



Nancy Harris, Mayor
Jamin Harkness, Post 1
Marline Thomas, Post 2

Lamar Doss, Post 3
Manfred Graeder, Post 4
Greg Whitlock, Post 5

**MAYOR AND COUNCIL
CITY OF DULUTH, GA
3167 Main Street
Duluth, GA 30096**

MARCH 27, 2023

CITY HALL – COMMUNITY ROOM

5:30 PM

**WORK SESSION AGENDA
MAYOR AND COUNCIL
CITY OF DULUTH, GA**

5:30 P.M. - CALL TO ORDER Mayor Harris or Mayor Pro tem Thomas

I. PUBLIC COMMENTS

Five minutes per person, maximum six speakers. *Sign-up sheet available.*

II. PRESENTATIONS/DISCUSSIONS/UPDATES

1. PARKS & RECREATION BOARD APPOINTMENT

SUMMARY:

There is currently one vacancy on the Parks & Recreation Advisory Board. Judy Putnam, a Duluth resident, has successfully submitted an application for the Parks and Recreation Advisory Board. Judy is a retired Communications Director and lives in the Carriage Gate Subdivision. She is an avid pickleball player and prior to the pickleball explosion, played ALTA tennis. She has attended a Parks and Recreation Advisory Board meeting and is very interested in contributing to the success of the Parks and Recreation Department. Ms. Putnam would be filling the unexpired term of Jim Hall until March 2025 and serve in the alternate position. Annette McIntosh would move from alternate to full member on the Parks Board.

IMPACT TO BUDGET: N/A

PLEASE NOTE: This and other City meetings may be audio and/or videotaped for broadcast, transcription and/or archival purposes. As set forth in the Americans with Disabilities act (ADA) of 1990, the City of Duluth government does not discriminate on the basis of disability in the admission or access to or treatment of employment in its programs or activities, and complies with the requirements contained in section 35.107 of the Department of Justice regulations. All agenda packets may be converted to WCAG 2.0 compatibility format by emailing agenda@duluthga.net. In addition, any requests for reasonable accommodations required by individuals to fully participate in any open meeting, program, or activity of the City of Duluth government should be made seven days prior to the event. Direct inquiries to the ADA Coordinator in the City Clerk office, located at 3167 Main Street, Duluth, GA. 30096, or by telephone at 770.476.3434.

2. BUNTEN PICKLEBALL COURT – SPLOST PROJECT

SUMMARY:

Due to the underutilized youth baseball field and the abundant inventory of county ball fields, in relation to the ever-growing popular demand of Pickleball, the Parks and Recreation Department will present the proposed 13 court Bunten Pickleball Court Complex. Pickleball is a multi-generational and multi-cultural league activity. ALTA Pickleball leagues will provide year-round play for the proposed courts as well as provide public court play and instructional programming. Currently, the department has generated \$14,000 in revenue from the 8 existing tennis/pickleball courts and the 2 indoor gym courts. The proposed 13 court complex cost is estimated at \$1,633,546.00, for construction in 2024 the estimated cost is \$1,682,552.38.

IMPACT TO BUDGET: TBD

3. SOLID WASTE - REQUEST FOR PROPOSALS

SUMMARY:

Staff received three proposals relating to the Solid Waste Request For Proposal (RFP). Staff will provide a presentation summarizing the proposals. Following review of the presentation, Council to place selection of the winning proposal on the April 10th meeting.

IMPACT TO BUDGET: To be included in FY24 Budget

4. EMERGENCY OPERATIONS PLAN UPDATE

Last year staff and representatives from Gwinnett County Office of Emergency Management updated the city's Emergency Operations Plan. Staff will give a brief presentation on the plan.

III. MATTERS FROM COUNCIL

IV. ADJOURNMENT

Adjourn to Special Called Meeting.

**SPECIAL CALLED MEETING AGENDA
MAYOR AND COUNCIL
CITY OF DULUTH, GA
MARCH 27, 2023**

CALL TO ORDER Mayor Harris or Mayor Pro tem Thomas

I. EXECUTIVE SESSION

It will be necessary to hold an executive session on Real Estate, Pending/Potential Litigation, Personnel.

II. ADJOURNMENT

The next scheduled meeting of the Mayor and Council is April 10, 2023 at 6:00pm

1. PEDESTRIAN CONCRETE SIDEWALK
2. BENCHES, TYP.
3. GATES AT PICKLEBALL COURTS, TYP.
4. PICKLEBALL COURTS, TYP.
5. PICNIC PAVILION, TYP.
6. FENCE AT PICKLEBALL COURTS, TYP.
7. EXISTING TREE CANOPY COVER
8. CONNECTION TO EXISTING BASEBALL FIELDS
9. EXISTING BLEACHERS AND STRUCTURES TO REMAIN
10. HERRINGBONE PAVERS, TYP.
11. EXISTING SOD TO BE PROTECTED AND OVERSEEDED AT END OF CONSTRUCTION AS NEEDED, TYP.
12. BIORETENTION AREA
13. ADA RAMP



SCALE: 1" = 20'



BUNTEN ROAD PICKLEBALL COMPLEX CONCEPTUAL PLAN
DULUTH, GEORGIA

02-27-2023

POND

Opinion of Probable Cost

1



Duluth
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of Good Living

Office of the City Clerk

3167 Main Street

Duluth, GA 30096

P 770-476-3434 • F 770-623-2780

CONFIRMATION RECEIPT

SUBMITTED BY:

PFI Waste Services

(COMPANY NAME/INDIVIDUAL)

TYPE OF SUBMISSION

- ☒ Request for Bids
☐ Request for Proposals
☐ Request for Qualifications

PROJECT NAME:

Collection of Solid Waste

Number of packages submitted: 1

DELIVERED BY:

(PRINT NAME OF REPRESENTATIVE DELIVERING PROPOSAL)

OFFICE USE ONLY

DATE RECEIVED:

2/20/23

TIME RECEIVED:

10:31 am

ACCEPTED BY:

H. H. PFI Waste

(PRINT NAME OF EMPLOYEE RECEIVING PROPOSAL)



Collection of Residential Refuse, Recyclable Materials, Yard Waste, Bulk Waste AND Commercial/Industrial Refuse and Recycling

Solicitation Number: RFP# 2023-01

Proposal is submitted by:

Brad Martin
Municipal Services Manager
February 20th, 2023



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51 Patrick Mill Road SW, Winder GA 30680
C 770-871-6489 BMartin@republicservices.com
www.republicservices.com

February 20th, 2023

City of Duluth
3167 Main Street
Duluth, GA 30096
Attn: James Riker, City Administrator

RE: Cover Letter for **RFP#2023 -1** 'Collection of Residential Recyclable Material, Residential Yard Waste, Residential Bulk Waste and Commercial/Industrial Refuse and Recycling Services'

Mr. Riker,

Attached to this letter is the full response to the Request for Proposals 'Collection of Residential Recyclable Material, Residential Yard Waste, Residential Bulk Waste and Commercial/Industrial Refuse and Recycling Services' for the City of Duluth, GA. On behalf of BFI Waste Services, LLC, d/b/a Republic Services of Georgia we appreciate the opportunity to submit our proposal and look forward to your response. Of course we are currently partnered with the City on said services. We are familiar with the essential collection services as outlined in the requested RFP.

Republic Services of GA has all the required documentation to be considered as a qualified vendor for Duluth, GA. Republic Services of GA will provide the services as requested in the RFP with the attached rate schedule.

Republic Services operates in many major markets in Georgia with contracts of similar or larger sizes to that of Duluth. Republic Services of GA is fully qualified and experienced to handle the current scope of services requested both now and in the future.

We look forward to the opportunity to again provide operational and management support to City. We value our partnership and we certainly appreciate the opportunity to submit a proposal and look forward to the outcome of this process.

Sincerely,

Brad Martin
Republic Services, Municipal Services Manager – Northeast Georgia
bmartin@republic.com
770-871-6489

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Executive Summary

An overwhelming majority of municipalities extend their current contracts with Republic Services because of our partnerships and local expertise offering Simple Solutions, Reliability and Environmental Responsibility.

Best Value

The Republic Services team is passionate about our role as responsible stewards of our nation's waste. We believe in a cleaner, safer and healthier world where people thrive – not just for today, but for generations to come.

A Commitment to Excellence

We know that by offering differentiated products, services and experiences designed to meet our customers' wants and needs, we drive customer loyalty and increase willingness to pay. We continue to invest in and enhance our customer-facing technology, including our website and mobile app. We also use our new "RISE" platform to transform our dispatch operations. This technology equips our

Collection of Residential Refuse, Recyclable Materials, Yard Waste, Bulk Waste AND Commercial/Industrial Refuse and Recycling

Republic Services is your low-risk, best value partner

- 19 years continuously serving DULUTH, GA
- Reliable – 99.9% pickup rate
- Environmental Responsibility – approximately 21% of the fleet operates on natural gas
- Safer – 39% fewer incidents than industry average
- Simple Solutions – manage your account with the Republic Services app
- Named to both the Dow Jones Sustainability World and North America Indices 2020
- Named to Barron's 100 Most Sustainable Companies
- 3 fully staffed, US-based, national Customer Resource Centers

dispatchers with real-time routing information and enhanced data visualization tools. Over time, this platform will significantly increase connectivity with our customers – which will also further empower our employees, improve productivity and transform our overall operations.

*Figure 1. **Your Low-Risk, Best Value Partner.** Republic Services is proud to lead the industry in many key factors that make us your preferred partner for municipal recycling and waste services.*

Strengths of our Company	Benefits to Municipality
99.9% On-time reliability rate	Happy community; fewer calls to city hall
39% safer than industry average	Fewer incidents; safer community streets for children at play
Simple Solutions for your community waste and recycling needs	Easy access to solutions for the growing number of waste streams
Recognized globally on Dow Jones Sustainability Index	Peace of mind that you have a global leader in sustainable initiatives as your partner
Most advanced, integrated Customer Resource Centers in the industry	Longer customer service hours, with hundreds of trained agents networked together nationwide
Web- and smartphone-based apps for easy access by community residents to relevant information	Stronger communications, and ease of alert and news dissemination
Robust community education and outreach	Communities educated on recycling produce less contamination and greater diversion



We know our customers care about recycling, and they have demonstrated a willingness to pay for it. We continue to make progress working with our municipal partners in transforming recycling into a more durable, economically sustainable business model. Recycling is essential to our sustainability platform, and we continue to invest in the business for the long term.

We'll handle it from here™, our promise, lets customers know they can always rely on us to handle their recycling and waste needs in a way that is easy and effortless.

There is an undeniable energy of excellence at Republic Services, and it is surging through everything we do. Excellence is the essence of our growth through differentiation strategy.

We believe that excellence means being better than competitors at everything we do, every day. We begin by actively listening to our customers. We seek out thousands of

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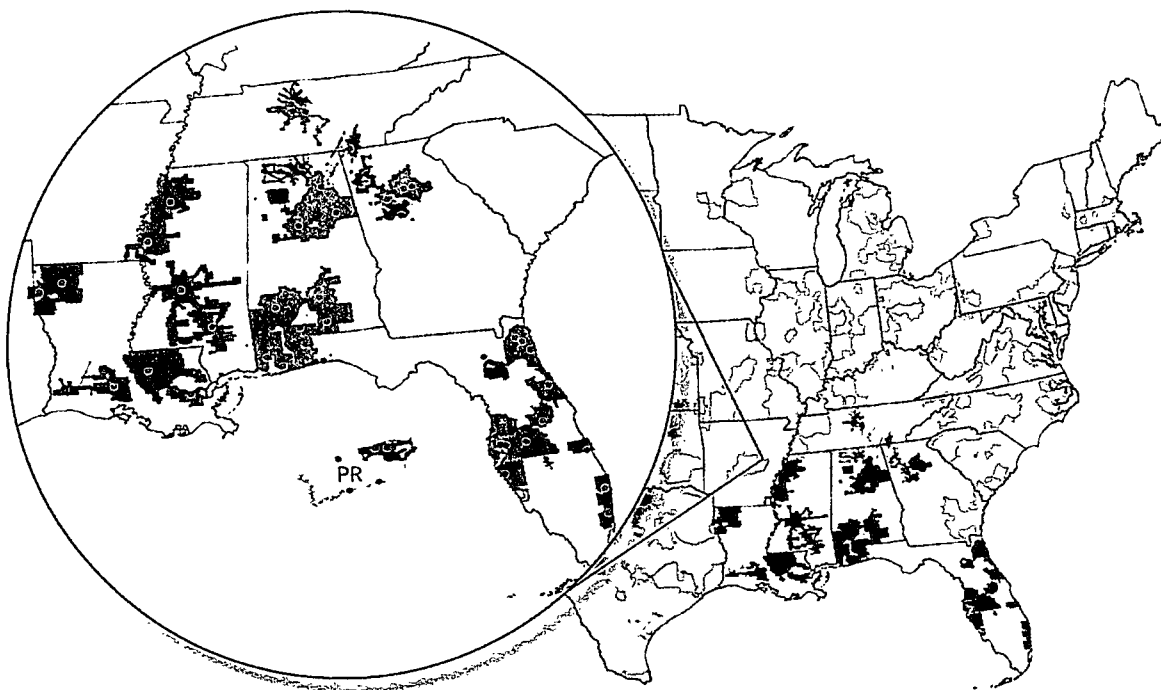
conversations each month, mining for insights into customer wants and needs. Those insights lead to innovation. Our innovation brings about simple solutions for our customers. We configure products and services to the individual customer at the right price.

Next, we make it an effortless and enjoyable experience. We enable customers to interact with us on their terms: online, in-person or by phone. Then, the best people deliver a superior product or service, fulfilling and exceeding our promise, every time.

This zeal for our customers has brought forth new and exciting changes. From operations to talent to technology, we are focused on not just meeting the needs of our millions of customers but exceeding them.

Low-cost providers in the industry sacrifice one or more of these elements, translating to risk to your municipality. Republic

*Figure 2. **Local accountability backed by national support.** Our DULUTH, GA operations are backed by our corporate-wide strength and experience, incorporating best practices from other local operations.*





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Sustainability in Action



Southeast Area Highlights (Area 7)



5

landfill gas-to-energy collection projects sent the equivalent to



19.3K

homes' electricity usage per year



224

renewable natural gas (RNG) vehicles



11%

reduction in tailpipe greenhouse gas emissions¹



6

recycling facilities



269K

tons of recycling processed



3,797

employees



63.8%

diverse talent

Charitable Giving



140K

people positively impacted through charitable giving²

\$125K

given in foundation grants³

\$143K

given in community grants³



Reroute Project

The Southeast Area optimized its routes — reducing 56 routes by 17 days, saving 8K hours, 37K gallons of fuel and 10K miles.



New Routing Structure

The Southeast Area creatively implemented a new routing structure for the updated Hillsborough County contract, eliminating 3 routes per day, 78K miles per year and about 35K gallons of fuel each year. On many routes, the area changed from regular diesel fuel trucks to B20 biodiesel fuel reducing reliance on virgin oil stocks.

1. Per Greenhouse Gas Protocol Corporate Standards and Guidance
2. Estimated 2022 figures
3. Estimated amount given includes monetary and in-kind services donations in 2022



Our Vision

Partnering with customers to create a more sustainable world.

Our new company vision is ambitious and demonstrates our commitment to achieve real sustainability.

We also partner with our customers to help them follow through on their commitments and responsibilities.

Our Brand

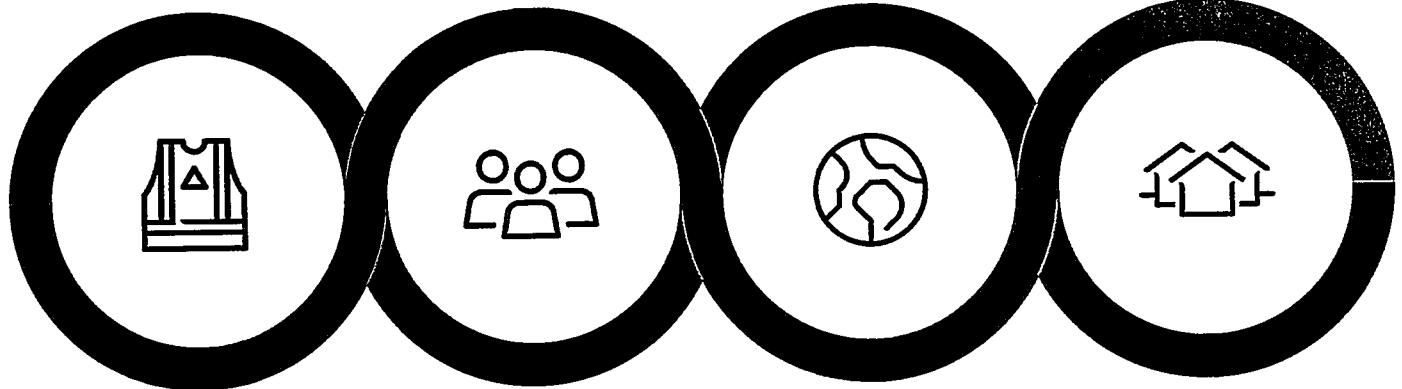
Sustainability in Action

Sustainability in Action is more than a promise for us. It's who we are and what we do.

As an environmental services leader, we make a commitment to operate in the most responsible way possible. We're not waiting for tomorrow; we're doing the hard work of sustainability today, within every facet of our business.

Our Elements of Sustainability

Our commitment to our vision and brand begins with our Elements of Sustainability — Safety, Talent, Climate Leadership and Communities — and these elements anchor our 2030 sustainability goals.



Safety

- Our dedication to safety extends from our drivers to our customers and into our communities.
- Our goal is to ensure every employee gets home safely every night.
- Our safety record over the last decade is 38% better than the industry average.¹

Talent

- Our employees demonstrate an unwavering commitment to serving our customers, communities and each other.
- We strive to be a workplace where the best people, from all backgrounds, come to work.
- We are dedicated to an inclusive and diverse culture.

Climate Leadership

- We're committed to environmentally responsible operations.
- We have an ambitious greenhouse gas reduction goal, which has been approved by Science Based Target initiative.
- We've made commitments to reduce emissions and decarbonize our operations.

Communities

- We directly invest in the communities where our employees and customers live and work.
- Our charitable giving platform revolves around sustainable neighborhood revitalization.
- We also contribute via in-kind donations, grants and volunteer time.

1. Based on OSHA recordable data.



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Services is your best-value partner, through our proven and demonstrated balance of these factors, while serving more than 2,400 municipal contracts today.

Local Leadership with National Support

Our local team is vital to the continued successful delivery of this contract and its daily operations. This team's unique combination of collection experience, recycling expertise, and innovative management systems ensure quality service

Collection of Residential Refuse, Recyclable Materials, Yard Waste, Bulk Waste AND Commercial/Industrial Refuse and Recycling

for the duration of the contract. Our local and area management teams have extensive industry experience operating and managing solid waste companies and have substantial experience in the region.

Because we retain experienced managers with extensive knowledge of their local communities, we are proactive in anticipating customers' needs and adjusting to changes in the markets. We also seek to

implement the best practices of our various business units throughout our operations to

Figure 3. Five Elements of Sustainability. These commitments are reflected in the way we do business and guided by the five elements of our sustainability platform.

Our Blue Planet: 2030 Goals



Safety

Nothing is more important than safety. The essence of our business model requires us to be uncompromising on safety. A sustainable planet is only possible if everyone works and lives together safely.



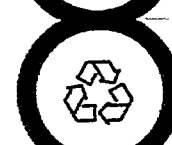
People

We believe an engaged and diverse workforce is vital to our success. Our people make Republic a preferred place to work and help our communities be strong and vibrant.



Operations

With one of the largest fleets in the nation and an average of 5 million pickups per day, we know it's important for us to continuously leverage technology to reduce emissions while increasing efficiency.



Materials Management

Our experience, passion and high ethical standards drive us to do more, solve more, innovate more and turn waste into solutions that deliver a valuable product or service while also protecting our planet.



Communities

Investing in the communities where we live and work is important to us. We provide financial support, volunteer our time and provide in-kind donations to help our communities thrive.



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continue improving our operations and service to our customers.

While our local business operation is fully empowered and accountable for delivering on our commitments, they are also backed by the support and breadth of our area and corporate leadership teams, capable of amassing expertise and support to assist or respond to any challenge. An example of this benefit to you is the response capabilities during times of crisis, such as the recent coronavirus (COVID-19) pandemic, hurricanes, tornados, or other disasters. In times of challenges like this, our area and corporate teams activate to ensure our people are safe and our assets are operational, so we can return to normal operations quickly. This is a considerable benefit and risk mitigation to DULUTH, GA that many other providers in the industry are unable to stand behind.

Sustainability

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The breadth and scope of our sustainability platform is earning noteworthy recognition. From products that create solutions for our customers to an industry-leading safety program, and a fleet that reduces its carbon impact to landfills that generates renewable energy, we are leading in every way possible. Sustainability contributes to a cleaner world, while also providing opportunities to improve brand awareness, increase customer loyalty, grow our business, motivate our employees and differentiate Republic Services from our competitors.

We are guardians of our environment and have a responsibility to regenerate our planet with the materials we are entrusted to handle every day by driving increased recycling, generating renewable energy, and helping our customers to be more resourceful.

We must lead by example, working diligently to improve our relationship with the We must lead by example, working diligently to improve our relationship with the

Figure 4. **Recognition supports our approach.** Engaged employees and leadership make Republic Services an employer of choice.





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environment and society through decreased vehicle emissions, innovative landfill technologies, use of renewable energy, community engagement and employee growth opportunities. We are privileged to serve millions of customers across the country, creating effortless experiences that support your evolving needs and honor your unique commitments to improving your communities. Republic Services' multifaceted, enterprise-wide sustainability platform continues to revolve around five elements: Operations, Materials Management, Communities, Safety and People.

Operations

We exercise the utmost responsibility in our operations. This includes our fleet, buildings, landfill technology and the day-to-day activities we conduct in our communities. We are working hard to understand and measure our impact on air, land and water to minimize or eliminate any negative consequences, where possible.

Materials Management

We recognize the responsibility and opportunity we have in managing the nation's waste stream to provide a source of recovered and renewable materials and energy to the economy. We are innovative and constantly exploring new options to capture value and energy from materials in

Figure 5. An industry leading safety program that has been 39% better than the industry average.



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the waste stream, while ensuring environmental responsibility and sustainability.

Communities

We are dedicated to being a good neighbor in the communities in which we live and work. This includes investing back into our communities through customer engagement, philanthropic giving, volunteerism, environmentally responsible infrastructure, and operating in our markets at the highest standards.

Republic Services' community engagement plan is based on the needs of the community-based organizations and civic and business entities of DULUTH, GA. Republic Services has a track record of giving to and spending in DULUTH, GA – and is estimated to be nearly \$100,000 annually.

Safety

We prioritize safety above all else. When people feel safe, they can fully participate every day in the opportunities that are available to them.

Republic Services has a consistently low and trending lower occurrence of incidents and accidents and is known for our strict focus on safety and corresponding best in industry, multi-faceted, and well-organized safety program. Republic Services' average OSHA scores are 39% lower than the average OSHA scores for the waste industry according to Department of Labor, Bureau and Statistics Data. Employees, the public, and rate payers all benefit from Republic Services' dedication to safety. We have been, and will continue to strive to be, the safest waste services company in America.

People

Engaged employees are the greatest indicator of our success. We provide ongoing job training, growth and development opportunities for our employees at every level. We are invested in them and continue to look for meaningful ways to demonstrate



our appreciation for the hard work and dedication they show every day.

Republic Services is a local company staffed with a committed team of nearly 300 professionals who take personal responsibility for serving customers with care. Republic Services is also an industry leader providing the strength of our national network, decades of experience, diversified capabilities and expertise serving clients of all sizes — including, proudly, DULUTH, GA.

Customer First

A few years ago, Republic Services made a major commitment to further differentiate ourselves from competitors by investing in the enhancement of the quality and reliability of our customer service capabilities. To accomplish this, we consolidated hundreds of small call centers into three state-of-the-art, fully integrated Customer Resource Centers located in Phoenix, AZ, Indianapolis, IN, and Charlotte, NC. These facilities are strategically located across the country to ensure we can deliver call support when customers need it the most. Based on data from more than 12 million touches with customers, we have found the optimal operating hours are Monday through Friday from 7:30 a.m. to 5

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p.m. for each time zone across the continental US.

Our Promise

We'll handle it from here™, our promise is backed by the details of this proposal submittal to you. In summary, we take pride in offering you a best-value partnership that consists of Simple Solutions, which are Reliable and Environmentally Responsible.

- **Simple Solutions** – We offer a wide range of tailored products to assist the community in the responsible recycling or disposal of unique waste streams that include electronics, bulb and battery waste, or household hazardous waste. Additionally, our investments in customer-facing web- and smartphone-based apps allow simple interaction between customers and Republic Services, offering service details, alerts, as well as delivery schedules and billing information.
- **Reliability** – Our operations and performance metrics prove that we are your most reliable partner. Our 99.9% pickup reliability rate means that you face fewer calls from the community regarding service, and when callers reach out to us for any needs, we strive

Figure 6. Republic Services focuses on these characteristics enabling us to be your preferred recycling and waste partner.

Simple Solutions	Reliability	Environmental Responsibility
<ul style="list-style-type: none"> • Electronics Recycling • Universal Recycling • Compactor Solutions • eCommerce • Republic Services App • Customer Resource Centers 	<ul style="list-style-type: none"> • 99.9% Daily Pickup Rate¹ • First Call Resolution • 40% Safer Drivers • Youngest Fleet in the Industry <p><small>¹99.9% proven daily pickup rate based on missed pickup data for commercial and residential customers from April 2018 - March 2019.</small></p>	<ul style="list-style-type: none"> • Sustainability Commitments • 2,400 CNG Trucks • State-of-the-Art Recycling Facilities



**Collection of Residential Refuse,
Recyclable Materials, Yard Waste, Bulk
Waste AND Commercial/Industrial Refuse
and Recycling**

for first-call resolution through our fully integrated customer resource centers. Additionally, our tenure drivers are the safest in the industry, which means your residents are better off with our team on your streets.

- **Environmental Responsibility** – We are globally recognized as a leader in sustainability. Our investments in recycling infrastructure, compressed natural gas-powered trucks, and landfill gas-to-energy plants are all examples of how we drive to be a good neighbor in every municipality we partner with.

It is through these initiatives and recognitions that we reiterate our commitment to Pasadena. On behalf of the 35,000 employees at Republic Services, we appreciate the opportunity to earn your business through this submittal and look forward to a long and continued partnership for years to come.

Figure 7. Republic Services is proud to partner with our more than 2,400 communities across the country and our achievements on the sustainability platform.





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Financials and Other Requested Information

Republic Services is among the leading recycling and waste services companies in the United States, with the financial strength and stability to exceed DULUTH, GA's expectations for the duration of the contract and beyond.

Financial Overview

Republic Services' financial stability allows us to guarantee our commitments and obligations presented to DULUTH, GA in our proposal. We have the capacity to continually invest in equipment and preventive maintenance, as evidenced by having one of the youngest fleets in the industry.

Republic Services does not use third party financing, meaning Republic Services owns all assets used to perform the duties of this agreement. DULUTH, GA will not need to be concerned with the potential for adverse business or performance conditions affecting the ability of our company to perform or obtain financing.

We implore DULUTH, GA to take financial stability into serious consideration when choosing a long-term partner for your recycling and waste needs. In many instances, the success of a service provider is dependent on their ability to invest in necessary equipment or personnel.

Financial Reporting

Republic Services, Inc. provides audited financial statements on behalf of its subsidiaries. Republic Services, Inc. is a publicly traded (NYSE: RSG), Fortune 300 Company and will be the signatory for the corporate guarantee.

Our most recently completed audited financial statements can be found on our website at RepublicServices.com

The Annual Reports to Shareholders have been prepared in accordance with Securities and Exchange Commission requirements,

Collection of Residential Refuse, Recyclable Materials, Yard Waste, Bulk Waste AND Commercial/Industrial Refuse and Recycling

The financial strength you need in a long-term partner for your municipality

- Financial capacity to continually invest in equipment and preventive maintenance
- One of the youngest fleets in the industry
- Reinvesting in state-of-the-art equipment and facilities
- Republic Services contributed \$8.7 million in charitable giving in 2020

with New York Stock Exchange Commission requirements, and in accordance with generally accepted accounting principles (GAAP).

Labor Agreements and Wages

Republic Services offers a safe, respectful and rewarding workplace for our employees and provides the best training and safety programs in the industry.

Republic Services focuses on maintaining a positive and professional relationship with its workforce through continuous training and consistent communication. We utilize this approach with both our represented and non-represented employees

We negotiate fairly with our labor unions, carefully balancing the needs of the workforce with the cost to provide service and the ultimate impact it will have upon the municipality we are partnering with.

Figure 8 Excellence Driven. Republic Services takes pride in being excellence driven, which includes continuous investment in new vehicles, carts, dumpsters and technologies.





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Republic Services works tirelessly with our labor partners to ensure labor peace and, although the parties do not always agree, both sides work respectfully and relentlessly to reach an expeditious resolution.

Republic Services will commit to the DULUTH, GA that the organization will take every reasonable measure to avoid a labor dispute or labor unrest during the term of the collection services agreement.

In the unlikely event of a labor dispute or unrest, Republic Services will immediately implement a plan to minimize the impact to the DULUTH, GA by utilizing our expansive network of local facilities, equipment and people to ensure there is minimal disruption in service.

Litigation Information

Republic Services is involved in routine judicial and administrative proceedings that arise in the ordinary course of business and that relate to, among other things, personal injury or property damage claims, employment matters and commercial and

Collection of Residential Refuse, Recyclable Materials, Yard Waste, Bulk Waste AND Commercial/Industrial Refuse and Recycling

contractual disputes. We are subject to federal, state and local environmental laws and regulations.

Due to the nature of our business, we are also often routinely a party to judicial or administrative proceedings involving governmental authorities and other interested parties related to environmental regulations or liabilities.

From time to time, we may also be subject to actions brought by citizens' groups, adjacent landowners or others in connection with the permitting and licensing of our landfills or transfer stations, or alleging personal injury, environmental damage, or violations of the permits and licenses pursuant to which we operate. Additional information can be provided upon request.

In the previous five years, Republic Services has not experienced any of the following claims against:

- Officers of the company
- Local key personnel

Figure 9. Republic Services' Strengths. Republic Services' dedication to our employees, the communities we serve, and environmental sustainability is relentless.





**Collection of Residential Refuse,
Recyclable Materials, Yard Waste, Bulk
Waste AND Commercial/Industrial Refuse
and Recycling**

- A bid or proposal
- Performance bond
- Any contractual default or termination

Summary Financial

Figure 10. Republic Services' Identifications, Classifications and Ratings

Republic Services Identifications, Classifications and Ratings	
Federal Employee Identification Number	65-0716904
Dun's Identification Number	61342862
U.S. Dept. of Labor (SIC) Code	4953 – Sanitary Services / Refuse Systems
North American Industry Classification System (NAICS) - Primary	562212 – Solid waste landfills combined with collection and/or hauling of waste materials
North American Industry Classification System (NAICS) – Secondary	562111 – Solid waste collection 562920 – Material Recovery Facilities 562920 – Other non-hazardous waste treatment and disposal
Standard & Poor's Identification Number and Rating	(TIN): 13-1026995 BBB+
Moody's Identification Number and Rating	(TIN): 13-3998945 Baa3
Fitch's Identification Number and Rating	(NRSRO): 3235-0625 BBB



Collection of Residential Refuse,
Recyclable Materials, Yard Waste, Bulk
Waste AND Commercial/Industrial Refuse
and Recycling

**Information – Income
Statement**

Figure 11. Republic Services' 2020 Year Ending Consolidated Income Statement.
Selected financial data. These historical results are not necessarily indicative of the results to be expected in the future. Amounts are in millions, except per share data. The financial statements contained in the Annual Report were audited by Ernst & Young, LLP (Independent Registered Public Accountants).

**REPUBLIC SERVICES, INC.
CONSOLIDATED STATEMENTS OF INCOME**
(in millions, except per share data)

	Years Ended December 31,		
	2020	2019	2018
Revenue	\$ 10,153.6	\$ 10,299.4	\$ 10,040.9
Expenses:			
Cost of operations	6,100.5	6,298.4	6,150.0
Depreciation, amortization and depletion	1,075.9	1,040.5	1,033.4
Accretion	82.9	81.9	80.7
Selling, general and administrative	1,053.0	1,091.9	1,059.5
Withdrawal costs – multiemployer pension funds	34.5	-	-
Loss (gain) on business divestitures and impairments, net	77.7	(14.7)	(44.9)
Restructuring charges	20.0	14.2	26.4
Operating income	1,709.1	1,787.2	1,735.8
Interest expense	(355.6)	(392.0)	(383.8)
Loss from unconsolidated equity method investments	(118.2)	(112.2)	(35.8)
Loss on extinguishment of debt	(101.9)	-	(0.3)
Interest income	5.2	6.4	1.6
Other income, net	4.1	6.4	3.4
Income before income taxes	1,142.7	1,295.8	1,320.9
Provision for income taxes	173.1	222.0	283.3
Net income	969.6	1,073.8	1,037.6
Net income attributable to non-controlling interests in consolidated subsidiary	(2.4)	(0.5)	(0.7)
Net income attributable to Republic Services, Inc.	\$ 967.2	\$ 1,073.3	\$ 1,036.9
Basic earnings per share attributable to Republic Services, Inc. stockholders:			
Basic earnings per share	\$ 3.03	\$ 3.34	\$ 3.17
Weighted average common shares outstanding	319.3	321.1	326.9
Diluted earnings per share attributable to Republic Services, Inc. stockholders:			
Diluted earnings per share	\$ 3.02	\$ 3.33	\$ 3.16
Weighted average common and common equivalent shares outstanding	319.8	322.0	328.4
Cash dividends per common share	\$ 1.66	\$ 1.56	\$ 1.44



REPUBLIC
SERVICES



Collection of Residential Refuse,
Recyclable Materials, Yard Waste, Bulk
Waste AND Commercial/Industrial Refuse
and Recycling

Summary Financial Information – Balance Sheet

Figure 12. Republic Services' 2020 Year Ending Consolidated Balance Sheet.
Selected financial data.

REPUBLIC SERVICES, INC. CONSOLIDATED BALANCE SHEETS (in millions, except per share data)		December 31, 2020	December 31, 2019
ASSETS			
Current assets:			
Cash and cash equivalents	\$	38.2	\$ 47.1
Accounts receivable, less allowance for doubtful accounts and other of \$34.7 and \$34.0, respectively		1,091.3	1,125.9
Prepaid expenses and other current assets		392.3	433.0
Total current assets		1,521.8	1,606.0
Restricted cash and marketable securities		149.1	179.4
Property and equipment, net		8,726.2	8,383.5
Goodwill		12,046.4	11,633.4
Other intangible assets, net		173.1	133.9
Other assets		817.4	747.6
Total assets	\$	23,434.0	\$ 22,683.8
LIABILITIES AND STOCKHOLDERS' EQUITY			
Current liabilities:			
Accounts payable	\$	779.0	\$ 777.9
Notes payable and current maturities of long-term debt		168.1	929.9
Deferred revenue		345.6	336.0
Accrued landfill and environmental costs, current portion		114.5	132.6
Accrued interest		54.6	74.0
Other accrued liabilities		820.2	814.2
Total current liabilities		2,282.0	3,064.6
Long-term debt, net of current maturities		8,766.1	7,758.6
Accrued landfill and environmental costs, net of current portion		1,694.7	1,703.2
Deferred income taxes and other long-term tax liabilities, net		1,238.8	1,180.6
Insurance reserves, net of current portion		281.8	276.5
Other long-term liabilities		681.8	579.4
Commitments and contingencies			
Stockholders' equity:			
Preferred stock, par value \$0.01 per share; 50 shares authorized; none issued		-	-
Common stock, par value \$0.01 per share; 750 shares authorized; 318.8 and 353.3 issued including shares held in treasury, respectively		3.2	3.5
Additional paid-in capital		2,741.4	4,994.8
Retained earnings		5,751.8	5,317.3
Treasury stock, at cost: — and 34.5 shares, respectively		(0.1)	(2,199.6)
Accumulated other comprehensive income, net of tax		(12.4)	2.2
Total Republic Services, Inc. stockholders' equity		8,483.9	8,118.2
Non-controlling interests in consolidated subsidiary		4.9	2.7
Total stockholders' equity		8,488.8	8,120.9
Total liabilities and stockholders' equity	\$	23,434.0	\$ 22,683.8

The accompanying notes are an integral part of these financial statements.



REPUBLIC
SERVICES



Collection of Residential Refuse,
Recyclable Materials, Yard Waste, Bulk
Waste AND Commercial/Industrial Refuse
and Recycling

Bank & Credit References

All inquiries for bank references must be made by fax. Credit References are available upon request.

Bank of America

Attn: Confirmation Department
Reference: Republic Services Inc.
Tax ID 65-0716904
Phone: (803) 832-7770
Fax (Toll #): (900) 733-5100
Online: www.bankVOD.com

J P Morgan Chase Bank

Attn: Confirmation Credit Inquiries
PO Box 955200
Fort Worth TX 76155-2732
Reference AWIN Management, Inc.
Tax ID 76-0353318
Phone: (800) 550 8509
Fax: (817) 345-3795

Wells Fargo

Attn: Confirmation Department
Reference: Republic Services, Inc.
Tax ID 65-0716904
Phone: (540) 563-7323
Fax (Toll #) (844) 879-0544
(Audits and Credit Inquiries)
Fax: (844) 879-0416
(Routing Number and Verification Requests)

BID BOND

KNOW ALL BY THESE PRESENTS, That we, BFI Waste Services, LLC dba Republic Services of Georgia

51 Patrick Mill Road, S.W., Winder, GA 30680

as Principal, hereinafter called the Principal,

and the Western Surety Company

of 151 N. Franklin Street, Chicago, IL 60606, a corporation duly organized under

the laws of the State of SD, as Surety, hereinafter called the Surety, are held and firmly bound unto

City of Duluth as Oblige, hereinafter called the Oblige,

in the sum of Ten Thousand Dollars and 00/100 Dollars

(\$ \$10,000.00), for the payment of which sum well and truly to be made, the said Principal and the said Surety, bind ourselves, our heirs, executors, administrators, successors and assigns, jointly and severally, firmly by these presents.

WHEREAS, the Principal has submitted a bid for Collection of Residential Refuse, Residential Recyclable Material, Residential Yard Waste, Residential Bulk Waste And Commercial/Industrial Refuse and Recycling, RFP No. 2023-01

NOW, THEREFORE, if the Oblige shall accept the bid of the Principal and the Principal shall enter into a Contract with the Oblige in accordance with the terms of such bid, and give such bond or bonds as may be specified in the bidding or Contract Documents with good and sufficient surety for the faithful performance of such Contract and for the prompt payment of labor and material furnished in the prosecution thereof, or in the event of the failure of the Principal to enter such Contract and give such bond or bonds, if the Principal shall pay to the Oblige the difference not to exceed the penalty hereof between the amount specified in said bid and such larger amount for which the Oblige may in good faith contract with another party to perform the Work covered by said bid, then this obligation shall be null and void, otherwise to remain in full force and effect.

Signed and sealed this 21st day of February, 2023

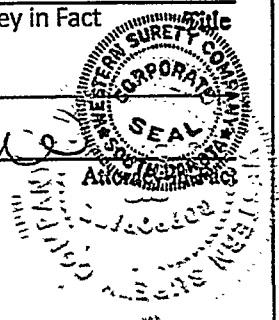
BFI Waste Services, LLC dba Republic Services of Georgia (Seal)

By: [Signature] Principal

Kathleen M. Mitchell Attorney in Fact

Western Surety Company

By: [Signature]
Amber Regel





**REPUBLIC
SERVICES**

POWER OF ATTORNEY

REPUBLIC SERVICES, INC., a Delaware corporation having its principal place of business at 18500 N. Allied Way, Phoenix, Arizona 85054, hereby makes, constitutes and appoints KIBBLE & PRENTICE HOLDING COMPANY dba USI INSURANCE SERVICES NORTHWEST, acting through and by any one of Debbie Lindstrom, Timothy S. Buhite, Kathleen M. Mitchell, Scott C. Alderman, Peggy A. Firth, Amber Engel, Jamie Annfield, Holly E. Ulfers, or Roxana Palacios, its true and lawful attorney to sign and seal any and all surety bonds, bid bonds, performance bonds and payment bonds at or below the monetary threshold of Five Million Dollars (\$5,000,000.00) on behalf of REPUBLIC SERVICES, INC. and its subsidiaries, relating to the provision of solid waste collection, transportation, transfer, recycling, disposal and/or energy services by REPUBLIC SERVICES, INC. and its subsidiaries and affix its corporate seal to and deliver for and on behalf as surety thereon or otherwise, bonds of any of the following classes, to wit:

1. Surety bonds, bid bonds, performance bonds and payment bonds to the United States of America or agency thereof, including those required or permitted under the laws or regulations relating to Customs or Internal Revenue; license and permit bonds or other indemnity bonds under the laws, ordinances or regulations of any state, city, town, village, board, other body organization, public or private; bonds to transportation companies; lost instrument bonds; lease bonds, worker's compensation bonds; miscellaneous surety bonds; and bonds on behalf of notaries public, sheriffs, deputy sheriffs and similar public officials.

2. Surety bonds, bid bonds, performance bonds and payment bonds on behalf of REPUBLIC SERVICES, INC. and its subsidiaries in connection with bids, proposals or contracts.

REPUBLIC SERVICES, INC. hereby agrees to ratify and confirm whatsoever KIBBLE & PRENTICE HOLDING COMPANY dba USI INSURANCE SERVICES NORTHWEST shall lawfully do pursuant to this power of attorney, and until notice or revocation has been given by REPUBLIC SERVICES, INC., the acts of said attorney shall be binding on the undersigned.

IN WITNESS WHEREOF, this Power of Attorney has been signed this 23rd day of FEBRUARY, 2022 on behalf of REPUBLIC SERVICES, INC. by its Assistant Secretary, Adrienne W. Wilhoit.

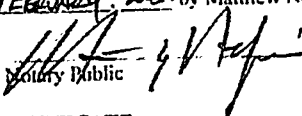
REPUBLIC SERVICES, INC.,
a Delaware corporation


Adrienne W. Wilhoit

STATE OF ARIZONA

COUNTY OF MARICOPA

Subscribed and sworn to before me this 23rd day of FEBRUARY, 2022 by Matthew Nordquist, Notary Public


Notary Public



Matthew Nordquist
Notary Public
Maricopa County, Arizona
My Comm. Expires 05-31-23
Commission No. 563802

CERTIFICATE

I, the undersigned, John B. Nickerson, Assistant Secretary of Republic Services, Inc., a Delaware corporation, do hereby certify that the foregoing Power of Attorney is true, correct, remains in full force and effect, and has not been revoked.

IN WITNESS WHEREOF, this Certification has been signed this 21st day of February, 2023 on behalf of REPUBLIC SERVICES, INC. by its Assistant Secretary, John B. Nickerson.


John B. Nickerson

Western Surety Company

POWER OF ATTORNEY APPOINTING INDIVIDUAL ATTORNEY-IN-FACT

Know All Men By These Presents, That WESTERN SURETY COMPANY, a South Dakota corporation, is a duly organized and existing corporation having its principal office in the City of Sioux Falls, and State of South Dakota, and that it does by virtue of the signature and seal herein affixed hereby make, constitute and appoint

Amber Engel, Individually

of, Seattle, WA, its true and lawful Attorney(s)-in-Fact with full power and authority hereby conferred to sign, seal and execute for and on its behalf bonds, undertakings and other obligatory instruments of similar nature

- In Unlimited Amounts -

Surety Bond No.: Bid Bond

Principal: BFI Waste Services, LLC dba Republic Services of Georgia

Obligee: City of Duluth

and to bind it thereby as fully and to the same extent as if such instruments were signed by a duly authorized officer of the corporation and all the acts of said Attorney, pursuant to the authority hereby given, are hereby ratified and confirmed.

This Power of Attorney is made and executed pursuant to and by authority of the By-Law printed on the reverse hereof, duly adopted, as indicated, by the shareholders of the corporation.

In Witness Whereof, WESTERN SURETY COMPANY has caused these presents to be signed by its Vice President and its corporate seal to be hereto affixed on this 16th day of June, 2021.



WESTERN SURETY COMPANY

Paul T. Bruflat
Paul T. Bruflat, Vice President

State of South Dakota } ss
County of Minnehaha }

On this 16th day of June, 2021, before me personally came Paul T. Bruflat, to me known, who, being by me duly sworn, did depose and say: that he resides in the City of Sioux Falls, State of South Dakota; that he is the Vice President of WESTERN SURETY COMPANY described in and which executed the above instrument; that he knows the seal of said corporation; that the seal affixed to the said instrument is such corporate seal; that it was so affixed pursuant to authority given by the Board of Directors of said corporation and that he signed his name thereto pursuant to like authority, and acknowledges same to be the act and deed of said corporation.

My commission expires

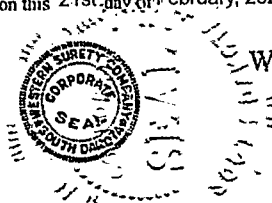
March 2, 2026



M. Bent
M. Bent, Notary Public

CERTIFICATE

I, L. Nelson, Assistant Secretary of WESTERN SURETY COMPANY do hereby certify that the Power of Attorney hereinabove set forth is still in force, and further certify that the By-Law of the corporation printed on the reverse hereof is still in force. In testimony whereof I have hereunto subscribed my name and affixed the seal of the said corporation this 21st day of February, 2023.



WESTERN SURETY COMPANY

L. Nelson
L. Nelson, Assistant Secretary

Form F4280-7-2012

Go to www.cnasurety.com > Owner / Obligor Services > Validate Bond Coverage, if you want to verify bond authenticity.

Authorizing By-Law

ADOPTED BY THE SHAREHOLDERS OF WESTERN SURETY COMPANY

This Power of Attorney is made and executed pursuant to and by authority of the following By-Law duly adopted by the shareholders of the Company.

Section 7. All bonds, policies, undertakings, Powers of Attorney, or other obligations of the corporation shall be executed in the corporate name of the Company by the President, Secretary, and Assistant Secretary, Treasurer, or any Vice President, or by such other officers as the Board of Directors may authorize. The President, any Vice President, Secretary, any Assistant Secretary, or the Treasurer may appoint Attorneys in Fact or agents who shall have authority to issue bonds, policies, or undertakings in the name of the Company. The corporate seal is not necessary for the validity of any bonds, policies, undertakings, Powers of Attorney or other obligations of the corporation. The signature of any such officer and the corporate seal may be printed by facsimile.



USI Insurance Services
601 Union Street
Suite 1000
Seattle, WA 98101
www.usi.com
Tel: 206.441.6300

February 21, 2023

LETTER OF INTENT

City of Duluth
3167 Main Street
Duluth, GA 30096

RE: BFI Waste Services, LLC dba Republic Services of Georgia
Collection Of Residential Refuse, Residential Recyclable Material, Residential Yard Waste,
Residential Bulk Waste And Commercial/Industrial Refuse and Recycling, RFP No. 2023-01

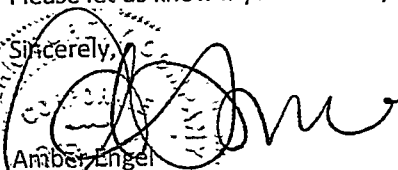
To Whom it May Concern:

We are writing to you at the request of BFI Waste Services, LLC dba Republic Services of Georgia.
This principal has or is about to submit a Bid proposal for Collection of Residential Refuse, Residential Recyclable
Material, Residential Yard Waste, Residential Bulk Waste And Commercial/Industrial Refuse and Recycling, RFP No. 2023-01

If a contract for this work is awarded to BFI Waste Services, LLC dba Republic Services of Georgia,
Western Surety Company, a surety licensed to conduct business in the
State of GA, has agreed to act as surety to issue the required Performance Bond which is a
condition of awarding this contract.

Please let us know if you need anything further in this regard.

Sincerely,


Amber Engel
Attorney in Fact
Western Surety Company

Western Surety Company

POWER OF ATTORNEY APPOINTING INDIVIDUAL ATTORNEY-IN-FACT

Know All Men By These Presents, That WESTERN SURETY COMPANY, a South Dakota corporation, is a duly organized and existing corporation having its principal office in the City of Sioux Falls, and State of South Dakota, and that it does by virtue of the signature and seal herein affixed hereby make, constitute and appoint

Amber Engel, Individually

of, Seattle, WA, its true and lawful Attorney(s)-in-Fact with full power and authority hereby conferred to sign, seal and execute for and on its behalf bonds, undertakings and other obligatory instruments of similar nature

- In Unlimited Amounts -

Surety Bond No.: Letter of Intent

Principal: BFI Waste Services, LLC dba Republic Services of Georgia

Obligee: City of Duluth

and to bind it thereby as fully and to the same extent as if such instruments were signed by a duly authorized officer of the corporation and all the acts of said Attorney, pursuant to the authority hereby given, are hereby ratified and confirmed.

This Power of Attorney is made and executed pursuant to and by authority of the By-Law printed on the reverse hereof, duly adopted, as indicated, by the shareholders of the corporation.

