

SOUTH GATE CITY COUNCIL SPECIAL MEETING AGENDA

Monday, June 27, 2022 at 5:30 p.m.

IN-PERSON MEETING

ZOOM & TELECONFERENCE

DIAL-IN-NUMBER: 1 (669) 900-6833

MEETING ID: 894 0806 0004

<https://us02web.zoom.us/j/89408060004>

CALL TO ORDER:

Al Rios, Mayor

ROLL CALL:

Yodit Glaze

MAYOR

Al Rios

CITY CLERK

Yodit Glaze

VICE MAYOR

Maria del Pilar Avalos

CITY TREASURER

Gregory Martinez

COUNCIL MEMBERS

Maria Davila

Denise Diaz

Gil Hurtado

INTERIM CITY MANAGER

Chris Jeffers

CITY ATTORNEY

Raul F. Salinas

MEETING COMPENSATION DISCLOSURE

Pursuant to Government Code Section 54952.3: Disclosure of compensation for meeting attendance by City Council Members is \$650 monthly regardless of the amount of meetings.

I. REPORTS, RECOMMENDATIONS AND REQUEST

1. PRESENTATION OF A BEST AND FINAL EVALUATION OF THE SOLID WASTE, RECYCLING, AND ORGANICS COLLECTION AND PROCESSING SERVICES PROPOSALS

The City Council will: (PW)

- a. Receive and file a presentation from HF&H Consultants, LLC. ("HF&H") of the best and final evaluation of the solid waste services proposals received from NASA Services, Inc., USA Universal Waste Systems, Inc. and USA Waste of California, Inc., dba Waste Management (Waste Management); and
- b. Select a vendor, and direct staff to finalize the Exclusive Franchise Agreement for Solid Waste, Recycling, and Organic Collection and Processing Services (Franchise Agreement) and present that agreement for formal consideration at the July 12, 2022, City Council meeting.

Adjournment

I, Yodit Glaze, City Clerk, certify that a true and correct copy of the foregoing Meeting Agenda was posted on June 23, 2022, at 2:56 p.m., as required by law.

/s/Yodit Glaze, Deputy City Clerk

Materials related to an item on this Agenda submitted to the City Council after distribution of the agenda packet are available for public inspection in the City Clerk's Office
8650 California Avenue, South Gate, California 90280
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JUN 23 2022

City of South Gate

CITY COUNCIL

AGENDA BILL

For the Special Meeting of: **June 27, 2022**Originating Department: **Public Works**

Department Director:


Arturo Cervantes

Interim City Manager:


Chris Jeffers

SUBJECT: PRESENTATION OF A BEST AND FINAL EVALUATION OF THE SOLID WASTE, RECYCLING, AND ORGANICS COLLECTION AND PROCESSING SERVICES PROPOSALS AND GIVE DIRECTION TO STAFF TO PREPARE AN EXCLUSIVE FRANCHISE AGREEMENT WITH A SELECTED VENDOR

PURPOSE: On April 19, 2022, the City Council received a presentation of three proposals submitted in response to the Request for Proposals for solid waste and recycling services. The City Council directed staff to negotiate with all three proposers, which negotiations have been completed. The City Council will receive a presentation on the best and final proposals for the purpose of selecting a vendor for staff to finalize an exclusive solid waste and recycling services franchise agreement.

RECOMMENDED ACTION: The City Council will:

- a. Receive and file a presentation from HF&H Consultants, LLC. ("HF&H") of the best and final evaluation of the solid waste services proposals received from NASA Services, Inc., USA Universal Waste Systems, Inc. and USA Waste of California, Inc. dba Waste Management (Waste Management); and
- b. Select a vendor, and direct staff to finalize the Exclusive Franchise Agreement for Solid Waste, Recycling, and Organic Collection and Processing Services (Franchise Agreement) and present that agreement for formal consideration at the July 12, 2022, City Council meeting.

FISCAL IMPACT: All costs associated with the Request for Proposals including consultant, legal and staff time will be reimbursed by the selected vendor in the amount of \$250,000 upon award of Franchise Agreement.

