	$ -	$ 680.14	per pull
	Weekend (i.e. collection on Saturday or Sunday)	$ 269.27	$ 47.51	$ 316.78	$ 404.68	$ -	$ 721.46	per pull
	Other:			$ -			$ -	per pull
16i.	40 Cubic Yard Roll-Off	Labor	+ Fuel	= Total Collection	+ Mixed C&D Processing	+ Disposal	= Total	
	Same day (same day collection service)	$ 280.97	$ 49.59	$ 330.56	$ 412.94	$ -	$ 743.50	per pull
	Weekly (I.e. Monday collection, with the collection again on the following Monday)	$ 234.14	$ 41.32	$ 275.46	$ 412.94	$ -	$ 688.40	per pull
	Weekend (i.e. collection on Saturday or Sunday)	$ 269.27	$ 47.51	$ 316.78	$ 412.94	$ -	$ 729.72	per pull
	Other:			$ -			$ -	per pull

17. Temporary Bin & Roll Off Box Service - Including 2, 3, 4, and 6 yard Bin Service - Direct to Landfill Service

		Collection Component (85% Labor and 15% Fuel)				Disposal Component			
17a.	2 Cubic Yard Bin	Labor	+ Fuel	= Total Collection		+ Disposal	= Total		
	Same day (same day collection service)	$ 205.70	$ 36.30	$ 242.00		$ 16.89	$ 258.89	per pull	
	Weekly (I.e. Monday collection, with the collection again on the following Monday)	$ 170.00	$ 30.00	$ 200.00		$ 16.89	$ 216.89	per pull	
	Weekend (i.e. collection on Saturday or Sunday)	$ 196.78	$ 34.72	$ 231.50		$ 16.89	$ 248.39	per pull	
	Other:						$ -	per pull	
17b.	3 Cubic Yard Bin	Labor	+ Fuel	= Total Collection		+ Disposal	= Total		
	Same day (same day collection service)	$ 214.20	$ 37.80	$ 252.00		$ 25.33	$ 277.33	per pull	
	Weekly (I.e. Monday collection, with the collection again on the following Monday)	$ 178.50	$ 31.50	$ 210.00		$ 25.33	$ 235.33	per pull	
	Weekend (i.e. collection on Saturday or Sunday)	$ 205.28	$ 36.22	$ 241.50		$ 25.33	$ 266.83	per pull	
	Other:			$ -			$ -	per pull	
17c.	4 Cubic Yard Bin	Labor	+ Fuel	= Total Collection		+ Disposal	= Total		
	Same day (same day collection service)	$ 222.70	$ 39.30	$ 262.00		$ 33.78	$ 295.78	per pull	
	Weekly (I.e. Monday collection, with the collection again on the following Monday)	$ 187.00	$ 33.00	$ 220.00		$ 33.78	$ 253.78	per pull	
	Weekend (i.e. collection on Saturday or Sunday)	$ 213.78	$ 37.72	$ 251.50		$ 33.78	$ 285.28	per pull	
	Other:			$ -			$ -	per pull	
17d.	6 Cubic Yard Bin	Labor	+ Fuel	= Total Collection		+ Disposal	= Total		
	Same day (same day collection service)	$ 239.70	$ 42.30	$ 282.00		$ 50.66	$ 332.66	per pull	
	Weekly (I.e. Monday collection, with the collection again on the following Monday)	$ 204.00	$ 36.00	$ 240.00		$ 50.66	$ 290.66	per pull	
	Weekend (i.e. collection on Saturday or Sunday)	$ 230.78	$ 40.72	$ 271.50		$ 50.66	$ 322.16	per pull	
	Other:			$ -			$ -	per pull	
17e.	10 Cubic Yard Roll-Off	Labor	+ Fuel	= Total Collection		+ Disposal	= Total		
	Same day (same day collection service)	$ 561.95	$ 99.16	$ 661.11		$ 84.44	$ 745.55	per pull	
	Weekly (I.e. Monday collection, with the collection again on the following Monday)	$ 468.29	$ 82.64	$ 550.93		$ 84.44	$ 635.37	per pull	
	Weekend (i.e. collection on Saturday or Sunday)	$ 538.53	$ 95.03	$ 633.56		$ 84.44	$ 718.00	per pull	
	Other:			$ -			$ -	per pull	
17f.	20 Cubic Yard Roll-Off	Labor	+ Fuel	= Total Collection		+ Disposal	= Total		
	Same day (same day collection service)	$ 561.95	$ 99.16	$ 661.11		$ 98.51	$ 759.62	per pull	
	Weekly (I.e. Monday collection, with the collection again on the following Monday)	$ 468.29	$ 82.64	$ 550.93		$ 98.51	$ 649.44	per pull	
	Weekend (i.e. collection on Saturday or Sunday)	$ 538.53	$ 95.04	$ 633.57		$ 98.51	$ 732.08	per pull	
	Other:			$ -			$ -	per pull	

17g.	25 Cubic Yard Roll-Off	Labor	+	Fuel	=	Total Collection	+	Disposal	=	Total	
	Same day (same day collection service)	$ 561.95		$ 99.17		$ 661.12		$ 112.58		$ 773.70	per pull
	Weekly (I.e. Monday collection, with the collection again on the following Monday)	$ 468.29		$ 82.64		$ 550.93		$ 112.58		$ 663.51	per pull
	Weekend (i.e. collection on Saturday or Sunday)	$ 538.53		$ 95.04		$ 633.57		$ 112.58		$ 746.15	per pull
	Other:					$ -				$ -	per pull

17h.	30 Cubic Yard Roll-Off	Labor	+	Fuel	=	Total Collection	+	Disposal	=	Total	
	Same day (same day collection service)	$ 561.95		$ 99.16		$ 661.11		$ 126.66		$ 787.77	per pull
	Weekly (I.e. Monday collection, with the collection again on the following Monday)	$ 468.29		$ 82.63		$ 550.92		$ 126.66		$ 677.58	per pull
	Weekend (i.e. collection on Saturday or Sunday)	$ 538.53		$ 95.03		$ 633.56		$ 126.66		$ 760.22	per pull
	Other:					$ -				$ -	per pull

17i.	40 Cubic Yard Roll-Off	Labor	+	Fuel	=	Total Collection	+	Disposal	=	Total	
	Same day (same day collection service)	$ 561.95		$ 99.16		$ 661.11		$ 140.73		$ 801.84	per pull
	Weekly (I.e. Monday collection, with the collection again on the following Monday)	$ 468.29		$ 82.64		$ 550.93		$ 140.73		$ 691.66	per pull
	Weekend (i.e. collection on Saturday or Sunday)	$ 538.53		$ 95.04		$ 633.57		$ 140.73		$ 774.30	per pull
	Other:					$ -				$ -	per pull

ATTACHMENT D

Maximum Rates To Be Charged

Fill in the rates proposed as the maximum rates to customers below for each level of service. Rates must be broken down to show the collection cost, processing cost and disposal cost. The procedure for adjusting costs throughout the term of the contract appears in Article 14 of the contract. A sample calculation is shown in Attachment J. The disposal portion will only be adjusted as that cost actually changes. Disposal costs are a pass through cost and cannot include any mark up, overhead or administrative costs. As the amount of material being collected and handled is increasingly shifting into diversion, providing diversion services at no charge is no longer feasible and therefore is not permitted in this form. The rate proposed for collection of commercial, multi-family, temporary bin, temporary roll off, permanent roll off and compactor customers for recyclable materials and food scraps **must be 50% lower** than the rate proposed for collection of MSW materials.

Rates must be submitted in 2024 dollars.

This form will become an attachment to the final contract.

18. Special Event Service - Direct to Landfill MSW Service

		Collection Component (85% Labor and 15% Fuel				Disposal Component		Total	
		Labor	+ Fuel	= Total Collection	+	Disposal			
18a.	35 gallon cart	$ 74.97	$ 13.23	$ 88.20		$ 11.80	=	$ 100.00	per container
18b.	65 gallon cart	$ 74.97	$ 13.23	$ 88.20		$ 11.80	=	$ 100.00	per container
18c.	95 gallon cart	$ 74.97	$ 13.23	$ 88.20		$ 11.80	=	$ 100.00	per container
18d.	1 Cu. Yard Bin (as half of split bin and as standalone)	$ 112.46	$ 19.85	$ 132.31		$ 17.69	=	$ 150.00	per container
18e.	1.5 Cu. Yard Bin (as half of split bin and as standalone)	$ 131.20	$ 23.15	$ 154.35		$ 20.65	=	$ 175.00	per container
18f.	2 Cu. Yard Bin (as half of split bin and as standalone)	$ 142.44	$ 25.14	$ 167.58		$ 22.42	=	$ 190.00	per container
18g.	3 Cu. Yard Bin (as half of split bin and as standalone)	$ 164.93	$ 29.11	$ 194.04		$ 25.96	=	$ 220.00	per container
18h.	4 Cu. Yard Bin	$ 217.41	$ 38.37	$ 255.78		$ 34.22	=	$ 290.00	per container
18i.	6 Cu. Yard Bin	$ 269.89	$ 47.63	$ 317.52		$ 42.48	=	$ 360.00	per container
18j.	10 Cu. Yd. Roll-off	$ 428.42	$ 75.60	$ 504.02		$ 46.91	=	$ 550.93	per pull
18k.	20 Cu. Yd. Roll-off	$ 428.42	$ 75.60	$ 504.02		$ 46.91	=	$ 550.93	per pull
18l.	25 Cu. Yd. Roll-off	$ 428.42	$ 75.60	$ 504.02		$ 46.91	=	$ 550.93	per pull
18m.	30 Cu. Yd. Roll-off	$ 428.42	$ 75.60	$ 504.02		$ 46.91	=	$ 550.93	per pull
18n.	40 Cu. Yd. Roll-off	$ 428.42	$ 75.60	$ 504.02		$ 46.91	=	$ 550.93	per pull
18o.	20 Cu. Yd. Compactor	$ 525.57	$ 92.75	$ 618.32		$ 46.91	=	$ 665.23	per pull
18p.	25 Cu. Yd. Compactor	$ 525.57	$ 92.75	$ 618.32		$ 46.91	=	$ 665.23	per pull
18q.	30 Cu. Yd. Compactor	$ 525.57	$ 92.75	$ 618.32		$ 46.91	=	$ 665.23	per pull
18r.	40 Cu. Yd. Compactor	$ 525.57	$ 92.75	$ 618.32		$ 46.91	=	$ 665.23	per pull

19. Special Event Service - Single-Material Recyclables and Single-Stream Recyclables

		Collection Component (85% Labor and 15% Fuel			Processing	Residual Disposal	
		Labor	+ Fuel	= Total Collection	+ Clean MRF	+ Disposal	= Total
19a	35 gallon cart	$ 38.38	$ 6.77	$ 45.15	$ 2.80	$ 2.05	50.00
19b.	65 gallon cart	$ 38.38	$ 6.77	$ 45.15	$ 2.80	$ 2.05	50.00
19c.	90 gallon cart	$ 38.38	$ 6.77	$ 45.15	$ 2.80	$ 2.05	50.00
19d.	1 Cu. Yard Bin (as half of split bin and as standalone)	$ 57.57	$ 10.16	$ 67.73	$ 4.20	$ 3.07	75.00
19e.	1.5 Cu. Yard Bin (as half of split bin and as standalone)	$ 67.16	$ 11.85	$ 79.01	$ 4.90	$ 3.59	87.50
19f.	2 Cu. Yard Bin (as half of split bin and as standalone)	$ 72.92	$ 12.87	$ 85.79	$ 5.32	$ 3.89	95.00
19g.	3 Cu. Yard Bin (as half of split bin and as standalone)	$ 84.43	$ 14.90	$ 99.33	$ 6.16	$ 4.51	110.00
19h.	4 Cu. Yard Bin	$ 111.29	$ 19.64	$ 130.93	$ 8.12	$ 5.95	145.00
19i.	6 Cu. Yard Bin	$ 138.16	$ 24.38	$ 162.54	$ 10.08	$ 7.38	180.00
19j.	10 Cu. Yd. Roll-off	$ 211.43	$ 37.31	$ 248.74	$ 16.03	$ 10.69	275.46
19k.	20 Cu. Yd. Roll-off	$ 211.43	$ 37.31	$ 248.74	$ 16.03	$ 10.69	275.46
19l.	25 Cu. Yd. Roll-off	$ 211.43	$ 37.31	$ 248.74	$ 16.03	$ 10.69	275.46
19m.	30 Cu. Yd. Roll-off	$ 211.43	$ 37.31	$ 248.74	$ 16.03	$ 10.69	275.46
19n.	40 Cu. Yd. Roll-off	$ 211.43	$ 37.31	$ 248.74	$ 16.03	$ 10.69	275.46
19o.	20 Cu. Yd. Compactor	$ 230.54	$ 40.68	$ 271.22	$ 17.48	$ 11.66	300.36
19p.	25 Cu. Yd. Compactor	$ 255.31	$ 45.05	$ 300.36	$ 19.36	$ 12.90	332.62
19q.	30 Cu. Yd. Compactor	$ 255.31	$ 45.05	$ 300.36	$ 19.36	$ 12.90	332.62
19r.	40 Cu. Yd. Compactor	$ 255.31	$ 45.05	$ 300.36	$ 19.36	$ 12.90	332.62

20. Special Event Service - Source-separated Food Scraps

Note: Food scraps will only be collected in 35-gal, 65-gal, 1-yard, 1.5 yard, and 2-yard containers. Food scraps will not be collected as part of split bin service.

		Collection Component (85% Labor and 15% Fuel			Processing	Residual Disposal	
		Labor	+ Fuel	= Total Collection	+ Clean MRF	+ Disposal	= Total
20a.	35 gallon cart	$ 23.59	$ 4.16	$ 27.75	$ 18.05	$ 4.20	50.00

20b.	65 gallon cart	$ 23.59	$ 4.16	$ 27.75	$ 18.05	$ 4.20	50.00
20c.	1 Cu. Yard Bin (as half of split bin and as standalone)	$ 35.38	$ 6.24	$ 41.62	$ 27.08	$ 6.30	75.00
20d.	1.5 Cu. Yard Bin (as half of split bin and as standalone)	$ 41.28	$ 7.28	$ 48.56	$ 31.59	$ 7.35	87.50
20e.	2 Cu. Yard Bin (as half of split bin and as standalone)	$ 44.82	$ 7.91	$ 52.73	$ 34.30	$ 7.97	95.00

21. Emergency Service

		Collection Component (85% Labor and 15% Fuel)				Disposal Component	
		Labor	+ Fuel	= Total Collection	+ Disposal	=	Total
21a.	3 Cu. Yard Bin	$ 189.67	$ 33.47	$ 223.14	$ 29.86		253.00
21b.	4 Cu. Yard Bin	$ 250.05	$ 44.12	$ 294.17	$ 39.33		333.50
21c.	6 Cu. Yard Bin	$ 310.38	$ 54.77	$ 365.15	$ 48.85		414.00
21d.	10 Cu. Yard Roll-off	$ 502.65	$ 88.70	$ 591.35	$ 42.22		633.57
21e.	20 Cu. Yard Roll-off	$ 502.65	$ 88.70	$ 591.35	$ 42.22		633.57
21f.	25 Cu. Yard Roll-off	$ 502.65	$ 88.70	$ 591.35	$ 42.22		633.57
21g.	30 Cu. Yard Roll-off	$ 502.65	$ 88.70	$ 591.35	$ 42.22		633.57
21h.	40 Cu. Yard Roll-off	$ 502.65	$ 88.70	$ 591.35	$ 42.22		633.57

ATTACHMENT D

Maximum Rates To Be Charged

Fill in the rates proposed as the maximum rates to customers for each level of service. These rates will be adjusted using the methodology in Attachment J, Section 1.B titled 'Adjustment for Processing Component of Annual Rate Based on PPI'.

Instructions for Submittal of Revised Proposal Form 29. Revisions included as Addendum 2 are marked in RED text in Section 22mm below. Please replace the tab titled '22. Other Services' from the original Proposal Form 29 with this revised tab titled '22. Other Services REVISED'. Delete the old tab titled '22. Other Services'. Enter the required rate into Item 22mm on the revised tab and submit with the proposal.

Rates must be submitted in 2024 dollars.

This form will become an attachment to the final contract.

22. Other Services

22a.	Residential Bulky Goods Collection Service (For additional Collections of Bulky Goods from Residential Premises in Excess of Four (4) per year)	$ 60.00	per pick-up
22b.	Multi-family Bulky Goods Collection Service (For additional Collections of Bulky Goods from Multi-family Premises in Excess of Four (4) per account year)	$ 60.00	per pick-up
22c.	Commercial Bulky Goods Collection Service (For additional Collections of Bulky Goods from Commercial Premises in Excess of Four (4) per account year)	$ 60.00	per pick-up
22d.	Residential HHW Collection (For additional Collections of HHW from Residential Premises in Excess of Four (4) Quarterly Pick-ups per year)	$ 60.00	per pick-up
22e.	Repair and Maintenance of Compactor	$ 165.00	per hour
22f.	Bin Cleaning Service	$ 120.00	per Bin
22g.	Cart Replacement/Exchange	$ 50.00	per Cart
22h.	Bin Replacement/Exchange	$ 60.00	per Bin
22i.	Commercial Bin Wheel-Out Service (25' - 50')	$ 20.00	per bin per month
22j.	Commercial Bin Wheel-Out Service (51' - 75')	$ 25.00	per bin per month
22k.	Residential Backyard Wheel-Out Service for Customers (for Customers that are not a 'Disabled Person' as defined in Attachment A)	$ 15.00	per month
22l.	Extra Pick-up - Residential Cart	$ 75.00	per cart
22m.	Extra Pick-up - Commercial/Multi-family Cart	$ 105.00	per cart
22n.	Extra Pick-up - Commercial/Multi-family Bin	$ 105.00	per bin
22o.	Roll-off or Compactor Service - False or Dry Run	$ 95.00	per instance
22p.	Power wash/steam cleaning of enclosure	$ 250.00	per instance
22q.	Commercial/Multi-family Sunday Collection Service Premium (added to existing rate per container per month)	$ 350.00	per container per month
22r.	Roll-off/compactor overage charges - Landfill (if max weight is included in rate and load exceeds max weight - include a per ton cost)	$ 105.00	per ton
22s.	Roll-off/compactor overage charges - Mixed C&D (if max weight is included in rate and load exceeds max weight - include a per ton cost)	$ 125.00	per ton
22t.	Clean-up Bin Trip Charge	$ 75.00	per instance
22u.	Clean Up Bin Overweight Charge	$ 95.00	per ton
22v.	Roll-off Relocation Charge	$ 95.00	per instance
22w.	Overweight Roll-off Extra Charge if Special Vehicle is Needed to Haul Container in Excess of 10 Tons Loaded Weight (in addition to standard roll-off rate)	$ 500.00	per instance
22x.	Daily Rental Over 7 Days for Temporary 2,3,4, and 6-yard bins	$ 20.00	per day
22y.	Daily Rental Over 7 Days for Temporary 10,20,30 and 40-yard bins	$ 25.00	per day
22z.	Compactor cleaning charge	$ 350.00	per instance
22aa.	Replacement Residential Counter-top food scraps kitchen pail (includes delivery)	$ 15.00	per replacement
22bb.	Commercial Resumption of Service Charge (only after discontinuation for non-payment, includes redelivery of containers if removed from premises)	$ 45.00	per instance
22cc.	Residential Resumption of Service Charge (only after discontinuation for non-payment, includes redelivery of containers if removed from premises)	$ 15.00	per instance
22dd.	Stinger service / Scout Service - per Container per frequency per month	$ 80.00	per bin per frequency per month

22ee.	Locking Bin Installation	$ 40.00	per instance
22ff.	Emergency Collection, hourly rate for (1) crew and (1) vehicle	$ 180.00	per hour
22gg.	Bin sensor (pilot program described in Section 8.04.G of Contract)	$ 22.51	per bin sensor per month
22hh.	Bin Sensors (citywide program described in Section 8.04.G.1 of Contract)	$ 22.51	per bin sensor per month
22ii.	Bin Locking Lids Fee	$ 15.00	per month
22jj.	Locked Enclosure Gate Fee	$ 15.00	per month
22kk.	Residential - Non-containerization fee after second and subsequent written notices as described in Attachment B, Section 2.6.1	$ 10.00	per incident
22ll.	Commercial - Overfull Container fee for after second and subsequent instance of Overfull Bin(s)/Cart(s) where Customer was notified via Hang Tag as described in Section 3.10 of Attachment B	$ 95.00	per incident
22mm.	Replacement bin sensor (initial replacement at no charge. Second and subsequent replacement bin sensor will be charged at this rate. Rate shall include installation, capital cost, and licensing cost).	$ 214.73	per bin sensor

The Following Services will be provided to a Customer at no additional charge.

22nn.	Commercial Bin Wheel-Out Service for a distance less than 25 feet.	0	per month



PROPOSAL FORM 30: PROPOSED TEXTILE RECYCLING PROGRAM

Collection Procedure

WM will collect textiles in the same manor that bulky items are collected. To maximize efficiency and ensure all stops are properly routed for collection, residents will be asked to call and request their textile collection no later than two weeks before the scheduled collection week. SFD customers will be instructed to leave their textiles at the curb in bags for collection. MFD customers will be required to provide a centralized location for tenants to leave their items for collection.

Collection Days

As outlined in the Agreement, WM will collect textiles from single family dwellings during the first week of May and October each year. Textiles from Multi-Family Residential customers will be collected during the second week of May and the second week in October each year.

Advertisement

Textile collection weeks will be included in the service guides generated each year. Additionally, residents will be periodically reminded of upcoming events via social media posts and ad campaigns run on the entire WM digital suite. Residents with disability who have valet service added tot heir account will receive the same service for their textile collection.

Year-Round Collection

Textile collections **will not** count towards each residents allotted bulk item collections, however residents may use one of their bulky item collections to schedule additional textile collections.

Residents will follow the listed steps to schedule textile collection:

1	2	3	4
Call, visit MyWM.com, or utilize the My WM App to schedule collection	Clearly identify that your collection is for clothing/ textiles in the required fields	Place items at the curb on WM's provided collection date no later than 7:00am.	View service completion confirmation via MyWM.com or My WM App

WM Textiles for Tomorrow

Having worked with Rescue Missions in other areas, WM is excited to partner with the Orange County Rescue Mission (OCRM) to provide a second life for all usable textiles and clothing collected in Laguna Beach. OCRM is a 5013c Non-Profit organization that serves the Orange County area by providing assistance to those in need.



WM Donating collected shoes and clothing to Long Beach Rescue Mission in 2020

The OCRM goes beyond offering just a roof and a meal to those in need. They strive to rebuild the lives of those who come through their doors through programs such as their Tustin Veterans Outpost, an apartment complex that offers veterans in need transitional housing. Residents also receive the services and support they need to learn how to become self-sufficient in civilian life along with veteran specific services including case management, mental health services, educational assistance, food and nutrition assistance, healthcare, legal services, job training, and employment placement. All donations made to the OCWR are repurposed to support their many projects right here in OC.

Campus Location	Organization Contact
One Hope Drive	Nancy Palmer
Tustin, CA, 92782	Manager of Events
info@OChope.com	Nancy@OChope.com
714-247-4300	714-247-4300



PROPOSAL FORM 31: HHW AND SHARPS COLLECTION PROGRAM DETAILS

Contractor shall provide up to four (4) quarterly curbside HHW collections per resident per year at no additional charge to the residents. Contractor may limit curbside HHW collection to certain days, weeks, months, or quarter to optimize collection route efficiencies. Additionally, Contractor shall provide unlimited sharps collection for residents via a sharps mail back program. Proposers shall provide details of the proposed HHW and Sharps collection programs in this Proposal Form and include the following components:

Vendor Name:	WM At Your Door Special Collection® (AYD)
Address:	10633 Ruchti Rd, South Gate, CA 90280
Owner/Operator:	WM

	Total Number of Households	Projected Monthly Household Participation Percentage	Monthly Cost of Providing Service at Projected Participation Levels
Curbside Collection of HHW	10,413	1.8%	$8,530
Mail-Back Collection of Sharps	10,414	0.9%	286

Promotion of these programs will be listed in the contractually required outreach provided to customers. WM will also create and provide the City with tailored social media posts to remind residents of the program.

At Your Door Special Collection®

WM's At Your Door Special Collection® service is the best solution for residents to properly manage household hazardous waste (HHW), including electronics. As North America's leading environmental solutions company, WM makes it easy for residents to dispose of these items by collecting the materials at their door – safely, easily, and responsibly. At Your Door Special Collection is an easy-to-use service where residents can schedule a collection at any time throughout the year, when it is convenient for them.

24/7 Collection Scheduling for Customers

Customers can easily reach out to the At Your Door Special Collection service and schedule a home collection via phone or web. Our Operations Service Center accepts calls between 5 a.m. and 5 p.m. PST Monday through Friday at (800) 449-7587, while our website, www.wmatyourdoor.com, is accessible 24/7. An automated call system is also available after hours and on holidays.

Highly trained staff from our U.S.-based Operations Center will process customer service requests. A service request must include the following information in order to be scheduled: the participant's contact information, address, and an estimated list of the types and quantities of acceptable materials. When the request is scheduled, the participant is provided with a specific date for their home collection.

Collection Kit Streamlines Process

Once collection is scheduled, a collection kit will be sent to the participant through U.S. mail, and the resident is responsible for packaging the materials and placing them out on the designated collection date. Very specific written instructions are provided in all collection kits and detail what materials are accepted through this service, how to package the items, and guidance on where and when they should place the items out for collection. Information is also provided on our website. Collection kits are not required for residents that have only electronic items. Residents will be instructed that all products must be clearly identifiable and no containers over 5 gallons will be accepted. If a container leaks, the participant is instructed to transfer contents to a non-leaking container and label it. Leaking containers or containers that are not identified or are improperly identified will not be collected. Additional instructions may apply based on applicable regulations.



The At Your Door Advantage

WM provides a customer-centered solution for collection of home generated special materials, also referred to as household hazardous waste and electronics. With At Your Door Special Collection, residents do not have to leave their home as they would with a typical collection event – it is on demand, door-

On the specific collection date, a service technician will arrive at the home, inspect the material for eligible items, and package the material based upon hazard classification. All materials must be placed outside of the home near the front door or garage area, but never on public property, at the curb, street, or alleyway. Participants are not required to be present during the collection. After collection by the service technician, eligible materials are transported to At Your Door Facility in South Gate, CA, where they will be consolidated and shipped to appropriate recycling and processing facilities.

Trained Customer Service Staff Provides Necessary Answers and Support

In addition to processing service requests, WM's At Your Door Special Collection Operations Service Center (aka call center) will handle any questions customers may have. The call center can provide guidance to help residents if they have questions regarding how to properly package or set out material for collection. These specialists regularly receive questions surrounding paint, pesticides, household chemicals, automotive chemicals, and more, so they are well-versed in providing valuable information and support.

Operations Service Center staff is required to complete a rigorous training program throughout their employment. This instructional program includes training on customer service, hazardous materials, chemistry, regulatory training, and more. Our staff is trained to provide residents the information and support needed to have a safe and successful home collection.

To contact this service center, residents can go to www.wmatyourdoor.com or call us at (800) 449-7587.

Customer Feedback is Crucial

To increase communication with residents and provide feedback on the At Your Door Special Collection service, participants are encouraged to provide feedback on the program and may be sent a survey. In addition, if a resident has a question about an item or has questions on how this service works, they are welcome to reach out to the Operations Service Center staff

Acceptable Materials in the Program

The following list includes the most common eligible items for the At Your Door Special Collection service. This list is not all-inclusive and the full list of eligible items may vary depending on changing state and local regulations. In that event, additional instructions may apply to comply with applicable regulations. Residents will be instructed that all products must be clearly identifiable and no containers over 5 gallons will be accepted.

Garden Chemicals

- Insect sprays/Insecticides
- Weed killers/Fertilizer/Herbicides/ Pesticides
- Other poisons

Household Cleaners

- Ammonia
- Floor stripper/Floor cleaner
- Drain/Tile/Shower/Toilet bowl cleaner
- Carpet/upholstery cleaner
- Rust remover

Paint Products

- Oil based/Latex paint
- Stripper and thinner
- Caulking
- Wood preservative and stains
- Sealers
- Spray paint/Artist paint

Automotive Material

- Motor oil
- Antifreeze
- Waxes/Polishes
- Cleaners
- Brake fluids
- Used oil filters
- Transmission fluid
- Windshield washer fluid
- Hydraulic fluid
- Vehicle batteries (up to 4 max.)
- Gasoline and Diesel fuel (must be placed in containers designed and sold for

Misc. Household

- Household batteries
- Florescent tubes/ Compact fluorescent bulbs
- High intensity lamps
- Hobby glue
- Driveway sealer (up to 5-gallon max)
- Sharps

Electronics with Circuit Boards (up to 25 lbs.)

- Televisions (up to 1 max.)
- Computer monitors
- CPU/computer tower (up to 1 max.)
- Laptop/Tablet computers
- Keyboard
- Mouse
- Fax machine
- Desktop printer/scanner
- CD ROM
- DVD/CD/VCR/tape player
- Cellphone
- MP3 player, iPod, music player
- Microwave oven
- Related cords
- Gaming consoles

Swimming Pool Chemicals

- Pool acid
- Chlorine: tablets, liquids
- Stabilizers

Flammable & Combustible Materials

- Kerosene and Solvents

containment and transportation of fuel (up to 5-gallon max)

Mercury Containing Devices

- Thermostats
- Thermometers
- Switches

Excluded Materials

- Collection service include: Biological waste
- Liquid mercury/elemental mercury
- Ammunition
- Broken items that contain mercury
- Explosives
- Materials improperly packaged for transport
- Appliances
- Materials in leaking containers
- Medicines/pharmaceuticals
- Asbestos
- Unknown or unlabeled materials
- Tires
- Construction-related materials
- Smoke detectors
- Containers over 5 gallons
- Commercial chemicals
- Fire extinguishers
- Trash that may contain radioactive materials
- Food waste
- White goods including bulky items
- Radioactive materials

At Your Door Operations Plan

Over the years, we have refined the challenging process of residential collection of home generated special materials. Every community we operate in is unique, from contract-specified services to local rules and regulations. Therefore, a comprehensive operations plan specific to Laguna Beach will be provided prior to the contract start date that clearly identifies how materials are collected at the curb, screened, transported, and the methods we use to classify and control materials throughout each step of our collection process. Throughout our service term, the Laguna Beach-specific operations plan will be modified as necessary to comply with changing regulations and/or program procedures.

Disposal

The goal of WM's At Your Door Special Collection service is to maximize the percentage of home generated special materials that are recycled rather than disposed. After collecting the items from the home, the materials are brought to our South Gate facility where we select environmentally friendly options as the next step in the lifecycle for these materials. If an item is unable to be recycled, it is properly disposed of per local, state, and federal regulations.

Safety

This home collection program has been designed with safety in mind. Each aspect of this program has been reviewed for potential environmental, health, and safety implications. This encompasses the compliance requirement for our acceptable and ineligible materials and our in-depth training procedures. We have a history of safe collection services due to extensive industry experience combined with specific expertise in household hazardous waste collection.

Service technicians complete a 40-hour HAZWOPER certification program in combination with obtaining a Hazmat endorsement on their Commercial Driver's License. In addition, they participate in an in-depth employee training program that includes classroom and on-the-job training for hazardous materials. This includes specific training on the collection and transportation of hazardous and potentially hazardous chemicals in a residential setting. Training is updated regularly to ensure our Technicians are trained on important safety procedures, transportation protocols, chemistry, hazardous materials handling, customer service, and more.

Proven Results over 20-plus Years of At Your Door Services

The At Your Door Special Collection service has collected home generated special materials from thousands of homes since 1995 and currently manages programs for hundreds of municipalities throughout the country.

Each aspect of WM's At Your Door Special Collection service has been developed to address specific issues with the residential collection of hazardous materials. Our standard operating procedures are based upon federal, state, and local regulations in combination with years of experience. In addition, over the years we have developed efficient processes, based upon feedback from residents and municipalities, to best serve the needs of your community.

Over the last 10 years, our operations service center has processed hundreds of thousands of service requests and answered numerous calls to help residents understand the importance of the proper disposal of these potentially hazardous items.

This Proposal Form 31 will become Attachment U to the final Agreement.

RFP Question Set #1 from City and Response to Question Set #1 from WM

January 9, 2023 *Delivered Electronically*

Muyisa Kasomo
USA Waste of California, Inc.
16122 Construction Circle East
Irvine, CA 92606
mkasomo@wm.com
(562) 335-6931

RE: Response to City of Laguna Beach RFP – Question Set #1

Dear Ms. Kasomo,

Attached is Question Set #1 with regards to the RFP. Please submit your responses electronically by ***4:00 p.m. on Friday, January 20th, 2023***.

Please email me upon receipt of this letter to acknowledge that WM has received it.

Sincerely,

Liz Avila
Senior Public Works Analyst/Solid Waste Program Coordinator

lavila@lagunabeachcity.net

cc: Daniel Butler, Regional Manager

Enclosed
Attachment 1: Question Set #1

QUESTION SET #1 **Attachment #1**

Questions for Waste Management (WM)

1. **Proposal Form 7**: Proposal Form 7 lists the number of FTE to be provided for the City of Laguna Beach for each position. Are the numbers where 100% of the FTE is indicated (e.g., Senior Manager Responsible for Marketing of Compost From Food, Office Manager, etc.) actually representing that a full 1 FTE will be dedicated to work solely for the City of Laguna Beach?
2. **Proposal Form 7**: Is the "Senior Manager(s) Responsible for Marketing of Compost From Food" (on the 4th line in the table) the same position and the same person as the "Senior Manager(s) Responsible for Marketing of Food Scraps/Yard Trimmings/Compost Products"? Or are these separate positions, totaling 2 FTE?
3. **Proposal Form 7**: On the final line in the chart on Proposal Form 7, the "Total Proposed Collection/Transportation Headcount" lists 125 FTE. Adding each section results in a total FT (excluding route managers) of 58. Please confirm that 125 is a typo, or if it is not, what are the other 67 positions and FTE proposed for operations in Laguna Beach?
4. **Proposal Form 10:** The City is requiring the provision of a split-body rear-loader BEV vehicle for collection of commercial recyclables and organics in the downtown area. Which specific make and model electric vehicle does WM propose to procure if selected by the City, per Question 2 included in Proposal Form 10?
5. **Proposal Form 10:** It is important to the City to have the electric vehicle in service as of July 1, 2024. Does WM commit to providing the BEV by the deadline set forth in Article 8.03.C (i.e., July 1, 2024, with up to 1 year of allowable extension if proof of purchase order and quarterly updates on the status of manufacture and delivery of the BEV are provided to the City)?
6. **Proposal Form 10:** Provide the cost per mile or cost per month of operating the BEV compared to an LNG or CNG vehicle, per question 15 included in Proposal Form 10.
7. **Proposal Form 10:** Does WM project that the electric collection vehicle will need to charge mid-route or is the charge sufficient to complete an entire route and return to WM's yard without recharging?
8. **Proposal Form 10:** Please confirm that WM is proposing the use of the Rhombus Energy Solutions charging station for the City of Laguna Beach.
9. **Proposal Form 10:** Where will the charging station be located?
10. **Proposal Form 11**: In its repose to this proposal form, WM does not appear to include collision avoidance technology that "is capable of detecting adjacent pedestrians, bicyclists, scooters, motorcycles and vehicles." Does the proposed DriveCam system have the capability to detect adjacent objects per Article 8.03.I of the contract? If so, please provide the manufacturer's specifications confirming these capabilities. If not, please provide additional information for how WM will comply with this requirement.
11. **Proposal Form 11:** Given the disruptions over past few years on bin, cart, and roll-off inventory, what measures or practices will WM utilize to address these shortages?
12. **Proposal Form 12**: WM indicates, in writing, the entire body and lid of the proposed carts will comply with the SB 1383 color-coding requirements. However, the photos

have only the lid matching the color-coding requirements of SB 1383 and the body being a gray color. Please confirm that the descriptive text of WM's response in the proposals takes precedence over the images of the carts provide in the proposal and provide images showing the entire cart having consistent color-coding in compliance with SB 1383.

13. **Proposal Form 12:** SB 1111, which was signed into law by Governor Newsom on September 9, 2022, requires any trash receptacle larger than 3 feet to have reflective fluorescent taping to increase roadway visibility. Please confirm the rates submitted by WM include the provision of reflective fluorescent taping on all commercial and multi-family bins in service in the City.
14. **Proposal Form 23**: In Proposal Form 23, what is the manufacturer of the proposed kitchen food scrap container?
15. **Proposal Form 25**: On Proposal Form 25, please confirm that the quoted rate of $22.51 per bin per sensor includes the monthly licensing cost and the cost of installation, as directed in the instructions for Proposal Form 25?
16. **Proposal Form 29**: For stinger/scout service (rate item 22dd), please confirm the proposed rate is charged as per bin per month. For example, a customer who receives scout service for one (1) 3-yard bin 3x/week would be charged $80 per month for stinger/scout service. A customer with two (2) 3-yard bins serviced 2x/week would be charged $160/month for stinger/scout service.
17. **Proposal Form 29**: The rates in Sections 4, 5, 7, 9, 10, 12, 14, 15, 16, and 19 of rate sheet exhibit do not include the processing and/or disposal components. Some rate items include notes that these costs are included in the 'haul rate' (i.e. the Collection Component broken into Labor and Fuel subcomponents). Please resubmit the rate sheet with the following clarification items resolved:
    a. Items 4(a-e), 5(a-e), 9(a-m), 10(a-m), 14 (a-i), 15(a-i), 16(a-i), – No residue disposal component appears to be included in these rate items. Is residue disposal included in the TVI tip fee?
    b. Items 7(d-m), 12(a-i), 19(j-r) - Please provide the 'Processing' and 'Residual Disposal' components broken out for all service lines for these rate items.

January 20, 2023

Liz Avila
Senior Public Works Analyst/Solid Waste Program Coordinator
City of Laguna Beach
505 Forest Avenue
Laguna Beach, CA 92651

RE: WM Response to City of Laguna Beach RFP Question Set #1

Dear Ms. Avila:

Attached is WM's response to the City's RFP Question Set #1 received January 9, 2023.

Please feel free to contact me at (562) 335-6931 or via email at mkasomo@wm.com should you have any other follow up questions or concerns.

Sincerely,



Muyisa Kasomo
Public Sector Manager
WM of Orange County

cc. Daniel Butler, Regional Public Sector Manager

Enclosed:
- WM Response to Question Set #1
- Updated Proposal Form 29
- PRECO-Electronics-PreView-Side-Defender-II System Specifications & User Manual

WM Response to City Question Set #1

1. **Proposal Form 7: Proposal Form 7 lists the number of FTE to be provided for the City of Laguna Beach for each position. Are the numbers where 100% of the FTE is indicated (e.g., Senior Manager Responsible for Marketing of Compost From Food, Office Manager, etc.) actually representing that a full 1 FTE will be dedicated to work solely for the City of Laguna Beach?**

   No, WM's Senior Manager Responsible for Marketing of Compost From Food Kevin Mattson will not be a 100% dedicated full time employee for the City of Laguna Beach. There is also no full time Office Manager dedicated 100% to the City, but rather 2 office managers dedicated to our entire Irvine hauling site that oversee office related duties for all Orange County jurisdictions that WM services.

2. **Proposal Form 7: Is the "Senior Manager(s) Responsible for Marketing of Compost From Food" (on the 4th line in the table) the same position and the same person as the "Senior Manager(s) Responsible for Marketing of Food Scraps/Yard Trimmings/Compost Products"? Or are these separate positions, totaling 2 FTE?**

   No, Kevin Mattson Senior Organics Project Development Manager will fulfill both roles and will not be a 100% dedicated full time employee for the City of Laguna Beach.

3. **Proposal Form 7: On the final line in the chart on Proposal Form 7, the "Total Proposed Collection/Transportation Headcount" lists 125 FTE. Adding each section results in a total FT (excluding route managers) of 58. Please confirm that 125 is a typo, or if it is not, what are the other 67 positions and FTE proposed for operations in Laguna Beach?**

   The total number of 125 FTE's proposed is a typo. The correct number of proposed FTE's excluding RM's is 45. There will be 6 Office or Management personnel, 10 Residential Drivers, 15 Commercial Drivers, and 14 Roll-Off Drivers.

4. **Proposal Form 10: The City is requiring the provision of a split-body rear-loader BEV vehicle for collection of commercial recyclables and organics in the downtown area. Which specific make and model electric vehicle does WM propose to procure if selected by the City, per Question 2 included in Proposal Form 10?**

   WM's current proposed make and model of Electric Vehicle (EV) is a Peterbilt 220 EV. WM is currently awaiting the arrival of a test Peterbilt 220 EV in early Spring of 2023. In addition, WM has multiple tests ongoing with Mack, BYD, Autocar, Daimler, Lion and others currently covered by Non-Disclosure Agreements. As originally stated in our proposal, WM is rapidly gaining insight and data on optimal EV specifications. Although our official response includes a Peterbilt 220, if awarded, WM proposes to review vehicle specs with the City to ensure the latest most current option to maximize environmental and fiscal value is selected.

5. **Proposal Form 10: It is important to the City to have the electric vehicle in service as of July 1, 2024. Does WM commit to providing the BEV by the deadline set forth in Article 8.03.C (i.e., July 1, 2024, with up to 1 year of allowable extension if proof of purchase order and quarterly updates on the status of manufacture and delivery of the BEV are provided to the City)?**

   WM commits to providing the BEV by July 2024 with the allowable 1 year extension as set forth in Article 8.03.C.

6. **Proposal Form 10: Provide the cost per mile or cost per month of operating the BEV compared to an LNG or CNG vehicle, per question 15 included in Proposal Form 10.**

   As WM has multiple EV tests currently ongoing, this data is not currently available. Initial EV operating costs are negligibly lower due to the absence of engine maintenance, however the long-term operating costs are still unknown as the life and wear rates of batteries and motors in our environment have never been tested. In addition, natural gas and electricity rates are rapidly changing and fluctuating, thus daily "fuel" costs change just as rapidly.

7. **Proposal Form 10: Does WM project that the electric collection vehicle will need to charge mid-route or is the charge sufficient to complete an entire route and return to WM's yard without recharging?**

   WM projects the unit will not require mid-route charge.

8. **Proposal Form 10: Please confirm that WM is proposing the use of the Rhombus Energy Solutions charging station for the City of Laguna Beach.**

   Yes, WM confirms the use of the Rhombus Energy Solutions charging station for the City of Laguna Beach.

9. **Proposal Form 10: Where will the charging station be located?**

   The Rhombus Energy Solutions charging station for the City of Laguna Beach will be located at our Irvine Hauling Yard located at 16122 Construction Circle E, Irvine CA, 92606

10. **Proposal Form 11: In its repose to this proposal form, WM does not appear to include collision avoidance technology that "is capable of detecting adjacent pedestrians, bicyclists, scooters, motorcycles and vehicles." Does the proposed DriveCam system have the capability to detect adjacent objects per Article 8.03.I of the contract? If so, please provide the manufacturer's specifications confirming these capabilities. If not, please provide additional information for how WM will comply with this requirement.**

    To comply with the requirement to detect adjacent pedestrians and bicyclists, WM will fit each truck with the PRECO-Electronics-PreView-Side-Defender-II system. Please see the full specifications and user manual attached.

11. **Proposal Form 11: Given the disruptions over past few years on bin, cart, and roll-off inventory, what measures or practices will WM utilize to address these shortages?**

    Over the past year, WM has implemented a web-based inventory tracking application that allows us to track and view the existing inventory at every site in our Area. This application is used to transfer inventory and forecast future inventory needs within our Area, including Laguna Beach.

12. **Proposal Form 12: WM indicates, in writing, the entire body and lid of the proposed carts will comply with the SB 1383 color-coding requirements. However, the photos have only the lid matching the color-coding requirements of SB 1383 and the body being a gray color. Please confirm that the descriptive text of WM's response in the proposals takes precedence over the images of the carts provide in the proposal and provide images showing the entire cart having consistent color-coding in compliance with SB 1383.**

The descriptive text of WM's response in the proposals takes precedence over the images of the carts provided in the proposal. All carts will be solid color body and lid.

13. **Proposal Form 12: SB 1111, which was signed into law by Governor Newsom on September 9, 2022, requires any trash receptacle larger than 3 feet to have reflective fluorescent taping to increase roadway visibility. Please confirm the rates submitted by WM include the provision of reflective fluorescent taping on all commercial and multi-family bins in service in the City.**

    The rates submitted by WM include the provision of reflective fluorescent taping on all commercial and multi-family bins in service in the City.

14. **Proposal Form 23: In Proposal Form 23, what is the manufacturer of the proposed kitchen food scrap container?**

    Nova Products.

15. **Proposal Form 25: On Proposal Form 25, please confirm that the quoted rate of $22.51 per bin per sensor includes the monthly licensing cost and the cost of installation, as directed in the instructions for Proposal Form 25?**

    Yes. The listed price of $22.51 per sensor includes the monthly licensing costs and the cost of installation.