In Witness Whereof, WESTERN SURETY COMPANY has caused these presents to be signed by its Vice President and its corporate seal to be hereto affixed on this 16th day of June, 2021.

WESTERN SURETY COMPANY



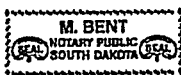
Paul T. Bruflat
Paul T. Bruflat, Vice President

State of South Dakota } ss
County of Minnehaha }

On this 16th day of June, 2021, before me personally came Paul T. Bruflat, to me known, who, being by me duly sworn, did depose and say: that he resides in the City of Sioux Falls, State of South Dakota; that he is the Vice President of WESTERN SURETY COMPANY described in and which executed the above instrument; that he knows the seal of said corporation; that the seal affixed to the said instrument is such corporate seal; that it was so affixed pursuant to authority given by the Board of Directors of said corporation and that he signed his name thereto pursuant to like authority, and acknowledges same to be the act and deed of said corporation.

My commission expires

March 2, 2026



M. Bent
M. Bent, Notary Public

CERTIFICATE

I, L. Nelson, Assistant Secretary of WESTERN SURETY COMPANY do hereby certify that the Power of Attorney hereinabove set forth is still in force, and further certify that the By-Law of the corporation printed on the reverse hereof is still in force. In testimony whereof I have hereunto subscribed my name and affixed the seal of the said corporation this 21st day of February, 2023.



WESTERN SURETY COMPANY

L. Nelson
L. Nelson, Assistant Secretary

Form F4280-7-2012

Go to www.cnasurety.com > Owner / Obligor Services > Validate Bond Coverage, if you want to verify bond authenticity.

Authorizing By-Law

ADOPTED BY THE SHAREHOLDERS OF WESTERN SURETY COMPANY

This Power of Attorney is made and executed pursuant to and by authority of the following By-Law duly adopted by the shareholders of the Company.

Section 7. All bonds, policies, undertakings, Powers of Attorney, or other obligations of the corporation shall be executed in the corporate name of the Company by the President, Secretary, and Assistant Secretary, Treasurer, or any Vice President, or by such other officers as the Board of Directors may authorize. The President, any Vice President, Secretary, any Assistant Secretary, or the Treasurer may appoint Attorneys in Fact or agents who shall have authority to issue bonds, policies, or undertakings in the name of the Company. The corporate seal is not necessary for the validity of any bonds, policies, undertakings, Powers of Attorney or other obligations of the corporation. The signature of any such officer and the corporate seal may be printed by facsimile.

Bond No.: _____

Performance Bond

KNOW ALL BY THESE PRESENTS, That we _____, as Principal and _____, of _____, authorized to do business in the State of _____, as Surety, are held and firmly bound unto _____ as Obligee, in the maximum penal sum of _____ Dollars (_____), lawful money of the United States of America, for which payment well and truly to be made we bind ourselves, our heirs, executors and assigns, jointly and severally, firmly by this Bond.

WHEREAS, the Principal has entered, or is about to enter, into a written agreement with the Obligee to perform in accordance with the terms and conditions of the _____ (hereinafter referred to as the Contract), said Contract is hereby referred to and made a part hereof;

NOW, THEREFORE, the condition of this obligation is such that if the above name Principal, its successors and assigns, shall well and truly perform its obligation as set forth in the above mentioned Contract, then this Bond shall be void; otherwise to remain in full force and effect pursuant to its terms.

Notwithstanding anything to the contrary in the Contract, the Bond is subject to the following express conditions:

1. Whereas, the Obligee has agreed to accept this Bond, this Bond shall be effective for the definite period of _____ to _____. The Bond may be extended, at the sole option of the Surety, by continuation certificate for additional periods from the expiry date hereof. However, neither: (a) the Surety's decision not to issue a continuation certificate, nor (b) the failure or inability of the Principal to file a replacement bond or other security in the event the Surety exercises its right to not renew, shall itself constitute a loss to the Obligee recoverable under this Bond or any extension thereof.
2. If there is no breach or default on the part of the Obligee, then the Surety's performance obligation under the bond shall only arise after:
 - a. The Obligee has notified the Principal and the Surety in writing at their respective addresses of the alleged breach with a detailed description thereof, and has requested and attempted to arrange a conference with the Principal and the Surety to be held not later than fifteen (15) days after receipt of such notice to discuss methods of performing the Contract; and has made available during the notice period all books, records, and accounts relevant to the Contract which may be requested by the Principal or Surety. If the Obligee, Principal and Surety agree, the Principal shall be allowed a reasonable time to perform the Contract; but such an agreement shall not waive the Obligee's right, if any, to subsequently declare a Principal default;
 - b. The Obligee has declared the Principal in default and formally terminated the Principal's right to complete the Contract, provided, however, that such default shall not be declared earlier than twenty (20) days after the Principal and the Surety have received the notice as provided in "a" above; and
 - c. The Obligee has agreed to pay the balance of the Contract price to the Surety in accordance with the terms of the Contract or to the such contractor as may be tendered by the Surety to the Obligee.

3. No claim, action, suit or proceeding, except as hereinafter set forth shall be had or maintained against the Surety on this instrument unless such claim, action, suit or proceeding is brought or instituted upon the Surety within six months from termination or expiration of the bond term.
4. Regardless of the number of years this Bond is in force or the number of continuation certificates issued, the liability of the Surety shall not be cumulative in amounts from period to period and shall in no event exceed the amount set forth above, or as amended by rider.
5. Any notice, demand, certification or request for payment, made under this Bond shall be made in writing to the Surety at the address specified below. Any demand or request for payment must be made prior to the expiry date of this Bond.

Surety Address:

Attn: _____

SIGNED, SEALED AND DATED this _____ day of _____, _____.

Principal

By: _____

Surety

By: _____
Attorney-in-Fact



USI Insurance Services
601 Union Street
Suite 1000
Seattle, WA 98101
www.usi.com
Tel: 206.441.6300

January 31, 2023

FEDEX EXPRESS - Next Day

Brad Martin
Republic Services
1042 Pathview Court
Dacula, GA 30019
7708716489

RE: BFI Waste Services, LLC dba Republic Services of Georgia
\$10,000.00 Bid Bond
to City of Duluth
for Collection Of Residential Refuse, Residential Recyclable Material, Residential Yard Waste,
Residential Bulk Waste And Commercial/Industrial Refuse and Recycling, RFP No. 2023-01
Bid Date: February 21, 2023
Western Surety Company

Enclosed find your Bid Bond for the above captioned bid as requested. Please review for accuracy before forwarding the enclosed original Bid Bond to the Obligee along with the rest of your bid package.

To avoid potential delays after award, always ensure that your Legal Entity/Bidder's name on your bid matches the Company/Principal name on the Bid Bond.

Please note, that in the event Republic Services is the successful bidder, it is up to field to request a Performance bond if it is required per the terms of the contract, as one is not automatically issued.

Should you require further assistance or if you have any questions, please do not hesitate to contact me at 206-731-1200 or email us at RSNew@usi.com.

Good Luck!

Amber
Amber Engel
Surety Department

SPECIAL INSTRUCTIONS FOR THIS BOND (if left blank, there are no special instruction for your bond):

ORIGIN ID: BFA (206) 577-5940
TATIANA GEFTER

SHIP DATE: 31 JAN 23
ACTWGT: 1.00 LB
CAD: 102415856/INET4580

BILL SENDER

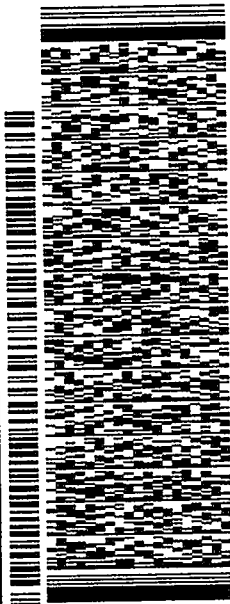
TO
BRAD MARTIN
REPUBLIC SERVICES
1042 PATHVIEW COURT
UNITED STATES US

DACULA GA 30019

REF (770) 871-6489

DEPT

PO



WED - 01 FEB 4:30P
STANDARD OVERNIGHT

TRK# 7711 7510 5052

30019
GA-US ATL

XG MGEA



After printing this label:

1. Use the "Print" button on this page to print your label to your laser or inkjet printer.
2. Fold the printed page along the horizontal line.
3. Place label in shipping pouch and affix it to your shipment so that the barcode portion of the label can be read and scanned.

Warning: Use only the printed original label for shipping. Using a photocopy of this label for shipping purposes is fraudulent and could result in additional billing charges, along with the cancellation of your FedEx account number. Use of this system constitutes your agreement to the service conditions in the current FedEx Service Guide, available on fedex.com. FedEx will not be responsible for any claim in excess of \$100 per package, whether the result of loss, damage, delay, non-delivery, misdelivery, or misinformation, unless you declare a higher value, pay an additional charge, document your actual loss and file a timely claim. Limitations found in the current FedEx Service Guide apply. Your right to recover from FedEx for any loss, including intrinsic value of the package, loss of sales, income interest, profit, attorney's fees, costs, and other forms of damage whether direct, incidental, consequential, or special is limited to the greater of \$100 or the authorized declared value. Recovery cannot exceed actual documented loss. Maximum for items of extraordinary value is \$1,000, e.g. jewelry, precious metals, negotiable instruments and other items listed in our Service Guide. Written claims must be filed within strict time limits, see current FedEx Service Guide.



CERTIFICATE OF LIABILITY INSURANCE

Page 1 of 2

DATE (MM/DD/YYYY)
06/13/2022

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

IMPORTANT: If the certificate holder is an **ADDITIONAL INSURED**, the policy(ies) must have **ADDITIONAL INSURED** provisions or be endorsed. If **SUBROGATION IS WAIVED**, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

PRODUCER
CANNON COCHRAN MANAGEMENT SERVICES, INC.
17015 N. SCOTTSDALE RD.
SCOTTSDALE, AZ 85255

CONTACT NAME:
PHONE (A/C No.Ext):
E-MAIL ADDRESS: certifiicateam@ccmsi.com

INSURER(S) AFFORDING COVERAGE**NAIC #****INSURER A:** ACE American Insurance Co.

22667

INSURER B: Indemnity Insurance Co. of North America

43575

INSURER C: ACE Fire Underwriters Insurance Co.

20702

INSURER D: Illinois Union Insurance Company

27960

INSURER E:**INSURER F:**

INSURED
REPUBLIC SERVICES, INC.
18500 N. ALLIED WAY
PHOENIX, AZ 85054

COVERAGES**CERTIFICATE NUMBER: 2127985****REVISION NUMBER:**

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR LTR	TYPE OF INSURANCE	ADDL INSD	SUBR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS
A	<input checked="" type="checkbox"/> COMMERCIAL GENERAL LIABILITY <input type="checkbox"/> CLAIMS-MADE <input checked="" type="checkbox"/> OCCUR GEN'L AGGREGATE LIMIT APPLIES PER: <input type="checkbox"/> POLICY <input type="checkbox"/> PROJECT <input type="checkbox"/> LOC <input type="checkbox"/> OTHER:			HDO G47331067	06/30/2022	06/30/2023	EACH OCCURRENCE \$ 5,000,000 DAMAGE TO RENTED PREMISES (Ea occurrence) \$ 5,000,000 MED EXP (Any one person) PERSONAL & ADV INJURY \$ 5,000,000 GENERAL AGGREGATE \$ 15,000,000 PRODUCTS -COMP/OP AGG \$ 15,000,000
	AUTOMOBILE LIABILITY <input checked="" type="checkbox"/> ANY AUTO <input checked="" type="checkbox"/> OWNED AUTOS ONLY <input checked="" type="checkbox"/> SCHEDULED AUTOS <input checked="" type="checkbox"/> HIRED AUTOS ONLY <input checked="" type="checkbox"/> NON-OWNED AUTOS ONLY			ISA H1073261A	06/30/2022	06/30/2023	COMBINED SINGLE LIMIT (Ea accident) \$ 10,000,000 BODILY INJURY (Per person) BODILY INJURY (Per accident) PROPERTY DAMAGE (Per accident)
	UMBRELLA LIAB <input type="checkbox"/> OCCUR EXCESS LIAB <input type="checkbox"/> CLAIMS-MADE DED <input type="checkbox"/> RETENTION \$						EACH OCCURRENCE AGGREGATE
B A C A D	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH) If yes, describe under DESCRIPTION OF OPERATIONS below			WLR C50702145 - AOS WLR C5070192A - MAJOR SCF C50702182 - WI WCU C50702273 - OH XS TNS C68991171 - TX NS/XS	06/30/2022 06/30/2022 06/30/2022 06/30/2022 06/30/2022	06/30/2023 06/30/2023 06/30/2023 06/30/2023 06/30/2023	<input checked="" type="checkbox"/> PER STATUTE <input type="checkbox"/> OTHER E.L. EACH ACCIDENT \$ 3,000,000 E.L. DISEASE -EA EMPLOYEE \$ 3,000,000 E.L. DISEASE -POLICY LIMIT \$ 3,000,000

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)

EVIDENCE OF COVERAGE FOR USE FOR REPUBLIC SERVICES, INC. AND ALL ITS SUBSIDIARIES.

CERTIFICATE HOLDER

EVIDENCE OF COVERAGE

United States

CANCELLATION

SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.

AUTHORIZED REPRESENTATIVE



ADDITIONAL REMARKS SCHEDULE

Page 2 of 2

AGENCY		NAMED INSURED REPUBLIC SERVICES, INC. 18500 N. ALLIED WAY PHOENIX, AZ 85054
POLICY NUMBER See First Page		
CARRIER See First Page	NAIC CODE	EFFECTIVE DATE:

ADDITIONAL REMARKS

CERTIFICATE NUMBER: 2127985

THIS ADDITIONAL REMARKS FORM IS A SCHEDULE TO ACORD FORM.

FORM NUMBER: 25 FORM TITLE: CERTIFICATE OF LIABILITY INSURANCE

The following provisions apply when required by written contract. As used below, the term certificate holder also includes any person or organization that the insured has become obligated to include as a result of an executed contract or agreement.

GENERAL LIABILITY:

Certificate holder is Additional Insured including on-going and completed operations when required by written contract.
Coverage is primary and non-contributory when required by written contract.
Waiver of Subrogation in favor of the certificate holder is included when required by written contract.

AUTO LIABILITY:

Certificate holder is Additional Insured when required by written contract.
Coverage is primary and non-contributory when required by written contract.
Waiver of Subrogation in favor of the certificate holder is included when required by written contract.

WORKERS COMPENSATION AND EMPLOYERS LIABILITY:

Waiver of Subrogation in favor of the certificate holder is included when required by written contract where allowed by state law.

Stop gap coverage for ND and WA is covered under policy no. WLR C50702145 and stop gap coverage for OH is covered under policy no. WCU C50702273, as noted on page 1 of this certificate.

TEXAS EXCESS INDEMNITY AND EMPLOYERS LIABILITY:

Insured is a registered non-subscriber to the Texas Workers Compensation Act. Insured has filed an approved Indemnity Plan with the Texas Department of Insurance which offers an alternative in benefits to employees rather than the traditional Workers Compensation Insurance in Texas. The excess policy (#TNS C68991171) shown on this certificate provides excess Indemnity and Employers Liability coverage for the approved Indemnity Plan.

Contractual Liability is included in the General Liability and Automobile Liability coverage forms. The General Liability and Automobile Liability policies do not contain endorsements excluding Contractual Liability.

Separation of Insured (Cross Liability) coverage is provided to the Additional Insured, when required by written contract, per the Conditions of the Commercial General Liability Coverage form and the Automobile Liability Coverage form.

Request for Taxpayer Identification Number and Certification

Give Form to the
requester. Do not
send to the IRS.

► Go to www.irs.gov/FormW9 for instructions and the latest information.

1 Name (as shown on your income tax return). Name is required on this line; do not leave this line blank.
Republic Services, Inc.

2 Business name/disregarded entity name, if different from above
BFI Waste Services, LLC (EIN: 86-1006825)

3 Check appropriate box for federal tax classification of the person whose name is entered on line 1. Check only one of the following seven boxes.
☐ Individual/sole proprietor or single-member LLC
☒ C Corporation
☐ S Corporation
☐ Partnership
☐ Trust/estate
☐ Limited liability company. Enter the tax classification (C=C corporation, S=S corporation, P=Partnership) ►
Note: Check the appropriate box in the line above for the tax classification of the single-member owner. Do not check LLC if the LLC is classified as a single-member LLC that is disregarded from the owner unless the owner of the LLC is another LLC that is not disregarded from the owner for U.S. federal tax purposes. Otherwise, a single-member LLC that is disregarded from the owner should check the appropriate box for the tax classification of its owner.
☐ Other (see instructions) ►

4 Exemptions (codes apply only to certain entities, not individuals; see instructions on page 3):
Exempt payee code (if any) **5**
Exemption from FATCA reporting code (if any) **D**
(Applies to accounts maintained outside the U.S.)

5 Address (number, street, and apt. or suite no.) See instructions.
18500 N. Allied Way

6 City, state, and ZIP code
Phoenix, AZ 85054

7 List account number(s) here (optional)

Part I Taxpayer Identification Number (TIN)

Enter your TIN in the appropriate box. The TIN provided must match the name given on line 1 to avoid backup withholding. For individuals, this is generally your social security number (SSN). However, for a resident alien, sole proprietor, or disregarded entity, see the instructions for Part I, later. For other entities, it is your employer identification number (EIN). If you do not have a number, see *How to get a TIN*, later.

Note: If the account is in more than one name, see the instructions for line 1. Also see *What Name and Number To Give the Requester* for guidelines on whose number to enter.

Social security number								
			-			-		
or								
Employer identification number								
6	5		-	0	7	1	6	9 0 4

Part II Certification

Under penalties of perjury, I certify that:

- The number shown on this form is my correct taxpayer identification number (or I am waiting for a number to be issued to me); and
- I am not subject to backup withholding because: (a) I am exempt from backup withholding, or (b) I have not been notified by the Internal Revenue Service (IRS) that I am subject to backup withholding as a result of a failure to report all interest or dividends, or (c) the IRS has notified me that I am no longer subject to backup withholding; and
- I am a U.S. citizen or other U.S. person (defined below); and
- The FATCA code(s) entered on this form (if any) indicating that I am exempt from FATCA reporting is correct.

Certification Instructions. You must cross out item 2 above if you have been notified by the IRS that you are currently subject to backup withholding because you have failed to report all interest and dividends on your tax return. For real estate transactions, item 2 does not apply. For mortgage interest paid, acquisition or abandonment of secured property, cancellation of debt, contributions to an individual retirement arrangement (IRA), and generally, payments other than interest and dividends, you are not required to sign the certification, but you must provide your correct TIN. See the instructions for Part II, later.

Sign
Here

Signature of
U.S. person

Date

3-22-21

General Instructions

Section references are to the Internal Revenue Code unless otherwise noted.

Future developments. For the latest information about developments related to Form W-9 and its instructions, such as legislation enacted after they were published, go to www.irs.gov/FormW9.

Purpose of Form

An individual or entity (Form W-9 requester) who is required to file an information return with the IRS must obtain your correct taxpayer identification number (TIN) which may be your social security number (SSN), individual taxpayer identification number (ITIN), adoption taxpayer identification number (ATIN), or employer identification number (EIN), to report on an information return the amount paid to you, or other amount reportable on an information return. Examples of information returns include, but are not limited to, the following.

- Form 1099-INT (interest earned or paid)

- Form 1099-DIV (dividends, including those from stocks or mutual funds)
- Form 1099-MISC (various types of income, prizes, awards, or gross proceeds)
- Form 1099-B (stock or mutual fund sales and certain other transactions by brokers)
- Form 1099-S (proceeds from real estate transactions)
- Form 1099-K (merchant card and third party network transactions)
- Form 1098 (home mortgage interest), 1098-E (student loan interest), 1098-T (tuition)
- Form 1099-C (canceled debt)
- Form 1099-A (acquisition or abandonment of secured property)

Use Form W-9 only if you are a U.S. person (including a resident alien), to provide your correct TIN.

If you do not return Form W-9 to the requester with a TIN, you might be subject to backup withholding. See *What is backup withholding*, later.

BARROW COUNTY
Georgia

Economic and Community Development

30 N. Broad Street
Winder, GA 30680
Occupational Tax Certificate
2023

License Number

749

Business Name: REPUBLIC SERVICES UNITED WASTE

Mailing Address: 51 PATRICK MILL RD SW
WINDER, GA 30680

Phone: 678-963-2800

Business Location: 51 PATRICK MILL RD SW WINDER GA 30680

Issue Date: 12/05/2022

Expires: 12/31/2023

Only valid at this location and when conforms to Barrow County Ordinances. This is to certify that the person or firm named herein has paid into my hands minimum payment of occupational tax as set out herein and benefit of the county aforesaid, and is licensed to engage in the business listed on this certificate.

EXEMPT YES / NO

N

E-VERIFY#

40635

Category: GARBAGE PICK UP SERVICES

Type: GARBAGE PICK UP SERVICES

NAICS: 562119

Total Received: 2,545.00

POST IN A CONSPICUOUS PLACE

THIS LICENSE IS NOT TRANSFERABLE

LICV

tylerbusinessforms.com

877.749.2090

License Copy

BARROW COUNTY
Georgia

Economic and Community Development

30 N. Broad Street
Winder, GA 30680

License Number

749

Category: GARBAGE PICK UP SERVICES

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EXEMPT YES / NO

N

E-VERIFY#

40635

Business Name: REPUBLIC SERVICES UNITED WASTE

Mailing Address: 51 PATRICK MILL RD SW
WINDER, GA 30680

Phone: 678-963-2800

Total Received: 2,545.00



REPUBLIC
SERVICES

967 Carl Bethlehem Road, Winder, Georgia
678-975-3895 f 770.233.9081 agregory@republicservices.com

July 5th, 2022

This serves as the capacity assurance letter for our Oak Grove Landfill, located at 967 Carl Bethlehem Road, Winder, Georgia, 30680.

As indicated in the table below, our Oak Grove Landfill has the following landfill capacity:

Site Name	Georgia EPD Permit Number	Total Remaining Capacity (CY)	Remaining Site Life (Yrs)
Oak Grove Landfill	007-020D(SL)	5,538,102	10

Oak Grove Landfill is permitted to accept yard trimmings.

Sincerely,
Republic Services of Georgia, Limited Partnership

Anthony Gregory
General Manager



Company ID Number: 40635
Client Company ID Number: 356205

**THE E-VERIFY PROGRAM FOR EMPLOYMENT VERIFICATION MEMORANDUM OF
UNDERSTANDING FOR EMPLOYERS USING A DESIGNATED AGENT**

ARTICLE I

PURPOSE AND AUTHORITY

This Memorandum of Understanding (MOU) sets forth the points of agreement between the Department of Homeland Security (DHS), BFI Waste Services, LLC (Employer), and LawLogix Group, Inc. (Designated Agent) regarding the Employer's and Designated Agent's participation in the Employment Eligibility Verification Program (E-Verify). This MOU explains certain features of the E-Verify program and enumerates specific responsibilities of DHS, the Social Security Administration (SSA), the Employer, and the Designated Agent. References to the Employer include the Designated Agent when acting on behalf of the Employer. E-Verify is a program that electronically confirms an employee's eligibility to work in the United States after completion of the Employment Eligibility Verification Form (Form I-9). For covered government contractors, E-Verify is used to verify the employment eligibility of all newly hired employees and all existing employees assigned to Federal contracts or to verify the entire workforce if the contractor so chooses.

Authority for the E-Verify program is found in Title IV, Subtitle A, of the Illegal Immigration Reform and Immigrant Responsibility Act of 1996 (IIRIRA), Pub. L. 104-208, 110 Stat. 3009, as amended (8 U.S.C. § 1324a note). Authority for use of the E-Verify program by Federal contractors and subcontractors covered by the terms of Subpart 22.18, "Employment Eligibility Verification", of the Federal Acquisition Regulation (FAR) (hereinafter referred to in this MOU as a "Federal contractor with the FAR E-Verify clause") to verify the employment eligibility of certain employees working on Federal contracts is also found in Subpart 22.18 and in Executive Order 12989, as amended.

ARTICLE II

FUNCTIONS TO BE PERFORMED

A. RESPONSIBILITIES OF SSA

1. SSA agrees to provide the Employer (through the Designated Agent) with available information that will allow the Employer to confirm the accuracy of Social Security Numbers provided by all employees verified under this MOU and the employment authorization of U.S. citizens.
2. SSA agrees to provide the Employer and Designated Agent appropriate assistance with operational problems that may arise during the Employer's participation in E-Verify. SSA agrees to provide the Designated Agent with names, titles, addresses, and telephone numbers of SSA representatives to be contacted during the E-Verify process.



Company ID Number: 40635
Client Company ID Number: 356205

The individuals whose signatures appear below represent that they are authorized to enter into this MOU on behalf of the Employer, the Designated Agent and DHS respectively.

If you have any questions, contact E-Verify at 1-888-464-4218.

Approved by:

Employer BFI Waste Services, LLC

Alexander U
Alexander U

Director - Employment Practices
9/21/10

Designated Agent LawLogix Group, Inc.

Craig Duff

Title

Electronically Signed
Date

09/08/2010
Date

Department of Homeland Security – Verification Division

Name

Title

**Information Required
For the E-Verify Designated Agent Program**

Information relating to your Company:



51 Patrick Mill Road SW, Winder GA 30680
C 770-871-6489
BMartin@republicservices.com
www.republicservices.com

December 12, 2022

Requested Municipal References

Please provide requested information for at least (3) three local governments or other customers for whom you provide solid waste and / or market recyclables for to fulfill the necessary duties given in a municipal franchised contract. Contact as requested:

Name: Ron Adderley, Deputy Director - Support Services
Organization: Gwinnett County Government
Phone Number: 678-442-3303
E-mail: Ronald.Adderley@gwinnettcounty.com

Services Provided and Date: July 1st, 2010 – Present, Residential Solid Waste and Recycling Curbside, 68K Residential Homes

Name: James Riker, City Manager
Organization: City of Duluth, GA
Phone Number: 770-476-3434
E-mail: jriker@duluthga.net

Services Provided and Date: April 2001 – Present, Residential Solid Waste and Recycling Curbside, 7500 Residential Homes, ALL Hauling and Disposal - Commercial and Roll Off Containers

Name: Tom Harris, Chief Financial Officer
Organization: City of Alpharetta, GA
Phone Number: 678-297-6096
E-mail: tharris@alpharetta.ga.us

Services Provided and Date: November 1999 – Present, Residential Solid Waste and Recycling Curbside, 17,800 Residential Homes

Name: Bryan Kerlin, City Manager
Organization: City of Buford, GA
Phone Number: 770-945-6761
E-mail: bkerlin@cityofbuford.com

Services Provided and Date: July 2009 – Present, ALL Hauling and Disposal -Commercial and Roll Off Containers



REPUBLIC
SERVICES



Company Overview

Republic Services is one of the country's leading providers of municipal recycling and waste services, serving more than 2,400 communities, with millions of customers in 41 states.

Local Presence

For 44 years, Republic Services has partnered with municipalities, residents, and businesses in NE Georgia to provide [solid waste, recycling, yard waste, and bulky item collection services]

Republic Services is integrated in the community, employing approximately (x) people within DULUTH, GA, (x) of whom live within the DULUTH, GA limits

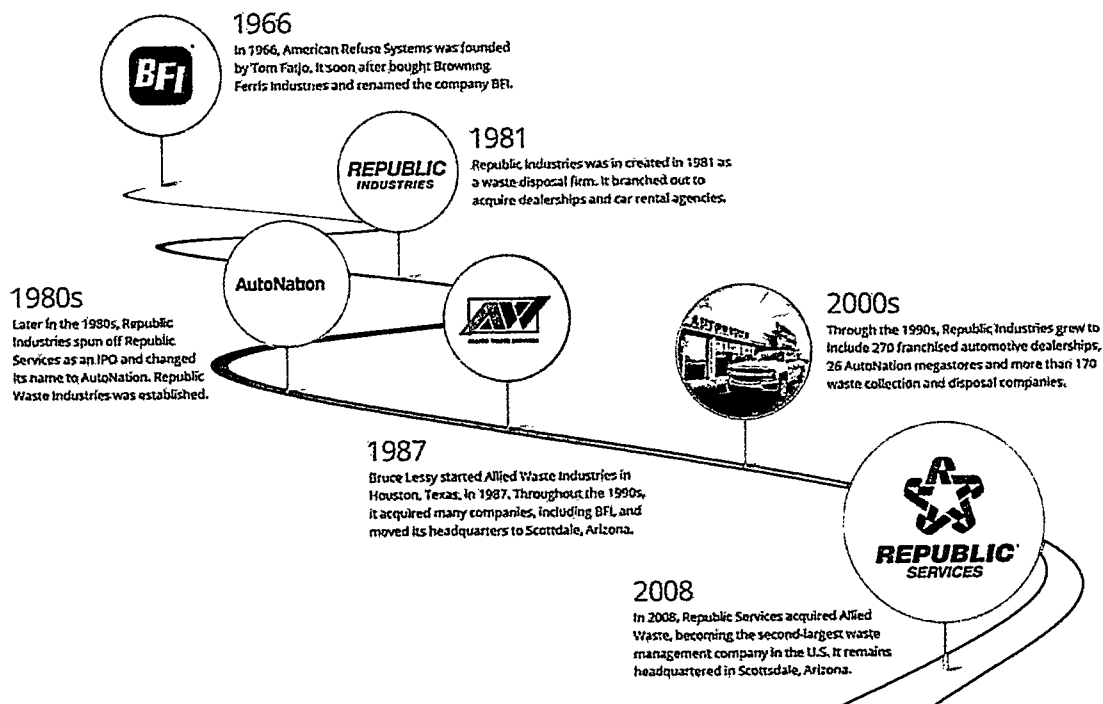
We place great importance on our human capital and recognize that our employees are our most important asset. Republic Services endeavors to provide the very best

Collection of Residential Refuse, Recyclable Materials, Yard Waste, Bulk Waste AND Commercial/Industrial Refuse and Recycling

Republic Services invests in our communities by continuing to provide customers with safe, customer service-focused solutions

- Municipalities that partner with Republic Services choose to renew or extend their contracts over 92% of the time
- Our 15,500 drivers execute 5M pickups/day
- Average tenure of Republic Services Municipal customer is more than 15 years
- As a corporate partner, we sponsor and are present in the communities we serve
- 125K residential customers, 10,500 commercial, and 4,400 industrial customers in NE Georgia
- Republic Services deploys 95 trucks daily from its local collection operations out of Winder, Ga which services Duluth

Figure 13. Company History. Today's Republic Services is the product of three former industry leaders.





REPUBLIC
SERVICES



working conditions, including a safe environment, competitive pay and benefits, and many opportunities for professional growth. In fact, (80%) of our supervisors and managers began their careers at Republic Services as drivers, landfill operators or technicians.

Our Company

Republic Services is an industry leader in the non-hazardous solid waste industry with revenues more than \$10 billion and over 35,000 dedicated employees. Our lineage, which includes three of the industries most recognized brands, who combined in 2008. All our legacy brands operate today as a part of the Republic Services family.

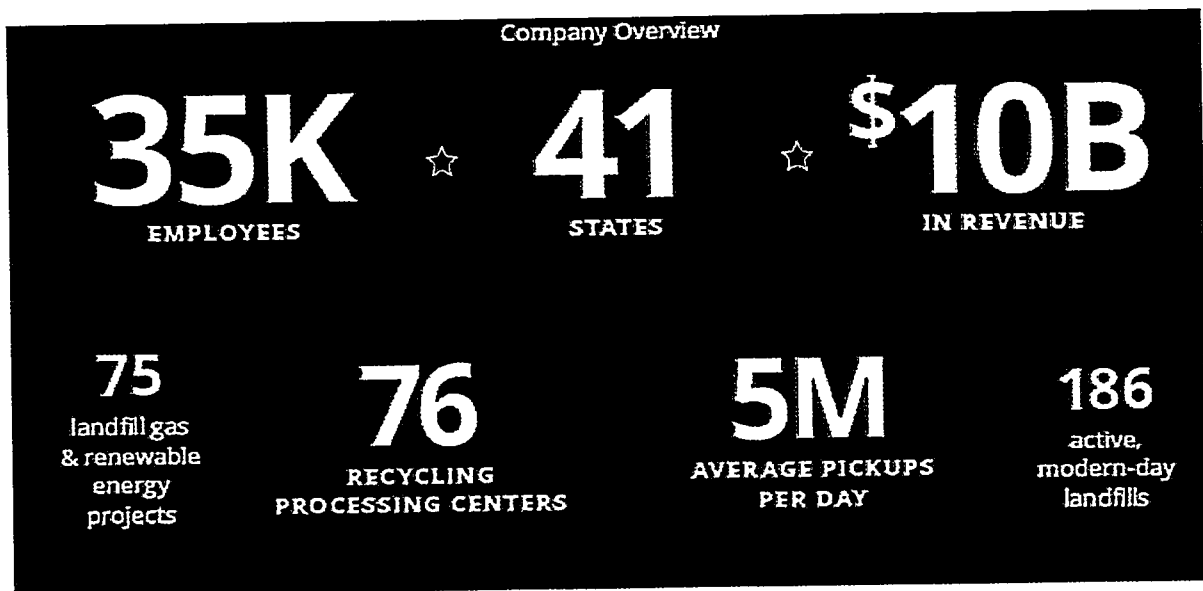
Republic Services' collection companies, transfer stations, recycling centers and landfills focus on providing effortless solutions for our millions of commercial, industrial, and residential customers. Republic Services responsibly operates 340 collection operations, 220 transfer stations, 186 active solid waste landfills and 76 recycling centers across 41 states. We also

Collection of Residential Refuse, Recyclable Materials, Yard Waste, Bulk Waste AND Commercial/Industrial Refuse and Recycling

have 75 landfill gas and renewable energy projects and are adding new facilities every year. In our Energy Services vertical, we have 6 treatment, recovery and disposal facilities as well as 9 saltwater disposal wells.

With more than 16,000 vehicles, Republic Services deploys the 5th largest vocational fleet in the U.S. to collect approximately 100 million tons of waste and over 6M tons of recyclables.

Figure 14. **Key Company Statistics.** Republic Services is an industry leader in the U.S. non-hazardous solid waste industry.





Vision

Republic Services' vision is to be America's preferred recycling and waste services partner. We earn this by providing our customers with simple solutions, reliability and environmental responsibility, wrapped with a level of service unmatched anywhere else in our industry.

Values

We believe that empowered and engaged employees are the greatest indicator of our success. We are guided by the principles we have adopted as our core values – to be Respectful, Responsible, Reliable, Resourceful and Relentless in all we do, every day. We are reminded of these principles every time we see the five R's joined together to form the Republic Services' Star.

Strategy

Our strategy is profitable growth through differentiation. Simply put, we hire the best people that deliver the best products that best meet our customers' needs.

Our Promise

We'll handle it from here™, our promise, lets customers know they can always rely on

*Figure 10. **Environmental Responsibility.** We believe there will always be more we can do to enhance our sustainability efforts, and, in the process, strengthen our business.*



Collection of Residential Refuse, Recyclable Materials, Yard Waste, Bulk Waste AND Commercial/Industrial Refuse and Recycling

us to handle their recycling and waste needs in a way that is easy and effortless for them.

Sustainability

At Republic Services, we are dedicated environmental stewards entrusted to properly handle materials every day by driving increased recycling, generating renewable energy, and helping our customers be more resourceful. Republic Services leads by example, working diligently to improve our relationship with the environment and society through decreased vehicle emissions, innovative landfill technologies, use of renewable energy, community engagement and employee growth opportunities.

Sustainability contributes to a cleaner world, while also providing opportunities to increase customer loyalty, grow our business, motivate our employees and differentiate Republic Services from our competitors.

People

Our people are the center of our success. Attracting, developing and engaging the best talent is critical to our strategy of profitable growth through differentiation. Whether it's through our dedication to safety, robust learning and talent development programs or expanding our diversity and inclusion initiative, Mosaic, we are committed to making Republic Services an employer of choice where the best and brightest come to work.

Leadership

Republic Services' operations are national in scope, but the physical collection and disposal of waste is very much a local business, and the dynamics and opportunities differ in each of our markets.

Our national presence allows us to identify and incorporate best practices that drive greater overall operating efficiency across the company while maintaining day-to-day operating decisions at the local level, closest to the customer. We manage our operations through ten geographic operating areas,



consisting of multiple divisions that each provides recycling and waste collection, transportation and disposal services.

Your municipal contract will be executed locally, by our seasoned team located at 51 Patrick Mill Road SW, Winder, GA 30680. This team is fully empowered within our company structure to deliver on our promise to be your preferred recycling and waste provider. This local team is only two levels removed from our corporate staff, which means the backing and support of a national company is accessible in a moment's notice.

Ownership

Republic Services, Inc. is a publicly traded company on the New York Stock Exchange (NYSE symbol: RSG).

Ownership beyond five percent

The following Figure shows certain information as of May 2020, with respect to the ownership of common stock by each shareholder who is known by Republic Services to own more than 5 percent of our outstanding common stock:

Figure 15. Ownership beyond five percent.

Name of Owner	% Outstanding Shares
Cascade Investment, LLC	34.18%
BlackRock, Inc.	5.52%
The Vanguard Group, Inc.	6.15%

Credit Rating

Republic Services, Inc. has an "investment grade" rating. No creditor is owed a debt greater than 10 percent of the company's total assets.

Associations

Republic Services is a member of the following associations and organizations, among others. Our employees are actively engaged in these organizations and, in many cases, serve on the board of directors and/or are elected officers.

Collection of Residential Refuse, Recyclable Materials, Yard Waste, Bulk Waste AND Commercial/Industrial Refuse and Recycling

- National Waste & Recycling Association (NWRA)
- Solid Waste Association of North America (SWANA)
- Environmental Research and Education Foundation (EREF)
- United States Green Building Council (USGBC)
- Public Affairs Council
- U.S. Conference of Mayors, Solid Waste Advisory Council
- National League of Cities (NLC)
- International City Managers Association (ICMA)

Figure 16. Republic Services is a proud member of our industry association as well as many other trade associations.





**REPUBLIC
SERVICES**



Safety

Safety is Republic Services' highest priority. We adhere to a strict policy of safety protocols with supporting infrastructure, where employees are trained to Think. Choose. Live.®

Safety Overview

Republic Services has an industry leading safety program that has been 39% better than the industry average for the past ten years, based on OSHA data. In addition, we have been recipients of 70% of industry Driver of the Year since 2009.

Republic Services maintains strict compliance with all applicable OSHA and Federal, State, and Local safety requirements while performing all work-related functions.

We recognize that a safe workforce is not simply a discussion with a new hire, but a dedicated plan to review, educate, and verify employee practices throughout their career.

Republic Services has the lowest occurrence of incidents and crashes in the industry due to our company-wide emphasis on safety, extensive employee training and ongoing educational development programs. Republic Services requires all operations personnel to participate in extensive classroom training and testing, as well as, on-road auditing and policy reinforcement.

Republic Services offers full-spectrum safety initiatives and award-winning safety training programs to all employees. We are an industry leader in safety, and we are very proud of our safety track record.

Think. Choose. Live.®

Every day, drivers face a multitude of challenges and are required to make decisions that can greatly impact their safety, as well as the safety of those in the communities we serve. Our best-in-class driver training program focuses on continual improvement of all our 15,500 drivers.

**Collection of Residential Refuse,
Recyclable Materials, Yard Waste, Bulk
Waste AND Commercial/Industrial Refuse
and Recycling**

Our employees are our greatest asset, and our dedication to every employee's safety is second to none

- 39% safer than the industry average, while maintaining the 5th largest vocational fleet in the United States
- Think. Choose. Live.® embodies our company culture
- Winners of 70% of industry Driver of the Year awards since 2009

Our Think. Choose. Live.® philosophy helps navigate these situations by encouraging employees to Think about their actions, Choose the safest approach and Live to go home to their families at the end of each day.

ReSOP Program

The Republic Services Observation Program (ReSOP) is paramount to decreasing safety incidents. Supervisors are required to conduct a minimum of two in-person employee observations per week.

The purpose is to improve safety, customer experience and productivity. The employee and their leader work together toward excellence.

Safety Meetings & Training

Republic Services provides weekly, monthly and annual safety training for all our employees.

Figure 17. Republic Services ReSOP. Program decreased safety incidents since implementation.





Safety topics are developed based on subject matter required under OSHA regulation. Republic Services prepares well-developed tailgate sessions, provides translators to engage all employees and encourages open discussion and participation.

Meeting topics may include:

- Injury and illness prevention/safety rules
- Back injury prevention
- Emergency response/fire safety
- Exposure control plan
- Drug and alcohol program
- Personal protective equipment
- Employee right-to-know
- Hearing conservation safety
- Lock out and tag out safety
- Slips, trips, and falls
- Confined space entry

Safety Recognition Program

The Republic Services Dedicated to Safety and Dedicated to Excellence programs are designed to identify, recognize and reward safety-sensitive employees who are dedicated to safety and excellence in their workplace.

Employee safety and excellence is measured on six criteria including having no preventable crashes or injuries, no unscheduled lost time and no safety warning letters. Each employee who qualifies is recognized monthly, quarterly and annually.

Quality Control

To ensure extreme reliability and a consistently high level of customer service, Republic Services has a quality control program called Driver Service Management (DSM).

DSM includes an extensive driver-lead reporting process, accompanied by regular auditing, that is focused on safeguarding against procedural failures. DSM standards guarantee that all driver issues will be addressed and completely resolved by

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supervisors or management within seven days of discovery.

Other key benefits of this program include:

- Increased driver communication and accountability with Republic Services management
- Improved documentation and resolution of driver issues
- Improved customer service
- Improved on-route safety

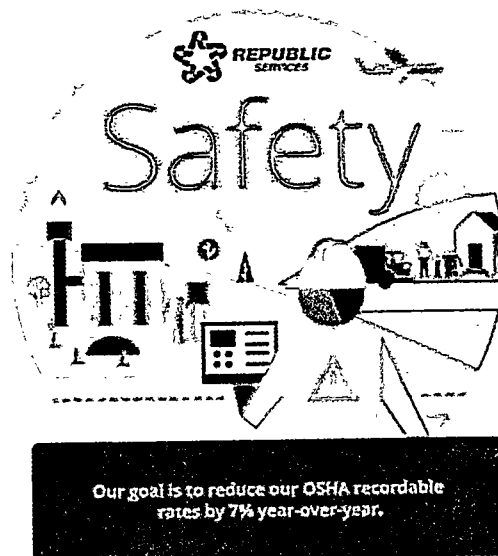
The program is monitored and conducted by a Driver Service Coordinator responsible for:

- Conducting pre- and post-route briefings with drivers
- Entering and monitoring DSM issues
- Running and distributing reports

Drivers must observe and record issues while performing collection duties, and report findings to the Driver Service Coordinator during the pre- and post-route briefings daily.

The objective of the pre-route briefing is to ensure all drivers have the necessary tools to run their routes safely, competently and accurately each day. The Driver Service

Figure 18. **Continually Improving Safety** is Top Goal for Republic Services.





Coordinator reviews the following topics during the briefing:

- Confirms the driver is wearing the proper uniform and gear: clean uniform and personal protective equipment (PPE)
- Confirms the driver has the necessary route paperwork: sequenced route sheets and special/extra paperwork
- Confirms the driver has completed the pre-trip vehicle inspection report
- Ensures route completion by end of day

During collection activities, drivers are instructed to make notes on their route sheets throughout the day. The objective of the post-route briefing is to collect all valuable route information from each driver. Driver Service Coordinators must complete the post-route briefing section of the Driver Check-In form and drivers must sign the form before clocking out each day.

Finally, Driver Service Coordinators must submit any findings to the appropriate department that same day. For example, customer service will receive issues such as billing concerns and questions; operations will receive issues such as poorly sequenced routes; sales will receive items such as commercial overage issues; safety will receive information pertaining to safety items such as low hanging wires or dangerous dumpster locations; and maintenance will be forwarded issues such as repair and replacement needs.

Should an item remain open for longer than seven days, it is forwarded to the General Manager to bring matters to an immediate resolution.

To track items, the following reports are produced:

- Driver Service Issues Cover Sheets are printed automatically each day for any route that has associated issues and is distributed to drivers along with their daily route sheets
- Open Issue Reports are run daily by department managers and includes the day's new issues

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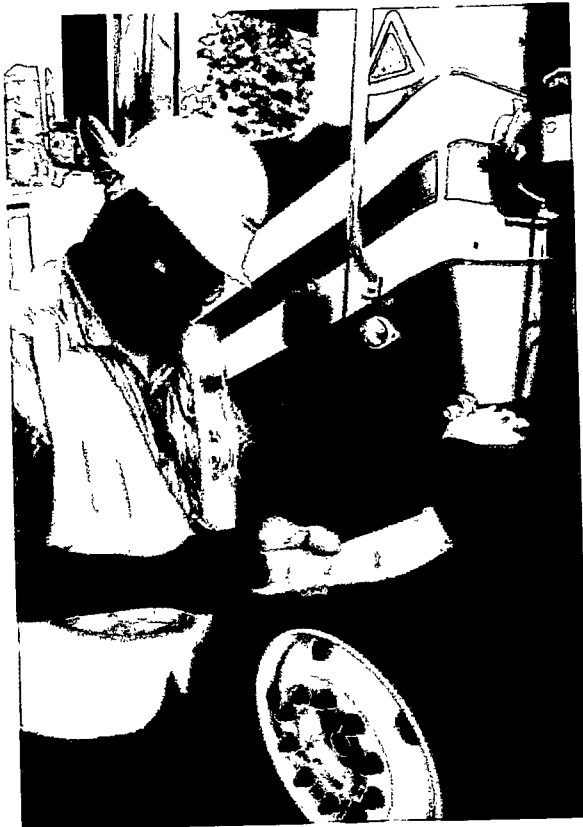
- Aged Open Issue Reports are run by the Driver Service Coordinator, as needed, and is intended to bring awareness to the General Manager of challenging issues that need to be resolved
- Closed Issue Reports are posted weekly in the driver break room to increase driver awareness

Together for Safer Roads

As the operator of the 5th largest vocational fleet in the country, with an industry leading safety record, we have a direct effect on roadway safety each day. While our strong safety performance is significant in the communities we serve, we aspire for more.

Today, we are proud to be the only recycling and waste services provider associated with Together for Safer Roads. This innovative coalition brings together global private-

Figure 19. Driver performs pre-route inspection to ensure vehicle is safe for operating.





sector companies across industries to collaborate on improving road safety and reducing deaths and injuries caused by road traffic crashes.

The Coalition's mission to provide guidelines and processes to keep employees, partners and contractors safe on the road closely aligns with our continuous work in fostering an environment that provides ongoing road safety education.

Focus 6

Our Focus 6 program provides employees with tips and techniques to reduce the frequency of our six most common types of serious incidents. This industry-leading program involves in-class training and practical skills course exercises that have helped to reduce crashes and injuries.

Personal Protective Equipment

Republic Services is committed to providing the safest collection and disposal processes possible. We recognize that effective management of worker safety and health protection is a decisive factor in reducing the extent, severity, and cost of work-related injuries and illnesses.

Eye, face, head, hand and high visibility PPE is required to be worn when applicable.

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Figure 20. Our Focus 6 safety program assists with tips and techniques to reduce our top 6 most common incident types.





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Driver & Operator of the Year

We believe strong safety records should be acknowledged and celebrated. Each year, drivers who meet our stringent safety criteria are eligible for the National Waste & Recycling Association's Driver & Operator of the Year awards.

With more than 1,000 nominations each year, the awards are the most coveted in the industry and demonstrates winners' commitment to safety. Since 2009, Republic Services' drivers have won 75 percent of the NWRA Driver of the Year awards, an honor that celebrates exemplary customer service and superior driver safety records. **This year's winner was Mike Juhan from Winder, GA.** This is Republic Services' first year to have an NWRA Operator of the Year winner – Roberto Hernandez from Lake Havasu City, AZ.

Mike Juhan has spent more than 20 years in the industry and is a certified residential and dumpster collection truck driver. He has had no preventable crashes or injuries throughout his entire career. Mike is also the two-time reigning local ROAD-EO champion – Republic's local skills competition for drivers and operators.

Mike takes great pride in the communities he serves but is also willing to go above and beyond for the Company. Mike is part of a Republic's SOS program that consists of

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volunteer drivers from across the country who are deployed to service routes in the aftermath of natural disasters.

For 25 years, Roberto Hernandez has been an essential part of Republic's landfill operations team. He has maintained a flawless safety record with no crashes or injuries, in addition to a perfect attendance record. He was a three-time NWRA Operator of the Year finalist before his win this year.

Roberto is a model employee and takes great pride in his profession. He is a selfless leader and has mentored countless other employees, inspiring team members to approach each day with a willingness to go above and beyond for customers. He is admired company-wide for his commitment to excellence.

Republic's relentless commitment to safety has led to the formation of comprehensive, industry-leading safety programs that rely on continual training to reduce incident frequency. Last year, roughly 14,000 employees earned Republic's Dedicated to Safety Award, and 4,000 employees received the Dedicated to Excellence recognition. Over the past 10 years, Republic's safety performance, based on Occupational Safety and Health Administration (OSHA) data, has been 40 percent better than the industry average.