ANALYSIS: In providing this report and analysis, staff is mindful that choosing the appropriate service provider is difficult as many of the elements within the proposals can be reasonably viewed by policy makers with different weight on their significance. Thus, unlike other services we may present to Council where the only consideration is lowest bid price, such as trimming city trees, solid waste disposal and recycling is more complex and regulated by state and federal legislation, it is very likely a single proposer will not dominate each and every element in the Request for Proposal issued by the City.

This discussion and decision can be further complicated by the reality of how far the City may proceed with a failure to perform. While we don't seek nor desire to levy such actions, there are non-performance damages related to the elements, even the ultimate provision for dissolving the agreement

for significant or continued non-performance of the agreement because this service is so critical to the health and safety of the community. Yet, imposing damages or dissolving an agreement have practical limitations and are subject to possible due process for both parties.

So, one should look at this agreement as being for the full 10 years with all the good times and any bad times. As we have discussed several times, the transitional period, to provide service for the City is a minimum of 4 to 6 months, even if you accept used equipment. The investment is likely hundreds of thousands of dollars as well. Thus, implementing plan B is a potential nightmare if the Plan A vendor cannot fulfill the terms of the Franchise Agreement.

Given our earlier statement of who may be the best vendor for the proposed solid waste services, that is on many levels subjective. Reasonable people can differ as to the priority of importance within the three proposals received by the City. We do think it is important for the City Council to understand the particular areas we as your staff are focused on. We believe giving consideration to these areas may assist you in reaching your conclusion as to the most beneficial proposal for all parties, and most importantly, to the community:

1. Transition – This is a new process for all solid waste customers. All residential customers will be getting a third container for the collection of commingled yard and food waste and almost all businesses will be getting a second, if not a third container for recyclables and organics. Each container has a specific use and cannot be contaminated with unpermitted items. This is going to require not only significant initial educational outreach but on-going outreach for the term of the agreement.

For a new provider, it will require significant lead time to ensure staffing, bins, carts and vehicles are in place to operate seamlessly starting January 1, 2023. This will be on top of the educational effort discussed above.

2. Pricing – The pricing is not for a singular item but covers different scenarios depending on the individual customer needs. For residential curbside collection, all but a small percentage will get 96-gallon containers, but depending on need, may select a 32-gallon, 64-gallon, or may need more than one 96-gallon container. Overall curbside residential represents approximately 85% to 90% of total customers in the City the vendor will be servicing.

For commercial, they will have a myriad of options as well, from a 64-gallon, one-time to six-times per week pickup, to 6-cubic yard bin one-time to six-times per week. So, beyond the particular price for a level of service, it is subjective for the first year what a particular commercial customer is going to pay as it depends on what service level they need for recycling and organics and how that will impact the size needed to handle the regular trash. Both the vendors and HF&H have in a good faith effort made educated guesses, yet we will not know until we get out there and talk to each customer how that picture really looks. Overall, commercial/multi-family customers account for about 10% to 15% of all accounts to be served by a vendor.

3. Vendor Capacity – While all vendors are providing acceptable service to their clients based on the reference check score provided by HF&H, for some, this agreement will represent a significant increase in their business operations. As stated above, we should understand that

regardless of service delivered to South Gate, we are in it for the full 10 years. That termination is a difficult process for various reasons, for example, if you attempt to terminate a franchise agreement for substantial non-performance, where do we find a substitute vendor to immediately step in when the trash carts and bins are not theirs. How can a vendor get 29,000 trash carts and several thousand trash bins? How can they get 10 to 14 trash trucks to service the community? How can they get a 100 or more employees to staff it?

Asking the “what if” is critical in this situation. What if one of the proposers loses another city’s contract can they handle the loss without impacting our agreement? If a vendor is depending on a third party to carry out a key function and that third party does not renew an agreement or significantly changes the terms later, what impact will that have on our agreement?

These points may seem very hypothetical but we have only to reach back about 20-years ago when the City terminated its solid waste agreement to know it can happen.