16. **Proposal Form 29: For stinger/scout service (rate item 22dd), please confirm the proposed rate is charged as per bin per month. For example, a customer who receives scout service for one (1) 3-yard bin 3x/week would be charged $80 per month for stinger/scout service. A customer with two (2) 3-yard bins serviced 2x/week would be charged $160/month for stinger/scout service.**

    No, the assumptions are incorrect. It is $80 per bin, ***per occurrence.*** In the first example, 1-3 yard container going 3x per week is not $80, it is an $80 charge per occurrence and would therefore be calculated as $80 x 3 = $240. In the second example, 2-3 yard containers going 2x per week is not $160, it would be calculated as $80 per occurrence multiplied by the number of containers, $80 x 2x per week x 2 containers= $320.

17. **Proposal Form 29: The rates in Sections 4, 5, 7, 9, 10, 12, 14, 15, 16, and 19 of rate sheet exhibit do not include the processing and/or disposal components. Some rate items include notes that these costs are included in the 'haul rate' (i.e. the Collection Component broken into Labor and Fuel subcomponents). Please resubmit the rate sheet with the following clarification items resolved:**
    a. **Items 4(a-e), 5(a-e), 9(a-m), 10(a-m), 14 (a-i), 15(a-i), 16(a-i), – No residue disposal component appears to be included in these rate items. Is residue disposal included in the TVI tip fee?**

        Yes, residual disposal at TVI is included in the tip fee. WM has no exposure to their internal cost breakdowns.

    b. **Items 7(d-m), 12(a-i), 19(j-r) - Please provide the 'Processing' and 'Residual Disposal' components broken out for all service lines for these rate items.**

Proposal Form 29 has been updated to provide the ‘Processing’ and ‘Residual Disposal’ components broken out for all service lines for these rate items. Please see attached.

Instructions: Fill in the cost and productivity assumptions used to develop proposed rates as listed in Tables 1 - 4 below. Failure to provide the requested assumption data will be counted against proposers in the RFP evaluation. Cells shaded in yellow require proposer input.

Table 1: Residential Assumptions

Enter cost assumptions into yellow shaded area below							
Density of Residential Curbside MSW	49.5	per cubic yard =			0.25	lbs. per gallon	
Density of Residential Curbside Recyclable Materials	25.2	per cubic yard =			0.12	lbs. per gallon	
Density of Residential Curbside Co-collected Yard Trimmings and Food Scraps	30.5	per cubic yard =			0.15	lbs. per gallon	
Fully Burdened Cost per Hour to Operate Residential Side Loader	$ 165.98	$ per hour					
Time to service residential cart (includes time on and off route)	0.014	hours =	71.000	toters per hour =	$ 2.34	per toter per service	
Cost per ton for disposal	$ 42.22	$ per ton =	$ 0.02	disposal per lbs. of MSW			
Cost per ton for processing single-stream recyclables	$ 90.52	$ per ton =	$ 0.05	processing cost per lbs. of recycling			
Composite revenue per ton for sale of single-stream recyclable materials	$ 102.45	$ per ton =	$0.05	revenue per lbs. of single-stream recycling			
Residue percentage of residential single-stream recyclables	29%						
Processing cost per ton for composting	$ 115.62	per ton =	$ 0.06	processing cost per lbs. of composting			
Revenue per ton for finished compost	$ -	per ton =	$ -	sales revenue per lbs. of compost			
Cost per ton to transfer	$ 15.68	per ton =	$ 0.01	cost per lbs. of transferring			

Table 2: Commercial and Multi-family Assumptions

Enter cost assumptions into yellow shaded area below								
Density of Commercial MSW	92.4	lbs. per cubic yard						
Density of Commercial Recyclable Materials	32.3	lbs. per cubic yard =			0.16	lbs. per gallon		
Density of Commercial Yard Trimmings	94	lbs. per cubic yard =			0.47	lbs. per gallon		
Density of Commercial Food Scraps	106	lbs. per cubic yard =			0.52	lbs. per gallon		
Density of Commercial Co-collected Food Scraps and Yard Trimmings	99.4	lbs. per cubic yard =			0.49	lbs. per gallon		
Density of Multi-family MSW	92.4	lbs. per cubic yard			0.46			
Density of Multi-family Recyclable Materials	32.3	lbs. per cubic yard =			0.16	lbs. per gallon		
Density of Multi-family Yard Trimmings	94	lbs. per cubic yard =			0.47	lbs. per gallon		
Density of Multi-family Food Scraps	106	lbs. per cubic yard =			0.52	lbs. per gallon		
Density of Multi-family Co-collected Food Scraps and Yard Trimmings	99.4	lbs. per cubic yard =			0.49	lbs. per gallon		
Time to service commercial/multi-family **CART** (includes time on and off route)	0.089	hours =	11.2		lifts per h	5.34	min per lift	
Time to service commercial/multi-family BIN (includes time on and off route)	0.089	hours =	11.2		lifts per h	5.34	min per lift	
Fully Burdened Cost per Hour to Operate Commercial Cart Collection Vehicle (CNG Vehicle) -	$ 180.67	$ per hour	11.2		lifts per h	$ 16.08	per lift	
Fully Burdened Cost per Hour to Operate Commercial Front Loader -	$ 180.67	$ per hour	11.2		lifts per h	$ 16.08	per lift	
Cost per ton for Residue disposal	$ 42.22	$ per ton =	$	0.02	disposal cost per lbs. of MSW			
Cost per ton for processing commercial/multi-family single-stream recyclables	$ 90.52	$ per ton =	$	0.05	per lbs. of MSW			
Composite revenue per ton for sale of mixed commercial recyclable materials	$ 97.66	$ per ton =	$0.05		per lbs. of single-stream recycling			
Residue percentage of commercial mixed recyclables	42%							
Processing cost per ton for composting	$ 115.62	per ton =	$	0.06	cost per lbs. of composting			
Processing cost per ton for co-digestion	$ 148.68	per ton =	$	0.07	cost per lbs. of co-digestion			
Revenue per ton for finished compost	$ -	per ton =	$	-	benefit per lbs. of compost			
Cost per ton to transfer single-stream recyclables	$ 19.37		$	0.01				
Cost per ton to transfer source-separated food scraps	$ 20.60		$	0.01				
Cost per ton to transfer MSW	$ 10.27	per ton =	$	0.01	cost per lbs. of transferring			

Table 3. Cost Assumptions for Providing Core Special Services - Residential

	Total Available Number of Households	Projected Monthly Household Participation Percentage	Monthly Cost of Providing Service at Projected Participation Levels
Curbside collection of bulky items (includes white goods)	10,477	1.8%	$ 8,530.00
Mail-back collection of sharps	10,477	0.9%	$ 286.00

	Total Available Number of Households	Projected Quarterly Household Participation Percentage	Quarterly Cost of Providing Service at Projected Participation Levels
Quarterly HHW Collection	10,477	1.1%	$ 3,514.00

Table 4: Assumed Weights for Temporary Bins, Roll-offs, and Compactors (used for rate items 7 - 17)

Container Size	Single Stream Recyclables	MSW to Landfill	Source-separated Food Scraps	Source-separated Yard Trimmings	Co-collected Food Scraps and Yard Trimmings	Mixed C&D
Temporary - 2 Cubic Yard Bin	240	720	960	960	960	1,692
Temporary - 3 Cubic Yard Bin	360	1,080	1,440	1,440	1,440	2,592
Temporary - 4 Cubic Yard Bin	480	1,440	1,920	1,920	1,920	3,087
Temporary - 6 Cubic Yard Bin	720	2,160	2,880	2,880	2,880	3,600
Temporary/Permanent - 10 Cubic Yard Roll-off	1,200	3,600	4,800	4,800	4,800	14,000
Temporary/Permanent - 20 Cubic Yard Roll-off	1,400	4,200	5,600	5,600	5,600	8,460
Temporary/Permanent - 25 Cubic Yard Roll-off	1,600	4,800	6,400	6,400	6,400	8,640
Temporary/Permanent - 30 Cubic Yard Roll-off	1,800	5,400	7,200	7,200	7,200	8,820
Temporary/Permanent - 40 Cubic Yard Roll-off	2,000	6,000	8,000	8,000	8,000	9,000
Permanent - 3 Cubic Yard Compactor	720	2,160	2,880	2,880	2,880	
Permanent - 4 Cubic Yard Compactor	960	2,880	3,840	3,840	3,840	
Permanent - 6 Cubic Yard Compactor	1,440	4,320	5,760	5,760	5,760	
Permanent - 10 Cubic Yard Compactor	2,400	7,200	9,600	9,600	9,600	
Permanent - 20 Cubic Yard Compactor	2,800	8,400	11,200	11,200	11,200	
Permanent - 25 Cubic Yard Compactor	3,200	9,600	12,800	12,800	12,800	
Permanent - 30 Cubic Yard Compactor	3,600	10,800	14,400	14,400	14,400	
Permanent - 40 Cubic Yard Compactor	4,000	12,000	16,000	16,000	16,000	

ATTACHMENT D

Maximum Rates To Be Charged

Fill in the rates proposed as the maximum rates to customers below for each level of service. Rates must be broken down to show the collection cost, processing cost and disposal cost. The procedure for adjusting costs throughout the term of the contract appears in **Article 14** of the Agreement. A sample calculation is shown in **Attachment J**. The disposal portion will only be adjusted as that cost actually changes. Disposal costs are a pass through cost and cannot include any mark up, overhead or administrative costs.

Rates must be submitted in 2024 dollars.

This form will become an attachment to the final Agreement.

1. Residential Basic Level of Service (weekly collection service unless otherwise stated)

		Collection Component (85% Labor and 15% Fue				Processing		Residual Disposal			
1a.	Co-collected Food scraps and Yard Trimmings Processed at a Composting Facility	Labor	+ Fuel	= Total Collection	+	Composting	+	Disposal	=	Total	
	30-35, 60-70, or 90-96 gallon - Co-collected Food Scraps and Yard Trimmings - **Compost**	5.54	0.98	6.52		3.79		-		10.31	per mo
	Each additional 30-35, 60-70, or 90-96 gallon cart - Co-collected Food Scraps and Yard Trimmings - **C**	4.16	0.73	4.89		2.85		-		7.74	per mo

		Collection Component (85% Labor and 15% Fue				Processing		Residual Disposal			
1b.	Recycling Cart	Labor	+ Fuel	= Total Collection	+	Clean MRF	+	Disposal	=	Total	
	30-35, 60-70, or 90-96-gallon single-stream recycling cart	6.42	1.13	7.55		0.92		0.37		8.84	per mo
	Each additional 30-35, 60-70, or 90-96 gallon single-stream recycling cart	3.21	0.57	3.78		0.45		0.19		4.42	per mo

		Collection Component (85% Labor and 15% Fuel)						
1c.	MSW Cart - weekly service	Labor	+ Fuel	= Total Collection	+	Disposal	=	Total

Maximum Rates To Be Charged

Fill in the rates proposed as the maximum rates to customers for each level of Divertible Materials service below. As the amount of material being collected and handled is increasingly shifting into diversion, providing diversion services at no charge is no longer feasible and therefore is not permitted in this form. Best practices have identified that a Divertible materials collection rate that is 50% of the MSW rate obtains optimal generator participation. As noted in **Section 6. MSW Rate Sheet** commercial MSW rates may include any costs that are not recovered by offering Divertible Materials collection programs at 50% the rate for MSW. The rate proposed for collection of commercial, multi-family, temporary bin, temporary roll off, permanent roll off and compactor customers for divertible materials must be 50% lower than the rate proposed for collection of MSW materials.

Rates must be submitted in 2024 dollars.

This form will become an attachment to the final contract.

2. Commercial and Multi-Family Single-Material and Single-Stream Recyclables

		Collection Component (85% Labor and 15% Fuel			Processing	Residual Disposal		
2a.	35-gallon Cart	Labor	+ Fuel	= Total Collection	+ Clean MRF	+ Disposal	= Total	
	1 pick-up per week	$ 24.12	$ 4.26	$ 28.38	$ 1.76	$ 1.28	$ 31.42	per month
	2 pick-ups per week	$ 47.03	$ 8.30	$ 55.33	$ 3.44	$ 2.51	$ 61.28	per month
	3 pick-ups per week	$ 69.95	$ 12.34	$ 82.29	$ 5.10	$ 3.74	$ 91.13	per month
	4 pick-ups per week	$ 92.86	$ 16.39	$ 109.25	$ 6.78	$ 4.96	$ 120.99	per month
	5 pick-ups per week	$ 115.78	$ 20.43	$ 136.21	$ 8.45	$ 6.18	$ 150.84	per month
	6 pick-up per week	$ 139.90	$ 24.69	$ 164.59	$ 10.20	$ 7.47	$ 182.26	per month
2b.	65 Gallon Cart	Labor	+ Fuel	= Total Collection	+ Clean MRF	+ Disposal	= Total	
	1 pick-up per week	$ 28.38	$ 5.01	$ 33.39	$ 2.06	$ 1.52	$ 36.97	per month
	2 pick-ups per week	$ 55.33	$ 9.76	$ 65.09	$ 4.04	$ 2.96	$ 72.09	per month
	3 pick-ups per week	$ 82.29	$ 14.52	$ 96.81	$ 6.00	$ 4.40	$ 107.21	per month
	4 pick-ups per week	$ 109.25	$ 19.28	$ 128.53	$ 7.97	$ 5.84	$ 142.34	per month
	5 pick-ups per week	$ 136.21	$ 24.04	$ 160.25	$ 9.93	$ 7.28	$ 177.46	per month
	6 pick-up per week	$ 164.58	$ 29.04	$ 193.62	$ 12.02	$ 8.79	$ 214.43	per month
2c.	95 Gallon Cart	Labor	+ Fuel	= Total Collection	+ Clean MRF	+ Disposal	= Total	
	1 pick-up per week	$ 33.94	$ 5.99	$ 39.93	$ 2.48	$ 1.81	$ 44.22	per month
	2 pick-ups per week	$ 66.19	$ 11.68	$ 77.87	$ 4.83	$ 3.54	$ 86.24	per month
	3 pick-ups per week	$ 98.44	$ 17.37	$ 115.81	$ 7.18	$ 5.26	$ 128.25	per month
	4 pick-ups per week	$ 130.69	$ 23.06	$ 153.75	$ 9.53	$ 6.98	$ 170.26	per month

	5 pick-ups per week	$ 162.93		$ 28.75		$ 191.68		$ 11.90		$ 8.70	$ 212.28	per month
	6 pick-up per week	$ 196.88		$ 34.74		$ 231.62		$ 14.36		$ 10.52	$ 256.50	per month
2d.	1 Cubic Yard Bin (standalone or half of 2-yard split bin)	Labor	+	Fuel	=	Total Collection	+	Clean MRF	+	Disposal	= Total	
	1 pick-up per week	$ 72.04		$ 12.71		$ 84.75		$ 5.25		$ 3.85	$ 93.85	per month
	2 pick-ups per week	$ 140.47		$ 24.79		$ 165.26		$ 10.25		$ 7.50	$ 183.01	per month
	3 pick-ups per week	$ 208.91		$ 36.87		$ 245.78		$ 15.23		$ 11.16	$ 272.17	per month
	4 pick-ups per week	$ 277.34		$ 48.94		$ 326.28		$ 20.24		$ 14.81	$ 361.33	per month
	5 pick-ups per week	$ 345.78		$ 61.02		$ 406.80		$ 25.22		$ 18.47	$ 450.49	per month
	6 pick-up per week	$ 417.81		$ 73.73		$ 491.54		$ 30.49		$ 22.32	$ 544.35	per month
2e.	1.5 Cubic Yard Bin (standalone or half of 3-yard split bin)	Labor	+	Fuel	=	Total Collection	+	Clean MRF	+	Disposal	= Total	
	1 pick-up per week	$ 75.47		$ 13.32		$ 88.79		$ 5.51		$ 4.03	$ 98.33	per month
	2 pick-ups per week	$ 147.17		$ 25.97		$ 173.14		$ 10.74		$ 7.86	$ 191.74	per month
	3 pick-ups per week	$ 218.87		$ 38.62		$ 257.49		$ 15.98		$ 11.69	$ 285.16	per month
	4 pick-ups per week	$ 290.57		$ 51.28		$ 341.85		$ 21.20		$ 15.52	$ 378.57	per month
	5 pick-ups per week	$ 362.27		$ 63.93		$ 426.20		$ 26.43		$ 19.35	$ 471.98	per month
	6 pick-up per week	$ 437.74		$ 77.25		$ 514.99		$ 31.94		$ 23.38	$ 570.31	per month
2f.	2 Cubic Yard Bin (standalone or half of 4-yd split bin)	Labor	+	Fuel	=	Total Collection	+	Clean MRF	+	Disposal	= Total	
	1 pick-up per week	$ 78.75		$ 13.90		$ 92.65		$ 5.74		$ 4.21	$ 102.60	per month
	2 pick-ups per week	$ 153.57		$ 27.10		$ 180.67		$ 11.20		$ 8.20	$ 200.07	per month
	3 pick-ups per week	$ 228.38		$ 40.30		$ 268.68		$ 16.67		$ 12.20	$ 297.55	per month
	4 pick-ups per week	$ 303.20		$ 53.51		$ 356.71		$ 22.11		$ 16.20	$ 395.02	per month
	5 pick-ups per week	$ 378.01		$ 66.71		$ 444.72		$ 27.58		$ 20.19	$ 492.49	per month
	6 pick-up per week	$ 456.76		$ 80.61		$ 537.37		$ 33.32		$ 24.40	$ 595.09	per month
2g.	3 Cubic Yard Bin	Labor	+	Fuel	=	Total Collection	+	Clean MRF	+	Disposal	= Total	
	1 pick-up per week	$ 88.20		$ 15.57		$ 103.77		$ 6.44		$ 4.71	$ 114.92	per month
	2 pick-ups per week	$ 172.00		$ 30.35		$ 202.35		$ 12.54		$ 9.19	$ 224.08	per month
	3 pick-ups per week	$ 255.79		$ 45.14		$ 300.93		$ 18.66		$ 13.66	$ 333.25	per month

	4 pick-ups per week	$ 339.58	$ 59.93	$ 399.51	$ 24.77	$ 18.14	$ 442.42	per month
	5 pick-ups per week	$ 423.37	$ 74.71	$ 498.08	$ 30.89	$ 22.62	$ 551.59	per month
	6 pick-up per week	$ 511.58	$ 90.28	$ 601.86	$ 37.32	$ 27.33	$ 666.51	per month
2h.	4 Cubic Yard Bin	Labor	+ Fuel	= Total Collection	+ Clean MRF	+ Disposal	= Total	
	1 pick-up per week	$ 117.60	$ 20.75	$ 138.35	$ 8.58	$ 6.28	$ 153.21	per month
	2 pick-ups per week	$ 229.32	$ 40.47	$ 269.79	$ 16.73	$ 12.25	$ 298.77	per month
	3 pick-ups per week	$ 341.04	$ 60.18	$ 401.22	$ 24.88	$ 18.22	$ 444.32	per month
	4 pick-ups per week	$ 452.76	$ 79.90	$ 532.66	$ 33.03	$ 24.18	$ 589.87	per month
	5 pick-ups per week	$ 564.48	$ 99.61	$ 664.09	$ 41.19	$ 30.15	$ 735.43	per month
	6 pick-up per week	$ 682.07	$ 120.37	$ 802.44	$ 49.77	$ 36.43	$ 888.64	per month
2i.	6 Cubic Yard Bin	Labor	+ Fuel	= Total Collection	+ Clean MRF	+ Disposal	= Total	
	1 pick-up per week	$ 147.00	$ 25.94	$ 172.94	$ 10.72	$ 7.85	$ 191.51	per month
	2 pick-ups per week	$ 286.64	$ 50.58	$ 337.22	$ 20.92	$ 15.31	$ 373.45	per month
	3 pick-ups per week	$ 426.29	$ 75.23	$ 501.52	$ 31.10	$ 22.77	$ 555.39	per month
	4 pick-ups per week	$ 565.93	$ 99.87	$ 665.80	$ 41.29	$ 30.23	$ 737.32	per month
	5 pick-ups per week	$ 705.58	$ 124.51	$ 830.09	$ 51.48	$ 37.69	$ 919.26	per month
	6 pick-up per week	$ 852.57	$ 150.45	$ 1,003.02	$ 62.21	$ 45.54	$ 1,110.77	per month

3. Commercial and Multi-Family Source-separated Food Scraps

ATTACHMENT D

Maximum Rates To Be Charged

Fill in the rates proposed as the maximum rates to customers for MSW service assuming that all Commercial and Multi-family Divertible Materials (i.e. Single-stream Recyclables, Food Scraps and Yard Trimmings) ***will be provided at a collection rate that is half the cost of equivalent MSW service***. MSW rates may include any costs that are not recovered by offering Divertible Materials collection programs at the 50% reduced rate as requested by the City. Rates must be broken down to show the collection cost and disposal cost. The procedure for adjusting costs throughout the term of the contract appears in **Article 14** of the contract. A sample calculation is shown in **Attachment J**. The disposal portion will only be adjusted as that cost actually changes. Disposal costs are a pass through cost and cannot include any mark up, overhead or administrative costs.

Rates must be submitted in 2024 dollars.

This form will become an attachment to the final contract.

6. Commercial and Multi-Family MSW Route Service - MSW Hauled directly to the landfill

		Collection Component (85% Labor and 15% Fuel)				Disposal Component			
6a.	35 gallon cart	Labor	+ Fuel	= Total Collection		+ Disposal	= Total		
	1 pick-up per week	$ 47.12	$ 8.31	$ 55.43		$ 7.42	$ 62.85	per month	
	2 pick-ups per week	$ 91.88	$ 16.21	$ 108.09		$ 14.47	$ 122.56	per month	
	3 pick-ups per week	$ 136.64	$ 24.11	$ 160.75		$ 21.51	$ 182.26	per month	
	4 pick-ups per week	$ 181.41	$ 32.01	$ 213.42		$ 28.55	$ 241.97	per month	
	5 pick-ups per week	$ 226.17	$ 39.91	$ 266.08		$ 35.60	$ 301.68	per month	
	6 pick-up per week	$ 273.29	$ 48.23	$ 321.52		$ 43.01	$ 364.53	per month	

6b.	65 Gallon Cart	Labor	+ Fuel	= Total Collection		+ Disposal	= Total		
	1 pick-up per week	$ 55.44	$ 9.78	65.22		$ 8.72	73.94	per month	
	2 pick-ups per week	$ 108.10	$ 19.08	127.18		$ 17.00	144.18	per month	
	3 pick-ups per week	$ 160.76	$ 28.37	189.13		$ 25.30	214.43	per month	
	4 pick-ups per week	$ 213.42	$ 37.66	251.08		$ 33.59	284.67	per month	
	5 pick-ups per week	$ 266.08	$ 46.96	313.04		$ 41.87	354.91	per month	
	6 pick-up per week	$ 321.52	$ 56.74	378.26		$ 50.60	428.86	per month	

6c.	95 Gallon Cart	Labor	+ Fuel	= Total Collection		+ Disposal	= Total		
	1 pick-up per week	$ 66.31	$ 11.70	78.01		$ 10.44	88.45	per month	
	2 pick-ups per week	$ 129.31	$ 22.82	152.13		$ 20.35	172.48	per month	
	3 pick-ups per week	$ 192.30	$ 33.93	226.23		$ 30.27	256.50	per month	
	4 pick-ups per week	$ 255.30	$ 45.05	300.35		$ 40.18	340.53	per month	
	5 pick-ups per week	$ 318.29	$ 56.17	374.46		$ 50.10	424.56	per month	

	6 pick-up per week	$	384.60	$	67.87		452.47	$	60.54		513.01	per month
6d.	1 Cubic Yard Bin (standalone or half of 2-yard split bin)		Labor	+	Fuel	=	Total Collection	+	Disposal	=	Total	
	1 pick-up per week	$	140.72	$	24.83		165.55	$	22.16		187.71	per month
	2 pick-ups per week	$	274.41	$	48.43		322.84	$	43.19		366.03	per month
	3 pick-ups per week	$	408.10	$	72.02		480.12	$	64.23		544.35	per month
	4 pick-ups per week	$	541.79	$	95.61		637.40	$	85.27		722.67	per month
	5 pick-ups per week	$	675.47	$	119.20		794.67	$	106.32		900.99	per month
	6 pick-up per week	$	816.19	$	144.03		960.22	$	128.47		1,088.69	per month
6e.	1.5 Cubic Yard Bin (standalone or half of 3-yard split bin)		Labor	+	Fuel	=	Total Collection	+	Disposal	=	Total	
	1 pick-up per week	$	147.43	$	26.02		173.45	$	23.21		196.66	per month
	2 pick-ups per week	$	287.50	$	50.74		338.24	$	45.25		383.49	per month
	3 pick-ups per week	$	427.56	$	75.45		503.01	$	67.30		570.31	per month
	4 pick-ups per week	$	567.63	$	100.17		667.80	$	89.34		757.14	per month
	5 pick-ups per week	$	707.69	$	124.89		832.58	$	111.39		943.97	per month
	6 pick-up per week	$	855.13	$	150.91		1,006.04	$	134.59		1,140.63	per month
6f.	2 Cubic Yard Bin (standalone or half of 4-yard split bin)		Labor	+	Fuel	=	Total Collection	+	Disposal	=	Total	
	1 pick-up per week	$	153.85	$	27.15		181.00	$	24.20		205.20	per month
	2 pick-ups per week	$	299.99	$	52.94		352.93	$	47.22		400.15	per month
	3 pick-ups per week	$	446.14	$	78.73		524.87	$	70.22		595.09	per month
	4 pick-ups per week	$	592.29	$	104.52		696.81	$	93.23		790.04	per month
	5 pick-ups per week	$	738.44	$	130.31		868.75	$	116.23		984.98	per month
	6 pick-up per week	$	892.28	$	157.46		1,049.74	$	140.45		1,190.19	per month
6g.	3 Cubic Yard Bin		Labor	+	Fuel	=	Total Collection	+	Disposal	=	Total	
	1 pick-up per week	$	172.30	$	30.41		202.71	$	27.12		229.83	per month
	2 pick-ups per week	$	335.99	$	59.29		395.28	$	52.89		448.17	per month
	3 pick-ups per week	$	499.68	$	88.18		587.86	$	78.65		666.51	per month
	4 pick-ups per week	$	663.37	$	117.07		780.44	$	104.41		884.85	per month

	5 pick-ups per week	$	827.05	$	145.95		973.00	$	130.18	1,103.18 per month
	6 pick-up per week	$	999.36	$	176.36		1,175.72	$	157.29	1,333.01 per month
6h.	4 Cubic Yard Bin	Labor		+ Fuel		= Total Collection		+ Disposal		= Total
	1 pick-up per week	$	229.73	$	40.54		270.27	$	36.16	306.43 per month
	2 pick-ups per week	$	447.97	$	79.05		527.02	$	70.51	597.53 per month
	3 pick-ups per week	$	666.21	$	117.57		783.78	$	104.86	888.64 per month
	4 pick-ups per week	$	884.45	$	156.08		1,040.53	$	139.21	1,179.74 per month
	5 pick-ups per week	$	1,102.70	$	194.59		1,297.29	$	173.56	1,470.85 per month
	6 pick-up per week	$	1,332.42	$	235.13		1,567.55	$	209.73	1,777.28 per month
6i.	6 Cubic Yard Bin	Labor		+ Fuel		= Total Collection		+ Disposal		= Total
	1 pick-up per week	$	287.15	$	50.67		337.82	$	45.20	383.02 per month
	2 pick-ups per week	$	559.95	$	98.82		658.77	$	88.13	746.90 per month
	3 pick-ups per week	$	832.75	$	146.96		979.71	$	131.06	1,110.77 per month
	4 pick-ups per week	$	1,105.54	$	195.10		1,300.64	$	174.00	1,474.64 per month
	5 pick-ups per week	$	1,378.33	$	243.24		1,621.57	$	216.95	1,838.52 per month
	6 pick-up per week	$	1,665.49	$	293.91		1,959.40	$	262.14	2,221.54 per month

ATTACHMENT D

Maximum Rates To Be Charged

Fill in the rates proposed as the maximum rates to customers below for each level of service. Where requested, rates must be broken down to show the collection cost, processing cost and disposal cost. The procedure for adjusting costs throughout the term of the contract appears in **Article 14** of the contract. A sample calculation is shown in Attachment J. The disposal portion will only be adjusted as that cost actually changes. Disposal costs are a pass through cost and cannot include any mark up, overhead or administrative costs. As the amount of material being collected and handled is increasingly shifting into diversion, providing diversion services at no charge is no longer feasible and therefore is not permitted in this form. The rate proposed for collection of commercial, multi-family, temporary bin, temporary roll off, permanent roll off and compactor customers for recyclable materials **must be 50% lower** than the rate proposed for collection of MSW materials.

Instructions for Submittal of Revised Proposal Form 29. Revisions included as Addendum 2 are marked in RED text in Sections 12-17 below. Please replace the tab titled '7-17.Compactor and RO' from the original Proposal Form 29 with this revised tab titled '7-17. Compactor and RO REVISED'. Delete the old tab titled '7-17. Compactor and RO'. Enter the required rates into the revised tab and submit with the proposal.

Rates must be submitted in 2024 dollars.

This form will become an attachment to the final contract.

Note: In completing the rates for Sections 7-17, Proposers shall use the assumed weights for roll-off boxes and compactors listed in Table 4 of the 'Assumptions' tab.

7. Permanent Compactor and Roll-Off Box Single-Material Recycling Service or Single-stream Recycling Service

		Collection Component (85% Labor and 15% Fuel)				Processing		Residue Disposal			
7a.	3 Cu. Yd. Compactor	Labor	+ Fuel	= Total Collection	+	Clean MRF	+	Disposal	=	Total	
	On-call or Scheduled Service	$ 176.41	$ 31.13	$ 207.54		$ 12.87		$ 9.42		$ 229.83	per month
7b.	4 Cu. Yd. Compactor	Labor	+ Fuel	= Total Collection	+	Clean MRF	+	Disposal	=	Total	
	On-call or Scheduled Service	$ 235.20	$ 41.51	$ 276.71		$ 17.16		$ 12.56		$ 306.43	per month
7c.	6 Cu. Yd. Compactor	Labor	+ Fuel	= Total Collection	+	Clean MRF	+	Disposal	=	Total	
	On-call or Scheduled Service	$ 293.99	$ 51.88	$ 345.87		$ 21.45		$ 15.70		$ 383.02	per month
7d.	10 Cu. Yd. Compactor	Labor	+ Fuel	= Total Collection	+	Clean MRF	+	Disposal	=	Total	
	On-call or Scheduled Service	$ 226.18	$ 39.91	$ 266.09		$ 56.55		$ 9.98		$ 332.62	per month
7e.	20 Cu. Yd. Compactor	Labor	+ Fuel	= Total Collection	+	Clean MRF	+	Disposal	=	Total	
	On-call or Scheduled Service	$ 226.18	$ 39.91	$ 266.09		$ 56.55		$ 9.98		$ 332.62	per month
7f.	25 Cu. Yd. Compactor	Labor	+ Fuel	= Total Collection	+	Clean MRF	+	Disposal	=	Total	
	On-call or Scheduled Service	$ 226.18	$ 39.91	$ 266.09		$ 56.55		$ 9.98		$ 332.62	per month
7g.	30 Cu. Yd. Compactor	Labor	+ Fuel	= Total Collection	+	Clean MRF	+	Disposal	=	Total	
	On-call or Scheduled Service	$ 226.18	$ 39.91	$ 266.09		$ 56.55		$ 9.98		$ 332.62	per month
7h.	40 Cu. Yd. Compactor	Labor	+ Fuel	= Total Collection	+	Clean MRF	+	Disposal	=	Total	
	On-call or Scheduled Service	$ 226.18	$ 39.91	$ 266.09		$ 56.55		$ 9.98		$ 332.62	per month
7i.	10 Cu. Yd. Roll Off Box	Labor	+ Fuel	= Total Collection	+	Clean MRF	+	Disposal	=	Total	
	On-call or Scheduled Service	$ 187.31	$ 33.06	$ 220.37		$ 46.83		$ 8.26		$ 275.46	per month

7j.	20 Cu. Yd. Roll Off Box	Labor	+	Fuel	=	Total Collection	+	Clean MRF	+	Disposal	=	Total		
	On-call or Scheduled Service	$ 187.31		$ 33.06		$ 220.37		$ 46.83		$ 8.26		$ 275.46	per month	
7k.	25 Cu. Yd. Roll Off Box	Labor	+	Fuel	=	Total Collection	+	Clean MRF	+	Disposal	=	Total		
	On-call or Scheduled Service	$ 187.31		$ 33.06		$ 220.37		$ 46.83		$ 8.26		$ 275.46	per month	
7l.	30 Cu. Yd. Roll Off Box	Labor	+	Fuel	=	Total Collection	+	Clean MRF	+	Disposal	=	Total		
	On-call or Scheduled Service	$ 187.31		$ 33.06		$ 220.37		$ 46.83		$ 8.26		$ 275.46	per month	
7m.	40 Cu. Yd. Roll Off Box	Labor	+	Fuel	=	Total Collection	+	Clean MRF	+	Disposal	=	Total		
	On-call or Scheduled Service	$ 187.31		$ 33.06		$ 220.37		$ 46.83		$ 8.26		$ 275.46	per month	

8. Permanent Compactor and Roll-Off Box - Source Separated Food Scraps

		Collection Component (85% Labor and 15% Fuel)						Processing		Residue Disposal				
8a.	3 Cu. Yd. Compactor	Labor	+	Fuel	=	Total Collection	+	Composting or Co-digestion	+	Disposal	=	Total		
	On-call or Scheduled Service	$ 92.01		$ 16.24		$ 108.25		$ 102.27		$ 19.31		$ 229.83	per month	
8b.	4 Cu. Yd. Compactor	Labor		Fuel	=	Total Collection	+	Composting or Co-digestion	+	Disposal	=	Total		
	On-call or Scheduled Service	$ 144.56		$ 25.51		$ 170.07		$ 110.62		$ 25.74		$ 306.43	per month	
8c.	6 Cu. Yd. Compactor	Labor		Fuel	=	Total Collection	+	Composting or Co-digestion	+	Disposal	=	Total		
	On-call or Scheduled Service	$ 180.69		$ 31.89		$ 212.58		$ 138.27		$ 32.17		$ 383.02	per month	
8d.	10 Cu. Yd. Compactor	Labor		Fuel	=	Total Collection	+	Composting or Co-digestion	+	Disposal	=	Total		
	On-call or Scheduled Service	$ 282.72		$ 49.89		$ 332.61		$ 634.27		$ 158.58		$ 1,125.46	per month	
8e.	20 Cu. Yd. Compactor	Labor		Fuel	=	Total Collection	+	Composting or Co-digestion ☐	+	Disposal	=	Total		
	On-call or Scheduled Service	$ 282.72		$ 49.89		$ 332.61		$ 739.99		$ 185.00		$ 1,257.60	per month	
8f.	25 Cu. Yd. Compactor	Labor		Fuel	=	Total Collection	+	Composting or Co-digestion ☐	+	Disposal	=	Total		
	On-call or Scheduled Service	$ 282.72		$ 49.89		$ 332.61		$ 845.70		$ 211.43		$ 1,389.74	per month	
8g.	30 Cu. Yd. Compactor	Labor		Fuel	=	Total Collection	+	Composting or Co-digestion ☐	+	Disposal	=	Total		
	On-call or Scheduled Service	$ 282.72		$ 49.89		$ 332.61		$ 951.41		$ 237.86		$ 1,521.88	per month	
8h.	40 Cu. Yd. Compactor	Labor		Fuel	=	Total Collection	+	Composting or Co-digestion ☐	+	Disposal	=	Total		
	On-call or Scheduled Service	$ 282.72		$ 49.89		$ 332.61		$ 1,057.12		$ 264.29		$ 1,654.02	per month	
8i.	10 Cu. Yd. Roll Off Box	Labor		Fuel	=	Total Collection	+	Composting or Co-digestion ☐	+	Disposal	=	Total		

	On-call or Scheduled Service	$ 234.14	$ 41.32	$ 275.46	$ 317.14	$ 79.29	$ 671.89	per month
8j.	20 Cu. Yd. Roll Off Box	Labor	Fuel	= Total Collection	+ Composting or Co-digestion □	+ Disposal	= Total	
	On-call or Scheduled Service	$ 234.14	$ 41.32	$ 275.46	$ 369.99	$ 92.51	$ 737.96	per month
8k.	25 Cu. Yd. Roll Off Box	Labor	Fuel	= Total Collection	+ Composting or Co-digestion □	+ Disposal	= Total	
	On-call or Scheduled Service	$ 234.14	$ 41.32	$ 275.46	$ 422.85	$ 105.72	$ 804.03	per month
8l.	30 Cu. Yd. Roll Off Box	Labor	Fuel	= Total Collection	+ Composting or Co-digestion □	+ Disposal	= Total	
	On-call or Scheduled Service	$ 234.14	$ 41.32	$ 275.46	$ 475.71	$ 118.93	$ 870.10	per month
8m.	40 Cu. Yd. Roll Off Box	Labor	Fuel	= Total Collection	+ Composting or Co-digestion □	+ Disposal	= Total	
	On-call or Scheduled Service	$ 234.14	$ 41.32	$ 275.46	$ 528.56	$ 132.15	$ 936.17	per month

9. Permanent Compactor and Roll-Off Box - Source Separated Yard Trimmings

		Collection Component (85% Labor and 15% Fuel)			Processing	Residue Disposal		
9a.	3 Cu. Yd. Compactor	Labor +	Fuel	= Total Collection	+ Composting	+ Disposal	= Total	
	On-call or Scheduled Service	$ 108.42	$ 19.14	$ 127.56	$ 102.27	$ -	$ 229.83	per month
9b.	4 Cu. Yd. Compactor	Labor	Fuel	= Total Collection	+ Composting	+ Disposal	= Total	
	On-call or Scheduled Service	$ 144.56	$ 25.51	$ 170.07	$ 136.36	$ -	$ 306.43	per month
9c.	6 Cu. Yd. Compactor	Labor	Fuel	= Total Collection	+ Composting	+ Disposal	= Total	
	On-call or Scheduled Service	$ 180.69	$ 31.88	$ 212.57	$ 170.45	$ -	$ 383.02	per month
9d.	10 Cu. Yd. Compactor	Labor	Fuel	= Total Collection	+ Composting	+ Disposal	= Total	
	On-call or Scheduled Service	$ 282.72	$ 49.89	$ 332.61	$ 422.85	$ -	$ 755.46	per month
9e.	20 Cu. Yd. Compactor	Labor	Fuel	= Total Collection	+ Composting □	+ Disposal	= Total	
	On-call or Scheduled Service	$ 282.72	$ 49.89	$ 332.61	$ 493.33	$ -	$ 825.94	per month
9f.	25 Cu. Yd. Compactor	Labor	Fuel	= Total Collection	+ Composting □	+ Disposal	= Total	
	On-call or Scheduled Service	$ 282.72	$ 49.89	$ 332.61	$ 563.80	$ -	$ 896.41	per month
9g.	30 Cu. Yd. Compactor	Labor	Fuel	= Total Collection	+ Composting□	+ Disposal	= Total	
	On-call or Scheduled Service	$ 282.72	$ 49.89	$ 332.61	$ 634.28	$ -	$ 966.89	per month
9h.	40 Cu. Yd. Compactor	Labor	Fuel	= Total Collection	+ Composting□	+ Disposal	= Total	
	On-call or Scheduled Service	$ 282.72	$ 49.89	$ 332.61	$ 704.75	$ -	$ 1,037.36	per month

9i.	10 Cu. Yd. Roll Off Box	Labor	Fuel	=	Total Collection	+	Composting□	+	Disposal	=	Total		
	On-call or Scheduled Service	$ 234.14	$ 41.32		$ 275.46		$ 211.43		$ -		$ 486.89	per month	
9j.	20 Cu. Yd. Roll Off Box	Labor	Fuel	=	Total Collection	+	Composting□	+	Disposal	=	Total		
	On-call or Scheduled Service	$ 234.14	$ 41.32		$ 275.46		$ 246.67		$ -		$ 522.13	per month	
9k.	25 Cu. Yd. Roll Off Box	Labor	Fuel	=	Total Collection	+	Composting□	+	Disposal	=	Total		
	On-call or Scheduled Service	$ 234.14	$ 41.32		$ 275.46		$ 281.90		$ -		$ 557.36	per month	
9l.	30 Cu. Yd. Roll Off Box	Labor	Fuel	=	Total Collection	+	Composting□	+	Disposal	=	Total		
	On-call or Scheduled Service	$ 234.14	$ 41.32		$ 275.46		$ 317.14		$ -		$ 592.60	per month	
9m.	40 Cu. Yd. Roll Off Box	Labor	Fuel	=	Total Collection	+	Composting □	+	Disposal	=	Total		
	On-call or Scheduled Service	$ 234.14	$ 41.32		$ 275.46		$ 352.38		$ -		$ 627.84	per month	

10. Permanent Compactor and Roll-Off Box - Co-collected Food Scraps and Yard Trimmings

		Collection Component (85% Labor and 15% Fuel)					Processing		Residue Disposal				
10a.	3 Cu. Yd. Compactor	Labor	+ Fuel	=	Total Collection	+	Composting	+	Disposal	=	Total		
	On-call or Scheduled Service	$ 108.42	$ 19.13		$ 127.55		$ 102.28		$ -		$ 229.83	per month	
10b.	4 Cu. Yd. Compactor	Labor	Fuel	=	Total Collection	+	Composting	+	Disposal	=	Total		
	On-call or Scheduled Service	$ 144.56	$ 25.51		$ 170.07		$ 136.36		$ -		$ 306.43	per month	
10c.	6 Cu. Yd. Compactor	Labor	Fuel	=	Total Collection	+	Composting	+	Disposal	=	Total		
	On-call or Scheduled Service	$ 180.69	$ 31.89		$ 212.58		$ 170.46		$ -		$ 383.04	per month	
10d.	10 Cu. Yd. Compactor	Labor	Fuel	=	Total Collection	+	Composting	+	Disposal	=	Total		
	On-call or Scheduled Service	$ 282.72	$ 49.89		$ 332.61		$ 616.66		$ -		$ 949.27	per month	
10e.	20 Cu. Yd. Compactor	Labor	Fuel	=	Total Collection	+	Composting □	+	Disposal	=	Total		
	On-call or Scheduled Service	$ 282.72	$ 49.89		$ 332.61		$ 719.44		$ -		$ 1,052.05	per month	
10f.	25 Cu. Yd. Compactor	Labor	Fuel	=	Total Collection	+	Composting □	+	Disposal	=	Total		
	On-call or Scheduled Service	$ 282.72	$ 49.89		$ 332.61		$ 822.21		$ -		$ 1,154.82	per month	
10g.	30 Cu. Yd. Compactor	Labor	Fuel	=	Total Collection	+	Composting□	+	Disposal	=	Total		
	On-call or Scheduled Service	$ 282.72	$ 49.89		$ 332.61		$ 924.99		$ -		$ 1,257.60	per month	
10h.	40 Cu. Yd. Compactor	Labor	Fuel	=	Total Collection	+	Composting□	+	Disposal	=	Total		
	On-call or Scheduled Service	$ 282.72	$ 49.89		$ 332.61		$ 1,027.76		$ -		$ 1,360.37	per month	

10i.	10 Cu. Yd. Roll Off Box	Labor	Fuel	=	Total Collection	+	Composting□	+	Disposal	=	Total		
	On-call or Scheduled Service	$ 234.14	$ 41.32		$ 275.46		$ 308.33		$ -		$ 583.79	per month	
10j.	20 Cu. Yd. Roll Off Box	Labor	Fuel	=	Total Collection	+	Composting□	+	Disposal	=	Total		
	On-call or Scheduled Service	$ 234.14	$ 41.32		$ 275.46		$ 359.72		$ -		$ 635.18	per month	
10k.	25 Cu. Yd. Roll Off Box	Labor	Fuel	=	Total Collection	+	Composting□	+	Disposal	=	Total		
	On-call or Scheduled Service	$ 234.14	$ 41.32		$ 275.46		$ 411.11		$ -		$ 686.57	per month	
10l.	30 Cu. Yd. Roll Off Box	Labor	Fuel	=	Total Collection	+	Composting□	+	Disposal	=	Total		
	On-call or Scheduled Service	$ 234.14	$ 41.32		$ 275.46		$ 462.50		$ -		$ 737.96	per month	
10m.	40 Cu. Yd. Roll Off Box	Labor	Fuel	=	Total Collection	+	Composting □	+	Disposal	=	Total		
	On-call or Scheduled Service	$ 234.14	$ 41.32		$ 275.46		$ 513.88		$ -		$ 789.34	per month	