Figure 21. Our 2019 Driver & Operator of the Year – Mike Juhan and Roberto Hernandez





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Collections – Operations

Great operations come from great people. Republic Services' locally based operations team draws from extensive training and the backing of a seasoned corporate support team. The result is a 99.9% on-time service record, with an emphasis on safety, sustainable practices, and low-risk operations.

Operations Overview

Successful collection operations begin with a skillful operations supervisor who knows the business as well as your community. Your Republic Services local operations supervisor is responsible for the day-to-day collection operations, including development and evaluation of routing (in conjunction with the general manager), training and oversight of drivers, and implementation and enforcement of safety procedures.

We ensure our operations supervisors are not overloaded, nor tied to a desk. On average, we maintain a 15:1 ratio of routes to supervisors, which means that items needing attention are dealt with immediately and that the supervisor knows your community intimately. In addition, our supervisors are out on the routes regularly. At least twice per week, they conduct ride-alongs with drivers on their routes. This creates great opportunities for driver mentoring, ensures quality control on the route, and keeps the supervisor directly

Figure 22. Operational Excellence. Our rigorous supervisor training program yields highly skilled operations teams.



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and Recycling**

**Republic Services' operations team
is market-leading through training,
collaboration and hands-on
experience**

- The most robust operations supervisor training in the industry
- Average of 15:1 route to dedicated supervisors' ratio – means prompt response and oversight for your community
- Proven optimized routing process ensures efficiency, safety and minimal impact on city streets
- Republic Services executes 5M pickups per day

aware and familiar with the nuances of the route and the community. Few, if any other companies in the industry, dedicate their operations staff to success in this manner.

Operations Training

Our operations supervisor training programs are second to none. Every supervisor, upon starting employment at Republic Services, attends a rigorous 2-week boot camp training course. Regardless of prior industry experience, this boot camp level sets all our supervisors on The Republic Services Way of running operations and builds a strong peer network with those who attend the training together. After the initial training boot camp, supervisors engage in regular refresher and new training opportunities, between 2 and 4 times per year. This yields an operations supervisory team that shares best practices and constantly look for ways to improve on the level of service in your community.

Routing Optimization

Establishing the most optimized routes for a community has dramatic effects on the quality of service, safety and efficiency of the collection operation through shorter routes, safety in the neighborhoods, and ultimately the wear and tear on the streets within the municipality.



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We conduct a proven route optimization process, which involves a tight collaboration between the local team and our corporate route optimization team. Through several iterations, these teams collaborate, sharing local knowledge and details, while running our optimization processes to yield the best routes possible for your community. An example of this process, we evaluate planned routes to ensure that trucks are not conducting collection on streets during times that are known for congestion or traffic.

Communication with the Community

In addition to the regular collaboration between the routing teams, our operations team can communicate with the residents and commercial customers easily using several forms of technology. Our Republic Services web- and smartphone-based app enables customers to see their accounts, make service requests, or raise issues for resolution. This app also enables our operations team to offer alerts or emails to customers regarding changes in service for holidays or inclement weather. We also employ a technology known as Call-Em-All, which is a phone-based capability for distributing operations updates when needed to customers on effected routes.

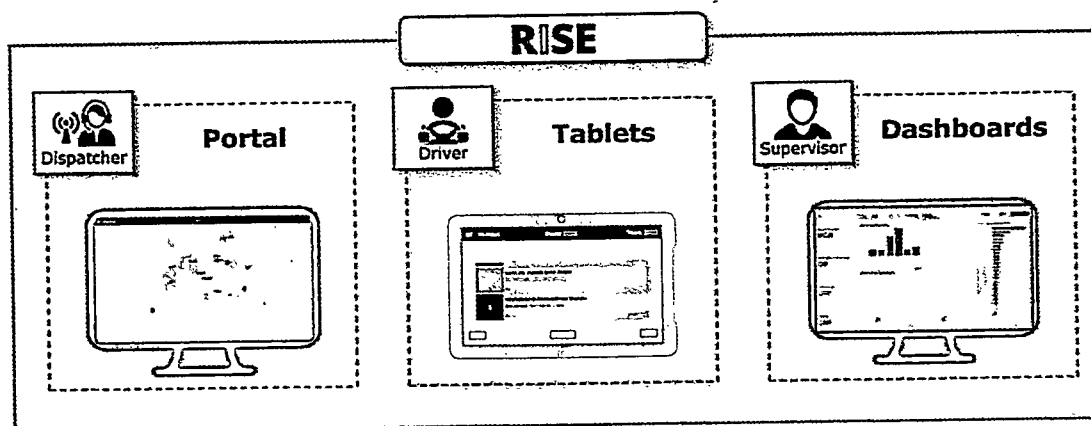
Economy of Scale

Another benefit of Republic Services as your partner is our economy of scale. As an industry leader with a national operation, we obtain trucks and equipment at a better price due to discounting, which allows us to refresh our assets more frequently than smaller companies. This applies to many of our vendors, including our uniforms, so our drivers and operations teams are better representatives of your city when out in the community.

Digital Operations

We are also leveraging technology to digitally connect our customers, drivers, dispatchers, supervisors and trucks via our "RISE" dispatch platform and in-cab technology. We are utilizing an agile iterative approach to the development and **multi-year** roll-out of this technology to ensure durable adoption and an appropriate return on our investment. With the roll-out of this technology, we will improve productivity through more real-time routing information and data visualization tools; increase customer connectivity and enable automated service verification communications; and enhance the employee experience by providing better tools and technology designed around how our employees will interact with it.

Figure 23. **RISE Platform.** Our new platform is in the process of rolling out over the next few years and will yield even safer, more efficient collection for your municipality.





Key Personnel

Our operations are run locally, by seasoned industry veterans who live in your community, and are backed by the experience and strength of their area and corporate leadership teams.

Republic Services is structured along functional lines, which allows for local decision-making by managers with direct responsibility and experience relevant to the contract operations. They are knowledgeable of local collection and post-collection processing activities and are supported by the extensive resource recovery technical expertise and financial strength of our parent company, Republic Services, Inc.

Republic Services' in-house training, personnel advancement, recruitment programs, and workforce development are some of the most comprehensive in the industry. This enables Republic Services to attract and retain the most highly qualified, dedicated, and experienced professionals in the business today.

Local Leadership

Our local personnel are vital to the successful delivery of this contract and its daily operations. We will manage the various operational and administrative components of contract implementation and ongoing service to the DULUTH, GA. This team's unique combination of collection experience, recycling expertise, and innovative management systems will ensure quality service for the duration of the contract.

Our local and area management teams have extensive industry experience in operating and managing solid waste companies and have substantial experience in the region. This allows us to quickly respond and meet your needs; all-the-while staying in touch with your local businesses and residents. We believe our strong area management team allows us to effectively and efficiently drive our initiatives and helps ensure consistency across the organization. These teams have extensive authority, responsibility and autonomy for operations within their

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***Local Business Unit has over X
years of combined industry
experience***

- We provide jobs to more than 35,000 people nationwide, including 2 who live and work in your community
- The local General Manager and his business unit are fully empowered to serve your needs
- Every business unit is supported by area and corporate staff

geographic markets. Because of retaining experienced managers with extensive knowledge of their local communities, we are proactive in anticipating customers' needs and adjusting to changes in the markets. We also seek to implement the best practices of our various business units throughout our operations to continue improving our operations and service to our customers.

National Backing

Each of our local business operations is fully empowered and accountable for delivering on our commitments to our customers. They are also backed by the support and breadth of our area and corporate leadership teams, capable of massing expertise and corporate might to assist or respond to any challenge during the term of the contract. An example of this benefit to you is the response capabilities during times of crisis such as hurricanes, tornados, or other disasters. In

Figure 24. Empowered Leadership. The local business unit is fully empowered, with full support of area and corporate staff.





times of challenges like this, our area and corporate teams activate to ensure people are safe and our assets are operational, so we can return to normal operations as soon as possible.

Key Personnel Bios

Your local team has been working together for 20 years, serving 12 municipalities in your area. The key positions and roles involved in the delivery of this contract are listed below:

Area President

Jamey Amick has over 25 years of experience in the solid waste industry and oversees the strategic and operational direction for the State of Georgia. Mr. Amick has been with Republic Services for 23 years. He is responsible for managing 3500 employees in the 22 solid waste divisions which include 28 landfills, 50 transfer stations and 5 recycling centers.

General Manager

Will Blanchetti has been with Republic Services since 2019 and has been responsible for leading the business unit in NE Georgia. Responsibilities include 275 employees, 12 municipal contracts, and 1 recycling center. He comes to Republic Services with a wealth of management skills including operations, P&L management, risk management, customer relations and satisfaction, sales, and marketing management.

Municipal Manager

Brad Martin has over 19 years' experience in the solid waste industry. He is responsible for earning and maintaining contracts with our municipal partners in Northeast GA. Additional responsibilities include marketing, public education, project development, governmental relations and high level negotiations on behalf of the local team.

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Business Unit Controller

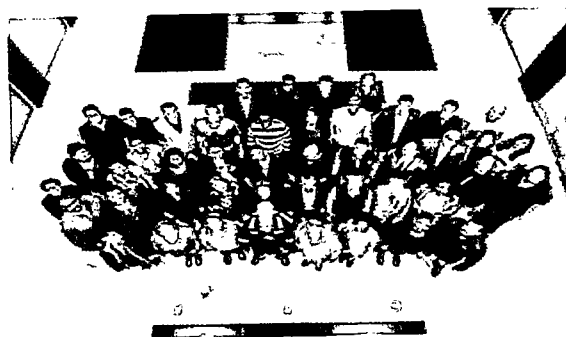
Julia Page has 0 years within the solid waste industry and is currently responsible for all administrative, accounting and statistical reporting functions for Republic Services. He ensures that financial controls and records are maintained in accordance with company policy and legal requirements. He is responsible for providing and reviewing financial statements and variance analyses, billing, and account reconciliation. In addition, Ms. Page is responsible for providing analytical support and assistance for the division goals and action plans. He develops and coordinates the annual budget, negotiates contract rates for municipal bids, and manages and trains staff in the accounting department.

Operations Manager

Ren Mckinnon has 10 years of experience in municipal daily operations. He manages the daily operations for the DULUTH, GA. hauling division and ensures maximum productivity and route management systems for commercial, roll-off and residential routes and establishes productivity improvement goals where needed.

Responsibilities include the development of supervisory goals and objectives, management of labor hours, and disposal expenses. He directly manages the budget for the operations department, which includes approval of purchase orders and vendor pricing. He also interacts with budget

Figure 25. Your **Local Team**. Our team located in Cumming, GA is ready to deliver service to your city today.





for the operations department, which includes approval of purchase orders and vendor pricing. He also interacts with customers and local, state and federal government employees to resolve customer service concerns and ensure regulatory compliance standards are met.

Maintenance Manager

Mark Stanley has been in the solid waste industry for over 10 years. He is responsible for overseeing all aspects of our fleet maintenance program. Mr. Stanley ensures that all repair and maintenance work is performed in a safe, efficient and timely manner; reallocating resources among sites as appropriate. He oversees coordination, planning and scheduling of all repair work to increase productivity, while effectively managing the department's overtime.

Operations Supervisor

Leon Hall has been in the solid waste industry for over 20 years. He is responsible for district route maps, route restructuring

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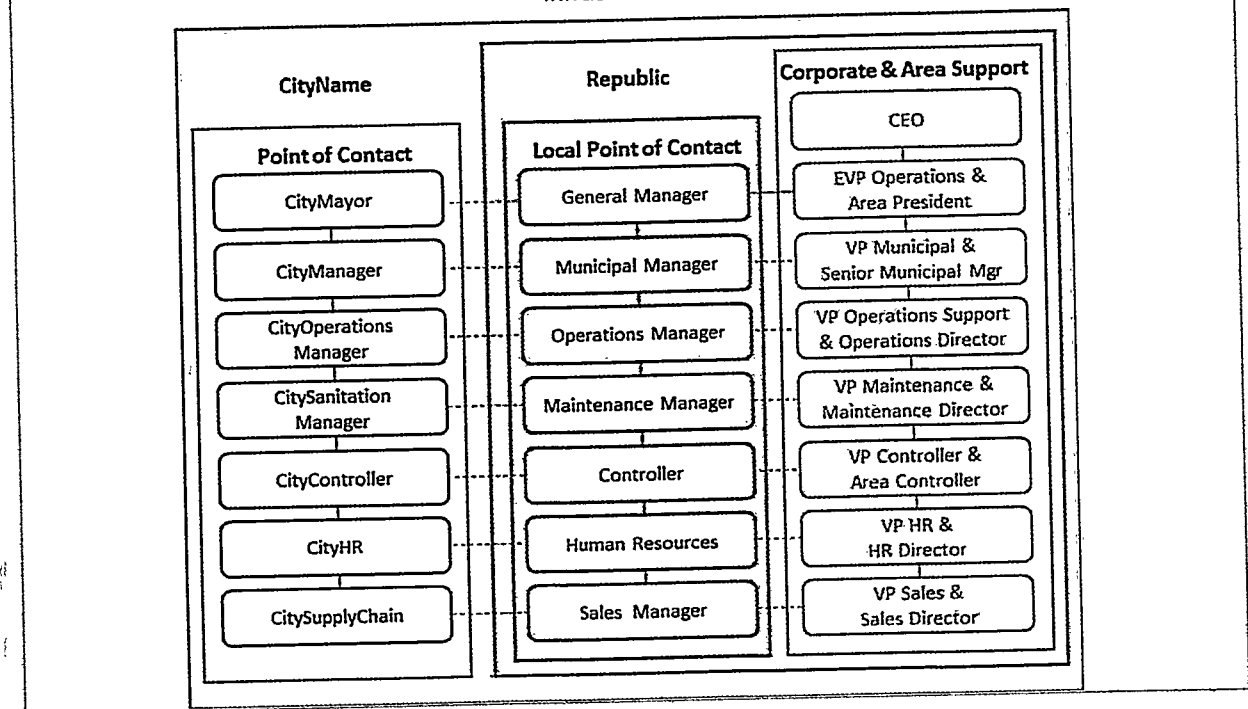
and supervision of employees providing waste collection and disposal.

He is responsible for developing work schedules to match staffing levels, initiating work assignments and monitoring progress to improve work efficiencies.

Human Resources Manager

Alexa Reina has been in the solid waste industry for over 3 years and with Republic Services for 3 years. As the Human Resources Manager, She is responsible for assessing, making recommendations, developing, implementing, and supporting human resources processes to assist in employee hiring, engagement, retention, and policy standardization.

Figure 26. **Personal and Powerful.** Your dedicated local support backed by Republic Services infrastructure





Customer Service

We have redefined the Best Practices in Customer Service coverage and user experiences through our response to the 2020 pandemic

Redefining Customer Service

Over the past 4 years, Republic Services has redefined the way we deliver superior customer service. Following a 2017 commitment to shift from hundreds of distributed, nonintegrated call centers to a national technology platform, the insights and experiences literally informed and shaped our thinking. Additionally, these investments and insights enabled us to lead the industry in our rapid response to the 2020 pandemic, when we shifted over 1800 agents to a work-from-home posture in three days, and never dropped a call.

Knowing Our Customers

Creating the optimal customer service offering starts with studying and understanding our customers, about how and when they want to contact us for help.

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We provide an exceptional customer experience when your residents or businesses contact us for assistance

- Leverage technology and data to enable virtual agents to serve customers from any location seamlessly
- Over 1M customers expertly served each month via text, web, email, or phone
- Hours are when customers demand is highest – Monday through Friday from 7:30 a.m. – 5 p.m. for each time zone
- Web-based applications offering 24/7 access for customers on their own time
- Net Promoter Score has improved year-over-year for 5 consecutive years

Optimal Call Center Hours

During a 12-month period in 2019, we collected and tracked every call that was made to our staffed call centers across America. Over 12.7M calls were received during that timeframe, when our call centers were open from M-F (7am to 6pm), and Saturday (8am-1pm).

Figure 27 Comprehensive Customer Service. Our customer service offering spans self-service options to person-to-person contact to offer unmatched service, 24/7 daily.

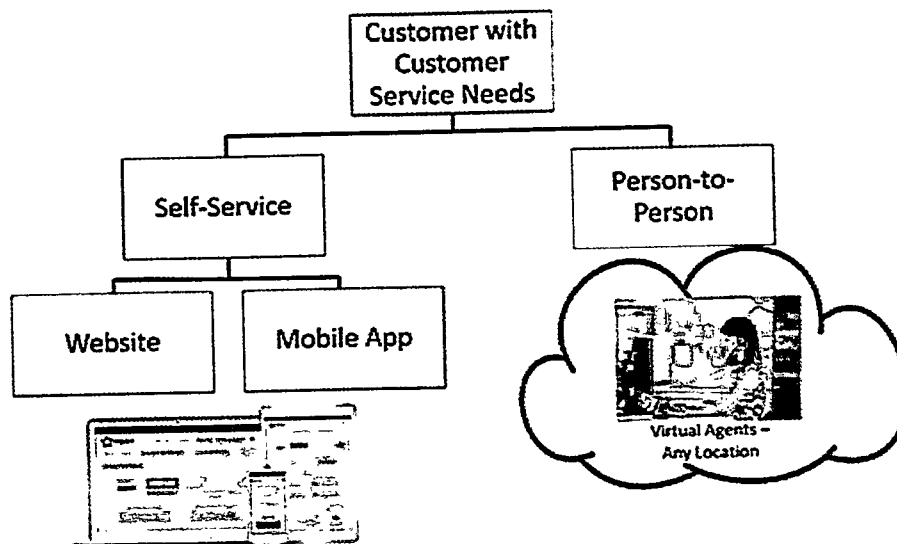
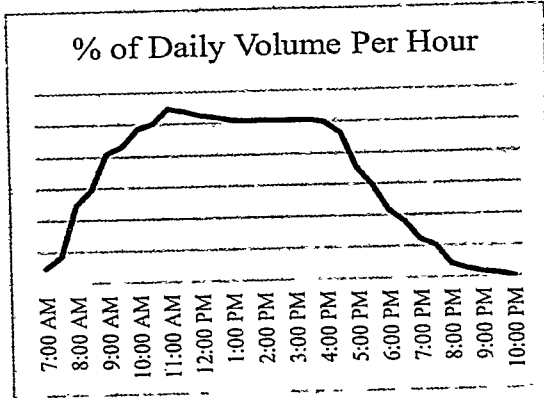




Figure 28 . Optimal Call Center Hours.
Analysis of over 12M calls in a 12-month period shows 90%+ of all calls occur M-F between 7:30am and 5:00pm



When analyzing the data, we learned that less than 1.5% of daily calls were received from 7am to 8am, and less than 1% of daily calls were received after 5pm daily. We further learned that less than 2% of the weekly call volume occurred on Saturday. Through the data, the customers were telling us that they were busy during those times, and that it was not necessary for the call centers to be running fully staffed for

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such a small percentage of the total call volume.

This insight allows us to define the best practice for call center hours to be M-F from 7:30am to 5:00pm.

Customer Self-Service

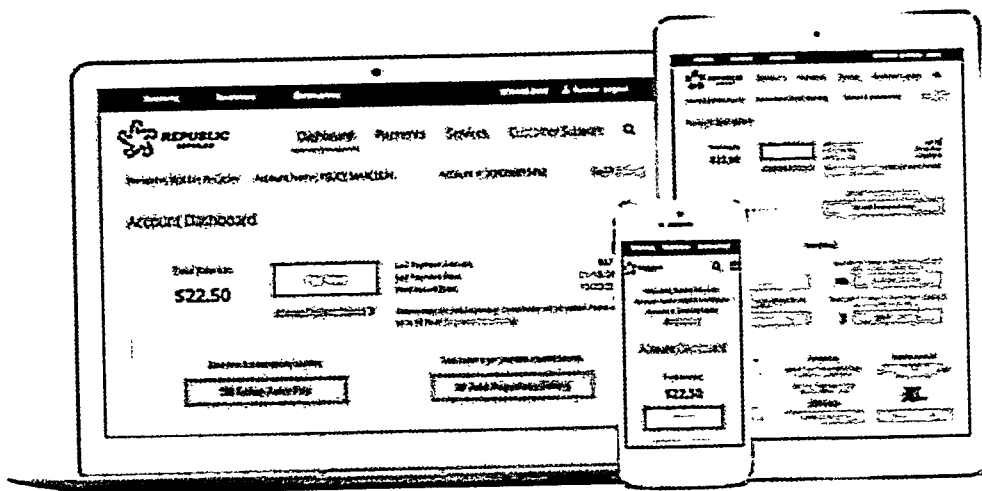
Modern day customer service is about customer options and simple solutions. Newer generations expect web-based and mobile app-based abilities to self-serve simple needs at any time of the day or night. Certainly, more complex topics may still require a person-to-person interaction, but a vast majority of customer service contacts in this industry are topics that are able to be self-served.

For this reason, Republic Services has invested to create a complete Service offering that allows customers to request service on their terms.

Our customers now have the ability to reach us 24/7 via our website, www.RepublicServices.com, or via our Republic Services mobile app.

Our self-service options are designed to improve overall response time, enabling

Figure 29 Web and Mobile App Based Simple Solutions. Customers are able to self-serve billing and common requests 24/7 using our web and mobile app offering.





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resolution to simple customer inquiries and needs anytime, anywhere with the least amount of customer inconvenience as possible. Through our website and mobile app customers can:

- Pay their bill
- Schedule an extra pick up
- Discover new services
- Receive weather and holiday service updates
- Sign up for auto-pay and paperless billing
- Submit inquiries or complaints

Access to Live Agents, Virtually

When the pandemic of 2020 hit, we learned some powerful lessons regarding optimal customer service models. For years prior, we had invested to consolidate our agents into three national call centers, leveraging technology and training to offer a superior experience to callers. However, in February 2020, as the nation implemented shelter in place orders and moved to work-from-home, we leveraged our years of investment in our customer service technology systems to shift all our call center agents to work-from-home in three days. Over 1800 agents began taking calls from home, completely seamless to the customers who were calling. Throughout the months-long pandemic, we found performance improved, average call metrics improved, and customer satisfaction scores also improved. A new customer service model had been created and proven in the pandemic, whereby agents could take calls from anywhere, so long as they had access to their technology.

Leveraging this new proven reality, we now recognize that a vast majority of customer calls are for simple items like clarification or cart repairs, which can be served by virtual agents from any location. This paradigm shift enables far greater staffing with greater flexibility to attracting top talent from across the country, as well as flexible response to call volume surges.

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When a customer calls our Customer Service line, a sophisticated series of actions begin:

- Initial questions for the customer help determine the complexity of the request. Simple requests are routed for virtual agents that can handle calls from anywhere in the country from their own home if needed. More complex needs can be routed to more specialized agents with knowledge of the geography and operations if appropriate.
- The customer's phone number then associates with known customer details in our database and triggers the integrated system to populate with a map of your service address, level of service, past service requests, and your city-specific contract information. This knowledge-based system even shows the customer's current weather.
- The agent confirms the customer's name and service address and begins to assist the customer with the reason for their call.
- If the question requires communication with the local operations team (such as, missed pick-up or container exchange), the agent can instantly connect with the local operations team through our national network.
- Often, the customer's concern is handled by the time s/he hangs up the phone. For those issues requiring operations support the issue will be addressed in the most-timely manner.
- Customers have the option to leave a recorded message or speak to a Supervisor if they choose

Post-Call Customer Satisfaction Surveys

When a customer call is completed, the caller is offered the opportunity to take an optional 3-question survey, enabling them to tell us if they are satisfied with the service we have provided. This immediate insight tells us daily that we are on track,



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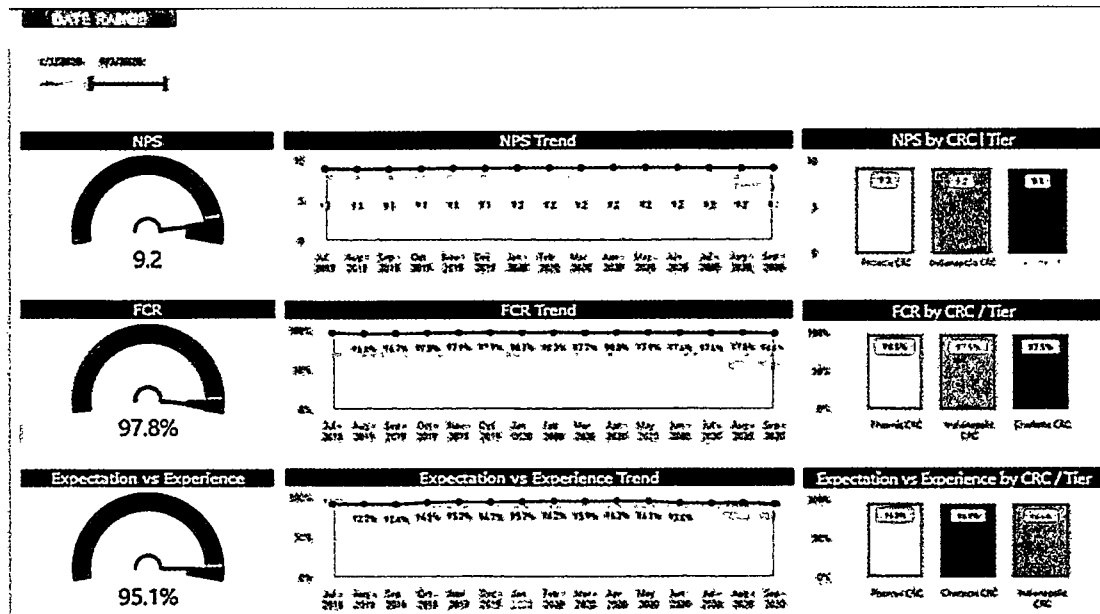
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and enables us to take corrective action quickly if ever needed.

Net Promoter Score

Our Voice of Customer program captures feedback from more than 200,000 customers each year. Net Promoter Score (NPS), is at the core of our Voice of Customer program. Most anyone can recall answering the tell-tale NPS question, "On a scale of 1-10, how likely are you to recommend this service to a friend or family member?" Republic Services' strong NPS performance has demonstrated that our customers appreciate our service and our strong commitment to them.

Figure 30 . **Immediate Customer Feedback.** Customers can answer a three-question survey after each call, offering us immediate insight into customer satisfaction





Community Engagement

Serving our customers goes beyond handing their recycling and waste needs. Service is about being a good neighbor to the communities where we live, work, and raise our families. Whether we are volunteering or donating our time or resources, our willingness to give back is yet another way we make a difference.

At Republic Services, our customers can always rely on us to handle their recycling and waste needs in a way that is easy and effortless. But our promise goes far beyond our business. We pride ourselves on being a good neighbor and supporting the communities where we live and work. We want to do our part to help build stronger, safer communities.

Thought Leadership

Delivering exceptional services to a community requires that we remain a thought leader in the complex topics that our industry requires. We understand the complex regulations and requirements to responsibly manage and dispose of the nation's recycling and waste.

We are heavily engaged in the top municipal associations in the country, as well as important local organizations, which include:

- National Waste and Recycling Association (NWRA)
- Solid Waste Association of North America (SWANA)
- Rotary Club of Duluth
- Gwinnett County Water & Sewer Authority
- Sponsor Gwinnett Clean & Beautiful
- Operation One Voice
- GA Childrens Miracle Network

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We are a committed, visible partner for your municipality

- We're watching out for your program - partnering with local law enforcement
- \$8.7M total charitable giving for 2020

Through these forums, we can contribute as a thought leader, as well as listen and understand the critical and emerging topics within our communities. This enables us to continue to tell our customers that "We'll handle it from here™."

Community Events

Helping the local community and leaders understand the complexity of the industry is a big part of our role. We frequently execute events that enable increased awareness and understanding of how to responsibly dispose of recycling and waste, as well as hold events that assist the community in doing the right thing for our environment.

Shred events help the disposal of large volumes of recyclable paper. Recycling events can educate the community on what and how to recycle properly, using our Empty, Clean and Dry methodology. Lastly, we offer tours of our facilities, to help educate the community on how the operations work, and to show how much effort and care goes into ensuring that the recycling and waste material from your

Figure 31 We are a visible and highly engaged partner, because we live and work in your community.





community is properly handled and disposed in a responsible manner.

Volunteering

50 of our employees live, work, and are committed to being involved in your community. We frequently dedicate time to volunteering at community events, local charities, and with initiatives that are important to the municipality. As a partner in your community, we engage with your staff to ensure we understand the initiatives and events that our employees can align with, so that our volunteer efforts can help advance your goals and visions.

In-Kind or Cash Contributions

As a good neighbor, we often support community events and initiatives through in-kind donation of recycling and waste services or cash donations.

Large community events involve large crowds of people. Our event boxes are easily distributed throughout community events, offering easy and environmentally conscious solutions for recycling and waste disposal. Where needed and appropriate, dumpsters can be utilized to manage the consolidation and removal of recycling and waste from an event.

Awards and Recognition

Because of our efforts, Republic Services has been recognized numerous times for our

*Figure 32 **Good** neighbors help build stronger neighborhoods, which is why we volunteer in our communities.*



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actions as a business and a community partner. Some of these awards and recognition include:

- Named to 3BL Media's 100 Best Corporate Citizens list
- Named to Barron's 100 Most Sustainable Companies
- Named to Fortune's World's Most Admired Companies
- Listed on both CDP and the Sustainability Yearbook
- Named to both the Dow Jones Sustainability World and North America Indices
- Named to Forbes' Best Employers for Women
- 2021 People Magazine's list of 100 Companies that Care
- Great Place to Work certified five years in a row
- 2021 NWRA National Residential Driver of the Year, James Davis
- 2021 NWRA National Commercial Driver of the Year, Dedra McKinley
- 2021 NWRA National Operator of the Year, Victoria Barragan
- 2021 NWRA National Industrial Driver of the Year, Tony Forrest



Our National Neighborhood Promise®

In 2020, the Republic Services Charitable Foundation supported 24 National Neighborhood Promise projects focused on neighborhood revitalization, positively impacting nearly one million residents. This is in addition to ongoing charitable giving by the Company at the business unit level, in-kind contributions and employee giving and volunteerism.

We are good neighbors. We stand for strong neighborhoods. Through our charitable giving platform centered on neighborhood revitalization, we are making a promise to help rebuild, revitalize and restore places and spaces in need, ultimately creating stronger neighborhoods that sit at the heart of our planet.

Our National Neighborhood Promise is a charitable program funded by the Republic Services Charitable Foundation. This program provides financial support, in-kind products and services, and volunteer opportunities to select nonprofit charitable organizations focused on neighborhood revitalizations. These partnerships create a unique opportunity to strengthen the neighborhoods where our employees and customers live and work.

Through our program, we:

- Renovate / build parks & playgrounds
- Plant community gardens
- Restore public infrastructure
- Reduce neighborhood blight
- Clean up communities

How We Partner

The Republic Services Charitable Foundation partners with select nonprofit organizations to directly support neighborhood revitalization projects and programs in local markets. These partnerships are vital to the success of our program and create a unique opportunity to strengthen our

Collection of Residential Refuse, Recyclable Materials, Yard Waste, Bulk Waste AND Commercial/Industrial Refuse and Recycling

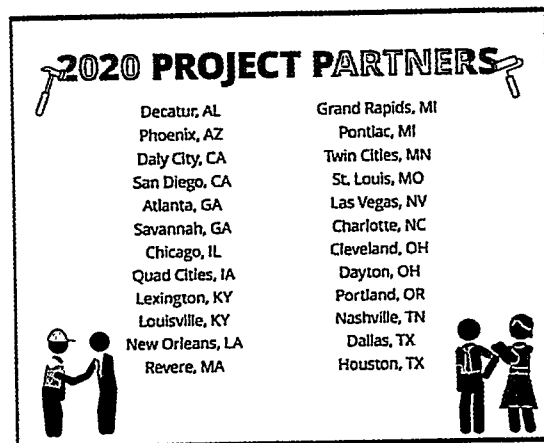
We develop and maintain a library of public education programs and materials that our partners can leverage in their communities

- 24 projects identified in 2020
- 52 million or 1 in 6 across the U.S. are living in distressed neighborhoods
- Aiming to positively impact 20 million people by 2030

neighborhoods side-by-side with the residents and employees that live there.

While the Foundation's primary focus is neighborhood revitalization, we also support nonprofit charitable organizations that demonstrate community impact in the areas of safety, disaster relief and social services.

Figure 33. Our 2020 Calendar is full, and we are continually looking for additional projects for the future.





Public Education and Outreach

Public education is critical to maintaining an efficient and cost-effective service for recycling and waste in your community.

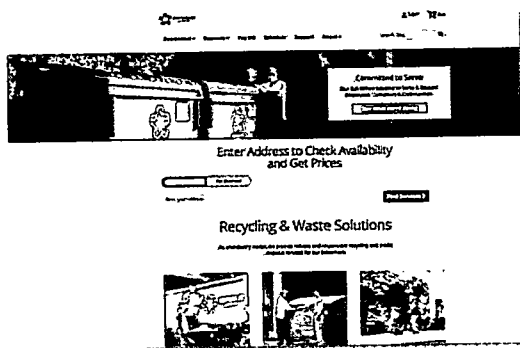
The goal of Republic Services Public Education and Outreach Program is to educate residents on industry trends and the services offered by Republic Services. We do this by engaging community groups and business associations, to educate residents and businesses about the key elements of the program, including relevant program changes, and highlighting customer service, cost, environmental benefits and state requirements.

Website

The Republic Services website is designed to be a one-stop resource for current and potential customers. Here they will find news updates, collection information and educational tools. The educational program provides in-depth information for both residential and commercial customers, and the programs are downloadable and can be used for outreach and environmental initiatives. When a resident enters their service address, they will find news and resources specific to DULUTH, GA.

RepublicServices.com provides in-depth content specific to residential and commercial needs. Residential pages allow

Figure 34. Republic Services' Website. RepublicServices.com is a one-stop resource.



Collection of Residential Refuse, Recyclable Materials, Yard Waste, Bulk Waste AND Commercial/Industrial Refuse and Recycling

We develop and maintain a library of public education programs and materials that our partners can leverage in their communities

- Instant access to information via website and the Republic Services app
- Facility tours
- School education and take-home materials
- Videos and public service announcements
- Community newsletters

the user to enter their address to receive information specific to them, including the ability to schedule pickup, or change service. If the customer is direct billed by Republic Services, they can also inquire into billing related questions or even view and securely pay their bill. Residential customers will also find resources on recycling and environmental needs.

Business pages allow users to login and view/pay their bills, view billing history, and schedule pickups. Commercial users will also find resources on how to responsibly dispose of electronics waste, hazardous household material, and other environmentally harmful materials.

On the main page of RepublicServices.com, visitors will be able to view a video clip of recycling education that features our "closed loop" recycling collection program. This video can easily be edited to focus on any new initiatives agreed upon with DULUTH, GA.

Republic Services App

Our application for mobile devices can be used to schedule a pick-up, report a missed pick-up, receive service notifications, search additional products and services, and much more. It can be easily downloaded from the App Store for Apple users or for Android users from Google Play.

Reference Guides & Collateral



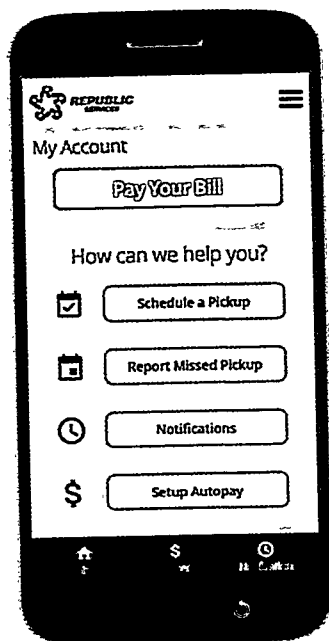
As part of the initial program implementation our ongoing education efforts, we will provide the following materials to ensure that residents are fully aware of the services provided by Republic Services and how to properly use these services.

Welcome Packet

At the commencement of service, Republic Services will provide an initial information packet to residents. This packet will contain information on the services offered and proper preparation procedures. In addition, the packet will contain information on additional services and products offered by Republic Services as well as a collection day reminder for their specific location. This packet will also be made available to new residents that move into DULUTH, GA.

Annual Education Updates

Figure 35. Online Options. About 2.4 customers use Republic Services online solutions to instantly access important information on services.



Collection of Residential Refuse, Recyclable Materials, Yard Waste, Bulk Waste AND Commercial/Industrial Refuse and Recycling

Republic Services will mail each household an annual reference guide for collection services. This reference guide will contain information on collection services as well as any updates for acceptable or unacceptable materials. The reference guide will also contain information on new products and services available to residents.

Oops Tags

Oops tags are our first line of education for residents that have placed unacceptable items at the curb for collection. Drivers and route supervisors will leave an oops tag with the resident if a material cannot be picked up. Oops tags will provide the reason why the item was not picked up as well as a phone number to call for further follow up information.

Presentations to Schools and Other Community Organizations

Republic Services is a well-known friend, supporter and partner to local schools in DULUTH, GA. We believe that providing an environmental education to students will build a foundation and an appreciation to preserving and protecting the planet. Students, in turn, bring this knowledge back to their families and become catalysts for promoting sustainable habits at home.

Republic Services provides teachers, staff and students with training on proper diversion and disposal practices. We place significant emphasis on the importance of recycling as it diverts reusable materials from being disposed in and allows for a longer lifespan for local landfills.

We provide education on all aspects of environmental stewardship including trash, electricity, water, paper, chemical, and emissions reductions. Our goal is to empower students to utilize what they have learned in their school communities about environmental sustainability to make a global impact.



REPUBLIC
SERVICES



Enroll and Involve the Entire School Community in Becoming Great Recyclers

Republic Services will engage school administrators, faculty, staff and students in its efforts to conduct a successful recycling program. Once enrolled, the entire school community will receive specialized education based on that group's role in promoting recycling.

Republic Services will include the following elements when addressing the education and training needs of each community member:

1.) Communication and Feedback

Republic Services will communicate the availability of educational resources to each school's administrators through a variety of outlets prior to the opening of school each fall. In addition, a recycling representative will follow up and respond to school/teacher requests for educational materials, resources, and presentations throughout the year.

2.) Logistical Training

Republic Services will meet with administrators, faculty, facilities personnel, and parents (through PTA meetings and other means) initially, and as needed, to establish and provide training on internal materials capture systems. We will provide educational curriculum and program how-to information in a fun format, such as storytelling, recycling relays, competitions, waste audits and videos. Educational curriculum, activities and presentations are geared toward grade level/age groups.

3.) Recycling Champions

Republic Services will work with all schools within the district to identify a recycling champion within each school who will act as the school's recycling coordinator. This coordinator will monitor faculty, staff and administrators for optimal, proper recycling program participation, knowledge, and utilization of educational resources provided by Republic Services and other sources.

Collection of Residential Refuse, Recyclable Materials, Yard Waste, Bulk Waste AND Commercial/Industrial Refuse and Recycling

They will also communicate recycling program results to students and staff.

4.) District Recycling Committee

Republic Services proposes that the school district recycling committee be comprised of the identified recycling champions named in item 3 above and headed by a district administrator and a Republic Services recycling representative. The recycling committee will meet according to need and district preference until recycling programs are functional in all schools.

5.) Recycling Education

All educational materials will be provided in the primary languages represented in the student body of the district and can be found at RecyclingSimplified.com

Republic Services involvement with local schools goes beyond how we can help with environmental education; we also believe in supporting students at all levels. For example, we provide educational and safety programs at local schools featuring characters such as Recycling Rosie, Garbage Gus and Driver Mike.

The presentation is interactive and features information on how to recycle and teaches children how to be safe around collection vehicles. Children receive a complimentary coloring book that reinforces the safety

Figure 36. Engaging kids through schools. We believe that providing an environmental education to students will build a foundation and an appreciation to preserving and protecting the planet.





message. At the end of the presentation, children are escorted out to the parking lot, where a Republic Services truck and driver are on hand so that children can sit in the cab, view the controls, and ask the driver questions.

Republic Services also encourages an annual recycling contest among local elementary schools. Each school is challenged to reduce waste, recycle more, and separate their food scraps for composting. Schools will compete for the greatest year-over-year diversion results (measured Fall through early Spring). The winning school is rewarded with an all-expenses paid recycling fair that will feature multiple activity stations including recycled art projects, an opportunity to view the inside of a recycling collection truck, and products made from recycled materials.

In addition to providing a unique and comprehensive school outreach program, Republic Services plans to reach out to various community organizations such as the Chamber of Commerce, Rotary, business associations and other appropriate groups to provide detailed recycling outreach education and offer tools and support for successful programs.

Public Events

Republic Services will be a true leader in DULUTH, GA, not only because of our dedication to excellence in service, but because we are a proud community partner.

We participate in numerous community events on an annual basis and propose to build on these existing efforts by partnering with DULUTH, GA. to develop and launch a sustainability-themed outreach schedule for public events.

The program would involve creating a family of "green" recycling-specific educational hand-outs, and a common, customizable booth design that could be used at local street fairs, art festivals and concerts.

Republic Services will not only continue to provide service and assistance to community

Collection of Residential Refuse, Recyclable Materials, Yard Waste, Bulk Waste AND Commercial/Industrial Refuse and Recycling

Figure 37. Recycling Education. Our educational materials include flyers and stickers for distribution through mailers or at schools.



events, we will also work with event planners to bring additional value. This would include upfront planning for logistics detail, such as placement of dumpsters, providing a full contingent of dumpsters at each collection point with clear messaging to encourage recycling participation, clean up services, sponsorships and educational materials.

We see this as an opportunity to engage with the community to become even stronger and more vibrant. DULUTH, GA can count on Republic Services to be a true corporate citizen and community partner in greening the DULUTH, GA service area and educating residents and businesses every step of the way.

Curbing Contamination

The best way to reduce contamination is at the source, with both restricted access lids and spot checks.

Our drivers are well trained to check for and document contamination every time they service a cart or dumpster. The driver can then remotely update the account to reflect the contamination note, allowing our dedicated staff to notify the customer and offer one-on-one assistance. We work closely with each customer to develop a solution to their contamination problem. We can also provide resources to the city they can share with residents and property staff.

Corporate Data Sheet Report

As of January 06, 2023

BFI Waste Services, LLC

Formed in Delaware on 10/10/2000

Status:	Current	
Entity Type :	Limited Liability Company	
Federal ID #:	86-1006825	Internal #: 9B
Domicile:		

Primary Address

18500 North Allied Way
Phoenix, Arizona 85054

Officers

	<u>Title</u>
Gregg K. Brummer	President
James G. Amick, Jr.	Vice President
Julia Arambula	Vice President
Kevin Michael Cross	Vice President
Matthew R. Healy	Vice President
John B. Nickerson	Vice President
Larson Richardson	Vice President
Jennifer L. Thomson	Vice President
Gary S. Walker	Vice President
Adrienne W. Wilhoit	Vice President
Lawrence D. Focazio	Vice President, Tax
Lauren McKeon	Secretary
John B. Nickerson	Assistant Secretary
Jennifer L. Thomson	Assistant Secretary
Adrienne W. Wilhoit	Assistant Secretary
Calvin R. Boyd	Treasurer

Direct Owners

	<u>Registered in</u>	<u>%Ownership</u>
Allied Waste North America, LLC	Delaware	100.0000 %

Corporate Data Sheet Report

As of January 06, 2023

BFI Waste Services, LLC

Registrations

Alabama	<u>Charter No.</u>	<u>Tax ID No.</u>	<u>Date</u>	<u>End Date</u>
Qualification	602 - 778	N/A	10/25/2000	
Arkansas	<u>Charter No.</u>	<u>Tax ID No.</u>	<u>Date</u>	<u>End Date</u>
Qualification	100191431		10/25/2000	
Delaware	<u>Charter No.</u>	<u>Tax ID No.</u>	<u>Date</u>	<u>End Date</u>
Formation	3299575		10/10/2000	
District of Columbia	<u>Charter No.</u>	<u>Tax ID No.</u>	<u>Date</u>	<u>End Date</u>
Qualification	L08568		05/24/2001	
Florida	<u>Charter No.</u>	<u>Tax ID No.</u>	<u>Date</u>	<u>End Date</u>
Qualification	M00000002212		10/25/2000	
Georgia	<u>Charter No.</u>	<u>Tax ID No.</u>	<u>Date</u>	<u>End Date</u>
Qualification	0047419		10/26/2000	
Iowa	<u>Charter No.</u>	<u>Tax ID No.</u>	<u>Date</u>	<u>End Date</u>
Qualification	246162		10/24/2000	
Kentucky	<u>Charter No.</u>	<u>Tax ID No.</u>	<u>Date</u>	<u>End Date</u>
Qualification	0516286		05/22/2001	
Louisiana	<u>Charter No.</u>	<u>Tax ID No.</u>	<u>Date</u>	<u>End Date</u>
Qualification	35040583Q		02/15/2001	
Maryland	<u>Charter No.</u>	<u>Tax ID No.</u>	<u>Date</u>	<u>End Date</u>
Qualification	Z06308894		05/22/2001	
Mississippi	<u>Charter No.</u>	<u>Tax ID No.</u>	<u>Date</u>	<u>End Date</u>
Qualification	697824		02/08/2001	
Missouri	<u>Charter No.</u>	<u>Tax ID No.</u>	<u>Date</u>	<u>End Date</u>
Qualification	FL0044255		11/01/2000	
North Carolina	<u>Charter No.</u>	<u>Tax ID No.</u>	<u>Date</u>	<u>End Date</u>
Qualification	0568733		11/01/2000	
Oklahoma	<u>Charter No.</u>	<u>Tax ID No.</u>	<u>Date</u>	<u>End Date</u>
Qualification	3700666261		05/23/2001	
Pennsylvania	<u>Charter No.</u>	<u>Tax ID No.</u>	<u>Date</u>	<u>End Date</u>
Qualification	605390		05/12/2006	
South Carolina	<u>Charter No.</u>	<u>Tax ID No.</u>	<u>Date</u>	<u>End Date</u>
Qualification	none	N/A	11/02/2000	
Tennessee	<u>Charter No.</u>	<u>Tax ID No.</u>	<u>Date</u>	<u>End Date</u>
Qualification	0407373		05/01/2001	
Texas	<u>Charter No.</u>	<u>Tax ID No.</u>	<u>Date</u>	<u>End Date</u>
Qualification	801150303	18610068258	07/23/2009	
Virginia	<u>Charter No.</u>	<u>Tax ID No.</u>	<u>Date</u>	<u>End Date</u>
Qualification	T017950-9		10/25/2000	
West Virginia	<u>Charter No.</u>	<u>Tax ID No.</u>	<u>Date</u>	<u>End Date</u>
Qualification	40492		05/23/2001	

STATE OF GEORGIA

Secretary of State

Corporations Division

313 West Tower

2 Martin Luther King, Jr. Dr.

Atlanta, Georgia 30334-1530

CERTIFICATE OF EXISTENCE

I, **Brad Raffensperger**, the Secretary of State of the State of Georgia, do hereby certify under the seal of my office that

BFI WASTE SERVICES, LLC
a Foreign Limited Liability Company

was formed in the jurisdiction stated below or was authorized to transact business in Georgia on the below date. Said entity is in compliance with the applicable filing and annual registration provisions of Title 14 of the Official Code of Georgia Annotated and has not filed articles of dissolution, certificate of cancellation or any other similar document with the office of the Secretary of State.

This certificate relates only to the legal existence of the above-named entity as of the date issued. It does not certify whether or not a notice of intent to dissolve, an application for withdrawal, a statement of commencement of winding up or any other similar document has been filed or is pending with the Secretary of State.

This certificate is issued pursuant to Title 14 of the Official Code of Georgia Annotated and is prima-facie evidence that said entity is in existence or is authorized to transact business in this state.

Docket Number : 24179046
Date Inc/Auth/Filed: 10/25/2000
Jurisdiction : Delaware
Print Date : 01/06/2023
Form Number : 211



Brad Raffensperger

Brad Raffensperger
Secretary of State

CERTIFICATE OF SECRETARY

**RELATING TO THE BID OR PROPOSAL TO PROVIDE
COLLECTION OF RESIDENTIAL REFUSE, RESIDENTIAL RECYCLABLE
MATERIAL, RESIDENTIAL YARD WASTE, RESIDENTIAL BULK WASTE
AND COMMERCIAL/INDUSTRIAL REFUSE AND RECYCLING
FOR THE CITY OF DULUTH
IN THE STATE OF GEORGIA**

The undersigned, Secretary of **BFI WASTE SERVICES, LLC**, a Delaware limited liability company (the "Company"), hereby certifies that the following is a true and correct copy of the resolution which was duly adopted by **ALLIED WASTE NORTH AMERICA, LLC**, a Delaware limited liability company, the sole member of the Company (the "Member") by written consent of the Member on August 23, 2021, that such resolution has not been rescinded, amended or modified in any respect, and is in full force and effect on the date hereof:

RESOLVED, that (i) any individual at the time holding the position of General Manager or Area Director, Finance; and in connection with environmental solutions transactions only, General Manager; Division President; or Division Vice President Finance be, and each of them hereby is, appointed as an Authorized Agent, to act in the name and on behalf of the Company and to include the execution of related documents, in connection with the day-to-day business activities of the Company, and further, that (ii) in addition to any one of the foregoing positions, any individual at the time holding the position of Area Director, Business Development; Area Director, Operations; Market Vice President; Vice President, Environmental Services be, and each of them hereby is, appointed as an Authorized Agent to execute any bid and proposal, and if awarded, any related contract for services to be performed by the Company and any bond required by such bid, proposal or contract, all in accordance with the existing Levels of Authority and other relevant policies and procedures.