4. Ability to “Become Part of the Community” – How flexible is a company in meeting the City’s needs as we embark in the transition. Some of this is tangible in a company’s ability to undertake traditional engagement of collecting and sorting solid waste, but how can they involve themselves beyond that is the question we previously heard from the City Council. The Council has expressed this ability to immerse themselves in the community to be seen as a partner rather than just a business doing a contract. We admit this theme is likely the most subjective of all those listed but was important based on your earlier comments.

BACKGROUND: The City provides solid waste and recycling services to residential and commercial customers through a Franchise Agreement with Waste Management. The Franchise Agreement was approved in 2005. In 2011, the Franchise Agreement was amended and extended to expire on December 31, 2022.

The City Council is requested to select a vendor to replace the franchise agreement starting January 1, 2023. This Franchise Agreement is the most integral and complex service agreement any local government unit will enter. The proposed Franchise Agreement is designed to be fully compliant with several state laws that have become effective since the City entered into a service agreement with Waste Management back in 2011. Those state laws include Assembly Bill (AB) 341, AB 1826, and Senate Bill (SB) 1383. These latest state laws also require mandatory collection of recyclables, organics, an edible food recovery program, procurement of recycled products, securing access to recycling capacity, monitoring compliance, and, in 2024, enforcing compliance upon service users. These new mandates upon cities and counties have been discussed several times during the last year to explain the changes needing to occur and implementing several changes to our municipal code in order for the City to have the infrastructure in place when this new Franchise Agreement becomes effective on January 1, 2023.

A competitive selection process was undertaken to procure the Franchise Agreement that included the City Council, the Ad Hoc Waste Management Subcommittee (Subcommittee), City Administration, Public Works Department, HF&H and receiving public input at Council Meetings.

The Subcommittee, which comprised of Council Member Maria Davila and Council Member Denise Diaz, was formed in early 2021 to discuss the options for procuring a new Franchise Agreement. Staff presented two options, which included either, (a) negotiating contract extension with Waste Management, or (b) issuing a Request for Proposal ("RFP") to procure a new contract competitively.

At the City Council Meeting of April 27, 2021 and May 11, 2021, the City Council received the Subcommittee's and staff's recommendation and directed staff to issue an RFP to procure a new Franchise Agreement competitively by a unanimous vote. In addition, the City Council awarded a sole-source contract to HF&H to develop an RFP and manage the competitive selection process.

At the City Council Meeting of October 26, 2021, the City Council approved and authorized the release of a RFP. The RFP was released on October 27, 2021, was subsequently amended on October 28, 2021, to clarify some terms, and on December 16, 2021, to respond to questions submitted by potential proposers.

On January 27, 2022, the City received three proposals from the following companies:

- NASA Services, Inc. ("NASA")
- Universal Waste Systems, Inc. ("UWS")
- USA Waste of California, Inc., dba Waste Management ("WM")

HF&H performed a preliminary review of the proposals submitted by the three companies and prepared a summary of each proposal. The evaluation reviewed each proposer's references, reviewed qualifications, and proposed rates. Each proposer's qualifications were evaluated based on the following criteria: rates, technical proposal, customer service experience, financial stability, diversion and safety record, personnel, enhancements, and requested exceptions to the draft agreement. While every attempt is made to provide risk protection through performance bonds, verification of ability to perform, past performance reference checks, etc., the exposure ultimately lies with the local government itself to make sure performance standards are met. Written questions were sent to each proposer on March 4, 2022, and each proposer was provided an opportunity to review and comment on the accuracy of the written proposal summary. Written responses from proposers to the initial questions were submitted by March 11, 2022.

At the Special City Council meeting of April 19, 2022, the City Council received a presentation and the preliminary proposal evaluation findings and authorized HF&H to proceed to negotiate with all three proposers and come back with best and final agreements. On May 5, 2022, the evaluation team conducted interviews with all three proposers. The proposers had until May 13, 2022, to submit their best and final proposals. The negotiations included proposer's rates, customer service plan, financial stability, diversion percentages, enhancements, and requested exceptions to the draft agreement.