11. Permanent Compactor and Roll-Off Box for Direct Haul to Landfill Service

		Collection Component (85% Labor and 15% Fuel)											
11a.	3 Cu. Yd. Compactor	Labor	+	Fuel	=	Total Collection	+	Disposal Component: Disposal	=	Total			
	On-call or Scheduled Service	$ 344.61		$ 60.81		$ 405.42		$ 54.24		$ 459.66	per month		
11b.	4 Cu. Yd. Compactor	Labor	+	Fuel	=	Total Collection	+	Disposal	=	Total			
	On-call or Scheduled Service	$ 459.45		$ 81.08		$ 540.53		$ 72.32		$ 612.85	per month		
11c.	6 Cu. Yd. Compactor	Labor	+	Fuel	=	Total Collection	+	Disposal	=	Total			
	On-call or Scheduled Service	$ 574.31		$ 101.35		$ 675.66		$ 90.39		$ 766.05	per month		
11d.	10 Cu. Yd. Compactor	Labor	+	Fuel	=	Total Collection	+	Disposal	=	Total			
	On-call or Scheduled Service	$ 565.45		$ 99.78		$ 665.23		$ 168.88		$ 834.11	per month		
11e.	20 Cu. Yd. Compactor	Labor	+	Fuel	=	Total Collection	+	Disposal	=	Total			
	On-call or Scheduled Service	$ 565.45		$ 99.78		$ 665.23		$ 197.02		$ 862.25	per month		
11f.	25 Cu. Yd. Compactor	Labor	+	Fuel	=	Total Collection	+	Disposal	=	Total			
	On-call or Scheduled Service	$ 565.45		$ 99.78		$ 665.23		$ 225.17		$ 890.40	per month		
11g.	30 Cu. Yd. Compactor	Labor	+	Fuel	=	Total Collection	+	Disposal	=	Total			
	On-call or Scheduled Service	$ 565.45		$ 99.78		$ 665.23		$ 253.31		$ 918.54	per month		
11h.	40 Cu. Yd. Compactor	Labor	+	Fuel	=	Total Collection	+	Disposal	=	Total			

	On-call or Scheduled Service	$ 565.45		$ 99.78		$ 665.23		$ 281.46		$ 946.69	per month
11i.	10 Cu. Yd. Roll Off Box	Labor	+	Fuel	=	Total Collection	+	Disposal	=	Total	
	On-call or Scheduled Service	$ 468.29		$ 82.64		$ 550.93		$ 84.44		$ 635.37	per month
11j.	20 Cu. Yd. Roll Off Box	Labor	+	Fuel	=	Total Collection	+	Disposal	=	Total	
	On-call or Scheduled Service	$ 468.29		$ 82.64		$ 550.93		$ 98.51		$ 649.44	per month
11k.	25 Cu. Yd. Roll Off Box	Labor	+	Fuel	=	Total Collection	+	Disposal	=	Total	
	On-call or Scheduled Service	$ 468.29		$ 82.64		$ 550.93		$ 112.58		$ 663.51	per month
11l.	30 Cu. Yd. Roll Off Box	Labor	+	Fuel	=	Total Collection	+	Disposal	=	Total	
	On-call or Scheduled Service	$ 468.29		$ 82.64		$ 550.93		$ 126.65		$ 677.58	per month
11m.	40 Cu. Yd. Roll Off Box	Labor	+	Fuel	=	Total Collection	+	Disposal	=	Total	
	On-call or Scheduled Service	$ 468.29		$ 82.64		$ 550.93		$ 140.73		$ 691.66	per month

12. Temporary Bin and Roll-Off Bin Divertible Service - Single-Material Recyclables and Single-Stream Recyclables

		Collection Component (85% Labor and 15% Fuel)					Processing		Residual Disposal			
12a.	2 Cubic Yard Bin	Labor	+	Fuel	=	Total Collection	+	Clean MRF	+	Disposal	=	Total	
	Same day (same day collection service)	$ 82.28		$ 14.52		$ 96.80		$ 20.57		$ 3.63		$ 121.00	per pull
	Weekly (I.e. Monday collection, with the collection again on the following Monday)	$ 68.00		$ 12.00		$ 80.00		$ 17.00		$ 3.00		$ 100.00	per pull
	Weekend (i.e. collection on Saturday or Sunday)	$ 78.71		$ 13.89		$ 92.60		$ 19.68		$ 3.47		$ 115.75	per pull
	Other:					$ -						$ -	per pull
12b.	3 Cubic Yard Bin	Labor	+	Fuel	=	Total Collection	+	Clean MRF	+	Disposal	=	Total	
	Same day (same day collection service)	$ 85.68		$ 15.12		$ 100.80		$ 21.42		$ 3.78		$ 126.00	per pull
	Weekly (I.e. Monday collection, with the collection again on the following Monday)	$ 71.40		$ 12.60		$ 84.00		$ 17.85		$ 3.15		$ 105.00	per pull
	Weekend (i.e. collection on Saturday or Sunday)	$ 82.11		$ 14.49		$ 96.60		$ 20.53		$ 3.62		$ 120.75	per pull
	Other:											$ -	per pull
12c.	4 Cubic Yard Bin	Labor	+	Fuel	=	Total Collection	+	Clean MRF	+	Disposal	=	Total	
	Same day (same day collection service)	$ 89.08		$ 15.72		$ 104.80		$ 22.27		$ 3.93		$ 131.00	per pull
	Weekly (I.e. Monday collection, with the collection again on the following Monday)	$ 74.80		$ 13.20		$ 88.00		$ 18.70		$ 3.30		$ 110.00	per pull
	Weekend (i.e. collection on Saturday or Sunday)	$ 85.51		$ 15.09		$ 100.60		$ 21.38		$ 3.77		$ 125.75	per pull
	Other:					$ -						$ -	per pull
12d.	6 Cubic Yard Bin	Labor	+	Fuel	=	Total Collection	+	Clean MRF	+	Disposal	=	Total	
	Same day (same day collection service)	$ 95.88		$ 16.92		$ 112.80		$ 23.97		$ 4.23		$ 141.00	per pull
	Weekly (I.e. Monday collection, with the collection again on the following Monday)	$ 81.60		$ 14.40		$ 96.00		$ 20.40		$ 3.60		$ 120.00	per pull

	Weekend (i.e. collection on Saturday or Sunday)	$ 92.31	$ 16.29	$ 108.60	$ 23.08	$ 4.07	$ 135.75	per pull
	Other:			$ -			$ -	per pull
12e.	10 Cubic Yard Roll-Off	Labor	+ Fuel	= Total Collection	+ Clean MRF	+ Disposal	= Total	
	Same day (same day collection service)	$ 224.78	$ 39.67	$ 264.45	$ 56.19	$ 9.92	$ 330.56	per pull
	Weekly (I.e. Monday collection, with the collection again on the following Monday)	$ 187.31	$ 33.06	$ 220.37	$ 46.83	$ 8.26	$ 275.46	per pull
	Weekend (i.e. collection on Saturday or Sunday)	$ 215.42	$ 38.01	$ 253.43	$ 53.85	$ 9.50	$ 316.78	per pull
	Other:			$ -			$ -	per pull
12f.	20 Cubic Yard Roll-Off	Labor	+ Fuel	= Total Collection	+ Clean MRF	+ Disposal	= Total	
	Same day (same day collection service)	$ 224.78	$ 39.67	$ 264.45	$ 56.19	$ 9.92	$ 330.56	per pull
	Weekly (I.e. Monday collection, with the collection again on the following Monday)	$ 187.31	$ 33.06	$ 220.37	$ 46.83	$ 8.26	$ 275.46	per pull
	Weekend (i.e. collection on Saturday or Sunday)	$ 215.42	$ 38.01	$ 253.43	$ 53.85	$ 9.50	$ 316.78	per pull
	Other:			$ -			$ -	per pull
12g.	25 Cubic Yard Roll-Off	Labor	+ Fuel	= Total Collection	+ Clean MRF	+ Disposal	= Total	
	Same day (same day collection service)	$ 224.78	$ 39.67	$ 264.45	$ 56.19	$ 9.92	$ 330.56	per pull
	Weekly (I.e. Monday collection, with the collection again on the following Monday)	$ 187.31	$ 33.06	$ 220.37	$ 46.83	$ 8.26	$ 275.46	per pull
	Weekend (i.e. collection on Saturday or Sunday)	$ 215.42	$ 38.01	$ 253.43	$ 53.85	$ 9.50	$ 316.78	per pull
	Other:			$ -			$ -	per pull
12h.	30 Cubic Yard Roll-Off	Labor	+ Fuel	= Total Collection	+ Clean MRF	+ Disposal	= Total	
	Same day (same day collection service)	$ 224.78	$ 39.67	$ 264.45	$ 56.19	$ 9.92	$ 330.56	per pull
	Weekly (I.e. Monday collection, with the collection again on the following Monday)	$ 187.31	$ 33.06	$ 220.37	$ 46.83	$ 8.26	$ 275.46	per pull
	Weekend (i.e. collection on Saturday or Sunday)	$ 215.42	$ 38.01	$ 253.43	$ 53.85	$ 9.50	$ 316.78	per pull
	Other:			$ -			$ -	per pull
12i.	40 Cubic Yard Roll-Off	Labor	+ Fuel	= Total Collection	+ Clean MRF	+ Disposal	= Total	
	Same day (same day collection service)	$ 224.78	$ 39.67	$ 264.45	$ 56.19	$ 9.92	$ 330.56	per pull
	Weekly (I.e. Monday collection, with the collection again on the following Monday)	$ 187.31	$ 33.06	$ 220.37	$ 46.83	$ 8.26	$ 275.46	per pull
	Weekend (i.e. collection on Saturday or Sunday)	$ 215.42	$ 38.01	$ 253.43	$ 53.85	$ 9.50	$ 316.78	per pull
	Other:			$ -			$ -	per pull

13. Temporary Bin and Roll-Off Bin Divertible Service - Source-separated Food Scraps

		Collection Component (85% Labor and 15% Fuel)			Processing	Residual Disposal		
13a.	2 Cubic Yard Bin	Labor	+ Fuel	= Total Collection	+ Compost or Co-digestion	+ Disposal	= Total	
	Same day (same day collection service)	$ 102.85	$ 18.14	$ 120.99	$ 63.43	$ 15.86	$ 200.28	per pull

	Weekly (I.e. Monday collection, with the collection again on the following Monday)	$ 85.00	$ 14.99	$ 99.99	$ 63.43	$ 15.86	$ 179.28	per pull
	Weekend (i.e. collection on Saturday or Sunday)	$ 98.39	$ 17.35	$ 115.74	$ 63.43	$ 15.86	$ 195.03	per pull
	Other:			$ -			$ -	per pull
13b.	3 Cubic Yard Bin	Labor	+ Fuel	= Total Collection	+ Compost or Co-digestion	+ Disposal	= Total	
	Same day (same day collection service)	$ 107.10	$ 18.90	$ 126.00	$ 95.14	$ 23.79	$ 244.93	per pull
	Weekly (I.e. Monday collection, with the collection again on the following Monday)	$ 89.25	$ 15.75	$ 105.00	$ 95.14	$ 23.79	$ 223.93	per pull
	Weekend (i.e. collection on Saturday or Sunday)	$ 102.64	$ 18.11	$ 120.75	$ 95.14	$ 23.79	$ 239.68	per pull
	Other:			$ -			$ -	per pull
13c.	4 Cubic Yard Bin	Labor	+ Fuel	= Total Collection	+ Compost or Co-digestion	+ Disposal	= Total	
	Same day (same day collection service)	$ 111.35	$ 19.66	$ 131.01	$ 126.85	$ 31.71	$ 289.57	per pull
	Weekly (I.e. Monday collection, with the collection again on the following Monday)	$ 93.50	$ 16.51	$ 110.01	$ 126.85	$ 31.71	$ 268.57	per pull
	Weekend (i.e. collection on Saturday or Sunday)	$ 106.89	$ 18.87	$ 125.76	$ 126.85	$ 31.71	$ 284.32	per pull
	Other:			$ -			$ -	per pull
13d.	6 Cubic Yard Bin	Labor	+ Fuel	= Total Collection	+ Compost or Co-digestion	+ Disposal	= Total	
	Same day (same day collection service)	$ 119.85	$ 21.15	$ 141.00	$ 190.28	$ 47.57	$ 378.85	per pull
	Weekly (I.e. Monday collection, with the collection again on the following Monday)	$ 102.00	$ 18.00	$ 120.00	$ 190.28	$ 47.57	$ 357.85	per pull
	Weekend (i.e. collection on Saturday or Sunday)	$ 115.39	$ 20.36	$ 135.75	$ 190.28	$ 47.57	$ 373.60	per pull
	Other:			$ -			$ -	per pull
13e.	10 Cubic Yard Roll-Off	Labor	+ Fuel	= Total Collection	+ Compost or Co-digestion	+ Disposal	= Total	
	Same day (same day collection service)	$ 280.97	$ 49.59	$ 330.56	$ 317.14	$ 79.28	$ 726.98	per pull
	Weekly (I.e. Monday collection, with the collection again on the following Monday)	$ 234.14	$ 41.33	$ 275.47	$ 317.14	$ 79.28	$ 671.89	per pull
	Weekend (i.e. collection on Saturday or Sunday)	$ 269.27	$ 47.53	$ 316.80	$ 317.14	$ 79.28	$ 713.22	per pull
	Other:			$ -			$ -	per pull
13f.	20 Cubic Yard Roll-Off	Labor	+ Fuel	= Total Collection	+ Compost or Co-digestion	+ Disposal	= Total	
	Same day (same day collection service)	$ 280.97	$ 49.59	$ 330.56	$ 369.99	$ 92.50	$ 793.05	per pull
	Weekly (I.e. Monday collection, with the collection again on the following Monday)	$ 234.14	$ 41.33	$ 275.47	$ 369.99	$ 92.50	$ 737.96	per pull
	Weekend (i.e. collection on Saturday or Sunday)	$ 269.27	$ 47.52	$ 316.79	$ 369.99	$ 92.50	$ 779.28	per pull
	Other:			$ -			$ -	per pull
13g.	25 Cubic Yard Roll-Off	Labor	+ Fuel	= Total Collection	+ Compost or Co-digestion	+ Disposal	= Total	
	Same day (same day collection service)	$ 280.97	$ 49.59	$ 330.56	$ 422.85	$ 105.71	$ 859.12	per pull

	Weekly (I.e. Monday collection, with the collection again on the following Monday)	$ 234.14	$ 41.33	$ 275.47	$ 422.85	$ 105.71	$ 804.03	per pull
	Weekend (i.e. collection on Saturday or Sunday)	$ 269.27	$ 47.52	$ 316.79	$ 422.85	$ 105.71	$ 845.35	per pull
	Other:			$ -			$ -	per pull
13h.	30 Cubic Yard Roll-Off	Labor	+ Fuel	= Total Collection	+ Compost or Co-digestion	+ Disposal	= Total	
	Same day (same day collection service)	$ 280.97	$ 49.58	$ 330.55	$ 475.71	$ 118.93	$ 925.19	per pull
	Weekly (I.e. Monday collection, with the collection again on the following Monday)	$ 234.14	$ 41.32	$ 275.46	$ 475.71	$ 118.93	$ 870.10	per pull
	Weekend (i.e. collection on Saturday or Sunday)	$ 269.27	$ 47.51	$ 316.78	$ 475.71	$ 118.93	$ 911.42	per pull
	Other:			$ -			$ -	per pull
13i.	40 Cubic Yard Roll-Off	Labor	+ Fuel	= Total Collection	+ Compost or Co-digestion	+ Disposal	= Total	
	Same day (same day collection service)	$ 280.97	$ 49.59	$ 330.56	$ 528.56	$ 132.14	$ 991.26	per pull
	Weekly (I.e. Monday collection, with the collection again on the following Monday)	$ 234.14	$ 41.33	$ 275.47	$ 528.56	$ 132.14	$ 936.17	per pull
	Weekend (i.e. collection on Saturday or Sunday)	$ 269.27	$ 47.52	$ 316.79	$ 528.56	$ 132.14	$ 977.49	per pull
	Other:			$ -			$ -	per pull

14. Temporary Bin and Roll-Off Bin Divertible Service - Source-separated Yard Trimmings

		Collection Component (85% Labor and 15% Fuel)			Processing	Residual Disposal		
14a.	2 Cubic Yard Bin	Labor	+ Fuel	= Total Collection	+ Compost	+ Disposal	= Total	
	Same day (same day collection service)	$ 102.85	$ 18.15	$ 121.00	$ 42.28	$ -	$ 163.28	per pull
	Weekly (I.e. Monday collection, with the collection again on the following Monday)	$ 85.00	$ 15.00	$ 100.00	$ 42.28	$ -	$ 142.28	per pull
	Weekend (i.e. collection on Saturday or Sunday)	$ 98.39	$ 17.36	$ 115.75	$ 42.28	$ -	$ 158.03	per pull
	Other:			$ -			$ -	per pull
14b.	3 Cubic Yard Bin	Labor	+ Fuel	= Total Collection	+ Compost	+ Disposal	= Total	
	Same day (same day collection service)	$ 107.10	$ 18.90	$ 126.00	$ 63.43	$ -	$ 189.43	per pull
	Weekly (I.e. Monday collection, with the collection again on the following Monday)	$ 89.25	$ 15.75	$ 105.00	$ 63.43	$ -	$ 168.43	per pull
	Weekend (i.e. collection on Saturday or Sunday)	$ 102.64	$ 18.11	$ 120.75	$ 63.43	$ -	$ 184.18	per pull
	Other:			$ -			$ -	per pull
14c.	4 Cubic Yard Bin	Labor	+ Fuel	= Total Collection	+ Compost	+ Disposal	= Total	
	Same day (same day collection service)	$ 111.35	$ 19.65	$ 131.00	$ 84.57	$ -	$ 215.57	per pull
	Weekly (I.e. Monday collection, with the collection again on the following Monday)	$ 93.50	$ 16.50	$ 110.00	$ 84.57	$ -	$ 194.57	per pull
	Weekend (i.e. collection on Saturday or Sunday)	$ 106.89	$ 18.86	$ 125.75	$ 84.57	$ -	$ 210.32	per pull
	Other:			$ -			$ -	per pull
14d.	6 Cubic Yard Bin	Labor	+ Fuel	= Total Collection	+ Compost	+ Disposal	= Total	
	Same day (same day collection service)	$ 119.85	$ 21.15	$ 141.00	$ 126.85	$ -	$ 267.85	per pull
	Weekly (I.e. Monday collection, with the collection again on the following Monday)	$ 102.00	$ 18.00	$ 120.00	$ 126.85	$ -	$ 246.85	per pull

	Weekend (i.e. collection on Saturday or Sunday)	$ 115.39	$ 20.36	$ 135.75	$ 126.85	$ -	$ 262.60	per pull
	Other:			$ -			$ -	per pull
14e.	10 Cubic Yard Roll-Off	Labor	+ Fuel	= Total Collection	+ Compost	+ Disposal	= Total	
	Same day (same day collection service)	$ 280.97	$ 49.59	$ 330.56	$ 211.42	$ -	$ 541.98	per pull
	Weekly (I.e. Monday collection, with the collection again on the following Monday)	$ 234.14	$ 41.33	$ 275.47	$ 211.42	$ -	$ 486.89	per pull
	Weekend (i.e. collection on Saturday or Sunday)	$ 269.27	$ 47.52	$ 316.79	$ 211.42	$ -	$ 528.21	per pull
	Other:			$ -			$ -	per pull
14f.	20 Cubic Yard Roll-Off	Labor	+ Fuel	= Total Collection	+ Compost	+ Disposal	= Total	
	Same day (same day collection service)	$ 280.97	$ 49.59	$ 330.56	$ 246.66	$ -	$ 577.22	per pull
	Weekly (I.e. Monday collection, with the collection again on the following Monday)	$ 234.14	$ 41.33	$ 275.47	$ 246.66	$ -	$ 522.13	per pull
	Weekend (i.e. collection on Saturday or Sunday)	$ 269.27	$ 47.52	$ 316.79	$ 246.66	$ -	$ 563.45	per pull
	Other:			$ -			$ -	per pull
14g.	25 Cubic Yard Roll-Off	Labor	+ Fuel	= Total Collection	+ Compost	+ Disposal	= Total	
	Same day (same day collection service)	$ 280.97	$ 49.59	$ 330.56	$ 281.90	$ -	$ 612.46	per pull
	Weekly (I.e. Monday collection, with the collection again on the following Monday)	$ 234.14	$ 41.32	$ 275.46	$ 281.90	$ -	$ 557.36	per pull
	Weekend (i.e. collection on Saturday or Sunday)	$ 269.27	$ 47.51	$ 316.78	$ 281.90	$ -	$ 598.68	per pull
	Other:			$ -			$ -	per pull
14h.	30 Cubic Yard Roll-Off	Labor	+ Fuel	= Total Collection	+ Compost	+ Disposal	= Total	
	Same day (same day collection service)	$ 280.97	$ 49.58	$ 330.55	$ 317.14	$ -	$ 647.69	per pull
	Weekly (I.e. Monday collection, with the collection again on the following Monday)	$ 234.14	$ 41.32	$ 275.46	$ 317.14	$ -	$ 592.60	per pull
	Weekend (i.e. collection on Saturday or Sunday)	$ 269.27	$ 47.51	$ 316.78	$ 317.14	$ -	$ 633.92	per pull
	Other:			$ -			$ -	per pull
14i.	40 Cubic Yard Roll-Off	Labor	+ Fuel	= Total Collection	+ Compost	+ Disposal	= Total	
	Same day (same day collection service)	$ 280.97	$ 49.59	$ 330.56	$ 352.37	$ -	$ 682.93	per pull
	Weekly (I.e. Monday collection, with the collection again on the following Monday)	$ 234.14	$ 41.33	$ 275.47	$ 352.37	$ -	$ 627.84	per pull
	Weekend (i.e. collection on Saturday or Sunday)	$ 269.27	$ 47.52	$ 316.79	$ 352.37	$ -	$ 669.16	per pull
	Other:			$ -			$ -	per pull

15. Temporary Bin and Roll-Off Bin Divertible Service - Co-collected Food Scraps and Yard Trimmings

		Collection Component (85% Labor and 15% Fuel)			Processing	Residual Disposal	
15a.	2 Cubic Yard Bin	Labor	+ Fuel	= Total Collection	+ Compost	+ Disposal	= Total

	Same day (same day collection service)	$ 102.85	$ 18.15	$ 121.00	$ 61.67	$ -	$ 182.67	per pull
	Weekly (I.e. Monday collection, with the collection again on the following Monday)	$ 85.00	$ 15.00	$ 100.00	$ 61.67	$ -	$ 161.67	per pull
	Weekend (i.e. collection on Saturday or Sunday)	$ 98.39	$ 17.36	$ 115.75	$ 61.67	$ -	$ 177.42	per pull
	Other:			$ -			$ -	per pull
15b.	3 Cubic Yard Bin	Labor	+ Fuel	= Total Collection	+ Compost	+ Disposal	= Total	
	Same day (same day collection service)	$ 107.10	$ 18.90	$ 126.00	$ 92.50	$ -	$ 218.50	per pull
	Weekly (I.e. Monday collection, with the collection again on the following Monday)	$ 89.25	$ 15.75	$ 105.00	$ 92.50	$ -	$ 197.50	per pull
	Weekend (i.e. collection on Saturday or Sunday)	$ 102.64	$ 18.11	$ 120.75	$ 92.50	$ -	$ 213.25	per pull
	Other:			$ -			$ -	per pull
15c.	4 Cubic Yard Bin	Labor	+ Fuel	= Total Collection	+ Compost	+ Disposal	= Total	
	Same day (same day collection service)	$ 111.35	$ 19.65	$ 131.00	$ 123.33	$ -	$ 254.33	per pull
	Weekly (I.e. Monday collection, with the collection again on the following Monday)	$ 93.50	$ 16.50	$ 110.00	$ 123.33	$ -	$ 233.33	per pull
	Weekend (i.e. collection on Saturday or Sunday)	$ 106.89	$ 18.86	$ 125.75	$ 123.33	$ -	$ 249.08	per pull
	Other:			$ -			$ -	per pull
15d.	6 Cubic Yard Bin	Labor	+ Fuel	= Total Collection	+ Compost	+ Disposal	= Total	
	Same day (same day collection service)	$ 119.85	$ 21.15	$ 141.00	$ 185.00	$ -	$ 326.00	per pull
	Weekly (I.e. Monday collection, with the collection again on the following Monday)	$ 102.00	$ 18.00	$ 120.00	$ 185.00	$ -	$ 305.00	per pull
	Weekend (i.e. collection on Saturday or Sunday)	$ 115.39	$ 20.36	$ 135.75	$ 185.00	$ -	$ 320.75	per pull
	Other:			$ -			$ -	per pull
15e.	10 Cubic Yard Roll-Off	Labor	+ Fuel	= Total Collection	+ Compost	+ Disposal	= Total	
	Same day (same day collection service)	$ 280.97	$ 49.58	$ 330.55	$ 308.33	$ -	$ 638.88	per pull
	Weekly (I.e. Monday collection, with the collection again on the following Monday)	$ 234.14	$ 41.32	$ 275.46	$ 308.33	$ -	$ 583.79	per pull
	Weekend (i.e. collection on Saturday or Sunday)	$ 269.27	$ 47.51	$ 316.78	$ 308.33	$ -	$ 625.11	per pull
	Other:			$ -			$ -	per pull
15f.	20 Cubic Yard Roll-Off	Labor	+ Fuel	= Total Collection	+ Compost	+ Disposal	= Total	
	Same day (same day collection service)	$ 280.97	$ 49.58	$ 330.55	$ 358.72	$ -	$ 689.27	per pull
	Weekly (I.e. Monday collection, with the collection again on the following Monday)	$ 234.14	$ 41.32	$ 275.46	$ 359.72	$ -	$ 635.18	per pull
	Weekend (i.e. collection on Saturday or Sunday)	$ 269.27	$ 47.51	$ 316.78	$ 359.72	$ -	$ 676.50	per pull
	Other:			$ -			$ -	per pull
15g.	25 Cubic Yard Roll-Off	Labor	+ Fuel	= Total Collection	+ Compost	+ Disposal	= Total	

	Same day (same day collection service)	$ 280.97	$ 49.59	$ 330.56	$ 411.10	$ -	$ 741.66	per pull
	Weekly (I.e. Monday collection, with the collection again on the following Monday)	$ 234.14	$ 41.33	$ 275.47	$ 411.10	$ -	$ 686.57	per pull
	Weekend (i.e. collection on Saturday or Sunday)	$ 269.27	$ 47.52	$ 316.79	$ 411.10	$ -	$ 727.89	per pull
	Other:			$ -			$ -	per pull
15h.	30 Cubic Yard Roll-Off	Labor	+ Fuel	= Total Collection	+ Compost	+ Disposal	= Total	
	Same day (same day collection service)	$ 280.97	$ 49.59	$ 330.56	$ 462.49	$ -	$ 793.05	per pull
	Weekly (I.e. Monday collection, with the collection again on the following Monday)	$ 234.14	$ 41.33	$ 275.47	$ 462.49	$ -	$ 737.96	per pull
	Weekend (i.e. collection on Saturday or Sunday)	$ 269.27	$ 47.52	$ 316.79	$ 462.49	$ -	$ 779.28	per pull
	Other:			$ -			$ -	per pull
15i.	40 Cubic Yard Roll-Off	Labor	+ Fuel	= Total Collection	+ Compost	+ Disposal	= Total	
	Same day (same day collection service)	$ 280.97	$ 49.59	$ 330.56	$ 513.88	$ -	$ 844.44	per pull
	Weekly (I.e. Monday collection, with the collection again on the following Monday)	$ 234.14	$ 41.32	$ 275.46	$ 513.88	$ -	$ 789.34	per pull
	Weekend (i.e. collection on Saturday or Sunday)	$ 269.27	$ 47.51	$ 316.78	$ 513.88	$ -	$ 830.66	per pull
	Other:			$ -			$ -	per pull

16. Temporary Bin and Roll-Off Box Service - Including 2, 3, 4, and 6 yard Bin Service - Mixed C&D Processing

		Collection Component (85% Labor and 15% Fuel)			Processing	Residual Disposal		
16a.	2 Cubic Yard Bin	Labor	+ Fuel	= Total Collection	+ Mixed C&D Processing	+ Disposal	= Total	
	Same day (same day collection service)	$ 102.85	$ 18.15	$ 121.00	$ 77.63	$ -	$ 198.63	per pull
	Weekly (I.e. Monday collection, with the collection again on the following Monday)	$ 85.00	$ 15.00	$ 100.00	$ 77.63	$ -	$ 177.63	per pull
	Weekend (i.e. collection on Saturday or Sunday)	$ 98.39	$ 17.36	$ 115.75	$ 77.63	$ -	$ 193.38	per pull
	Other:			$ -			$ -	per pull
16b.	3 Cubic Yard Bin	Labor	+ Fuel	= Total Collection	+ Mixed C&D Processing	+ Disposal	= Total	
	Same day (same day collection service)	$ 107.10	$ 18.90	$ 126.00	$ 118.93	$ -	$ 244.93	per pull
	Weekly (I.e. Monday collection, with the collection again on the following Monday)	$ 89.25	$ 15.75	$ 105.00	$ 118.93	$ -	$ 223.93	per pull
	Weekend (i.e. collection on Saturday or Sunday)	$ 102.64	$ 18.11	$ 120.75	$ 118.93	$ -	$ 239.68	per pull
	Other:			$ -			$ -	per pull
16c.	4 Cubic Yard Bin	Labor	+ Fuel	= Total Collection	+ Mixed C&D Processing	+ Disposal	= Total	
	Same day (same day collection service)	$ 111.35	$ 19.65	$ 131.00	$ 141.64	$ -	$ 272.64	per pull
	Weekly (I.e. Monday collection, with the collection again on the following Monday)	$ 93.50	$ 16.50	$ 110.00	$ 141.64	$ -	$ 251.64	per pull
	Weekend (i.e. collection on Saturday or Sunday)	$ 106.89	$ 18.86	$ 125.75	$ 141.64	$ -	$ 267.39	per pull
	Other:			$ -			$ -	per pull
16d.	6 Cubic Yard Bin	Labor	+ Fuel	= Total Collection	+ Mixed C&D Processing	+ Disposal	= Total	

	Same day (same day collection service)	$ 119.85	$ 21.15	$ 141.00	$ 165.18	$ -	$ 306.18	per pull
	Weekly (I.e. Monday collection, with the collection again on the following Monday)	$ 102.00	$ 18.00	$ 120.00	$ 165.18	$ -	$ 285.18	per pull
	Weekend (i.e. collection on Saturday or Sunday)	$ 115.39	$ 20.36	$ 135.75	$ 165.18	$ -	$ 300.93	per pull
	Other:						$ -	per pull
16e.	10 Cubic Yard Roll-Off	Labor	+ Fuel	= Total Collection	+ Mixed C&D Processing	+ Disposal	= Total	
	Same day (same day collection service)	$ 280.97	$ 49.59	$ 330.56	$ 642.35	$ -	$ 972.91	per pull
	Weekly (I.e. Monday collection, with the collection again on the following Monday)	$ 234.14	$ 41.32	$ 275.46	$ 642.35	$ -	$ 917.81	per pull
	Weekend (i.e. collection on Saturday or Sunday)	$ 269.27	$ 47.51	$ 316.78	$ 642.35	$ -	$ 959.13	per pull
	Other:			$ -			$ -	per pull
16f.	20 Cubic Yard Roll-Off	Labor	+ Fuel	= Total Collection	+ Mixed C&D Processing	+ Disposal	= Total	
	Same day (same day collection service)	$ 280.97	$ 49.59	$ 330.56	$ 388.16	$ -	$ 718.72	per pull
	Weekly (I.e. Monday collection, with the collection again on the following Monday)	$ 234.14	$ 41.33	$ 275.47	$ 388.16	$ -	$ 663.63	per pull
	Weekend (i.e. collection on Saturday or Sunday)	$ 269.27	$ 47.52	$ 316.79	$ 388.16	$ -	$ 704.95	per pull
	Other:			$ -			$ -	per pull
16g.	25 Cubic Yard Roll-Off	Labor	+ Fuel	= Total Collection	+ Mixed C&D Processing	+ Disposal	= Total	
	Same day (same day collection service)	$ 280.97	$ 49.58	$ 330.55	$ 396.42	$ -	$ 726.97	per pull
	Weekly (I.e. Monday collection, with the collection again on the following Monday)	$ 234.14	$ 41.33	$ 275.47	$ 396.42	$ -	$ 671.89	per pull
	Weekend (i.e. collection on Saturday or Sunday)	$ 269.27	$ 47.51	$ 316.78	$ 396.42	$ -	$ 713.20	per pull
	Other:			$ -			$ -	per pull
16h.	30 Cubic Yard Roll-Off	Labor	+ Fuel	= Total Collection	+ Mixed C&D Processing	+ Disposal	= Total	
	Same day (same day collection service)	$ 280.97	$ 49.59	$ 330.56	$ 404.68	$ -	$ 735.24	per pull
	Weekly (I.e. Monday collection, with the collection again on the following Monday)	$ 234.14	$ 41.32	$ 275.46	$ 404.68	$ -	$ 680.14	per pull
	Weekend (i.e. collection on Saturday or Sunday)	$ 269.27	$ 47.51	$ 316.78	$ 404.68	$ -	$ 721.46	per pull
	Other:			$ -			$ -	per pull
16i.	40 Cubic Yard Roll-Off	Labor	+ Fuel	= Total Collection	+ Mixed C&D Processing	+ Disposal	= Total	
	Same day (same day collection service)	$ 280.97	$ 49.59	$ 330.56	$ 412.94	$ -	$ 743.50	per pull
	Weekly (I.e. Monday collection, with the collection again on the following Monday)	$ 234.14	$ 41.32	$ 275.46	$ 412.94	$ -	$ 688.40	per pull
	Weekend (i.e. collection on Saturday or Sunday)	$ 269.27	$ 47.51	$ 316.78	$ 412.94	$ -	$ 729.72	per pull
	Other:			$ -			$ -	per pull

17. Temporary Bin & Roll Off Box Service - Including 2, 3, 4, and 6 yard Bin Service - Direct to Landfill Service

		Collection Component (85% Labor and 15% Fuel)				Disposal Component											
17a.	2 Cubic Yard Bin	Labor	+	Fuel	=	Total Collection	+	Disposal	=	Total							
	Same day (same day collection service)	$ 205.70		$ 36.30		$ 242.00		$ 16.89		$ 258.89	per pull						
	Weekly (I.e. Monday collection, with the collection again on the following Monday)	$ 170.00		$ 30.00		$ 200.00		$ 16.89		$ 216.89	per pull						
	Weekend (i.e. collection on Saturday or Sunday)	$ 196.78		$ 34.72		$ 231.50		$ 16.89		$ 248.39	per pull						
	Other:									$ -	per pull						
17b.	3 Cubic Yard Bin	Labor	+	Fuel	=	Total Collection	+	Disposal	=	Total							
	Same day (same day collection service)	$ 214.20		$ 37.80		$ 252.00		$ 25.33		$ 277.33	per pull						
	Weekly (I.e. Monday collection, with the collection again on the following Monday)	$ 178.50		$ 31.50		$ 210.00		$ 25.33		$ 235.33	per pull						
	Weekend (i.e. collection on Saturday or Sunday)	$ 205.28		$ 36.22		$ 241.50		$ 25.33		$ 266.83	per pull						
	Other:					$ -				$ -	per pull						
17c.	4 Cubic Yard Bin	Labor	+	Fuel	=	Total Collection	+	Disposal	=	Total							
	Same day (same day collection service)	$ 222.70		$ 39.30		$ 262.00		$ 33.78		$ 295.78	per pull						
	Weekly (I.e. Monday collection, with the collection again on the following Monday)	$ 187.00		$ 33.00		$ 220.00		$ 33.78		$ 253.78	per pull						
	Weekend (i.e. collection on Saturday or Sunday)	$ 213.78		$ 37.72		$ 251.50		$ 33.78		$ 285.28	per pull						
	Other:					$ -				$ -	per pull						
17d.	6 Cubic Yard Bin	Labor	+	Fuel	=	Total Collection	+	Disposal	=	Total							
	Same day (same day collection service)	$ 239.70		$ 42.30		$ 282.00		$ 50.66		$ 332.66	per pull						
	Weekly (I.e. Monday collection, with the collection again on the following Monday)	$ 204.00		$ 36.00		$ 240.00		$ 50.66		$ 290.66	per pull						
	Weekend (i.e. collection on Saturday or Sunday)	$ 230.78		$ 40.72		$ 271.50		$ 50.66		$ 322.16	per pull						
	Other:					$ -				$ -	per pull						
17e.	10 Cubic Yard Roll-Off	Labor	+	Fuel	=	Total Collection	+	Disposal	=	Total							
	Same day (same day collection service)	$ 561.95		$ 99.16		$ 661.11		$ 84.44		$ 745.55	per pull						
	Weekly (I.e. Monday collection, with the collection again on the following Monday)	$ 468.29		$ 82.64		$ 550.93		$ 84.44		$ 635.37	per pull						
	Weekend (i.e. collection on Saturday or Sunday)	$ 538.53		$ 95.03		$ 633.56		$ 84.44		$ 718.00	per pull						
	Other:					$ -				$ -	per pull						
17f.	20 Cubic Yard Roll-Off	Labor	+	Fuel	=	Total Collection	+	Disposal	=	Total							
	Same day (same day collection service)	$ 561.95		$ 99.16		$ 661.11		$ 98.51		$ 759.62	per pull						
	Weekly (I.e. Monday collection, with the collection again on the following Monday)	$ 468.29		$ 82.64		$ 550.93		$ 98.51		$ 649.44	per pull						
	Weekend (i.e. collection on Saturday or Sunday)	$ 538.53		$ 95.04		$ 633.57		$ 98.51		$ 732.08	per pull						
	Other:					$ -				$ -	per pull						

17g.	25 Cubic Yard Roll-Off	Labor	+	Fuel	=	Total Collection	+	Disposal	=	Total			
	Same day (same day collection service)	$	561.95	$	99.17	$	661.12	$	112.58	$	773.70	per pull	
	Weekly (I.e. Monday collection, with the collection again on the following Monday)	$	468.29	$	82.64	$	550.93	$	112.58	$	663.51	per pull	
	Weekend (i.e. collection on Saturday or Sunday)	$	538.53	$	95.04	$	633.57	$	112.58	$	746.15	per pull	
	Other:					$	-			$	-	per pull	
17h.	30 Cubic Yard Roll-Off	Labor	+	Fuel	=	Total Collection	+	Disposal	=	Total			
	Same day (same day collection service)	$	561.95	$	99.16	$	661.11	$	126.66	$	787.77	per pull	
	Weekly (I.e. Monday collection, with the collection again on the following Monday)	$	468.29	$	82.63	$	550.92	$	126.66	$	677.58	per pull	
	Weekend (i.e. collection on Saturday or Sunday)	$	538.53	$	95.03	$	633.56	$	126.66	$	760.22	per pull	
	Other:					$	-			$	-	per pull	
17i.	40 Cubic Yard Roll-Off	Labor	+	Fuel	=	Total Collection	+	Disposal	=	Total			
	Same day (same day collection service)	$	561.95	$	99.16	$	661.11	$	140.73	$	801.84	per pull	
	Weekly (I.e. Monday collection, with the collection again on the following Monday)	$	468.29	$	82.64	$	550.93	$	140.73	$	691.66	per pull	
	Weekend (i.e. collection on Saturday or Sunday)	$	538.53	$	95.04	$	633.57	$	140.73	$	774.30	per pull	
	Other:					$	-			$	-	per pull	

ATTACHMENT D

Maximum Rates To Be Charged

Fill in the rates proposed as the maximum rates to customers below for each level of service. Rates must be broken down to show the collection cost, processing cost and disposal cost. The procedure for adjusting costs throughout the term of the contract appears in Article 14 of the contract. A sample calculation is shown in Attachment J. The disposal portion will only be adjusted as that cost actually changes. Disposal costs are a pass through cost and cannot include any mark up, overhead or administrative costs. As the amount of material being collected and handled is increasingly shifting into diversion, providing diversion services at no charge is no longer feasible and therefore is not permitted in this form. The rate proposed for collection of commercial, multi-family, temporary bin, temporary roll off, permanent roll off and compactor customers for recyclable materials and food scraps **must be 50% lower** than the rate proposed for collection of MSW materials.

Rates must be submitted in 2024 dollars.

This form will become an attachment to the final contract.

18. Special Event Service - Direct to Landfill MSW Service

		Collection Component (85% Labor and 15% Fuel				Disposal Component		Total	
		Labor	+ Fuel	= Total Collection	+	Disposal			
18a.	35 gallon cart	$ 74.97	$ 13.23	$ 88.20		$ 11.80	=	$ 100.00	per container
18b.	65 gallon cart	$ 74.97	$ 13.23	$ 88.20		$ 11.80	=	$ 100.00	per container
18c.	95 gallon cart	$ 74.97	$ 13.23	$ 88.20		$ 11.80	=	$ 100.00	per container
18d.	1 Cu. Yard Bin (as half of split bin and as standalone)	$ 112.46	$ 19.85	$ 132.31		$ 17.69	=	$ 150.00	per container
18e.	1.5 Cu. Yard Bin (as half of split bin and as standalone)	$ 131.20	$ 23.15	$ 154.35		$ 20.65	=	$ 175.00	per container
18f.	2 Cu. Yard Bin (as half of split bin and as standalone)	$ 142.44	$ 25.14	$ 167.58		$ 22.42	=	$ 190.00	per container
18g.	3 Cu. Yard Bin (as half of split bin and as standalone)	$ 164.93	$ 29.11	$ 194.04		$ 25.96	=	$ 220.00	per container
18h.	4 Cu. Yard Bin	$ 217.41	$ 38.37	$ 255.78		$ 34.22	=	$ 290.00	per container
18i.	6 Cu. Yard Bin	$ 269.89	$ 47.63	$ 317.52		$ 42.48	=	$ 360.00	per container
18j.	10 Cu. Yd. Roll-off	$ 428.42	$ 75.60	$ 504.02		$ 46.91	=	$ 550.93	per pull
18k.	20 Cu. Yd. Roll-off	$ 428.42	$ 75.60	$ 504.02		$ 46.91	=	$ 550.93	per pull
18l.	25 Cu. Yd. Roll-off	$ 428.42	$ 75.60	$ 504.02		$ 46.91	=	$ 550.93	per pull
18m.	30 Cu. Yd. Roll-off	$ 428.42	$ 75.60	$ 504.02		$ 46.91	=	$ 550.93	per pull
18n.	40 Cu. Yd. Roll-off	$ 428.42	$ 75.60	$ 504.02		$ 46.91	=	$ 550.93	per pull
18o.	20 Cu. Yd. Compactor	$ 525.57	$ 92.75	$ 618.32		$ 46.91	=	$ 665.23	per pull
18p.	25 Cu. Yd. Compactor	$ 525.57	$ 92.75	$ 618.32		$ 46.91	=	$ 665.23	per pull
18q.	30 Cu. Yd. Compactor	$ 525.57	$ 92.75	$ 618.32		$ 46.91	=	$ 665.23	per pull
18r.	40 Cu. Yd. Compactor	$ 525.57	$ 92.75	$ 618.32		$ 46.91	=	$ 665.23	per pull

19. Special Event Service - Single-Material Recyclables and Single-Stream Recyclables

		Collection Component (85% Labor and 15% Fuel			Processing	Residual Disposal	
		Labor	+ Fuel	= Total Collection	+ Clean MRF	+ Disposal	= Total
19a	35 gallon cart	$ 38.38	$ 6.77	$ 45.15	$ 2.80	$ 2.05	50.00
19b.	65 gallon cart	$ 38.38	$ 6.77	$ 45.15	$ 2.80	$ 2.05	50.00
19c.	90 gallon cart	$ 38.38	$ 6.77	$ 45.15	$ 2.80	$ 2.05	50.00
19d.	1 Cu. Yard Bin (as half of split bin and as standalone)	$ 57.57	$ 10.16	$ 67.73	$ 4.20	$ 3.07	75.00
19e.	1.5 Cu. Yard Bin (as half of split bin and as standalone)	$ 67.16	$ 11.85	$ 79.01	$ 4.90	$ 3.59	87.50
19f.	2 Cu. Yard Bin (as half of split bin and as standalone)	$ 72.92	$ 12.87	$ 85.79	$ 5.32	$ 3.89	95.00
19g.	3 Cu. Yard Bin (as half of split bin and as standalone)	$ 84.43	$ 14.90	$ 99.33	$ 6.16	$ 4.51	110.00
19h.	4 Cu. Yard Bin	$ 111.29	$ 19.64	$ 130.93	$ 8.12	$ 5.95	145.00
19i.	6 Cu. Yard Bin	$ 138.16	$ 24.38	$ 162.54	$ 10.08	$ 7.38	180.00
19j.	10 Cu. Yd. Roll-off	$ 211.43	$ 37.31	$ 248.74	$ 16.03	$ 10.69	275.46
19k.	20 Cu. Yd. Roll-off	$ 211.43	$ 37.31	$ 248.74	$ 16.03	$ 10.69	275.46
19l.	25 Cu. Yd. Roll-off	$ 211.43	$ 37.31	$ 248.74	$ 16.03	$ 10.69	275.46
19m.	30 Cu. Yd. Roll-off	$ 211.43	$ 37.31	$ 248.74	$ 16.03	$ 10.69	275.46
19n.	40 Cu. Yd. Roll-off	$ 211.43	$ 37.31	$ 248.74	$ 16.03	$ 10.69	275.46
19o.	20 Cu. Yd. Compactor	$ 230.54	$ 40.68	$ 271.22	$ 17.48	$ 11.66	300.36
19p.	25 Cu. Yd. Compactor	$ 255.31	$ 45.05	$ 300.36	$ 19.36	$ 12.90	332.62
19q.	30 Cu. Yd. Compactor	$ 255.31	$ 45.05	$ 300.36	$ 19.36	$ 12.90	332.62
19r.	40 Cu. Yd. Compactor	$ 255.31	$ 45.05	$ 300.36	$ 19.36	$ 12.90	332.62

20. Special Event Service - Source-separated Food Scraps

Note: Food scraps will only be collected in 35-gal, 65-gal, 1-yard, 1.5 yard, and 2-yard containers. Food scraps will not be collected as part of split bin service.