I further certify that **WILLIAM BLANCHETTI** holds the title of General Manager and in such capacity has full authority to act in the name and on behalf of the Company as set forth in the foregoing resolution.

WITNESS MY HAND, this 24th day of January, 2023.



Lauren McKeon, Secretary

1. Because of the significant outlay of capital expense for containers, compactors, carts and vehicles needed to provide service for the City, will the City be willing to entertain a longer term agreement than 12 months?

RESPONSE: Consistent with OCGA 36-60-13 the awarded proposer will enter into a one-year contract that may be automatically renewed on an annual basis for an additional twelve-month terms, for a total lifetime contract term of up to five (5) years.

2. Will the City require each bidder to provide all new equipment for this contract?

RESPONSE: No. However, all carts for residential services must be clean and fully operational.

3. Please clarify, with an example, how to complete the Proposal Form for residential services.

RESPONSE: See example below and supporting sample calculations

Description of Unit	Price in Figures
A. (1) 95 gallon rolling cart for household Refuse and (1) 95 gallon rolling cart for recycling	<p><u>\$1,920,000</u> annual amount per residential customer for weekly household refuse and weekly recycling service.</p> <p>SAMPLE CALCULATION 8,000 residential customers \$240.00 cost per customer weekly household refuse and recycling service. (8,000 X \$240.00 = \$1,920,000)</p>
B. Additional (1) 95 gallon rolling cart for household refuse	<p>\$174 annual amount per residential customer for additional weekly household refuse cart. Additional cart cost to be invoiced directly to the individual customer.</p> <p>SAMPLE CALCULATION 1 residential customer 12 months of service \$14.50 cost per monthly household refuse service (1 X 12 X \$14.50 = \$174.00)</p>
C. Additional (1) 95 gallon rolling cart for household recycling	<p>\$114 annual amount per residential customer for additional weekly household recycling cast. Additional cart cost to be invoiced directly to the individual customer.</p> <p>SAMPLE CALCULATION 1 residential customer</p>

12 months of service
\$9.50 cost per monthly household refuse service
(1 X 12 X \$9.50 = \$114.00)

4. Are there any back door accounts? How many?
RESPONSE: Yes and 49
5. How many tons of residential MSW has been collected annually?
RESPONSE: 4,500
6. How many tons of residential recycling has been collected annually?
RESPONSE: 1,889
7. How many tons of residential yard waste has been collected annually?
RESPONSE: N/A Picked up with MSW
8. How many tons of residential bulk has been collected annually?
RESPONSE: N/A Picked up with MSW
9. Please provide the size of the two (2) stationary compactor units located at the public works facility.
RESPONSE: Standard, no special installation, 40yd RB
10. Section 16, Item #7 on page 11 states "dumpsters (loose limbs/leaves/logs/branches), emptied once per week at a minimum." Please state the maximum or average numbers of times. We must understand this in order to build this into our pricing.
RESPONSE: Avg – 10 times per month
11. Section 16, Item #8 on page 11 states "Five (5) 40 cubic yard roll-offs trash containers will be provided". Please state how many times each of these will be emptied on average. We must understand this in order to build this into our pricing.
RESPONSE: All 5 picked up once at the conclusion of the event
12. Section 16, Item #10 on page 11-12 states "Provide nine (9) additional 20 cubic yard open top containers". Please state how many times each of these will be emptied on average. We must understand this in order to build this into our pricing.
RESPONSE: All 9 picked up once at the conclusion of the event
13. Section 16, Item #11 on page 12 states "Provide three (3) 20 cubic yard open top containers". Please state how many times each of these will be emptied on average. We must understand this in order to build this into our pricing.
RESPONSE: All picked up once during each event that the City requests.

14. Page 12, section 12....How many roll-off containers are ordered annually for the "Neighborhood Clean-ups?

RESPONSE: In 2022, 4 roll-off containers were ordered for Neighborhood Clean ups.

15. Page 17, attachment A – a 10 yard compactor is listed, serviced 1x per week....Is the size based on site / space limitations?

RESPONSE: Upon review this account is closed.

16. Could you provide the name and the address of the customer so we may review on site?

RESPONSE: N/A

17. Is commercial recycling service a part of this franchise agreement? If so, please provide the number of accounts, dumpster size and frequency of weekly service.

RESPONSE: Yes. There are 27 commercial recycling customers, all use 8yd containers and frequency is as follows: 16 get serviced 1 per week, 7 get serviced 2 per week, 2 get serviced 3 per week, 1 gets serviced 4 per week and the final 1 gets serviced 5 per week.

18. RFP reads "The awarded proposer will enter into a one-year contract that may be automatically renewed on an annual basis for additional 12 months terms, for a lifetime contract of up to five (5) years. Based on the enormous amount of capital outlay for a one-year contract, your costs are going to be exorbitant and out of the ordinary. All Gwinnett Cities, and Gwinnett County have or had longer start up agreements with 3, 5, and 7 years so the provider can spread the costs out over a longer period of time. None of them have or had at the start of the agreement, one year. Legal opinions vary over OCGA 36-60-13 from all over the State but to begin a contract, it has always been 3 to 5 years. There is an out clause for service or lack of funding but not contract for 1 year. Will the city allow for and consider an initial 3-to-5 year initial term on the agreement instead of saying a one year agreement?

RESPONSE: Consistent with OCGA 36-60-13 the awarded proposer will enter into a one-year contract that may be automatically renewed on an annual basis for additional twelve-month terms, for a total lifetime contract term of up to five (5) years

19. The start date is over a year away and vendors have no idea how our costs may be affected over that time, will the city consider allowing a CPI adjustment to the winning bidders pricing at the May 2024 start?

RESPONSE: The contractor selected shall be eligible to petition the City Council for a cost of Living Adjustment on May 1, 2026, and annually thereafter throughout the term for as long as the contract is renewed.

20. Section 20, page 13 "Cost of Living Adjustment": Will the city consider making this an automatic adjustment as we know that this factor will change each year?

RESPONSE: The contractor selected shall be eligible to petition the City Council for a cost of Living Adjustment on May 1, 2026, and annually thereafter throughout the term for as long as the contract is renewed.

Addendum RFP 2023-1

21. Chart "D" starting on page 15 for all roll off and compactor services. It appears that the pricing grids only provide a space for the collection price. How should the contractor illustrate the pricing associated with delivery of the units? How should we illustrate disposal costs which are typically per ton and not per collection? How should we illustrate any rental fees that may apply?

RESPONSE: Delivery charge of the units should be included in the collection price. Rental rates are not requested as they are site specific between the customer and the provider. Chart D, attached has been updated to identify a section for costs associated on hauling and per ton disposal. Please complete amended Chart D as part of your submittal.

22. Section "C" on page 10 indicates that Yard Waste is to be priced by the bag. Clarify how that works with no maximum as stated on the proposal form, Item #E.

RESPONSE: The yard waste service should be provided with no limitation on number of bags.

23. Section 2 on page 4 indicates that amounts need to be shown in words & figures. Please clarify as there is not room on the proposal form to do this.

RESPONSE: The amounts requested in the RFP should be shown in figures.

SIGN IN

Title: Waste Services Pre Bid Conference Date and Time: January 30, 2025

PLEASE SIGN IN:

Company	Representative	Phone Number	E-Mail
Waste man	Vic Knight	470-542-3513	vknight70@wm.com
Red Oak	Anthony Carlsbauer	678-409-5867	Anthony.Carlsbauer@red-oak.com
BOB WOLK	WASTE PRO	3865472350	RWOLK@WASTEPRO.USA
JENNIFER HERRING	WASTE PRO	704-886-4472	Jherring@wastepro.usa
Steve Edwards	WM	70560-4025	sedwards1@wm.com
GFL	Eric McAden	(470) 484-8779	emaden@gflenv.com
Sake Paill	Rehrig	906-892-3139	patrick@rehrig.com
Stueb Luc	Red oak	678-409-5868	stueb@red-oak.com
Elean Martin	Republic Service	770-871-6489	Bmartin@REPUBLICSV.COM

PROPOSAL FORM

Collection of Residential Refuse, Residential Recyclable
Material, Residential Yard Waste, Residential Bulk Waste, and
Collection of Commercial/Industrial Refuse and Recycling

TO: City Clerk Teresa Lynn of the City of Duluth, Georgia

Proposal of BFI Waste Services, LLC dba Republic Services of GA
(an individual) (a partnership) (a corporation) duly organized under the State of Georgia.

The undersigned having carefully read and considered the terms and conditions of this agreement for collection of residential refuse, recyclable material, yard waste, and special waste; commercial refuse and special waste and recycling; industrial refuse and special waste and recycling for the City of Duluth, Georgia, does hereby offer to perform such services on behalf of the City, of the type and quality and in the manner described, and subject to and in accordance with the terms and conditions set forth in the Request for Proposals and the Proposal Form as well as in the Contract, which shall be negotiated by the parties based on the Request for Proposals and the Proposal Form, at the rates (expressed in figures) hereafter set forth:

* NOTE: for the sake of simplicity, the City has used the word "refuse" in this Proposal Form to cover and include all types of material to be collected under this RFP.

Description of Unit	Price in Figures
<p>A. (1) 95 gallon rolling cart for household refuse and (1) 95 gallon rolling cart for recycling</p> <p style="text-align: right;">8,000 Residential Customers \$290.40 Annual per Resident (8,000 x 290.40 = \$2,323,200.00)</p>	<p>\$ <u>2,323,200.00</u> annual amount per residential customer for weekly household refuse and weekly recycling service.</p> <p style="text-align: right;">8,000</p> <p>Note: The City estimates <u>7,500</u> current residential customers. Invoicing for the above will be done on a monthly basis directly to the City of Duluth. Number of customers will be updated on a monthly basis and included in subsequent invoice.</p>
<p>B. Additional (1) 95 gallon rolling cart for household refuse</p>	<p>\$ <u>144.00</u> annual amount per residential customer for additional weekly household refuse cart. Additional cart cost to be invoiced directly to the individual customer.</p>
<p>C. Additional (1) 95 gallon rolling cart for household recycling</p>	<p>\$ <u>144.00</u> annual amount per residential customer for additional weekly household recycling. Additional cart cost to be invoiced directly to the individual customer.</p>
<p>D. Once weekly route for bulk pickup, as requested</p>	<p>\$ <u>25.00</u> ranging to \$ <u>125.00</u> to be invoiced upon occurrence to individual customers</p>

E.	Once weekly per household curbside collection of residential yard clippings (no maximum of typical biodegradable Yard Bags per home).	\$ 156.00 annual fee for service, to be invoiced annually to individual customers Note the city estimates 200 current residential customers
F.	Provide dumpsters and containers as specified and listed under city services at no fee	Provided free as shown under city services
G.	Collection of commercial/industrial containers and compactors for refuse (City will receive a franchise fee on four per cent 4% of the total commercial/industrial receipts).	Complete Chart "D" below Note see Attachment A for current quantity and frequency of customer use
H.	Collection of commercial/industrial permanent roll off (City will receive a franchise fee on four per cent 4% of the total commercial/industrial receipts).	Complete Chart "D" below Note see Attachment A for current quantity and frequency of customer use
I.	Provide temporary roll offs for neighborhood clean ups allowed once per year per neighborhood	Complete Chart "D" below Note see Attachment A for current quantity and frequency of customer use

CHART "D"

Chart D Ammended BELOW:

COMMERCIAL/INDUSTRIAL CONTAINERS

Frequency	1/week	2/week	3/week	4/week	5/week	6/week
Size						
2yd	\$	\$	\$	\$	\$	\$
4yd	\$	\$	\$	\$	\$	\$
6yd	\$	\$	\$	\$	\$	\$
8yd	\$	\$	\$	\$	\$	\$
8yd (recycle)	\$	\$	\$	\$	\$	\$

COMMERCIAL/INDUSTRIAL COMPACTORS

Frequency	1/week	2/week	3/week	4/week	5/week	6/week
Size						
10 yd	\$	\$	\$	\$	\$	\$
35 yd	\$	\$	\$	\$	\$	\$
40 yd	\$	\$	\$	\$	\$	\$

**COMMERCIAL/
INDUSTRIAL
PERMANENT ROLL-OFFS**

Frequency	1/week	2/week	3/week	4/week	5/week	6/week
Size						
25yd	\$	\$	\$	\$	\$	\$
30yd	\$	\$	\$	\$	\$	\$
40yd	\$	\$	\$	\$	\$	\$

**TEMPORARY ROLL-OFFS
FOR NEIGHBORHOOD CLEAN UPS ALLOWED ONCE PER YEAR PER NEIGHBORHOOD**

Frequency	Weekend rental 1-pull
Size	
20yd	\$ 0.00
30yd	\$ 0.00
40yd	\$ 0.00

Proposal By:

Telephone Number:

BFI Waste Services, LLC dba Republic Services of GA
(Company Name)

770-871-6489

Principal Office Address:

Republic Services of GA
(Company Name)

Brad Martin

(Contact Person)

51 Patrick Mill Road, Winder, GA 30680

(Address)

CHART "D"
COMMERCIAL/INDUSTRIAL
CONTAINERS

Frequency	1/week	2/week	3/week	4/week	5/week	6/week
Size						
2yd	\$ 83.72	\$ 162.75	\$ 247.33	\$ 328.07	\$ 409.22	\$ 493.80
4yd	\$ 110.64	\$ 215.29	\$ 324.22	\$ 434.42	\$ 541.65	\$ 649.30
6yd	\$ 138.83	\$ 269.12	\$ 403.68	\$ 545.05	\$ 674.92	\$ 811.62
8yd	\$ 164.45	\$ 320.38	\$ 488.25	\$ 646.72	\$ 806.49	\$ 965.82
8yd (recycle)	\$ 143.21	\$ 279.61	\$ 422.83	\$ 559.22	\$ 695.62	\$ 832.02

COMMERCIAL/INDUSTRIAL
COMPACTORS

Frequency	1/week	2/week	3/week	4/week	5/week	6/week
Size						
10 yd	\$	\$	\$	\$	\$	\$
35 yd	\$	\$	\$	\$	\$	\$
40 yd	\$	\$	\$	\$	\$	\$

\$ 276.46

Haul Charge

\$ 65.00

Per Ton Charge

Two Hundred Seventy Six dollars and Forty Six cents per haul

Sixty Five dollars per ton

COMMERCIAL/
INDUSTRIAL
PERMANENT ROLL-OFFS

Frequency	1/week	2/week	3/week	4/week	5/week	6/week
Size						
25yd	\$	\$	\$	\$	\$	\$
30yd	\$	\$	\$	\$	\$	\$
40yd	\$	\$	\$	\$	\$	\$

\$ 276.46

Haul Charge

\$ 65.00

Per Ton Charge

Two Hundred Seventy Six dollars and Forty Six cents per haul

Sixty Five dollars per ton

TEMPORARY ROLL-OFFS
FOR NEIGHBORHOOD CLEAN UPS ALLOWED ONCE PER YEAR PER NEIGHBORHOOD

Frequency	Weekend rental 1 pull
Size	
20yd	\$ 0.00
30yd	\$ 0.00
40yd	\$ 0.00

Zero dollar rental charge

\$ 207.35

Haul Charge

\$ 50.00

Per Ton Charge

Two Hundred Seven dollars and Thirty Five cents per haul

Fifty dollars per ton

** All pricing firm to include increase in rate for year 2. Subject to negotiated contract method for calculation of annual increases.



Duluth
Capture the Spirit
of Good Living

Office of the

P 770-476-3434

Street
30096
23-2780

CONFIRMATION RECEIPT

SUBMITTED BY:

Red Oak Sanitation / Anthony Grutadunio

(COMPANY NAME/INDIVIDUAL)

TYPE OF SUBMISSION

- ☒ Request for Bids
☐ Request for Proposals
☐ Request for Qualifications /

PROJECT NAME:

Solid Waste Proposal

Number of packages submitted: _____

DELIVERED BY:

Anthony Grutadunio

(PRINT NAME OF REPRESENTATIVE DELIVERING PROPOSAL)

OFFICE USE ONLY

DATE RECEIVED:

2/21/23

TIME RECEIVED:

1:45pm

ACCEPTED BY:

Monika M. Entick

(PRINT NAME OF EMPLOYEE RECEIVING PROPOSAL)



"Collection of Solid Waste for the City of Duluth, Georgia"



February 16, 2023

To whom it may concern,

We at Red Oak Sanitation have read the RFP and the attached addendum with detailed answers and understand the full scope and requirements to provide service for the City of Duluth, Georgia.

Red Oak Sanitation would provide service for the City of Duluth, Georgia out of our Forsyth County location which is less than 25 miles north of the city. Red Oak currently has two locations that are both fully equipped and staffed maintenance facilities. These are in Cumming and Gainesville. Between the two locations we operate 56 trucks daily, servicing over 150,000 customers weekly. We currently provide service to several local municipalities and already have a management team and supervisors in place. This includes area managers, route supervisors, an office manager, and a team of customer service representatives. All parties will actively assist in managing and maintaining the service needs of the city.

It is Red Oak Sanitation's desire to exclusively service the residents in the City of Duluth, Georgia. We would provide curbside service with automated trucks and for the streets with no turn around and non-curbside homes we would use a small eight (8) yard single axle truck. All trash will be placed inside of the contractor provided ninety-five (95) gallon carts.

Within this proposal you will find all requested documents. We have also included three letters of recommendation from the cities of Cumming, Dawsonville, and Flowery Branch.

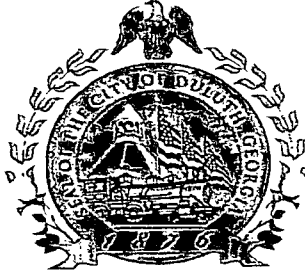
Respectfully,

A handwritten signature in black ink that reads "Kylie Perko". The signature is written in a cursive, flowing style.

Kylie Perko

HOA Liaison

770-536-7868 ext 400



City of Duluth
3167 Main Street
DULUTH, GEORGIA 30096

Request for Proposals

A Comprehensive Approach for the Collection of Residential Refuse, Residential Recyclable Material, Residential Yard Waste, and Commercial/Industrial Refuse and Recycling

Sealed Proposals are requested and will be received by the City of Duluth, Georgia for the collection of refuse (including but not limited to waste, garbage, refuse matter, filth, food scraps, rubbish, paper, recyclable matter, decayed matter and matter likely to decay) generated in the City; including residential refuse, commercial and industrial refuse utilizing permanent containers as well as a program for the collection of recyclable materials, bulk and yard waste. The City of Duluth hopes to achieve a reliable solid waste management strategy to collect refuse in accordance with State law requiring municipalities to reduce solid waste within the City while providing a cost savings to the City and its citizens, to ensure a reduction of collection vehicles utilizing its streets, give assurance that service providers providing waste collection services are insured and capable of performing the service in a competent manner, and providing for recourse by the City against service providers should complaints be received and a financial benefit to the City in the form of franchise fees for the collection of residential/commercial/industrial refuse.

Proposals for the services outlined in this RFP will be received on a proposal form on which providers will price the following:

Residential Refuse and Recycling, Residential Bulk and Yard Waste, and Commercial/Industrial Refuse and Recycling. It is believed that typically there are efficiencies of scale where one company can handle all of the services and this proposal will allow the City to determine the relative discounts and benefits to the citizens and businesses receiving services and the City. The awarded proposer will enter into a one-year contract that may be automatically renewed on an annual basis for additional twelve-month terms, for a total lifetime contract term of up to five (5) years. The contract will indicate the City is to receive a franchise fee on **four per cent 4% of the total commercial and industrial receipts.**

Proposals must follow the RFP instructions and be made on the proposal forms furnished by the Office of the City Clerk, 1st floor of Duluth City Hall, located at 3167 Main Street,

Duluth, GA 30096.

Proposed Timetable

Request for Proposals Issued	January 4, 2023
Pre-RFP Submission Meeting (10:00 am)	January 30, 2023
Questions submittal deadline	February 1, 2023
Responses to questions issued	February 8, 2023
Proposal Due (2:00 pm EST)	February 21, 2023
Acknowledgement of Proposals (2:05pm EST) City Hall	February 21, 2023
Presentation to City Council	March 27, 2023 (tentative)
Approval of Contract by City Council	April 10, 2023 (tentative)
Contract start date	May 1, 2024 (tentative)

The Pre-RFP Submission meeting will be held at 10:00 a.m. on the first floor of City Hall in the Council Chambers on January 30, 2023. RFP Proposal submissions must be delivered to, and be on file with, the Office of the City Clerk located on the 1st floor of Duluth City Hall by 2:00 p.m. EST February 21, 2023. The envelope containing the proposal(s) must be sealed and plainly marked "Collection of Solid Waste for the City of Duluth, Georgia."

Proposals will be publicly acknowledged at 2:05 pm EST on February 21, 2023 at Duluth City Hall, located at the aforementioned address. The selected proposer will be awarded the Contract through a vote of the City's governing body, tentatively scheduled for April 10, 2023.

A **proposal bond or certified check** must accompany the Proposal(s), in accordance with the proposal instructions.

The City reserves the right to reject any or all Proposals, to waive irregularities, clerical errors and/or informalities in any Proposal, and to make an award in any manner, consistent with law, deemed in the best interest of the City. Price shall not be the sole consideration in awarding the contract. The City reserves the right to accept any portion of the RFP.

INSTRUCTIONS TO PROPOSERS

1. Receipt and Acknowledgement of Proposals

The City of Duluth, Georgia (the "City") invites and will receive Proposals on the forms attached hereto, all information on which must be appropriately completed. Proposals will be received at the Office of the City Clerk, until 2:00 pm EST on February 21, 2023 and will be publicly opened and acknowledged at 2:05 pm EST February 21, 2023. The envelope containing the Proposal must be sealed and addressed to the City Clerk, Duluth City Hall, and plainly marked "Collection of Solid Waste for the City of Duluth, Georgia."

2. Preparation of the Proposal and Criteria

All Proposals shall be made on the proposal form provided and shall clearly show the amounts

and costs in both words and figures and must be signed by the proposer. Additional copies of the proposal form may be obtained from the City. All blank spaces in each proposal form together with appropriate schedules must be completed in ink or typewritten, in both words and figures.

Cost proposals must be submitted for all services to be considered. Proposals which fail to include cost proposals for each of each service will not be considered.

If a unit price or lump sum already entered by the proposer on the proposal form is to be altered, it shall be crossed out with ink and the new unit price or lump sum price entered above or below it, initialed by the proposer in ink.

The City will select a service proposer based after an evaluation of the following criteria as weighted below:

- 20% proposer's financial viability and stability
- 40% cost of services
- 10% experience of the proposer in the market and educational/awareness program
- 30% quality of references provided by the proposer and good standing

Cost will not be the sole criteria for selecting the proposer.

In case of a discrepancy between the total shown in the Proposal and that obtained by adding the products of the quantities of items at the unit prices, the unit prices, in the proposal form shall govern and any errors found in said products, and in the addition, will be corrected.

Each Proposal must be submitted in a sealed envelope bearing the name of the proposer on the outside, its address and plainly marked "Collection of Solid Waste for the City of Duluth, Georgia." If forwarding by mail, the sealed envelope containing the Proposal must be enclosed in another envelope addressed as follows City Clerk, Duluth City Hall, 3167 Main Street Duluth, GA 30096. The City may consider as irregular any Proposal not prepared and submitted in accordance with the provision hereof and may waive any informalities or reject any and all Proposals.

Any Proposal may be withdrawn prior to the above-scheduled time for the opening of Proposals or authorized postponement thereof. Any Proposal received after the time and date specified above shall not be considered.

3. **Proposal Security and Evidence of Insurance**

Each Proposal must be accompanied by a **bond or a certified check of the proposer**, drawn on a national bank, in an amount equal to \$10,000 as a guarantee on the part of the proposer that it will, if called upon to do so, accept and enter into a contract as mutually agreed upon by the City and the selected proposer to do the work covered by such Proposal and at the rates stated therein and to furnish a corporate surety for its faithful and entire fulfillment. Checks and bonds will be returned promptly after the City and the selected proposer have executed the Contract, or, if no proposal has been selected within one hundred twenty (120) days after the date of the opening of the proposal, upon demand of the proposer at any time thereafter, so long as it has not been notified of the acceptance of its Proposal.

Each Proposal must also be accompanied by a certificate of insurance evidencing the coverage listed in the following sections. The proposer will be required to have insurance throughout the duration of the contract.

4. Insurance Requirements

The awarded proposer shall not commence work under this contract until all insurance required under this paragraph and such insurance has been approved by the City Attorney.

- A. Certificate of Insurance, reflecting evidence of the required insurance, shall be filed with the Office of the City Clerk prior to the commencement of the work. These certificates shall contain a provision that coverage afforded under these policies will not be canceled until at least thirty-day prior written notice has been given to the City. Policies shall be issued by companies authorized to do business under the laws of the State of Georgia, shall have adequate policy holders and financial ratings in the latest ratings of A.M. Best, and shall be part of the Insurance Guarantee Association Act.
- B. Insurance shall be in force until all work required to be performed under the terms of the contract is satisfactorily completed, as evidenced by the formal acceptance by the City. In the event the insurance certificate provided indicates that the insurance shall terminate and lapse during the period of this contract, the proposer shall furnish, at least thirty (30) days prior to the expiration of the date of such insurance, a renewal certificate of insurance as proof that equal and like coverage for the balance of the period of the contract and extension there under is in effect. The proposer shall not continue to work pursuant to this contract unless all required insurance remains in full force and effect.
- C. Commercial General Liability Insurance naming the City as an additional insured with no less than the following limits:

<u>Coverage</u>	<u>Limits of Liability</u>
Workmen's Compensation	Statutory
Employer's Liability	\$2,500,000
Bodily Injury Except Automobile	\$2,500,000 each occurrence
Property Damage Liability Except Automobile	\$3,500,000 each occurrence
Automobile Bodily Injury	\$5,000,000 each occurrence
Excess Umbrella Liability	\$7,500,000 each occurrence

Coverage shall include contractual liability assumed under this agreement, products and completed operations, personal injury, broad form property damage, and premises-operations.

- D. Commercial Automobile Liability Insurance naming the City as an additional insured with no less than the following limits:

Combined Single Limit \$ 5,000,000

Coverage shall include contractual liability assumed under this agreement, owned, hired and non-owned vehicles.

5. Liquidated Damages for Failure to Enter Into the Contract

The Contract shall be deemed as having been awarded upon the vote or resolution of the Governing Body of the City to the proposer. Formal notice of such award will be mailed to the proposer by certified mail, return receipt requested.

The proposer to whom the Contract shall have been awarded will be required to execute four (4) copies of a Contract mutually agreed upon by the City and the selected proposer and to furnish insurance certificates as required. In case of the proposer's refusal or failure to do so within twenty (20) days after its receipt of formal notice of award, proposer will be considered to have abandoned all rights and interest in the award, and proposer's proposal security shall be declared forfeited to the City as liquidated damages, and the award may then be made to the next best qualified proposer of the work, or re-advertised for Proposal as the City may elect. Such forfeited security shall be the sole remedy of the City.

6. Security for Performance

The Proposal(s) shall be accompanied by a letter from a corporate surety satisfactory to the City stating that a Performance Bond will be furnished by it to the person submitting the Proposal in the event it is the successful proposer(s). Such letter is to be signed by an authorized representative of the surety together with a certified and effectively dated copy of the Power of Attorney attached thereto.

The successful proposer(s) will be required to furnish a Performance Bond as security for the faithful performance of this contract. Said Performance Bond must be in an amount of \$150,000.

Premium for the bonds described above shall be paid by the proposer. A certificate from the surety showing that the bond premiums are paid in full shall accompany the executed contract.

The surety on the bond shall be a duly authorized corporate surety company authorized to do business in the State of Georgia

7. Power of Attorney

Attorneys-in-fact who sign bonds must file with each bond a certified and effectively dated copy of their Power of Attorney.

8. **Scope of Work**

The work under this contract shall consist of the items contained in the Proposal Form, including all incidentals necessary to fully complete said work in accordance to these specifications.

9. **Conditions**

Each proposer shall fully acquaint itself with conditions relating to the scope and restrictions attending the execution of the work under the contract. Proposers shall thoroughly examine and be familiar with the Specifications.

It is also expected that the proposer will obtain information concerning the conditions at each location that may affect its work.

The failure or omission of any proposer to receive or examine any form, instrument, addendum or other document, or to acquaint itself with existing conditions, shall in no way relieve it of any obligations with respect to their proposal or to the contract. The City shall make all such documents available to the proposers.

Except with respect to conditions which are not discoverable by a visual examination of thoroughfares, the proposer shall make its own determination as to existing conditions and shall assume all risk and responsibility with respect to such conditions and shall complete the work in and under conditions it may encounter or create, without extra cost to the City.

The proposer's attention is directed to the fact that all applicable State laws, municipal ordinances, and the rules and regulations of all authorities having jurisdiction over the work to be performed shall apply to the contract throughout, and they will be deemed to be included in a Contract as though written out in full in the contract.

10. **Addenda and Questions/Explanations**

Explanations/questions desired by a prospective proposer shall be requested of the City in writing by February 1, 2023. If explanations are necessary, an explanation shall be made in the form of an Addendum, a copy of which shall be posted on the city website. Every request for such explanation shall be emailed to the City Clerk at the following address: tlynn@duluthga.net. Any verbal statements regarding same by any person prior to the award shall not be authoritative and shall not be binding.

Addenda issued to proposers prior to the date of receipt of proposals shall become a part of the Proposal Specifications and Sample Contract, and all proposals shall include work described in the Addenda. No inquiry received after February 1, 2023 will be given consideration.

Any and all such interpretations and any supplemental instructions will be in the form of written Addenda which, if issued will be posted on the city's website, no later than February 8, 2023 prior to the date fixed for the opening of proposals.

11. **Name, Address and Legal Status of the Proposer**

The proposal must be properly signed in ink and the address of the proposer given. The legal status of the proposer, whether corporation or partnership or individual, shall also be stated in the proposal.

A corporation shall execute the proposal by its duly authorized officers in accordance with its corporate-by-laws and shall also list the state in which it is incorporated. A partnership proposer shall give full names of all partners. Partnership and individual proposers will be required to state in the proposal the names of all persons interested therein.

The place of residence of each proposer, or the office address in the case of a firm or company, with country, state and telephone number, must be given after their signature.

If the proposer is a joint venture consisting of a combination of any or all of the above entities, each joint venture shall execute the Proposal.

Anyone signing a Proposal as an agent of another or others must submit with their Proposal, legal evidence of their authority to do so.

12. **Competency of Proposer**

The opening and reading of the proposal shall not be construed as an acceptance of the proposer as a qualified, responsible proposer. The City reserves the right to determine the competence and responsibility of a proposer from its knowledge of the proposer's qualifications or from other sources.

Submission of the following data along with the RFP submission regarding the qualifications of the proposer is required in order to determine whether it is a qualified, responsible proposer. The proposer will be required to furnish the following information:

- A. Criteria Proposers Financial Viability - 20% A copy of the latest available financial statement of the proposer (or its parent corporation if individual subsidiary or division financial statements are not prepared and generally available) certified by a nationally recognized form of independent certified public accountants.
- B. Criteria Cost of Services – 40% Proposer to complete all services with prices as requested
- C. Criteria – Experience in the Market – 10% Evidence in form and substance satisfactory to the City, that proposer (or proposer's subsidiaries or affiliates) has been in existence as a going concern for in excess of five (5) years and possesses no less than five (5) years actual operating experience as a going concern in refuse collection and disposal; or meets acceptable, equivalent qualifying experience. Also, proposer possesses no less than two (2) years recyclable materials collections, marketing experience, and utilization of a facility for processing of recyclable materials. The proposer shall also submit a sample of educational and promotional material used to raise awareness about recycling.

- D. Criteria – Quality of references – 30% Evidence that the proposer has provide quality references for other municipal contracts. Further the proposer is in good standing under the laws of the State of Georgia, and, in the case of corporations organized under the laws of any other state, evidence that the proposer is licensed to do business and in good standing under the laws of the State of Georgia or a sworn statement that it will take all necessary action to become so licensed if its proposal is accepted.

The Proposer may satisfy any or all experience and qualification requirements of this Section by submitting the experience and qualifications of its parent organization and subsidiaries or affiliates of that parent.

13. Disqualification of Proposers

Although not intended to be an exhaustive list of causes for disqualification, any one or more of the following causes, among others, may be considered sufficient for the qualification of a proposer and the rejection of its Proposal.

- A. Evidence of collusion among proposers.
- B. Lack of competency as revealed by either financial statement, experience or equipment statements as submitted or other reports.
- C. Lack of responsibility as shown by past work, judged from the standpoint of workmanship as submitted.
- D. Default on a previous municipal contract for failure to perform.
- E. Failure to complete price proposals for each service set out in the proposal form.

14. Residential Refuse and Recycling

Proposals for refuse collection and recyclable materials collection and delivery are solicited based on the following frequencies (see attached proposal form):

- A. Residential Refuse Collection one (1) time weekly per household. The City is discontinuing the refuse bag program on May 1, 2024 (the new contract start date). The selected proposer will be required by the new contract start date to deliver a 95 gallon rolling cart for household waste to all households. The 95 gallon rolling cart will remain the property of the contractor. The proposer is responsible for the cost to purchase and deliver the cart. For new customers requesting service the proposer will be required to deliver the carts within five days of the request. **Billing for this service is directly to the City of Duluth on a monthly basis. For purposes of submitting a proposal the contractor shall estimate 7,500 households receive this service.**
- B. Residential Recyclable Collection one (1) time weekly per household. The selected contractor will be required by the new contract start date to deliver a 95 gallon rolling cart for recycling to all households. The 95 gallon rolling cart will remain the property of the

contractor. The proposer is responsible for the cost to purchase and deliver the cart. **Billing for this service is directly to the City of Duluth on a monthly basis. For purposes of submitting a proposal the contractor shall estimate 7,500 households receive this service**

- C. Residential Yard Clippings Collection one (1) time weekly per household (charge by bag or other system on an annual basis). The proposer shall offer once (1) weekly curbside service of Residential Yard Debris which is to be placed in specifically designated bio-degradable paper bags purchased by the resident on the curbside no later than 7:00 a.m. on normal service day. Although this service is optional for residents, the contractor must offer this service. **Billing for this service is conducted directly to the resident by the contractor.**
- D. Residential Bulk Items. The proposer shall offer once (1) weekly curbside bulk item pick up. The household must call or email the company by Friday of the previous week to schedule the bulk item pick up. The bulk item must be placed at the curb no later than 7:00 a.m. on the normal service day of each week. Although this service is optional for residents, the contractor must offer this service. **Billing for this service is conducted directly to the resident by the contractor. Price may vary based on size of bulk items. Please identify a typical price range in the proposal form**

NOTE: Residential solid waste and recycling shall be collected by zones up to five days a week (currently three days) between the hours of 7:00 am and 7:30 pm. The waste or recycling carts shall be placed by resident for collection at the curb no later than 7:00 a.m. on each collection day. Residents will be required to place household waste and recycling in a contractor provided 95 gallon rolling cart.

15. Commercial/Industrial Refuse and Recycling

- A. Commercial/Industrial Collection (based on size and frequency required)
- B. Dumpsters and Containers identified under "City Services" with stated schedules (provided at no charge)
- C. Residential Neighborhood Clean-up, with stated schedules
- D. Permanent Roll-Off containers for industrial (based on size and frequency required)

NOTE: Containers required for the collection of commercial and industrial refuse from commercial and industrial units shall be charged at the rates contained in proposer's proposal. The proposer must provide appropriately-sized containers (at no cost) to each commercial and industrial business (i.e., based on their defined need). Billing for this service is conducted directly to the user by the contractor. (see existing number of containers/compactors listed on attachment A)

NOTE: Commercial/industrial pickup will not be accomplished during the weekly rush hours defined as follows: Monday through Friday 6:30 am – 8:30 am and 4:00 pm – 6:00 pm or between the hours of 10:00 pm to 7:00 am when located within 500'-0" of a residential development

16. City Services to be provided at no charge

The "Commercial" portion of the RFP shall provide to the City the following dumpsters and services at no charge:

1. One (1) eight cubic yard front-end trash container at City Hall, serviced once per week.
2. One (1) eight cubic yard front-end trash container at W.P. Jones Park, serviced once per week.
3. One (1) eight cubic yard front-end trash container at Bunten Park serviced once a week.
4. One (1) eight cubic yard front-end trash container at Scott Hudgens Park serviced once per week.
5. One (1) eight cubic yard front-end trash container at Rogers Bridge Park serviced once per week.
6. One (1) eight cubic yard front-end trash container at the Duluth Public Safety Center, which shall be serviced once per week.
7. At the City Public Works Facility, the following shall be provided at all times:
 - Two (2) stationary compactor units – emptied once per week.
 - Five (5) 40 yard limb dumpsters (loose limbs/leaves/logs/branches), emptied once per week at a minimum.
 - Two (2) 40 yard bagged yard waste dumpsters emptied twice a month.
 - One (1) 40 yard dumpster for overflow item, emptied twice a month.
 - Three (3) 8 yard front end cardboard recycling containers that are emptied once per week.
 - One (1) 20 yard glass recycling container emptied once a month.

All of the above referenced containers (with the exception of those designated for recycling) may be used for the disposal of yard waste, bulky items, "white goods" weighing over fifty (50) pounds and periodic household clean up. Commercial building or remodeling debris, auto parts, tires or accessories, dead animals, and hazardous waste shall not be disposed of in such containers. The containers shall be serviced as listed above.

8. Five (5) 40 cubic yard roll-offs trash containers will be provided for the Fall Festival event each year.
9. One (1) eight cubic yard front-end cardboard recycling container to be placed within the downtown Duluth Central Business District, emptied once a week.
10. Provide nine (9) additional 20 cubic yard open top container units at the Public Works Facility for three days during the spring for a city-wide neighborhood cleanup. In addition to items accepted at Public Works year round, these dumpsters may contain waste

consistent with residential remodeling/renovations as well as household items consistent with decluttering a home, including but not limited to furniture, mattresses, etc.

11. Provide three (3) 20 cubic yard open top containers to be placed at an area designated by the City twice per year to support City initiatives as part of the Duluth N.O.W program (Neighborhood Outreach Work). In addition to items accepted at Public Works year round, these dumpsters may contain waste consistent with residential remodeling/renovations, yard debris, and household items consistent with decluttering a home, including but not limited to furniture, mattresses, etc.
12. Provide 20, 30, 40 yard roll-off containers for Neighborhood Clean-ups at a reduced price for rental by neighborhoods. Each neighborhood is eligible to hold a Neighborhood Clean-up at reduced rates once per year (document on proposal form Chart D)

17. Method of Award

The City reserves the right not to accept any Proposal or portion of any Proposal or to reject any or all Proposals, and to waive defects or irregularities in any Proposal. In particular, any alteration, erasure or interlineations of the Proposal Specifications, and/or Proposal shall render the accompanying Proposal irregular and subject to (but not requiring) rejection by the City. The City intends that the contract shall be awarded within 120 days following the date that Proposals are publicly opened and read. **The City will evaluate all submittals based on the identified criteria listed in Section 12.** A "short list" of qualified Proposers may be developed by the City and those proposers on the short list may be invited to make a presentation of their services and answer questions before the City Council prior to final award.

Proposers may be afforded an opportunity for discussion, negotiation, and revision of proposals. Discussions, negotiations, and revisions may be permitted after submission of proposals and prior to award for the purpose of obtaining best and final offers. All responsible offerors found by the City to have submitted proposals reasonably susceptible of being selected for award shall be given an opportunity to participate in such discussions, negotiations, and revisions. During the process of discussion, negotiation, and revision, the City shall not disclose the contents of proposals to competing offerors.

18. Disposal Site

The proposer shall provide evidence reasonably satisfactory to the City that the proposer, if awarded the Contract, will have the right to use a valid disposal site(s) under and for the duration of the Contract.

19. Sale of Recyclable Materials

The proposer, pursuant to this contract shall be responsible for transporting all recyclable materials to a recognized processing facility where all materials will be recycled. All proceeds from the sale of the materials shall be property of the proposer. The proposer will accept

ownership and Title of the Recyclable materials at the point in the time in which the residential or commercial customer places the recyclable materials on the curbside.

20. **Cost of Living Adjustment**

In the event that the contract is renewed beyond the initial one year period the contractor selected shall be eligible to petition the City Council for a cost of Living Adjustment on May 1, 2026, and annually thereafter throughout the term for as long as the contract is renewed. The fees or compensation payable to the Company may be adjusted upward or downward to reflect changes in the cost of doing business, as measured by fluctuations in the Consumer Price Index (the "CPI"). For purposes of this paragraph "Consumer Price Index" (the "CPI") means the Consumer Price Index established by the Bureau of Labor which is entitled "Consumer Price Index for All Urban Consumers" Atlanta, Georgia, All Items, 1967 - 100, or any appropriate successor Index adopted by said Department

21. **Governing Law of Successful Proposer Contract**

The proposer to whom the Contract shall have been awarded will be required to execute four (4) copies of a Contract mutually agreed upon by the City and the selected proposer. Said Contract shall be governed by the laws of the State of Georgia both as to interpretation, performance and indemnification.

Further, the Contract shall comply with any and all applicable state and federal law including but not limited to compliance with the Georgia Security and Immigration Compliance Act and O.C.G.A. § 50, 36-1.

Addendum RFP 2023-1

1. Because of the significant outlay of capital expense for containers, compactors, carts and vehicles needed to provide service for the City, will the City be willing to entertain a longer term agreement than 12 months?

RESPONSE: Consistent with OCGA 36-60-13 the awarded proposer will enter into a one-year contract that may be automatically renewed on an annual basis for an additional twelve-month terms, for a total lifetime contract term of up to five (5) years.

2. Will the City require each bidder to provide all new equipment for this contract?

RESPONSE: No. However, all carts for residential services must be clean and fully operational.

3. Please clarify, with an example, how to complete the Proposal Form for residential services.

RESPONSE: See example below and supporting sample calculations

Description of Unit	Price in Figures
A. (1) 95 gallon rolling cart for household Refuse and (1) 95 gallon rolling cart for recycling	<p><u>\$1,920,000</u> annual amount per residential customer for weekly household refuse and weekly recycling service.</p> <p>SAMPLE CALCULATION 8,000 residential customers \$240.00 cost per customer weekly household refuse and recycling service. (8,000 X \$240.00 = \$1,920,000)</p>
B. Additional (1) 95 gallon rolling cart for household refuse	<p>\$174 annual amount per residential customer for additional weekly household refuse cart. Additional cart cost to be invoiced directly to the individual customer.</p> <p>SAMPLE CALCULATION 1 residential customer 12 months of service \$14.50 cost per monthly household refuse service (1 X 12 X \$14.50 = \$174.00)</p>
C. Additional (1) 95 gallon rolling cart for household recycling	<p>\$114 annual amount per residential customer for additional weekly household recycling cast. Additional cart cost to be invoiced directly to the individual customer.</p> <p>SAMPLE CALCULATION 1 residential customer</p>

12 months of service

\$9.50 cost per monthly household refuse service

(1 X 12 X \$9.50 = \$114.00)

4. Are there any back door accounts? How many?

RESPONSE: Yes and 49

5. How many tons of residential MSW has been collected annually?

RESPONSE: 4,500

6. How many tons of residential recycling has been collected annually?

RESPONSE: 1,889

- 7.- How many tons of residential yard waste has been collected annually?

RESPONSE: N/A Picked up with MSW

8. How many tons of residential bulk has been collected annually?

RESPONSE: N/A Picked up with MSW

9. Please provide the size of the two (2) stationary compactor units located at the public works facility.

RESPONSE: Standard, no special installation, 40yd RB

10. Section 16, Item #7 on page 11 states "dumpsters (loose limbs/leaves/logs/branches), emptied once per week at a minimum." Please state the maximum or average numbers of times. We must understand this in order to build this into our pricing.

RESPONSE: Avg – 10 times per month

11. Section 16, Item #8 on page 11 states "Five (5) 40 cubic yard roll-offs trash containers will be provided". Please state how many times each of these will be emptied on average. We must understand this in order to build this into our pricing.

RESPONSE: All 5 picked up once at the conclusion of the event

12. Section 16, Item #10 on page 11-12 states "Provide nine (9) additional 20 cubic yard open top containers". Please state how many times each of these will be emptied on average. We must understand this in order to build this into our pricing.

RESPONSE: All 9 picked up once at the conclusion of the event

13. Section 16, Item #11 on page 12 states "Provide three (3) 20 cubic yard open top containers". Please state how many times each of these will be emptied on average. We must understand this in order to build this into our pricing.

RESPONSE: All picked up once during each event that the City requests.

14. Page 12, section 12....How many roll-off containers are ordered annually for the "Neighborhood Clean-ups?

RESPONSE: In 2022, 4 roll-off containers were ordered for Neighborhood Clean ups.

15. Page 17, attachment A – a 10 yard compactor is listed, serviced 1x per week....Is the size based on site / space limitations?

RESPONSE: Upon review this account is closed.

16. Could you provide the name and the address of the customer so we may review on site?

RESPONSE: N/A

17. Is commercial recycling service a part of this franchise agreement? If so, please provide the number of accounts, dumpster size and frequency of weekly service.

RESPONSE: Yes. There are 27 commercial recycling customers, all use 8yd containers and frequency is as follows: 16 get serviced 1 per week, 7 get serviced 2 per week, 2 get serviced 3 per week, 1 gets serviced 4 per week and the final 1 gets serviced 5 per week.

18. RFP reads "The awarded proposer will enter into a one-year contract that may be automatically renewed on an annual basis for additional 12 months terms, for a lifetime contract of up to five (5) years. Based on the enormous amount of capital outlay for a one-year contract, your costs are going to be exorbitant and out of the ordinary. All Gwinnett Cities, and Gwinnett County have or had longer start up agreements with 3, 5, and 7 years so the provider can spread the costs out over a longer period of time. None of them have or had at the start of the agreement, one year. Legal opinions vary over OCGA 36-60-13 from all over the State but to begin a contract, it has always been 3 to 5 years. There is an out clause for service or lack of funding but not contract for 1 year. Will the city allow for and consider an initial 3-to-5 year initial term on the agreement instead of saying a one year agreement?

RESPONSE: Consistent with OCGA 36-60-13 the awarded proposer will enter into a one-year contract that may be automatically renewed on an annual basis for additional twelve-month terms, for a total lifetime contract term of up to five (5) years

19. The start date is over a year away and vendors have no idea how our costs may be affected over that time, will the city consider allowing a CPI adjustment to the winning bidders pricing at the May 2024 start?

RESPONSE: The contractor selected shall be eligible to petition the City Council for a cost of Living Adjustment on May 1, 2026, and annually thereafter throughout the term for as long as the contract is renewed.

20. Section 20, page 13 "Cost of Living Adjustment": Will the city consider making this an automatic adjustment as we know that this factor will change each year?

RESPONSE: The contractor selected shall be eligible to petition the City Council for a cost of Living Adjustment on May 1, 2026, and annually thereafter throughout the term for as long as the contract is renewed.

21. Chart "D" starting on page 15 for all roll off and compactor services. It appears that the pricing grids only provide a space for the collection price. How should the contractor illustrate the pricing associated with delivery of the units? How should we illustrate disposal costs which are typically per ton and not per collection? How should we illustrate any rental fees that may apply?

RESPONSE: Delivery charge of the units should be included in the collection price. Rental rates are not requested as they are site specific between the customer and the provider. Chart D, attached has been updated to identify a section for costs associated on hauling and per ton disposal. Please complete amended Chart D as part of your submittal.

22. Section "C" on page 10 indicates that Yard Waste is to be priced by the bag. Clarify how that works with no maximum as stated on the proposal form, Item #E.

RESPONSE: The yard waste service should be provided with no limitation on number of bags.

23. Section 2 on page 4 indicates that amounts need to be shown in words & figures. Please clarify as there is not room on the proposal form to do this.

RESPONSE: The amounts requested in the RFP should be shown in figures.

Proposal Forms

Company Information

PROPOSAL FORM

Collection of Residential Refuse, Residential Recyclable
Material, Residential Yard Waste, Residential Bulk Waste, and
Collection of Commercial/Industrial Refuse and Recycling

TO: City Clerk Teresa Lynn of the City of Duluth, Georgia

Proposal of Red Oak Sanitation, Inc (an individual) (a partnership) (a corporation) duly organized under the State of GEORGIA.

The undersigned having carefully read and considered the terms and conditions of this agreement for collection of residential refuse, recyclable material, yard waste, and special waste; commercial refuse and special waste and recycling; industrial refuse and special waste and recycling for the City of Duluth, Georgia, does hereby offer to perform such services on behalf of the City, of the type and quality and in the manner described, and subject to and in accordance with the terms and conditions set forth in the Request for Proposals and the Proposal Form as well as in the Contract, which shall be negotiated by the parties based on the Request for Proposals and the Proposal Form, at the rates (expressed in figures) hereafter set forth:

* NOTE: for the sake of simplicity, the City has used the word "refuse" in this Proposal Form to cover and include all types of material to be collected under this RFP.