Proposed Franchise Agreement

The State regulates the solid waste industry with laws overseeing the disposition of solid waste. The State adopts new laws from time to time to change how solid waste is required to be managed. In 2011, the State adopted AB 341 (Solid Waste: Diversion). This bill required Waste Generators to arrange for recycling services, and municipalities to implement a commercial solid waste recycling services program. It established a goal of diverting 75 percent of solid waste, as compared to 2014, by 2020. In 2014, the State adopted AB 1826 (Solid Waste: Organics). This bill required Waste Generators to arrange for organic waste recycling services, inclusive of green waste and food scraps.

Since their approval, the City as well as commercial businesses and qualifying multi-family dwellings of five or more units have been required to comply with all the requirements of AB 341 and AB 1826. In 2016, the State adopted SB 1383. SB 1383 changed how organic waste is managed statewide. SB 1383 makes organic waste recycling mandatory for all residential, commercial and industrial properties starting on January 1, 2022. Amongst other, organic waste includes landscape clipping and food scraps. Under this bill, the City is be required to ensure waste haulers operating within the City provide organic waste recycling services. Residential, commercial, and industrial properties will be required to subscribe to organic waste recycling services. The City plans to fully comply with SB 1383 starting January 1, 2023, after the proposed Franchise Agreement is approved. At the City Council Meeting of January 25, 2022, the City Council authorized the submittal of a Notification of Intent to Comply (NOIC) per SB 619. SB 619 created a mechanism through which a jurisdiction may secure administrative civil penalty relief from any continuing violations included in SB 1383 for the 2022 calendar year and may be eligible for a broader and longer-term regulatory compliance path, including suspended administrative civil penalties through a corrective action plan. SB 619 authorizes CalRecycle to waive civil penalties if a jurisdiction submits a NOIC for some or all of the regulatory requirements and successfully implements a plan to correct their violations.

Ultimately, the burden falls upon the local governments to ensure compliance with the various state mandates. The proposed Franchise Agreement is structured to ensure compliance with the various state mandates that have been placed upon the cities and counties for solid waste collection and processing. The key terms and services in the new franchise agreement, required of by any of the three proposers, are outlined on the following table

Key Terms and Services	Description
Administrative	<ul style="list-style-type: none"> Contract Term: 10 years with City's option to extend for 24 months (month-to-month), beginning January 1, 2023 Resident and commercial billing will be performed by the selected waste hauler. One-time lump sum payment of \$250,000 to offset the City's "out-of-pocket" cost of procuring a new contract. 10% franchise fee based on gross receipts collected by the franchisee. 2% AB 939/SB 1383 reimbursement based on gross receipts collected by franchisee to offset the City's costs for complying with State mandates.
Scope of Services for Residential and Multi- Family (4 units or less)	<ul style="list-style-type: none"> Three-cart system for solid waste, recyclables, and organics recycling services, inclusive of green waste and food scraps E-waste, Bulky Items and Holiday Tree collection services Sharps Collection and Alternative Service Location (not curbside) for Disabled Customers
Scope of Services for Commercial/Industrial and Multi- Family (5 units or more)	<ul style="list-style-type: none"> Bins and/or carts for solid waste, recyclables, and organics green recycling services Roll-off Box Collection-Permanent and Temporary Bulky Item Collection for Multi- Family Customers
Other Services	<ul style="list-style-type: none"> Solid Waste, Recyclables, and Organics Collection from City Facilities Solid Waste, Recyclables, and Organics Collection for City-Sponsored Events

	<ul style="list-style-type: none"> • Battery Collection and Recycling Program • Neighborhood Cleanup Events • Two (2) Annual Document Shredding Events • Two (2) Compost/Mulch Giveaway Events • On-Call Service by City Staff for Abandoned Items • Designated Area Weekly Sweep for Abandoned Items • Special Cleanup Events for Homeless Encampments • Community Development Department Plan Reviews
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The final Franchise Agreement will also include any specific elements that are part of the selected vendor such as pricing schedules, enhance community benefits and any other proposed elements.