		Collection Component (85% Labor and 15% Fuel			Processing	Residual Disposal	
		Labor	+ Fuel	= Total Collection	+ Clean MRF	+ Disposal	= Total
20a.	35 gallon cart	$ 23.59	$ 4.16	$ 27.75	$ 18.05	$ 4.20	50.00

20b.	65 gallon cart	$ 23.59	$ 4.16	$ 27.75	$ 18.05	$ 4.20	50.00
20c.	1 Cu. Yard Bin (as half of split bin and as standalone)	$ 35.38	$ 6.24	$ 41.62	$ 27.08	$ 6.30	75.00
20d.	1.5 Cu. Yard Bin (as half of split bin and as standalone)	$ 41.28	$ 7.28	$ 48.56	$ 31.59	$ 7.35	87.50
20e.	2 Cu. Yard Bin (as half of split bin and as standalone)	$ 44.82	$ 7.91	$ 52.73	$ 34.30	$ 7.97	95.00

21. Emergency Service

		Collection Component (85% Labor and 15% Fuel)				Disposal Component	
		Labor	+ Fuel	= Total Collection	+ Disposal	=	Total
21a.	3 Cu. Yard Bin	$ 189.67	$ 33.47	$ 223.14	$ 29.86		253.00
21b.	4 Cu. Yard Bin	$ 250.05	$ 44.12	$ 294.17	$ 39.33		333.50
21c.	6 Cu. Yard Bin	$ 310.38	$ 54.77	$ 365.15	$ 48.85		414.00
21d.	10 Cu. Yard Roll-off	$ 502.65	$ 88.70	$ 591.35	$ 42.22		633.57
21e.	20 Cu. Yard Roll-off	$ 502.65	$ 88.70	$ 591.35	$ 42.22		633.57
21f.	25 Cu. Yard Roll-off	$ 502.65	$ 88.70	$ 591.35	$ 42.22		633.57
21g.	30 Cu. Yard Roll-off	$ 502.65	$ 88.70	$ 591.35	$ 42.22		633.57
21h.	40 Cu. Yard Roll-off	$ 502.65	$ 88.70	$ 591.35	$ 42.22		633.57

ATTACHMENT D

Maximum Rates To Be Charged

Fill in the rates proposed as the maximum rates to customers for each level of service. These rates will be adjusted using the methodology in Attachment J, Section 1.B titled 'Adjustment for Processing Component of Annual Rate Based on PPI'.

Instructions for Submittal of Revised Proposal Form 29. Revisions included as Addendum 2 are marked in RED text in Section 22mm below. Please replace the tab titled '22. Other Services' from the original Proposal Form 29 with this revised tab titled '22. Other Services REVISED'. Delete the old tab titled '22. Other Services'. Enter the required rate into Item 22mm on the revised tab and submit with the proposal.

Rates must be submitted in 2024 dollars.

This form will become an attachment to the final contract.

22. Other Services

22a.	Residential Bulky Goods Collection Service (For additional Collections of Bulky Goods from Residential Premises in Excess of Four (4) per year)	$ 60.00	per pick-up
22b.	Multi-family Bulky Goods Collection Service (For additional Collections of Bulky Goods from Multi-family Premises in Excess of Four (4) per account year)	$ 60.00	per pick-up
22c.	Commercial Bulky Goods Collection Service (For additional Collections of Bulky Goods from Commercial Premises in Excess of Four (4) per account year)	$ 60.00	per pick-up
22d.	Residential HHW Collection (For additional Collections of HHW from Residential Premises in Excess of Four (4) Quarterly Pick-ups per year)	$ 60.00	per pick-up
22e.	Repair and Maintenance of Compactor	$ 165.00	per hour
22f.	Bin Cleaning Service	$ 120.00	per Bin
22g.	Cart Replacement/Exchange	$ 50.00	per Cart
22h.	Bin Replacement/Exchange	$ 60.00	per Bin
22i.	Commercial Bin Wheel-Out Service (25' - 50')	$ 20.00	per bin per month
22j.	Commercial Bin Wheel-Out Service (51' - 75')	$ 25.00	per bin per month
22k.	Residential Backyard Wheel-Out Service for Customers (for Customers that are not a 'Disabled Person' as defined in Attachment A)	$ 15.00	per month
22l.	Extra Pick-up - Residential Cart	$ 75.00	per cart
22m.	Extra Pick-up - Commercial/Multi-family Cart	$ 105.00	per cart
22n.	Extra Pick-up - Commercial/Multi-family Bin	$ 105.00	per bin
22o.	Roll-off or Compactor Service - False or Dry Run	$ 95.00	per instance
22p.	Power wash/steam cleaning of enclosure	$ 250.00	per instance
22q.	Commercial/Multi-family Sunday Collection Service Premium (added to existing rate per container per month)	$ 350.00	per container per month
22r.	Roll-off/compactor overage charges - Landfill (if max weight is included in rate and load exceeds max weight - include a per ton cost)	$ 105.00	per ton
22s.	Roll-off/compactor overage charges - Mixed C&D (if max weight is included in rate and load exceeds max weight - include a per ton cost)	$ 125.00	per ton
22t.	Clean-up Bin Trip Charge	$ 75.00	per instance
22u.	Clean Up Bin Overweight Charge	$ 95.00	per ton
22v.	Roll-off Relocation Charge	$ 95.00	per instance
22w.	Overweight Roll-off Extra Charge if Special Vehicle is Needed to Haul Container in Excess of 10 Tons Loaded Weight (in addition to standard roll-off rate)	$ 500.00	per instance
22x.	Daily Rental Over 7 Days for Temporary 2,3,4, and 6-yard bins	$ 20.00	per day
22y.	Daily Rental Over 7 Days for Temporary 10,20,30 and 40-yard bins	$ 25.00	per day
22z.	Compactor cleaning charge	$ 350.00	per instance
22aa.	Replacement Residential Counter-top food scraps kitchen pail (includes delivery)	$ 15.00	per replacement
22bb.	Commercial Resumption of Service Charge (only after discontinuation for non-payment, includes redelivery of containers if removed from premises)	$ 45.00	per instance

22cc.	Residential Resumption of Service Charge (only after discontinuation for non-payment, includes redelivery of containers if removed from premises)	$ 15.00	per instance
22dd.	Stinger service / Scout Service - per Container per month	$ 80.00	per Container per month
22ee.	Locking Bin Installation	$ 40.00	per instance
22ff.	Emergency Collection, hourly rate for (1) crew and (1) vehicle	$ 180.00	per hour
22gg.	Bin sensor (pilot program described in Section 8.04.G of Contract)	$ 22.51	per bin sensor per month
22hh.	Bin Sensors (citywide program described in Section 8.04.G.1 of Contract)	$ 22.51	per bin sensor per month
22ii.	Bin Locking Lids Fee	$ 15.00	per month
22jj.	Locked Enclosure Gate Fee	$ 15.00	per month
22kk.	Residential - Non-containerization fee after second and subsequent written notices as described in Attachment B, Section 2.6.1	$ 10.00	per incident
22ll.	Commercial - Overfull Container fee for after second and subsequent instance of Overfull Bin(s)/Cart(s) where Customer was notified via Hang Tag as described in Section 3.10 of Attachment B	$ 95.00	per incident

PRECO® ELECTRONICS

PreView
Side Defender®II

SDII87

Operating Manual

PreView® RADAR SYSTEMS

www.preco.com

FCC STATEMENT

This device complies with Part 15 of the FCC Rules. Operation is subject to the following two conditions: (1) this device may not cause harmful interference, and (2) this device must accept any interference received, including interference that may cause undesired operation.

warning: Changes or modifications to this unit not expressly approved by the party responsible for compliance could void the user's authority to operate the equipment.

NOTE: This equipment has been tested and found to comply with the limits of a Class B digital device, pursuant to Part 15 of the FCC Rules. These limits are designed to provide reasonable protection against harmful interference in a residential installation. This equipment generates, uses, and can radiate radio frequency energy and, if not installed and used in accordance with the instructions, may cause harmful interference to radio communications. However, there is no guarantee that interference will not occur in a particular installation. If this equipment does cause harmful interference to radio or television reception, which can be determined by turning the equipment off and on, the user is encouraged to try and correct the interference.

INDUSTRY CANADA STATEMENT

Per RSS-Gen, Section 8.4 This device complies with Industry Canada license-exempt RSS standard(s). Operation is subject to the following two conditions: (1) this device may not cause interference, and (2) this device must accept any interference, including interference that may cause undesired operation of the device.

Par RSS - Gen, Section 8.4 Cet appareil est conforme à Industrie Canada exempts de licence standards RSS. Le fonctionnement est soumis aux deux conditions suivantes : (1) ce dispositif ne peut pas provoquer d'interférences et (2) cet appareil doit accepter toute interférence , y compris les interférences qui peuvent causer un mauvais fonctionnement de l'appareil.

REGULATORY COMPLIANCE

The PreView Side Defender®II sensor is compliant with the following countries/regions and their regulations as of the published date of this manual. The sensor may be compliant in other countries/regions. Please check your local regulations or contact PRECO Electronics® for support.

- **United States** - FCC- Part 15.249
  - FCC ID: OXZJCKP2016
- **Canada** - RSS-210 Radio Standards Specification
  - IC ID:20379-PREVIEW24
- **European Union** - ETSI EN300 440-1 Electromagnetic Compatibility and Radio Spectrum Matters (ERM)
- **Australia/New Zealand** - AS/NZ 4268 Radio Equipment and Services – Short Range Devices

Patent pending

This document may be amended, corrected, and enhanced in keeping with the sensor development progress. The most recent version can be found at www.preco.com

TRADEMARKS

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Contents

Safety 1
Storage and location of these instructions 1
Warning and safety instructions in this operating manual 1
Product Description 2
Sensor Description 2
Sensor Interfaces and Configuration 4
System Connections 5
Object Detection Capability 6
System Operation 8
Sensor Installation 9
Before you Begin 9
Sensor Location 9
Sensor Mounting 10
Mounting Tolerances 11
Keep Out/Interference Zones 12
PreView® Daily Maintenance 13
Troubleshooting 16
Specifications 17
Sensor Pinout 18
Warranty Information 19
More PRECO Electronics® Safety Products 20

Safety

NOTICE

Storage and location of these instructions

This operating manual should be stored in a safe place and be referred to when maintaining and/or reinstalling the system.

Warning and safety instructions in this operating manual

WARNING	Indicates a hazardous situation that, if not avoided, could result in death or serious injury
CAUTION	Indicates a hazardous situation that, if not avoided, could result in minor or moderate injury
NOTICE	Indicates information considered important, but not hazard-related

WARNING

Installation, mounting and electrical connection may only be carried out by a trained specialist in accordance with information in this operating manual.

The installation of the PreView Side Defender®II must be done in such a way that it is not possible for the driver to manually shut down the system.

The driver must have the authorization to drive the vehicle and have read and understood this manual. He must also be fit to drive, i.e, not be under the Influence of alcohol, drugs and narcotics or exceed the statutory driving times.

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Product Description

The PreView Side Defender®II is the FMCW radar included in the Side Defender®II object detection system that is designed to alert drivers of medium and heavy-duty vehicles or obstacles and vulnerable road users in their side blind zone. The Side Defender®II has intelligent modes of operation to minimize false alerts due to stationary objects such as guardrails and parked cars, while still providing reliable alerts when moving bicycles and other vehicles are in the detection zone.



Figure 1- PreView Side Defender®II Radar Sensor

Sensor Description

The PreView Side Defender®II is a small, rugged short-range radar sensor designed and made by PRECO Electronics® in the USA for use in heavy-duty applications such as trucks/busses, waste vehicles and other applications requiring a robust, high-performance side blind-zone radar. The sensor transmits and receives low power narrow band 24 GHz radar signals. It then processes the returned signals to determine if an object has reflected any energy back to the sensor and determines if the object is moving. If an object is moving and presents a potential collision threat, it is reported by the operator display. The sensor is designed to process and report detections within 300 ms allowing the operator to quickly respond to any object within the detection zone. **The frequency band used is legal throughout most of the world, but check with PRECO Electronics® or your country's regulations before purchasing.**

The PreView® sensor has a continuous Built-In-Self-Test (BIST) that notifies the operator via the in-cab display of system failure within a fraction of a second. This test functions by monitoring the transmit and receive performance as well as other internal operations. The BIST reporting functionality is a CRITICAL feature for FAIL-SAFE operation.

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Using frequency modulated transmit waveform (FMCW) technology, the Side Defender®II radar measures radial range, speed, angle, reflectivity, and other parameters of multiple stationary and moving targets simultaneously. This radar sensor has a wide horizontal field of view up to +/-75°, optimized for side object detection in large trucks and busses. The horizontal field-of-view is approximately 39 feet (12 m) along the vehicle side and extends approximately 10 feet (3 m) from the side of the vehicle.

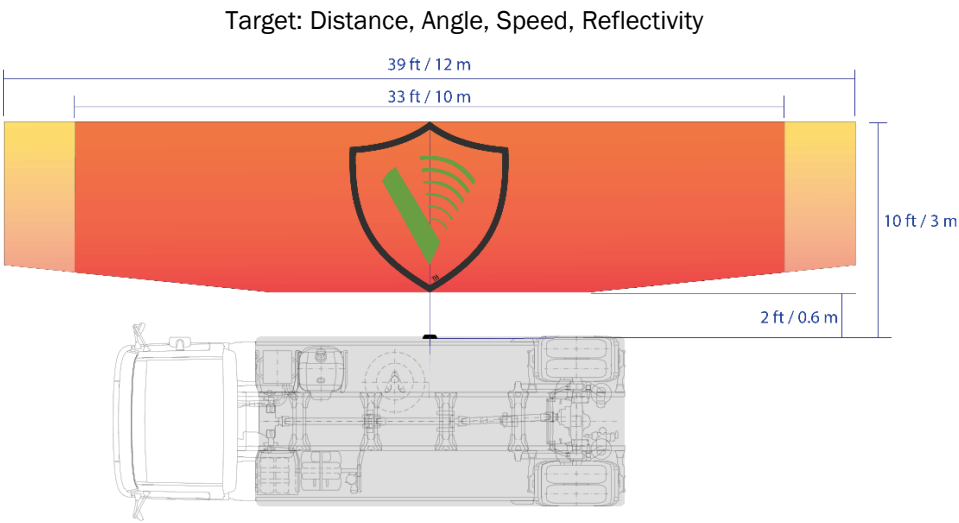


Figure 2 - Horizontal Detection Zone

PreView Side Defender®II can detect moving bicycles, motorcycles and other cars/trucks and in certain circumstances, people within the detection zone, providing a visual alert on the in-cab LED display, as well as an audible alert if the turn signal is active.

The Side Defender®II radar performance is not affected by other PreView® Radar or similar sensors operating in close proximity with each other.

WARNING

Sensor Interfaces and Configuration

Incorrectly connecting to a vehicle CAN bus can cause erratic and dangerous vehicle behavior. Do not connect the PreView Side Defender®II sensor directly to the vehicle CAN bus. Always use a gateway such as the PreView D2002 display designed to ensure the connection allows one-way communication only from the vehicle CAN bus to the PreView Side Defender®II. Do not allow PreView Side Defender®II J1939 messages to be transmitted on the vehicle CAN bus.

If using a gateway to the vehicle CAN bus for the speed message, the vehicle CAN bus, PreView Side Defender®II and in-cab LED display must all use the same baud rate.

Speed Message

The Side Defender®II is designed to receive a vehicle speed message from the PreView® v2 Display. The G2000 version of the display generates the speed message through its integrated GPS receiver. The D2002 display is designed to connect to and receive the speed message from certain vehicle's CAN bus. Contact PRECO Electronics® for more information about how the D2002 can be used.

Turn Signal Input

The Side Defender®II requires a turn signal input for proper in-cab display operation. When the turn signal is active, the display's audible alert will sound when an object is detected. Refer to the Wiring Connections diagram Figure 3 for more information.

Reverse Signal Input

The Side Defender®II requires a reverse signal input for proper in-cab display operation. Refer to the Wiring Connections diagram Figure 3 for more information.

Auxiliary Output

The Side Defender®II radar supports an auxiliary output signal that can be used to provide additional alerts.
This output is an Active Low (switch to ground). One example use of this output is to drive an LED indicator in a side mirror when there is an object in the side blind zone. Contact PRECO Electronics® for more information.

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System Connections

Locate the vehicle's ignition power and connect to the red wire on the body harness. If it is necessary to extend the power wire on the supplied harness, use 20 AWG wire as a minimum. Locate the vehicle's turn signal wire associated with the turn signal on the sensor side and connect to the blue wire on the body harness.

WARNING

Be sure that the turn signal wire selected activates ONLY when the turn signal is active and is the operational (not diagnostic) signal. On some trucks the daytime running lights and/or air brakes will activate the wires connected to the turn signal lamp. Connect the black wire of the body harness to vehicle ground.

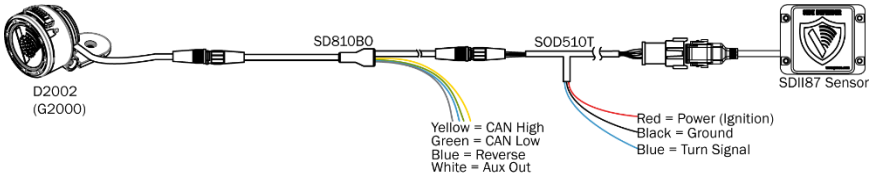


Figure 3 -Wiring Connections



Object Detection Capability

The PreView Side Defender®II is a blind spot collision warning system designed to supplement other safety practices and/or devices. The vehicle operator is always the first line of defense when safely operating a vehicle.

The PreView Side Defender®II can detect most objects within the detection zone. However, there are some instances where objects can go undetected. Obstacle size, shape, orientation, relative location, and composition are all factors determining if, when, and where an object is detected. The Side Defender®II radar operates by transmitting low power electromagnetic energy. Any energy that strikes an object reflects a certain amount of this energy back to the Side Defender®II radar. If the returned energy is of sufficient magnitude, it is used to indicate the presence of an object and determine the object's distance. The Side Defender®II then uses the vehicle speed message to determine whether the detected object is in motion or stationary. While PreView® sensors can resolve multiple objects, only the detected object in motion closest to the vehicle is reported by the operator display since it represents the most significant collision threat.

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The amount of energy returned is based on a few factors:

Size – a larger object usually reflects more energy than a smaller object.

Composition – a metal object typically reflects more energy than a non-metallic object.

Scattering – a solid object reflects more energy than a non-solid object such as tree branches, gravel, bushes, etc.

Shape – complex shapes cause energy to be returned in a very non-uniform way. Small variations or movement can change detection status.

Angle – an object flat side perpendicular to the sensor will reflect more energy than an object at an angle. See Figure 4 for an example of how angle can affect return energy.

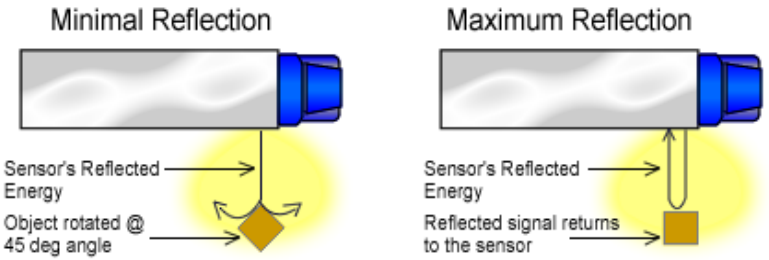


Figure 4 - Object Reflection

System Operation

The Side Defender®II system is designed to ignore stationary objects such as guardrails and parked cars while alerting on moving objects such as bicyclists and moving vehicles in the adjacent lane. The detection zone for the Side Defender®II when the vehicle is stationary is 5 m fore and 5 m aft of the sensor out to 3 m from the side of the vehicle. When in motion, the detection zone expands to 6 m fore and 6 m aft of the sensor out to 3 m from the side.

Urban VRU Operation

At speeds of 19 mph (30 km/h) or less, the Side Defender®II gives a priority to alerting the driver of moving bicyclists in the detection zone. A visual alert is provided on the in-cab display when a moving object is detected while both an audible and visual alert are provided when the turn signal is active and a moving object is detected. Stationary objects such as street signs and parked cars are ignored.

Lane Change Assist Operation

When vehicle speed is above 19 mph (30 km/h), the Side Defender®II gives priority to alerting on moving vehicles in the adjacent lane. Stationary objects such as guardrails or concrete barriers are ignored to minimize ‘nuisance alerts’. This mode is optimized for blind zone collision mitigation during lane changes and merging.

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WARNING

Sensor Installation

Before you Begin

Prior to installing the PreView® Object Detection System take time to familiarize yourself with all of the all documentation, theory of operation, and system components.

Sensor Location

The Side Defender®II mounting location is IMPORTANT for proper system operation. The sensor should be mounted on the side of the vehicle with the bottom of the radar no lower than 23" (60 cm) and the top of the radar no more than 39" (1 m) above the ground and between 137" (3.5 m) and 197" (5 m) back from the front edge of the vehicle. The sensor face should be perpendicular to the ground with Side Defender®II text up and V logo pointing down. Select a location that will provide some protection from impact and debris while allowing an unobstructed view of the target area of interest. Refer to the Keep Out/Interference Zones in Figure 7 for required clearance information.

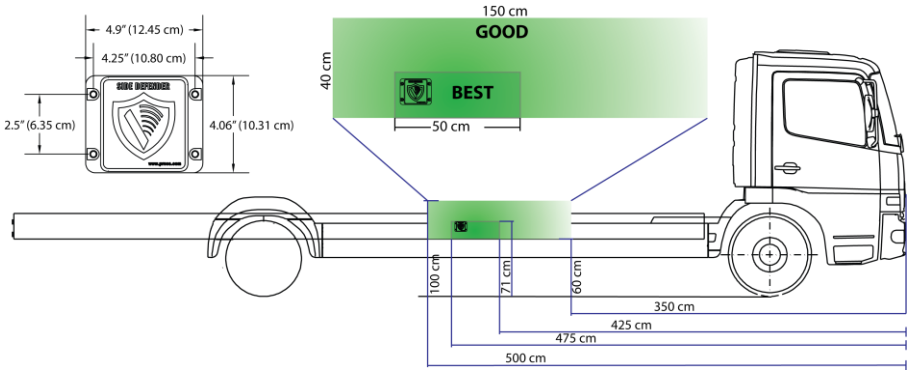


Figure 5 - Sensor Position on Vehicle



Sensor Mounting

1. Select the appropriate location to mount the sensor (see Figure 5).
2. The standard mounting configuration is with 'Side Defender®' text up, as shown in Figure 1.
3. Using the drill template, scribe position marks through the holes. Drill 1/4" (6 mm) holes centered on the marks.
4. For the pigtail, drill a 1 1/2" (38 mm) hole for the sensor connector and mating connector.
5. Secure the sensor to the equipment using the supplied hardware, with a maximum 22 in-lbs (2.5N-m) torque.

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WARNING

Mounting Tolerances

For optimal performance, the vertical angle (up/down) tolerances are +5° (up) and -2° (down). The horizontal angle (side/side) tolerance is +/- 2° and the fore/aft angle tolerance is +/- 2°.

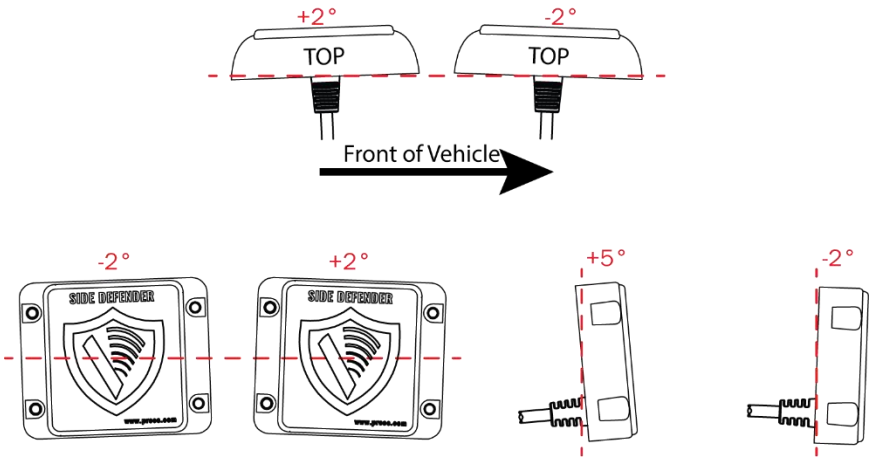


Figure 6 - Vertical and Horizontal Angle Mounting Tolerances

The performance of the sensor can be negatively impacted if the sensor is angled down, causing ground and curb detections. Any time the sensor is not perpendicular to the ground, the performance should be tested.

The sensor's horizontal field of view is +/- 75° but can be up to +/- 85° for objects with radar cross sections larger than a person. The vertical field of view is +/- 10°.

For optimal performance, the sensor should protrude beyond any other portion of the vehicle.

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WARNING

Keep Out/Interference Zones

Metallic and other strong radar reflecting objects must remain outside of the Keep Out Zones defined in Figure 7. Radar reflecting objects within these areas may affect operation. If those objects cannot be removed, testing must be performed to determine the influence on the system's performance.

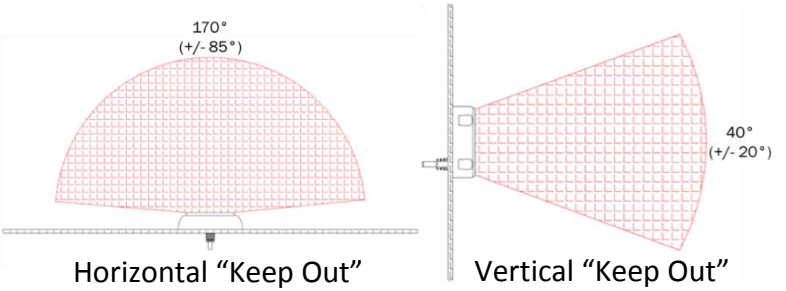


Figure 7 - Keep Out Zones

WARNING

Before permanently installing the PreView Side Defender®II on the vehicle, verify that the selected sensor mounting location provides a clear detection zone. Take the vehicle to a clear area, temporarily attach the sensor in the proposed mounting location, apply power to the system, and verify that nothing is being detected.

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PreView® Daily Maintenance

Safety Message to Vehicle Operators with PreView® Radar Systems

1. Failure to follow all safety precautions and instructions may result in property damage, serious injury, or death. It is necessary to read, understand and follow all instructions shipped with the product.
2. Systems on operating equipment must be tested each day prior to the equipment operation. The equipment operator must check for proper operation at the beginning of every shift or safety inspection period.
3. The PreView® system is intended as an Object Detection System and should not be relied upon as your first line of defense for the safe operation of the equipment. It should be used in conjunction with established safety programs and procedures to augment the safe operation of the equipment, ground personnel, and adjacent property.
4. People's lives depend on the proper installation of this product in conformance with these instructions. Should the system become inoperative, it could jeopardize the safety or lives of those who depend on the system.
5. The PreView® Object Detection System is intended for commercial use. Proper installation of the object detection system requires a good understanding of equipment electrical systems and procedures, along with proficiency in the installation.
6. Store these instructions in a safe place and refer to them when maintaining and/or reinstalling the system.

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Testing and Maintenance

NOTE: A walk around test shall be performed every day to verify proper function of the system and to familiarize the operator with the zone of detection. More frequent inspections should be performed when:

- The equipment is operating in a particularly dirty or harsh environment.
- The operator has reason to suspect the system has been damaged.

This test should be performed with two people, the operator who remains in the cab, and the assistant who walks through the sensor field (detection zone).

1. Move the equipment to an open field larger than the detection zone to test.
2. Clean the sensor face of any accumulation of dirt, mud, snow, ice, or debris.
3. Visually inspect the attached wiring and cable and verify that they are properly secured, not chafing or dangling free where they could become snagged and damaged. Inspect the PreView® Sensor and Operator Display and verify that they are securely attached to the equipment.
4. Place the sensor in active mode. Make sure the equipment has been secured and remains stationary.
5. Verify the sensor is operational. Depending on operator notification, this may be: green Power LED (for display), green icon (in-cab video monitor), or beep (buzzer or SAS).
6. Assure the detection zone has been cleared of all obstacles. Any obstacles in the detection zone will interfere with the test.
7. The assistant should walk (a minimum of 3 mph for Side Defender®II) towards the sensor while the operator notes when the warning activates, signifying the sensor has detected the assistant and identifying the detection zone limits.
8. Next, the assistant should walk from the center of the sensor field straight back, away from the equipment (the center line of the detection zone) while the operator notes when the warning (notification) stops.
9. The assistant should move a meter to the left of the sensor and walk towards the sensor again while the operator notes the warning.
10. Repeat the above step by moving out another meter to the left and walking towards the sensor while the operator notes the warning.
11. Repeat this test sequence for the right side.
12. Finally, after the test, the operator and the assistant need to communicate the details on the detection zone.

For questions, call +1.844.787.2327 toll free in the USA. Call +1.208.323.1000 or send a fax request to +1.208.323.1034 for outside the USA, or submit an online request at www.preco.com/contact-us/

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Troubleshooting

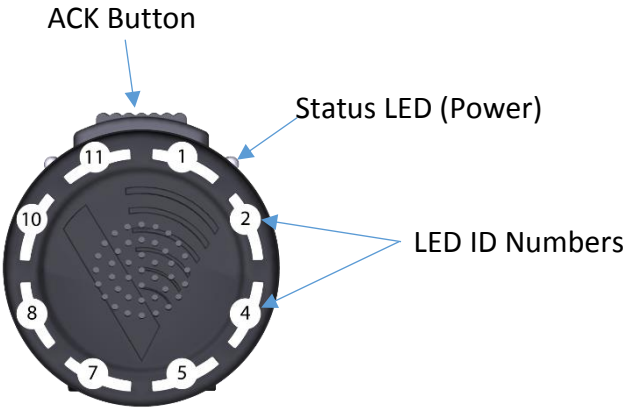


Figure 8 – PreView® v2 Display

Display Status LED is not illuminated:

- Verify that DC power (9-33V) is applied to the sensor.
- Verify that the cable between the sensor and display is connected.

Display LEDs 2, 4 and 8, 10 are illuminated solid yellow:

- The display is not receiving the vehicle speed message. This error message can be cleared by holding down the ACK button; however, stationary objects will not be ignored until the display re-acquires the speed message. Check the connection with the external GPS antenna or the vehicle CAN.

Detection LEDs are always illuminated when sensor is mounted:

- Verify the sensor is pointing outward from the vehicle in an open area with no obstructions. This may require removing the mounting screws and lifting the sensor out away from the side of the vehicle. If the detection LED is not active when the sensor is moved away from the vehicle, but is active when mounted, then the sensors' mounting position must be moved.

Detection buzzer sounds when turn signal is not active:

- The harness turn signal wire is being set by other electronics, i.e., daytime running lights, air brakes, etc. Check turn signal wire connection.

Two display LEDs are flashing yellow and red:

- A sensor located on the side (left, right, front or rear) indicated by the flashing LEDs is not communicating with the display. Check sensor to cable connection and ensure power is being provided to the sensor.

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Specifications

Sensor Specifications

Transmitter	FMCW Radar - 24 GHz Narrow Band
Connector:	See Figure 9
Protection Rating:	IP69K
Housing Material:	Polycarbonate radome
Dimensions:	4.90” w x 4.06” h x 1.28” d (12.4 cm x 10.3 cm x 3.25 cm)
Weight:	1.0 lb (0.45 kg)
Operating Temperature:	-40°C to +85°C
Storage Temperature:	-55°C to +105°C
Vibration:	25 G, random, all three axis
Shock:	50 G
Mounting:	Four 0.22" (5.6 mm) diameter mounting holes.
Operating Characteristic	
Range:	Detection Zone – 10’ (3 m) x 39’ (12 m), see Figure 2
Range Accuracy:	0.3 m
Azimuth Field of View:	±75° (10 dBsm target)
Elevation Field of View:	±10° (10 dBsm target)
Angle Accuracy:	±2° @ ±10° FoV, ±5° @ ±30° FoV, ±10° @ ±75° FoV
Velocity Range:	± 30 m/sec (± 69 mph)
Velocity Accuracy:	0.2 m/sec (0.5 mph)
Target Resolution:	1.4 m for static targets, nearing 0.3 m for dynamic targets
Cycle Time:	120 ms
Target Detection Time:	300 ms
Power On to Active Time:	300 ms
Electrical Specifications	
Frequency:	24.00 – 24.25 GHz
Power Supply:	9 – 33 VDC, Reverse polarity and over-voltage protection
Current:	<0.5 A

Communications Interface

J1939 CAN Bus:	250 Kbits/sec, not terminated
Auxiliary Output	Active - Switch to ground, sink up to 1 A, over current protection
	Inactive – High Impedance



Maintenance

Daily: Follow test and maintenance procedure

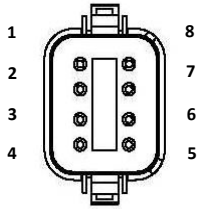
PRODUCT MANUFACTURED IN THE USA

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Sensor Pinout

CONNECTOR END VIEW

DEUTSCH DT06-08SA-



CONNECTOR PIN OUT	
PIN	**SIGNAL NAME**
1	BATTERY PWR (+)
2	GROUND
3	CAN HIGH
4	CAN LOW
5	DISPLAY PWR (+)
6	DISPLAY GROUND
7	N/C
8	TURN SIGNAL INPUT

Figure 9 - Deutsch Connector Pin Out

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Warranty Information

MANUFACTURER STANDARD LIMITED WARRANTY AND LIMITATION OF LIABILITY

Manufacturer warrants that on the Date of Purchase this Product will conform to Manufacturer's published specifications for the product, which are available from Manufacturer on request, and Manufacturer warrants that the product is free from defects in materials and workmanship. This Limited Warranty for the sensor extends for sixty (60) months from the date of shipment. Manufacturer will, at its option, repair or replace any product found by Manufacturer to be defective and subject to this Limited Warranty.

This Limited Warranty does not apply to parts or products that are misused; abused; modified; damaged by accident, fire or other hazard; improperly installed or operated; or not maintained in accordance with the maintenance procedures set forth in Manufacturer's Installation and Operating Instructions.

To obtain warranty service, you must ship the product(s) to the specified Manufacturer location within thirty (30) days from expiration of the warranty period. To obtain warranty service, call Customer Service at +1.866.977.7236 or +1.208.323.1000, or fax your request to +1.208.323.1034. Customer Service will issue warranty authorization and further instructions. You must prepay shipping charges and use the original shipping container or equivalent.

EXCLUSION OF OTHER WARRANTIES: MANUFACTURER MAKES NO OTHER WARRANTIES, EXPRESSED, IMPLIED OR STATUTORY. THE IMPLIED WARRANTIES FOR MERCHANTABILITY AND FITNESS FOR A PARTICULAR PURPOSE ARE HEREBY EXCLUDED AND SHALL NOT APPLY TO THE PRODUCT. BUYER'S SOLE AND EXCLUSIVE REMEDY IN CONTRACT, TORT OR UNDER ANY OTHER THEORY AGAINST MANUFACTURER RESPECTING THE PRODUCT AND ITS USE SHALL BE THE REPLACEMENT OR REPAIR OF THE PRODUCT AS DESCRIBED ABOVE.

LIMITATION OF LIABILITY: IN THE EVENT OF LIABILITY FOR DAMAGES ARISING OUT OF THIS LIMITED WARRANTY OR ANY OTHER CLAIM RELATED TO MANUFACTURER'S PRODUCTS, MANUFACTURER'S LIABILITY FOR DAMAGES SHALL BE LIMITED TO THE AMOUNT PAID FOR THE PRODUCT AT THE TIME OF ORIGINAL PURCHASE. IN NO EVENT SHALL MANUFACTURER BE LIABLE FOR LOST PROFITS, THE COST OF SUBSTITUTE EQUIPMENT OR LABOR, PROPERTY DAMAGE, OR OTHER SPECIAL, CONSEQUENTIAL OR INCIDENTAL DAMAGES BASED UPON ANY CLAIM FOR BREACH OF CONTRACT, NEGLIGENCE OR OTHER CLAIM, EVEN IF MANUFACTURER OR A MANUFACTURER'S REPRESENTATIVE HAS BEEN ADVISED OF THE POSSIBILITY OF SUCH DAMAGES.

Manufacturer shall have no further obligation or liability with respect to the product or its sale, operation and use, and Manufacturer neither assumes nor authorizes the assumption of any other obligation or liability in connection with such product.

This Limited Warranty gives you specific legal rights, and you may also have other legal rights, which vary, from state to state. Some states do not allow the exclusion or limitation of incidental or consequential damages, so the above exclusion or limitation may not apply to you.

Any oral statements or representations about the product, which may have been made by salesmen or Manufacturer representatives, do not constitute warranties. This Limited Warranty may not be amended, modified or enlarged, except by a written agreement signed by an authorized official of Manufacturer that expressly refers to this Limited Warranty.

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More PRECO Electronics® Safety Products

PreView® Radar Blind Spot Monitoring

- **Sentry® -** 150° fully adjustable detection zone. Detects distance, relative velocity, and angle of up to 16 objects simultaneously from 0 to 30 m (98') away.
- **Side Defender®II -** 150° intelligent side object detection radar with VRU protection. Ignores stationary objects while warning of bicycles, vehicles and people in your side blind spots.
- **Xtreme –** Designed for equipment used in extreme mining conditions. Variable detection ranges up to 10 m (32') available.
- **WorkSight® –** Dual antennas for broad detection zones. Designed for crowded urban environments. Variable detection ranges up to 6 m (20') available.
- **Wireless –** WorkSight® sensor with wireless connection to a touch screen in-cab display. Customizable detection range up to 6 m (20').
- **WorkZone –** Designed for equipment that operates on the worksite and narrow neighborhood streets. Available with 3 m (10') or 4.5 m (15') detection range.

PreView® Camera Monitor Solutions

- **PreView® Plus –** 7" IP67 monitor supports 1 to 4 cameras with 1 to 24 radar sensors providing combined camera and radar technologies to deliver the most complete active blind spot monitoring solution available.
- **Monitor 5HD –** 5" heavy-duty IP67 monitor supports up to 3 cameras.
- **Monitor 5 LD** – 5" monitor for closed cabs. Supports a single camera.
- **Mini Cam –** Compact cameras with 120°. 150°, or 180° field of view.
- **Heavy-Duty Cam –** IP67 Heavy- Duty camera with 118° field of view, IR LEDs, and built-in heater.

PreView® VideoLink – Make your existing camera system an active safety resource by adding visual and audible alerts from a PreView® Radar sensor to your in-cab monitor.

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+1.866.977.7326

3702203A

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RFP Question Set #2 from City and Response to Question Set #2 from WM

February 1, 2023 *Delivered Electronically*

Muyisa Kasomo
Public Sector Manager
USA Waste of California, Inc.
16122 Construction Circle East
Irvine, CA 92606
mkasomo@wm.com
(562) 335-6931

RE: Response to City of Laguna Beach RFP – Question Set #2

Dear Ms. Kasomo,

Attached is Question Set #2 with regards to the RFP. Please submit your responses electronically by ***4:00 p.m. on Wednesday, February 15th, 2023***.

Please email me upon receipt of this letter to acknowledge that WM has received it.

Sincerely,

Liz Avila
Senior Public Works Analyst/Solid Waste Program Coordinator

lavila@lagunabeachcity.net

cc: Daniel Butler, Regional Manager

Enclosed
Attachment 1: Question Set #2

WM QUESTION SET #2

February 1, 2023

1. **Proposal Form 12:** It appears that WM combined MSW, RCY and Food Scrap/Yard Trimmings Carts for all waste streams, i.e. Residential, Commercial and Multi-Family, in WM's submitted Proposal Form 12. Please re-submit Proposal Form 12 in the format included in the RFP, which separates out carts by service line.

2. **Proposal Form 12:** What is the role of Can DO! Services regarding containers in WM's submitted Proposal Form 12? Is it tracking of containers (by RFID or some other method), and/or is it delivery of containers, and if so, which containers will Can DO! Services be delivering?

3. **Proposal Form 8**: Proposal Form 8 contains a column labeled "Route." WM's proposal indicates "TBD" for all listed vehicles. Please re-submit Proposal Form 8 including the type of route each vehicle will be assigned to (e.g. Residential MSW, Commercial Recycling, etc.).

4. **Proposal Form 8:** On the re-submitted Proposal Form 8 (requested in #3 above), please include all "special vehicles" including bulky-item collection vehicle(s), HHW collection vehicle(s), supervisors' vehicles, bin delivery vehicle(s), cart delivery vehicle(s), etc. Fill out all columns/information for these additional vehicles.

5. **Proposal Form 29:** For Bin Locking Lid Fees, Proposal Form 29 rate item 22ii, please confirm the proposed rate is charged as per bin per month. For example, a customer who receives locking service for one (1) 3-yard bin 3x/week would be charged $15 per month for locking lid service. A customer with two (2) 3-yard bins serviced 2x/week would be charged $30/month for bin locking lid service

6. **Proposal Form 29:** For Locked Enclosure Gate Fee, Proposal Form rate item 22jj, please confirm the proposed rate is charged as per bin per month. For example, a customer who receives locking gate service for one (1) 3-yard bin 3x/week would be charged $15 per month for locked gate service. A customer with two (2) 3-yard bins serviced 2x/week would be charged $30/month for Locked Enclosure Gate Fee service.

7. **Proposal Form 7:** In WM's response to Questions 1, 2 and 3 in Question Set #1, total proposed FTE staffing allocated to the City is unclear. Please re-submit Proposal Form 7 with the proposed staffing, showing the FTE allocated to each position, correct the subtotals, and correct the form to ensure that all route managers are included in the total. Please also address the following:
    a. Will the 14 roll-off drivers be fully dedicated to the City of Laguna Beach or distributed across the division? If all 14 roll-off drivers are not fully dedicated to Laguna Beach, how many FTE roll-off drivers is WM proposing for Laguna Beach?

b. Please confirm that the proposed six (6) Office and Management personnel noted in WM's response to Question 3 in Question Set #1 would be 100% allocated to the City. If they are not all 100% allocated to Laguna Beach, please provide the correct percentage allocation for each position.
c. Please also correct the total FTE and include the specific percent FTE for the allocated portion of the Senior Manager Responsible for Marketing of Compost From Food and the Senior Manager Responsible for Marketing of Food Scraps/Yard Trimmings/Compost Products.

8. **Proposal Form 10:** The Peterbilt 220EV appears to be a light-duty vehicle marketed by the Peterbilt website as "ideal for pickup & delivery, regional haul, and food and beverage applications."
    a. Does WM have experience outfitting this vehicle for the desired duty cycle?
    b. Would the proposed split-body installed on the Peterbilt 220 have compaction capabilities and hydraulic lid-flipping capabilities?
    c. WM has confirmed that it is officially proposing a Peterbilt 220EV in its response to Question 10 in Questions Set #1. However, WM also stated *"Although our official response includes a Peterbilt 220, if awarded, WM proposes to review vehicle specs with the City to ensure the latest most current option to maximize environmental and fiscal value is selected."* In order to complete the evaluation of proposals received in response to the RFP, the City must know what specific EV vehicle make and model WM is proposing. The specific EV vehicle that is evaluated for a proposer will be included in the final contract with that proposer if that proposer is selected by the City. Does WM want the City's evaluation of its proposed electric refuse collection vehicle to be based on the Peterbilt 220EV?

9. **Proposal Form 10:** Regarding WM's Responses to Question 6 in Question Set #1, please provide cost per mile metrics requested using **current** (as of December 2022) natural gas and electricity rates.

10. **Proposal Form 11:** Please re-submit Proposal Form 11 to include the proposed Preco collision avoidance system included in WM's response to Question 10 in Question Set #1. Please include a description and any diagrams showing the system capabilities.

11. **Proposal Form 11:** WM responded to Question 11 in Question Set #1, stating that WM has implemented a software program that allows WM to track container inventory and forecast needs.
    a. Given the container shortages, where will WM source its containers?
    b. What is the order lead time?
    c. How quickly would WM be able to get the containers deployed and on the street?