Description of Unit		Price in Figures
A.	(1) 95 gallon rolling cart for household refuse and (1) 95 gallon rolling cart for recycling	<div>\$ 1,920,000.00 annual amount per residential customer for weekly household refuse and weekly recycling service.</div> <div>SAMPLE CALCULATION 8,000 residential customers \$240.00 cost per customer annually, \$20.00 cost per customer monthly</div>
B.	Additional (1) 95 gallon rolling cart for household refuse	<div>\$ 576,000.00 annual amount per residential customer for additional weekly household refuse cart. Additional cart cost to be invoiced directly to the individual customer.</div> <div>SAMPLE CALCULATION 8000 residential customers \$72.00 cost per customer annually, \$6.00 cost per customer monthly</div>
C.	Additional (1) 95 gallon rolling cart for household recycling	<div>\$ 576,000.00 annual amount per residential customer for additional weekly household recycling. Additional cart cost to be invoiced directly to the individual customer.</div> <div>SAMPLE CALCULATION</div>

		8000 residential customers \$72.00 cost per customer annually, \$6.00 cost per customer monthly
D.	Once weekly route for bulk pickup, as requested	\$ 35.00 ranging to \$ 45.00 to be invoiced upon occurrence to individual Customers \$35.00 for first item and \$10.00 for second item during same pick up. Max of 2 items per scheduled pick up.
E.	Once weekly per household curbside collection of residential yard clippings (no maximum of typical biodegradable Yard Bags per home).	\$ 52.00 annual fee for service, to be invoiced annually to individual customers SAMPLE CALCULATION 1 residential customer \$1.00 cost per bag x 1 bag per week
F.	Provide dumpsters and containers as specified and listed under city services at no fee	Provided free as shown under city services
G.	Collection of commercial/industrial containers and compactors for refuse (City will receive a franchise fee on four per cent 4% of the total commercial/industrial receipts).	Complete Chart "D" below Note see Attachment A for current quantity and frequency of customer use
H.	Collection of commercial/industrial permanent roll off (City will receive a franchise fee on four per cent 4% of the total commercial/industrial receipts).	Complete Chart "D" below Note see Attachment A for current quantity and frequency of customer use
I.	Provide temporary roll offs for neighborhood clean ups allowed once per year per neighborhood	Complete Chart "D" below Note see Attachment A for current quantity and frequency of customer use

CHART "D"
COMMERCIAL/INDUSTRIAL
CONTAINERS

Frequency	1/week	2/week	3/week	4/week	5/week	6/week
Size						
2yd	\$110.65	\$215.05	\$326.81	\$433.49	\$540.72	\$652.48
4yd	\$146.20	\$284.47	\$428.40	\$574.02	\$715.70	\$857.93
6yd	\$183.44	\$355.59	\$533.39	\$720.20	\$891.79	\$1072.42
8yd	\$217.30	\$423.32	\$645.14	\$854.53	\$1065.64	\$1276.16
8yd (recycle)	\$173.84	\$338.66	\$516.11	\$683.62	\$852.51	\$1020.93

COMMERCIAL/INDUSTRIAL
COMPACTORS

Frequency	1/week	2/week	3/week	4/week	5/week	6/week
Size						
10 yd	\$470.00	\$940.00	\$1410.00	\$1880.00	\$2350.00	\$2820.00
35 yd	\$770.00	\$1540.00	\$2310.00	\$3080.00	\$3850.00	\$4620.00
40 yd	\$830.00	\$1660.00	\$2490.00	\$3320.00	\$4150.00	\$4980.00

\$ 350.00 HAUL CHARGE \$ 60.00 PER TON CHARGE

**COMMERCIAL/
INDUSTRIAL
PERMANENT ROLL-OFFS**

Frequency	1/week	2/week	3/week	4/week	5/week	6/week
Size						
25yd	\$525.00	\$1050.00	\$1575.00	\$2100.00	\$2625.00	\$3150.00
30yd	\$620.00	\$1240.00	\$1860.00	\$2480.00	\$3100.00	\$3720.00
40yd	\$710.00	\$1420.00	\$2130.00	\$2840.00	\$3550.00	\$4260.00

\$ 350.00 HAUL CHARGE \$ 60.00 PER TON CHARGE

**TEMPORARY ROLL-OFFS
FOR NEIGHBORHOOD CLEAN UPS ALLOWED ONCE PER YEAR PER NEIGHBORHOOD**

Frequency	Weekend rental 1 pull
Size	
20yd	\$530.00
30yd	\$620.00
40yd	\$710.00

\$ 350.00 HAUL CHARGE \$ 60.00 PER TON CHARGE

Proposal By:

Red Oak Sanitation, Inc
(Company Name)

Telephone Number:

770-536-7868 ext 400

Principal Office Address:

Red Oak Sanitation
(Company Name)

Kylie Perko
(Contact Person)

4250 Keith Bridge Rd Suite 160 Cumming, GA 30040

(Address)

Attachment A

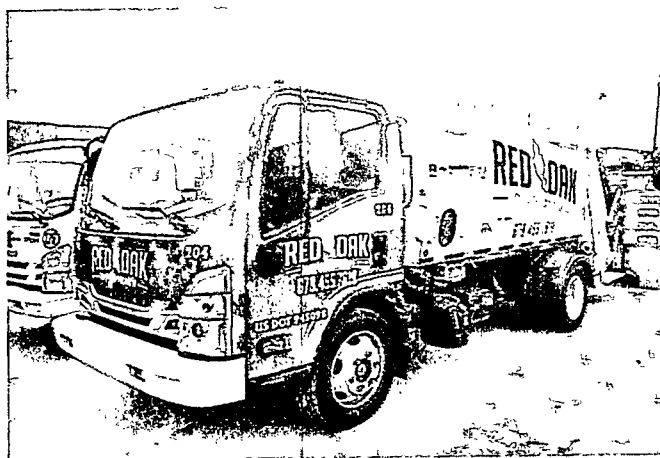
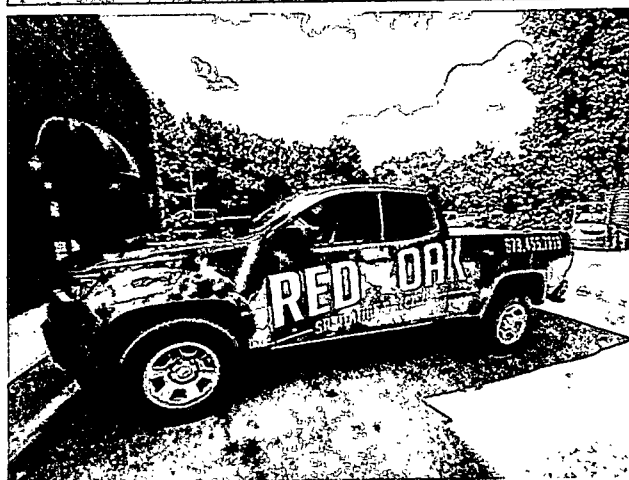
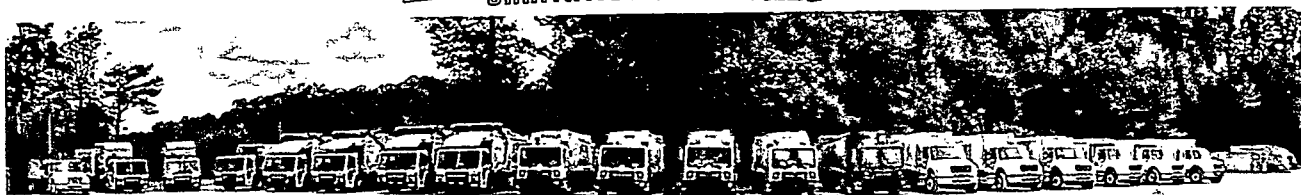
Size	No. of Containers - Total Pulls Each Week						Total
	1x Per Wk	2x Per Wk	3x Per Wk	4x Per Wk	5x Per Wk	6x Per Wk	
2 yd	67	3	4	0	0	0	74
4 yd	90	14	2	1	0	2	109
6 yd	70	32	11	2	1	0	116
8 yd	99	64	41	15	14	1	234

Size	No. of Compactors	Pulls Each Week
10 yd	1	1
35 yd	12	6
40 yd	15	19

Size	No. of Permanent Roll Off	Pulls Each Week
25 yd	2	2
30 yd	5	7
40 yd	7	5

RED OAK

SANITATION & RECYCLING



Red Oak Sanitation is proud to have one of the newest fleets in the industry.

Trucks are replaced every five years to assist in keeping the safety of the communities we service as a top priority.



Red Oak Sanitation came from the modest beginnings of a small, one-truck operation in 2001 providing service to 120 customers in Hall County, Georgia. Long hours and hard work for owner Lynn Luce, and her only truck driver was well worth the effort as the business grew and word of mouth spread around Hall County about the home-grown garbage company that was providing superior service alongside to the large waste removal corporations.

In 2002 Red Oak Sanitation bought Environmental Waste and business began to take off. Suddenly, Red Oak Sanitation's fleet expanded from one to four and the company's customer base grew to 5,000. Red Oak began marketing to Gwinnett County and soon residents near Buford, Suwanee, and Duluth were able to sign on for Red Oak's brand of solid customer service at a price that could compete with larger corporations.

In 2003 Red Oak Sanitation grew once more by gaining the knowledge and experience of two men considered to be veterans in the waste removal industry. Marlon "Stub" Luce and Anthony Grutadaurio joined the Red Oak Sanitation team. They both had over 20 years of experience in the waste industry and are former owners of All-Cycle Sanitation, a north Fulton based company. Stub and Anthony owned and operated All-Cycle throughout the majority of the 1990's. The lessons they learned and the skills they obtained during that venture have proven to be extremely valuable assets to Red Oak Sanitation.

In 2007, Red Oak expanded its territory to include Forsyth and Fulton Counties. Since that time the company has grown to provide service to over 150,000 customers in North Georgia. Red Oak has done so by entering contracts with Gwinnett County, the City of Cumming, and the City of Dawsonville. Red Oak Sanitation has developed one of the best customer service departments in the business – a customer service department that values above all else to always have a person to answer the phone during business hours. From the very beginning, Red Oak Sanitation operates under the principles of superior service and competitive pricing.

Red Oak Sanitation currently has over 140 employees between operations, management, and office staff. Red Oak employees in all facets of the organization are trained to put the needs of our customers as the top priority. The customer service team is well versed in handling calls from several different service areas and quickly familiarize themselves with the contractual obligations and requirements of these different areas.

Red Oak Sanitation currently has two managers in the customer service department, Beth Ball and Luis Ceballos. Beth has been with Red Oak Sanitation for over five years and Luis has been with the company for two years. The two of them ensure all escalated calls are handled in a timely manner and with a resolution that both appeases the customer and falls in line with appropriate policy and procedures. They will assist in the initial management of the contract by ensuring that all customer service representatives have the vital information needed to assist the customers. Red Oak Sanitation has two operations managers in place. Carmelo Guzman and Christopher "Cadillac" Curtis, both of whom have been with Red Oak Sanitation for 13 years. Carmelo and Cadillac will play key roles in determining an efficient routing schedule, assigning staff, and managing cart delivery if awarded the contract.

Financial Information

Experience and References

Red Oak Sanitation, Inc.
Balance Sheet
December 31, 2022

ASSETS

Current Assets

Cash - Comerica Bank Operating	\$	56,031.63
Cash - Comerica Bank Money Mkt		475,129.86
Accounts Receivable		233,703.90
Interest Receivable		134,798.56
Vehicle Deposits		3,000.00
Prepaid Expenses		13,369.98
Prepaid Rent & Security Dep		7,132.00
Due from SSI		17,325.00
Inventory		48,150.00

Total Current Assets 988,640.93

Property and Equipment

Furniture and Fixtures	5,723.16
Office Equipment	8,418.83
Computer Software	115,860.00
Vehicles	17,383,861.95
Vehicles - SSI Trucks	1,057,229.00
Trailer	6,255.88
Residential Carts	7,927,100.68
Building	475,687.84
Building Improvements	66,130.25
Land	198,201.32
Accum. Depreciation	(12,820,159.24)

Total Property and Equipment 14,424,309.67

Other Assets

Customer List	182,967.48
Customer List - Waste Manageme	2,000,000.00
Customer List - Allegiance	76,692.00
Customer Contracts	5,550,000.00
Covenant not to Compete	200,000.00
Adv to S/H - Grutadaurio	1,141,294.56
Adv to S/H - Luce	1,141,294.56
Loan Costs	297,296.87
Amortization of Loan Costs	(85,696.87)

Total Other Assets 10,503,848.60

Total Assets \$ 25,916,799.20

Red Oak Sanitation, Inc.
Balance Sheet
December 31, 2022

LIABILITIES AND CAPITAL

Current Liabilities		
Accounts Payable	\$	1,312,959.48
Unearned Revenue		600,268.44
LOC - \$2M		1,664,820.73
LOC - \$3.75M		3,743,380.44
Due to RSS		14,605.00
Current portion long-term debt		<u>1,429,000.00</u>
Total Current Liabilities		8,765,034.09
Long-Term Liabilities		
N/P - Comerica Bank		6,309,095.22
N/P - Comerica Bank SSI		4,841,666.71
N/P - Comerica WM		3,339,843.75
N/P - SSI		1,199,740.90
N/P - Ally #201 - 5737		27,951.81
N/P - Ally #202 - 5823		28,272.73
N/P - Ally #203 - 5814		28,272.73
N/P - DLL - \$10033.86		<u>592,228.61</u>
Total Long-Term Liabilities		<u>16,367,072.46</u>
Total Liabilities		25,132,106.55
Capital		
Distributions - Luce	(1,391,035.90)	
Distributions - Grutadaurio	(1,391,035.90)	
Common Stock	1,000.00	
Retained Earnings	(594,805.41)	
Paid-in Capital	665,787.52	
Net Income	<u>3,494,782.34</u>	
Total Capital		<u>784,692.65</u>
Total Liabilities & Capital	\$	<u><u>25,916,799.20</u></u>

Red Oak Sanitation, Inc.
Income Statement
For the Twelve Months Ending December 31, 2022
Year to Date

Revenues		
Income - Service	\$ 28,452,065.56	99.76
Recycling Income	36,185.94	0.13
Returned Checks & ACH	(25,723.23)	(0.09)
Credit Card Chargebacks	(5,210.54)	(0.02)
Admin Income	8,846.55	0.03
Customer Refunds	(42,023.77)	(0.15)
Purchase Discount	660.14	0.00
PPP Employer Credit	3,450.50	0.01
Interest Income	92,428.69	0.32
Total Revenues	28,520,679.84	100.00
Expenses		
Salary & Wages - Direct	4,185,243.14	14.67
Wages - Attendance Bonus	67,750.00	0.24
Overtime - Direct	1,505,632.86	5.28
Employee Benefits - Direct	390,406.13	1.37
Payroll Taxes - Fica	483,152.67	1.69
Employee Healthcare	113,379.87	0.40
Employee Drug Test	2,996.00	0.01
PR Process/WC Ins - Direct	639,910.80	2.24
Communication-Direct	50,204.12	0.18
Customer Damage - Employee	182,119.99	0.64
Customer Damage - Spills	73,274.52	0.26
Damages - Gwinnett County	7,050.00	0.02
Safety Supplies - Direct	11,269.27	0.04
Truck Rental - Direct	49,281.79	0.17
Tickets and Fines	96.60	0.00
Auto Insurance-Direct	638,626.40	2.24
Fuel Expense-Direct	2,083,436.46	7.31
Tag Tax - Direct	43,723.38	0.15
Uniforms - Direct	13,179.64	0.05
Disposal - Waste	3,994,028.01	14.00
Disposal - Recycling	272,058.80	0.95
Postage	3,664.10	0.01
Billing - Outside Services	54,281.22	0.19
R & M Vehicles	851,427.40	2.99
Outsource R&M Vehicles-Direct	94,469.16	0.33
Oil & Fluids-Direct	176,591.08	0.62
Towing & Wrecker-Direct	30,777.14	0.11
Tire Expense	403,880.91	1.42
Salary & Wages-Indirect	875,540.69	3.07
Commission	114,264.00	0.40
Wages - Attendance Bonus	7,250.00	0.03
Wages - Bonus	177,978.30	0.62
Wages - Bonus ER Costs	34,016.08	0.12
Wages - Overtime - Indirect	69,904.32	0.25
Employee Healthcare - Indirect	27,614.74	0.10
Payroll Taxes - Fica	74,096.36	0.26
PR Process/WC Ins - Indirect	19,171.69	0.07
Communication Indirect	8,687.18	0.03
R & M Vehicles-Indirect	6,263.50	0.02
Shop Tools & Supplies-Indirect	52,670.81	0.18
Fuel Expense-Indirect	19,175.94	0.07
Outside Labor-Indirect	98,556.08	0.35
Software Expense	206,690.91	0.72
Copier - Lease	16,148.44	0.06
Toner and Printing	4,757.36	0.02
Office Supplies & Expenses	121,995.72	0.43
IT Expense	116,333.36	0.41

For Management Purposes Only

Red Oak Sanitation, Inc.
Income Statement
For the Twelve Months Ending December 31, 2022
Year to Date

Office Supplies - Snacks & Bev	4,370.56	0.02
Office Supplies - Vending Mach	3,625.39	0.01
Utilities	33,976.08	0.12
Building Maintenance	52,941.09	0.19
Rent	165,703.00	0.58
Telephone Expense	44,950.03	0.16
Advertising Expense	47,622.36	0.17
Cart Maintenance & Delivery	234,666.47	0.82
Commercial Umbrella Insurance	86,092.24	0.30
Legal & Professional Expense	151,314.65	0.53
Interest Expense	1,026,149.66	3.60
Property Taxes	9,012.24	0.03
Personal Property Tax	25,487.14	0.09
Bank Charges	29,892.79	0.10
Credit Card Merchant Fees	405,313.25	1.42
Vendor Administrative Fees	989.05	0.00
Dues and Subscriptions	835.48	0.00
Insurance - Life	12,066.92	0.04
Licenses & Permits	21,635.23	0.08
Leased Vehicles - Indirect	49,625.33	0.17
Equipment Rental	8,615.00	0.03
Freight	8,677.35	0.03
Meals and Entertainment	3,929.06	0.01
Travel Expense	12,398.82	0.04
Amortization	57,578.97	0.20
Depreciation Expense	4,012,108.59	14.07
Loss on Sale of Asset	43,293.81	0.15
Total Expenses	<u>25,025,897.50</u>	87.75
Net Income	\$ <u><u>3,494,782.34</u></u>	12.25

Capitol Indemnity Corporation
500 Northridge Rd., Suite 375, Atlanta, GA 30350

BID BOND

Bond Number CIC1921578

KNOW ALL PERSONS BY THESE PRESENTS,

That we, Red Oak Sanitation Inc. (hereinafter called the "Principal"), as Principal, and the Capitol Indemnity Corporation of Madison, Wisconsin a corporation duly organized under the laws of the State of Wisconsin (hereinafter called the "Surety"), as Surety, are held and firmly bound unto City of Duluth (hereinafter called the "Obligee"), in the sum of Ten Thousand Dollars (\$10,000.00), for the payment of which sum well and truly to be made, the said Principal and the said Surety, bind ourselves, our heirs, executors, administrators, successors and assigns, jointly and severally, firmly by these presents.

WHEREAS, the Principal has submitted a bid for \$10,000.00.

NOW, THEREFORE, if the Obligee shall accept the bid of the Principal and the Principal shall enter into a Contract with the Obligee in accordance with the terms of such bid, and give such bond or bonds as may be specified in the bidding or Contract documents with good and sufficient surety for the faithful performance of such Contract and for the prompt payment of labor and material furnished in the prosecution thereof, or in the event of the failure of the Principal to enter such Contract and give such bond or bonds, if the Principal shall pay to the Obligee the difference not to exceed the penalty hereof between the amount specified in said bid and such larger amount for which the Obligee may in good faith contract with another party to perform the Work covered by said bid, then this obligation shall be null and void, otherwise to remain in full force and effect.

Signed and sealed this 16th day of February, 2023.

This bond automatically expires ninety (90) days from the original bid date.

Red Oak Sanitation Inc.
(Print Name of Principal) (Seal)

[Signature]
(Signature of Officer of the Principal)

Stacy Luce Pres
(Print Name of Officer of the Principal and Title)

Capitol Indemnity Corporation

[Signature]
(Signature of Attorney-in-Fact) (Seal)

Victor M. Hamby
(Print Name of Attorney-in-Fact and title)

[Signature]
(Witness)

[Signature]
(Witness)

**CAPITOL INDEMNITY CORPORATION
POWER OF ATTORNEY**

CIC1921578

Bond Number

KNOW ALL MEN BY THESE PRESENTS, That the **CAPITOL INDEMNITY CORPORATION**, a corporation of the State of Wisconsin, having its principal offices in the City of Middleton, Wisconsin, does make, constitute and appoint

_____**VICTOR M. HAMBY**_____

its true and lawful Attorney(s)-in-fact, to make, execute, seal and deliver for and on its behalf, as surety, and as its act and deed, any and all bonds, undertakings and contracts of suretyship, provided that no bond or undertaking or contract of suretyship executed under this authority shall exceed in amount the sum of

_____**ALL WRITTEN INSTRUMENTS IN AN AMOUNT NOT TO EXCEED: \$20,000,000.00**_____

This Power of Attorney is granted and is signed and sealed by facsimile under and by the authority of the following Resolution adopted by the Board of Directors of **CAPITOL INDEMNITY CORPORATION** at a meeting duly called and held on the 15th day of May, 2002.


"RESOLVED, that the President, Executive Vice President, Vice President, Secretary or Treasurer, acting individually or otherwise, be and they hereby are granted the power and authorization to appoint by a Power of Attorney for the purposes only of executing and attesting bonds and undertakings, and other writings obligatory in the nature thereof, one or more resident vice-presidents, assistant secretaries and attorney(s)-in-fact, each appointee to have the powers and duties usual to such offices to the business of this company; the signature of such officers and seal of the Company may be affixed to any such power of attorney or to any certificate relating thereto by facsimile, and any such power of attorney or certificate bearing such facsimile signatures or facsimile seal shall be valid and binding upon the Company, and any such power so executed and certified by facsimile signatures and facsimile seal shall be valid and binding upon the Company in the future with respect to any bond or undertaking or other writing obligatory in the nature thereof to which it is attached. Any such appointment may be revoked, for cause, or without cause, by any of said officers, at any time."

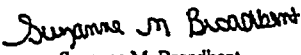
In connection with obligations in favor of the Florida Department of Transportation only, it is agreed that the power and authority hereby given to the Attorney-in-Fact includes any and all consents for the release of retained percentages and/or final estimates on engineering and construction contracts required by the State of Florida Department of Transportation. It is fully understood that consenting to the State of Florida Department of Transportation making payment of the final estimate to the Contractor and/or its assignee, shall not relieve this surety company of any of its obligations under its bond.

In connection with obligations in favor of the Kentucky Department of Highways only, it is agreed that the power and authority hereby given to the Attorney-in-Fact cannot be modified or revoked unless prior written personal notice of such intent has been given to the Commissioner - Department of Highways of the Commonwealth of Kentucky at least thirty (30) days prior to the modification or revocation.

IN WITNESS WHEREOF, the **CAPITOL INDEMNITY CORPORATION** has caused these presents to be signed by its officer undersigned and its corporate seal to be hereto affixed duly attested, this 1st day of January, 2020.

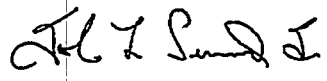
Attest:


Ryan J. Byrnes
Senior Vice President,
Chief Financial Officer and Treasurer


Suzanne M. Broadbent
Assistant Secretary

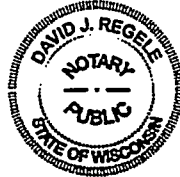


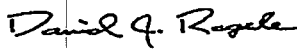
CAPITOL INDEMNITY CORPORATION


John L. Sennott, Jr.
Chief Executive Officer and President

STATE OF WISCONSIN }
COUNTY OF DANE } S.S.:

On the 1st day of January, 2020 before me personally came John L. Sennott, Jr., to me known, who being by me duly sworn, did depose and say: that he resides in the County of Hartford, State of Connecticut; that he is Chief Executive Officer and President of **CAPITOL INDEMNITY CORPORATION**, the corporation described in and which executed the above instrument; that he knows the seal of the said corporation; that the seal affixed to said instrument is such corporate seal; that it was so affixed by order of the Board of Directors of said corporation and that he signed his name thereto by like order.

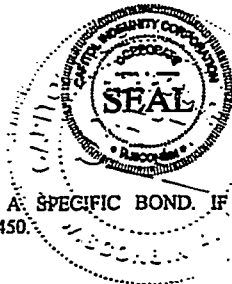


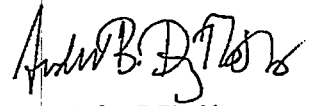

David J. Regele
Notary Public, Dane Co., WI
My Commission Is Permanent

STATE OF WISCONSIN }
COUNTY OF DANE } S.S.:

I, the undersigned, duly elected to the office stated below, now the incumbent in **CAPITOL INDEMNITY CORPORATION**, a Wisconsin Corporation, authorized to make this certificate, **DO HEREBY CERTIFY** that the foregoing attached Power of Attorney remains in full force and has not been revoked; and furthermore, that the Resolution of the Board of Directors, set forth in the Power of Attorney is now in force.

Signed and sealed at the City of Middleton, State of Wisconsin this 16th day of February, 2023




Andrew B. Diaz-Matos
Senior Vice President, General Counsel and Secretary

THIS DOCUMENT HAS BEEN GENERATED FOR A SPECIFIC BOND. IF YOU HAVE ANY QUESTIONS CONCERNING THE AUTHENTICITY OF THIS DOCUMENT CALL 800-475-4450.

CIC-ePOA-M (Rev. 01-2020)



RECYC-2

OP ID: JC

CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY)

04/27/2022

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

IMPORTANT: If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must have ADDITIONAL INSURED provisions or be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

PRODUCER
Southeastern Agency Group, Inc.
1501 Highwoods Blvd., St # 402
Greensboro, NC 27410
Brice Crigler

336-218-7470

CONTACT NAME: Jesse Carr

PHONE (A/C, No, Ext): 336-218-7470

FAX (A/C, No): 336-218-7487

E-MAIL ADDRESS: jcarr@sagnc.com

INSURER(S) AFFORDING COVERAGE

NAIC #

INSURER A: Frankenmuth

13986

INSURER B: James River Insurance Co

INSURER C:

INSURER D:

INSURER E:

INSURER F:

INSURED
Recycle for the Cure LLC
Red Oak Sanitation Inc.
2 Ruby St
Gainesville, GA 30503

COVERAGES

CERTIFICATE NUMBER:

REVISION NUMBER:

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR LTR	TYPE OF INSURANCE	ADDL SUBR INSD WYVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS
A	<input checked="" type="checkbox"/> COMMERCIAL GENERAL LIABILITY <input type="checkbox"/> CLAIMS-MADE <input checked="" type="checkbox"/> OCCUR		6622567	05/15/2021	05/15/2022	EACH OCCURRENCE \$ 1,000,000 DAMAGE TO RENTED PREMISES (Ea occurrence) \$ 500,000 MED EXP (Any one person) \$ 5,000 PERSONAL & ADV INJURY \$ 1,000,000 GENERAL AGGREGATE \$ 2,000,000 PRODUCTS - COM/OP AGG \$ 2,000,000
A	AUTOMOBILE LIABILITY <input checked="" type="checkbox"/> ANY AUTO OWNED AUTOS ONLY <input type="checkbox"/> SCHEDULED AUTOS <input type="checkbox"/> HIRED AUTOS ONLY <input type="checkbox"/> NON-OWNED AUTOS ONLY <input checked="" type="checkbox"/> Pollution		6622566	05/15/2021	05/15/2022	COMBINED SINGLE LIMIT (Ea accident) \$ 1,000,000 BODILY INJURY (Per person) \$ BODILY INJURY (Per accident) \$ PROPERTY DAMAGE (Per accident) \$ Pollution \$ 1,000,000
X	<input checked="" type="checkbox"/> UMBRELLA LIAB <input checked="" type="checkbox"/> OCCUR <input type="checkbox"/> EXCESS LIAB <input type="checkbox"/> CLAIMS-MADE <input type="checkbox"/> DED <input checked="" type="checkbox"/> RETENTION \$ 10,000		6622567	05/15/2021	05/15/2022	EACH OCCURRENCE \$ 1,000,000 AGGREGATE \$ 1,000,000
	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH) If yes, describe under DESCRIPTION OF OPERATIONS below	Y/N <input type="checkbox"/> N/A				PER STATUTE <input type="checkbox"/> OTH-ER <input type="checkbox"/> E.L. EACH ACCIDENT \$ E.L. DISEASE - EA EMPLOYEE \$ E.L. DISEASE - POLICY LIMIT \$
A	Property		6622567	05/15/2021	05/15/2022	Excess 4,000,000
B	Excess Liab		00120258-0	08/02/2021	05/15/2022	Agg/Occur 4,000,000

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)

CERTIFICATE HOLDER

CANCELLATION

CITYOFF

City of Flowery Branch

SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.

AUTHORIZED REPRESENTATIVE
Brice Crigler



CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY)

04/27/2022

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

IMPORTANT: If the certificate holder is an ADDITIONAL INSURED, the policy (ies) must have ADDITIONAL INSURED provisions or be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

PRODUCER	CONTACT NAME:
FrankCrum Insurance Agency, Inc. 100 South Missouri Avenue Clearwater, FL 33756	PHONE (A/C, No. Ext): (800) 277-1620 X 4800 FAX (A/C, No): (727) 797-0704
INSURED	E-MAIL ADDRESS:
FrankCrum L/C/F Recycle for the Cure, LLC 100 South Missouri Avenue Clearwater, FL 33756	INSURER(S) AFFORDING COVERAGE
	INSURER A: Frank Winston Crum Insurance Company NAIC# 11600
	INSURER B:
	INSURER C:
	INSURER D:
	INSURER E:
	INSURER F:

COVERAGES CERTIFICATE NUMBER: 879830 REVISION NUMBER: 1

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR LTR	TYPE OF INSURANCE	ADOL INSRD	SUBR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS
	COMMERCIAL GENERAL LIABILITY						EACH OCCURRENCE \$
	<input type="checkbox"/> CLAIMS-MADE <input type="checkbox"/> OCCUR						DAMAGE TO RENTED PREMISES (Ea occurrence) \$
							MED EXP (Any one person) \$
							PERSONAL & ADV INJURY \$
	GEN'L AGGREGATE LIMIT APPLIES PER:						GENERAL AGGREGATE \$
	<input type="checkbox"/> POLICY <input type="checkbox"/> PROJECT <input type="checkbox"/> LOC						PRODUCTS-COMP/OP AGG \$
	OTHER:						\$
	AUTOMOBILE LIABILITY						COMBINED SINGLE LIMIT (Ea accident) \$
	<input type="checkbox"/> ANY AUTO						BODILY INJURY (Per person) \$
	<input type="checkbox"/> OWNED AUTOS ONLY						BODILY INJURY (Per accident) \$
	<input type="checkbox"/> SCHEDULED AUTOS						PROPERTY DAMAGE (Per accident) \$
	<input type="checkbox"/> Hired AUTOS ONLY						\$
	<input type="checkbox"/> NON-OWNED AUTOS ONLY						
	UMBRELLA LIAB						EACH OCCURRENCE \$
	<input type="checkbox"/> OCCUR						AGGREGATE \$
	EXCESS LIAB						\$
	<input type="checkbox"/> CLAIMS-MADE						
	<input type="checkbox"/> DED <input type="checkbox"/> RETENTION \$						
A	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/ MEMBER EXCLUDED? (Mandatory in NH) If yes, describe under DESCRIPTION OF OPERATIONS below	Y/N <input type="checkbox"/>	N/A	WC202200000	01/01/2022	01/01/2023	X PER STATUTE E.L. EACH ACCIDENT \$1,000,000 E.L. DISEASE-EA EMPLOYEE \$1,000,000 E.L. DISEASE-POLICY LIMIT \$1,000,000

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)

Effective 03/27/2017, coverage is for 100% of the employees of FrankCrum leased to Recycle for the Cure, LLC (Client) for whom the client is reporting hours to FrankCrum. Coverage is not extended to statutory employees.

CERTIFICATE HOLDER

CANCELLATION

Red Oak Sanitation, Inc. 2 Ruby Street Ruby Street Gainesville, GA 30519	SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.
	AUTHORIZED REPRESENTATIVE



SOUTHEASTERN AGENCY GROUP

Insurance Since 1902

To Whom It May Concern:

We've worked with Red Oak Sanitation for 5 years and they are a client at Southeastern Agency Group Inc. We would be able to assist them with obtaining a bond if they need to pursue this type of coverage in the future.

Thanks!

Brice Crigler

336-407-1278

We Build Solid Relationships

Request for Taxpayer Identification Number and Certification

► Go to www.irs.gov/FormW9 for instructions and the latest information.

Give Form to the
requester. Do not
send to the IRS.

Print or type.
See Specific Instructions on page 3.

1 Name (as shown on your income tax return). Name is required on this line; do not leave this line blank. Red Oak Sanitation, Inc.		
2 Business name/disregarded entity name, if different from above		
3 Check appropriate box for federal tax classification of the person whose name is entered on line 1. Check only one of the following seven boxes. <input type="checkbox"/> Individual/sole proprietor or single-member LLC <input checked="" type="checkbox"/> C Corporation <input type="checkbox"/> S Corporation <input type="checkbox"/> Partnership <input type="checkbox"/> Trust/estate <input type="checkbox"/> Limited liability company. Enter the tax classification (C=C corporation, S=S corporation, P=Partnership) ► Note: Check the appropriate box in the line above for the tax classification of the single-member owner. Do not check LLC if the LLC is classified as a single-member LLC that is disregarded from the owner unless the owner of the LLC is another LLC that is not disregarded from the owner for U.S. federal tax purposes. Otherwise, a single-member LLC that is disregarded from the owner should check the appropriate box for the tax classification of its owner. <input type="checkbox"/> Other (see instructions) ►	4 Exemptions (codes apply only to certain entities, not individuals; see instructions on page 3): Exempt payee code (if any) _____ Exemption from FATCA reporting code (if any) _____ (Applies to accounts maintained outside the U.S.)	
5 Address (number, street, and apt. or suite no.) See instructions. 2 Ruby Street	Requester's name and address (optional)	
6 City, state, and ZIP code Gainesville, GA 30501		
7 List account number(s) here (optional)		

Part I Taxpayer Identification Number (TIN)

Enter your TIN in the appropriate box. The TIN provided must match the name given on line 1 to avoid backup withholding. For individuals, this is generally your social security number (SSN). However, for a resident alien, sole proprietor, or disregarded entity, see the instructions for Part I, later. For other entities, it is your employer identification number (EIN). If you do not have a number, see *How to get a TIN*, later.

Note: If the account is in more than one name, see the instructions for line 1. Also see *What Name and Number To Give the Requester* for guidelines on whose number to enter.

Social security number								
			-				-	
or								
Employer identification number								
5	8	-	2	6	0	9	0	4

Part II Certification

Under penalties of perjury, I certify that:

- The number shown on this form is my correct taxpayer identification number (or I am waiting for a number to be issued to me); and
- I am not subject to backup withholding because: (a) I am exempt from backup withholding, or (b) I have not been notified by the Internal Revenue Service (IRS) that I am subject to backup withholding as a result of a failure to report all interest or dividends, or (c) the IRS has notified me that I am no longer subject to backup withholding; and
- I am a U.S. citizen or other U.S. person (defined below); and
- The FATCA code(s) entered on this form (if any) indicating that I am exempt from FATCA reporting is correct.

Certification instructions. You must cross out item 2 above if you have been notified by the IRS that you are currently subject to backup withholding because you have failed to report all interest and dividends on your tax return. For real estate transactions, item 2 does not apply. For mortgage interest paid, acquisition or abandonment of secured property, cancellation of debt, contributions to an individual retirement arrangement (IRA), and generally, payments other than interest and dividends, you are not required to sign the certification, but you must provide your correct TIN. See the instructions for Part II, later.

Sign Here	Signature of U.S. person ► <i>Supra Fund</i>	Date ► 8-20-2021
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General Instructions

Section references are to the Internal Revenue Code unless otherwise noted.

Future developments. For the latest information about developments related to Form W-9 and its instructions, such as legislation enacted after they were published, go to www.irs.gov/FormW9.

Purpose of Form

An individual or entity (Form W-9 requester) who is required to file an information return with the IRS must obtain your correct taxpayer identification number (TIN) which may be your social security number (SSN), individual taxpayer identification number (ITIN), adoption taxpayer identification number (ATIN), or employer identification number (EIN), to report on an information return the amount paid to you, or other amount reportable on an information return. Examples of information returns include, but are not limited to, the following.

- Form 1099-INT (interest earned or paid)

- Form 1099-DIV (dividends, including those from stocks or mutual funds)
- Form 1099-MISC (various types of income, prizes, awards, or gross proceeds)
- Form 1099-B (stock or mutual fund sales and certain other transactions by brokers)
- Form 1099-S (proceeds from real estate transactions)
- Form 1099-K (merchant card and third party network transactions)
- Form 1098 (home mortgage interest), 1098-E (student loan interest), 1098-T (tuition)
- Form 1099-C (canceled debt)
- Form 1099-A (acquisition or abandonment of secured property)

Use Form W-9 only if you are a U.S. person (including a resident alien), to provide your correct TIN.

If you do not return Form W-9 to the requester with a TIN, you might be subject to backup withholding. See What is backup withholding, later.

2022

HALL COUNTY

2022

BUSINESS LICENSE

Date: 02/24/2022

Issued To: RED OAK SANITATION, INC

2 RUBY STREET
GAINESVILLE, GA

Employees 20

Business Type: SOLID WASTE COLLECTION

Mail Adr: RED OAK SANITATION, INC
P O BOX 1777
GAINESVILLE, GA 30503-

No. BUS-0021418

Owner: RED OAK SANITATION, INC

LYNN LUCE (PRES)

Comments

SERVICE ONLY, NO SALES
NO METALS RECYCLING ALLOWED

Amt. Pd.
\$ 906.00

EFFECTIVE BEGINNING DATE OF BUSINESS 02/21/2002

A license is granted in unincorporated Hall County for the period ending 12/31/2022 subject to compliance with the provision of the Business Occupation Tax Code for carrying on the business as listed hereon.

Pamela Gupton

Licensing Director or Official

NOT TRANSFERABLE - DISPLAY IN A CONSPICUOUS PLACE

Secretary of State
Corporations Division
315 West Tower
#2 Martin Luther King, Jr. Dr.
Atlanta, Georgia 30334-1530

CONTROL NUMBER: 0111544
EFFECTIVE DATE: 03/07/2001
JURISDICTION : GEORGIA
REFERENCE : 0048
PRINT DATE : 03/09/2001
FORM NUMBER : 311

D.H. ROBERTSON & ASSOCIATES
LISA M. GABLE
2154 FOUNTAIN SQUARE
SNELLVILLE, GA 30078

CERTIFICATE OF INCORPORATION

I Cathy Cox, the Secretary of State and the Corporations Commissioner of the State of Georgia, do hereby certify under the seal of my office that

RED OAK SANITATION, INC.
A DOMESTIC PROFIT CORPORATION

has been duly incorporated under the laws of the State of Georgia on the effective date stated above by the filing of articles of incorporation in the Office of the Secretary of State and by the paying of fees as provided by Title 14 of the Official Code of Georgia Annotated.

WITNESS my hand and official seal in the City of Atlanta and the State of Georgia on the date set forth above.



Cathy Cox
Secretary of State

Control No. 0111544

STATE OF GEORGIA

Secretary of State

Corporations Division
315 West Tower
#2 Martin Luther King, Jr. Dr.
Atlanta, Georgia 30334-1530

CERTIFICATE
OF
EXISTENCE

I, Karen C Handel, Secretary of State and the Corporations Commissioner of the state of Georgia, hereby certify under the seal of my office that

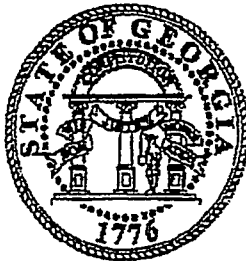
RED OAK SANITATION, INC.

Domestic Profit Corporation

was formed or was authorized to transact business on 03/07/2001 in Georgia. Said entity is in compliance with the applicable filing and annual registration provisions of Title 14 of the Official Code of Georgia Annotated and has not filed articles of dissolution, certificate of cancellation or any other similar document with the office of the Secretary of State.

This certificate relates only to the legal existence of the above-named entity as of the date issued. It does not certify whether or not a notice of intent to dissolve, an application for withdrawal, a statement of commencement of winding up or any other similar document has been filed or is pending with the Secretary of State.

This certificate is issued pursuant to Title 14 of the Official Code of Georgia Annotated and is prima-facie evidence that said entity is in existence or is authorized to transact business in this state.



WITNESS my hand and official seal of the City of Atlanta and the State of Georgia on 11th day of March, 2009

Karen C Handel
Secretary of State

Georgia Department of Natural Resources

Environmental Protection Division

Solid Waste Management Program

4244 International Parkway, Suite 104, Atlanta, Georgia 30354

Lonica C. Barrett, Commissioner

Harold F. Rehels, Director

404/362-2592

September 16, 2002

Mr. Marlon Luce
Owner
Red Oak Sanitation Inc.
PO Box 1777
Gainesville, GA 30501

SUBJECT: Notification of Permit by Rule Operation
Solid Waste Collection - Hall County
PBR-069-040COL

Dear Mr. Luce:

The Solid Waste Management Program has received your notification for a waste collection operation. Your waste collection operation shall be deemed to have a solid waste handling permit by rule if it complies with Section 391-3-4-.06(3)(a) of the Rules for Solid Waste Management:

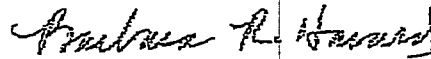
1. **Vehicle Construction:** Vehicles or containers used for collection and transportation of garbage and similar putrescible wastes, or mixtures containing such wastes, shall be covered, substantially leakproof, durable, and of easily cleanable construction.
2. **Vehicle Maintenance:** Solid waste collection and transportation vehicles shall be cleaned frequently and shall be maintained in good repair.
3. **Littering and Spillage:** Vehicles or containers used for the collection and transportation of solid waste shall be loaded and moved in such a manner that the contents will not fall, leak or spill therefrom and shall be covered when necessary to prevent blowing of material from the vehicle.
4. **No regulated quantities of hazardous wastes may be collected and transported except in accordance with the provisions of the Georgia Hazardous Waste Management Act, O.C.G.A. 12-8-60 et seq.**
5. **Local Ordinances:** It is the responsibility of the collector to comply with all local rules, regulations, and ordinances pertaining to operation of solid waste collection systems.
6. **All wastewater from cleaning of vehicles must be handled in a manner which meets all applicable environmental laws and regulations.**
7. **All collected solid waste must be deposited only in a permitted solid waste handling facility authorized to receive the applicable waste types.**
8. **After July 1, 1992, municipal solid waste may not be transported from a jurisdiction to a municipal solid waste disposal facility located in another county unless the jurisdiction generating the waste is actively involved in and has a strategy for meeting the State-wide goal of waste reduction by July 1, 1996.**

Mr. Marlon Luce
September 16, 2002
page 2

A copy of the Rules for Solid Waste Management, Chapter 391-3-4, is enclosed for your information. Please carefully review definitions and requirements pertaining to your collection operation. Violation of any of the applicable requirements will invalidate your permit by rule status.

This permit by rule does not supersede any approvals or permits that may be required by any other existing federal, state, or local ordinances, or rules and regulations. If you have any additional questions, please contact me at (404)362-2572.

Sincerely,



Barbara R. Howard, P.E.
Principal Environmental Engineer
Solid Waste Management Program

BH:\landdocs\barburan\pbr\Red Oak Sanitation September.col

Enclosure: Application, Rules for Solid Waste Management, Chapter 391-3-4

c: Honorable Myrtle Figueras
Northeast District EPD
File (PBR) - Hall County

Department of Natural Resources
Environmental Protection Division
Solid Waste Management Program
4244 International Parkway, Suite 104
Atlanta, Georgia 30354-3902 (404) 362-2682

COUNTY WILKINSON
FEE 069-10400
(For SWM Use Only)

3652

NOTIFICATION OF PERMIT BY RULE OPERATIONS

Please Type or Print:

I. FACILITY NAME Red OAK Sanitation, Inc.
FACILITY ADDRESS/LOCATION 2 Ruby Street
CITY GAINESVILLE STATE GA ZIP 30501
OWNER/OPERATOR Red OAK Sanitation
ADDRESS 2 Ruby Street TELEPHONE (678) 455-7819
CITY GAINESVILLE STATE GA ZIP 30501
AUTHORIZED REPRESENTATIVE MARTIN LUCE TITLE owner
MAILING ADDRESS P.O. Box TELEPHONE (678) 455-7819
CITY GAINESVILLE STATE GA ZIP 30501
SIGNATURE [Signature] DATE 9-12-02
(Please sign here)

II. TYPE OF OPERATION (Check only the block for the operation(s) for which you will be responsible)

A. ☒ Collection

B. ☐ Transfer Station

C. ☐ Inert Landfill Is property for disposal site ☐ owned ☐ leased by applicant?

If leased, Property Owner _____

Address _____

City _____

State _____

Zip _____

D. ☐ On-Site Processing or Thermal Treatment ☐ Processing ☐ Thermal Treatment

E. ☐ Wastewater Treatment or Pretreatment Plant Sludge Disposal

III. DESCRIPTION OF OPERATION (Describe briefly the general nature of the proposed operation and list the specific solid waste to be disposed, processed or treated.)

Residential Sanitation

IV. STATUS OF OPERATION (Check) ☒ Existing ☐ Proposed Projected startup

Month _____

Year _____

V. AREA TO BE SERVED (List County(s)) Hall County, Forsyth, Gwinnett



Summary of Similar Contracts

- Red Oak Sanitation currently provides service for multiple municipalities. They are as follows:

City of Cumming; approximately 3000 customers. Red Oak provides weekly garbage and recycling. The city pays one bill to Red Oak for the customers. Any extra services are billed directly by Red Oak to the customer.

City of Dawsonville; approximately 2000 customers. Red Oak provides weekly garbage service. The city pays one bill directly to Red Oak for the customers.

City of Flowery Branch; approximately 3000 customers. Red Oak provides weekly garbage and recycling service. The customers are all billed directly by Red Oak Sanitation at the agreed upon rate per the municipal contract. Red Oak Sanitation handles all billing.

Gwinnett County; approximately 13000 customers. Red Oak provides weekly garbage and recycling service. The county pays one bill to Red Oak for the customers. Any extra services are billed directly by Red Oak to the customer.



v

July 16, 2021

RE: Letter of Recommendation

To Whom It May Concern,

Please accept this letter as a letter of recommendation for the services offered by Red Oak Sanitation. The City of Flowery Branch has been using Red Oak Sanitation since our first contract began in 2005.

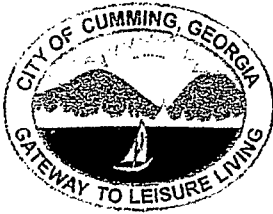
Mr. Luce and the Red Oak staff have always been very helpful and have provided a great service to our City. In the beginning, the City was doing the billing and Red Oak provided the service but the City has since changed this and turned over the billing and the service to Red Oak. Red Oak has not only saved the City time and money by taking over the billing but it has saved our residents frustration by being a central location for residents to contact for their trash and recycling needs!

The City receives little to no complaints and if one is received Red Oak has always been quick to rectify the problem. I anticipate the City to continue contracting with Red Oak Sanitation for many years to come and would recommend them to any subdivision looking to provide trash and recycling services.

It has been a pleasure to work with Mr. Luce and his staff. If further information is needed, please feel free to contact me Monday -Friday between the hours of 8:00 am and 4:30 pm.

Sincerely,

Vickie Short
Interim City Manager/City Clerk



CITY OF CUMMING
(CHARTERED 1845)
DEPARTMENT OF UTILITIES



MAYOR
Troy Brumbalow

COUNCIL MEMBERS
Joey Cochran
Chad Crane
Jason Evans
Linda Ledbetter
Christopher Light

CITY
ADMINISTRATOR
Phil Higgins

CITY ATTORNEY
Kevin Tallant

CITY CLERK
Jeffery Honea

DIRECTOR OF
UTILITIES
Jonathon W. Heard

7-15-2021

Re: Letter of Recommendation for Red Oak Sanitation

To Whom It May Concern:

On behalf of the City of Cumming Department of Utilities it is my pleasure to recommend Red Oak Sanitation.

Red Oak Sanitation has provided sanitation services and recycling for residents inside the City limits of Cumming, Georgia since April 1, 2018. They provide carts for both domestic trash and recycling. If we have an issue they are quick to respond and get the customer taken care of. They are pleasant and friendly and have made my job so much easier.

Sincerely,

Barbara J Pitts
Utility Billing Manager

415 Highway 53 E. Suite 100
Dawsonville, Georgia 30534



(706) 265-3256
Fax (706) 265-4214
www.dawsonville-ga.gov

July 16, 2021

To whom it may concern:

The City of Dawsonville is happy to recommend Red Oak Sanitation as a service provider.

We are very satisfied with their service, cooperation and desire to do a good job for our residents. Without exception, they work with our City staff to address any issues and typically develop a workable plan of action for any ongoing problems to ensure customer satisfaction.