12. **Proposal Form 29:** The total cost for Rate item 19.o for 20-yard compactor for special event services in WM Proposal Form 29 changed from $332.62 in WM's original proposal to

$300.36 in the revised submittal submitted on Jan 20, 2023. Please confirm Is WM adjusting this rate in its revised Proposal Form 29 submittal?

February 17, 2023

Liz Avila
Senior Public Works Analyst/Solid Waste Program Coordinator
City of Laguna Beach
505 Forest Avenue
Laguna Beach, CA 92651

RE: WM Response to City of Laguna Beach RFP Question Set #2

Dear Ms. Avila:

Attached is WM's response to the City's RFP Question Set #2. Please email me upon receipt of the letter to acknowledge the City has received it.

Sincerely,



Muyisa Kasomo
Public Sector Manager
WM of Orange County

cc. Daniel Butler, Regional Public Sector Manager

Enclosed:

- WM Response to Question Set #2
- Updated Proposal Form 7
- Updated Proposal Form 8
- Updated Proposal Form 11
- Updated Proposal Form 12

WM Response to City Question Set #2

1. **Proposal Form 12: It appears that WM combined MSW, RCY and Food Scrap/Yard Trimmings Carts for all waste streams, i.e. Residential, Commercial and Multi-Family, in WM's submitted Proposal Form 12. Please re-submit Proposal Form 12 in the format included in the RFP, which separates out carts by service line.**

   See attached. Please note that the highlighted sections have been adjusted.

2. **Proposal Form 12: What is the role of Can DO! Services regarding containers in WM's submitted Proposal Form 12? Is it tracking of containers (by RFID or some other method), and/or is it delivery of containers, and if so, which containers will Can DO! Services be delivering?**

   Can DO! Services is our container management and inventory management partner. WM will utilize Can DO! to deliver and track all the carts in the City utilizing RFID.

3. **Proposal Form 8: Proposal Form 8 contains a column labeled "Route." WM's proposal indicates "TBD" for all listed vehicles. Please re-submit Proposal Form 8 including the type of route each vehicle will be assigned to (e.g. Residential MSW, Commercial Recycling, etc.).**

   See attached.

4. **Proposal Form 8: On the re-submitted Proposal Form 8 (requested in #3 above), please include all "special vehicles" including bulky-item collection vehicle(s), HHW collection vehicle(s), supervisors' vehicles, bin delivery vehicle(s), cart delivery vehicle(s), etc. Fill out all columns/information for these additional vehicles.**

   See attached.

5. **Proposal Form 10: The Peterbilt 220EV appears to be a light-duty vehicle marketed by the Peterbilt website as "ideal for pickup & delivery, regional haul, and food and beverage applications."**
   a. **Does WM have experience outfitting this vehicle for the desired duty cycle?**

      WM is beginning tests of this specific chassis in San Diego, however not specifically with the Rear Load body. As the request is for a lightweight 2-axle rear loader, WM believes this is currently the best available option for this work and will be continuing to research, test, and develop around this chassis and others.

   b. **Would the proposed split-body installed on the Peterbilt 220 have compaction capabilities and hydraulic lid-flipping capabilities?**

      Yes.

   c. **WM has confirmed that it is officially proposing a Peterbilt 220EV in its response to Question 10 in Questions Set #1. However, WM also stated "*Although our***

official response includes a Peterbilt 220, if awarded, WM proposes to review vehicle specs with the City to ensure the latest most current option to maximize environmental and fiscal value is selected." **In order to complete the evaluation of proposals received in response to the RFP, the City must know what specific EV vehicle make and model WM is proposing. The specific EV vehicle that is evaluated for a proposer will be included in the final contract with that proposer if that proposer is selected by the City. Does WM want the City's evaluation of its proposed electric refuse collection vehicle to be based on the Peterbilt 220EV?**

Yes.

6. **Proposal Form 10: Regarding WM's Responses to Question 6 in Question Set #1, please provide cost per mile metrics requested using current (as of December 2022) natural gas and electricity rates.**

   As there are no specific vehicles that meet the requirements of the RFP on road available now, current electric cost per mile rates are not known and WM cannot accurately answer this question at this time

   WM takes pride in providing accurate procurement information and wishes to demonstrate that we are not only projecting what may be possible, or relying on others to promise what will work, we are actively leading the industry on true, application specific usable EV research and development.

   As a testament of this, WM has been operating a full-size EV 4 axle ASL for a year in Palmdale on a test agreement and intends to operate this unit in Laguna Beach in the near future to gather these metrics. Data gathered from our current test and upcoming tests to be completed in Laguna Beach, will help WM build a strong foundation for an operational EV Fleet in So Cal.

7. **Proposal Form 11: Please re-submit Proposal Form 11 to include the proposed Preco collision avoidance system included in WM's response to Question 10 in Question Set #1. Please include a description and any diagrams showing the system capabilities.**

   See attached.

8. **Proposal Form 11: WM responded to Question 11 in Question Set #1, stating that WM has implemented a software program that allows WM to track container inventory and forecast needs**

   a. **Given the container shortages, where will WM source its containers?**

      WM will purchase carts from Rehrig Pacific and metal containers from Confab/Wastequip.

b. **What is the order lead time?**

   Order lead time is 6 to 8 weeks for both carts and metal containers upon receipt of a purchase order.

c. **How quickly would WM be able to get the containers deployed and on the street?** Upon receipt of updated customer data and inventory, It will take WM 90 days to exchange all residential containers.

   Routine deliveries and swaps will be completed in accordance with the Agreement's allotted time period.

9. **Proposal Form 29: The total cost for Rate item 19.o for 20-yard compactor for special event services in WM Proposal Form 29 changed from $332.62 in WM's original proposal to $300.36 in the revised submittal submitted on Jan 20, 2023. Please confirm Is WM adjusting this rate in its revised Proposal Form 29 submittal?**

   The rate should be $332.62.

10. **Proposal Form 29: For Locked Enclosure Gate Fee, Proposal Form rate item 22jj, please confirm the proposed rate is charged as per bin per month. For example, a customer who receives locking gate service for one (1) 3-yard bin 3x/week would be charged $15 per month for locked gate service. A customer with two (2) 3-yard bins serviced 2x/week would be charged $30/month for Locked Enclosure Gate Fee service.**

    No. It is $15 a month per container, multiplied by the number of containers, multiplied by the frequency. For example, 1-3 yard container going 3x per week would be calculated as $15 per container x 1 container x 3 occurrences = $45. In the second example, (2) 3-yard containers going 2x per week would be calculated as $15 per container x 2 containers x 2 occurrences = $60.

11. **Proposal Form 29: For Bin Locking Lid Fees, Proposal Form 29 rate item 22ii, please confirm the proposed rate is charged as per bin per month. For example, a customer who receives locking service for one (1) 3-yard bin 3x/week would be charged $15 per month for locking lid service. A customer with two (2) 3-yard bins serviced 2x/week would be charged$30/month for bin locking lid service.**

    No. It is $15 a month per container, multiplied by the number of containers, multiplied by the frequency. For example, 1-3 yard container going 3x per week would be calculated as $15 per container x 1 container x 3 occurrences = $45. In the second example, (2) 3-yard containers going 2x per week would be calculated as $15 per container x 2 containers x 2 occurrences = $60.

12. **Proposal Form 7: In WM's response to Questions 1, 2 and 3 in Question Set #1, total proposed FTE staffing allocated to the City is unclear. Please re-submit Proposal Form 7 with the proposed staffing, showing the FTE allocated to each position, correct the subtotals, and correct the form to ensure that all route managers are included in the total. Please also address the following:**

a. **Will the 14 roll-off drivers be fully dedicated to the City of Laguna Beach or distributed across the division? If all 14 roll-off drivers are not fully dedicated to Laguna Beach, how many FTE roll-off drivers is WM proposing for Laguna Beach?**

   We propose 3 FTE dedicated roll-off drivers to Laguna Beach.

b. **Please confirm that the proposed six (6) Office and Management personnel noted in WM's response to Question 3 in Question Set #1 would be 100% allocated to the City. If they are not all 100% allocated to Laguna Beach, please provide the correct percentage allocation for each position.**

   We propose 1 FTE Office Manager to Laguna Beach.

c. **Please also correct the total FTE and include the specific percent FTE for the allocated portion of the Senior Manager Responsible for Marketing of Compost From Food and the Senior Manager Responsible for Marketing of Food Scraps/Yard Trimmings/Compost Products.**

   Kevin Mattson, our Senior Organics Project Development Manager for the SoCal region, will fulfill both roles and will not be a 100% dedicated full time employee for the City of Laguna Beach. As such, there is no allocation percentage available to provide.



PROPOSAL FORM 7: LIST OF CONTRACTOR-FURNISHED PERSONNEL

Indicate the full-time equivalent of each position for the key personnel that will be responsible for collection operations and the areas of the management, operations, and line personnel listed below. The key project personnel marked with star (*) below shall not be substituted without prior written permission from the City.

Office and Management Headcount (Number of FTE).

Position Description	Number of FTE
Operations Manager	1/4
Sustainability Coordinator (Agreement Section 7.05.H)	1 (To be hired to RFP standards)
Operations and Customer Liaison to the City (Agreement Section 7.05.I) *	1/3
Senior Manager(s) Responsible For Marketing of Compost from Food	No allocation available, we have 1 Manager available for our entire SoCal market area.
Scraps/Yard Trimmings (Agreement Section 7.05.M) *	No allocation available, we have 1 Manager available for our entire SoCal market area.
Dedicated Route Supervisor (Agreement Section 7.05.N) *	2.5
Customer Service Representatives	No allocation available, we have a team of agents available for our entire SoCal market area.
Dispatchers	1
General Manager	1/4
Senior Manager(s) Responsible for Marketing of Food	No allocation available, we have 1

Scraps/Yard Trimmings/Compost Products	Manager available for our entire SoCal market area.
Office Manager	1
Route Manager	See dedicated route supervisor section above

Collection and Transportation Headcount (leave blank if the position is not proposed):

Residential Collection	
MSW Drivers	2.5
Recycling Drivers	2.5
Co-collection Food Scraps and Yard Trimmings Drivers	3
Hard-to-Service Driver(s)	Included in MSW & Recycling Driver(s) Sections
Residential Route Manager(s)	See dedicated route supervisor section above
Other Residential Driver:	
Other Residential Driver:	
TOTAL RESIDENTIAL DRIVERS	**8**

Commercial and Multi-Family Collection	
MSW Drivers	4
MSW Helpers	0
Recycling Drivers (Single Stream)	1
Recycling Helpers (Single Stream)	0
Source-Separated Food Scraps Drivers	.5
Source-Separated Food Scraps Helpers	
Co-collection Food Scraps and Yard Trimmings Driver(s)	.5
Source-Separated Yard Trimmings Driver(s)	0
Commercial/Multi-Family Route Manager(s)	
Other Com/MF Driver:	0
Other Com/MF Driver:	0
TOTAL COMMERCIAL/MULTI-FAMILY DRIVERS	**6**

Roll-Off Collection	
Roll-Off Driver(s)	3
Roll-Off Route Manager(s)	See dedicated route supervisor section above
Other Roll-Off Drivers:	0
TOTAL ROLL-OFF DRIVERS	**3**

Miscellaneous Drivers and Support	
Relief Drivers & Spares	No allocation available, we have 19 drivers/ driver support personnel available as needed.
Box Truck Drivers	0
Bulky Route Driver(s)/ E-Waste Driver	1
HHW Route Driver(s)	0
Container Delivery Driver(s)	2
Scout Service Driver(s)	1
Mechanics	No allocation available, we have 19 mechanics for our entire market area
Mechanics Helpers	0
Other Misc. and Support:	0
TOTAL MISC AND SUPPORT	**4**

TOTAL PROPOSED COLLECTION/TRANSPORTATION HEADCOUNT	21

This Proposal Form 7 will become Attachment G to the final Agreement.



PROPOSAL FORM 8: NEW COLLECTION VEHCILES TO BE FURNISHED

A Note About the Global Supply Chain and Vehicles

As the largest fleet purchaser in our industry, WM wants to be transparent with Laguna Beach regarding new vehicle availability and delivery.

As you may be aware, global supply chain constraints and disruptions are currently affecting all industries, including waste collection. Demand for manufacturing materials, including steel and semi-conductors, continue to outpace supply. When coupled with ongoing labor shortages, logistics challenges and world conflicts, the vehicle manufacturing in particular is facing unforeseen and extraordinary market conditions, creating procurement delays.

In light of this evolving situation, we are making every effort to secure required new collection vehicles based on contractual requirements without setting unrealistic expectations. We will “green light” the manufacturers of collection vehicles as soon as the Council acts and the agreement is executed. Based on our vehicle manufacturer commitments, they will work with us to deliver required new vehicles within 9-10 months from when the order is submitted.

If, however, any unknown circumstances prevent the manufacturers from meeting their commitments, alternative arrangements will need to be made until the situation is resolved. Thankfully WM maintains its local Laguna Beach fleet to the highest safety standards and is fully compliant with local and federal operating standards. Additionally, WM maintains the largest collection fleet in the industry (more than 32,000 vehicles) and has flexibility to draw on its regional resources to meet its service obligations until new vehicles are delivered.

A Mission to Near-Zero Fleet Emissions

For more than two decades, WM has operated the largest heavy-duty natural gas truck fleet in North America – today, more than half of our 18,927 collection vehicles run on clean natural gas, avoiding the use of millions of gallons of diesel fuel per year.

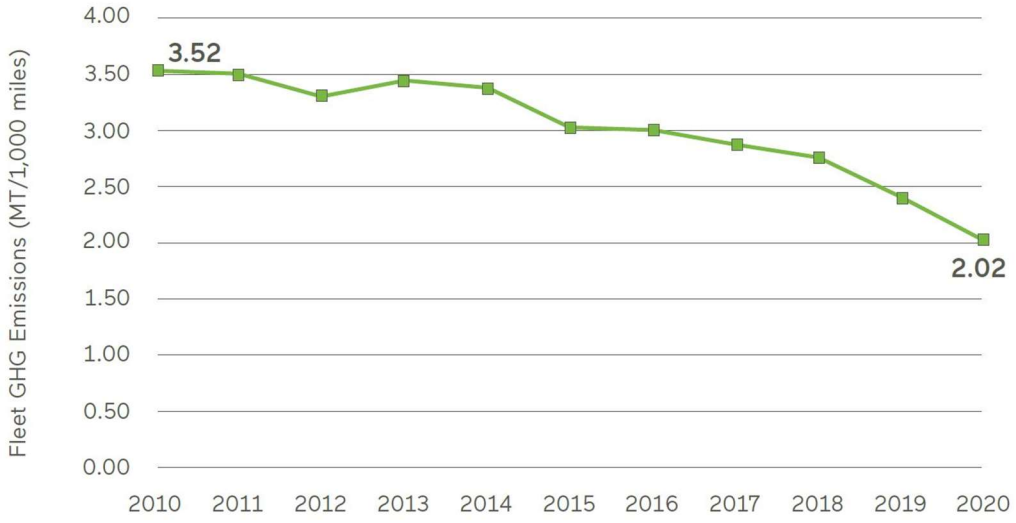
Our mission to near-zero fleet emissions began in 1990 when WM worked with our equipment manufacturers to develop trucks powered by natural gas. In 2007, we committed to reducing our fleet’s

carbon dioxide emissions by 15% by 2020 by transitioning to cleaner vehicles and fuels and minimizing the number of miles our trucks travel each day. As a result of these focused efforts, we achieved our goal in just four years – by 2011.

Now, we are setting our vision to greater heights. WM is working toward a science-based target to cut fleet emissions by 45% – against a 2010 baseline – by 2038. This includes an interim goal for 70% of our collection fleet to use compressed natural gas (CNG) engines by 2025, with 50% running on even cleaner renewable natural gas. We are well on our way to achieving this goal, having already reduced collection and support fleet emissions by 43%.

To achieve our ambitious goals, we have invested more than $3 billion in assets and infrastructure in fuel and routing technologies and moving forward we will invest nearly $400 million annually in near-zero-emissions trucks.

WM Collection and Support Fleet (GHG emissions per 1,000 miles driven)



By the end of 2020, for every 1,000 miles driven, we had reduced our collection and support fleet GHG emissions by 43%. We have achieved these reductions through logistical efficiencies, transitioning to natural gas vehicles, and increasing our use of renewable fuel.

Compressed Natural Gas Trucks Mean Cleaner, Greener, Quieter Collections

WM is proud to service Laguna Beach with an entire fleet of vehicles that run(s) on compressed natural gas (CNG). CNG is a fuel used in place of diesel gasoline that, when combusted, produces fewer undesirable gases than gasoline or diesel, resulting in improved air quality emissions.

CNG trucks emit nearly zero particulate emissions, reduce greenhouse gas (GHG) emissions by 15%, and cut smog-producing NOx emissions by 50% compared to the cleanest diesel trucks. In another effort to improve air quality, the engines automatically turn off after five minutes of idling to further reduce emissions and conserve fuel. CNG engines run much quieter than diesel trucks – many customers have commented that they cannot even hear our CNG trucks coming down the street.

For every diesel truck we replace with natural gas, we reduce our use of diesel fuel by an average of 8,000 gallons per year along with a reduction of 14 metric tons of GHG emissions per year - the equivalent of a 15% emissions reduction per truck.

While our “last generation” natural gas engine cuts smog-producing nitrogen oxide (NOx) emissions by up to 50% compared to the cleanest diesels, our new 2019 near zero emission natural gas engine (ISL-G “NZ”) is the cleanest heavy-duty engine ever certified by the California Air Resources Board (CARB) and the US Environmental Protection Agency (EPA).

WM helped pioneer this new engine with Cummins, and it now provides a 95% reduction in NOx emissions compared to the current 0.2 g NOx standard (EPA/CARB 2010) and a 94% reduction in NOx compared to the latest comparable diesel engine technology.

Furthermore, this new engine is already certified at 16% below the current GHG emission standard and is already 12% below the proposed 2027 standard**.** With an entire fleet of the new near zero emissions natural gas engine trucks, Laguna Beach will become the area leader in reducing GHG emissions.

A More Efficient Network

Beyond reducing tailpipe emissions, we also reduce the footprint of our fleet through proactive and constantly monitored routing to make sure that every WM vehicle completes its service route in as few miles as possible and maximizes efficiency based on traffic patterns and the location of disposal and processing facilities.

The premise of efficient logistics is simple: a more efficient route means fewer miles traveled, which translates into reduced fuel consumption and associated emissions. Since 2017, WM’s fleet has reduced miles driven by approximately 8.9 million miles annually. Optimizing routes not only reduces our environmental impact, it also increases the quality of our service: we miss fewer stops for our customers.

The chart below shows the fleet needed to efficiently operate all requested services in the City of Laguna Beach. All cots are listed in 2024 estimated dollars.

Vehicle Type	Vehicle ID Number	Manufacturer Truck/Body		Model Year	Route	Fuel Type	Cost
		Truck	Body				
ASL	TBD	Autocar	Amrep	2024	MSW- RECYCLE	CNG	$448,000
ASL	TBD	Autocar	Amrep	2024	MSW -RECYCLE	CNG	$448,000
ASL	TBD	Autocar	Amrep	2024	MSW - RECYCLE	CNG	$448,000
ASL	TBD	Autocar	Amrep	2024	MSW - RECYCLE	CNG	$448,000
ASL	TBD	Autocar	Amrep	2024	MSW -RECYCLE	CNG	$448,000
ASL	TBD	Autocar	Amrep	2024	MSW - RECYCLE	CNG	$448,000
ASL	TBD	Autocar	Amrep	2024	GREEN WASTE	CNG	$448,000
ASL	TBD	Autocar	Amrep	2024	COMMERCIAL TRASH – CARTS	CNG	$448,000
ASL-Burro	TBD	Autocar	Amrep	2024	MSW – RECYCLE YARD WASTE	CNG	$448,000

FEL	TBD	Autocar	Amrep	2024	COMMERCIAL TRASH	CNG	$440,000
FEL	TBD	Autocar	Amrep	2024	COMMERCIAL TRASH	CNG	$440,000
FEL	TBD	Autocar	Amrep	2024	COMMERCIAL TRASH	CNG	$440,000
FEL	TBD	Autocar	Amrep	2024	COMMERCIAL TRASH	CNG	$440,000
FEL	TBD	Autocar	Amrep	2024	ORGANIC	CNG	$440.000
REL	TBD	TBD	TBD	2024	COMMERCIAL TRASH/ RECYCLE	EV	$715,000
RO	TBD	Autocar	Amrep	2024	ALL COMMODITIES	CNG	$370,000
RO	TBD	Autocar	Amrep	2024	ALL COMMODITIES	CNG	$370,000
STINGER	TBD	F-350	FORD	2024	PULL OUT BINS	GAS	$78,750
RM-TRUCK	TBD	F-150	FORD	2024	DAILY OBSERVATIONS	GAS	$40,500
FLAT BED	TBD	F450	FORD	2024	BULKY – E WASTE	GAS	$72,500

Sample Vehicle Appearance





This Proposal Form 8 will become Attachment F-1 to the final Agreement.



PROPOSAL FORM 11: PLANS TO INCORPORATE ON-BOARD TECHNOLOGY

Article 8 of the Agreement includes the minimum on-board technology requirements to increase safety and efficiency. Include the following information about the proposed safety and efficiency programs that are required by Article 8:

DriveCam®: Intelligent Dashcam Technology for Safer Collection

DriveCam®, one of the safety innovations onboard our trucks, goes beyond traditional dashcams by pairing machine vision with artificial intelligence to identify risks as they occur on the road and respond to the driver with real-time coaching.



DriveCam is mounted on the windshield of the interior cab with cab-facing and road-facing cameras. When an unsafe condition is detected, such as critical following distance, lane departure, or imminent collision, the device visually and audibly alerts our drivers, providing an opportunity for self-correction.

Additionally, if an event is detected, video data is sent to WM route managers for follow-up performance coaching with the driver. Recorded events also help us appreciate the many times that our drivers avoid collisions through using proper defensive driving techniques. We believe our investment in DriveCam has contributed to reducing our reported vehicle accidents by almost 80% since 2005.

Extra Eyes on Your Roads

WM drivers can manually trigger recording of video on the DriveCam in the event they witness an emergency situation or suspicious activity.



For an in-depth look at DriveCam, visit https://youtu.be/NDvacIfHxy8.

Back Up Cameras on All Vehicles

All Laguna Beach vehicles include back up cameras that provide a view of the area behind the truck whenever the truck is in reverse. This reduces the potential for backing accidents and enhances pedestrian safety.

Leading Safety with Onboard Technology Advancements	
On-Board Methane Detection	On CNG-powered trucks, methane detectors provide immediate visual and audible alarm for potential leaks from fuel tanks or lines.
Maximum Idle Time Limit	After five minutes, engines turn off to reduce fuel consumption and exhaust emissions.
Electric Heated Rear View Mirrors	Provides fog and frost-free view of both sides of the truck. Mirrors are adjustable electronically from the driver's seat to provide an unrestricted view of the sides and rear on the truck.
BusBoy Mirrors	Angled convex mirrors allow the driver an unrestricted view of the area in front of the truck. Especially valuable when children and/or adult pedestrians are present.
Trapezoidal Side Lights	Floodlights located halfway down the side of the body come on automatically when the truck is in reverse. Bright flood lighting illuminates both sides of the truck and roadway providing added safety.

Leading Safety with Onboard Technology Advancements	
LED Strobe Lights and Flashers	Enhances rear of truck visibility for approaching motorists. Improves safety for helpers while working at the rear of service trucks.
Sears Air Ride Drivers Seat	Provides added comfort and excellent ergonomics for the driver. Includes eight-way adjustability including lumbar support to help reduce driver fatigue and improve overall performance.
Reflective Signage/Striping	Highly reflective rear of vehicle striping and signage to provide exceptional visibility when approaching trucks from the rear during nighttime hours.
Heavy Duty Disc Brakes	Provide the best stopping distance for heavy trucks in the industry. Exceeds all applicable Federal Motor Vehicle Safety Administration requirements.
Electromagnetic or Hydraulic Driveline Retarders	Retarders are silent and provide additional braking capacity. Eight-inch-wide rear brake lining also increases braking capacity and improves vehicle safety.
Four Braid Hydraulic Hoses	Part of WM's standard truck body specification, doubling the safety margin against high-pressure hydraulic leakage.

PRECO-Electronics-PreView-Side-Defender-II system

To comply with the requirement to detect adjacent pedestrians and bicyclists, WM will fit each truck with the PRECO-Electronics-PreView-Side-Defender-II system. Please see the brief manufacture description of the technology listed on the following pages.

Product Description

The PreView Side Defender®II is the FMCW radar included in the Side Defender®II object detection system that is designed to alert drivers of medium and heavy-duty vehicles or obstacles and vulnerable road users in their side blind zone. The Side Defender®II has intelligent modes of operation to minimize false alerts due to stationary objects such as guardrails and parked cars, while still providing reliable alerts when moving bicycles and other vehicles are in the detection zone.



Figure 1- PreView Side Defender®II Radar Sensor

Sensor Description

The PreView Side Defender®II is a small, rugged short-range radar sensor designed and made by PRECO Electronics® in the USA for use in heavy-duty applications such as trucks/busses, waste vehicles and other applications requiring a robust, high-performance side blind-zone radar. The sensor transmits and receives low power narrow band 24 GHz radar signals. It then processes the returned signals to determine if an object has reflected any energy back to the sensor and determines if the object is moving. If an object is moving and presents a potential collision threat, it is reported by the operator display. The sensor is designed to process and report detections within 300 ms allowing the operator to quickly respond to any object within the detection zone. **The frequency band used is legal throughout most of the world, but check with PRECO Electronics® or your country's regulations before purchasing.**

The PreView® sensor has a continuous Built-In-Self-Test (BIST) that notifies the operator via the in-cab display of system failure within a fraction of a second. This test functions by monitoring the transmit and receive performance as well as other internal operations. The BIST reporting functionality is a CRITICAL feature for FAIL-SAFE operation.

Using frequency modulated transmit waveform (FMCW) technology, the Side Defender®II radar measures radial range, speed, angle, reflectivity, and other parameters of multiple stationary and moving targets simultaneously. This radar sensor has a wide horizontal field of view up to +/-75°, optimized for side object detection in large trucks and busses. The horizontal field-of-view is approximately 39 feet (12 m) along the vehicle side and extends approximately 10 feet (3 m) from the side of the vehicle.

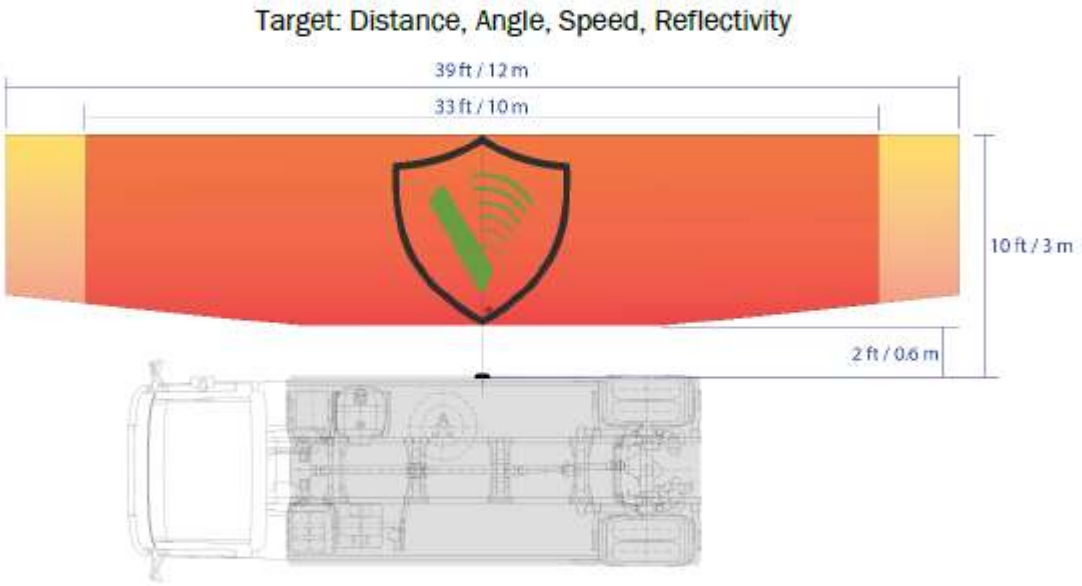


Figure 2 - Horizontal Detection Zone

PreView Side Defender®II can detect moving bicycles, motorcycles and other cars/trucks and in certain circumstances, people within the detection zone, providing a visual alert on the in-cab LED display, as well as an audible alert if the turn signal is active.

The Side Defender®II radar performance is not affected by other PreView® Radar or similar sensors operating in close proximity with each other.

Preventative Maintenance to Keep Our Laguna Beach Collection Vehicles and Equipment Safe

WM has a comprehensive Preventative Maintenance Program for vehicles and equipment. Disciplined adherence to the program and associated tasks reduces breakdowns within our fleet and provides Laguna Beach with safer, more efficient services.

Our program establishes a systematic procedure to minimize all vehicle and equipment failures by monitoring the current conditions and correcting defects before they develop into safety concerns or costly repairs.

Investing in Our Fleet

Each year, WM invests roughly $600 million in vehicle and equipment maintenance. These investments in our fleet safety, driver training, and onboard equipment have resulted in a 57 percent reduction in vehicle accidents since 2007.

Our maintenance team performs regular quality control audits and self-inspections for compliance of our maintenance programs, enabling us to identify areas of improvement and correct deficiencies. Our Preventative maintenance program complies with all applicable state and federal, requirements, and includes:

Preventative Maintenance Intervals: These intervals are based on vehicle equipment utilization by hour and/ or days. Intervals are increased in frequency in areas where severe operating conditions exist, such as extreme temperatures, poor road conditions, etc.

Daily Driver Inspections: Before and after each shift, drivers are required to conduct a standardized safety and maintenance check of vehicles and report on any items that may need service. Any defects found during inspection are noted on inspection form and transferred to a work order for a scheduled repair. Safety-related defects result in the vehicle being removed from the service unit until repairs are completed.

Fluid Sampling and Filter Change: Our program requires scheduled fluid sampling and filter changes at specific intervals.

Leak Prevention: After operating for 200 hours, each of our collection vehicles undergoes a spill and leak prevention assessment. Mechanics inspect and replace worn hoses- prior to the manufacturer's recommendation. Drivers check their vehicles daily for leaks, including during pre-trip and post -trip inspections.

In-Field Repair Response: If a driver experiences an issue while on a route, he or she calls into dispatch immediately to report the problem. Our in-house maintenance shop will dispatch a mechanic out to the driver immediately to make the necessary repairs. If repairs cannot be completed in the field, a backup collection vehicle will be deployed to avoid any delay or disruption to scheduled collection services.

Customers depend on us to pick up and safely recycle or dispose of their wastes; but they often fail to notice our workers performing these essential tasks. Although vehicle and equipment maintenance may seem like common sense, it is an expensive and labor-intensive task that many companies delay, discount, or even eliminate- but it is imperative to the safety of our employees and customers that these preventative measures are completed.

Environmentally Sound Maintenance Procedures

WM has implemented several environmental procedures for fleet maintenance, including:

- Use of synthetic or semi- synthetic fluids that allow extended oil drain intervals in engine transmissions, differentials and hydraulic systems and reduces the amount of virgin petroleum stock required.
- Collection and recycling of all fluids collected from vehicle maintenance by licensed recyclers
- Used oil filters are drained and scrapped per regulations
- Filters placed in drain basins to prevent environmental pollutants from entering streams

Maintenance Intervals and Cleaning Schedules

WM's vehicle maintenance intervals meet manufacture specifications and exceed industry standards with collection vehicles receiving preventative maintenance (PM) based on a 200-hour or 90-day schedule, whichever is sooner. Automated Side Loader vehicles also receive weekly maintained on the collection arm to ensure safe, smooth articulation in daily performance. Small-duty vehicles are serviced on a 5,000-mile or 90-day schedule, whichever is earlier. Vehicles are washed weekly or as needed, and chassis are pressure washed at least once a month and more often in inclement weather.

Skilled, Trained Technicians

WM expanded its Fort Myers, Fla. Driver Training Center in 2017 to include a Fleet Technician Training Center, and opened a second Technician Training Center in Glendale, Ariz. in June 2019. Through these learning facilities, technicians new to WM – regardless of past experience – take part in a two-week immersion training experience to learn our fleet maintenance processes and programs. The two-week course provides on-the-job training that is invaluable to preparing skilled technicians for Day One success as well as giving them a foundation of knowledge to build upon in their WM careers.



Maintenance Service Delivery Optimization Fosters Continuous Improvement

WM's Maintenance Service Delivery Optimization (MSDO) program engages our maintenance technicians in a continuous improvement process- soliciting an implementing their ideas for how to constantly improve our maintenance program. MSDO supports our managers and technicians and allows them to focus on properly executing fundamental fleet processes, being accountable for quality repairs, and conducting root cause analyses to reduce truck downtime to improve customer service for Laguna Beach.

The MSDFO program emphasizes processes that streamline the maintenance of WM's vehicles. Maintenance shops are outfitted with a live board, which is a large screen that provides real-time data to frontline managers and technicians on vehicle repairs. The program focuses on a series of goals to make maintenance jobs easier and more efficient for us, and in a timely manner for Laguna Beach. These goals include:

- Encouraging personal coaching to drive better performance
- Establishing annual assessments, training, and certifications for technicians
- Having technicians work on “lean event” to make the shop environment more effective and efficient
- Updating maintenance programs- like Total Hydraulic Maintenance- for shop compliance
- Improving planning and scheduling for both short-and long-term projects
- Creating different standards for maintaining a vehicle that is based on its age
- Formalizing fleet-related safety and process rules to drive accountability

MSDO Mobile

WM’s Fleet organization recently tapped into mobile technology with its new MSDO mobile app for Android and Apple phones that mimics MSDO live board. The app helps the fleet and operations team through:

- A **real-time view** of shop operations that allows fleet managers responsible for multiple districts to get a real-time view when they are not physically present.
- A **Current Labor** tab that provides a communications link to shop technicians and updates on standard repair timed. The time updates every three minutes.
- A **Unit Availability** tab that lets users know at a glance if the district has enough assets ready to service customers.
- A **Customer Service Interruption (SCI) Events** tab that reveals recent downtime opportunities, supporting root cause analysis and coaching decisions.



Recently a new MSDO certification criteria went into effect for WM’s maintenance sites. The new certification criteria uses a stepped approach, allowing locations to reach certifications- bronze, silver, then ultimately the gold/ best in class ranking. The new MSDO certification criteria focuses on process improvements that reduce downtime, which ultimately results in decreased maintenance costs and improved services for Laguna Beach.

Maximizing Prevention, Minimizing Failures

WM makes every effort to provide uninterrupted service to our customers, but breakdowns and issues do occur. Laguna Beach can be confident that WM has he necessary systems and measures in place to minimize the effects of vehicles and equipment failures.

From our tried-and-tested maintenance manual, to our regular quality control audits and self-inspections, to our swift response and repair time, we make the investments required to meet your expectations of the industry’s leading service provider throughout the contract term.

Onboard Computing System Provides Real-Time Driver Feedback



Our fleet of trucks for Laguna Beach will be equipped with our onboard computing system (OCS), which enhances communication between our operations and customer service teams. OCS replaced paper route books with electronic route sheets that are updated in real time. Collection drivers see all stops and service tickets on their touch screens, which can be updated remotely and in actual time by our route managers and dispatchers. Drivers use their OCS to log completion of each service performed.

OCS is also a key tool for noting and communicating route exceptions such as blocked containers, extras, and contamination. Each exception has a designated code. Drivers log the appropriate code at the time of collection and have the option to add supplementary notes. If OCS becomes unavailable, our drivers use a traditional paper route sheet to perform scheduled collections and manually enter routing exceptions. The primary benefits of OCS are:

- **Service Exceptions:** When a driver encounters a condition that prevents providing service or requires a service beyond emptying a container, such as removing extras and nothing contamination, he or she touches the "service exception" button. Drivers can touch the exception button on the customer orders list or from the customer order detail screen, which triggers an "exception" pick list on the display. Drivers touch the role containing the appropriate service exception.
- **Proactive Customer Communication:** Drivers document any issues associated with attempting to service the customer account, including carts not being out, blocked access or ancillary pickups. This allows us to proactively address issues with out customer and prevent inconveniences, such as a missed collection.

Our OCS is contemplated by the following industry-leading software and technology for real-time routing and dispatch communication:

Technology	Function	Benefit
eRouteLogistics®	Mapping and routing software system used to develop and modify routes	✓ Takes into account traffic patterns in the community, vehicle capacity, location of disposal sites, and travel times to create the most efficient routes possible to provide the best value to the customer ✓ Fully integrated with our billing and customer database, Mid-America Systems (MAS), to capture new customers and service changes
Plan Versus Actual (PvA) Technology	Software that plots planned route versus actual route status	✓ Identifies routes that may be running behind typical schedule that customers are accustomed to, enabling WM to

		proactively redistribute routes to prevent missed or late pickups
Onboard Computer System Dispatch (OCSD)	In-office software connecting dispatch and route management to driver OCS	✓ Route modifications are made in real-time and instantly appear on drivers' tablets so that any potential for service disruption is eliminated ✓ Enables dispatch and managers to electronically assign service tickets and communicate with drivers for immediate customer issue resolution (e.g., blocked container, late set out, etc.)

3. Further describe method to utilize on-board technology to notify customers and Sustainability Coordintor of observed contamination incidents (see Sections 2.5.2 and 3.9 of Attachment B).



WM Smart Truck℠ Technology: Smart Solutions to Drive Better Behavior

WM is always working for a sustainable tomorrow. The latest in these efforts is our WM Smart Truck℠ program, which pairs innovative technology with strategic, targeted education to influence waste-related behaviors, making residential collection in Laguna Beach smarter, safer, and more efficient.

At its essence, WM Smart Truck℠ consists of cameras mounted on our collection vehicles that create a record of collection events and the contents of collected containers. Data captured - including vehicle location and photo and video documentation of service - then drives a targeted education strategy to reduce recycling contamination and container overages while also improving the customer experience through service verification notification.

WM Smart Truck℠ technology on your streets means a cleaner, greener, safer Laguna Beach with more power and efficiency in every pickup.



OUR PROPRIETARY SMART TRUCK℠ TECHNOLOGY CAPTURES VIDEO AND PHOTO OF EVERY COLLECTION.

The Benefits and Value of Smart Truck℠

CUSTOMER SERVICE INNOVATION: WM Smart Truck℠ technology documents every collection stop and shares that data – including real-time positive service verification and documentation of any collection issues – with customers through the notification channel of their choosing. This allows for a more open and transparent relationship with customers with consistent and direct communication.

COMMUNITY HEALTH & SAFETY: WM Smart Truck℠ protects community aesthetics as camera monitoring allows us to proactively identify containers that are overflowing and cause unsightly litter and odors. It is safer by automating processes that keep our drivers in the cab so they can focus on operating their collection vehicle and monitoring their surroundings, decreasing injury risk as drivers are not exposed to traffic and avoid lifting containers manually.

TARGETED EDUCATION & OUTREACH: WM Smart Truck℠ improves waste-related decision-making with a focused, tailored education program in response to documented issues, such as contamination or overages. Direct notification with customized education messaging makes for a more personal connection with the customer and increases the likelihood they will take real action and change behavior, improving diversion from landfills, and right sizing their trash services.

RATE STABILIZATION: WM Smart Truck℠ technology allows us to identify what residents put at the curb, confirming that customers are subscribed to the appropriate service levels based on their waste generation.

A Targeted Education Strategy

Key to the WM Smart Truck[SM] program is pairing innovative technology with a strategic, targeted education program. To shape waste-related decision-making and effect actual change, we must create a personal connection with the customer (custom messaging) while providing real data and feedback (photos/video) and clear education to follow. These efforts increase the likelihood that residents take real action.

Additionally, each week the City's designated recycling coordinator will receive a log of contamination insistences captured by Smart Truck[SM] to review. This will allow the recycling coordinator to identify contamination trends and better assist and coach customers back to successful participation.



Reducing Contamination for Cleaner Recycling Streams

One in four items that consumers place in recycling containers is not recyclable.

Contamination can ruin entire loads of recyclable materials and causes extreme problems at recycling facilities, including safety issue s such as fires from hazardous materials (batteries) or tangling (plastic bags) in sorters that must be manually cut out - a dangerous task for facility workers. With WM Smart Truck[SM], contamination enforcement and education are made easy with:

- A standardized review process with checks and balances to identify contamination at the curb
- Account-specific photos that allow us to educate customers about contamination and recycling right
- Ability to identify top contaminants by route to target outreach in your community

HOW SMART TRUCK TARGETS CONTAMINATION				
1	2	3	4	5
A list of non-acceptable materials in recyclables specific to your community is developed	If potential contamination is identified in a container, a trained technician reviews footage of cart's contents	A second trained technician reviews the first technician's findings and contamination is verified, if warranted	Notification is sent to customer via email (includes video of incident)	Customer receives contamination education

Customers can be notified of any service issues via email or text within 24 to 36 hours of service. Customers can set their preferred channel of communication (email, text, or phone) online at wm.com/us/mypreferences.

Smart Truck Outreach Campaign Raises Program Awareness, Sets Expectations

The WM Smart Truck[SM] program begins with a 60-day intensive outreach and education campaign focused on raising awareness of the WM Smart Truck [SM] program in your community. This period will set clear expectations and set a foundation for the program.

Following are samples of the Smart Truck program's education and outreach communication materials.







This Proposal Form 11 will become Attachment F-4 to the final Agreement.



PROPOSAL FORM 12: NUMBERS AND TYPES OF CONTAINERS TO BE FURNISHED

Proposer shall describe the manufacturer, dimensions, and colors of the containers that it will provide to all customers within the City on or before July 1, 2024. Fill in the tables below showing the numbers, types, and unit price for all proposed containers. The background section of the RFP includes current container inventories. Depending upon the cart manufacturer proposed to be used, cart sizes may vary from those shown in the following tables by plus or minus 10%. However, the largest residential cart shall not exceed 95 gallons in size due to space constraints in some residential areas of the City.

WM & Rehrig Teaming Up to Close the Recycling Loop in Laguna Beach

As part of one of our largest product commitments ever, WM and Rehrig Pacific have teamed to offer collection carts manufactured with mixed rigid plastics collected from curbside recycling programs like Laguna Beach's.



Rehrig Pacific's Bulky Rigid Cart contains 10 percent bulky rigid plastics and up to 40 percent post-consumer recycled content-other plastics also collected from curbside recycling programs. Each year, Rerig Pacific uses 60 million pounds of recycled post-consumer plastic that is diverted from the waste stream.

Even with the high recycled content, Bulky Rigid Carts hold up to WM's high product integrity and reliability testing standards and carry 10-year manufacture warranty.

WM is prioritizing the purchase of the Bulky Rigid cart as part of our efforts to expand market demand for resins and improve plastic recycling in North America.

Utilizing the cart, Laguna Beach can be a sustainability leader by being among the first communities to create a closed loop with carts produced from consumer materials.

Cart Sustainability

It only makes sense that he carts we provide Laguna Beach for the collection of trash and recyclables should be produced in an environmentally responsible manner without compromising durability, convenience, and quality. When selecting Rehrig as our proposed cart manufacture for Laguna Beach, we considered the following environmental benefits:

- **Environmentally Friendly Manufacturing":** Rerig carts are injection molded and manufactured in Southern California using thermoplastic resin. This allows the recyclability and reuse of any unused plastic and/ or scraps. This reclaimed plastic can be melted down and reground for use in the manufacturing of new containers without compromising the structural integrity of the cart. This eliminates waste in the molding process and diverts waste from the landfill.
- **End-of-Life Cart Recovery and Recycling:** The thermoplastic resin used to make Rehrig carts is recyclable at the end of the cart's useful life. This allows our cart manufacturer to create a closed loop system - reclaiming and recycling products at the end of their lifecycle for reuse in the production of new products.

Proposed Carts for Laguna Beach	
Capacity	35 Gallon
Model	Bulky Rigid Cart
Height	38.50"
Width	18.50"
Depth	24.10"
Load Rating	122.5 pounds
Trailer Quantity	10 high/1,260 per truckload
Sustainability	Produced with 10 percent bulky rigid recycled plastics and up to 40 percent post-consumer recycled content
Available Colors	Solid SB 1383 Compliant Colored body & lid



Proposed Carts for Laguna Beach	
Capacity	65 Gallon
Model	Bulky Rigid Cart
Height	43.6”
Width	26.5”
Depth	27”
Load Rating	227.5 pounds
Trailer Quantity	13 high/936 per truckload
Sustainability	Produced with 10 percent bulky rigid recycled plastics and up to 40 percent post-consumer recycled content
Available Colors	Solid SB 1383 Compliant Colored body & lid



Proposed Carts for Laguna Beach	
Capacity	95 Gallon
Model	Bulky Rigid Cart
Height	43.5”
Width	29.2”
Depth	33.3”
Load Rating	332.5 pounds
Trailer Quantity	13 high/702 per truckload
Sustainability	Produced with 10 percent bulky rigid recycled plastics and up to 40 percent post-consumer recycled content
Available Colors	Solid SB 1383 Compliant Colored body & lid



Cart Specifications

WM will provide new wheeled carts meeting Laguna Beach’s specifications with three industry -standard sizes (35-, 65-, and 95-gallons) to accommodate customer needs and storage constraints. In conformance with the requirements on SB 1383, each cart will be hot stamped with identification information, usage instructions and feature a standardized solid color body and lid as requested by the City (black for trash, blue for recycling, green for organics, brown for food waste).

Cleaning and Repairs

While extremely durable, containers may occasionally need repairs or cleaning. In these cases, WM will continue to maintain an ample supply of carts and bins on hand to ensure damaged or dirty containers are swapped out with new or refurbished replacements. Container cleanings and repairs will take at one of WM’s container maintenance facilities to ensure WM’s high quality standards and environmental protocols.

Container Labeling

WM’s customer research shows that providing regular prompts or messages at the point of disposal are among the most effective ways to help residents recycle right and avoid contamination. Our hot stamps graphics and labels are an important tool in our Recycle Right education program - they use images to

clearly show what materials are acceptable to recycle and which materials should go in the trash. Text is in both English and Spanish.

RFID Technology

Rehrig carts can be equipped with RFID tags that collect and track customer account information using Near Field Communication technology and provide RFID service verification.

What is RFID service verification for solid waste collection vehicles?

RFID service verification provides the hauler with real-time data showing when each container is actually tipped into the hopper of the truck. Unlike other GPS systems that track the truck progress on route, a RFID tracking system actually verifies that a cart was tipped and serviced. If the truck's GPS says it went by the address, there still isn't proof that the container was actually tipped.

Where is the RFID tag located and how is each cart identified?

An RFID tag can be installed inside of the handle of a residential roll-out cart at the point of manufacture to protect it from the natural outdoor elements. The RFID tag assigns a unique identifying value sorted in a dataset. The RFID tag value is married to the cart's serial number at the point of manufacture. The cart manufacturer will supply a dataset (manufacturing run) of all cart serial numbers and matching RFID tag values within the cart (which are not visible). These values are associated to the collection location account number at the time of delivery along with creating a GEO fence around collection location. If at any point during the process, the data is corrupted, values are assigned incorrectly or associated to the wrong location the entire system can fail.

How does the truck read the RFID tag?

RFID tags embedded within the carts can be read by an RFID reader mounted inside of (or in close proximity to) the solid waste collection hopper. The reading range should be set to read the RFID tag within a range of 5-10 feet of the hopper so that when the cart is tipped with an automated side loader the tag comes in close proximity to the reader and is recorded. The purpose of mounting the reader near the hopper is so that the reader cannot pick up any misreads while driving by containers on the street that are not actually being dumped into the truck. If the reading range is set too broadly the reader will pick up values that are not accurate. In addition to the technology in the reader, the system utilizes the truck's camera system and GPS connections to ensure the correct container is being serviced.

How do you keep up with the ongoing database management?

With all the technology used to make the system work, it all starts and ends with the management of the containers. The largest and most experience collection companies in the world have experienced servicing collection routes, but without the direct knowledge of RFID systems and dedication to managing the inventory, the system won't work. Every single cart must be electronically recorded at a specific account/address. The hauler must maintain an accurate database knowing exactly which cart is located at which address, otherwise the system is useless. If the hauler replaces/swaps a cart on the street and doesn't re-associate that new cart with the account/address, the RFID tracking is pointless. The minute

one account is not accurate, the entire dataset might as well be thrown out. This means that RFID tracking technology is only valuable if there are very strict container management processes and practices in place, which can be costly and time-consuming.

This why WM has chosen to partner with Can DO! Services. Not only does Can DO! Services have 12+ years of service in Laguna Beach but it has 25+ years of experience in container management and all inventory management systems, including RFID systems. With Can DO! as a partner, WM can concentrate on the collection of the material while Can DO! focuses on the containers. Can DO! is guarantying the 100% accuracy of the containers system ensure both WM, and especially the City of Laguna Beach, receives the highest level of service.

Bin Specifications

Like carts, WM will provide metal bins as described in the request for proposal in 5 industry standard sizes (1.5-, 2-, 3-, 4-, 6-cubic yards) with all but 6 cubic yard bins on casters for ease of relocation for service. In conformance with the requirements of SB 1383, each bin will be labeled with identification information and usage instructions and feature a standardized (black for trash, blue for recycling, green for organics, brown for food waste) color scheme. To accommodate the space constraints of Laguba Beach WM will also offer split recycling and trash bins.

Roll-off Specifications

Finally, WM will provide metal roll-off containers in four industry-standard sizes (10-, 20-, 30-, 40-cubic yards). Roll-off containers will also be labeled, and color coded in compliance with SB 1383.

Included below are the quantity of carts we anticipate for each line of business and their corresponding unit price for a fully new inventory. Upon request, WM is prepared to provide additional information to detail the environmental benefit and potential cost savings associated with repurposing select existing inventory.

MSW, Recycling, and Food Scraps/Yard Trimmings Containers for Residential, Multi Family & Commercial Premises

MSW	***Quantity***	***Unit Price***
35-gallon wheeled cart with hinged lid	1,246	$46.36
65-gallon wheeled cart with hinged lid	3,546	$62.23
95-gallon wheeled cart with hinged lid	7,202	$22.00
Recycling	***Quantity***	***Unit Price***
35-gallon wheeled cart with hinged lid	1,175	$46.36
65-gallon wheeled cart with hinged lid	3,388	$55.95
95-gallon wheeled cart with hinged lid	6,417	$62.23

Yard Trimmings Containers	***Quantity***	***Unit Price***
35-gallon wheeled cart with hinged lid	892	$46.36
65-gallon wheeled cart with hinged lid	2,153	$55.99
95-gallon wheeled cart with hinged lid	8,420	$62.23

MSW, Recycling, and Food Scraps/Yard Trimmings Containers for Multi Family & Commercial Premises

MSW	***Quantity***	***Unit Price***
35-gallon wheeled cart with hinged lid	0	$46.36
65-gallon wheeled cart with hinged lid	24	$62.23
95-gallon wheeled cart with hinged lid	490	$22.00
Recycling	***Quantity***	***Unit Price***
35-gallon wheeled cart with hinged lid	5	$46.36
65-gallon wheeled cart with hinged lid	76	$55.95
95-gallon wheeled cart with hinged lid	593	$62.23
Yard Trimmings Containers	***Quantity***	***Unit Price***
35-gallon wheeled cart with hinged lid	162	$46.36
65-gallon wheeled cart with hinged lid	248	$55.99

MSW Containers for Multi Family & Commercial Premises

MSW Containers	***Quantity***	***Unit Price***
1-cubic yard bin	8	$570.73
1.5-cubic yard bin	17	$637.53
2-cubic yard bin	28	$698.83
Split 2-cubic yard bin*	0	$737.53

3-cubic yard bin	292	$784.69
Split 3-cubic yard bin*	0	$837.53
4-cubic yard bin	51	$878.15
Split 4-cubic yard bin*	0	$937.53
6-cubic yard bin	0	$1,202.11
Split 6 cubic yard bin*	0	$1,302.11
10-cubic yard roll-off	7	$4,723.61
20-cubic yard roll-off	2	$5,517.73
30-cubic yard roll-off	5	$6,635.10
40-cubic yard roll-off	10	$7,377.49

Recycling Containers for Multi Family & Commercial Premises

Recycling Containers	***Quantity***	***Unit Price***
1-cubic yard bin	4	$570.73
1.5-cubic yard bin	16	$637.53
2-cubic yard bin	15	$698.83
3-cubic yard bin	117	$784.69
4-cubic yard bin	18	$878.15
6-cubic yard bin	0	$1,202.11
10-cubic yard roll-off	7	$4,723.61
20-cubic yard roll-off	2	$5,517.73
30-cubic yard roll-off	4	$6,635.10
40-cubic yard roll-off	10	$7,377.49

Compactors Containers for Multi Family & Commercial Premises

Compactors	***Quantity***	***Unit Price***
1-cubic yard bin	On Demand	$2,570.73
1.5-cubic yard bin	On Demand	$637.53

2-cubic yard bin	On Demand	$698.83
3-cubic yard bin	On Demand	$784.69

RFP Question Sets #3 and #4 from City and Responses to Question Sets #3 and #4 from WM

February 23, 2023 *Delivered Electronically*

Muyisa Kasomo
Public Sector Manager
USA Waste of California, Inc.
16122 Construction Circle East
Irvine, CA 92606
mkasomo@wm.com
(562) 335-6931

RE: Response to City of Laguna Beach RFP – Question Set #3

Dear Ms. Kasomo,

Attached is Question Set #3 with regards to the RFP. Please submit your responses electronically by ***10:00 a.m. on Wednesday, March 8th, 2023***.

Please email me upon receipt of this letter to acknowledge that WM has received it.

Sincerely,

Liz Avila
Senior Public Works Analyst/Solid Waste Program Coordinator

lavila@lagunabeachcity.net

cc: Daniel Butler, Regional Manager

Enclosed
Attachment 1: Question Set #3

WM QUESTION SET #3

February 23, 2023

The purpose of this question set is to identify the exceptions taken to the Agreement in Section 6 of the RFP that would significantly and negatively impact the City.

The City has also included some additional questions regarding certain exceptions.

The City may communicate additional questions and/or request clarifications concerning other exceptions in an additional Question Set.

As stated in Section 5 of the RFP, one of the Evaluation Criteria is "The number, nature and materiality of exceptions taken to the terms of the Franchise Agreement".

After reviewing the content of this Question Set #3, are there any exceptions that WM would like to withdraw at this time?

A. On Proposal Form 20, WM took several exceptions to the Franchise Agreement in Section 6 the RFP of which the following are seriously material and substantive:

1. 13.01 General Indemnification
   The proposed exceptions for Section 13.01 are not acceptable to the City. The indemnification language in this Section is very important to the City and the proposed changes are substantive and go to the heart of the protections afforded the City by the language contained in the Franchise Agreement in Section 6 of the RFP.

2. 14.07 Adjustments to Rates in Attachment D Based on City-Directed Changes in Scope of Work (Exception would add Changes in Law.)
   The proposed exception for Section 14.07 would provide constant and unlimited re-openers to the rates and the costs over the entire term of the Franchise Agreement. This is not acceptable to the City.

3. 14.09 Extraordinary Adjustments (New Section added by WM.)
   The proposed new Section 14.09 would provide constant and unlimited re-openers to the rates and the costs over the entire term of the Franchise Agreement. This is not acceptable to the City.

4. 15.09 Liquidated Damages (Objection to all Liquidated Damages.)
   The proposed exception for Section 15.09 would make it impossible for the City to enforce the detailed Scope of Work provisions that are vital to the City and critical for the City's compliance with SB 1383.

5. 16.12 Force Majeure (Exception would add pandemics, epidemics, and "threat thereof" plus labor unrest, strikes, work stoppage, picketing, etc.)
   This exception causes significant concerns for the City. Having experienced disruptions in collection, processing and other vital operations during 2020-2022 COVID 19 pandemic, the City is not willing to make "pandemics" and "epidemics" force majeure events. The City is looking for a Contractor that will be implementing comprehensive proactive steps from award of contract through the entire term that will ensure the Contractor is as well positioned as possible to continue its operations in the event of another pandemic and/or epidemic. During the COVID 19 pandemic, other contractors in Northern and Southern California instituted driver pods; strict enforcement of company-wide masking requirements and hygiene; methods to maintain distance in early morning driver briefings and interactions between maintenance, collection and management personnel. These companies also devised innovative strategies that prevented processing facility closures while maintaining collection services. The City's goal is to select a Contractor who is able and willing to put such measures in place.

   The intent of the Force Majeure clause is for unpreventable events such as hurricanes, tornados, wars. The disruptions from a pandemic can be mitigated to a significant degree by taking advance proactive health measures as described above.

   Strikes and other labor disturbances are not unpreventable events, and the Contractor has advance notice of the threat of strikes, walk-outs, sick-outs, etc. The Contractor can take steps to avoid a strike or other labor unrest that would cause non-performance. The Contractor can also call upon other internal personnel resources and/or temporary labor to maintain collection and processing operations in the event of a strike or other labor unrest.

   The proposed exceptions for Section 16.12 would make it impossible for the City to require performance of all the collection and processing operations contained in the Scope of Work of the Franchise Agreement.

6. 16.12.A Force Majeure (Adds strikes and labor unrest plus pandemics and epidemics to conform to Section 16.12.)
   As stated above, the proposed exceptions for Section 16.12.A would make it impossible for the City to require performance of all the collection and processing operations contained in the Scope of Work of the Franchise Agreement.

B. **On Proposal Form 20, WM took the following additional exceptions that would impact the City in a materially negative fashion:**

1. 11.05 Compliance Reporting (Exception would prevent City from complying with SB 1383, AB 901 and other State laws.)

Under State law, the City cannot agree to the proposed exception for Section 11.05. This exception would prohibit the City from obtaining and providing the necessary information to CalRecycle for compliance with SB 1383 reporting requirements. All information required to be reported in the Franchise Agreement must be public information and included in the City's CalRecycle Implementation Record, as well as being available to CalRecycle within 10-days notice from CalRecycle.

2. 10.02.C Contractor's Failure to Achieve Minimum SB 1383 Program Implementation Standards and/or Exceedance of Maximum Levels of Container Contamination Standards
   City is currently on a Corrective Action Plan with CalRecycle for SB 1383 non-attainment in multi-family organics recycling. Therefore, this section as written is needed.

March 1, 2023 *Delivered Electronically*

Muyisa Kasomo
Public Sector Manager
USA Waste of California, Inc.
16122 Construction Circle East
Irvine, CA 92606
mkasomo@wm.com
(562) 335-6931

RE: Response to City of Laguna Beach RFP – Question Set #4

Dear Ms. Kasomo,

Attached is Question Set #4 with regards to the RFP. Please submit your responses electronically by ***10:00 a.m. on Wednesday, March 8th, 2023***.

Please email me upon receipt of this letter to acknowledge that WM has received it.

Sincerely,

Liz Avila
Senior Public Works Analyst/Solid Waste Program Coordinator

lavila@lagunabeachcity.net

cc: Daniel Butler, Regional Manager

Enclosed
Attachment 1: Question Set #4

QUESTION SET #4 to WASTE MANAGMENT

March 1, 2023

1. WM's Proposal Form 13 contains a paragraph on the general approach for the transition to customer-direct billing. Are there additional sub-tasks that will be performed in the transition from tax-roll billing to customer-direct billing? If so, what is the schedule for accomplishing those sub-tasks? Who will be WM's lead person responsible for (a) ensuring all the tax roll billing transition tasks are accomplished on schedule, and (b) serving as the City's day-to-day contact for the tax roll billing transition? What specific additional staff will be handling these tasks and sub-tasks?

2. Question #1 of Question Set #2 requested that WM's Proposal Form 12 be re-submitted in the format included in the RFP, which separates out carts by service line. Please re-submit Proposal Form 12 in the format included in the RFP, which separates out carts by service line. WM's revised Proposal Form 12 still contains errors in the headings and categories. Proposal Form 12 would become Attachment E-2 to the Agreement, so it is very important that all the information contained therein is correct. The specific items in need of correction are as follows:

    a. The heading on p. 65 of WM's updated Proposal Form 12, states "MSW, Recycling, and Food Scraps/Yard Trimmings Containers for Residential, Multi-Family and Commercial Premises". However, it seems that the chart below that heading on p. 65-66 is referring to only Residential.
    b. At the bottom of page 65, the Unit Price for the Residential 95-gal MSW Cart is listed as $22.00. Is that correct? It does not seem in line with the other Carts' Unit Prices.
    c. At the top of page 66, the heading states "Yard Trimming Containers" for the Residential Organics Carts. The Residential Customers should be provided Organics Collection, which includes both Yard Trimmings and Food Scraps. Please confirm, and change the heading.
    d. In the middle of page 66, in the chart listing "Carts for Multi-Family and Commercial Premises", the 95-gal MSW Cart is listed as $22.00. Is that correct? It does not seem in line with the other Carts' Unit Prices.
    e. In the middle of page 66, in the "Carts for Multi-Family and Commercial Premises", there should be additional categories for Carts: Food Scraps Carts and Organics Carts (Co-Collected Food Scraps/Yard Trimmings). Proposal Form 12 did not require Yard Trimmings Carts for Multi-Family and Commercial Premises, however if WM knows of a necessity for this service, continue to include this category on Proposal Form 12.
    f. The Unit Price for 65-gal Carts is inconsistent across the Residential and Multi-Family/Commercial Premises charts.

g. Proposal Form 12 requires the following Quantities and Unit Pricing for Multi-Family and Commercial Premises which are not included in WM's revised Proposal Form 12: .5 cu-yd bin and 2-cu-yd bin for Food Scraps, as well as .5 cu-yd bin and 2-cu-yd bin for Organics (Co-Collected Food Scraps/Yard Trimmings).

3. Based on data provided by WM in its 2021 Annual Report to the City and included in Tables 2 and 3 of the Background Section in the RFP, there are 32 split 3-yard trash and recycling bins in service in the City. WM's Proposal Form 12 does not appear to include the provision of split bins. Please confirm WM will provide this service. If so, please re-submit Proposal Form 12 with the quantity and costs for the split bins.

4. Question #5 in Question Set #2 may not have been clear. The City is requesting both one (1) split-body rear-loader Electric Vehicle (see Proposal Form 10) and one (1) light-weight collection vehicle (see Proposal Form 9) for commercial recycling collection. The split-body rear-loader Electric Vehicle will be collecting the commercial recycling carts in the space-constrained downtown area of Laguna Beach, e.g. Forest Avenue. The lightweight commercial recycling vehicle should be assigned to collect commercial recyclables and could be utilized anywhere in the City. Both vehicles need to be listed on Proposal Form 8. Please note that the City is not imposing the requirement that the Electric Vehicle (see Proposal Form 10) have a lightweight, 2-axle configuration. The Electric Vehicle is not intended to be a lightweight vehicle and may have as many axles as determined by WM. In addition, the City is not requiring that the lightweight vehicle be a rear-load vehicle, e.g. the lightweight vehicle can be a side-loader or a front-loader (WM proposed a lightweight front-loader in Proposal Form 9). Please provide more information on each of these vehicles in a narrative form, and re-submit Proposal Form 8 with both vehicles included. If there are any changes, please update and re-submit Proposal Forms 9 and 10.

5. Based on Question #5 above, please clarify whether WM's answers to Question #5 in Question Set #2 are correct.

6. The City needs to know how WM is allocating drivers to vehicles. Please complete the attached Table 1: "WM Proposal Form 8, Attachment A" to indicate the drivers allocated/matched to each of its vehicles. This Table 1 would become part of Attachment F-1 to the final Agreement.

    a. If the driver is not FTE, please include the percentage FTE and note what other duties the driver is assigned.
    b. In completing the attached Table 1, if the personnel categories or numbers are changed from WM's previously submitted Proposal Form 7, please re-submit Proposal Form 7 to be consistent with the personnel/drivers listed in the attached Table 1.

7. In response to Question Set #1, WM stated that the Tierra Verde Industries (TVI) facility would be utilized for processing of commingled food scraps/yard trimmings, source separated food scraps and source separated yard trimmings. WM stated TVI would also be used to process Construction and Demolition (C&D) debris. WM's original proposal included WM's agreement with TVI (Proposal Form 16) which would be activated if WM is awarded the City of Laguna Beach Solid Waste and Recycling Collection Agreement. In Proposal Form 20, WM requested changes to the annual rate adjustment protocol and calculations in Section 14.04 of the Agreement included in the RFP. WM also requested exceptions and changes to Attachment J (Annual Rate Adjustments) to the Agreement. Sections 7 and 8 of the WM-TVI agreement included in Proposal Form 16 contain the annual pricing adjustment formulas for adjusting both the tip fee for processing "organics" (food scraps and yard trimmings) and the tip fee for processing "C&D Material."

    a. Please provide a sample calculation including sample assumptions for how this annual adjustment calculation would be computed.
    b. Does the 5% cap and the 3% minimum adjustment listed in Section 8 of the WM-TVI agreement apply to both the "organics" and "C&D Material" tip fees?
    c. Is the monthly fuel surcharge calculation performed on a monthly basis? And, if so, how would WM propose to pass this adjustment into the rates without requiring a constant monthly rate adjustment?
    d. Would the fuel surcharge adjustments begin as of July 1, 2024 or not until July 1, 2025?
    e. Does the 5% annual cap on annual pricing adjustments include the adjustments for the fuel surcharge or are the fuel surcharge adjustments in addition to the tip fee adjustments that are subject to the 5% cap?

8. A question on WM's exception to Section 16.15 of the Agreement was not included in Question Set #3. This exception could lead to constant re-openers and inhibit the City's ability to participate in regional public education, special waste and recycling programs, and other such regional activities. As such, this exception is not acceptable to the City. Is WM willing to withdraw this exception?

9. A question on WM's exception to Attachment W of the Agreement was not included in Question Set #3. The proposed exception would "cap" the annual adjustment of the City's Administrative Cost Reimbursement at 5% per year, with any excess being deferred to future years. The City's Administrative Cost Reimbursement is based on actual costs and therefore, the proposed annual "cap" is not acceptable to the City. Is WM willing to withdraw this exception?

Table 1: WM Proposal Form 8, Attachment A

Vehicle Type	Manufacturer Truck/Body		Model Year	Route	Type of Fuel *(e.g., CNG, biodiesel, LNG, battery electric, etc.)*	FTE Driver *(if not FTE, include percentage FTE and what other duties they are assigned)*	Notes
	Truck	Body					
Side-loader	Autocar	Amrep	2024	MSW/ Recycle	CNG		
Side-loader	Autocar	Amrep	2024	MSW/ Recycle	CNG		
Side-loader	Autocar	Amrep	2024	MSW/ Recycle	CNG		
Side-loader	Autocar	Amrep	2024	MSW/ Recycle	CNG		
Side-loader	Autocar	Amrep	2024	MSW/ Recycle	CNG		
Side-loader	Autocar	Amrep	2024	MSW/ Recycle	CNG		
Side-loader	Autocar	Amrep	2024	Green Waste	CNG		
Side-loader	Autocar	Amrep	2024	Commercial MSW Carts	CNG		
Side-loader - Burro	Autocar	Amrep	2024	MSW – Recycle Yard Waste	CNG		
Front-loader	Autocar	Amrep	2024	Commercial MSW	CNG		
Front-loader	Autocar	Amrep	2024	Commercial MSW	CNG		
Front-loader	Autocar	Amrep	2024	Commercial MSW	CNG		
Front-loader	Autocar	Amrep	2024	Commercial MSW	CNG		
Front-loader	Autocar	Amrep	2024	Organic	CNG		

REL			2024	Commercial MSW/ Recycling	Electric		
Roll-off	Autocar	Amrep	2024	ALL Commodities	CNG		
Roll-off	Autocar	Amrep	2024	ALL Commodities	CNG		
Stinger	FORD F-350	FORD	2024	Scout	Gasoline		
RM – Truck	Ford F-150	FORD	2024	Rt Mgr	Gasoline		
Flat Bed	Ford F450	FORD	2024	Bulky Item and E-waste	Gasoline		

This Attachment A to Proposal Form 8 will be included in Attachment F-1 to the final Agreement.

March 8, 2023

Liz Avila
Senior Public Works Analyst/Solid Waste Program Coordinator
City of Laguna Beach
505 Forest Avenue
Laguna Beach, CA 92651

RE: WM Response to City of Laguna Beach RFP Question Sets #3 and #4

Dear Ms. Avila:

Attached is WM's response to the City's RFP Question Set #3 received February 23, 2023 and Question Set #4 received March 1, 2023.

Please feel free to contact me at (562) 335-6931 or via email at mkasomo@wm.com should you have any other follow up questions or concerns.

Sincerely,

Muyisa Kasomo
Public Sector Manager
WM of Orange County

cc. Daniel Butler, Regional Public Sector Manager

Enclosed:

- WM Response to Question Set #3 & 4
- Updated Proposal Form 7_3-8-23
- Updated Proposal Form 8_3-8-23
- Updated Proposal Form 9_3-8-23
- Updated Proposal Form 10_3-8-23
- Updated Proposal Form 12_3-8-23
- Updated Proposal Form 13_3-8-23
- WM New FA Billing Transition Implementation Plan _3-8-23

WM Response to Question Set # 3 & 4

1. **Regarding the City's questions on:**

- **13.01 General Indemnification**
- **14.07 Adjustments to Rates in Attachment D Based on City-Directed Changes in Scope of Work (Exception would add Changes in Law.)**
- **14.09 Extraordinary Adjustments (New Section added by WM.)**
- **15.09 Liquidated Damages (Objection to all Liquidated Damages.)**
- **16.12 Force Majeure (Exception would add pandemics, epidemics, and "threat thereof" plus labor unrest, strikes, work stoppage, picketing, etc.)**
- **16.12.A Force Majeure (Adds strikes and labor unrest plus pandemics and epidemics to conform to Section 16.12**
- **11.05 Compliance Reporting (Exception would prevent City from complying with SB 1383, AB 901 and other State laws.)**
- **10.02.C Contractor's Failure to Achieve Minimum SB 1383 Program Implementation Standards and/or Exceedance of Maximum Levels of Container Contamination Standards**
- **WM's exception to Section 16.15 (Question Set #4)**
- **WM's exception to Attachment W (Question Set #4)**

WM is not able to withdraw our exceptions at this time as we have not had an opportunity to meaningfully discuss our exceptions with the City. WM submitted the exceptions on Form 20 with the intent and desire to preserve these issues for discussion with the City during negotiations as specified and required by Section 5.2 of the RFP. WM carefully and diligently considered each exception in an effort to minimize the number of exceptions only to those necessary for a fair allocation of risk based on contract obligations and market risks beyond WM's control. WM respectfully submits that its 15 exceptions are reasonable considering the length and scope of the proposed contract.

Although the City has provided some general feedback to some of our exceptions, we are having difficulty discerning the City's specific concerns and worry that the City misunderstands the basis for our exceptions. For example, we share the City's important goal of providing uninterrupted service for its residence. However, the purpose of our request to add "pandemics" and "epidemics" as force majeure events is for uncontrollable and unforeseeable events that make total performance impossible, such that safety protocols, like those described by the City and that WM implemented would not even make performance possible. WM is a leader in the industry with safety standards, which helped us carefully craft stringent safety protocols when the COVID-19 pandemic resulted in citywide, countywide, and statewide shutdowns and quarantines. With respect to labor disturbances, our proposed language includes the caveat that WM will provide the City with a Labor Contingency Plan that will help the City and WM navigate a labor disturbance together to

limit negative impact to our customers, and is consistent with provisions in WM's existing agreement with the City.

Further it is unclear if the City has accepted or is willing to accept our other exceptions. Without that clarity and the ability to discuss with the City why we feel these changes are important enough to merit exception, we are not able to provide further feedback in response at this time without the risk of creating further confusion or prejudicing our ability to preserve these issues for negotiations, as directed by the RFP. The City's request puts WM in the untenable position of negotiating its exceptions without the benefit of a mutual exchange and comprehensive discussion regarding these important contract provisions. Provided the opportunity to discuss these exceptions during negotiations, WM will be in a much better position to understand and address the City's concerns on each exception and be able to respond and explain more fully WM's exceptions.

Our goal is to continue and reinforce WM's long-standing and valued relationship with the City. Face to face negotiations on these items as allowed by the RFP will allow us to find common ground to move forward with a contract that does not result in undue exposure to either party. WM respectfully requests to further discuss the Exceptions in Form 20 and the City responses in Question Sets #3 and #4 with a mind to reaching mutually agreeable language before finalizing the franchise agreement.

2. **WM's Proposal Form 13 contains a paragraph on the general approach for the transition to customer-direct billing. Are there additional sub-tasks that will be performed in the transition from tax-roll billing to customer-direct billing? If so, what is the schedule for accomplishing those sub-tasks? Who will be WM's lead person responsible for (a) ensuring all the tax roll billing transition tasks are accomplished on schedule, and (b) serving as the City's day-to-day contact for the tax roll billing transition? What specific additional staff will be handling these tasks and sub-tasks?**

WM will utilize our vast experience with transitioning our customers from a city-based billing system to our dynamic and customer-friendly direct-billed system. We have successfully transitioned many cities in our local market area through detailed planning, experienced project management team members, collaborative public outreach campaigns, and internal preparedness for a seamless customer experience through the process.

Our most recent billing transitions include the cities of Oceanside, Chino Hills, Beaumont, Banning, and San Dimas. Our experience with each of these cities places WM in a unique position to use a variety of strategies to ensure the transition is as smooth as possible for all Laguna Beach residents and businesses. The below table outlines the variety in size and scope of each of our recent transitions:

City	Residential Customers	Commercial Customers	Roll-Off Customers	Total
Oceanside	42,139	1,795	N/A	43,934
Chino Hills	19,997	247	62	20,306
Beaumont	15,962	477	92	16,531
Banning	11,008	472	72	11,552
San Dimas	9,706	N/A	N/A	9,706

Attached is a detailed transition plan with associated action items and timelines WM proposes in order to strategically complete the billing transition outlined in agreement.

The above information has been updated in Form 13.

3. **Question #1 of Question Set #2 requested that WM's Proposal Form 12 be re-submitted in the format included in the RFP, which separates out carts by service line. Please re-submit Proposal Form 12 in the format included in the RFP, which separates out carts by service line. WM's revised Proposal Form 12 still contains errors in the headings and categories. Proposal Form 12 would become Attachment E-2 to the Agreement, so it is very important that all the information contained therein is correct. The specific items in need of correction are as follows:**

Please see the corrected form attached.

4. **Based on data provided by WM in its 2021 Annual Report to the City and included in Tables 2 and 3 of the Background Section in the RFP, there are 32 split 3-yard trash and recycling bins in service in the City. WM's Proposal Form 12 does not appear to include the provision of split bins. Please confirm WM will provide this service. If so, please re-submit Proposal Form 12 with the quantity and costs for the split bins.**

WM will provide split bin service upon request for customers who require the service. The attached Form 12 has been updated accordingly.

5. **Question #5 in Question Set #2 may not have been clear. The City is requesting both one (1) split-body rear-loader Electric Vehicle (see Proposal Form 10) and one (1) light-weight collection vehicle (see Proposal Form 9) for commercial recycling collection. The split-body rear-loader Electric Vehicle will be collecting the commercial recycling carts in the space-constrained downtown area of Laguna Beach, e.g. Forest Avenue. The lightweight commercial recycling vehicle should be assigned to collect commercial recyclables and could be utilized anywhere in the City. Both vehicles need to be listed on Proposal Form 8. Please note that the City is not imposing the requirement that the Electric Vehicle (see Proposal Form 10) have a lightweight, 2-axle configuration. The Electric Vehicle is not intended to be a lightweight vehicle and may have as many axles as determined by WM. In addition, the City is not requiring that the lightweight vehicle be a rear-load vehicle, e.g. the lightweight vehicle can be a side-loader or a front-loader (WM proposed a lightweight front-loader in Proposal Form 9). Please provide more**

information on each of these vehicles in a narrative form, and re-submit Proposal Form 8 with both vehicles included. If there are any changes, please update and re-submit Proposal Forms 9 and 10.

Plan to Provide Light-Weight Collection Vehicle

A lightweight Front End Loader (FEL) is a very unique vehicle. To maximize payload and provide the intended benefits of greater mobility with less impact requires a careful balance between wheelbase, push axle placement and body length. The much larger hopper required for an FEL versus an Automatic Side Loader (ASL) makes ensuring adequate body size more of a challenge. Additionally, with fewer tires on the ground, the lightweight unit could be heavier per tire than a standard unit and potentially negate the intended benefit.

For this reason, WM would want to work very closely with the City to ensure the vehicle provided both meets the intended benefit and can efficiently service the intended area. We have a very strong relationship with our suppliers that would allow us to present a variety of options for this specific vehicle to ensure we meet the City's expectations.

WM proposes to build a lightweight two-axle plus pusher configuration FEL truck to service commercial recycling in the downtown area. The custom built FEL would have the same chassis weight difference as an ASL except with a shorter body section. Although the exact productivity metrics are not known, the proposed vehicle is likely to perform 75% of the number of stops a standard FEL would provide and would have a similar drivetrain and fuel demand as a standard truck.

As our proposed lightweight truck would have a similar drivetrain and fuel demand as a standard truck, the fuel savings are very minimal. The estimated cost savings for the deployment of a lightweight vehicle is approximately $50,000 in Capital Procurement Savings. (Cummins ISLG CNG Engine).

The included charts detail this tradeoff between an ASL and an FEL:

Unit	Bridge Weight	Tare	Payload	
Standard ASL	57500	35760	21740	Actual Values
Mini ASL	50500	31200	19300	Actual Values
		-4,560		
Standard FEL	57500	38320	19180	Actual Values
Proposed FEL	50500	33760	16740	Estimated Values
		-4,560		

WM's EV Experience

For three decades, WM has been a pioneer in the use of alternative fuels and advanced transportation technologies to reduce Greenhouse Gas (GHG) emissions in our operations, including our fleet. While not a new technology, electric vehicle (EV) use in the waste/recycling industry has recently been receiving increasing attention.

As the largest Class 8 Natural Gas fleet in the World, WM is the undisputed leader in the development and implementation of technology in this industry. We fully expect the same leadership position to be realized in the EV market, and that leadership involves an intense methodical and realistic approach that does not drive short term promises, but rather long term and sustainable industry-changing innovation.

WM has become an active partner in the research, development and testing of EV collection units with multiple manufacturers such as Autocar, Paccar (Peterbilt), Daimler (Freightliner), Mack, BYD, Battle, Lion and others.

In fact, WM began testing an EV manufactured by Peterbilt in September of 2020, with two additional pilots in 2022, and are piloting a broad range of technologies to continue to move our industry towards the lowest emission impact possible.

As a testament of our push to electrify our fleet, WM has ordered nearly 200 Ford E150's and has begun incorporating EV's into our operations with two already in use for equipment delivery in the Seattle area.

Proposed Vehicle Specifications and Information

Due to the depth and multitude of our ongoing testing and research being done across the country, we believe it would unnecessarily confine our options to specify a unit type at this time and request that the City allow WM to select the best suitable option at the time of the award. However, in order to be responsive to the City's request, WM commits to providing a split-body Peterbilt 220 EV for downtown cart collection by July 2024 with the allowable 1-year extension as set forth in Article 8.03.C. of the draft agreement.

The Peterbilt 220EV is a light-duty vehicle originally intended for pickup and delivery, regional haul, and food and beverage applications. Based on our current test study of this chassis in San Diego, we believe this model would be uniquely suited to service the tight downtown areas of Laguna Beach.

The proposed split-body installed on the Peterbilt 220 will be a Labrie unit equipped with compaction and lid-flipping capabilities. Our projected unit will likely have a 25-yard capacity with a 60/40 split between recycling and trash, and a projected battery storage capacity around the 325kwh range. Drive time for this unit is currently unknown, but our proposed unit would be expected to perform as well or better than our test pilot of a BYD Automotive EV ASL that completes as many as 90 miles and 1200 stops in one charge.

EV Costing Analysis

EV operating costs are negligibly lower due to the absence of engine maintenance; however, the long-term operating costs are still unknown as the life and wear rates of batteries and motors in our environment have never been tested. In addition, natural gas and electricity rates are rapidly changing and fluctuating, thus daily "fuel" costs change just as rapidly. To better understand the metrics of operating an EV in Laguna Beach, WM is scheduled to move our pilot of an EV ASL to Laguna Beach in the near future, ahead of the start date of the next contract.

The above information has been updated in Forms 9 and 10.

6. **Based on Question #5 above, please clarify whether WM's answers to Question #5 in Question Set #2 are correct.**

Yes, WM still proposes a modified Peterbilt 220EV as our feasibility studies are already underway.

7. **The City needs to know how WM is allocating drivers to vehicles. Please complete the attached Table 1: "WM Proposal Form 8, Attachment A" to indicate the drivers allocated/matched to each of its vehicles. This Table 1 would become part of Attachment F-1 to the final Agreement. If the driver is not FTE, please include the percentage FTE and note what other duties the driver is assigned. In completing the attached Table 1, if the personnel categories or numbers are changed from WM's previously submitted Proposal Form 7, please re-submit Proposal Form 7 to be consistent with the personnel/drivers listed in the attached Table 1.**

Please see updated form 7 and 8 attached.

8. **In response to Question Set #1, WM stated that the Tierra Verde Industries (TVI) facility would be utilized for processing of commingled food scraps/yard trimmings, source separated food scraps and source separated yard trimmings. WM stated TVI would also be used to process Construction and Demolition (C&D) debris. WM's original proposal included WM's agreement with TVI (Proposal Form 16) which would be activated if WM is awarded the City of Laguna Beach Solid Waste and Recycling Collection Agreement. In Proposal Form 20, WM requested changes to the annual rate adjustment protocol and calculations in Section 14.04 of the Agreement included in the RFP. WM also requested exceptions and changes to Attachment J (Annual Rate Adjustments) to the Agreement. Sections 7 and 8 of the WM-TVI agreement included in Proposal Form 16 contain the annual pricing adjustment formulas for adjusting both the tip fee for processing "organics" (food scraps and yard trimmings) and the tip fee for processing "C&D Material."**

    a. **Please provide a sample calculation including sample assumptions for how this annual adjustment calculation would be computed.**

    Without confirmation if the City would negotiate our requested changes to Attachment J 1.C, WM's intention was to align the pricing adjustment language in the WM-TVI agreement as closely to the WM-Laguna Beach Agreement as possible. As such, if the City accepts our exception to

Attachment J 1.C, WM is willing to further discuss the methodology in Sections 7 and 8 of our TVI agreement if the City finds it necessary. The rounding protocol outlined in Attachment J of the Agreement will be the same protocol used in the WM-TVI agreement.

Sample Rate Adjustment Calculation:
(All numbers are examples only and are used here for illustration purposes).

Example Assumptions:

Final Annual Average PPI for Finished Goods (old)	140.00
Final Annual Average PPI for Finished Goods (new)	146.00
Current Organics Disposal Tip Fee/Ton	$104.00
Current C&D Tip Fee/Ton	$90.00

Organics Disposal Tip Fee Adjustment
Step One. Calculate percentage change in PPI.
146-140 = (6/140) 100 = 4.3%

Step Two. Apply percent change to current organics tip fee:

Current Organics Disposal Tip Fee/Ton: $104.00 X 1.043 = $108.47

C&D Disposal Tip Fee Adjustment
Step One. Calculate percentage change in PPI.
146-140 = (6/140) 100 = 4.3%

Step Two. Apply percent change to current C&D tip fee:

Current C&D Disposal Tip Fee/Ton: $90.00 X 1.043 = $93.87

b. Does the 5% cap and the 3% minimum adjustment listed in Section 8 of the WM-TVI agreement apply to both the "organics" and "C&D Material" tip fees?

Yes.

c. Is the monthly fuel surcharge calculation performed on a monthly basis? And, if so, how would WM propose to pass this adjustment into the rates without requiring a constant monthly rate adjustment?

This would be calculated annually as part of the annual pricing adjustment

d. Would the fuel surcharge adjustments begin as of July 1, 2024 or not until July 1, 2025?

July 1, 2024, as part of the annual increase of July 1, 2025

e. Does the 5% annual cap on annual pricing adjustments include the adjustments for the fuel surcharge or are the fuel surcharge adjustments in addition to the tip fee adjustments that are subject to the 5% cap?

The fuel surcharge adjustments are in addition to the tip fee adjustments.



PROPOSAL FORM 7: LIST OF CONTRACTOR-FURNISHED PERSONNEL

Indicate the full-time equivalent of each position for the key personnel that will be responsible for collection operations and the areas of the management, operations, and line personnel listed below. The key project personnel marked with star (*) below shall not be substituted without prior written permission from the City.

Office and Management Headcount (Number of FTE).

Position Description	Number of FTE
Operations Manager	.25
Sustainability Coordinator (Agreement Section 7.05.H)	1 (To be hired to RFP standards)
Operations and Customer Liaison to the City (Agreement Section 7.05.I) *	.33
Senior Manager(s) Responsible For Marketing of Compost from Food	No allocation available, we have 1 Manager available for our entire SoCal market area.
Scraps/Yard Trimmings (Agreement Section 7.05.M) *	No allocation available, we have 1 Manager available for our entire SoCal market area.
Dedicated Route Supervisor (Agreement Section 7.05.N) *	2.5
Customer Service Representatives	No allocation available, we have a team of agents available for our entire SoCal market area.
Dispatchers	1
General Manager	.25
Senior Manager(s) Responsible for Marketing of Food	No allocation available, we have 1

Scraps/Yard Trimmings/Compost Products	Manager available for our entire SoCal market area.
Office Manager	1
Route Manager	See dedicated route supervisor section above

Collection and Transportation Headcount (leave blank if the position is not proposed):

Residential Collection	
MSW Drivers	2.83
Recycling Drivers	2.83
Co-collection Food Scraps and Yard Trimmings Drivers	1.33
Hard-to-Service Driver(s)	1
Residential Route Manager(s)	See dedicated Route Supervisor section above
Other Residential Driver:	
Other Residential Driver:	
TOTAL RESIDENTIAL DRIVERS	**8**

Commercial and Multi-Family Collection	
MSW Drivers	4.5 (4+ .5 EV Split Body Driver)
MSW Helpers	.5 (EV Split Body)
Recycling Drivers (Single Stream)	1.5 (1+ .5 EV Split Body Driver)
Recycling Helpers (Single Stream)	.5 (EV Split Body)
Source-Separated Food Scraps Drivers	
Source-Separated Food Scraps Helpers	
Co-collection Food Scraps and Yard Trimmings Driver(s)	1
Source-Separated Yard Trimmings Driver(s)	0
Commercial/Multi-Family Route Manager(s)	
Other Com/MF Driver:	0
Other Com/MF Driver:	0
TOTAL COMMERCIAL/MULTI-FAMILY DRIVERS	**8**

Roll-Off Collection	
Roll-Off Driver(s)	2
Roll-Off Route Manager(s)	See dedicated Route Supervisor section above
Other Roll-Off Drivers:	0
TOTAL ROLL-OFF DRIVERS	**2**

Miscellaneous Drivers and Support	
Relief Drivers & Spares	No allocation available, we have 19 drivers/ driver support personnel available as needed.
Box Truck Drivers	0
Bulky Route Driver(s)/ E-Waste Driver	1
HHW Route Driver(s)	0
Container Delivery Driver(s)	
Scout Service Driver(s)	1
Mechanics	No allocation available, we have a team of mechanics available for our entire market area.
Mechanics Helpers	0
Other Misc. and Support:	0
TOTAL MISC AND SUPPORT	**2**

TOTAL PROPOSED COLLECTION/TRANSPORTATION HEADCOUNT	20

This Proposal Form 7 will become Attachment G to the final Agreement.



PROPOSAL FORM 8: NEW COLLECTION VEHCILES TO BE FURNISHED

A Note About the Global Supply Chain and Vehicles

As the largest fleet purchaser in our industry, WM wants to be transparent with Laguna Beach regarding new vehicle availability and delivery.

As you may be aware, global supply chain constraints and disruptions are currently affecting all industries, including waste collection. Demand for manufacturing materials, including steel and semi-conductors, continue to outpace supply. When coupled with ongoing labor shortages, logistics challenges and world conflicts, the vehicle manufacturing in particular is facing unforeseen and extraordinary market conditions, creating procurement delays.

In light of this evolving situation, we are making every effort to secure required new collection vehicles based on contractual requirements without setting unrealistic expectations. We will “green light” the manufacturers of collection vehicles as soon as the Council acts and the agreement is executed. Based on our vehicle manufacturer commitments, they will work with us to deliver required new vehicles within 9-10 months from when the order is submitted.

If, however, any unknown circumstances prevent the manufacturers from meeting their commitments, alternative arrangements will need to be made until the situation is resolved. Thankfully WM maintains its local Laguna Beach fleet to the highest safety standards and is fully compliant with local and federal operating standards. Additionally, WM maintains the largest collection fleet in the industry (more than 32,000 vehicles) and has flexibility to draw on its regional resources to meet its service obligations until new vehicles are delivered.

A Mission to Near-Zero Fleet Emissions

For more than two decades, WM has operated the largest heavy-duty natural gas truck fleet in North America – today, more than half of our 18,927 collection vehicles run on clean natural gas, avoiding the use of millions of gallons of diesel fuel per year.