We began contracting with them for solid waste collection services beginning January 1, 2019 and expect to continue our partnership for the fourth year in a row starting in 2022. It is also worth mentioning, at the time of transition, Red Oak Sanitation staff worked diligently to develop a plan that was efficient and well implemented to make sure service was uninterrupted.

Over the years, we have contracted with several other sanitation companies to service our residents and to date, only Red Oak Sanitation has been able to provide the type of service we desire for our residents. Therefore, I am pleased to recommend Red Oak Sanitation for your solid waste collection service.

Sincerely,

Bob Bolz
City Manager

Service Proposal



Red Oak Sanitation would provide a 95-gallon cart to be used for the collection of household waste to each resident of the City of Duluth, GA and a 95-gallon cart to be used for the collection of recycling to each resident. The carts will be delivered no later than a week prior to the first service day.

Red Oak Sanitation will provide residents with educational information via mailers sent USPS first class mail. The education information provided will include all policies and procedures, pricing for bulk and yard waste services, and instructions on how to utilize service. Educational material will be sent out a month prior to the initiation of the contract.

Red Oak Sanitation will provide commercial services as outlined in the request for proposal by City of Duluth, Georgia.

Red Oak Sanitation would use automated trucks to service the majority of the area. On streets where there are no turn arounds and for non-curbside homes, we would use an 8-yard single axle truck.

Red Oak Sanitation uses an industry specific software that would be utilized to determine the most efficient routing.

Red Oak Sanitation observes the following six holidays: New Years Day, Memorial Day, Independence Day, Labor Day, Thanksgiving Day, and Christmas Day. If any of these holidays fall on a weekday, our schedule is pushed back one day for the remainder of the week. For example, if a holiday were to fall on a Friday, Red Oak Sanitation would run as normal Monday through Thursday, close business on Friday, and reopen on Saturday to complete the routes intended for Friday.

Customer Service would be provided all service level and pricing information prior to the on taking of the contract. They would be made aware of any information prevalent to providing accurate and efficient customer service to residents. Dispatch would be made aware of the new routes and the drivers assigned to route. Kylie Perko will be the office member assigned as the point of contact for the communication regarding service issues and service requests.

2

Educational Material

3





Important Information Regarding Your New Sanitation Service Provider For The City of Duluth.

Attention All Residential & Commercial Customers.

- ◆ **Your new trash service begins** the week of May 1, 2024. Do not use the Red Oak trash cart prior to this date.
- ◆ **You must have your trash curbside the night before** your scheduled pickup day. Having your trash out the night before will reduce service issues.
- ◆ **You will receive** a 95 gallon cart for trash and a 95 gallon cart for recycling. All waste must be bagged and in the containers provided. Carts will be delivered to the location where you will need to have your cart placed for service.
- ◆ **If Additional Carts are needed:** Please contact Red Oak Sanitation, 678-455-7819.
- ◆ **Important Notice: Construction Debris Is Not Accepted:** Red Oak equipment will not take any construction debris, rock, dirt, trees, stumps, logs, sod, rail road ties, concrete, paint or oil. We will not accept this material.
- ◆ Packing Peanuts must be bagged and tied off to prevent the packing peanuts from blowing all over.
- ◆ **Yard Waste** is an additional service billed directly to the resident and charged per bag at the rate of \$1.00 per bag. Please contact Red Oak directly to establish service.
- ◆ **Holiday Schedule:** We observe six holidays per year starting with New Years Day, Memorial Day, Independence Day, Labor Day, Thanksgiving Day and Christmas Day. If the holiday falls on or before your scheduled service day, your holiday week service day will be the following day. You will NOT be affected by holidays that fall on the weekend. Holiday Example, on Memorial Day, Monday, we do not service. If your service day is on Monday, your holiday week service day is Tuesday. This continues until Friday customers are serviced on Saturday.
- ◆ **Before you throw away an item, consider if someone in need can use it.** We have neighbors in need that are struggling through circumstances outside their control. You might be surprised what they need, particularly the Women's Shelters. **Please** see the link ***Neighbors Helping Neighbors*** at the bottom of our website. Consider taking 10 minutes out of your day to help a family in need, with what you no longer do.

To Contact Red Oak Sanitation Regarding Your Service Or Any Questions You May Have

- ◆ **Please Opt in for our text notification and communication program.** For text notification of holiday schedule or inclement weather, please text your name, email and home address to 678-455-7819. This number can be used for both texting and calling, so you will only need to store one phone number for Red Oak in your phone.
- ◆ Call 678-455-7819
- ◆ Our email address is info@redoaksanitation.com



ACCEPTED

Residential & Commercial Single Stream Recycling

Aluminum & Steel Food & Beverage Containers	Aluminum Baking Tins	Cardboard Boxes	Pizza Boxes
Soda, Beer & Other Drink Box Cartons	Shoe, Cereal, Tissue & Other Packaging Boxes	All Junk Mail	Kraft Paper (Grocery & Lunch Bags)
Mixed Paper (Calendars, School Papers & Other Forms)	All Other Paper (Computer Paper, Phone Books, Books)	Catalogs	Newspapers & Inserts
#1 Plastic Soda and Water Bottles	#2 Plastic Milk Jugs, Juice Bottles & Other Rigid Containers	#3 Through #7 Plastic Bottles & Containers	Magazines

NOT ACCEPTED

Residential & Commercial Single Stream Recycling

Hazardous Waste/Containers	Aerosol Cans Not Emptied	Glass Bottles & Panes
Bio Medical Waste & Containers	Construction/Demo Waste Materials	Compressed Gas Cylinders
Paint Buckets/Containers	Tires	Ammunition or Firearms
Chemicals or Containers	Batteries	Electronics
Garden Hoses	Cables	Food Waste
Metal Furniture	Yard Waste	Electronic Cases
Wood	Construction Debris	Liquids
Plastic Grocery Bags	Styrofoam	Auto Parts



Facts about Single Stream Recycling

RED OAK
— SANITATION & RECYCLING —
678.455.7819
RedOakSanitation.com

You don't have to be a pro to recycle like one!



FACT:

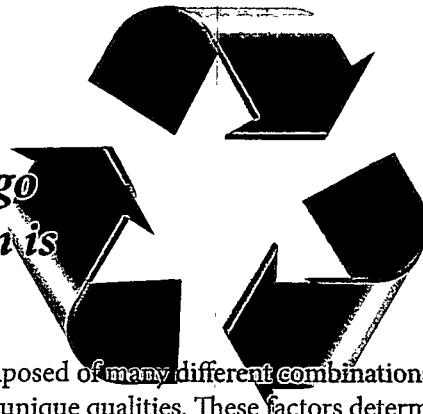
***Residential Single Stream Recycling
is THE BEST method to recycle but,
requires commitment to be effective.***

Studies show that most households have not been educated properly about the different types of recyclable materials. I mean, plastic is plastic right? Wrong! Single Stream is easy, convenient and yields better quality materials for reclamation.

- No more guesswork, all materials are placed in 1 rolling container!
- Professionals at sorting facilities hand sort the material types!
- Less waste created from "contaminated" loads!

FACT:

***Having the recycle 3 "arrows" logo
doesn't necessarily mean an item is
recyclable.***



There are THOUSANDS of plastic products that are composed of many different combinations of chemicals and manufacturing processes which results in unique qualities. These factors determine what these final compounds are used for based upon traits like: strength, flexibility, color etc. All of these things affect the recyclability of all plastics.

FACT:

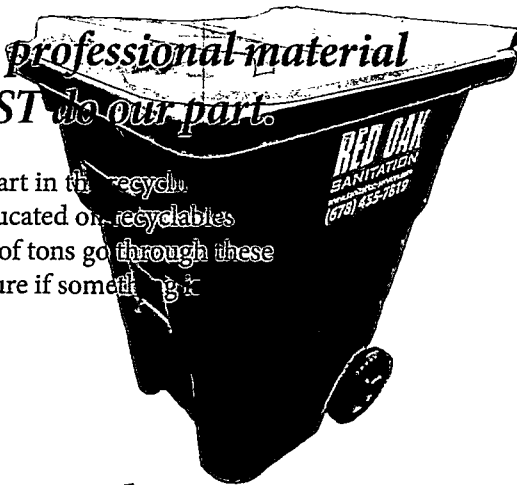
*Preparing items for recycling is quick,
easy and simple to do.*

There is no need to wash a special load of plastics, glass and cans. A quick scrape and rinse of excess foods, oils or other materials followed by a simple shake to get rid of excess water will do! Paper/cardboard should be clean, dry and broken down flat, bundled (in the case of boxes) and easily fit (not jammed) into the rolling carts.

FACT:

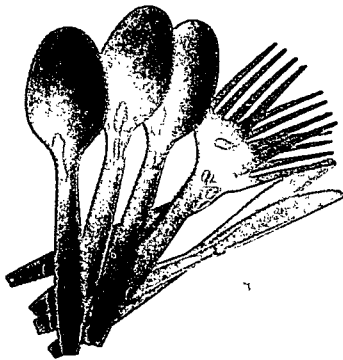
While it is true that there are onsite professional material graders at sorting facilities, we MUST do our part.

It is AWESOME that so many people have begun taking part in the recycling revolution! However, they have done so without being educated on recyclables which can be overwhelming for the sorters. HUNDREDS of tons go through these facilities and through their capable hands. If you are not sure if something is appropriate for your recycling center? Throw it out!

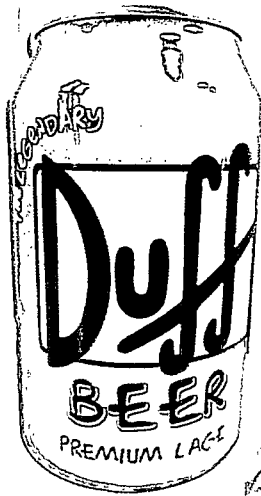


FACT:

*According to the EPA, as much as
25% of all recycling is contaminated
and cannot be recycled.*



Not all plastics are created equal! #1 and #2 plastics are generally recyclable everywhere however, numbers #3,4,5,6, or 7 are site specific and could contaminate your contribution. Shower curtains, toys, garden hoses, kitchen utensils, storage totes, car parts, plastic bags, plastic cutlery and much MUCH more are not recyclable. If you're not sure? THROW IT OUT :)



FACT:

Just like plastics, not all metals are created equal in the residential recycling realm.

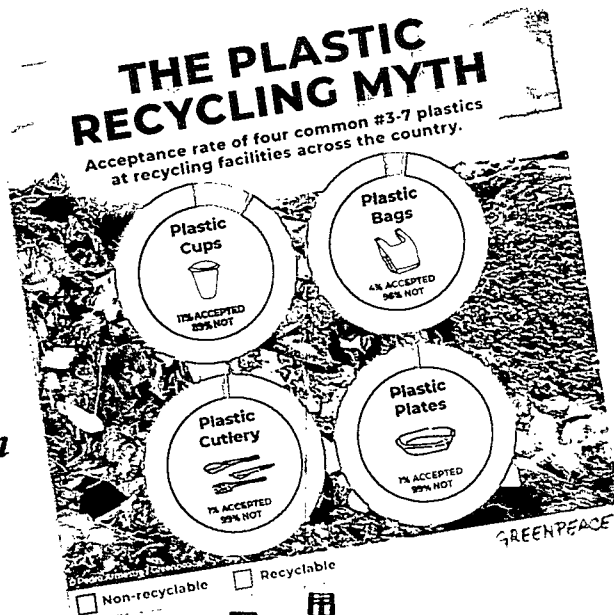
Clean, metal food and drink containers are widely accepted. Things like sheet metal, car parts, building materials, furniture, appliances (from toasters to refrigerators), copper and brass etc. ARE NOT accepted by most residential recycling centers. If you're not sure? THROW IT OUT :)



FACT:

Glass is recyclable, but is not available for curbside collection in many areas.

Many northern states have laws that that require a refundable deposits. Areas that utilize Single Stream Recycling have banned collection of glass due to breakage. Breakage makes it impossible to separate the many different glass colors offered. Due to being hand sorted, broken glass caused many, and often, very serious injuries. If you're not sure? THROW IT OUT :)



RED OAK
SANITATION & RECYCLING
678.455.7819
RedOakSanitation.com



Duluth
Capture the Spirit
of Good Living

Office of the City Clerk

3167 Main Street
Duluth, GA 30096
P 770-476-3434 • F 770-623-2780

CONFIRMATION RECEIPT

SUBMITTED BY: WASTE PRO
(COMPANY NAME/INDIVIDUAL)

PROJECT NAME: SOLID WASTE

TYPE OF SUBMISSION
☒ Request for Bids
☐ Request for Proposals
☐ Request for Qualifications

Number of packages submitted: 1

DELIVERED BY: BOB WOLK
(PRINT NAME OF REPRESENTATIVE DELIVERING PROPOSAL)

OFFICE USE ONLY

DATE RECEIVED: 2/21/23 TIME RECEIVED: 12:25

ACCEPTED BY: Annette McIntosh
(PRINT NAME OF EMPLOYEE RECEIVING PROPOSAL)



Firm Background and Experience



WASTE PRO USA, INC. (Waste Pro) is headquartered in Longwood, Florida and is managed by the southeastern United States' most experienced team of Waste Professionals. Waste Pro has grown to become one of this country's largest privately-owned waste collection, recycling and disposal companies with revenues exceeding \$700 million and a team of more than 3,700 professionals.

Founded in 2001 by industry legend John J. Jennings, Waste Pro became known as a "people" company from the beginning because our employees and our customers worked hand-in-hand to create a "Distinguishable Difference" in the waste industry. John Jennings, the son of a garbageman on Long Island, started his first waste collection company in 1973, with no thought of how large the company could become – he knew only that his customers paid for a service and he wanted to provide the best service he could. He wanted to distinguish himself from the competition. And he did! Business began to grow and expand in residential and commercial waste services in Central Florida. By 1992, Jennings Environmental Services had rapidly expanded through organic growth and acquisitions.

John Jennings met John Drury, then a Regional Vice President for BFI, in 1979. John Drury later became President of BFI and subsequently Chairman and CEO of USA Waste Services, Inc. (USA). As both companies grew, a professional friendship developed between the two men leading to a transaction in 1996 in which Jennings Environmental Services became the first-tier subsidiary of USA under the leadership of John Jennings in Florida and the Caribbean. Jennings Environmental Services and USA grew rapidly and, in fact, acquired Waste Management, Inc. in July of 1998. Because Waste Management dwarfed USA in size, the board of directors elected to change the USA name to Waste Management.

The Jennings Team was, and remains today, comprised of individuals who prefer day-to-day contact with both our employees and our customers. Our philosophy is drastically different than the corporate bureaucratic makeup of the big national companies. Our preference to deal with local vendors was deemed unacceptable. Our personal touch with our employees and their families was thought to be old-fashioned.

Waste Pro Today

From 80 operating locations in 10 Southeastern states, Waste Pro today is managed by a highly experienced team of Regional Vice Presidents, Division Managers and support staff. Headquartered in Longwood, FL, a surprisingly senior management team is focused on one function: support the regions in administration,





marketing and operations. In 2018, Sean Jennings, son of our founder, was named President and serves as our Chief Operating Officer.

Today, Waste Pro maintains exclusive contracts with more than 300 cities and counties in Alabama, Arkansas, Florida, Georgia, Louisiana, Mississippi, Missouri, North Carolina, South Carolina, and Tennessee. We serve more than two million residential customers and more than 100,000 businesses.

Additionally, Waste Pro is now the largest recycling company in many markets including Material Recovery Facilities in Atlanta, North Central Florida and Sarasota-Bradenton. Waste Pro also maintains more than a dozen construction and debris landfills that have been of critical help in communities rebuilding after major storms.

The more than 2,800 heavy trucks (including many powered by Compressed Natural Gas) that are in service are built for longevity and safety. They also provide a safe, productive, and comfortable work base for our employees. The trucks are kept clean and have a striking environmentally themed color scheme with customized signage to represent local themes in each community. The trucks are equipped with 360-degree closed circuit television and audio for safety purposes.

Chairman- John Jennings, President & CEO Sean Jennings:

Waste Pro Corporate: 2101 W. SR424 Suite 315 Longwood, FL 32779

Waste Pro of Ga Inc.: 4785 Fulton Ind. Blvd SW Atlanta Ga 30336

Waste Pro has been in business since 2001. We offer Residential, Commercial & Industrial waste collection services. We have received and examined the RFP along with any addendums. Our proposal is in all respects fair and in good faith without collusion or fraud. We are prepared to begin the work requested.





Qualifications & Resumes of Key Personnel

John J. Jennings – Chairman & CEO

John J. Jennings is the founder and visionary behind Waste Pro's mission to create more sustainable, cost-effective waste and recycling solutions. As Chairman of the Board and Chief Executive Officer, he has transformed Waste Pro into one of the fastest growing solid waste companies in the United States, receiving national recognition for his strategic direction and development of innovative initiatives.

Prior to launching Waste Pro USA, Inc. in 2001, Jennings had an established reputation as a prominent leader in the recycling and waste disposal industry. From 1992 to 1995, Jennings served as chief executive officer of Jennings Environmental Services, the largest, privately-owned waste disposal company in Central Florida. Upon merging with USA Waste Services, Inc. in 1996, Jennings Environmental Services became a subsidiary and Jennings was named Regional Vice President for the Florida and Caribbean division. Commanding a management team composed of many of Waste Pro's current leaders, Jennings oversaw more than 160 municipal contracts that served 1.8 million residencies and 20,000 commercial enterprises.

Today, Waste Pro provides unparalleled collection and processing services from more than 75 local and regional operating facilities in Florida, Georgia, North and South Carolina, Alabama, Mississippi, Louisiana, Arkansas, and Tennessee. By adhering to the Jennings' Philosophy—a customer-centric approach that maintains the highest level of service and operational capacity—Waste Pro has grown into one of the largest, full-service, vertically integrated waste management companies. In 2019 our revenue exceeded \$727 million, our staff consisted of 3,800 highly skilled professionals, and our mobile fleet contained over 2,900 heavy trucks. Yet, our success is not merely reflected in numbers. Under the direction of Jennings, Waste Pro has earned recognition as an environmentally friendly, industry-leading company dedicated to protecting local, regional, and global ecosystems. Jennings serves on industry regulatory panels, government committees, and has been a featured speaker on environmental issues and policies at both the national and international level. In 2011, he was unanimously elected to the National Solid Waste Management Association Hall of Fame, became a finalist for the Ernest & Young Entrepreneur of the Year Award, and was the honorary keynote speaker of the 2011 Executive Roundtable for America's Solid Waste Leaders.

Although Jennings' vision and insight has landed Waste Pro on a national stage, it is his loyalty to his humble beginnings and core values that has made Waste Pro the company of customer-choice. His father, Michael Jennings, was an Irish immigrant who worked as a garbage man in





Long Island. Putting in long hours each day, Michael Jennings taught his son the importance of a diligent work ethic, telling him that the quality of work you deliver is the reflection of who you are as a person. Jennings attended Holy Cross High School in Queens, New York, where he was later elected to the school's Hall of Fame for his Waste Pro accomplishments. He went on to earn his Bachelor of Science degree in Management and an MBA in Finance from St. John's University, in addition to the Chartered Investment Analysis degree from New York Institute of Finance. Early in his career, Jennings developed astute business savvy by working as a trader/analyst on the New York Stock Exchange.

Sean Jennings – President

Sean Jennings, son of Waste Pro Founder/Chairman/CEO John Jennings, has been exposed to every facet of the waste and recycling business throughout his life and more formally since joining the industry officially in 2012. Sean is a third-generation garbage man and native Floridian from Longwood. He previously served as the Division Manager of Waste Pro's Sarasota-Bradenton Regional Operations and Recycling Facility. In addition, he is as a Corporate Officer of Waste Pro USA, Inc. Following graduation from the University of Alabama, where he majored in economics and finance, Sean spent a year working in collection and landfill disposal in Costa Rica. Upon his return to the States, he spent a year in operations and landfill construction in Georgia and Mississippi. In 2014, Sean became the Division Manager for the Tampa-Clearwater area and then assumed management of the Bradenton-Sarasota Division in 2016, building CNG and recycling facilities to meet the needs of Manatee County's seven-year contract extension. In addition to his role as President, Sean serves on numerous community boards. In 2018, he was honored with *Waste360's* 40 Under 40 Award. Sean was also a member of Waste Pro's inaugural Leaders Initiative class. Sean currently resides in Sarasota, FL.



Cort Sabina - Chief Financial Officer

Cort Sabina has 29 years of in-depth accounting and financial management experience. At Waste Pro, he has served as Corporate Controller, Vice President and Chief Accounting Officer and is presently Vice President and Chief Financial Officer. Cort was elected to the Waste Pro board of directors in March 2015. Cort's experience began with one of the Nation's largest Taft-Hartley Health and Welfare and Pension Funds, Central States Southeast and Southwest areas Health and Welfare and Pension Funds in Chicago. During his 10 years with Central States, he held a variety of positions including Staff Auditor and Audit Manager. Widening his accounting skills in public accounting, he joined the "big four" firm Ernst & Young in Chicago, IL. He followed that role as Division Controller with Allied Waste in the Chicago market.





In 2000, Cort moved to Florida to join Florida Recycling Services (FRS). Following an acquisition by Waste Services (Progressive Waste), Cort continued with the company as a District/Regional Controller. Cort joined the management team of Waste Pro USA as Corporate Controller in July 2006. Cort is a member of the Rollins College Financial Leadership Network (FLN) as part of the CFO Council. Cort is also an Advisory Board Member of the FICFO (Florida Institute of CFO's) and an Advisory Board Member for Blackstone Global Insurance.

Tim Dolan – Vice President of Municipal Marketing

Tim Dolan is the Vice President of Municipal Marketing for Waste Pro. A graduate of North Carolina State with a bachelor's degree in History, Tim oversees the municipal marketing process companywide. He works closely with the Regional Vice Presidents and the municipal marketing team who build relationships with city and county leaders across Waste Pro's eleven-state footprint to secure new and renewed business. Tim began his career in the waste industry working summers at just 15 years old. He has been with Waste Pro for nearly 20 years, first as a Division Manager in Orlando, one of the region's largest divisions. He was promoted to Central Florida Regional Vice President in 2006 and in his time in that role, led one of Waste Pro's most successful regions by building meaningful and lasting relationships with local city, county, and municipal governments.



Major contracts led by Dolan include Daytona Beach, Lake Mary, Longwood, Cape Canaveral, Sanford, Seminole County, Winter Park, Maitland, and most recently, Oviedo. In addition to his participation in numerous community organizations and events, Tim serves on the Board of Community Leaders and Elected Officials as well as Florida Citrus Sports.

Jennifer Herring – Division Manager.

Jennifer Herring has more than a decade of managerial experience. She began her career in 2003 as a Route and Safety Manager for a national solid waste company. Then, in 2008, she joined Aramark Uniform Services as a District Manager, a position which she held for three years.

Jennifer joined Waste Pro as Operations Manager in 2011. She was promoted to Division Manager in 2014, first at Waste Pro's Concord Division then the South Charlotte Division in 2018. In South Charlotte, she managed more than 50 employees operating 35 trucks each day, servicing approximately 32,000 residential customers and 1,500 commercial customers in Monroe, Belmont, Bessemer Town, Village of Lake Park, Marshville, and Fort Mill, SC.



In 2015, Jennifer was selected to sit on an advisory panel at Waste Expo in Las Vegas, where she spoke to an audience of nearly 100 industry leaders about the challenges of frontline management. Additionally, Jennifer was a member of the inaugural class of Waste Pro's



Leadership Initiative, a mentorship program designed to develop a vibrant second generation of future leaders. Throughout her time as part of the Waste Pro team, she has been instrumental in expanding the customer base and developing relationships with key local officials and members of the business community.

Berkley Ginn – Office Manager

Berkley has over 11 years of experience in several areas of the solid waste and recycling industry. Her experience in the waste business has given her an understanding of billing, accounts receivable, accounts payable, collections, routing, dispatch, payroll, Human Resources and customer service. This has given her a well-rounded education in the industry and makes her a perfect fit at Waste Pro for our Office Manager. Berkley supervises 8 customer service reps and works closely with all Managers at Waste Pro. Berkley thoroughly enjoys interacting with the other Managers at Waste Pro and Waste Pro customers.



Bob Wolk- Region Municipal Marketing Director

Bob has 30 years management experience in various industries and 15 years in the waste industry. With fifteen years large retail management, three years as a local business owner and eleven years in management with Waste Pro, he has extensive training and experience in operations management, customer service, administrative management, and business management. Bob is currently responsible for 10 municipal service contracts in the Atlanta and Athens area. Bob Studied at Santa Fe College in Gainesville Fl.

Bob Wolk is the point of contact for this contract:

Bob Wolk, Municipal Accts. rwolk@wasteprousa.com
47855 Fulton Ind. Blvd. SW, Atlanta Ga 30336
Phone: 386-547-2350 Fax: 678-240-4250





Capabilities and Qualifications

Services: Residential and Commercial Collection, Recycling, Processing and Disposal of public and private solid waste. Waste Pro has NEVER had a contract cancelled prior to its expiration date for any reason.

Current Service Areas: Alabama, Arkansas, Florida, Georgia, Louisiana, Mississippi, Missouri, North Carolina, South Carolina, and Tennessee.

Office Locations: More than 80 separate operating facilities including landfills in nine regional market areas. Operating locations in 62 of Florida's 67 counties. More than one million square feet of office and industrial space on 500 acres.

Customers: More than 20 million residential and commercial customer services a month to a base of more than two million residential customers, serving more than 500 cities in over 300 exclusive municipal franchises and forty thousand commercial customers.

Employees: More than 4,000 motivated and decentralized employees, led by Regional Vice Presidents and a streamlined corporate staff in Longwood, Florida.

Fleet: Waste Pro maintains a fleet of more than 2,800 clean, state of the art trucks, featuring high impact community-oriented graphics. Every truck incorporates the 3rd Eye, 360-degree onboard camera system.

Our fleet is estimated to be valued at more than \$500 million. In 2011, Waste Pro announced a \$100 million investment in Compressed Natural Gas-powered collection and recycling trucks. Our first CNG fueling facility in Ft. Pierce, Florida, opened its doors in August of 2012, along with additional fueling facilities in Daytona, Palm Coast, Pompano, Jacksonville, and Sarasota following. Waste Pro's seventh facility was completed in 2017 in Sanford, FL.

MRF's: We maintain state of the art recycling processing facilities in Ocala, FL; Sarasota/Bradenton, FL and Atlanta, GA.

Revenue Growth: Since 2001, Waste Pro experienced unprecedented revenue growth. A recapitalization in 2014 brought Waste Pro's valuation above the one-billion-dollar mark. Our 2020 revenues exceeded \$700 million. The company is fiscally sound and poised for even more dramatic growth



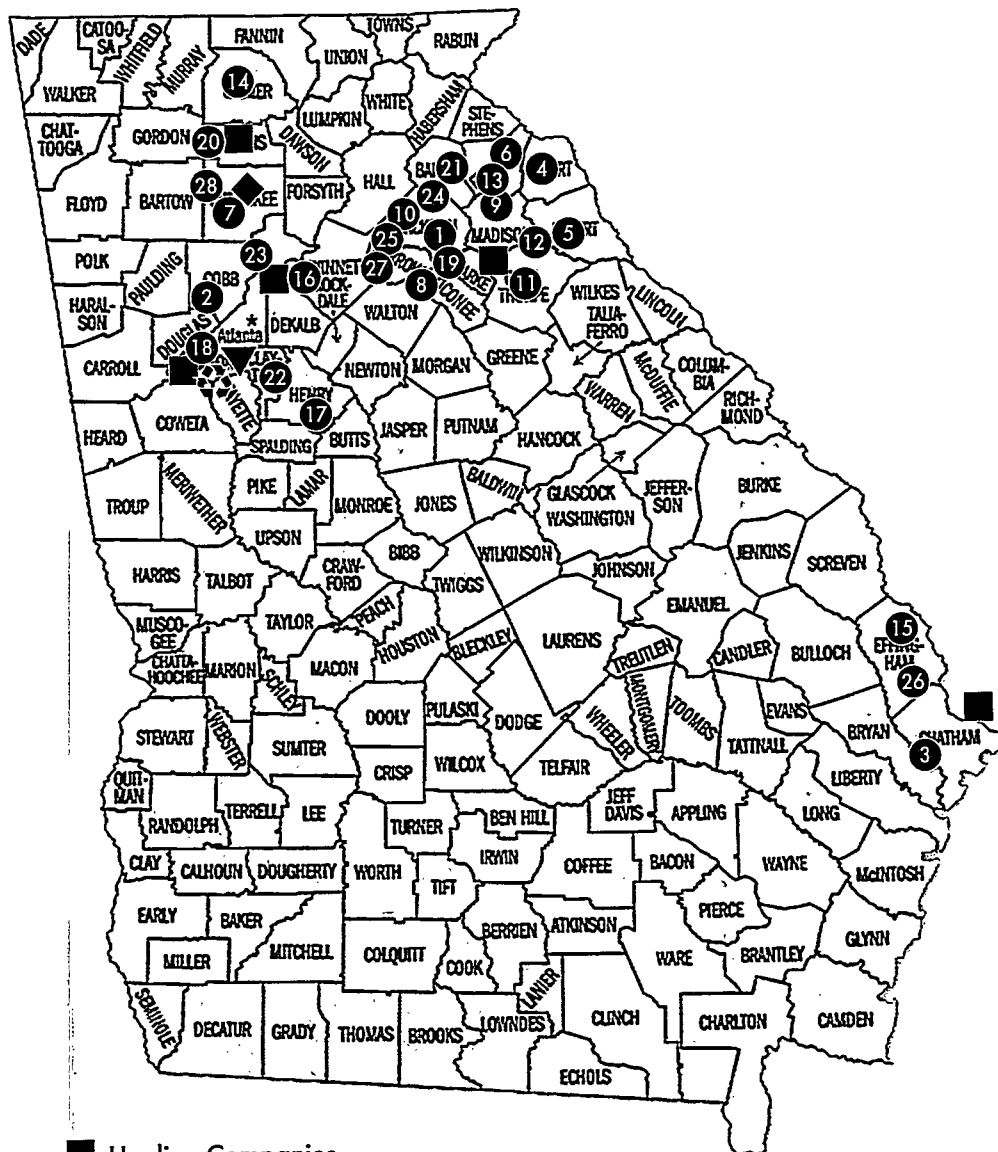
REFERENCES:

Name: City of Canton GA	10,000 Homes
Services: Trash and Recycle Collection Services	
Contact: Nathan Ingram, Asst. CM 770-704-1523	nathan.ingram@cantonga.gov
 Gwinnett County GA	47,000 Homes
Services: Residential Trash, Yard Waste, Recycling & Bulk Collection Services	
Contact: Susan Paul, Director 678-735-9271	Susan.Paul@gwinnettcountry.com
 City of Morrow GA	1,000 Homes & 200 Businesses
Services: Residential & Commercial Trash Collection Services	
Contact: Jeff Baker, City Manager 404-804-2529	jbaker@cityofmorrow.com
 City of Hampton GA	3,000 Homes
Services: Residential & Light Commercial Trash Collection Services	
Contact: Alex Cohilas, City Manager 770-946-4306	acohilas@hamptonga.gov
 City of Hapeville GA	2,300 Homes
Services: Residential Trash, Yard Waste & Recycling Collection Services	
Contact: Lee Sudduth, PW Director 404-669-2124	lsudduth@hapeville.org
 City of Austell GA	3,200 Homes
Services: Residential Trash & Recycling Collection Services	
Contact: Bo Garrison, PW Director 678-794-7268	bogarrison@austellga.gov
 City of Commerce GA	2,500 Homes
Services: Trash and Recycle Collection Services	
Contact: Councilman Bobby Redmon 404-557-5911	bredmon@commercega.org
 City of Waleska GA	3,000 Homes
Services: Residential Trash, Yard Waste & Recycle Collection Services	
Contact: Robyn Smith, Clerk 770-479-2912	rsmith@cityofwaleska.com
Contact: Mayor Helen Lamb 770-479-2912	maryhelenlamb@cityofwaleska.com

Additional references available upon request



OF GEORGIA INC.



1. Arcade
2. Austell
3. Bloomingdale
4. Bowerville
5. Bowman
6. Canon
7. Canton
8. Carl
9. Colbert
10. Commerce
11. Crawford
12. Danielsville
13. Franklin Springs
14. Gilmer County
15. Guyton
16. Gwinnett County
17. Hampton
18. Hapeville
19. Ila
20. Jasper
21. Maysville
22. Morrow
23. Mountain Park
24. Nicholson
25. Pendergrass
26. Rincon
27. Statham
28. Waleska

- Hauling Companies
- ◆ Landfills
- Municipal Contracts
- ♻ Recycling Processing
- ▼ Transfer Stations

WASTE PRO OF GEORGIA, INC.

Atlanta Regional Office
 3512 Oakcliff Road, Doraville, GA 30340
 770.777.1447 Fax: 678.240.4250



METHODOLOGY/APPROACH:

Transition Management: Waste Pro currently operates over 230 municipal contracts in the Southeast from over 80 Operating facilities. These contracts service over 2,000,000 residential customers. Included in our current municipal contracts are Gwinnett County Georgia (46,000 homes), Port St. Lucie/St. Lucie County (81,000 homes), the City of Jacksonville (71,000 homes), Lee County (60,000 homes) and the City of Tallahassee (47,000 homes).

One of the primary reasons that we have grown is our attention to detail during the process of startup. We take the worry out of transitioning.

Waste Pro will begin working immediately after award to ensure that everything is in place and we hit the ground running on day one. We will start by utilizing the best operational and maintenance management in our industry. Once in place, they will be key in the day-to-day procurement of the fleet, containers and personnel and start communication with the City. We utilize Microsoft Project to plan our startups. Our transition process is outlined below:





Transition Implementation Schedule:

Plan TimeLine: Times based on previous transition performance and manufacturers lead times. Total time estimate approx. 45-60 days. (These are average times for typical startups. Waste Pro has rolled out large startups in as little as 4 days under emergency requests)

Transition Phase 1-Preparation:

1. Transition Team:

- a. Transition team meetings will begin.
- b. Project Plan checklist issued to the City.

2. Information Verification:

- a. Address lists: Gather important information about the customer's service locations and any special requirements.
- b. Identify special needs, integrate routes (back door, extra containers etc.)
- c. Identify safety issues & plan (tight areas, overhead wires, narrow streets)

3. Staging: Coordinate with City for best staging area for incoming equipment.

4. Equipment:

- a. Containers- Waste Pro has a large inventory of containers and has purchasing power for needed new equipment.
- b. Trucks- Vehicles will be transferred in from our start-up holding stock or purchased for this project. Extra deliver & collection vehicles will be transferred in for the project start up and remain for the first few weeks.

5. Personnel: Transfer, hiring & training staff is an ongoing process at Waste Pro. Employees are trained on contractual responsibilities and other industry standards. We operate a state-of-the-art training center featuring simulated driving technology, classroom training and hands on driver obstacle courses to prepare drivers for duty.

Transition Phase 2- Roll Out

1. **Staging:** Equipment delivered to the staging area to staging areas.
2. **Delivery:** Our container crews will receive incoming loads of containers at the staging area. Assembly & delivery of containers will launch from this area.
6. **Communication-** Daily progress updates will occur. Startup flyer to delivered to residents about service (Day of svc., limits, cart placement, recycling, etc.).
3. **Cleanup:** Once deliveries are complete a cleanup crew is brought in to inspect and clean up the staging area.

Transition Phase 3- Follow Up:

1. **Internal:** Follow up meeting with the City. Discuss billing, reporting & points of contact.
2. **External:** Issue public education info to new customers where needed.



Daily Operations

The first step in completing the required services is operations. If you perform the service correctly then there are no complaints. Some of our basic preparation guidelines are as follows:

- All employees are put through a comprehensive training and orientation program letting them know company policies and procedures.
- Employees are taught the "Waste Pro way" and what is expected of them professionally and with regard to customer service.
- New employees are then placed on a route and trained for two weeks before they are allowed to operate unsupervised.
- Employees are educated on the specific needs of the municipality that they service and what the rules and regulations are.
- Routes are set up so that the solid waste and recycling routes follow the same path. This way whichever truck is running behind the other can call in late set outs and get them picked up.
- A weekly bonus program rewards employees for exemplary customer service.
- **The Route Managers responsibility is to ride behind all routes to pick up misses or late set outs.**

We check and double check our work to eliminate complaints.

Daily operations after startup will flow directly from the training period into full operations. All personnel having been trained and on routes will continue in the presence of the transition team and extra staff for an additional four weeks to identify and adjust any issues.

Additionally Waste Pro has historically been very involved in community support activities and internal support activities for staff. Waste Pro occasionally has employee cookouts and many bonus and award celebrations for its staff for good performance. The City will be included in those functions.

Waste Pro excels in large and small markets. Please feel free call any of our municipalities that we service to talk about our record. Our record as being the premier service company in our industry is one that we are proud of.



Daily Workflow:

A. Crew Out:

a. **Start Times:** All routes have an assigned start time. Driver supervisors will start 30 minutes prior to start times.

i. **Punch in Process:** Prior to punch in, Supervisor will inspect the drivers:

1. Appearance/Attitude
2. Proper attire/ Safety equipment
3. Proper paperwork

b. **Supervisor Roll Out:** Supervisors will proceed to the routes by 8:30am

B. Daytime Activities:

a. Flow of Communication

i. All communications will flow through the dispatchers. They will be the "HUB" for all information.

b. Route Management

i. Supervisors will perform Proactive route management.

1. Drive out in front of route areas to identify issues ahead of time.
2. Meet up with routes throughout the day to check status. Identify & replace damaged containers.
3. Drive behind route areas- collect late set outs/misses

ii. Route status updates sent to office at 11am, 2pm, 4pm & end of route.

C. Check In Process

a. **Post trip Safety Lane-** All vehicles must be inspected:

- i. Tire air pressure checks
- ii. Air tank drains
- iii. Check and fill fluids
- iv. VCR Review with driver (Vehicle Condition Report)

b. **Punch out Process-** P.M. dispatcher or supervisor will check drivers out for the day:

- i. Proper end of day paperwork
- ii. Route sheet noting any issues- not outs etc.
- iii. Hot list & cover sheet follow up.
- iv. Disposal tickets & Fuel tickets



HOURS OF COLLECTION:

Collection operations will typically start at 6:00 AM and continue until no later than 7:00 PM. ***Waste Pro is willing to work with the city to determine the hours that best serve your community.*** Customer service center hours are from 8:00am-5:00pm.

HOLIDAY SCHEDULING:

Waste Pro observes the following holidays and any day in which the disposal locations may be closed. (New Year's Day, Thanksgiving Day, Christmas Day). In cases where a holiday falls on a collection day, the route schedule for the rest of the week would shift back one day ending on Saturday.

RATE OF MISSED PICK UPS/STANDARDS:

Waste Pro operates at a much lower rate than industry standards. We see miss rates typically less than a fraction of 1%. Constant communication between the city and our on-site managers help to eliminate issues as they arise.

EMPLOYEE TURNOVER RATE:

Waste Pro USA has an employee turnover rate of 3.54%. Our location in Atlanta has a rate of 2.86%



COMPLAINTS/CUSTOMER SERVICE:

Waste Pro takes commitment to customer service seriously. We continuously improve and upgrade the quality of our staff to better serve our customers:

The most important part of the Customer Service process begins with our drivers and customer service reps (CSRs). Waste Pro employs the most qualified and experienced drivers, in fact many of our drivers have received the Waste Pro \$10,000 safety award. A very difficult achievement with high customer service demands. This demonstrates very well the top quality of drivers that we employ. Some of the award guidelines are as follows:



- No missed days of work
- Positive attitude towards customers!
- No customer complaints
- No property damage or vehicle damage
- No injuries or accidents
- No breakdowns caused by the driver
- Trucks must be kept clean inside and out

Striving to achieve this award makes for great performance. We have these types of programs to guarantee and demonstrate our commitment to the customer experience.

Our Customer Service Reps are another very important part of the customer service process. Waste Pro invests much in hiring, training and coaching our front-line CSRs and back up CSRs for every account.

- **Customer issues are received and documented.**
- **Issue is assigned for to the appropriate party (i.e. billing, operations etc.)**
- **Resolution is reported back to customer service representative.**
- **Customer is contacted to ensure that there has been adequate resolution.**
- **Manager reviews all issues daily for resolution by end of the business day.**
- **CSR's are trained on specific service requirements of a municipality.**



INTERNAL/EXTERNAL COMMUNICATIONS:

Communication is an important part of success. Waste Pro hires locally and your calls will be answered by a live person dedicated to your account. Waste Pro uses the following guidelines to communicate information.

- A. **Initial contact:** Information comes in from customers via phone, web entry or email. The issue or request is documented, and appropriate department identified to resolve.
- B. **Internal action:** A work order is generated by our system and assigned to the department needed (Operations, billing, etc.). All orders are reviewed at the end of day by the service manager.
- C. **Follow up:** Once resolution is verified, follow up calls, emails, etc. are initiated to the customer to verify satisfaction with the result.

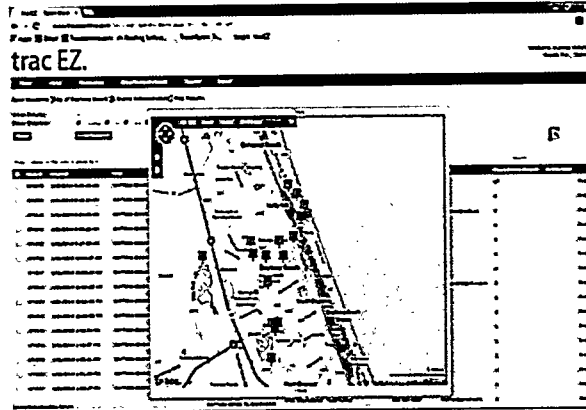




SOFTWARE/HARDWARE USED TO MANAGE SERVICE:

Customer Service- Quality Control Systems:

Waste Pro utilizes a state-of-the-art customer communication system that receives, tracks and reports all customer complaints, concerns and requests. The system is web based and available to the City at no charge. Trac EZ records all incoming issues and a clock begins to time the speed at which issues are resolved. This allows us to constantly measure ourselves and how well we serve the citizens. Another great feature is the reporting functions that allow the City to run periodic reports to gauge the performance of the contractor. The system would be available on the City websites.



In the event one of our customers does have an issue, we go through a 5 step process using Trac EZ..

1. A customer issue is received through the **Trac EZ** system or called in and entered into **Trac EZ**.
2. The issue is then assigned for resolution to the appropriate party (i.e. billing, operations etc.) by the designated customer service representative for the City.
3. Resolution is reported back to the designated customer service representative and the work order is closed out in **Trac EZ**.
4. The customer is contacted to make sure that there has been adequate resolution to their issue.
5. **The Route Manager reviews all issues daily to make sure that all items are resolved by the end of the business day.**

No customer issue will go unanswered at the end of the day.



SAFETY TRAINING:

Picking up and recycling garbage is a dangerous business. At Waste Pro, millions of dollars are spent every year to ensure that our employees are trained and our customers are SAFE.

We take driver safety so seriously that Waste Pro is the ONLY Company in the industry that awards drivers a \$10,000 bonus for three years of no accidents, incidents or citations. During the past ten years, we have given out more than 50 safety bonuses. We work proactively to reduce risks and strengthen driver improvement. Waste Pro implements the following safety procedures:

- Thorough new hire safety training.
- Extensive hands-on training for all employees.
- Ongoing safety training related to safety in the workplace.
- Regularly scheduled, mandatory safety meetings at every facility.
- Safety reward programs and bonuses.





Remedial Action Plan:

A. **Spill prevention-** Waste Pro utilizes a few spill prevention and containment processes. It starts during the manufacturing of our vehicles. The new vehicles are equipped with tightly woven nylon hose armor (LifeGuard) that protects all fluid lines from wear and contains leaks to prevent spillage. The process continues at the route "Pre-trip" inspection. At this time the vehicle is inspected by the driver and the supervisor looking for any issues. Finally, during the "Post trip" safety inspection the vehicle is looked over again by the driver and a highly trained mechanic to identify leaks. If there is a spill, each vehicle comes standard with "spill kits" designed to capture the spill. Waste Pro utilizes local clean up companies when needed.

B. **Equipment failure-** When a vehicle or other equipment fails to perform, the drivers notify the supervisor, who initiates a process by which we move other assets from the division or a nearby division to take the place of that vehicle. We have described those back up assets above and can typically replace the down vehicle within 2 hours.

C. **Human Error-** Occasionally a process breaks down do to human error. Waste Pro invests a good deal of effort into preventing this as described under the daily operations process listed above. Ultimately, the supervisors are constantly on the lookout for issues that would arise and cause a problem.

HAULING & DISPOSAL:

Waste Pro has the following disposal site options available for this project: Other locations may be available, and Waste Pro is willing to work with the City if they have a preference.

Trash, Yard Waste & Bulk:

BJ Transfer Station

6461 Corley Road Norcross Ga 30071

(561) 345-0414

Recyclables:

Rock Ten Lawrenceville Transfer Station

350 Maltbie St, Lawrenceville, GA 30046

(770) 513-2442



DESCRIPTION OF FLEET

We have a known reputation for *cleanliness and outstanding appearance of our equipment*. Each day vehicles are inspected to ensure that they live up to the high standards we have.

All vehicles will be equipped with Third Eye surround camera systems and GPS location systems.

Vehicles are cleaned inside and out at least once per week or more often as needed. Touch up paint is used to cover scratches. When it becomes necessary, the vehicle will be completely repainted and refurbished.

A. Vehicles

- a. 25–32-yard capacity MR Style Rear Loaders. Age of 6 years or less.
- b. Gated Communities & tight streets: 25-yard Mack MR Style single axle Rear Loader.

B. Back up equipment

- a. Waste Pro has several truck yards in and around Athens and Atlanta. In addition to the vehicles intended for this project there are extra vehicles within a local fleet of 115 vehicles that would be drawn from if needed.

C. Containers:

- a. 95-gallon medium density plastic collection carts.



Routing Strategy:

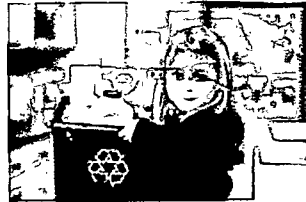


	Type of Vehicle	Collection days	Employees
Garbage	35 Yard MR Style Side Loaders	M-F	(1) Driver on each vehicle
Garbage (Tight areas)	20 Yard MR Style Rear Loaders	M-F	(1) Driver & (1) helper on each vehicle
Recycling	35 Yard MR Style Side Loaders	M-F	(1) Driver on each vehicle
Bulk	32 Yard MR Style Rear Loaders	M-F	(1) Driver & (1) helper on each vehicle



Recycling Benefits...

- Collection and Segregation
- Processing and Remanufacturing
- Purchase and Use



Education and Outreach has always been a partnership effort with the communities we serve. We believe that teaching the young people of today the importance of recycling, we can better affect the environmental results of the future. Additionally, educating today's citizens about the challenges we face in the recycling effort generates more overall success. Providing educational material to local schools and participation in student recycling presentations is one way Waste Pro educates young recyclers.

And we offer our recycle trucks on vehicle days to show how recyclables are collected. Since we operate the largest recycling center in Atlanta, we host field trips for local schools to see what happens to the material once collected.

Public education efforts come from a variety of Publications and website info. We use our website to provide general knowledge for those looking for information. Mailers and periodic news ads are used when information or changes arise that the public needs to know and hang tags are used when a message needs to be sent to an individual recycler.



Residents are encouraged to participate in recycling programs. We will assist the City in promoting recycling in our educational pieces and on our website. Waste Pro will provide this service at no charge to the City or the residents

Waste Pro is committed to working with the city on communication efforts.



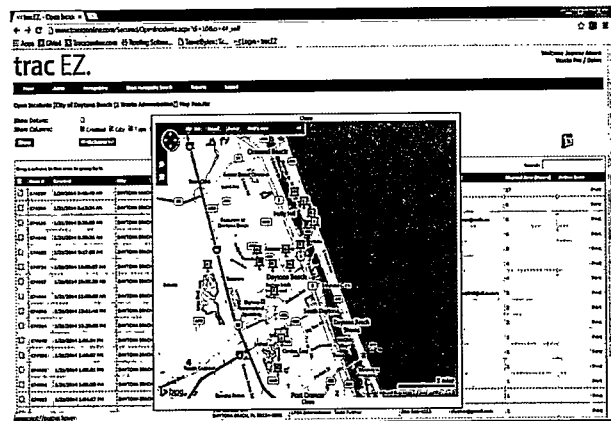
Added Value & Enhancements

TRAC EZ-Waste Pro's method to 100% complaint resolution within 24 hours- Improving Customer Service

trac EZ.

TRAC EZ is a web-based system that was created and designed to help Cities and Waste Pro provide greater control and communication services to their residents regarding service delivery and issues. Because this system is web based and offering "Real Time" communication, it gives all parties (City, Residents, Business and Waste Pro) the ability to resolve complaints and requests for services in an organized, timely and cost saving manner.

All residents and business requests are logged into our trac-EZ system and attached to the customer's account by our customer service reps. Residents, businesses and the City all have access to this online program at no cost. City Staff and Waste Pro can access the information simultaneously to resolve issues or retrieve information. The TRAC EZ system is transparent. Staff can log on and monitor complaint resolution times. Additional benefits of this trac-EZ include:



- We provide this tracking system at **no cost to the City** through the <http://www.tracezonline.com> website. This site allows the City Manager and Staff to track any issues from the time they are registered to the time they are resolved.
- We can provide the City with **customized reports** for all issues and they will have full access to our tracking system through TRAC EZ.
- Limits follow up phone calls because all parties are using the system. No expensive equipment is necessary. Login to the website is all that is needed.
-

Customer Service is a priority with Waste Pro. It is at the core of our business, and we have proven to our customers that we are the "Distinguishable Difference".