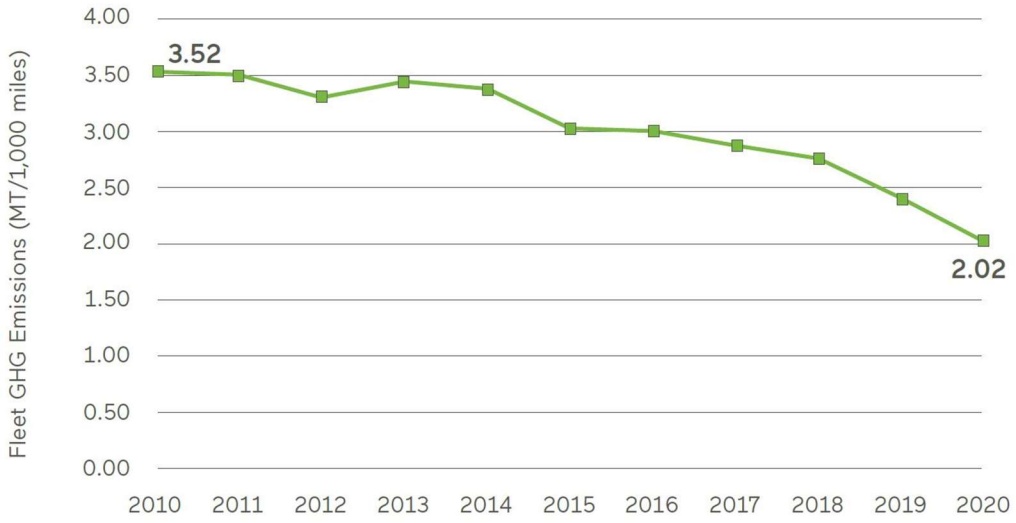
Our mission to near-zero fleet emissions began in 1990 when WM worked with our equipment manufacturers to develop trucks powered by natural gas. In 2007, we committed to reducing our fleet’s

carbon dioxide emissions by 15% by 2020 by transitioning to cleaner vehicles and fuels and minimizing the number of miles our trucks travel each day. As a result of these focused efforts, we achieved our goal in just four years – by 2011.

Now, we are setting our vision to greater heights. WM is working toward a science-based target to cut fleet emissions by 45% – against a 2010 baseline – by 2038. This includes an interim goal for 70% of our collection fleet to use compressed natural gas (CNG) engines by 2025, with 50% running on even cleaner renewable natural gas. We are well on our way to achieving this goal, having already reduced collection and support fleet emissions by 43%.

To achieve our ambitious goals, we have invested more than $3 billion in assets and infrastructure in fuel and routing technologies and moving forward we will invest nearly $400 million annually in near-zero-emissions trucks.

WM Collection and Support Fleet (GHG emissions per 1,000 miles driven)



By the end of 2020, for every 1,000 miles driven, we had reduced our collection and support fleet GHG emissions by 43%. We have achieved these reductions through logistical efficiencies, transitioning to natural gas vehicles, and increasing our use of renewable fuel.

Compressed Natural Gas Trucks Mean Cleaner, Greener, Quieter Collections

WM is proud to service Laguna Beach with an entire fleet of vehicles that run(s) on compressed natural gas (CNG). CNG is a fuel used in place of diesel gasoline that, when combusted, produces fewer undesirable gases than gasoline or diesel, resulting in improved air quality emissions.

CNG trucks emit nearly zero particulate emissions, reduce greenhouse gas (GHG) emissions by 15%, and cut smog-producing NOx emissions by 50% compared to the cleanest diesel trucks. In another effort to improve air quality, the engines automatically turn off after five minutes of idling to further reduce emissions and conserve fuel. CNG engines run much quieter than diesel trucks – many customers have commented that they cannot even hear our CNG trucks coming down the street.

For every diesel truck we replace with natural gas, we reduce our use of diesel fuel by an average of 8,000 gallons per year along with a reduction of 14 metric tons of GHG emissions per year - the equivalent of a 15% emissions reduction per truck.

While our “last generation” natural gas engine cuts smog-producing nitrogen oxide (NOx) emissions by up to 50% compared to the cleanest diesels, our new 2019 near zero emission natural gas engine (ISL-G “NZ”) is the cleanest heavy-duty engine ever certified by the California Air Resources Board (CARB) and the US Environmental Protection Agency (EPA).

WM helped pioneer this new engine with Cummins, and it now provides a 95% reduction in NOx emissions compared to the current 0.2 g NOx standard (EPA/CARB 2010) and a 94% reduction in NOx compared to the latest comparable diesel engine technology.

Furthermore, this new engine is already certified at 16% below the current GHG emission standard and is already 12% below the proposed 2027 standard**.** With an entire fleet of the new near zero emissions natural gas engine trucks, Laguna Beach will become the area leader in reducing GHG emissions.

A More Efficient Network

Beyond reducing tailpipe emissions, we also reduce the footprint of our fleet through proactive and constantly monitored routing to make sure that every WM vehicle completes its service route in as few miles as possible and maximizes efficiency based on traffic patterns and the location of disposal and processing facilities.

The premise of efficient logistics is simple: a more efficient route means fewer miles traveled, which translates into reduced fuel consumption and associated emissions. Since 2017, WM’s fleet has reduced miles driven by approximately 8.9 million miles annually. Optimizing routes not only reduces our environmental impact, it also increases the quality of our service: we miss fewer stops for our customers.

The chart below shows the fleet needed to efficiently operate all requested services in the City of Laguna Beach. All cots are listed in 2024 estimated dollars.

Vehicle Type	Manufacturer Truck/Body		Model Year	Route	Fuel Type	FTE Driver	Notes
	Truck	Body					
Side-Loader	Autocar	Amrep	2024	MSW/ Recycle	CNG	1	Driver is 50% Recycling and 50%MSW
Side-Loader	Autocar	Amrep	2024	MSW/ Recycle	CNG	1	Driver is 50% Recycling and 50%MSW
Side-Loader	Autocar	Amrep	2024	MSW/ Recycle	CNG	1	Driver is 50% Recycling and 50%MSW
Side-Loader	Autocar	Amrep	2024	MSW/ Recycle	CNG	1	Driver is 50% Recycling and 50%MSW
Side-Loader	Autocar	Amrep	2024	MSW/ Recycle	CNG	1	Driver is 50% Recycling and 50%MSW
Side-Loader	Autocar	Amrep	2024	MSW/ Recycle/ Organics	CNG	1	Driver is 33% split between MSW, Recycle & Organics

Side-Loader	Autocar	Amrep	2024	Organics	CNG	1	
Side-Loader - Burro	Autocar	Amrep	2024	MSW/ Recycle/ Organics	CNG	1	Driver is 33% split between MSW, Recycle & Organics
Side-Loader	Autocar	Amrep	2024	Commercial MSW Carts	CNG	1	
Front-Loader	Autocar	Amrep	2024	Commercial Trash	CNG	1	
Front-Loader	Autocar	Amrep	2024	Commercial Trash	CNG	1	
Front-Loader	Autocar	Amrep	2024	Commercial Trash	CNG	1	
Lightweight Front-Loader	Autocar	Amrep	2024	Commercial Recycling	CNG	1	
Front-Loader	Autocar	Amrep	2024	Commercial Organics	CNG	1	One truck/ driver services both carts and bins
Rear Loader EV	TBD	TBD	2024	Commercial Trash/ Recycling	EV	2	Both driver and Helper are 50% Recycling and 50% MSW
Roll-off	Autocar	Amrep	2024	All Commodities	CNG	1	
Roll-off	Autocar	Amrep	2024	All Commodities	CNG	1	
Stinger	F-350	FORD	2024	Pull Out Bins	GAS	1	
Flatbed	F450	FORD	2024	Bulky – E Waste	GAS	1	
RM-Truck	F-150	FORD	2024	Daily Observations	GAS	1	RM Truck is shared based on who needs to complete driver observations or Customer issues.

Sample Vehicle Appearance





This Proposal Form 8 will become Attachment F-1 to the final Agreement.



PROPOSAL FORM 9: PLAN TO PROVIDE LIGHT-WEIGHT COLLECTION VEHICLE

A lightweight Front End Loader (FEL) is a very unique vehicle. To maximize payload and provide the intended benefits of greater mobility with less impact requires a careful balance between wheelbase, push axle placement and body length. The much larger hopper required for an FEL versus an Automatic Side Loader (ASL) makes ensuring adequate body size more of a challenge. Additionally, with fewer tires on the ground, the lightweight unit could be heavier per tire than a standard unit and potentially negate the intended benefit.

For this reason, WM would want to work very closely with the City to ensure the vehicle provided both meets the intended benefit and can efficiently service the intended area. We have a very strong relationship with our suppliers that would allow us to present a variety of options for this specific vehicle to ensure we meet the City's expectations.

WM proposes to build a lightweight two-axle plus pusher configuration FEL truck to service commercial recycling in the downtown area. The custom built FEL would have the same chassis weight difference as an ASL except with a shorter body section. Although the exact productivity metrics are not known, the proposed vehicle is likely to perform 75% of the number of stops a standard FEL would provide and would have a similar drivetrain and fuel demand as a standard truck. The included charts detail this tradeoff between an ASL and an FEL:

Unit	Bridge Weight	Tare	Payload	
Standard ASL	57500	35760	21740	Actual Values
Mini ASL	50500	31200	19300	Actual Values
		-4,560		

Standard FEL	57500	38320	19180	Actual Values
Proposed FEL	50500	33760	16740	Estimated Values
		-4,560		

As our proposed lightweight truck would have a similar drivetrain and fuel demand as a standard truck, the fuel savings are very minimal. The estimated cost savings for the deployment of a lightweight vehicle is approximately $50,000 in Capital Procurement Savings. (Cummins ISLG CNG Engine).



THE CUSTOM-BUILT LIGHT-WEIGHT VEHICLE WM WILL PROCURE WILL HAVE THE SAME BODY AS THE ASL IN THE PHOTO SHOWN ABOVE WITH FRONT END LOADER EQUIPMENT

This Proposal Form 9 will become Attachment F-2 to the final Agreement.



PROPOSAL FORM 10: ELECTRIC COLLECTION VEHICLE TO BE FURNISHED

Battery Electric Single Pass Rear Loader Collection Vehicle to be Provided

Provide the following information regarding the proposed use of an electric vehicle in the City, the proposed vehicle itself, and the proposed charging station infrastructure:

WM's EV Experience

For three decades, WM has been a pioneer in the use of alternative fuels and advanced transportation technologies to reduce Greenhouse Gas (GHG) emissions in our operations, including our fleet. While not a new technology, electric vehicle (EV) use in the waste/recycling industry has recently been receiving increasing attention.

As the largest Class 8 Natural Gas fleet in the World, WM is the undisputed leader in the development and implementation of technology in this industry. We fully expect the same leadership position to be realized in the EV market, and that leadership involves an intense methodical and realistic approach that does not drive short term promises, but rather long term and sustainable industry-changing innovation.

WM has become an active partner in the research, development and testing of EV collection units with multiple manufacturers such as Autocar, Paccar (Peterbilt), Daimler (Freightliner), Mack, BYD, Battle, Lion and others. In fact, WM began testing an EV manufactured by Peterbilt in September of 2020, with two additional pilots in 2022, and are piloting a broad range of technologies to continue to move our industry towards the lowest emission impact possible. As a testament of our push to electrify our fleet, WM has ordered nearly 200 Ford E150's and has begun incorporating EV's into our operations with two already in use for equipment delivery in the Seattle area.

Proposed Vehicle Specifications and Information

Due to the depth and multitude of our ongoing testing and research being done across the country, we believe it would unnecessarily confine our options to specify a unit type at this time and request that the City allow WM to select the best suitable option at the time of the award. However, in order to be responsive to the City's request, WM commits to providing a split-body Peterbilt 220 EV for downtown cart collection by July 2024 with the allowable 1-year extension as set forth in Article 8.03.C. of the draft agreement.

The Peterbilt 220EV is a light-duty vehicle originally intended for pickup and delivery, regional haul, and food and beverage applications. Based on our current test study of this chassis in San Diego, we believe this model would be uniquely suited to service the tight downtown areas of Laguna Beach.

The proposed split-body installed on the Peterbilt 220 will be a Labrie unit equipped with compaction and lid-flipping capabilities. Our projected unit will likely have a 25-yard capacity with a 60/40 split between recycling and trash, and a projected battery storage capacity around the 325kwh range. Drive time for this unit is currently unknown, but our proposed unit would be expected to perform as well or better than our test pilot of a BYD Automotive EV ASL that completes as many as 90 miles and 1200 stops in one charge.

Proposed Charging Station Specs & Information

Make/ Model Charging Station	The proposed make and model of charging station being used in our BYD Automotive test pilot is made by Rhombus Energy Solutions.
# of Charging Terminals Available	The current costs factored are for one charging station for a singular terminal for the sole use of the WM truck servicing Laguna Beach.

EV Costing Analysis

EV operating costs are negligibly lower due to the absence of engine maintenance; however, the long-term operating costs are still unknown as the life and wear rates of batteries and motors in our environment have never been tested. To better understand the metrics of operating an EV in Laguna Beach, WM is scheduled to move our pilot of an EV ASL to Laguna Beach in the near future, ahead of the start date of the next contract.

Grant Funding

WM has identified EnergIIZE Commercial Vehicles (Energy Infrastructure Incentives for Zero-Emission Commercial Vehicles) as potential grant funding. As the nation's first commercial vehicle fleet infrastructure incentive project funded by the California Energy Commission's Clean Transportation Program and implemented by CALSTART, EnergIIZE provides incentives for zero-emission vehicle (ZEV) infrastructure equipment for medium- and heavy-duty battery electric and hydrogen fuel cell vehicles in California. The project provides a user-friendly and streamlined process for participation by breaking down infrastructure deployment barriers through targeted incentives and specialized assistance. WM intends to explore all potential grant funding available through EnergIIZE. And any other grants found at the time of contract award.

Capital Cost of Procuring an Electric Refuse Collection Vehicle

Equipment	Approx. Price
Chassis/ Cab	$550,000
Body	$165,000
Permitting/ Installing Charging Station	$82,000

Projected Procurement Timelines

Electric Vehicle	18-24 Months
Permitting and Installing the Charging Station	18-24 Months

Contingency Planning

WM is making every effort to secure the requested electric vehicle prior to July 1, 2024 without setting unrealistic expectations. As such, we commit to being accountable, honest, and ethical when proposing the procurement of an EV. As soon as the Council acts and the agreement is executed, we will select the highest performing vehicle being piloted in other WM programs and submit an order with the chosen manufacture. The current fulfillment time is between 18-24 months but given that WM has been working closely with several manufactures to develop the technology, we are hopeful for a faster delivery. If, however, circumstances prevent the manufacturers from meeting their fulfillment commitments, or if the electric collection vehicle becomes non-operational once fulfilled, WM intends to use two ASL vehicles to collect commercial carts until the EV is receive or restored.

As your current hauler, WM already has a fully compliant fleet designed for Laguna Beach and the industry's largest fleet (more than 32,000 vehicles) to draw on if need be.

This Proposal Form 10 will become Attachment F-3 to the final Agreement.



PROPOSAL FORM 12: NUMBERS AND TYPES OF CONTAINERS TO BE FURNISHED

Proposer shall describe the manufacturer, dimensions, and colors of the containers that it will provide to all customers within the City on or before July 1, 2024. Fill in the tables below showing the numbers, types, and unit price for all proposed containers. The background section of the RFP includes current container inventories. Depending upon the cart manufacturer proposed to be used, cart sizes may vary from those shown in the following tables by plus or minus 10%. However, the largest residential cart shall not exceed 95 gallons in size due to space constraints in some residential areas of the City.

WM & Rehrig Teaming Up to Close the Recycling Loop in Laguna Beach

As part of one of our largest product commitments ever, WM and Rehrig Pacific have teamed to offer collection carts manufactured with mixed rigid plastics collected from curbside recycling programs like Laguna Beach's.



Rehrig Pacific's Bulky Rigid Cart contains 10 percent bulky rigid plastics and up to 40 percent post-consumer recycled content-other plastics also collected from curbside recycling programs. Each year, Rerig Pacific uses 60 million pounds of recycled post-consumer plastic that is diverted from the waste stream.

Even with the high recycled content, Bulky Rigid Carts hold up to WM's high product integrity and reliability testing standards and carry 10-year manufacture warranty.

WM is prioritizing the purchase of the Bulky Rigid cart as part of our efforts to expand market demand for resins and improve plastic recycling in North America.

Utilizing the cart, Laguna Beach can be a sustainability leader by being among the first communities to create a closed loop with carts produced from consumer materials.

Cart Sustainability

It only makes sense that he carts we provide Laguna Beach for the collection of trash and recyclables should be produced in an environmentally responsible manner without compromising durability, convenience, and quality. When selecting Rehrig as our proposed cart manufacture for Laguna Beach, we considered the following environmental benefits:

- **Environmentally Friendly Manufacturing":** Rerig carts are injection molded and manufactured in Southern California using thermoplastic resin. This allows the recyclability and reuse of any unused plastic and/ or scraps. This reclaimed plastic can be melted down and reground for use in the manufacturing of new containers without compromising the structural integrity of the cart. This eliminates waste in the molding process and diverts waste from the landfill.
- **End-of-Life Cart Recovery and Recycling:** The thermoplastic resin used to make Rehrig carts is recyclable at the end of the cart's useful life. This allows our cart manufacturer to create a closed loop system - reclaiming and recycling products at the end of their lifecycle for reuse in the production of new products.

Proposed Carts for Laguna Beach	
Capacity	35 Gallon
Model	Bulky Rigid Cart
Height	38.50"
Width	18.50"
Depth	24.10"
Load Rating	122.5 pounds
Trailer Quantity	10 high/1,260 per truckload
Sustainability	Produced with 10 percent bulky rigid recycled plastics and up to 40 percent post-consumer recycled content
Available Colors	Solid SB 1383 Compliant Colored body & lid



Proposed Carts for Laguna Beach	
Capacity	65 Gallon
Model	Bulky Rigid Cart
Height	43.6”
Width	26.5”
Depth	27”
Load Rating	227.5 pounds
Trailer Quantity	13 high/936 per truckload
Sustainability	Produced with 10 percent bulky rigid recycled plastics and up to 40 percent post-consumer recycled content
Available Colors	Solid SB 1383 Compliant Colored body & lid



Proposed Carts for Laguna Beach	
Capacity	95 Gallon
Model	Bulky Rigid Cart
Height	43.5”
Width	29.2”
Depth	33.3”
Load Rating	332.5 pounds
Trailer Quantity	13 high/702 per truckload
Sustainability	Produced with 10 percent bulky rigid recycled plastics and up to 40 percent post-consumer recycled content
Available Colors	Solid SB 1383 Compliant Colored body & lid



Cart Specifications

WM will provide new wheeled carts meeting Laguna Beach’s specifications with three industry -standard sizes (35-, 65-, and 95-gallons) to accommodate customer needs and storage constraints. In conformance with the requirements on SB 1383, each cart will be hot stamped with identification information, usage instructions and feature a standardized solid color body and lid as requested by the City (black for trash, blue for recycling, green for organics, brown for food waste).

Cleaning and Repairs

While extremely durable, containers may occasionally need repairs or cleaning. In these cases, WM will continue to maintain an ample supply of carts and bins on hand to ensure damaged or dirty containers are swapped out with new or refurbished replacements. Container cleanings and repairs will take at one of WM’s container maintenance facilities to ensure WM’s high quality standards and environmental protocols.

Container Labeling

WM’s customer research shows that providing regular prompts or messages at the point of disposal are among the most effective ways to help residents recycle right and avoid contamination. Our hot stamps graphics and labels are an important tool in our Recycle Right education program - they use images to

clearly show what materials are acceptable to recycle and which materials should go in the trash. Text is in both English and Spanish.

RFID Technology

Rehrig carts can be equipped with RFID tags that collect and track customer account information using Near Field Communication technology and provide RFID service verification.

What is RFID service verification for solid waste collection vehicles?

RFID service verification provides the hauler with real-time data showing when each container is actually tipped into the hopper of the truck. Unlike other GPS systems that track the truck progress on route, a RFID tracking system actually verifies that a cart was tipped and serviced. If the truck's GPS says it went by the address, there still isn't proof that the container was actually tipped.

Where is the RFID tag located and how is each cart identified?

An RFID tag can be installed inside of the handle of a residential roll-out cart at the point of manufacture to protect it from the natural outdoor elements. The RFID tag assigns a unique identifying value sorted in a dataset. The RFID tag value is married to the cart's serial number at the point of manufacture. The cart manufacturer will supply a dataset (manufacturing run) of all cart serial numbers and matching RFID tag values within the cart (which are not visible). These values are associated to the collection location account number at the time of delivery along with creating a GEO fence around collection location. If at any point during the process, the data is corrupted, values are assigned incorrectly or associated to the wrong location the entire system can fail.

How does the truck read the RFID tag?

RFID tags embedded within the carts can be read by an RFID reader mounted inside of (or in close proximity to) the solid waste collection hopper. The reading range should be set to read the RFID tag within a range of 5-10 feet of the hopper so that when the cart is tipped with an automated side loader the tag comes in close proximity to the reader and is recorded. The purpose of mounting the reader near the hopper is so that the reader cannot pick up any misreads while driving by containers on the street that are not actually being dumped into the truck. If the reading range is set too broadly the reader will pick up values that are not accurate. In addition to the technology in the reader, the system utilizes the truck's camera system and GPS connections to ensure the correct container is being serviced.

How do you keep up with the ongoing database management?

With all the technology used to make the system work, it all starts and ends with the management of the containers. The largest and most experience collection companies in the world have experienced servicing collection routes, but without the direct knowledge of RFID systems and dedication to managing the inventory, the system won't work. Every single cart must be electronically recorded at a specific account/address. The hauler must maintain an accurate database knowing exactly which cart is located at which address, otherwise the system is useless. If the hauler replaces/swaps a cart on the street and doesn't re-associate that new cart with the account/address, the RFID tracking is pointless. The minute

one account is not accurate, the entire dataset might as well be thrown out. This means that RFID tracking technology is only valuable if there are very strict container management processes and practices in place, which can be costly and time-consuming.

This why WM has chosen to partner with Can DO! Services. Not only does Can DO! Services have 12+ years of service in Laguna Beach but it has 25+ years of experience in container management and all inventory management systems, including RFID systems. With Can DO! as a partner, WM can concentrate on the collection of the material while Can DO! focuses on the containers. Can DO! is guarantying the 100% accuracy of the containers system ensure both WM, and especially the City of Laguna Beach, receives the highest level of service.

Bin Specifications

Like carts, WM will provide metal bins as described in the request for proposal in 5 industry standard sizes (1.5-, 2-, 3-, 4-, 6-cubic yards) with all but 6 cubic yard bins on casters for ease of relocation for service. In conformance with the requirements of SB 1383, each bin will be labeled with identification information and usage instructions and feature a standardized (black for trash, blue for recycling, green for organics, brown for food waste) color scheme. To accommodate the space constraints of Laguna Beach WM will also offer split recycling and trash bins.

Roll-off Specifications

Finally, WM will provide metal roll-off containers in four industry-standard sizes (10-, 20-, 30-, 40-cubic yards). Roll-off containers will also be labeled, and color coded in compliance with SB 1383.

Included below are the quantity of carts we anticipate for each line of business and their corresponding unit price for a fully new inventory. Upon request, WM is prepared to provide additional information to detail the environmental benefit and potential cost savings associated with repurposing select existing inventory.

MSW, Recycling, and Organics Containers for Residential Premises

MSW Containers	***Quantity***	***Unit Price***
35-gallon wheeled cart with hinged lid	1,246	$46.36
65-gallon wheeled cart with hinged lid	3,546	$55.99
95-gallon wheeled cart with hinged lid	7,202	$62.23
Recycling	***Quantity***	***Unit Price***
35-gallon wheeled cart with hinged lid	1,175	$46.36
65-gallon wheeled cart with hinged lid	3,388	$55.99
95-gallon wheeled cart with hinged lid	6,417	$62.23

Organics	***Quantity***	***Unit Price***
35-gallon wheeled cart with hinged lid	892	$46.36
65-gallon wheeled cart with hinged lid	2,153	$55.99
95-gallon wheeled cart with hinged lid	8,420	$62.23

MSW, Recycling, and Organics Containers for Multi Family & Commercial Premises

MSW	***Quantity***	***Unit Price***
35-gallon wheeled cart with hinged lid	0	$46.36
65-gallon wheeled cart with hinged lid	24	$55.99
95-gallon wheeled cart with hinged lid	490	$62.23
Recycling	***Quantity***	***Unit Price***
35-gallon wheeled cart with hinged lid	5	$46.36
65-gallon wheeled cart with hinged lid	76	$55.99
95-gallon wheeled cart with hinged lid	593	$62.23
Organics Containers	***Quantity***	***Unit Price***
35-gallon wheeled cart with hinged lid	162	$46.36
65-gallon wheeled cart with hinged lid	248	$55.99

MSW Containers for Multi Family & Commercial Premises

MSW Containers	***Quantity***	***Unit Price***
1-cubic yard bin	8	$570.73
1.5-cubic yard bin	0	$637.53
2-cubic yard bin	28	$698.83
Split 2-cubic yard bin*	0	$737.53
3-cubic yard bin	292	$784.69

Split 3-cubic yard bin*	17	$837.53
4-cubic yard bin	51	$878.15
Split 4-cubic yard bin*	0	$937.53
6-cubic yard bin	0	$1,202.11
Split 6 cubic yard bin*	On Demand	$1,302.11
10-cubic yard roll-off	7	$4,723.61
20-cubic yard roll-off	2	$5,517.73
30-cubic yard roll-off	5	$6,635.10
40-cubic yard roll-off	10	$7,377.49

*Number of split bins ***only*** in the MSW table to avoid double counting.

Recycling Containers for Multi Family & Commercial Premises

Recycling Containers	***Quantity***	***Unit Price***
1-cubic yard bin	4	$570.73
1.5-cubic yard bin	16	$637.53
2-cubic yard bin	15	$698.83
3-cubic yard bin	117	$784.69
4-cubic yard bin	18	$878.15
6-cubic yard bin	0	$1,202.11
10-cubic yard roll-off	7	$4,723.61
20-cubic yard roll-off	2	$5,517.73
30-cubic yard roll-off	4	$6,635.10
40-cubic yard roll-off	10	$7,377.49

Organics Containers for Multi Family & Commercial Premises

Organics Containers	***Quantity***	***Unit Price***
1-cubic yard bin	0	$570.73
1.5-cubic yard bin	0	$637.53
2-cubic yard bin	4	$698.83

Compactors Containers for Multi Family & Commercial Premises

Compactors	***Quantity***	***Unit Price***
1-cubic yard bin	On Demand	$2,570.73
1.5-cubic yard bin	On Demand	$637.53
2-cubic yard bin	On Demand	$698.83
3-cubic yard bin	On Demand	$784.69



PROPOSAL FORM 13: IMPLEMENTATION PLAN

Stress-Free Implementation

Throughout our partnership with Laguna Beach, we have shown our dedication to continuous improvement – better processes, more efficient procedures, and investments in technologies that enhance our collection capabilities and customer service. Transitioning service providers would require rebuilding an already successful program from the ground up.

With all service requirements already in place, our team is able to concentrate on delivering dependable collection and enhancing your residents' experience from the moment the contract is awarded. Our team's experience in the City is unparalleled and we would provide the least disruption to customers during the transition to the new Agreement.

The benefits to your City for continuing to work with WM are quantifiable and significant. We offer:

Invaluable experience

Our experienced drivers know every road and customer in your community. We leverage lessons learned to offer proven public education and outreach strategies for communicating available services, resources, and maximizing customer participation.

Existing relationships

Over the years, WM staff members have worked hard to become a trusted community partner. We have built meaningful relationships with City staff, your customers, and local groups and organizations. We will continue to collaborate with these partners to advance service offerings, problem solve, innovate, and support the vitality of the Laguna Beach community.

A commitment to continuous improvement

Even as your longtime partner, we recognize that your community needs a customized plan. We value the fact that Laguna Beach is different and has specific service requirements and goals. We have learned that taking the time to ask questions, listen, and appreciate unique customer needs results in seamless service, even in one of the most challenging cities to service. The goal of our implementation plan is to overcome hurdles before they become challenges.

At WM, we take a multi-step collaborative approach in both the preparation and execution of new agreements, involving City staff, and our customers. Consistent communication is key and at each step we will schedule regular meetings dedicated to information sharing.

We will approach implementation in five steps: 1. Preparation and Planning, 2. Connecting with Customers, 3. New Services Rollout, 4. Service Delivery Optimization (SDO) and 5. Implementation Completion.

STEP 1: Preparations and Planning

Up to 12 Months Before Service Start

Immediately following the award of the franchise, WM's internal Laguna Beach team will meet weekly. At the onset, these meetings will include our regional team of experts. As the contract start date approaches, the local district operations team will meet daily to review the most critical components of service delivery.

Our team is committed to keeping Laguna Beach informed of our implementation progress, and we will ask for your feedback as we customize our implementation efforts to reflect the needs of your community. For example, if a proposed communication or outreach method is not working or does not make sense, we are not afraid to scratch the idea and discuss an alternative. We propose meeting with Laguna Beach staff regularly to review key implementation milestones, our progress, and any proposed changes. We can start with monthly meetings initially, and increase the frequency, if needed.

Customer-Direct Bill Planning

Accurate service and contact information will allow all aspects of our customers' experiences to go smoothly – from hassle-free collections to timely delivery of educational and service information. WM will work with City to coordinate an initial transfer and periodic updates of residential customer data throughout the implementation period.

Customer data accuracy can make or break an implementation and sometimes even as the incumbent, accurate data is limited. If our data is incomplete, we will utilize our internal Geographic Information System (GIS) and information technology teams to build a new customer database. As outlined in the Agreement we will also work with the local Postmaster to validate customer addresses. Data will then be scrubbed for inaccuracies, duplications, and inconsistencies prior to being loaded into our customer service database, Mid-America Systems (MAS). These efforts will confirm that we have included all customers in our database and that we can provide accurate service reporting to Laguna Beach. Once loaded into MAS, each account will receive a unique WM account number and accounts will "go live" on the contract start date.

Prior to July 1, 2024, we will also work with Laguna Beach to establish ongoing data transfer, service reporting, and City-billing protocols. Each WM account number will be linked to individual customer account numbers. This will allow future data transfers and account queries to occur seamlessly between Laguna Beach, our customers, and WM.

WM will utilize our vast experience with transitioning our customers from a city-based billing system to our dynamic and customer-friendly direct-billed system. We have successfully transitioned many cities in our local market area through detailed planning, expert-level project management team members,

collaborative public outreach campaigns, and internal preparedness for a seamless customer experience through the process.

Our most recent billing transitions include the cities of Oceanside, Chino Hills, Beaumont, Banning, and San Dimas. Our experience with each of these cities places WM in a unique position to use a variety of strategies to ensure the transition is as smooth as possible for all Laguna Beach residents and businesses. The below table outlines the variety in size and scope of each of our recent transitions:

City	Residential Customers	Commercial Customers	Roll-Off Customers	Total
Oceanside	42,139	1,795	N/A	43,934
Chino Hills	19,997	247	62	20,306
Beaumont	15,962	477	92	16,531
Banning	11,008	472	72	11,552
San Dimas	9,706	N/A	N/A	9,706

Attached is a detailed transition plan with associated Action Items and timelines WM proposes in order to strategically complete the billing transition outlined in agreement.

Container Delivery Planning

To prepare for the transition to new SB 1383 compliant containers, WM will pull an updated listing of service levels by Commercial account or City facility to account for all current container needs. Once received, WM will use the data to place new container orders.

Electric Vehicle (EV) and Charging Station Procurement

Immediately after the award of the contract, our Area Fleet Director Frank Guercio, will meet with the larger WM network of Area Fleet Directors to determine which of the various EV models currently being piloted has the most ideal performance metrics for use in Laguna Beach. Once selected, WM will place an order and inform the City of the manufactures current lead time .

Fleet Fulfillment

To ensure WM is prepared and ready to service on July 1, 2024, new orders for the entire fleet of CNG trucks needed to service the City will be placed. WM will also work with the larger Sothern California Fleet Management team to coordinate efficient licensing, painting, and storage of the vehicles as they arrive.

Route Development

WM will build Laguna Beach's routes to accommodate new services and changes to collection frequencies while taking into account current routing to minimize changes. All WM routes are developed using our proprietary routing software, eRouteLogistics®, to minimize customer impact and maximize safety and efficiency. New routes will be street-tested and adjusted by our route managers prior to finalization.

If new WM routes require collection day changes, we will inform customers of their new collection day or schedule via direct mail and out-dial reminders .

Onboard Tablets Eliminate Learning Curve

Each collection truck will be equipped with onboard tablets that display the driver's exact route, all scheduled collections, and relevant account notes such as container placement. The tablets include GPS technology that allows drivers to capture route data in real-time.

Collection statuses minimize the opportunity for missed collections and provide CSRs with near-real-time field data to assist with customer inquiries.

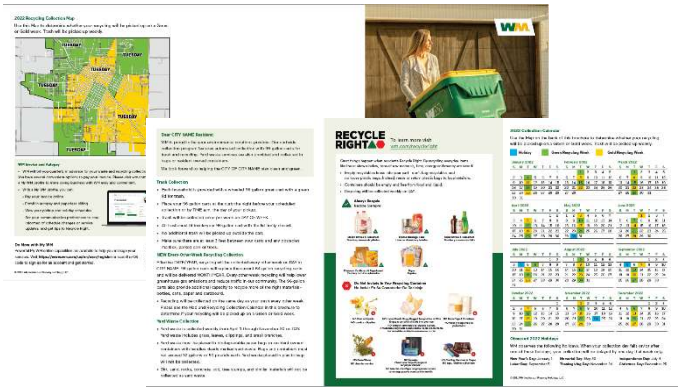
STEP 2: Connecting with Customers: Outreach and Education

Up to 6 Months Before Service Start

As the incumbent provider, WM already maintains a healthy relationship with various community groups. Under this proposal, WM would leverage key community events to launch our engagement efforts. Our community Sustainability and Compliance Representative Muyisa Kasomo, a Laguna Beach Chamber Ambassador, will meet with businesses, residents, community groups and school classes and clubs to provide workshops on recycling best practices.

Outreach and Education Collateral

To support our outreach and education programs in Laguna Beach, WM will utilize PM Design Group as well as our internal marketing and communication team to create customized collateral. All collateral will comply with contractual requirements and present service information in a clear, engaging format for all customer types. Beginning six months prior to the start of new services, Muyisa will coordinate with City staff to obtain approval for all necessary customer collateral.



Local Website

WM has already established a local website for Laguna Beach within its wm.com website. The site shall serve as a centralized resource for service implementation information and recycling resources. Once the transition to customer-direct billing is underway, residential customers will be able to review service offerings, live chat with customer service representatives, request services via self-service options, and check and modify current service offerings.

STEP 3: New Services Rollout

Up to 90 Days Before Service Start

The service rollout is twofold: Addressing the scope of service changes with existing residential and multifamily customers and onboarding commercial business customers to the new required programs.

Direct- Mail Customer Outreach

In accordance with the agreement, WM will send several direct-mail pieces to residential customers containing information on updated services and amenities, container options, rate structure, and collection schedule. Commercial customers will also receive direct-mail literature that includes their updated services and amenities, container options, rate structure, and collection schedule.

Social Media & News Articles

WM will utilize local news outlets and social media to promote and educate residents on key service changes, program enhancements, and customer-direct billing. WM will prepare and provide the City with social media post to be shared regularly in preparation for the start of the new agreement.



Residential Container Delivery

With extensive transition experience in other areas, WM knows how to deploy the right number of resources to deliver and remove residential and multifamily carts and bins. WM will prepare a container delivery and removal schedule for approval by the City. The schedule shall be shared via social media and the City website to ensure all customers have visibility of the timeline. Residential and multifamily customers shall have their carts delivered on their service day to allow for existing carts to be serviced and removed.

Commercial and City Facility Container Delivery

For commercial customer and City facilities, container transitions are planned to begin thirty (30) days before services commence. WM will use a similar approach to validate and transition carts, bins, and roll-off containers at City facilities.

STEP 4: Implementation & Service Delivery Optimization (SDO)

Within the First 90 Days After Service Start

During the first ninety days, WM will work toward Service Delivery Optimization (SDO), which is focused on adjusting routing, service levels, container sizes and quantities to meet customer needs or observed benefit to service delivery. For WM-initiated adjustments, route managers and operations specialists will

attempt to engage with the customer on the day of service. WM will also hold daily check-ins with assigned City staff.

Contingency Planning

Our longstanding supplier relationships, smart technologies, and our regional network of equipment and personnel make it possible to carry on with collections should a delay or unexpected event occur during a new contract implementation. Key contingency plans address:

- **Staffing.** Additional route management staff will be brought in from surrounding districts to provide in-field support during our implementation period. Additionally, our staffing plan will include additional personnel to fill in for employees who are sick, on vacation, in training, or to provide extra help due to spikes in collection volume.
- **Collection Vehicles.** Laguna Beach collection vehicles will be delivered to our maintenance shop at least 30 days prior to our contract implementation so that they can be inspected and prepared for service. Each of our districts across the nation maintains a spare ratio of 15 percent, allowing us to draw from our existing fleet of backup collection vehicles if needed.
- **Cart and Containers.** We build in a 30-day buffer between when equipment begins to arrive and when we start customer deliveries. Our selected suppliers have multiple manufacturing locations and our order can be reassigned to a backup facility should the primary production facility experience a delay. Additionally, we will stock a surplus of carts and containers during the implementation period to accommodate a spike in new customer sign-ups or service level shifts.
- **Customer Service.** Our online customer database, Green Pages, is accessible to our CSRs across the nation, enabling us to enlist backup support from other regional centers in the event we receive a major spike in call volume for any reason, at any time.

Cart and Container Deliveries

Each Laguna Beach residential customer will receive their new triple stream carts at least one week prior to their first scheduled collection day under the new contract. Beginning in March 2024, we will educate customers on the benefits of cart-based collection, available cart sizes, and key cart delivery dates. At this time, customers will also be notified of the final date they may request a change to their cart size and their options for disposing of existing carts, bins, or cans.

Similarly, each commercial customer will receive their new containers at least one week prior to their first scheduled collection day under the new contract. They will also receive outreach regarding the delivery of carts and containers as applicable, when to expect them and how to modify service levels.

Operationally, we take the following steps to ensure the proper cart(s) and container(s) are delivered to each customer:

- Acquire conveniently located cart delivery staging area(s) to maximize our ability to deliver all carts and containers in a timely fashion. In Laguna Beach's case, we recommend a temporary staging yard located at the City's newly acquired parking lot in South Laguna near the County Beach.

- We will produce and distribute an easy-to-read map for residents to confirm their scheduled delivery timeframe.
- Our commercial delivery schedule will coincide with customers' regularly scheduled collection day, and deliveries will occur no later than one week prior to their first scheduled collection.
- Upon delivery, staff will utilize a handheld scanner to log each cart's barcode or serial number with the exact delivery address. Our cart delivery partner provides a GPS location and timestamp associated with each scan, allowing us to verify that each cart is delivered on time and to the correct customer location.
- Any discrepancies in planned versus actual delivery will be noted by the delivery crew and resolved by route management.

STEP 5: Transition Completion: Assessment & Next Steps

After the First 90 Days After Service Start

Ongoing Service Delivery Management

Following the first ninety days of service, WM will move from service implementation to ongoing management and maintenance.

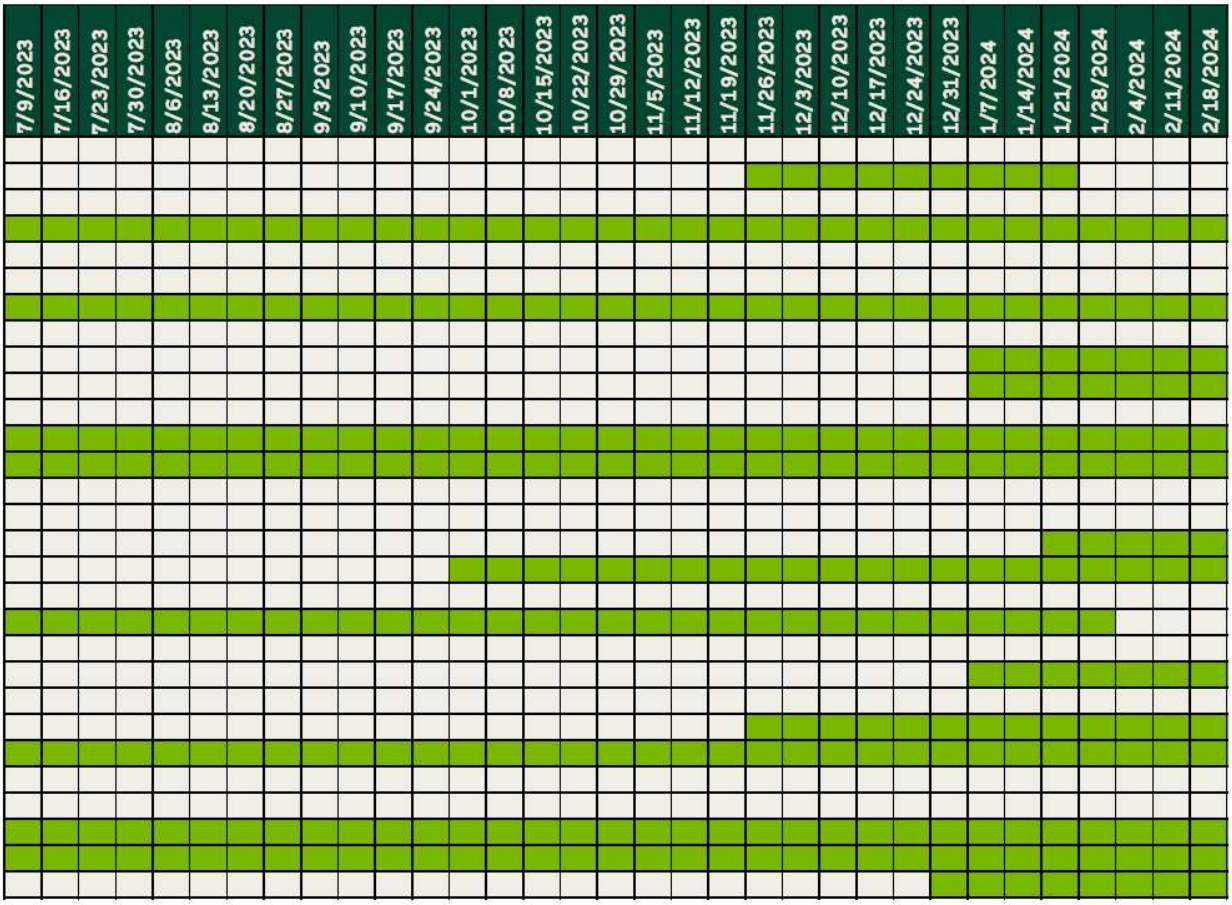
Assessment, Transition Report and Next Steps

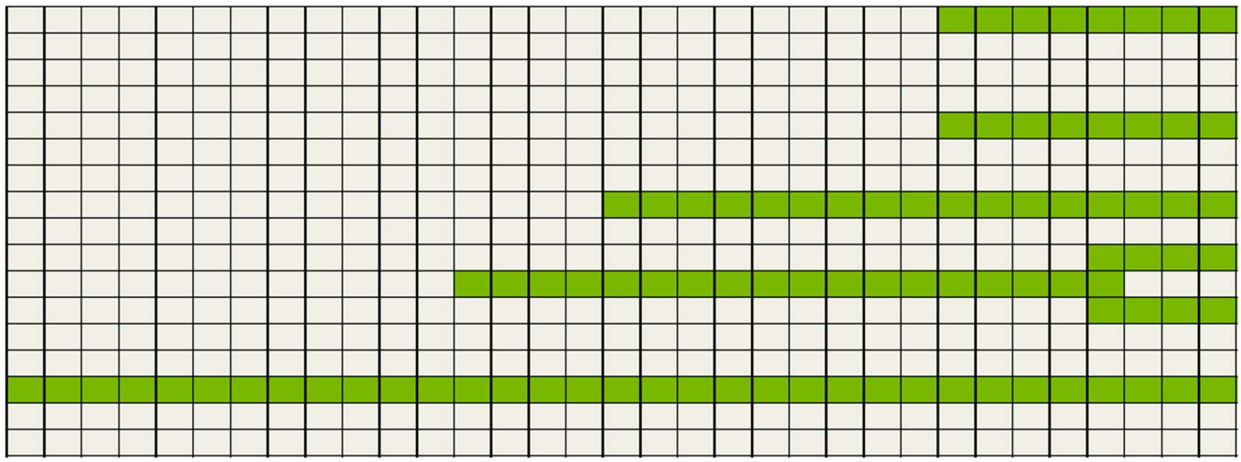
Following the conclusion of the implementation, Sustainability and Compliance Representative, Muyisa Kasomo, will meet with City staff to review and assess the transition process. At the City's discretion, WM can prepare a report and presentation covering the results of the transition, including final customer counts, containers delivered, assessments completed, diversion improvement opportunities identified. The presentation can also include a preview of new diversion programs to be rolled out throughout the first year of service.