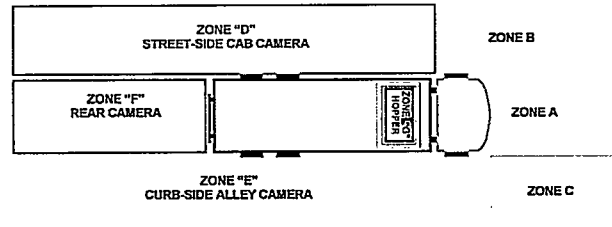


3Rd EYE GPS & CAMERA SYSTEM- Improving Customer Service



Waste Pro USA installs video cameras in all collection vehicles. Each truck has an onboard camera system, providing vantage points from each side of the vehicle, in addition to interior cab views.

This state-of-the-art monitoring system is already used in the Atlanta Metro Area. Your collection vehicles will also be outfitted with the new **3rd Eye System**.



FEATURES

- Handle customer disputes with real-time info about where vehicles are
- Keep residents satisfied with prompt service and safe driving habits
- Real-time view of fleet using any web enabled device: desktop, mobile or tablet
- Historical HD video of trucks 6 months after routes for route collection verification
- Stores collection event date, time and latitude and longitude coordinates
- Service verification: receive notifications of predetermined geo located customers
- Ensure that drivers are held accountable for their whereabouts while on the job



Employees are now held accountable for each trip they take with scheduled stops and more efficient routes. Waste Pro has seen a **higher level of customer service** due to the GPS device's ability to confirm employee visits. The daily activities and tasks are entered into the GPS device, which includes unique software specifically designed for Waste Pro. This database includes scheduled routes with detailed maps and tasks entered for assigned vehicles.

Improved Customer Service is the bottom line. Waste Pro is better able to accurately predict arrival times for our customers resulting in satisfied customers. We will create a win-win situation for our municipalities and residents.



Waste Pro-Tection Community Awareness Program Saving Lives and Property

Waste Pro-Tection is a community awareness initiative in partnership with local law enforcement to better serve municipalities. The concept is simple. Our employees, who perform waste collection duties, report unusual or suspicious activity to the local law enforcement for follow up. Training is provided by law enforcement to our employees on how to handle potential evidence and what kind of activities to look for in the neighborhoods they are servicing.



For example:

Mrs. Doe, who is elderly, always brings the driver a bottle of water, but today, she has not come out of her house, and it doesn't look like her vehicle has moved in a few days.

This would be an appropriate situation for the employee to contact law enforcement to perform a "well-check", which is a courtesy well-being check available for disabled and elderly residents. **Waste Pro-Tection** is a "**win-win**" for everyone involved because there are no costs incurred by the City, taxpayers, residents, or businesses. As service providers for the community, we are already in their neighborhoods making this a logical partnership. Additionally, our trucks are an excellent way to advertise the program and partnership with area law enforcement by placing clearly visible **Waste Pro-Tection** decals on trucks, alerting residents to the additional training that has been provided.

FAST FACTS:

- Employees are not asked to intervene or get involved in a crime in progress, but to report suspicious activity.
- The City Police Department is extremely supportive of this program and welcomes it. They appreciate "another set of eyes and ears" in their communities. They have also stressed the importance of taking EVERY call seriously.
- Training is typically once a year. However, it can take place more often, if needed.



Let Waste Pro-Tection work for your Town.



\$10,000 Safety Bonus Award

Waste collection is one of the ten most dangerous jobs in the United States. To encourage our employees to exhibit practices which are safe for themselves as well as for the communities they service, Waste Pro established the \$10,000 Safety Award.



Employees earn the Waste Pro Safety Award for:

- ✓ A spotless work record for three years
- ✓ Excellent customer service
- ✓ No accidents, injuries, or property damage
- ✓ Having a positive attitude and attendance record
- ✓ Along with a well-kept truck.

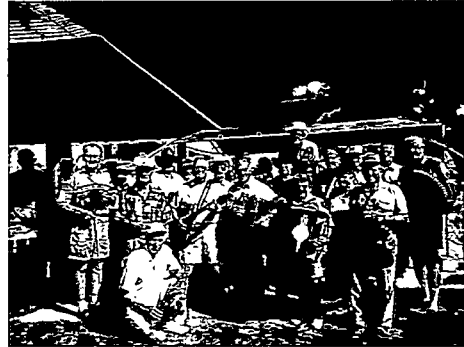
Waste Pro believes that this program greatly elevates the level of service to the communities we serve.





Community Event Involvement

Waste Pro cares about the communities we serve and our responsibility to give back to the community, throughout each of the 206 exclusive municipal contract areas. Waste Pro spends well more than \$1 million dollars annually for community organizations and events for the elderly, youth, education, health, sports, veterans, disaster recovery and more. This wide range of organizations includes but not limited to:



- Business organizations
- Nonprofit corporations
- Nonprofit organizations
- Public nonprofit corporations

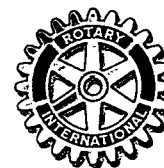
Waste Pro is proud to play a part in the enhancement of the communities we serve.





Community Support Activities

Waste Pro Strongly believes in caring for our communities and proudly provides financial and operational support for a wide range of local, national, and regional programs, in the southeast. We believe in getting involved and giving back to the communities that we partner with.



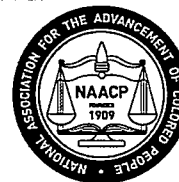
- ✓ American Cancer Society
- ✓ Local Rotary Clubs
- ✓ The Children's Advocacy Center
- ✓ Boy's and Girl's clubs
- ✓ Mayors Golf tournaments Police Foundations
- ✓ The Leukemia and Lymphoma Society
- ✓ Back packs for kids
- ✓ N.A.A.C.P. annual Freedom Fund
- ✓ Local youth fishing Tournaments
- ✓ Martin Luther King Jr. Birthday Celebration
- ✓ League of Cities Sponsor
- ✓ Jazz Festivals
- ✓ High School Athletics Golf Tournament
- ✓ South Daytona Sparkle Days
- ✓ Neighborhood watch
- ✓ And many more.



BOYS & GIRLS CLUBS
OF PORTLAND METROPOLITAN AREA



**LEUKEMIA &
LYMPHOMA
SOCIETY**
fighting blood cancers



PROPOSAL FORM

Collection of Residential Refuse, Residential Recyclable
Material, Residential Yard Waste, Residential Bulk Waste, and
Collection of Commercial/Industrial Refuse and Recycling

TO: City Clerk Teresa Lynn of the City of Duluth, Georgia

Proposal of Waste Pro of GA, Inc. (an individual) (a partnership) (a
corporation) duly organized under the State of Georgia.

The undersigned having carefully read and considered the terms and conditions of this agreement for collection of residential refuse, recyclable material, yard waste, and special waste; commercial refuse and special waste and recycling; industrial refuse and special waste and recycling for the City of Duluth, Georgia, does hereby offer to perform such services on behalf of the City, of the type and quality and in the manner described, and subject to and in accordance with the terms and conditions set forth in the Request for Proposals and the Proposal Form as well as in the Contract, which shall be negotiated by the parties based on the Request for Proposals and the Proposal Form, at the rates (expressed in figures) hereafter set forth:

* NOTE: for the sake of simplicity, the City has used the word "refuse" in this Proposal Form to cover and include all types of material to be collected under this RFP.

Description of Unit	Price in Figures
A. (1) 95 gallon rolling cart for household refuse and (1) 95 gallon rolling cart for recycling \$288.83 per home *** If the city will allow standard CPI increase to occur after (1) year instead of after (2) as stated by addendum one, then Waste Pro offers a 5% discount across all rates.	\$ <u>2,310,648.00</u> annual amount per residential customer for weekly household refuse and weekly recycling service. Note: The City estimates 7,500 current 8000 residential customers. Invoicing for the above will be done on a monthly basis directly to the City of Duluth. Number of customers will be updated on a monthly basis and included in subsequent invoice.
B. Additional (1) 95 gallon rolling cart for household refuse	\$ <u>153.77</u> annual amount per residential customer for additional weekly household refuse cart. Additional cart cost to be invoiced directly to the individual customer.
C. Additional (1) 95 gallon rolling cart for household recycling	\$ <u>70.56</u> annual amount per residential customer for additional weekly household recycling. Additional cart cost to be invoiced directly to the individual customer.
D. Once weekly route for bulk pickup, as requested	\$ <u>15.00</u> ranging to \$ <u>80.00</u> to be invoiced upon occurrence to individual customers

E.	Once weekly per household curbside collection of residential yard clippings (no maximum of typical biodegradable Yard Bags per home).	\$ <u>217.62</u> annual fee for service, to be invoiced annually to individual customers Note the city estimates 200 current residential customers
F.	Provide dumpsters and containers as specified and listed under city services at no fee	Provided free as shown under city services
G.	Collection of commercial/industrial containers and compactors for refuse (City will receive a franchise fee on four per cent 4% of the total commercial/industrial receipts).	Complete Chart "D" below Note see Attachment A for current quantity and frequency of customer use
H.	Collection of commercial/industrial permanent roll off (City will receive a franchise fee on four per cent 4% of the total commercial/industrial receipts).	Complete Chart "D" below Note see Attachment A for current quantity and frequency of customer use
I.	Provide temporary roll offs for neighborhood clean ups allowed once per year per neighborhood	Complete Chart "D" below Note see Attachment A for current quantity and frequency of customer use

CHART "D"
COMMERCIAL/INDUSTRIAL
CONTAINERS

Frequency	1/week	2/week	3/week	4/week	5/week	6/week
Size						
2yd	\$ 131.35	\$ 238.39	\$ 345.43	\$ 452.46	\$ 559.50	\$ 666.54
4yd	\$ 157.39	\$ 290.47	\$ 423.55	\$ 556.63	\$ 689.71	\$ 822.79
6yd	\$ 183.44	\$ 342.56	\$ 501.68	\$ 660.80	\$ 819.92	\$ 979.05
8yd	\$ 209.48	\$ 394.64	\$ 579.81	\$ 764.97	\$ 950.14	\$ 1135.30
8yd (recycle)	\$ 209.48	\$ 394.64	\$ 579.81	\$ 764.97	\$ 950.14	\$ 1135.30

COMMERCIAL/INDUSTRIAL
COMPACTORS

Frequency	1/week	2/week	3/week	4/week	5/week	6/week
Size						
10 yd	\$ 235.00	\$ 470.00	\$ 705.00	\$ 940.00	\$ 1175.00	\$ 1410.00
35 yd	\$ 235.00	\$ 470.00	\$ 705.00	\$ 940.00	\$ 1175.00	\$ 1410.00
40 yd	\$ 235.00	\$ 470.00	\$ 705.00	\$ 940.00	\$ 1175.00	\$ 1410.00

***Prices above are for hauling only. A disposal fee of \$59.00 per ton will be added to each haul. Each unit will have a \$700 per month rental fee. Delivery and installation costs will be quoted at the time of install.

**COMMERCIAL/
INDUSTRIAL
PERMANENT ROLL-OFFS**

Frequency	1/week	2/week	3/week	4/week	5/week	6/week
Size						
25yd	\$ 185.00	\$ 370.00	\$ 555.00	\$ 740.00	\$ 925.00	\$ 1110.00
30yd	\$ 185.00	\$ 370.00	\$ 555.00	\$ 740.00	\$ 925.00	\$ 1110.00
40yd	\$ 185.00	\$ 370.00	\$ 555.00	\$ 740.00	\$ 925.00	\$ 1110.00

***Prices above are for hauling only. A disposal fee of \$59.00 per ton will be added to each haul. Each unit will have a \$92 per month rental fee (unless it is removed in less than 1 month). Delivery fee \$135.00 each.

**TEMPORARY ROLL-OFFS
FOR NEIGHBORHOOD CLEAN UPS ALLOWED ONCE PER YEAR PER NEIGHBORHOOD**

Frequency	Weekend rental 1 pull
Size	
20yd	\$ 285.00 plus \$59/ton disposal fee
30yd	\$ 285.00 plus \$59/ton disposal fee
40yd	\$ 285.00 plus \$59/ton disposal fee

Proposal By:

Waste Pro of GA, Inc.
(Company Name)

Principal Office Address:

Waste Pro of GA, Inc.
(Company Name)

Bob Wolk Director Government Relations
(Contact Person)

3512 OakCliff Road Doraville GA 30340
(Address)

Telephone Number:

386-547-2350



Telephone: +1 404-302-3838

Website: wtwco.com

E-mail: lisa.pless@wtwco.com

February 8, 2023

Waste Pro of Georgia, Inc.

Attn: Bob Wolk

3512 Oakcliff Rd.

Doraville, GA 30340

**RE: City of Duluth, GA
Request for Proposal No. 2023-01
Collection of Residential Refuse, Residential Recyclable Material, Residential Yard
Waste, Residential Bulk Waste and Commercial/Industrial Refuse and Recycling**

Bid Date: February 21, 2023

As you requested, we are pleased to provide the attached bid bond documents. This bid bond has been executed based upon the information we received from your office.

Please note the bond must be signed by an authorized representative of your company and if applicable, sealed with the corporate seal. We urge you to check all bond documents, including signatures, dates, amounts, job description, Power of Attorney and any other attachments to avoid the possibility of having a low bid rejected. Additionally, please verify that the bid bond form attached is the form required by the specifications.

The Bid Bond authorization is based upon your original estimates. If the bid exceeds this estimate by 10% or more, the bond must be reauthorized by the surety. Please contact us for additional authority.

Your proposal results are very important. Please send your proposal results to my email address shown above as soon as they are available.

Thank you for the opportunity to service your surety needs. Should you have any questions, please do not hesitate to contact me or any member of your Willis surety team.

Sincerely,

Lisa A. Pless

Contractor Name:	Contract Price:
1. _____	\$ _____
2. _____	\$ _____
3. _____	\$ _____

Willis Towers Watson Southeast, Inc.
5 Concourse Pkwy, 18th Floor
Atlanta, GA 30328



BID BOND

- ☒ **XL Specialty Insurance Company**
☐ **XL Reinsurance America Inc.**
☐ **Greenwich Insurance Company**

XL Surety
25 Independence Blvd.
Suite 400B
Warren, New Jersey 07059

KNOW ALL MEN BY THESE PRESENTS: That we Waste Pro of Georgia, Inc.
(hereinafter called the Principal), and XL Specialty Insurance Company, a corporation duly organized and
existing under the laws of the State of Delaware, (hereinafter called the Surety), are held and firmly bound
unto City of Duluth (hereinafter called the
Obligee) in the sum of Ten Thousand Dollars and 00/100
Dollars (\$ \$10,000.00), lawful money of the United States of America, for the payment of which,
well and truly be made, we, the said Principal and the said Surety, bind ourselves, our heirs, administrators,
executors, successors and assigns, jointly and severally, firmly by these presents.

Whereas, the Principal has submitted a bid for Request for Proposal No. 2023-01 - Collection of Residential Refuse,
Residential Recyclable Material, Residential Yard Waste, Residential Bulk Waste and Commercial/Industrial Refuse and Recycling

Now, Therefore, If the Obligee shall accept the bid of the Principal within the period specified therein, or if no
period be specified, within sixty (60) days after opening, and the Principal shall enter into a contract with the
Obligee in accordance with the terms of such bid, and give such bond or bonds as may be specified in the
bidding or contract documents with good and sufficient surety for the faithful performance of such contract and
for the prompt payment of labor and material furnished in the prosecution thereof, then this obligation is to be
void; otherwise the Principal and Surety will pay unto the Obligee the difference in money between the amount of
the bid of said Principal and the amount for which the Obligee legally contracts with another party to perform the
work if the latter amount be in excess of the former, but in event shall liability hereunder exceed the penal sum
hereof.

Signed, sealed and delivered this 21st day of

February, 2023.

Gerry Davis
(Witness)

Waste Pro of Georgia, Inc.
(Principal)

By [Signature]

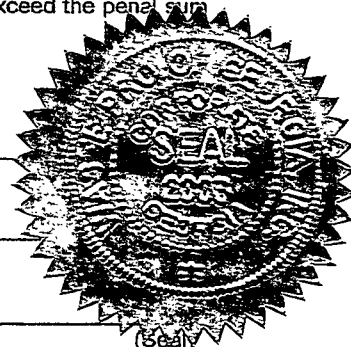
XL Specialty Insurance Company
(Surety)

Lisa A. Pless

By Lisa A. Pless, Attorney-in-Fact

Chaun M. Wilson
(Witness)

Chaun M. Wilson





Power of Attorney
XL Specialty Insurance Company
XL Reinsurance America Inc.

BOND NUMBER Bid Bond
LIMITED POWER OF ATTORNEY

KNOW ALL MEN BY THESE PRESENTS: That XL Specialty Insurance Company, a Delaware insurance companies with offices located at 505 Eagleview Blvd., Exton, PA 19341, and XL Reinsurance America Inc., a New York insurance company with offices located at 70 Seaview Avenue, Stamford, CT 06902, do hereby nominate, constitute, and appoint:

Lisa A. Pless

each its true and lawful Attorney(s)-in-fact to make, execute, attest, seal and deliver for and on its behalf, as surety, and as its act and deed, where required, any and all bonds and undertakings in the nature thereof, for the penal sum of no one of which is in any event to exceed \$100,000,000.00.

Such bonds and undertakings, when duly executed by the aforesaid Attorney (s) - In - Fact shall be binding upon each said Company as fully and to the same extent as if such bonds and undertakings were signed by the President and Secretary of the Company and sealed with its corporate seal.

The Power of Attorney is granted and is signed by facsimile under and by the authority of the following Resolutions adopted by the Board of Directors of each of the Companies on the 26th day of July 2017.

RESOLVED, that Gary Kaplan, Daniel Riordan, Maria Duhart, Gregory Boal and Kevin Mirsch are hereby appointed by the Board as authorized to make, execute, seal and deliver for and on behalf of the Company, any and all bonds, undertakings, contracts or obligations in surety or co-surety with others and that the Secretary or any Assistant Secretary of the Company be and that each of them hereby is authorized to attest the execution of any such bonds, undertakings, contracts or obligations in surety or co-surety and attach thereto the corporate seal of the Company.

RESOLVED, FURTHER, that Gary Kaplan, Daniel Riordan, Maria Duhart, Gregory Boal and Kevin Mirsch each is hereby authorized to execute powers of attorney qualifying the attorney named in the given power of attorney to execute, on behalf of the Company, bonds and undertakings in surety or co-surety with others, and that the Secretary or any Assistant Secretary of the Company be, and that each of them is hereby authorized to attest the execution of any such power of attorney, and to attach thereto the corporate seal of the Company.

RESOLVED, FURTHER, that the signature of such officers named in the preceding resolutions and the corporate seal of the Company may be affixed to such powers of attorney or to any certificate relating thereto by facsimile, and any such power of attorney or certificate bearing such facsimile signatures or facsimile seal shall be thereafter valid and binding upon the Company with respect to any bond, undertaking, contract or obligation in surety or co-surety with others to which it is attached.

IN WITNESS WHEREOF, the XL SPECIALTY INSURANCE COMPANY has caused its corporate seal to be hereunto affixed, and these presents to be signed by its duly authorized officers this April 13th, 2018.

XL SPECIALTY INSURANCE COMPANY



STATE OF PENNSYLVANIA
COUNTY OF CHESTER

by:

Gregory Boal
Gregory Boal, VICE PRESIDENT

Attest:

Kevin M. Mirsch
Kevin M. Mirsch, ASSISTANT SECRETARY

On this 13th day of April, 2018, before me personally came Gregory Boal to me known, who, being duly sworn, did depose and say: that he is Vice President of XL SPECIALTY INSURANCE COMPANY, described in and which executed the above instrument; that he knows the seals of said Companies; that the seals affixed to the aforesaid instrument is such corporate seals and were affixed thereto by order and authority of the Boards of Directors of said Companies; and that he executed the said instrument by like order.



Commonwealth of Pennsylvania - Notary Seal
Rebecca C. Shalhoub, Notary Public
Northampton County
My commission expires April 28, 2024
Commission number 1268765
Member, Pennsylvania Association of Notaries

Rebecca C. Shalhoub

Rebecca C. Shalhoub, NOTARY PUBLIC

SB0042

STATE OF PENNSYLVANIA
COUNTY OF CHESTER

I, Kevin M. Mirsch, Assistant Secretary of XL SPECIALTY INSURANCE COMPANY, a corporation of the State of Delaware, do hereby certify that the above and foregoing is a full, true and correct copy of a Power of Attorney issued by said Companies, and that I have compared same with the original and that it is a correct transcript therefrom and of the whole of the original and that the said Power of Attorney is still in full force and effect and has not been revoked.

IN WITNESS WHEREOF, I have hereunto set my hand and affixed the seal of said Corporation, at the City of Exton, this 21st day of February, 2023.



Kevin M. Mirsch
Kevin M. Mirsch, ASSISTANT SECRETARY

IN WITNESS WHEREOF, XL REINSURANCE AMERICA INC. has caused its corporate seal to be hereunto affixed, and these presents to be signed by its duly authorized officers this 13th day of April, 2018.



XL REINSURANCE AMERICA INC.

by: *Gregory Boal*
Gregory Boal, VICE PRESIDENT

Attest: *Kevin M. Mirsch*
Kevin M. Mirsch, ASSISTANT SECRETARY

STATE OF PENNSYLVANIA
COUNTY OF CHESTER

On this 13th day of April, 2018, before me personally came Gregory Boal to me known, who, being duly sworn, did depose and say: that he is Vice President of XL REINSURANCE AMERICA INC., described in and which executed the above instrument; that he knows the seal of said Corporation; that the seal affixed to the aforesaid instrument is such corporate seal and was affixed thereto by order and authority of the Board of Directors of



Commonwealth of Pennsylvania - Notary Seal
Rebecca C. Shalhoub, Notary Public
Northampton County
My commission expires April 28, 2024
Commission number 1268765
Member, Pennsylvania Association of Notaries

Rebecca C. Shalhoub

Rebecca C. Shalhoub, NOTARY PUBLIC

STATE OF PENNSYLVANIA
COUNTY OF CHESTER

I, Kevin M. Mirsch, Assistant Secretary of XL REINSURANCE AMERICA INC. a corporation of the State of New York, do hereby certify that the person who executed this Power of Attorney, with the rights, respectively of XL REINSURANCE AMERICA INC., do hereby certify that the above and foregoing is a full, true and correct copy of a Power of Attorney issued by said Corporation, and that I have compared same with the original and that it is a correct transcript therefrom and of the whole original and that the said Power of Attorney is still in full force and effect and has not been revoked.

IN WITNESS WHEREOF, I have hereunto set my hand and affixed the seal of said Corporation, at the City of Exton, this 21st day of February, 2023.



Kevin M. Mirsch
Kevin M. Mirsch, ASSISTANT SECRETARY

This Power of Attorney may not be used to execute any bond with an inception date

4/28/2024 12:00:00AM

SB0042

XL SPECIALTY INSURANCE COMPANY
STATUTORY STATEMENT OF ADMITTED ASSETS,
LIABILITIES, CAPITAL AND SURPLUS
December 31, 2021
(U.S. Dollars)

Assets:		Liabilities:	
Bonds	1,756,199,188	Loss & loss adjustment expenses	843,790,279
Stocks	147,418,541	Reinsurance payable on paid loss and loss adjustment expenses	(1,752,770)
Cash and short-term investments	256,596,472	Unearned premiums	201,797,800
Receivable for securities	302	Ceded reinsurance premium payable	14,062,469
Total Invested Assets	2,160,214,503	Funds held by company under reinsurance treaties	682,475,287
		Payable for Securities	
		Other Liabilities	211,019,659
		Total Liabilities	1,951,392,725
Agents Balances	208,513,239	Capital and Surplus:	
Funds held by or deposited with reinsured companies	0	Aggregate write-ins for special surplus funds	
Reinsurance recoverable on loss and loss adjustment expense payments		Common capital Stock	5,812,500
Accrued interest and dividends	8,423,319	Gross paid in and contributed surplus	609,164,629
Other admitted assets	108,027,240	Unassigned surplus	(81,191,552)
Total Admitted Assets	2,485,178,301	Total Capital and Surplus	533,785,577
		Total Liabilities, Capital and Surplus	2,485,178,301

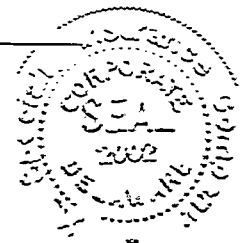
I, Andrew Robert Will, Vice President and Controller of XL Specialty Insurance Company (the "Corporation") do hereby certify that to the best of my knowledge and belief, the foregoing is a full and true Statutory Statement of Admitted Assets, Liabilities, Capital and Surplus of the Corporation, as of December 31, 2021, prepared in conformity with the accounting practices prescribed or permitted by the Insurance Department of the State of Delaware. The foregoing statement should not be taken as a complete statement of financial condition of the Corporation. Such a statement is available upon request at the Corporation's principal office located at 70 Seaview Avenue, Stamford, CT 06902-06040.

DocuSigned by:

Andrew Robert Will

B8B4EA439CFD428...

Andrew Robert Will
Vice President and Controller





February 8, 2023

RE: Waste Pro of Georgia, Inc.
3512 Oakcliff Rd.
Doraville, GA 30340-3003

Project: Request for Proposal No. 2023-01 – Collection of Residential Refuse, Residential Recyclable Material, Residential Yard Waste, Residential Bulk Waste and Commercial/Industrial Refuse and Recycling

To Whom It May Concern:

Waste Pro of Georgia, Inc. has maintained a surety bonding credit relationship with Willis Towers Watson for many years. A surety we currently use on their behalf is XL Specialty Insurance Company, and the account is in good standing. We currently have a surety line of credit in place for Waste Pro of Georgia, Inc. with XL Specialty Insurance Company for single projects of \$10,000,000 and an aggregate line of \$35,000,000, if needed. We have always found them to be an exemplary client and excellent contractor.

Reserving the surety's rights to practice normal underwriting functions, if Waste Pro of Georgia, Inc. is the successful bidder on the above referenced project under consideration and requests that we provide a Performance bond for the RFP No. 2031-01 – Collection of Residential Refuse, Residential Recyclable Material, Residential Yard Waste, Residential Bulk Waste and Commercial/Industrial Refuse and Recycling, then we'll furnish a Performance Bond as security for the faithful performance of this contract in an amount of \$150,000.00.

As is customary, any consideration by the surety is subject to the following conditions:

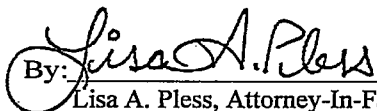
- 1) All terms and conditions of the contracts, including any amendments or supplemental conditions meet the surety's satisfactory review and approval
- 2) Bond form(s) meet the surety's satisfactory review and approval
- 3) Financing of the contract meets the surety's satisfactory review and approval
- 4) All other normal underwriting conditions as determined by the surety have been met by Waste Pro of Georgia, Inc. at the time of contract award and final bond request

A.M. Best Company has assigned XL Specialty Insurance Company an "A+" XV rating and XL Specialty Insurance Company is on the Treasury Department Circular 570 list of approved sureties for federal bonds and is approved to transact business in the State of Georgia. XL Specialty Insurance Company has been in business and has record of successful and continuous operation well over five (5) years.

Please do not hesitate to reach out or call with any questions.

Very truly yours,

XL Specialty Insurance Company

By: 

Lisa A. Pless, Attorney-In-Fact



Willis Towers Watson Southeast, Inc.
5 Concourse Parkway
Suite 1800
Atlanta, GA 30328



Power of Attorney
XL Specialty Insurance Company
XL Reinsurance America Inc.

THIS IS NOT A BOND NUMBER
LIMITED POWER OF ATTORNEY
XL 1617937

KNOW ALL MEN BY THESE PRESENTS: That XL Specialty Insurance Company, a Delaware insurance company with offices located at 505 Eagleview Blvd., Exton, PA 19341, and XL Reinsurance America Inc., a New York insurance company with offices located at 70 Seaview Avenue, Stamford, CT 06902, do hereby nominate, constitute, and appoint:

Kyle Williams, Lisa A. Pless, Chaun Wilson

each its true and lawful Attorney(s)-in-fact to make, execute, attest, seal and deliver for and on its behalf, as surety, and as its act and deed, where required, any and all bonds and undertakings in the nature thereof, for the penal sum of no one of which is in any event to exceed \$100,000,000.00.

Such bonds and undertakings, when duly executed by the aforesaid Attorney (s) - in - Fact shall be binding upon each said Company as fully and to the same extent as if such bonds and undertakings were signed by the President and Secretary of the Company and sealed with its corporate seal.

The Power of Attorney is granted and is signed by facsimile under and by the authority of the following Resolutions adopted by the Board of Directors of each of the Companies on the 26th day of July 2017.

RESOLVED, that Gary Kaplan, Daniel Riordan, Maria Duhart, Gregory Boal and Kevin Mirsch are hereby appointed by the Board as authorized to make, execute, seal and deliver for and on behalf of the Company, any and all bonds, undertakings, contracts or obligations in surety or co-surety with others and that the Secretary or any Assistant Secretary of the Company be and that each of them hereby is authorized to attest the execution of any such bonds, undertakings, contracts or obligations in surety or co-surety and attach thereto the corporate seal of the Company.

RESOLVED, FURTHER, that Gary Kaplan, Daniel Riordan, Maria Duhart, Gregory Boal and Kevin Mirsch each is hereby authorized to execute powers of attorney qualifying the attorney named in the given power of attorney to execute, on behalf of the Company, bonds and undertakings in surety or co-surety with others, and that the Secretary or any Assistant Secretary of the Company be, and that each of them is hereby authorized to attest the execution of any such power of attorney, and to attach thereto the corporate seal of the Company.

RESOLVED, FURTHER, that the signature of such officers named in the preceding resolutions and the corporate seal of the Company may be affixed to such powers of attorney or to any certificate relating thereto by facsimile, and any such power of attorney or certificate bearing such facsimile signatures or facsimile seal shall be thereafter valid and binding upon the Company with respect to any bond, undertaking, contract or obligation in surety or co-surety with others to which it is attached.

IN WITNESS WHEREOF, the XL SPECIALTY INSURANCE COMPANY has caused its corporate seal to be hereunto affixed, and these presents to be signed by its duly authorized officers this April 7th, 2022.

XL SPECIALTY INSURANCE COMPANY



by:

Gregory Boal

Gregory Boal, VICE PRESIDENT

Attest:

Kevin M. Mirsch

Kevin M. Mirsch, ASSISTANT SECRETARY

STATE OF PENNSYLVANIA
COUNTY OF CHESTER

On this 7th day of April, 2022, before me personally came Gregory Boal to me known, who, being duly sworn, did depose and say: that he is Vice President of XL SPECIALTY INSURANCE COMPANY, described in and which executed the above instrument; that he knows the seals of said Companies; that the seals affixed to the aforesaid instrument is such corporate seals and were affixed thereto by order and authority of the Boards of Directors of said Companies; and that he executed the said instrument by like order.

Commonwealth of Pennsylvania - Notary Seal
S Grace Freed-Brown, Notary Public
Chester County
My commission expires March 5, 2026
Commission number 1322812
Member, Pennsylvania Association of Notaries

S. Grace Freed-Brown

S. Grace Freed-Brown, NOTARY PUBLIC

STATE OF PENNSYLVANIA
COUNTY OF CHESTER

I, Kevin M. Mirsch, Assistant Secretary of XL SPECIALTY INSURANCE COMPANY, a corporation of the State of Delaware, do hereby certify that the above and forgoing is a full, true and correct copy of a Power of Attorney issued by said Companies, and that I have compared same with the original and that it is a correct transcript therefrom and of the whole of the original and that the said Power of Attorney is still in full force and effect and has not been revoked.

IN WITNESS WHEREOF, I have hereunto set my hand and affixed the seal of said Corporation, at the City of Exton, this 8th day of February, 2023.



Kevin M. Mirsch
Kevin M. Mirsch, ASSISTANT SECRETARY

IN WITNESS WHEREOF, XL REINSURANCE AMERICA INC. has caused its corporate seal to be hereunto affixed, and these presents to be signed by its duly authorized officers this 7th day of April, 2022.



XL REINSURANCE AMERICA INC.

by: *Gregory Boal*
Gregory Boal, VICE PRESIDENT

Attest:

Kevin M. Mirsch
Kevin M. Mirsch, ASSISTANT SECRETARY

STATE OF PENNSYLVANIA
COUNTY OF CHESTER

On this 7th day of April, 2022, before me personally came Gregory Boal to me known, who, being duly sworn, did depose and say: that he is Vice President of XL REINSURANCE AMERICA INC., described in and which executed the above instrument; that he knows the seal of said Corporation; that the seal affixed to the aforesaid instrument is such corporate seal and was affixed thereto by order and authority of the Board of Directors of said Corporation, and that he executed the said instrument by like order.

Commonwealth of Pennsylvania - Notary Seal
S Grace Freed-Brown, Notary Public
Chester County
My commission expires March 5, 2026
Commission number 1322812
Member, Pennsylvania Association of Notaries

S. Grace Freed-Brown
S. Grace Freed-Brown, NOTARY PUBLIC

STATE OF PENNSYLVANIA
COUNTY OF CHESTER

I, Kevin M. Mirsch, Assistant Secretary of XL REINSURANCE AMERICA INC. a corporation of the State of New York, do hereby certify that the person who executed this Power of Attorney, with the rights, respectively of XL REINSURANCE AMERICA INC., do hereby certify that the above and forgoing is a full, true and correct copy of a Power of Attorney issued by said Corporation, and that I have compared same with the original and that it is a correct transcript therefrom and of the whole original and that the said Power of Attorney is still in full force and effect and has not been revoked.

IN WITNESS WHEREOF, I have hereunto set my hand and affixed the seal of said Corporation, at the City of Exton, this 8th day of February, 2023.



Kevin M. Mirsch
Kevin M. Mirsch, ASSISTANT SECRETARY

This Power of Attorney may not be used to execute any bond with an inception date after 4/7/2024

XL SPECIALTY INSURANCE COMPANY
STATUTORY STATEMENT OF ADMITTED ASSETS,
LIABILITIES, CAPITAL AND SURPLUS
December 31, 2021
(U.S. Dollars)

Assets:

Bonds	1,756,199,188
Stocks	147,418,541
Cash and short-term investments	256,596,472
Receivable for securities	302
Total Invested Assets	2,160,214,503

Liabilities:

Loss & loss adjustment expenses	843,790,279
Reinsurance payable on paid loss and loss adjustment expenses	(1,752,770)
Unearned premiums	201,797,800
Ceded reinsurance premium payable	14,062,469
Funds held by company under reinsurance treaties	682,475,287
Payable for Securities	
Other Liabilities	211,019,659
Total Liabilities	1,951,392,725

Agents Balances

Agents Balances	208,513,239
Funds held by or deposited with reinsured companies	0
Reinsurance recoverable on loss and loss adjustment expense payments	
Accrued interest and dividends	8,423,319
Other admitted assets	108,027,240
Total Admitted Assets	2,485,178,301

Capital and Surplus:

Aggregate write-ins for special surplus funds	
Common capital Stock	5,812,500
Gross paid in and contributed surplus	609,164,629
Unassigned surplus	(81,191,552)
Total Capital and Surplus	533,785,577
Total Liabilities, Capital and Surplus	2,485,178,301

I, Andrew Robert Will, Vice President and Controller of XL Specialty Insurance Company (the "Corporation") do hereby certify that to the best of my knowledge and belief, the foregoing is a full and true Statutory Statement of Admitted Assets, Liabilities, Capital and Surplus of the Corporation, as of December 31, 2021, prepared in conformity with the accounting practices prescribed or permitted by the Insurance Department of the State of Delaware. The foregoing statement should not be taken as a complete statement of financial condition of the Corporation. Such a statement is available upon request at the Corporation's principal office located at 70 Seaview Avenue, Stamford, CT 06902-06040.

DocuSigned by:

Andrew Robert Will

8884EA439CFD428...

Andrew Robert Will
 Vice President and Controller



CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY)
02/06/2023

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

IMPORTANT: If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must have ADDITIONAL INSURED provisions or be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

PRODUCER Marsh USA Inc. 1560 Sawgrass Corporate Pkwy, Suite 300 Sunrise, FL 33323	CONTACT NAME: PHONE (A/C, No, Ext): FAX (A/C, No): E-MAIL ADDRESS:
CN105058554*-GAWUX-22-23	INSURER(S) AFFORDING COVERAGE INSURER A: Greenwich Insurance Company INSURER B: XL Insurance America, Inc. INSURER C: XL Specialty Insurance Company INSURER D: N/A INSURER E: N/A INSURER F:
INSURED Waste Pro of GA Inc. 3512 Oakcliff Road Doraville, GA 30340	NAIC # 22322 24554 37885 N/A N/A

COVERAGES **CERTIFICATE NUMBER:** ATL-005534460-01 **REVISION NUMBER:** 4

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR LTR	TYPE OF INSURANCE	ADDL INSD	SUBR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS
A	<input checked="" type="checkbox"/> COMMERCIAL GENERAL LIABILITY <input type="checkbox"/> CLAIMS-MADE <input checked="" type="checkbox"/> OCCUR GEN'L AGGREGATE LIMIT APPLIES PER: <input checked="" type="checkbox"/> POLICY <input type="checkbox"/> PRO-JECT <input type="checkbox"/> LOC OTHER:			GEC300138205	11/22/2022	11/22/2023	EACH OCCURRENCE \$ 2,000,000 DAMAGE TO RENTED PREMISES (Ea occurrence) \$ 500,000 MED EXP (Any one person) \$ 5,000 PERSONAL & ADV INJURY \$ 1,000,000 GENERAL AGGREGATE \$ 4,000,000 PRODUCTS - COMP/OP AGG \$ 2,000,000 OTHER: \$
A	<input checked="" type="checkbox"/> AUTOMOBILE LIABILITY <input checked="" type="checkbox"/> ANY AUTO <input type="checkbox"/> OWNED AUTOS ONLY <input type="checkbox"/> SCHEDULED AUTOS <input checked="" type="checkbox"/> HIRED AUTOS ONLY <input checked="" type="checkbox"/> NON-OWNED AUTOS ONLY			RAE943788405 SIR: \$2,000,000	11/22/2022	11/22/2023	COMBINED SINGLE LIMIT (Ea accident) \$ 2,000,000 BODILY INJURY (Per person) \$ BODILY INJURY (Per accident) \$ PROPERTY DAMAGE (Per accident) \$ OTHER: \$
	<input type="checkbox"/> UMBRELLA LIAB <input type="checkbox"/> OCCUR <input type="checkbox"/> EXCESS LIAB <input type="checkbox"/> CLAIMS-MADE DED RETENTION \$						EACH OCCURRENCE \$ AGGREGATE \$ OTHER: \$
B C	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH) If yes, describe under DESCRIPTION OF OPERATIONS below	Y/N <input checked="" type="checkbox"/> N	N/A	RWD300138005 (AOS) RWE943549705 (FL,GA) (SIR: \$500,000)	11/22/2022 11/22/2022	11/22/2023 11/22/2023	<input checked="" type="checkbox"/> PER STATUTE <input type="checkbox"/> OTH-ER E.L. EACH ACCIDENT \$ 1,000,000 E.L. DISEASE - EA EMPLOYEE \$ 1,000,000 E.L. DISEASE - POLICY LIMIT \$ 1,000,000

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)

CERTIFICATE HOLDER City of Duluth GA Attn: Teresa Lynn 3167 Main Street Duluth, GA 30096	CANCELLATION SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS. AUTHORIZED REPRESENTATIVE <i>Marsh USA Inc.</i>
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WASTE PRO USA, INC. AND SUBSIDIARIES

CONSOLIDATED FINANCIAL STATEMENTS AND SUPPLEMENTAL SCHEDULES

WITH INDEPENDENT AUDITOR'S REPORT

December 31, 2021 and 2020

VESTAL & WILER
CERTIFIED PUBLIC ACCOUNTANTS

WASTE PRO USA, INC. AND SUBSIDIARIES

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INDEPENDENT AUDITOR'S REPORT

Waste Pro USA, Inc. and Subsidiaries
Longwood, Florida

Opinion

We have audited the accompanying consolidated financial statements of Waste Pro USA, Inc. and Subsidiaries, which comprise the consolidated balance sheets as of December 31, 2021 and 2020, and the related consolidated statements of operations, changes in stockholders' deficit, and cash flows for the years then ended, and the related notes to the consolidated financial statements.

In our opinion, the consolidated financial statements referred to above present fairly, in all material respects, the financial position of Waste Pro USA, Inc. and Subsidiaries as of December 31, 2021 and 2020, and the results of their operations and their cash flows for the years then ended, in accordance with accounting principles generally accepted in the United States of America.

Basis for Opinion

We conducted our audits in accordance with auditing standards generally accepted in the United States of America. Our responsibilities under those standards are further described in the Auditor's Responsibilities for the Audit of the Consolidated Financial Statements section of our report. We are required to be independent of Waste Pro USA, Inc. and Subsidiaries (the Company) and to meet our other ethical responsibilities in accordance with the relevant ethical requirements relating to our audits. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Responsibilities of Management for the Consolidated Financial Statements

Management is responsible for the preparation and fair presentation of the consolidated financial statements in accordance with accounting principles generally accepted in the United States of America and for the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of consolidated financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the consolidated financial statements, management is required to evaluate whether there are conditions or events considered in the aggregate, that raise substantial doubt about the Company's ability to continue as a going concern within one year after the date that the consolidated financial statements are available to be issued.

Auditor's Responsibilities for the Audit of the Consolidated Financial Statements

Our objectives are to obtain reasonable assurance about whether the consolidated financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance but is not absolute assurance and therefore is not a guarantee that an audit conducted in accordance with generally accepted auditing standards will always detect a material misstatement when it exists. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control. Misstatements are considered material if there is a substantial likelihood that individually or in the aggregate, they would influence the judgment made by a reasonable user based on the consolidated financial statements.

INDEPENDENT AUDITOR'S REPORT (Continued)

In performing an audit in accordance with generally accepted auditing standards, we:

- Exercise professional judgment and maintain professional skepticism throughout the audit.
- Identify and assess the risks of material misstatement of the consolidated financial statements, whether due to fraud or error, and design and perform audit procedures responsive to those risks. Such procedures include examining, on a test basis, evidence regarding the amounts and disclosures in the consolidated financial statements.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Company's internal control. Accordingly, no such opinion is expressed.
- Evaluate the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluate the overall presentation of the consolidated financial statements.
- Conclude whether, in our judgment, there are conditions or events, considered in the aggregate, that raise substantial doubt about the Company's ability to continue as a going concern for a reasonable period of time.

We are required to communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit, significant audit findings and certain internal control related matters that we identified during the audit.

Vestal & Wilco

Certified Public Accountants

March 25, 2022

WASTE PRO USA, INC. AND SUBSIDIARIES

CONSOLIDATED BALANCE SHEETS

December 31, 2021 and 2020

ASSETS

	2021	2020
CURRENT ASSETS		
Cash	\$ 7,021,548	\$ 5,135,362
Accounts receivable - net	94,121,273	79,987,792
Prepaid expenses and other current assets	14,904,383	12,806,197
Income taxes receivable	-	150
TOTAL CURRENT ASSETS	116,047,204	97,929,501
PROPERTY AND EQUIPMENT		
Vehicles	640,933,122	590,946,065
Containers	283,461,319	246,823,977
Land and buildings	137,434,203	127,900,569
Equipment	48,112,569	43,640,707
Leasehold improvements	30,488,863	29,163,828
Furniture and fixtures	18,865,578	17,737,524
Construction in process	18,488,416	14,010,055
	1,177,784,070	1,070,222,725
Less: accumulated depreciation and amortization	668,711,094	606,757,017
PROPERTY AND EQUIPMENT - Net	509,072,976	463,465,708
OTHER ASSETS		
Restricted cash	20,490	3,112,707
Restricted investments, at fair value	3,239,547	-
Cash surrender value of life insurance policies	643,001	584,033
Goodwill	37,791,568	31,818,117
Deferred tax asset - net	11,703,559	8,577,000
Deferred contract costs - net	5,439,247	5,299,944
Other assets - net	3,636,043	3,066,591
TOTAL OTHER ASSETS	62,473,455	52,458,392
	\$ 687,593,635	\$ 613,853,601

See notes to consolidated financial statements.

(Continued) Page | 3

WASTE PRO USA, INC. AND SUBSIDIARIES

CONSOLIDATED BALANCE SHEETS

December 31, 2021 and 2020

LIABILITIES AND STOCKHOLDERS' DEFICIT

	2021	2020
CURRENT LIABILITIES		
Current maturities of long-term debt	\$ 5,792,660	\$ 10,192,343
Accounts payable	32,738,887	27,572,366
Accrued liabilities	51,224,012	53,874,885
Deferred revenue	29,190,225	25,258,083
TOTAL CURRENT LIABILITIES	118,945,784	116,897,677
Line of credit	69,116,508	72,957,902
Accrued capping, closure, and post-closure costs	23,951,855	23,186,261
Long-term debt	710,652,940	617,895,591
Deferred compensation	643,000	584,033
TOTAL LIABILITIES	923,310,087	831,521,464
COMMITMENTS AND CONTINGENCIES		
STOCKHOLDERS' DEFICIT		
Additional paid-in capital	5,465,677	7,240,927
Accumulated deficit	(241,182,129)	(224,908,790)
TOTAL STOCKHOLDERS' DEFICIT	(235,716,452)	(217,667,863)
	\$ 687,593,635	\$ 613,853,601

WASTE PRO USA, INC. AND SUBSIDIARIES

CONSOLIDATED STATEMENTS OF OPERATIONS

For the Years Ended December 31, 2021 and 2020

	2021	2020
REVENUES - Net	\$ 788,987,612	\$ 713,060,988
COSTS AND EXPENSES		
Operating	612,592,250	533,091,597
General and administrative	65,760,655	60,521,149
Depreciation and amortization - property and equipment	84,802,264	83,658,087
Loss from impairments and disposals of assets - net	3,718,929	1,783,093
TOTAL COSTS AND EXPENSES	766,874,098	679,053,926
INCOME FROM OPERATIONS	22,113,514	34,007,062
OTHER INCOME (EXPENSE)		
Other income (expense) - net	(38,534)	36,268
Interest expense	(41,250,303)	(40,907,191)
OTHER EXPENSE - Net	(41,288,837)	(40,870,923)
LOSS BEFORE PROVISION FOR INCOME TAX BENEFIT	(19,175,323)	(6,863,861)
BENEFIT FROM INCOME TAXES	2,901,984	1,491,000
CONSOLIDATED NET LOSS	\$ (16,273,339)	\$ (5,372,861)

WASTE PRO USA, INC. AND SUBSIDIARIES

CONSOLIDATED STATEMENTS OF CHANGES IN STOCKHOLDERS' DEFICIT

For the Years Ended December 31, 2021 and 2020

	Common Stock		Additional Paid-In Capital	Accumulated Deficit	Total Stockholders' Deficit
	Shares	Amount			
BALANCE - January 1, 2020	18,764,790	\$ -	\$ 8,153,805	\$ (219,535,929)	\$ (211,382,124)
Issuance of common stock	8,260	-	148,680	-	148,680
Repurchase of common stock	(89,800)	-	(1,672,150)	-	(1,672,150)
Cancellation of common stock	(186)	-	-	-	-
Exercise of employee stock options	30,936	-	610,592	-	610,592
Consolidated net loss	-	-	-	(5,372,861)	(5,372,861)
BALANCE - December 31, 2020	18,714,000	-	7,240,927	(224,908,790)	(217,667,863)
Repurchase of common stock	(96,550)	-	(2,034,750)	-	(2,034,750)
Exercise of employee stock options	16,500	-	259,500	-	259,500
Consolidated net loss	-	-	-	(16,273,339)	(16,273,339)
BALANCE - December 31, 2021	18,633,950	\$ -	\$ 5,465,677	\$ (241,182,129)	\$ (235,716,452)

See notes to consolidated financial statements.