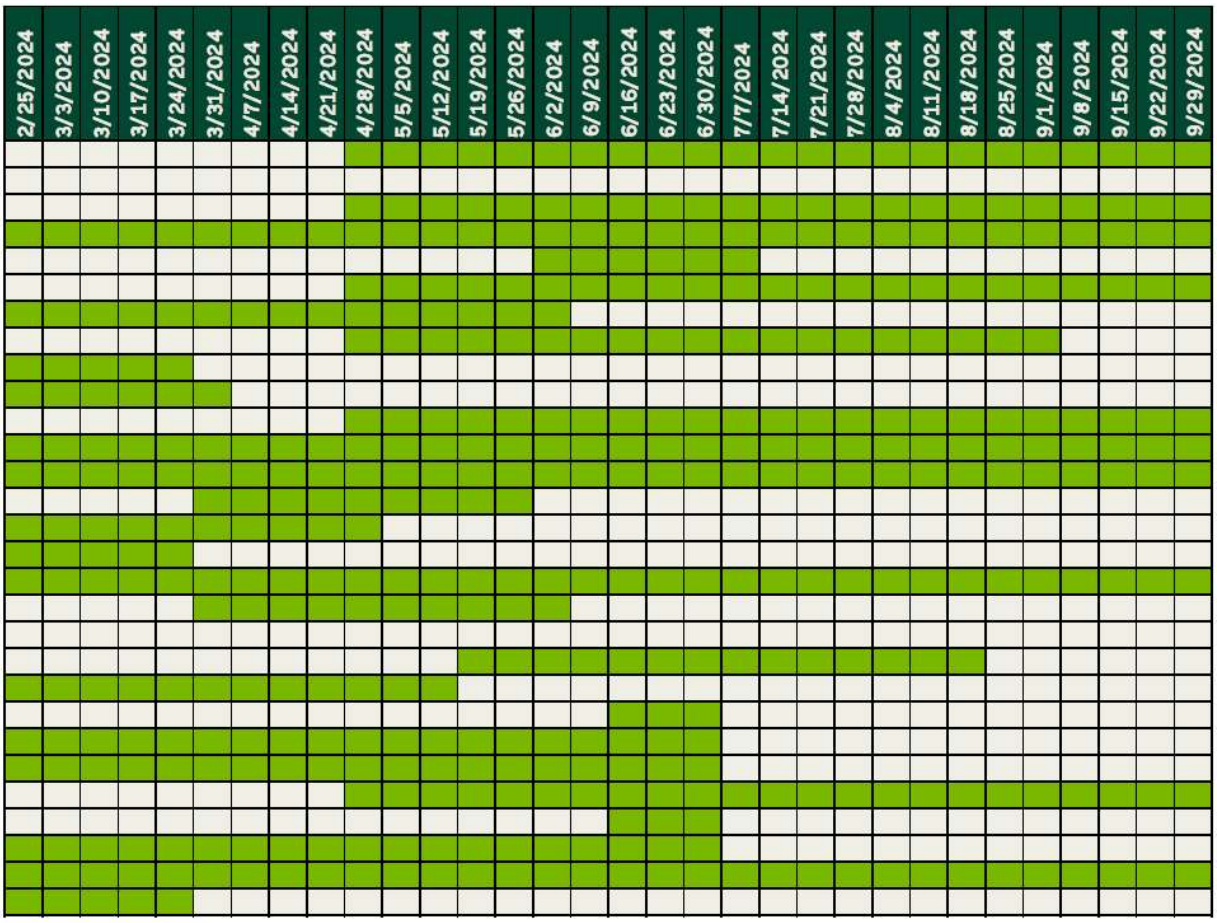
Implementation Plan

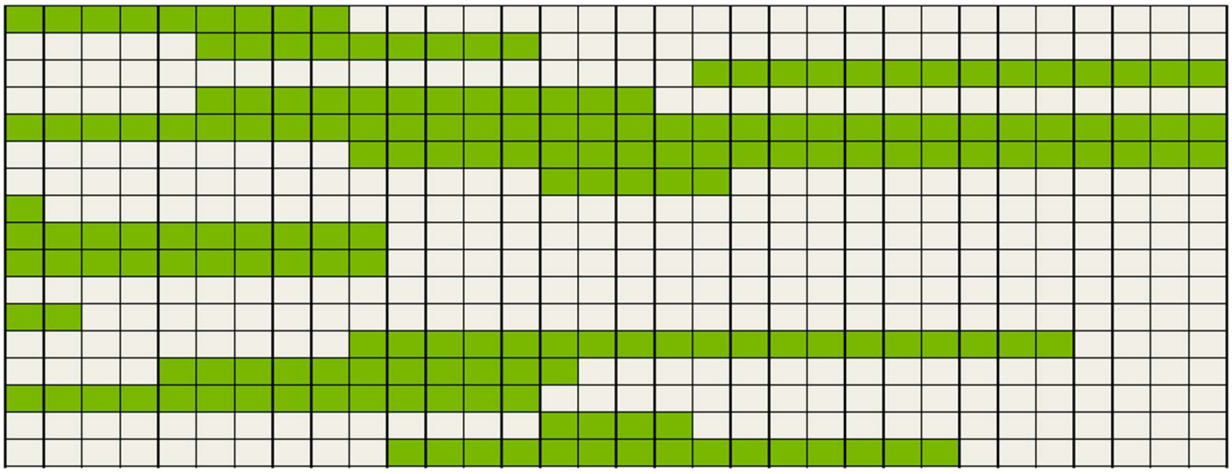
Task	Activity	Agency	4/2/2023	4/9/2023	4/16/2023	4/23/2022	4/30/2023	5/7/2023	5/14/2023	5/21/2023	5/28/2023	6/4/2023	6/11/2023	6/18/2023	6/25/2023	7/2/2023
1	AB 827 Commercial and Business Brochure	WM														
2	Analyze City Data (tax roll, carts, customer count)	WM + City														
3	Bin Sensor Brochures	WM														
4	Bin Sensor Procurement	WM														
5	Cart Disribution	WM														
6	Commercial and Business Brochure	WM + City														
7	Container Acquisition	WM														
8	Corrective Action Notice	WM + City														
9	Customer Cart Size Survey	WM														
10	Draft Bill Formats	WM														
11	Edible Food Donation Brochure	WM + City														
12	Electric Split Body Collection Vehical	WM														
13	EV Charging Station Instalation	WM														
14	Extra Cart Notification Mailer	WM + City														
15	First Direct-Mail Piece (Multi-Plex)	WM + City														
16	First Direct-Mail Piece (Residential)	WM + City														
17	Hire Recycling Coordinator	WM														
18	Initial Re-Routing – Residential Mailer	WM + City														
19	Initial Routing	WM														
20	Laguna Beach City News Articles	WM														
21	Licesnsing Trucks	WM														
22	List of Vehicles signed a dated	WM														
23	Mailing List Reconcilliation	WM														
24	MAS Audit of Residential & Commercial Accounts	WM														
25	Multi-Family Commercial Brochure	WM + City														
26	New Truck Decal	WM														
27	New Vehicle Acquisition	WM														
28	Plans/ Permits/ Grants for EV Charging Station	WM														
29	Re-Routing – Robo-call	WM														

30	Residential Recycling Guide (Draft)	WM																											
31	Residential Recycling Guide (Final)	WM + City																											
32	Residential Services Audit	WM																											
33	RFID Reader Truck Instalation	WM																											
34	SB 1383 Commercial and Business Brochure	WM + City																											
35	SB 1383 Commercial Food Scraps Brochure	WM + City																											
36	SB 1383 Compliant Cart Replacement	WM + City																											
37	Second Direct-Mail Piece (Multi-Plex)	WM + City																											
38	Second Direct-Mail Piece (Residential)	WM + City																											
39	Services & Maximum Rates Brochure	WM + City																											
40	Social Media Plan (Draft)	WM																											
41	Social Media Plan (Final)	WM + City																											
42	Special Events Brochure	WM + City																											
44	Telephone System Test	WM																											
45	Truck Acquisition	WM																											
46	Truck Painting	WM																											
47	Waste DiversionSocial Media Posts	WM + City																											






2/25/2024
3/3/2024
3/10/2024
3/17/2024
3/24/2024
3/31/2024
4/7/2024
4/14/2024
4/21/2024
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6/16/2024
6/23/2024
6/30/2024
7/7/2024
7/14/2024
7/21/2024
7/28/2024
8/4/2024
8/11/2024
8/18/2024
8/25/2024
9/1/2024
9/8/2024
9/15/2024
9/22/2024
9/29/2024



City of Laguna Beach

2023-24 BILLING TRANSITION SCHEDULE -

**dates subject to change upon establishing Effective Date*

Row #	Description	Status	Sep-23	Oct-23	Nov-23	Dec-23	Jan-24	Feb-24	Mar-24	Apr-24	May-24	Jun-24	Jul-24
Billing transition													
1	City and WM to confer/agree on process timing												
2	WM to assign Transition team												
3	City to assign Transition team												
4	Kick-off meeting with both transition teams to review plan and schedule												
5	City to download billing data and provide to WM												
6	WM to work with local Post Master												
7	WM to analyze data and provide feedback to City on any missing data												
8	WM to reconcile billing data vs. service data												
9	WM perform site checks and verification of service levels at accounts where discrepancies are noted between City billing and WM												
10	WM to update system following field audits and site checks												
11	WM to schedule transition according to City billing cycles (if applicable)												
12	WM-provided City webpage draft review to City												
13	WM-provided City webpage feedback from City and finalize												
14	City webpage go-live												
15	City/WM meeting to discuss website and Knowledge updates												
16	WM to provide draft updates to Knowledge and website												
17	City to review draft updates to Knowledge and website and provide feedback												
18	WM to update webpage and Knowledge												
19	WM to draft general information/reminder flyer #1												
20	City to review general information/reminder flyer #1 and provide feedback												
21	WM to finalize general information/reminder flyer #1												
22	WM to distribute general information flyer #1												
23	WM to submit Social Media Plan												
24	City to review Social Media Plan and provide feedback												
25	WM to submit final Social Media Plan for approval												
26	WM Social Media Campaign												
27	WM to draft general information/reminder flyer #2												
28	City to review general information/reminder flyer #2 and provide feedback												
29	WM to finalize general information/reminder flyer #2												
30	WM to distribute general information flyer #2												

City of Laguna Beach

2023-24 BILLING TRANSITION SCHEDULE -

**dates subject to change upon establishing Effective Date*

Row #	Description	Status	Sep-23				Oct-23				Nov-23				Dec-23				Jan-24				Feb-24				Mar-24				Apr-24				May-24				Jun-24				Jul-24			
31	WM to draft customer service and billing team reminder																																											
32	Go-live of WM billing																																												

City of Laguna Beach

Billing Transition Action Items - DRAFT

Item	Action Item	Section	Responsible Agency	Frequency	Contract Date	Due Date	Current Status	Notes
1	Discuss timing following completion of contract award	Attachment B.1.1	All	One time				
2	Assign Transition team	Attachment B.1.1	WM	One time				Public Sector Manager, Billing Supervisor, Customer Service Supervisor, Audit Team, Local RM Team, District Manager
3	Assign Transition team	Attachment B.1.1	City	One time				
4	Kick-off meeting with both transition teams to review plan and schedule	Attachment B.1.1	All	One time				
5	Download billing data and provide to WM	Attachment B.1.1.1	City	One time	Within 30 days of request from WM			
6	Work with local Post Master to update residential mailing list	Attachment B.1.1.3	WM	One time		11/30/2023		
7	WM to analyze data and provide feedback to City on any missing data	Attachment B.1.1.1	WM	One time		12/15/2023		
8	Reconcile billing data vs. service data	Attachment B.1.1.1	Both	One time		12/31/2023		
9	Site checks and verification of service levels at accounts where discrepancies are noted between City billing and WM	Attachment B.1.1.1	WM	One time		1/15/2024		
10	Update to WM system following field audits and site checks	Attachment B	WM	Ongoing		Ahead of WM billing start date		
11	Schedule transition according to City billing cycles (if applicable)	Attachment B	Both	One time		2/15/2024		Confirm City billing cycles (if multiple). WM proposes to implement using a prorated invoice to account for gap in billing. WM has one billing cycle. Each customer's stop date with the City will be the start date with WM
12	WM-provided City webpage draft review to City	Attachment B.1.2.5	WM	One time		1/2/2024		
13	WM-provided City webpage feedback from City and finalize	Attachment B.1.2.5	City	One time		1/15/2024		
14	City webpage go-live	Attachment B.1.2.5	Both	One time		2/1/2024		
15	City/WM meeting to discuss website and Knowledge updates	Attachment B	Both	One time		1/8/2024		Issue a "Coming Soon Alert" on both the residential and commercial webpage that a billing transition is underway and to contact customer service with any questions or concerns related to the changeover. Update Green Pages with talking points for customer service agents to deliver message and answer questions about upcoming billing transition, including

City of Laguna Beach

Billing Transition Action Items - DRAFT

Item	Action Item	Section	Responsible Agency	Frequency	Contract Date	Due Date	Current Status	Notes
16	WM to provide draft updates to Knowledge and website	Attachment B	WM	One time		1/8/2024		
17	City to review draft updates to Knowledge and website and provide feedback	Attachment B	City	One time		1/22/2024		
18	WM to update webpage and Knowledge	Attachment B	WM	One time		2/1/2024		
19	Draft General information/reminder flyer #1	Attachment B.1.1.5	WM	One time		1/15/2024		
20	Review General information/reminder flyer #1 and provide feedback	Attachment B.1.1.5	City	One time		2/15/2024		WM to send flyer announcing transition from City-billed to WM-billed. The flyer will include information all information from Attachment B Section 1.2.1, 1.2.2, also including information about online resources available to WM-billed customers, including setting up new service, changing existing services, requesting bin or cart replacement, scheduling special services such as temporary
21	Finalize General information/reminder flyer #1	Attachment B.1.1.5	All	One time		2/22/2024		
22	Distribute General information flyer #1	Attachment B.1.2.1, 1.2.2	WM	One time	3/1/2024	3/1/2024		In addition, post to websites
23	WM to submit Social Media Plan	Attachment B.1.2.5	WM	One time	2/1/2024	2/1/2024		
24	City to review Social Media Plan and provide feedback	Attachment B.1.2.5	City	One time	2/11/2024	2/11/2024		
25	WM to submit final Social Media Plan for approval	Attachment B.1.2.5	WM	One time	2/28/2024	2/28/2024		
26	WM Social Media Campaign	Attachment B.1.2.5	WM	Monthly	March 2024 - July 2024	March 2024 - July 2024		12 posts between March 2024 - July 2024 through various social media websites
27	Draft General information/reminder flyer #2	Attachment B.1.1.5	WM	One time		3/15/2024		
28	Review General information/reminder flyer #2 and provide feedback	Attachment B.1.1.5	City	One time		4/15/2024		WM to send 2nd flyer announcing transition from City-billed to WM-billed. The flyer will include information all information from Attachment B Section 1.2.3, 1.2.4, also including information about online resources available to WM-billed customers, including setting up new service, changing existing services, requesting bin or cart replacement, scheduling special
29	Finalize General information/reminder flyer #2	Attachment B.1.1.5	All	One time		4/22/2024		
30	Distribute General information flyer #2	Attachment B.1.2.3, 1.2.4	WM	One time	3/1/2024	5/1/2024		In addition, post to websites

City of Laguna Beach

Billing Transition Action Items - DRAFT

Item	Action Item	Section	Responsible Agency	Frequency	Contract Date	Due Date	Current Status	Notes
31	Draft customer service and billing team reminder		WM	One time		5/15/2024		To be distributed internally concurrent with first billing cycle
32	Go-live of WM billing	Attachment B	WM	One time		7/1/2024		

WM PowerPoint Presentation from March 28, 2023 Interview with City

WORKING FOR LAGUNA BEACH'S SUSTAINABLE TOMORROW



WM: THE INDUSTRY LEADER AT WORK FOR LAGUNA BEACH

UNRIVALED RESOURCES, UNMATCHED LOCAL INSIGHT

WM NATIONALLY

- AMERICA'S LARGEST RECYCLER
- LARGEST NETWORK OF WASTE & RECYCLING FACILITIES
- LARGEST HEAVY-DUTY, ALTERNATIVE FUEL FLEET
- NATIONS LEADER IN CREATIVE COLLECTION SOLUTIONS
- "WORLD'S MOST ADMIRED COMPANIES" FORTUNE MAGAZINE, 2022

WM IN LAGUNA BEACH

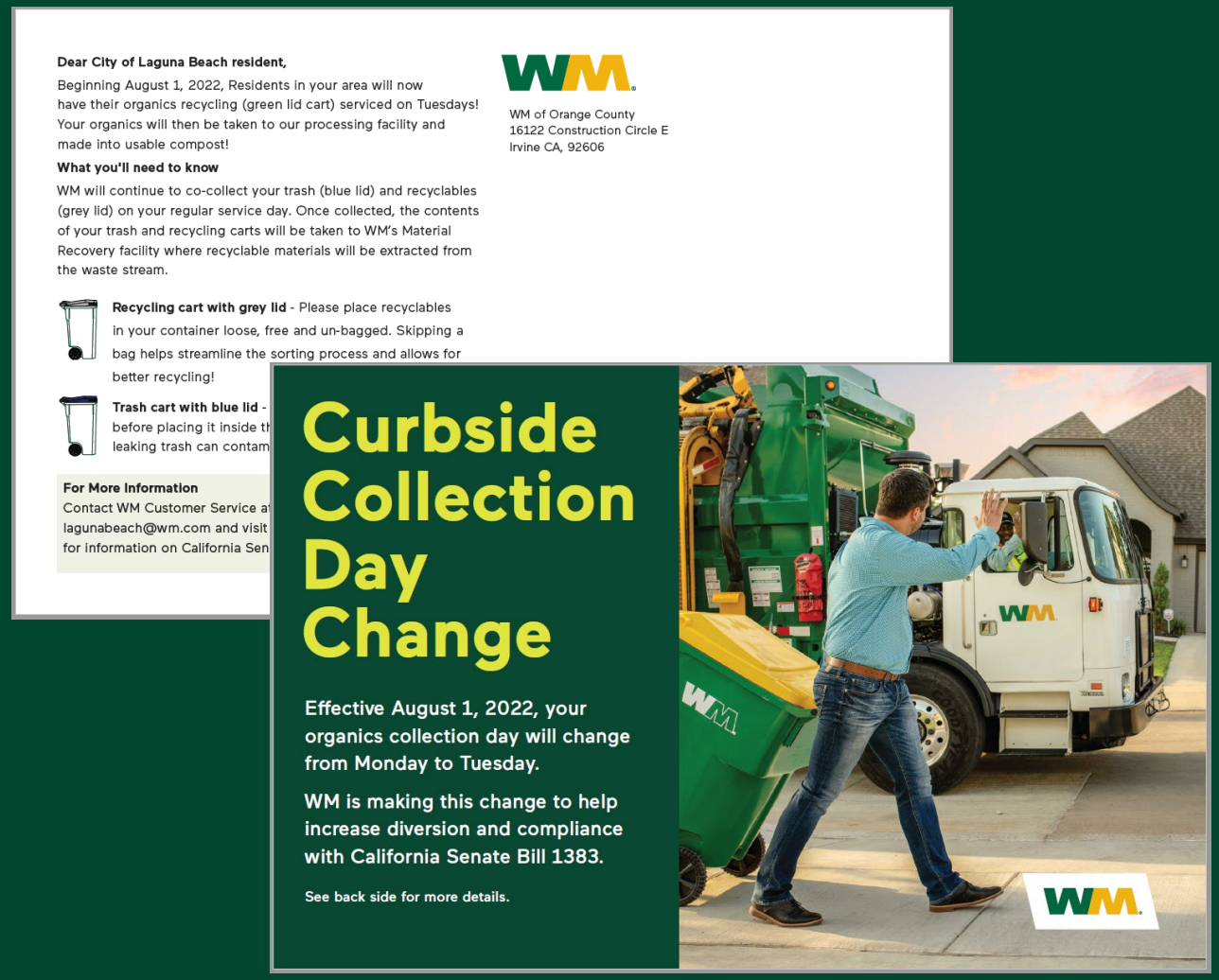
- LAGUNA BEACH'S LARGEST RECYCLER
- ACCESS TO THE LARGEST REGIONAL NETWORK IN SOCAL
- ALL CNG FLEET + LOCAL FUELING
- ARCHITECT OF AUTOMATED COLLECTION IN SPECIAL SERVICE AREAS
- PEOPLE LIKE US!

CONFIDENTIAL AND PROPRIETARY INFORMATION OF WM

LAGUNA BEACH & WM – A PROVEN PARTNERSHIP

WE'VE BEEN SUCCESSFUL TOGETHER

- 2 MILLION SERVICES ANNUALY WITH 99.9% ACCURACY
- FIRST TO HAVE A FOOD WASTE PROGRAM IN THE COUNTY
- ARCHITECTS OF THE HARD TO SERVICE COLLECTION ROUTES
- CALRECYCLE COMPLIANT PROGRAMS
- COMMUNITY ADVOCATE & PARTNER



Dear City of Laguna Beach resident,

Beginning August 1, 2022, Residents in your area will now have their organics recycling (green lid cart) serviced on Tuesdays! Your organics will then be taken to our processing facility and made into usable compost!

What you'll need to know

WM will continue to co-collect your trash (blue lid) and recyclables (grey lid) on your regular service day. Once collected, the contents of your trash and recycling carts will be taken to WM's Material Recovery facility where recyclable materials will be extracted from the waste stream.

WM of Orange County
16122 Construction Circle E
Irvine CA, 92606

Recycling cart with grey lid - Please place recyclables in your container loose, free and un-bagged. Skipping a bag helps streamline the sorting process and allows for better recycling!

Trash cart with blue lid - before placing it inside th leaking trash can contam

For More Information
Contact WM Customer Service a lagunabeach@wm.com and visit for information on California Sen

Curbside Collection Day Change

Effective August 1, 2022, your organics collection day will change from Monday to Tuesday.

WM is making this change to help increase diversion and compliance with California Senate Bill 1383.

See back side for more details.

CONFIDENTIAL AND PROPRIETARY INFORMATION OF WM

YOUR RELIABLE PROVIDER FOR MORE THAN 35 YEARS

LAGUNA BEACH + WM
A PROVEN PARTNERSHIP

BEST POSITIONED FOR A PARTNERSHIP OF THE FUTURE

- EXCITED ABOUT THE FUTURE
- PROVEN TRACK RECORD
- UNMATCHED KNOWLEDGE OF LAGUNA BEACH
- READY TO IMPLEMENT ON DAY ONE
- NO TRANSITION WITH MINIMAL RISK & NO WAITING
- LATEST TECHNOLOGY TO MEET MANDATES
- PART OF THE FABRIC OF THIS COMMUNITY
- FOCUSED ON WHAT MATTERS MOST TO LAGUNA BEACH

WE HAVE ALWAYS FOUND A WAY TOGETHER



CONFIDENTIAL AND PROPRIETARY INFORMATION OF WM

WM'S PROVEN TEAM FOR LAGUNA BEACH

THE RIGHT PEOPLE, READY TO CONTINUE SERVING YOU

OUR SEASONED LEADERSHIP TEAM IS ALREADY IN PLACE:

- WALTER ROBERTS – DISTRICT MANAGER
- GABE TERCERO – DISTRICT MANAGER OF OPERATIONS
- LUZ PATINO – CONTRACT MANAGER
- DANIEL BUTLER – TERRITORY MANAGER
- MUYISA KASOMO – PUBLIC SECTOR MANAGER
- TWO DEDICATED CALRECYCLE LIASONS
- EXPANDED DEDICATED OUTREACH POSITION



CONFIDENTIAL AND PROPRIETARY INFORMATION OF WM

LEVERAGING YESTERDAY FOR TOMORROW

100+ YEARS OF TRUSTED, HANDS-ON EXPERIENCE

- **2** FTE ROUTE MANAGERS
- **8** RESIDENTIAL DRIVERS
- **8** COMMERCIAL DRIVERS
- **2** ROLL-OFF DRIVERS



OSCAR MENDOZA
RESIDENTIAL RM
17 YEARS



VANESSA GARCIA
COMMERCIAL RM
15 YEARS



ROBERT AMAZOLA
FLEX RM
5 YEARS



ROMELIO PEREZ
RESIDENTIAL DRIVER
35 YEARS



SAL GOMEZ
ROLLOFF DRIVER
43 YEARS

CONFIDENTIAL AND PROPRIETARY INFORMATION OF WM

WM MAKES "HARD TO SERVICE" LOOK EASY

KNOWLEDGE WHERE IT COUNTS

- LIMITED ACCESS POINTS – PCH & LCR
- PRIVATE & UNREGULATED ROADS
- NARROW ROADS & CLIFFSIDES
- HILLS AND INCLINES
- LUSH VEGETATION
- DENSE DOWNTOWN AREAS
- SEASONAL TOURISM & INCREASED PARKING



LEARN MORE ABOUT HARD TO SERVICE

CONFIDENTIAL AND PROPRIETARY INFORMATION OF WM

A PREDICTABLE PATH FORWARD

SUPPORTING LAGUNA BEACH'S CONTINUED SUCCESS



WM AND LAGUNA BEACH LEADING THE WAY

A MODERN PROGRAM TO SUPPORT SB 1383 COMPLIANCE



CONFIDENTIAL AND PROPRIETARY INFORMATION OF WM

TAKING OUR COMMITMENTS ONE STEP FURTHER

CURATING A NEW APPROACH - EXPANDED OUTREACH IN THE CITY

- 100% DEDICATED TO LAGUNA BEACH
- SOLEY FOCUSED ON IMPLEMENTING COMMUNITY BASED SOCIAL MARKETING TO CHANGE BEHAVIOR
- TWO DEDICATED WM LIAISONS TO CALRECYCLE IN SACRAMENTO
- INDUSTRY-LEADING SUPPORT GROUP & SB 1383 THINK TANK PARTICIPANT



CONFIDENTIAL AND PROPRIETARY INFORMATION OF WM

NEW AGREEMENT, CONSISTENT APPROACH

SMART VEHICLES FOR CLEANER COLLECTION

- **8** AUTOMATIC SIDE LOADERS
- **4** FRONT-END LOADERS
- **2** ROLL-OFF TRUCKS
- **1** BURRO AUTOMATIC SIDE LOADER
- **1** FLATBED TRUCK
- **1** STINGER F-350 FORD



CONFIDENTIAL AND PROPRIETARY INFORMATION OF WM

INNOVATIVE TECHNOLOGY TO SERVE LAGUNA BEACH

DELIVERING SAFE & RELIABLE SERVICE



DRIVECAM



WM ONBOARD COMPUTING SYSTEM



PRECO COLLISION AVOIDANCE

CONFIDENTIAL AND PROPRIETARY INFORMATION OF WM

CUSTOMIZED LIGHT- WEIGHT COLLECTION VEHICLE

BUILT TO SERVE LAGUNA BEACH

- TWO-AXLE PLUS PUSHER CONFIGURATION
- CHASSIS WEIGHT DIFFERENCE OF AN ASL
- SHORTER BODY SECTION
- ESTIMATED TO PERFORM 75% OF THE NUMBER OF STOPS OF A REGULAR TRUCK
- SIMILAR DRIVETRAIN & FUEL DEMAND AS A STANDARD TRUCK



"Greater mobility with less impact requires a careful balance between wheelbase, push axle placement and body length. The much larger hopper required for a front-end loader (FEL) versus an automatic side loader (ASL) makes ensuring adequate body size more of a challenge. With fewer tires on the ground, the lightweight unit could be *heavier per tire* than a standard unit and *potentially negate the intended benefit*."

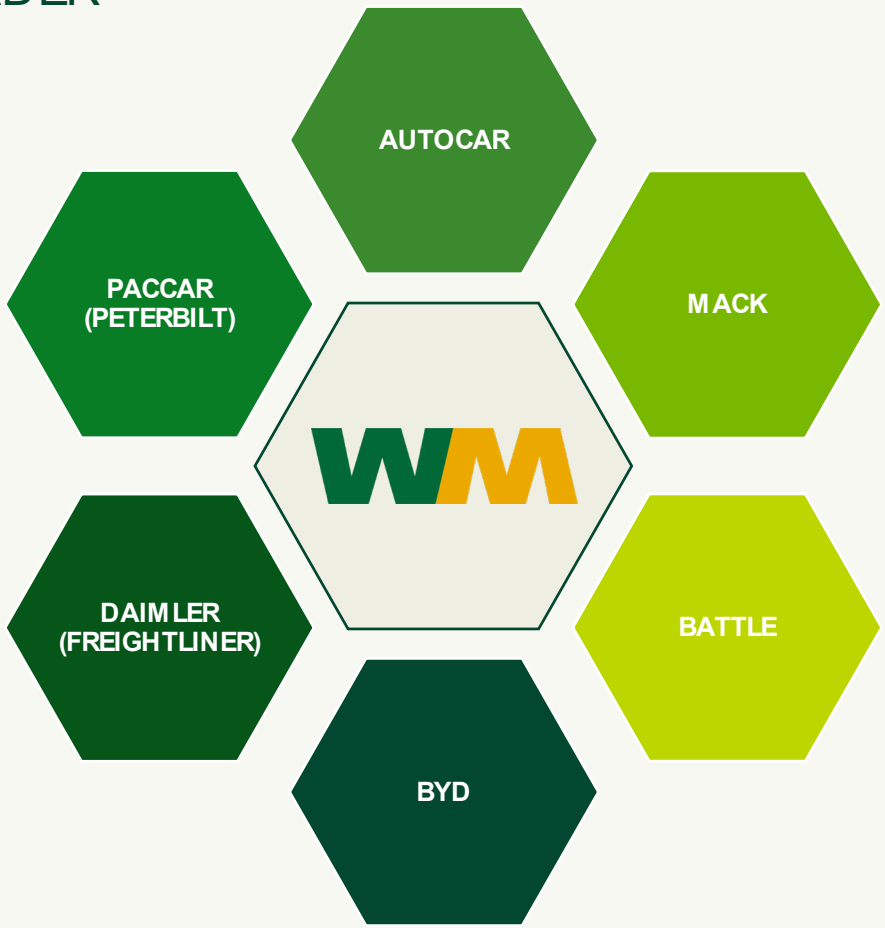
-C. Brown

CONFIDENTIAL AND PROPRIETARY INFORMATION OF WM

WM IS LEADING THE INDUSTRY IN ELECTRIFICATION

CUSTOM BUILT SPLIT-BODY PETERBILT 220EV REAR END LOADER

- MULTIPLE PILOTS WITH VARIOUS MANUFACTURERS ACROSS THE COUNTRY SINCE 2020
- ALREADY TESTING EV'S FOR EQUIPMENT DELIVERY
- OVER 200 FORD E150'S AND COUNTING IN WM FLEET



"WM is the undisputed leader in the development and implementation of technology in this industry. We fully expect the same leadership position to be realized in the EV market, and that leadership involves an intense methodical and realistic approach that does not drive short term promises, but rather long term and sustainable industry-changing innovation"

-F. GUERCIO

CONFIDENTIAL AND PROPRIETARY INFORMATION OF WM

CHARGING FORWARD FOR TOMORROW

ELECTRIFYING LAGUNA BEACH

- LIGHT-DUTY VEHICLE BEST SUITED FOR LAGUNA BEACH
- EQUIPPED WITH A LABRIE COMPACTION UNIT
- HYDRAULIC ARM WITH LID-FLIPPING CAPABILITIES
- 25-YARD CAPACITY WITH A 60/40 SPLIT
- BATTERY STORAGE CAPACITY IN 325KWH RANGE
- GUARANTEED DELIVERY



CONFIDENTIAL AND PROPRIETARY INFORMATION OF WM

WE'RE INVESTED IN YOU

EXPANDING RECYCLING FOR A MORE SUSTAINABLE TOMORROW

- PLANS TO INVEST $800M IN ENHANCED MRF TECHNOLOGY AT NEW & EXISTING FACILITIES
- PLEDGED TO INCREASE RECOVERY OF MATERIALS BY 60% BY 2030
- NO LONGER SHIPPING PLASTICS COLLECTED ON RESIDENTIAL RECYCLING ROUTES OUTSIDE NORTH AMERICA
- WM ESTABLISHING DOMESTIC MARKETS FOR RECYCLING AND BENEFICIAL USE OF THESE MATERIALS.

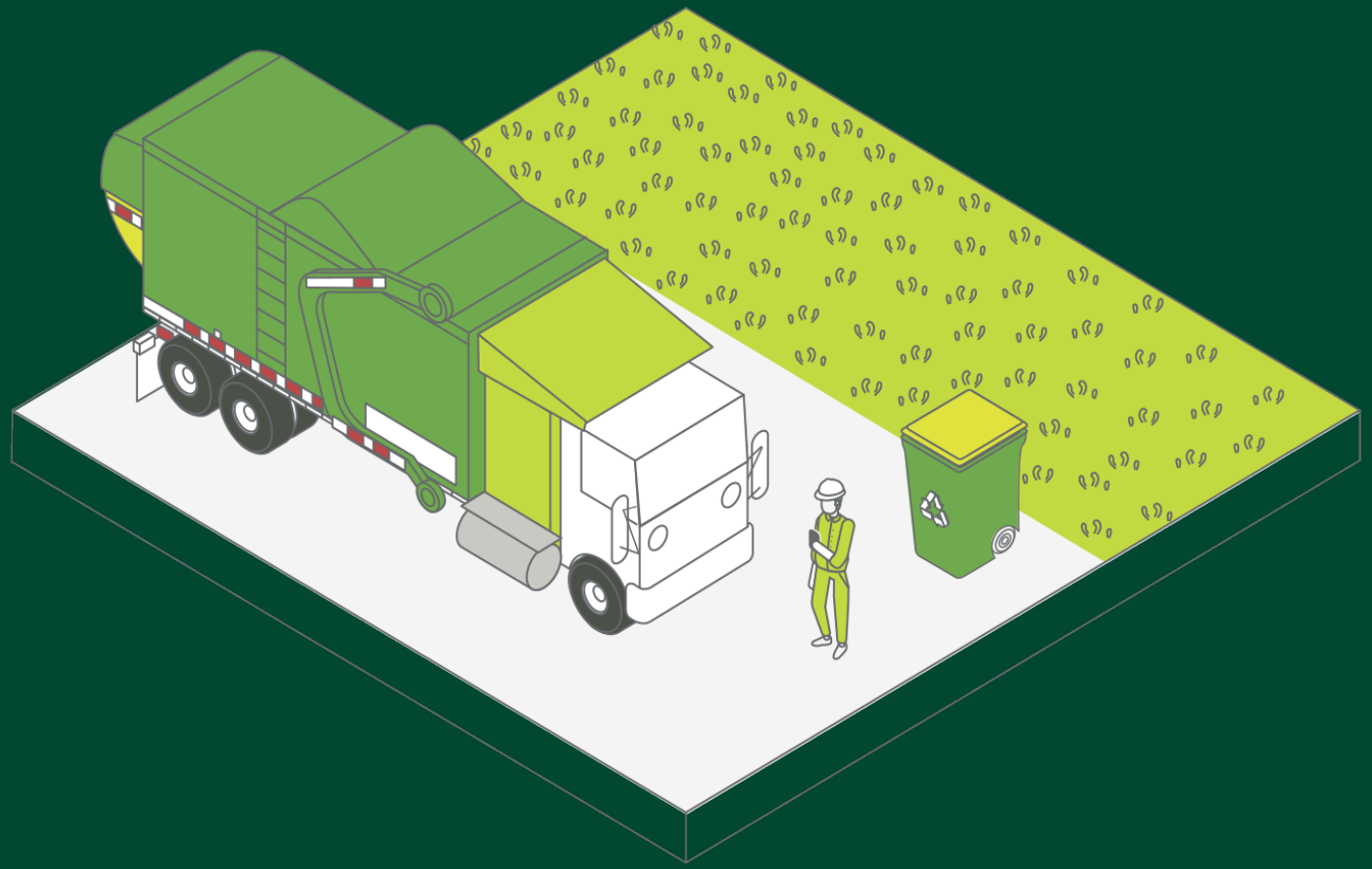


LEARN MORE!

CONFIDENTIAL AND PROPRIETARY INFORMATION OF WM

CONNECTING IN LAGUNA BEACH

USING TECHNOLOGY TO PROVIDE A SUPERIOR CUSTOMER EXPERIENCE



CONNECTING WITH OUR NEIGHBORS

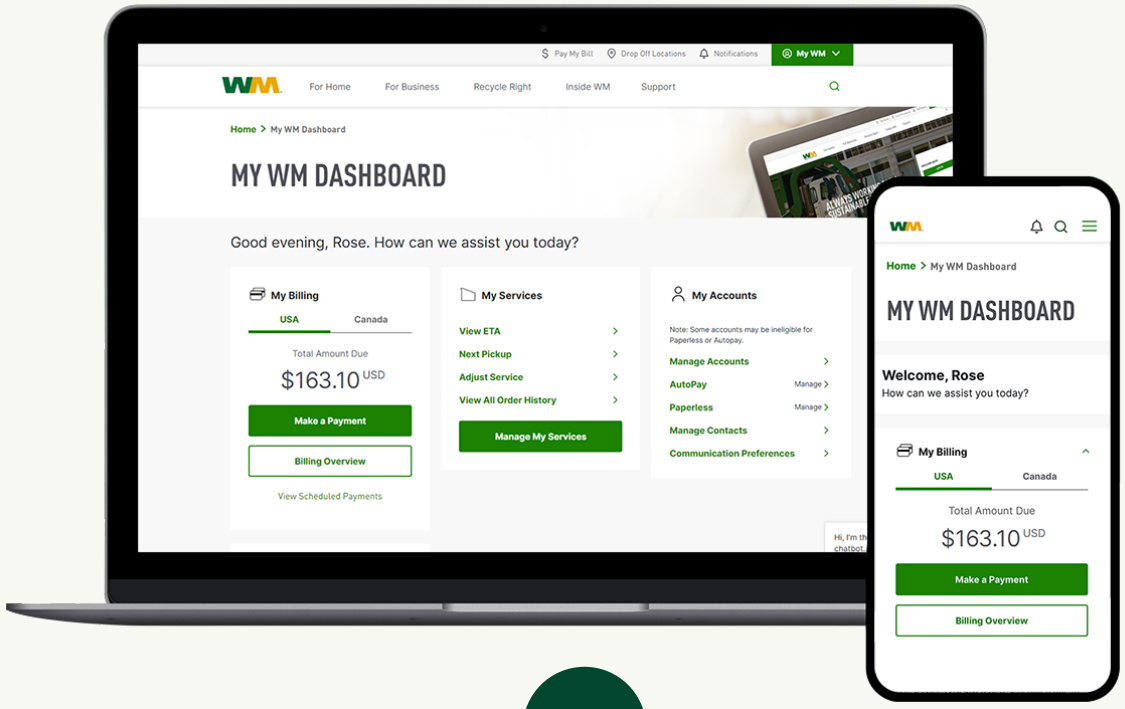
CUSTOMERS CAN REACH US ANYTIME, ANYWHERE, ON ANY DEVICE

EASY TO USE CUSTOMER COMMUNICATION

- MYWM MOBILE APP
- WM.COM
- LIVE CHAT VIA WM.COM
- BY PHONE & EMAIL

CONSISTENT, RELIABLE COMMUNICATION WITH CITY STAFF

- DIRECT POINTS OF CONTACT AVAILABLE TO STAFF 24/7
- TIMELY AND ACCURATE REPORTING
- REGULAR REVIEW OF PROCESSES, PROGRAMS, AND ACTIVITIES



SEE HOW IT WORKS!

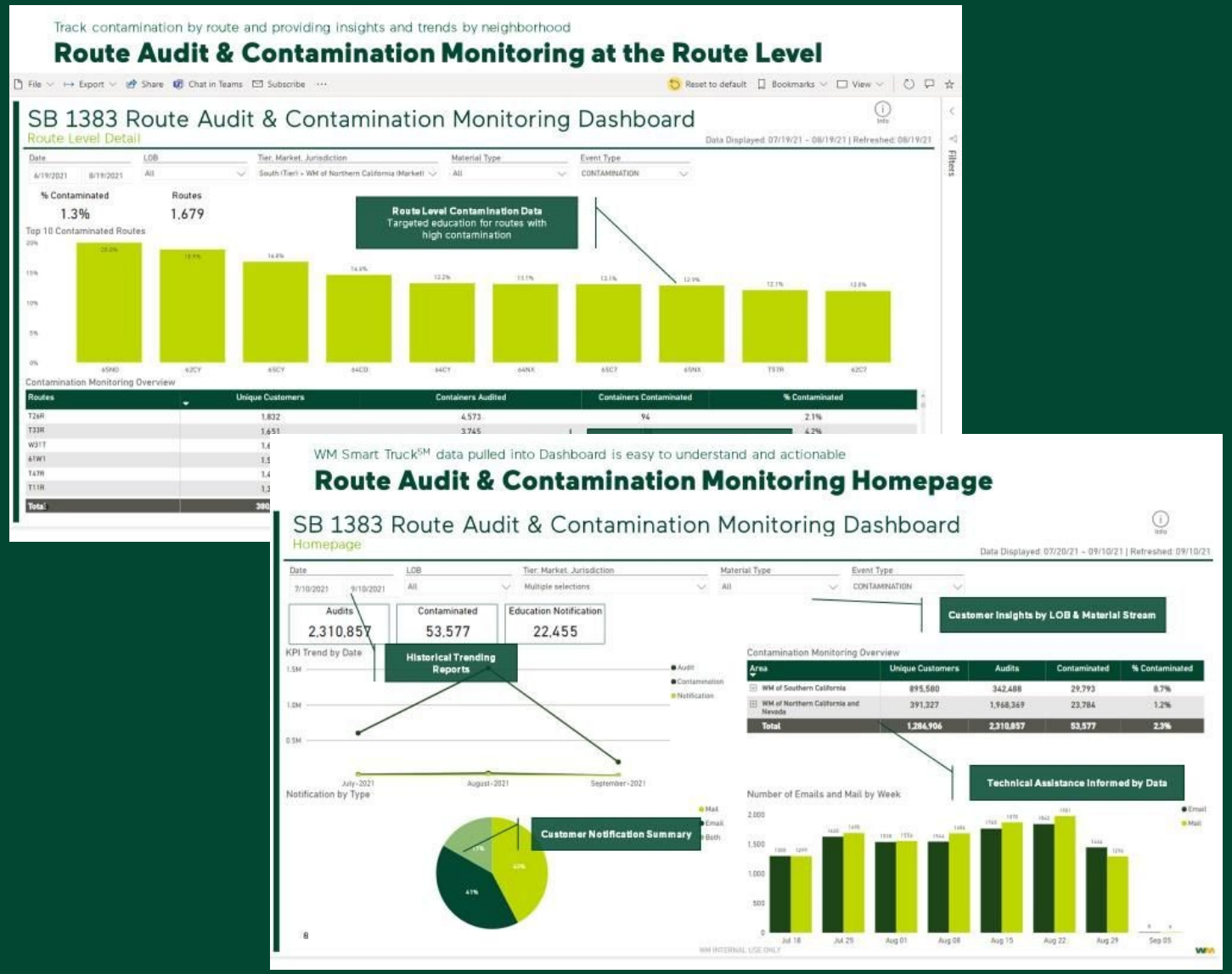
CONFIDENTIAL AND PROPRIETARY INFORMATION OF WM

CONNECTING WITH CALRECYCLE

WM SMART TRUCK & SB 1383 DASHBOARD

- ONBOARD MONITORING
- SEAMLESSLY INTERCONNECTED SYSTEMS
- DIGITAL HUB FOR CUSTOMER SERVICE INFORMATION
- TARGETED EDUCATION & OUTREACH
- REPORTING DASHBOARD
- CLOSING THE LOOP WITH WM'S CALRECYCLE LIASONS

SEE HOW IT WORKS!



CONFIDENTIAL AND PROPRIETARY INFORMATION OF WM

CONNECTING WITH THE COMMUNITY

WM IS PART OF THE FABRIC OF LAGUNA BEACH

LAGUNA BEACH
CHAMBER OF COMMERCE

A Wine Tasting &
Scholarship Fundraiser
For LCAD + LBHS
Grapes for Grads®
XIV

Rotary
Club of Laguna Beach

BOYS & GIRLS CLUB
OF LAGUNA BEACH

Dear Mom,
2022 CONFERENCE

MAXIMUM VALUE WITH NONE OF THE DRAWBACKS

WHY WM IS THE BEST CHOICE FOR LAGUNA BEACH

READY TO START TODAY – LOCAL TEAM, LOCAL NETWORK OF FACILITIES

NO IMMEDIATE CHANGES AT THE CURB FOR 11,000+ CUSTOMERS

- RESIDENTS, BUSINESSES AND MULTIFAMILY COMPLEXES CAN KEEP THEIR SERVICE DAYS, ROUTES AND DRIVERS

IMMEDIATE FOCUS ON CLIMATE ACTION GOALS

MAINTAIN MOMENTUM WITH REGULATORY COMPLIANCE

CONTINUED SUPPORT FROM THE INDUSTRY LEADER AND YOUR LONG-TIME LOCAL PARTNER



THANK YOU

A PROPOSAL DESIGNED FOR THE CITY OF LAGUNA BEACH

CONFIDENTIAL AND PROPRIETARY INFORMATION OF WM

Video of WM Interview with City of Laguna Beach Held March 28, 2023

(Stored in City Records in Public Works Department)