WASTE PRO USA, INC. AND SUBSIDIARIES

CONSOLIDATED STATEMENTS OF CASH FLOWS

For the Years Ended December 31, 2021 and 2020

	2021	2020
CASH FLOWS FROM OPERATING ACTIVITIES		
Consolidated net loss	\$ (16,273,339)	\$ (5,372,861)
Adjustments to reconcile consolidated net loss to net cash from operating activities		
Provision for bad debt expense	1,315,552	1,340,034
Depreciation and amortization - property and equipment	84,443,586	83,335,375
Net loss on disposal of property and equipment	3,718,929	197,093
Loss from goodwill impairment	-	1,586,000
Deferred income taxes	(3,126,559)	(1,677,000)
Amortization of deferred contract costs	1,974,038	1,782,999
Amortization of other assets	358,400	320,021
Accretion of accrued capping, closure and post-closure costs	975,207	939,473
Amortization of debt issuance costs	1,754,602	1,553,214
Amortization of bond premium	(483,754)	(282,876)
Cash flows from changes in assets and liabilities - net of business acquisitions:		
Accounts receivable	(15,449,033)	(6,779,313)
Prepaid expenses and other current assets	(2,148,186)	(945,500)
Income taxes receivable	150	23,558
Cash surrender value of life insurance policies	(58,968)	(315,249)
Deferred contract costs	(2,113,341)	(2,225,691)
Investments	(3,239,547)	-
Other assets	(777,852)	(692,954)
Accounts payable	5,166,521	3,489,953
Accrued liabilities	(3,539,244)	2,638,498
Deferred revenue	3,932,142	4,445,743
Deferred compensation	58,967	315,249
Accrued capping, closure, and post-closure costs	(209,613)	(158,881)
Net cash provided by operating activities	56,278,658	83,516,885
CASH FLOWS FROM INVESTING ACTIVITIES		
Purchases of property and equipment	(129,812,948)	(109,613,983)
Proceeds from sale of property and equipment	1,113,501	3,718,185
Acquisitions of business assets	(10,255,416)	(6,911,579)
Net cash used in investing activities	(138,954,863)	(112,807,377)

See notes to consolidated financial statements.

(Continued) Page | 7

WASTE PRO USA, INC. AND SUBSIDIARIES

CONSOLIDATED STATEMENTS OF CASH FLOWS (Continued)

For the Years Ended December 31, 2021 and 2020

	2021	2020
CASH FLOWS FROM FINANCING ACTIVITIES		
Net borrowings (repayments) on line of credit	(3,841,394)	42,977,047
Borrowings of long-term debt	109,996,222	-
Payments of debt issuance costs	(3,337,950)	(7,500)
Repurchases of senior notes	-	(745,000)
Principal payments on installment notes	(19,571,454)	(9,663,313)
Proceeds from sale of common stock	259,500	759,272
Repurchases of common stock	(2,034,750)	(1,672,150)
Net cash provided by financing activities	81,470,174	31,648,356
NET INCREASE (DECREASE) IN CASH AND RESTRICTED CASH	(1,206,031)	2,357,864
CASH AND RESTRICTED CASH - Beginning of year	8,248,069	5,890,205
CASH AND RESTRICTED CASH - End of year	<u>\$ 7,042,038</u>	<u>\$ 8,248,069</u>
SUPPLEMENTAL DISCLOSURE OF CASH FLOW INFORMATION		
Cash paid for income taxes	<u>\$ 224,425</u>	<u>\$ 162,442</u>
Cash paid for interest	<u>\$ 37,114,206</u>	<u>\$ 38,074,078</u>

WASTE PRO USA, INC. AND SUBSIDIARIES

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

For the Years Ended December 31, 2021 and 2020

NOTE 1 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Business

Waste Pro USA, Inc. and Subsidiaries (the Company) is headquartered in Longwood, Florida and provides non-hazardous waste collection, transfer, recycling and disposal services in Florida, Georgia, South Carolina, North Carolina, Alabama, Louisiana, Texas, Tennessee, Mississippi, Arkansas and Missouri.

Consolidation

The accompanying financial statements present the consolidated accounts of Waste Pro USA, Inc. and its wholly-owned subsidiaries, which are as follows:

<u>Subsidiary</u>	<u>State of Incorporation or Organization</u>
Waste Pro of Florida, Inc.	Florida
Professional Waste Consultants, LLC	Florida
Alpha Dumpsters USA, Inc.	Florida
Citrus Landfill, Inc.	Florida
Waste Pro of Georgia, Inc.	Georgia
American Recycling, LLC	Georgia
Waste Pro of South Carolina, Inc.	South Carolina
Waste Pro of North Carolina, Inc.	North Carolina
Waste Pro of Alabama, Inc.	Alabama
Waste Pro of Louisiana, Inc.	Louisiana
Waste Pro of Texas, Inc.	Texas
Waste Pro of Tennessee, Inc.	Tennessee
Waste Pro of Mississippi, Inc.	Mississippi
Waste Pro of Arkansas, Inc.	Arkansas

All significant intra-entity transactions and balances have been eliminated in consolidation.

Common Stock

The affairs of the Company are governed by the Amended and Restated Articles of Incorporation, dated September 25, 2009 (the Articles). The Company is authorized to issue 100,000,000 shares of Common Stock, which have no par value and 1,900,854 shares of Class A Common Stock, which have no par value. There is no Class A Common Stock issued or outstanding at December 31, 2021 and 2020.

The Company may elect to declare and pay dividends to stockholders. The Company may not pay dividends on shares of any other class of capital stock of the Company (other than dividends payable in shares of Common Stock) unless the holders of the Class A Common Stock then outstanding shall receive a dividend on each outstanding share of Class A Common Stock that would equal the product of (a) the dividend payable on each share of Common Stock and (b) the number of shares of Common Stock issuable upon conversion of a share of Class A Common Stock, calculated on the record date for determination of holders entitled to receive such dividend. The payment of dividends to stockholders has been restricted in accordance with the Senior Notes (see Note 5).

WASTE PRO USA, INC. AND SUBSIDIARIES

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

For the Years Ended December 31, 2021 and 2020

NOTE 1 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

The information included in the consolidated financial statements regarding provisions of the Articles provides only general information. Reference should be made to the Articles and other related documents for a complete description.

Share-Based Compensation

The Company accounts for share-based compensation in accordance with Financial Accounting Standards Board (FASB) Accounting Standards Codification (ASC) 718-10, *Compensation-Stock Compensation*. Compensation cost for all share-based payments is based on the estimated fair value at the date of grant using the Black Scholes options pricing model (see Note 11).

Limited Liability Companies (LLCs)

The Georgia and Florida LLCs are organized under the laws of the State of Georgia and Florida, respectively, and barring certain events, will continue in existence indefinitely. Interested parties should refer to the Operating Agreements for a more complete description of the Georgia and Florida LLCs.

Use of Estimates

The preparation of the consolidated financial statements in conformity with accounting principles generally accepted in the United States of America (U.S. GAAP) requires management to make estimates and assumptions that affect certain reported amounts and disclosures. Accordingly, actual results could differ from those estimates.

Cash

Cash consists primarily of bank deposits, which exceed federally insured limits.

Accounts Receivable

Accounts receivable are recorded when invoices are issued and are presented in the consolidated balance sheets net of any allowance for doubtful accounts. Accounts receivable are written off when they are determined to be uncollectible. The allowance for doubtful accounts is estimated based on the Company's historical losses, the existing economic conditions in the industry, and the financial stability of its customers. At December 31, 2021 and 2020, the allowance for doubtful accounts amounted to approximately \$2,362,000 and \$2,182,000, respectively.

Property and Equipment

Property and equipment are stated at cost. Depreciation is provided for using the straight-line method over the estimated useful lives of the related assets, which range from three to 39 years. The cost of leasehold improvements is being amortized over the lesser of the life of the improvements or the term of the lease. Expenditures for repairs and maintenance are charged to operations as incurred.

The cost of landfill airspace, including the original acquisition cost and incurred projected landfill construction costs and asset retirement costs, which represent estimates of future costs associated with landfill final capping, closure, and post-closure activities, are included in land and buildings in the accompanying consolidated balance sheets, and is amortized over the capacity of the landfill based on a per unit basis as landfill airspace is consumed.

WASTE PRO USA, INC. AND SUBSIDIARIES

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

For the Years Ended December 31, 2021 and 2020

NOTE 1 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

Restricted Cash and Investments

Certain states require the Company to maintain certain assets for future closure and post-closure costs related to two of the Company's landfills. At December 31, 2021 and 2020, these assets include bank deposits, which may at times exceed federally insured limits. During 2021, the Company invested a portion of the cash in debt and equity securities.

The Company determines the appropriate classification of its debt and equity securities at the time of purchase and reevaluates such determinations at each consolidated balance sheet date. Debt and equity securities are classified as trading securities, which are held in anticipation of short-term fluctuations in market prices and are stated at fair value based on quoted market prices. Realized and unrealized gains and losses are included in other income within the accompanying consolidated statements of operations.

At December 31, 2021, investments consist of the following:

	Equities	Bonds	Total
Cost	\$ 60,819	\$ 3,202,049	\$ 3,262,868
Net unrealized gains (losses)	1	(23,322)	(23,321)
Fair value	<u>\$ 60,820</u>	<u>\$ 3,178,727</u>	<u>\$ 3,239,547</u>

All unrealized gains and losses recognized during 2021 relate to the investments held as of December 31, 2021.

Deferred Compensation Plan

The Company has invested in company-owned life insurance policies to satisfy future obligations of its deferred compensation plan. The deferred compensation asset and corresponding liability are recorded at the aggregate cash surrender value of the company-owned life insurance policies as of the consolidated balance sheet date. During the years ended December 31, 2021 and 2020, the Company increased the deferred compensation asset and liability by \$58,968 and \$65,249, respectively, as a result of changes in the cash surrender value of the investments.

Goodwill

Goodwill is subject to at least an annual assessment for impairment. Goodwill impairment tests consist of a comparison of each reporting unit's fair value with its carrying value. The fair value of a reporting unit is an estimate of the amount for which the unit as a whole could be sold in a current transaction between willing parties. If the carrying value of a reporting unit exceeds its estimated fair value, goodwill is written down to its implied fair value.

WASTE PRO USA, INC. AND SUBSIDIARIES

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

For the Years Ended December 31, 2021 and 2020

NOTE 1 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

Changes in the gross carrying amounts of goodwill for the years ended December 31, are as follows:

	2021	2020
Goodwill - beginning of year	\$ 31,818,117	\$ 31,356,207
Acquisitions of businesses	5,983,201	2,047,910
Impairments	-	(1,586,000)
Measurement period adjustments	(9,750)	-
Goodwill - end of year	<u>\$ 37,791,568</u>	<u>\$ 31,818,117</u>

At December 31, 2021, the Company determined that goodwill was not impaired based on the annual assessment.

Deferred Contract Costs

Incremental direct costs of obtaining a contract (e.g., sales commissions) on contracts longer than one year are deferred and amortized to selling, general and administrative expenses over the estimated life of the customer relationship. Contract implementation costs are deferred and amortized as a reduction in revenue over the contract life. Similar costs related to contracts with a term of less than one year are expensed as incurred. Both these amounts are included in deferred contract costs on the accompanying consolidated balance sheets.

Deferred Revenue

Certain customers and municipalities are billed in advance, generally on a quarterly basis, of the Company satisfying its performance obligations. Such amounts are accounted for as deferred revenue and are recognized as revenue over the period the Company satisfies its performance obligations.

Original Issue Premium and Debt Issuance Costs

The Company amortizes original issuance premium and debt issuance costs using the straight-line method, which approximates the effective interest rate method to amortize such costs as interest expense over the life of the applicable debt. Debt issuance costs include costs to obtain debt, as described in Note 4.

Accrued Capping, Closure and Post-Closure Costs

Accrued capping, closure and post-closure costs represent an estimate of the present value of the future obligation to be incurred associated with final capping, closure and post-closure monitoring of the 18 landfills currently owned or operated by the Company. The fair values of the future obligations are developed based on estimates from third-party engineers of the airspace available and consumed to date for each landfill and the expected timing of each final capping event. The engineers' cost estimates are inflated to the expected time of payment and then those future costs are discounted back to present value using the Company's long-term credit-adjusted risk-free rate. Because these obligations are measured at estimated fair value using present value techniques, changes in the estimated cost or timing of future final capping, closure and post-closure activities could result in a material change in these liabilities, related assets, and results of operations.

WASTE PRO USA, INC. AND SUBSIDIARIES

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

For the Years Ended December 31, 2021 and 2020

NOTE 1 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

Revenue Recognition

Revenues are primarily generated from fees charged for waste collection, transfer, disposal, and recycling, and resource recovery services and the sale of recyclable commodities. The fees charged for services are generally defined in service agreements and vary based on contract-specific terms such as frequency of service, weight, volume, and the general market factors influencing a region's rates. The fees charged for services generally include environmental fee, fuel surcharge and regulatory recovery fees, which are intended to pass through to customers. Generally, the revenue associated with the Company's services are accounted for as variable consideration and the amounts recognized represent the value of the performance obligations that have been completed. For example, revenue typically is recognized as waste is collected, tons are received at landfills or transfer stations, or recycling commodities are delivered. The Company believes there will not be significant changes to its estimates of variable consideration, as revenue recognized is recorded in accordance with the terms of the related contracts or verbal agreements.

The following table disaggregates revenue by service line for the years ended December 31:

	2021	2020
Residential and commercial collection revenue	\$ 598,606,234	\$ 551,019,750
Compactor income	79,331,530	73,627,749
Roll-off collection revenue	73,878,188	62,510,121
Disposal revenue	25,028,605	23,969,055
Fuel and environmental charges	21,664,159	15,927,767
Recycling revenue	10,647,715	3,884,125
Other revenue	4,877,996	5,622,813
Franchise fees	(25,046,815)	(23,500,392)
Revenue - net	<u>\$ 788,987,612</u>	<u>\$ 713,060,988</u>

At December 31, beginning and ending receivables, contract assets and contract liabilities related to net revenues are as follows:

	2021	2020	2019
Accounts receivable - net	<u>\$ 94,121,273</u>	<u>\$ 79,987,792</u>	<u>\$ 74,453,993</u>
Deferred sales commissions - net	\$ 4,883,670	\$ 4,549,397	\$ 4,223,143
Contract implementation costs - net	555,577	750,547	634,109
	<u>\$ 5,439,247</u>	<u>\$ 5,299,944</u>	<u>\$ 4,857,252</u>
Deferred revenue	<u>\$ 29,190,225</u>	<u>\$ 25,258,083</u>	<u>\$ 20,812,340</u>

For the years ended December 31, 2021 and 2020, amortization expense related to deferred sales commissions recorded to general and administrative expense amounted to approximately \$1,779,000 and \$1,634,000, respectively, and amortization expense related to contract implementation costs amounted to approximately \$195,000 and \$149,000, respectively.

WASTE PRO USA, INC. AND SUBSIDIARIES

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

For the Years Ended December 31, 2021 and 2020

NOTE 1 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

Income Taxes

Income taxes are provided for the tax effects of transactions reported in the consolidated financial statements and consist of taxes currently due plus deferred taxes. Deferred taxes are recognized for differences between the basis of assets and liabilities for financial statement and income tax purposes. Deferred income taxes are classified as noncurrent in accordance with U.S. GAAP.

The Company complies with the provisions of FASB ASC 740-10 *Accounting for Uncertainty in Income Taxes*. The Company is required to evaluate each of its tax positions to determine if they more likely than not would not be sustained if the taxing authority examines the respective position. The Company has evaluated each of its tax positions and has determined that no additional provision or liability for uncertain income tax positions is necessary.

The Company files income tax returns in the U.S. federal jurisdiction and various state jurisdictions.

Assets and Liabilities Measured at Fair Value

The Company applies the provisions of FASB ASC 820, *Fair Value Measurements and Disclosures*, to its recurring and nonrecurring fair value measurements. Nonrecurring assets, including goodwill, are not measured at fair value on an ongoing basis but are subject to fair value adjustments in certain circumstances and on a periodic basis. In accordance with FASB ASC 820, the fair value of financial instruments is estimated based on market trading information, where available. Absent published market values for an instrument or other assets, management uses observable market data to arrive at its estimates of fair value.

Fair value is defined as an exit price, representing the amount that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date. As such, fair value is a market-based measurement that should be determined based on assumptions that market participants would use in pricing an asset or liability. As a basis for considering such assumptions, the following three level fair value hierarchy prioritizes the inputs used to measure fair value.

The three levels of inputs used to measure fair value are as follows:

- | | |
|---------|--|
| Level 1 | Quoted prices in active markets for identical assets or liabilities. |
| Level 2 | Observable inputs other than quoted prices included in Level 1, such as quoted prices for similar assets and liabilities in active markets; quoted price for identical or similar assets and liabilities in markets that are not active; or other inputs that are observable or can be corroborated by observable market data. |
| Level 3 | Unobservable inputs that are supported by little or no market activity and that are significant to the fair value of the assets or liabilities. This includes certain pricing models, discounted cash flow methodologies and similar techniques that use significant unobservable inputs. |

The Company utilizes Level 1 inputs when evaluating marketable securities.

WASTE PRO USA, INC. AND SUBSIDIARIES

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

For the Years Ended December 31, 2021 and 2020

NOTE 1 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

The Company utilizes Level 3 inputs when evaluating goodwill, accrued capping, closure and post-closure costs, and contingent payments related to acquisitions for potential impairment. There have been no changes in the methodologies used at December 31, 2021 and 2020.

Advertising Costs

Advertising costs are charged to operations as incurred. During the years ended December 31, 2021 and 2020, advertising charged to operations approximated \$2,619,000 and \$2,541,000, respectively.

Accounting Standards Not Yet Adopted

In February 2016, the FASB issued Accounting Standards Update (ASU) 2016-02, *Leases (Topic 842)*. This update requires organizations to recognize lease assets and lease liabilities on the consolidated balance sheet and also disclose key information about leasing arrangements. This ASU is effective for annual reporting periods beginning after December 15, 2021. The Company is currently evaluating the impact this guidance will have on its consolidated financial statements.

In June 2016, the FASB issued ASU 2016-13 *Financial Instruments – Credit Losses (Topic 326) – Measurement of Credit Losses on Financial Instruments*, which will change how entities will measure credit losses for most financial assets and certain other instruments that are not measured at fair value through net income. For trade receivables, loans and other instruments, entities will be required to use a new forward-looking “expected loss” model that will generally result in earlier recognition of allowance for losses. This ASU is effective for annual reporting periods beginning after December 15, 2022.

Subsequent Events

The Company has evaluated subsequent events through March 25, 2022, the date the consolidated financial statements were available to be issued.

NOTE 2 ACQUISITIONS

In 2021, the Company acquired certain assets and liabilities of six companies in separate transactions accounted for as business combinations. The total purchase price of these transactions included approximately \$10,255,000 in cash, \$898,000 in assumed liabilities, and additional contingent future payments.

In 2020, the Company acquired certain assets and liabilities of four companies in separate transactions accounted for as business combinations. The total purchase price of these transactions included approximately \$6,912,000 in cash, \$808,000 in assumed liabilities, and additional contingent future payments.

All acquisitions were made to strengthen the Company's position in the various markets serviced. The acquisitions were accounted for using the acquisition method of accounting. Accordingly, the purchase prices were allocated to the assets acquired and the liabilities assumed based upon their fair values at the dates of acquisition.

The goodwill recorded as part of the acquisitions primarily reflects the value of expected synergies from combining operations, as well as any intangible assets that do not qualify for separate recognition. Goodwill is expected to be fully deductible for tax purposes.

WASTE PRO USA, INC. AND SUBSIDIARIES

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

For the Years Ended December 31, 2021 and 2020

NOTE 2 ACQUISITIONS (Continued)

The purchase prices were allocated as follows:

	2021	2020
Current assets	\$ -	\$ 144,520
Property and equipment	5,070,336	4,190,674
Other assets	100,000	1,405,672
Goodwill	5,983,201	2,047,910
Current liabilities	-	(69,000)
Purchase price	11,153,537	7,719,776
Other liabilities - earn-outs	(898,121)	(508,197)
Long-term debt	-	(300,000)
Cash paid	\$ 10,255,416	\$ 6,911,579

NOTE 3 LINE OF CREDIT

The Company has a Senior Secured Asset-Based Credit Facility under a Credit Agreement, as amended, with a syndicate of lenders that includes a revolving line of credit (the Line) of \$215,000,000. On June 29, 2021, the Credit Agreement was amended to extend the maturity to the earlier of June 29, 2026 or 91 days prior to the maturity date of any indebtedness of the Company in excess of \$50,000,000 (November 15, 2025 as of December 31, 2021), modify the financial covenants, and remove real estate from the borrowing base. In addition, various other terms were amended, including but not limited to, the permitted IRB indebtedness, certain restrictions related to mergers and acquisitions, and the total amount of stock repurchases allowed. The Line is classified as long-term based on the terms of the Credit Agreement, as amended, and the Company's intent and ability to refinance or maintain these borrowings on a long-term basis.

Interest on outstanding borrowings is payable based on the following interest rate options: (i) Base Rate plus an applicable margin for Base Rate Loans, as defined by the leverage ratio; or (ii) LIBOR plus an applicable margin for LIBOR Rate Loans as defined by the leverage ratio. The Base Rate is the greater of (a) the Federal Funds Rate plus 0.50%; (b) LIBOR plus 1.00%; or (c) the Prime Rate plus an applicable margin as defined by the leverage ratio. LIBOR is as published by ICE Benchmark Administration Limited for the respective interest period, as defined. LIBOR borrowings must be held for at least one-month. The Applicable Margin for Base Rate Loans ranges from 0.50% to 1.25%, adjusted quarterly.

At December 31, 2021, the summary of Base Rates and margins are as follows:

	Base Rate	Rate	Margin	Applicable Margin
(a)	Federal Funds Rate	0.00% - 0.25%	Plus 0.50%	Plus 1.25%
(b)	LIBOR	0.10%	Plus 1.00%	Plus 1.25%
(c)	Prime Rate	3.25%	n/a	Plus 1.25%

WASTE PRO USA, INC. AND SUBSIDIARIES

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

For the Years Ended December 31, 2021 and 2020

NOTE 3 LINE OF CREDIT (Continued)

The Applicable Margin for LIBOR Rate Loans ranges from 1.50% to 2.25%, adjusted quarterly (2.25% at December 31, 2021). The Line is also subject to a quarterly unused line fee based on average borrowings on the Line compared to the amount available to be borrowed, as defined by the Credit Agreement, as well as a quarterly letter of credit fee based on the amount of outstanding letters of credit, at the applicable margin for LIBOR.

The Line is collateralized by substantially all assets of the Company and is reduced by all outstanding letters of credit. At December 31, 2021, approximately \$134,651,000 was available to be borrowed on the Line.

The Line contains various restrictive covenants including certain financial covenants, all of which the Company was in compliance with at December 31, 2021.

NOTE 4 ACCRUED CAPPING, CLOSURE, AND POST-CLOSURE COSTS

During 2021 and 2020, the Company applied inflation rates of approximately 2.42% and 1.95%, respectively, to estimate its future costs of final capping, closure and post closure monitoring of its landfills, and applied discount rates ranging from 1.40% to 4.72% to discount those future costs to present values.

Changes in liabilities for accrued capping, closure and post-closure costs for the years ended December 31, are as follows:

	2021	2020
Balance - beginning of year	\$ 23,186,261	\$ 22,336,669
Accretion expense	975,207	939,473
Increase in obligations related to acquired landfill	-	69,000
Landfill costs	(209,613)	(158,881)
Balance - end of year	<u>\$ 23,951,855</u>	<u>\$ 23,186,261</u>

Had the Company not inflated or discounted any portion of these estimated liabilities, the total amounts recorded at December 31, 2021 and 2020 would have been approximately \$27,358,000 and \$26,800,000, respectively, which is an increase of approximately \$3,406,000 and \$3,614,000, respectively.

NOTE 5 LONG-TERM DEBT

At December 31, long-term debt consists of the following:

	2021	2020
Senior notes payable to investors; see Note 6	\$ 499,255,000	\$ 499,255,000
Florida 2021 Bonds; see Note 7	105,175,000	-
Florida 2019 Bonds; see Note 7	46,515,000	46,515,000
Florida 2017 Bonds; see Note 7	32,500,000	32,500,000
Mississippi Bonds; see Note 7	17,500,000	17,500,000

WASTE PRO USA, INC. AND SUBSIDIARIES

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

For the Years Ended December 31, 2021 and 2020

NOTE 5 LONG-TERM DEBT (Continued)

	2021	2020
Installment note payable to a private party; interest at 2.36%; monthly principal and interest payments of \$40,430; guaranteed by a subsidiary of the Company; satisfied in 2021	-	398,792
Installment notes payable to finance companies; interest ranging from 4.95% to 6.70%; monthly principal and interest payments totaling \$1,115,135; collateralized by certain equipment; due between September 2022 and June 2025	18,680,769	37,853,431
	719,625,769	634,022,223
Plus: premium on Florida 2021 and 2019 bonds; see Note 7	7,370,705	3,033,237
	726,996,474	637,055,460
Less: unamortized debt issuance costs	10,550,874	8,967,526
	716,445,600	628,087,934
Less: current maturities	5,792,660	10,192,343
	<u>\$ 710,652,940</u>	<u>\$ 617,895,591</u>

At December 31, 2021, long-term debt (excluding original issued premium and unamortized debt issuance costs) matures as follows:

2022	\$ 5,792,660
2023	6,017,898
2024	5,173,965
2025	1,696,246
2026	499,255,000
Thereafter	201,690,000
	<u>\$ 719,625,769</u>

NOTE 6 SENIOR NOTES PAYABLE

Through a private placement offering (Bond offering), the Company has issued an aggregate principal amount of \$500,000,000 of 5.50% Senior Notes, which are due in 2026. Interest on the Senior Notes is due on February 15 and August 15 of each year. The Senior Notes are senior unsecured obligations and rank equal in right of payment to all of the Company's existing and future senior indebtedness and senior in right of payment to any subordinated indebtedness. The Senior Notes are unconditionally guaranteed on a senior unsecured basis by all of the Company's current and future significant domestic restricted subsidiaries. The Senior Notes are effectively subordinated to all the guarantors' existing and future secured indebtedness, including the Line, to the extent of the value of the assets securing such indebtedness, and will be structurally subordinated to all of the liabilities and preferred stock of any of the Company's subsidiaries that do not guarantee the Senior Notes.

WASTE PRO USA, INC. AND SUBSIDIARIES

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

For the Years Ended December 31, 2021 and 2020

NOTE 6 SENIOR NOTES PAYABLE (Continued)

The Company may redeem, at its option, all or part of the Senior Notes after February 15, 2021, at the applicable redemption prices or make-whole redemption price, plus accrued and unpaid interest to, but not including, the date of redemption.

NOTE 7 TAX-EXEMPT BONDS

During 2021, the Company borrowed \$109,996,222 of tax-exempt Industrial Revenue Bonds (IRB) of Florida Development Finance Corporation Solid Waste Disposal Revenue Bonds (Waste Pro USA, Inc. Project) Series 2021 (Florida 2021 Bonds), which consisted of a principal amount of \$105,175,000 at an original issue premium of \$4,821,222. The Florida 2021 Bonds accrue interest at 3.00% per annum commencing June 8, 2021 through maturity on June 1, 2032. The Florida 2021 Bonds require interest payments on June 1 and December 1 of each year until maturity. The recorded premium will be amortized to interest expense over the contractual term of the Florida 2021 Bonds. For the year ended December 31, 2021, amortization of the premium amounted to \$186,405.

During 2019, the Company borrowed \$49,999,904 of tax-exempt IRB of Florida Development Finance Corporation Solid Waste Disposal Revenue Bonds (Waste Pro USA, Inc. Project) Series 2019 (Florida 2019 Bonds), which consisted of a principal amount of \$46,515,000 at an original issue premium of \$3,484,904. The Florida 2019 Bonds accrue interest at 5.00% per annum and require interest payments on May 1 and November 1 of each year until maturity on May 1, 2029. The recorded premium is amortized to interest expense over the contractual term of the Florida 2019 Bonds. For the years ended December 31, 2021 and 2020, amortization of the premium amounted to \$297,349 and \$282,671, respectively.

During 2017, the Company borrowed \$50,000,000 of IRB, to include \$32,500,000 of Florida Development Finance Corporation Solid Waste Disposal Revenue Bonds (Waste Pro USA, Inc. Project) Series 2017 (Florida 2017 Bonds) and \$17,500,000 of Mississippi Business Finance Corporation Solid Waste Disposal Revenue Bond (Waste Pro USA, Inc. Project) Series 2017 (Mississippi Bonds) under their respective indentures dated August 1, 2017 (the 2017 Bonds).

The 2017 Bonds accrue interest at 5.00% per annum through August 1, 2022, at which time they may be converted from a fixed rate to a variable rate. The Florida 2017 Bonds mature August 1, 2029 and the Mississippi Bonds mature February 1, 2036. The 2017 Bonds require interest payments on February 1 and August 1 of each year until maturity.

The IRB's, are secured by revenues of the Company, and are guaranteed jointly and severally, fully, and unconditionally by certain of the Company's wholly-owned subsidiaries. Proceeds from the IRB's were used to finance or refinance certain costs relating to solid waste collection, organics and transfer, recycling and hauling facilities of the Company and to pay certain costs of issuance.

WASTE PRO USA, INC. AND SUBSIDIARIES

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

For the Years Ended December 31, 2021 and 2020

NOTE 8 INCOME TAXES

For the years ended December 31, the benefit from income taxes consists of the following:

	2021	2020
Current tax expense	\$ 224,575	\$ 186,000
Deferred tax benefit	(3,126,559)	(1,677,000)
	<u>\$ (2,901,984)</u>	<u>\$ (1,491,000)</u>

For the years ended December 31, 2021 and 2020, the tax provision differs from the expense that would result from applying statutory rates to income before income taxes primarily due to a change in goodwill for tax purposes and certain expenses not being deductible for income tax purposes.

At December 31, the net deferred tax amounts included in the consolidated balance sheets consist of the following:

	2021	2020
Deferred tax assets	91,360,559	\$ 77,891,000
Deferred tax liabilities	(79,657,000)	(69,314,000)
Deferred tax assets	<u>\$ 11,703,559</u>	<u>\$ 8,577,000</u>

At December 31, 2021 and 2020, deferred tax assets relate primarily to net operating losses, certain expenses and costs which are not deductible for tax purposes until paid, including the allowance for doubtful accounts, bonuses and reserve accruals. Deferred tax liabilities relate to the excess of tax depreciation and amortization over depreciation and amortization (including goodwill) for consolidated financial statements purposes. The Company expects to realize the deferred tax assets, net of the valuation allowance. Changes in estimates of future taxable income or in tax laws may alter this expectation.

At December 31, 2021 and 2020, noncurrent deferred tax assets are shown net of a valuation allowance of approximately \$13,197,000 for certain net operating losses not expected to be realized for state purposes. At December 31, 2021, the net operating loss carryforward for federal tax purposes approximates \$390,000,000, of which \$123,778,000 is subject to expiration on various dates beginning in 2028.

NOTE 9 RELATED PARTY TRANSACTIONS

The Company incurs a fee for use of a private plane owned by a related party. During the years ended December 31, 2021 and 2020, the Company paid approximately \$258,000 and \$79,400, respectively, for such use.

See Note 10 for additional related party disclosures.

WASTE PRO USA, INC. AND SUBSIDIARIES

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

For the Years Ended December 31, 2021 and 2020

NOTE 10 COMMITMENTS AND CONTINGENCIES

Leases

The Company leases certain offices and equipment under month-to-month and noncancelable operating lease agreements with unrelated third parties expiring through September 2031. The Company is also obligated under facility lease agreements with certain related parties expiring through November 2027.

The Company also leases and operates a landfill under a noncancelable operating lease agreement with an unrelated third-party, which expires the earlier of when the maximum capacity of the landfill is met or December 31, 2050. The landfill lease obligation is contingent upon operating factors such as disposal volumes. The agreement requires royalty fees to be paid equal to 8% of all gross revenue, subject to a monthly contractual minimum royalty obligation and office sharing expense of \$6,200. The Company is required to fund the closure obligation and post-closure obligation while they are the operator of the landfill. The contingent and minimum required costs are expensed as incurred and were not material to the consolidated financial statements for the year ending December 31, 2021.

At December 31, 2021, future minimum lease payments required under the noncancelable operating leases for offices and equipment are as follows:

	Related	Unrelated
2022	\$ 1,401,000	\$ 1,786,000
2023	1,401,000	1,089,000
2024	1,393,000	697,000
2025	743,000	628,000
2026	-	628,000
Thereafter	-	1,393,000
	<u>\$ 4,938,000</u>	<u>\$ 6,221,000</u>

Letters of Credit

At December 31, 2021, the Company has outstanding letters of credit totaling approximately \$11,060,000 as required by an insurance provider and governmental entities. The letters of credit decrease the borrowing availability on the line of credit by this amount.

Insurance

The Company's workers compensation and auto insurance coverage are provided under partially self-insured, retrospectively rated policies from independent third parties. Under the policies, premiums may be adjusted subsequent to the policy year end depending upon actual claims experienced.

At December 31, 2021, the Company estimated amounts payable on self-insured claims of approximately \$5,667,000, which is included in accrued liabilities in the accompanying 2021 consolidated balance sheet. The Company believes this amount is adequate to provide for the final disposition of such claims.

WASTE PRO USA, INC. AND SUBSIDIARIES

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

For the Years Ended December 31, 2021 and 2020

NOTE 10 COMMITMENTS AND CONTINGENCIES (Continued)

Health Insurance

The Company's health insurance is provided under a partially self-funded employee welfare benefit plan managed by an independent third party. At December 31, 2021, the Company estimated amounts payable on self-insured claims of approximately \$1,235,000, which is included in accrued liabilities in the accompanying 2021 consolidated balance sheet. The Company believes this amount is adequate to provide for the final disposition of such claims.

Legal

The Company is involved in various lawsuits in the normal course of business. As of December 31, 2021, management cannot predict the outcome of the lawsuits or estimate the amount of any loss that may result. Accordingly, no provision for any contingent liabilities that may result has been made in the consolidated financial statements. Management assesses its potential liability relating to litigation based on information available. Management believes that losses resulting from these matters, if any, would not have a material effect on the financial position of the Company.

Purchase Commitments

At December 31, 2021, the Company has made commitments to purchase vehicles, equipment and facility construction totaling approximately \$66,516,000.

NOTE 11 STOCK OPTIONS

The Company has authorized the issuance of 1,522,250 stock options to certain employees. At December 31, 2021, the Company has issued 409,500 of these options, which allow those employees to buy a prescribed number of shares of Common Stock for an exercise price ranging from \$15 to \$33 per share. At December 31, 2021, the options have an average weighted exercise price of \$18.47 per share with expiration dates through September 1, 2031. The options vest ratably over five years. Upon exercise, shares will be issued from the pool of shares reserved for issuance.

The following table summarizes activity of the options granted for the years ended December 31, 2021 and 2020:

	Number of Shares Under Option	Weighted Average Option Price
Balance - January 1, 2020	702,500	\$ 19.82
Options exercised	(30,936)	19.74
Options terminated	(265,564)	21.12
Balance - December 31, 2020	406,000	18.98
Options granted	70,000	20.00
Options exercised	(16,500)	15.73
Options terminated	(50,000)	25.60
Balance - December 31, 2021	409,500	\$ 18.47

WASTE PRO USA, INC. AND SUBSIDIARIES

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

For the Years Ended December 31, 2021 and 2020

NOTE 11 STOCK OPTIONS (Continued)

At December 31, vested and unvested options are summarized below:

	2021	2020
Vested and Exercisable	274,300	288,200
Unvested	135,200	117,800
Total Option Shares	409,500	406,000
Range of Exercise Prices	\$15 - \$33	\$15 - \$33
Weighted Average Exercise Price	\$18.47	\$18.98
Weighted Average Remaining Life (years)	5.57	5.34

The Company valued all stock options using the Black Scholes options pricing model and determined the value of the options was immaterial. Accordingly, no compensation expense or tax benefits related to stock options were recognized in 2021 or 2020.

NOTE 12 EMPLOYEE BENEFIT PLANS

Deferred Compensation Plan

The Company sponsors a nonqualified defined contribution plan under section 409A of the Internal Revenue Code, to provide deferred compensation benefits to a select group of key employees. The plan's taxes are deferred and the plan is exempt from most Employment Retirement Income Security Act of 1974 (ERISA) requirements.

The Company may make discretionary contributions and has invested in company-owned life insurance policies to satisfy future obligations under the plan. Participants vest 20% after three years and increase ratably each year until fully vested after seven years. There was no deferred compensation expense during the year ended December 31, 2021. During 2021, the Company contributed \$250,000 into the Plan. The deferred compensation liability at December 31, 2021 and 2020 was \$643,000 and \$584,033, respectively.

401(k) Plan

The Company sponsors a 401(k) plan (the Plan) covering substantially all full-time employees meeting certain minimum age and length of service requirements. Employee contributions are voluntary and employer matching contributions are based on 50% of employee contributions up to 4% of compensation. For the years ended December 31, 2021 and 2020, the Company contributed approximately \$1,897,000 and \$1,518,000, respectively, to the Plan.

SUPPLEMENTAL SCHEDULES



INDEPENDENT AUDITOR'S REPORT ON SUPPLEMENTAL SCHEDULES

Waste Pro USA, Inc. and Subsidiaries
Longwood, Florida

We have audited the consolidated financial statements of Waste Pro USA, Inc. and Subsidiaries as of and for the years ended December 31, 2021 and 2020, and our report thereon dated March 25, 2022, which expressed an unmodified opinion on those consolidated financial statements, begins on page 1. Our audits were conducted for the purpose of forming an opinion on the consolidated financial statements as a whole. The Schedules of Operating Expenses and General and Administrative Expenses for the years ended December 31, 2021 and 2020 are presented for purposes of additional analysis and are not a required part of the consolidated financial statements. Such information is the responsibility of management and was derived from and relates directly to the underlying accounting and other records used to prepare the consolidated financial statements. The information has been subjected to the auditing procedures applied in the audits of the consolidated financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the consolidated financial statements or to the consolidated financial statements themselves, and other additional procedures in accordance with auditing standards generally accepted in the United States of America. In our opinion, the information is fairly stated in all material respects in relation to the consolidated financial statements as a whole.

Vestal & Wiler

Certified Public Accountants

March 25, 2022

WASTE PRO USA, INC. AND SUBSIDIARIES

SCHEDULE OF CONSOLIDATED OPERATING EXPENSES

For the Years Ended December 31, 2021 and 2020

	2021	2020
Payroll and payroll taxes	\$ 211,588,193	\$ 183,339,707
Disposal costs	153,241,629	137,943,611
Vehicle operating costs	70,994,122	59,724,589
Repairs and maintenance	65,344,032	57,375,304
Insurance	41,906,994	40,681,000
Subcontract trucking	21,287,142	15,999,061
Contract labor	19,009,981	13,125,536
Rent	4,633,812	4,455,489
Start-up costs	3,873,832	4,116,410
Municipal fees	3,853,031	2,119,323
Utilities	3,204,870	3,030,937
Equipment rental	2,460,276	1,248,976
Property damage	2,370,456	1,787,312
Recycling material	2,165,310	2,703,212
Retirement plan contributions	1,532,593	1,207,279
Travel	1,520,610	662,465
Bond fees	1,132,654	1,035,653
Uniforms	1,121,186	1,002,220
Telephone	1,085,154	1,110,466
Licenses and permits	175,347	213,010
Sanitation supplies	70,026	77,082
Franchise fees	21,000	132,955
	<u>\$ 612,592,250</u>	<u>\$ 533,091,597</u>

WASTE PRO USA, INC. AND SUBSIDIARIES

SCHEDULE OF CONSOLIDATED GENERAL AND ADMINISTRATIVE EXPENSES

For the Years Ended December 31, 2021 and 2020

	2021	2020
Payroll and payroll taxes	\$ 34,221,248	\$ 32,556,683
Professional fees	5,981,928	5,124,686
Taxes, other than income	3,225,464	3,020,139
Training	2,942,300	2,076,206
Travel	2,697,862	1,806,138
Advertising	2,618,920	2,540,980
Insurance	2,233,049	1,784,665
Telephone	2,090,871	2,199,830
Bank charges	2,045,931	2,570,880
Postage	1,421,907	1,310,117
Computer expense	1,402,856	1,341,628
Bad debts	1,315,552	1,340,034
Office supplies	1,002,967	944,766
Rent	964,631	934,289
Office temporary labor	768,633	264,204
Retirement plan contributions	364,803	310,337
Dues and subscriptions	275,532	220,814
Repairs and maintenance	145,279	120,759
Miscellaneous	40,922	53,994
	<u>\$ 65,760,655</u>	<u>\$ 60,521,149</u>



February 6, 2023

SENT VIA E-MAIL TO: rwolk@wasteprousa.com

Waste Pro USA, Inc.
3512 Oakcliff Road
Doraville, GA 30340
Attention: Bob Wolk

Re: Waste Pro - BJ Transfer Station

Dear Mr. Wolk:

This Letter serves to confirm that Waste Pro USA, Inc. currently has the right to utilize BJ Transfer Station located at 6461 Corley Road, Norcross, Georgia for waste disposal through December 31, 2023. This right may be extended annually, by written agreement, for at least five (5) years.

If you or your office has any questions, please feel free to contact me at (561) 345-0414 or by e-mail at cdeangel@wm.com.

Sincerely,

Georgia Waste Systems, LLC

By: 

Christina DeAngelis, Esq.

Title: Assistant Secretary and
Senior Legal Counsel

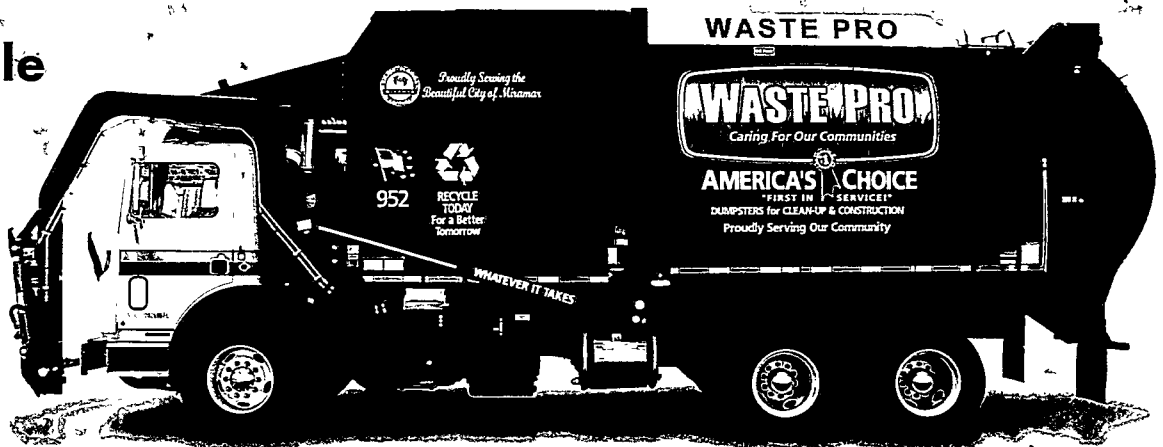
WASTE PRO®

Caring For Our Communities®

FRONT-LOAD COMMERCIAL CONTAINERS

Whatever your waste disposal needs are, count on WASTE PRO. First in Service.

- **Affordable**
- **Quick**
- **Clean**
- **Effective**



CONTAINER SIZES:

Solid Waste and Recycling programs are available. Containers can be equipped with casters and/or lid locking mechanisms, upon request.

**Adequate clearing space no less than two feet must be present on all sides of the container.*

***Plastic containers are available.*



4 Yard Bin

86" width
54" depth
61" height



6 Yard Bin

86" width
68" depth
70" height



8 Yard Bin

86" width
82" depth
75" height

For more information on Waste Pro's commercial waste services
or to reserve your dumpster, please visit us at:

wasteprousa.com

ROLL-OFF EQUIPMENT

- **Construction**
- **Demolition**
- **Industrial**
- **Commercial**



ROLL-OFF SIZES:



20 Cu. Yd. 30 Cu. Yd. 40 Cu. Yd.

22'9" length

22'9" length

22'9" length

80" width

80" width

80" width

53" height

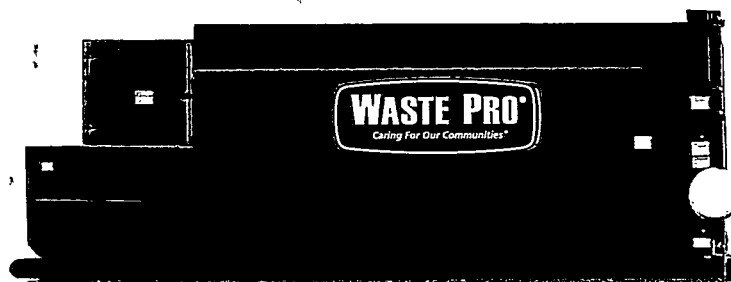
74" height

94" height

COMPACTION EQUIPMENT

Designed for Customers Individual Needs
Leak-Proof Compactor Containers Available

Reserve your equipment today at
wasteprousa.com!



AREA LOCATIONS

ALABAMA

Mobile

ARKANSAS

Blytheville
Jonesboro

FLORIDA

Citrus
Clearwater
Cocoa
Crestview
Daytona Beach
Fanning Springs
Fort Myers
Fort Pierce

Gainesville
Jacksonville
Lake City

Lake County

Ocala
Orlando
Palm Beach
Palm Coast
Panama City Beach
Pasco County
Pembroke Pines
Pensacola
Pompano
Putnam

Sanford
Sarasota
Tallahassee

GEORGIA

American Recycling
of Georgia
Athens
Atlanta
Atlanta West

LOUISIANA

Baton Rouge

Cajun County
New Orleans

MISSISSIPPI

Columbus
Gautier
Greenwood
Gulfport
Hattiesburg
Jackson
Meridian
Natchez
Southaven

MISSOURI

Steele

NORTH CAROLINA

Asheville
Charlotte South
Charlotte West
Concord

SOUTH CAROLINA

Hilton Head

TENNESSEE

Nashville
Memphis

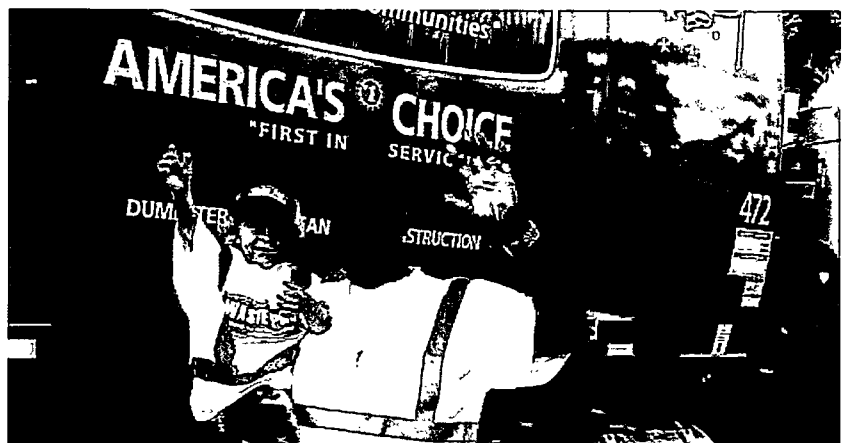
WASTE PRO®
Caring For Our Communities®

CORE VALUES

The Core Values of Waste Pro USA are fundamental and enduring principles that guide every facet of our business. They are the foundation of our corporate behavior and our daily operations. They are a collective commitment by Waste Pro USA employees, to those we serve and to each other. They determine the culture of our organization, how we work with each other, our customers, suppliers, and the communities we serve. These Core Values are at the heart of what makes Waste Pro USA the Distinguishable Difference.



- wasteprousa.com
- @Waste_Pro_USA
- wasteprousa.com



WE ARE COMMITTED TO THESE VALUES

THEY GUIDE OUR DECISIONS AND ACTIONS



PASSIONATE CUSTOMER AND COMMUNITY SERVICE

We're different. Our customers can feel a "Distinguishable Difference" in everything we do.

We care about them. We respect them and listen carefully for what they need and want. We pay great attention to detail, always looking for something to improve. We like making things better.

We're good neighbors, willing to lend a helping hand and support the communities that support us so well.

We want all our customers to be happy and loyal, and we love it when they tell their friends about the good work we do.

INTEGRITY AND SINCERITY

We set high standards for ourselves.

We value the great reputation we've built on that. We do the right thing, even when the right thing is hard.

We keep the promises we make to ourselves and others. We each take responsibility for creating and nourishing the culture we've built on trust, truth, acceptance and sincerity. We keep it real.

THE SUCCESS OF OUR PEOPLE

We have heart (and soul). We care about our co-workers and their families. We understand the important role work plays in our lives, so we make our workplace a positive place. We see clearly how we all contribute to the success of the business. We learn from and challenge each other to grow personally and professionally.

We support each other by showing up to work with enthusiasm, excitement, creativity and caring.

We celebrate our successes and reward great performance.

We encourage our "entrepreneurial spirit" and enjoy the freedom to be ourselves. We appreciate each other.

RESPECT

We treat our employees, customers, partners and suppliers with respect, appreciation and sensitivity. We learn from and celebrate different points of view. We value our unique backgrounds, skills and talents.

We work together, building and nurturing relationships that will stand the test of time. We love and respect our blue sky and green earth, and vow to protect it.

TEAMWORK

One company, one team, whatever it takes. Together we succeed. We love to collaborate and we love to compete. We're engaged, motivated and working towards the same goals. We can count on each other for support in all areas of our lives.

We communicate openly, with caring. We work together for the good of us all and have fun doing it.

PRIDE

We're Waste Pro. We're Professionals and we're proud.

We are a family.

We're part of a company with passion, purpose and vision. We have big dreams and the courage to create them. We face our challenges with courage, creativity and enthusiasm. We're part of the best team in the business. We're Waste Pro Proud.

SAFETY

We are committed to the health and well being of all our team members. We work proactively to reduce risk and drive improvement. We keep our eyes open and challenge the status-quo to protect each other and make it a safe workplace for all.

We take our training seriously and keep our skills updated. We keep our equipment in mint shape and our surroundings orderly and clean. We strive for 100% safe.