ATTACHMENTS: A. HF&H PowerPoint Presentation
B. HF&H Updated Evaluation of Proposals
C Residential Rate Comparison

CITY OF SOUTH GATE
RECYCLING, ORGANICS, AND SOLID WASTE COLLECTION AND
RECYCLING, ORGANICS, AND C&D PROCESSING SERVICES
UPDATED PROPOSAL EVALUATION

CITY COUNCIL STUDY SESSION
JUNE 27, 2022

AGENDA

1. Schedule
2. Proposals Received
3. First Year Proposal Rate Revenue – Best and Final
4. Proposed Monthly Rate Comparison – Best and Final
5. Additional Proposal Information
6. Optional Used Oil and Used Oil Filter Program – Best and Final
7. Driver Wage Information
8. Best and Final Updated and Additional Proposal Enhancements
9. Next Steps

RFP SCHEDULE

Date	Activity
October 27, 2021	Release of RFP
November 4, 2021	Pre-Proposal Virtual Meeting
November 11, 2021	Last Day for Proposers to Submit Questions
January 27, 2022	City Received Three Proposals
March 4, 2022	Proposal Summaries and Questions Submitted to Proposers
March 11, 2022	Proposal Clarifications Received from Proposers
March 14, 2022	Present Draft Evaluation Report to City Staff
March 25, 2022	City Staff to Provide Revisions/Questions to Evaluation Report to HF&H
March 31, 2022	Present Draft Evaluation Report to City Council Solid Waste Subcommittee
April 19, 2022	Present Evaluation Report to City Council at City Council Study Session
May 2022	Negotiate and Finalize Agreement(s)
June 27, 2022	City Council to Select Contractor
July 12, 2022	Executed Agreement to Council for Award
January 1, 2023	New Service Begins

PROPOSALS RECEIVED

- NASA Services, Inc. (NASA) – NASA is a family-owned business which has been providing solid waste collection services in Los Angeles County for over 60 years.
- Universal Waste Services, Inc. (UWS) – UWS is a family-owned business established in 1986 providing solid waste collection services in California, Arizona, and New Mexico.
- USA Waste of California, dba Waste Management (WM) - WM is the largest solid waste service provider in the USA and provides solid waste collection services to over 100 jurisdictions in Southern California.

FIRST-YEAR PROPOSED RATE REVENUE – BEST AND FINAL

**Comparison of Total Rate Revenue Based on Initially Proposed First Year Rates
and Updated Best and Final First Year Rates
(based on proposers' estimates of the container distribution)
(Sorted lowest to highest)**

Line	Proposer	A	B	C	D	E	F
		As Originally Proposed (4/11/2022) (3)	Best and Final (5/12/2022)			Change in Proposed Total Rate Revenue	Change in Proposed Total Rate Revenue (2)
		Proposed Total Rate Revenue (1)	Proposed Total Rate Revenue (1)	Increase to Lowest Proposer Rate Revenue	Percent Increase to Lowest Proposer Rate Revenue		
1	UWS	\$ 13,592,000	\$ 13,477,000	\$ -	-	\$ (115,000)	-1%
2	WM	\$ 15,428,000	\$ 14,971,000	\$ 1,494,000	11%	\$ (457,000)	-3%
3	NASA	\$ 15,486,000	\$ 15,274,000	\$ 1,797,000	13%	\$ (212,000)	-1%

(1) Rate revenue does not include the optional used oil and filter collection program, or the optional public litter container collection program. For comparison, current rate revenue based on existing services is estimated at approximately \$11.6 million.

(2) Change in Proposed Total Rate Revenue reflects the change in originally proposed rate revenue and the best and final rate revenue proposed. The changes were the same for revenue calculated using the standard cart distribution and the proposed cart distribution.

(3) WM's Estimated Total Rate Revenue in Table 1A in the evaluation report dated 4/11/2022 was represented as \$15,068,000 and has been updated here.

FIRST-YEAR PROPOSED RATE REVENUE – BEST AND FINAL

**Comparison of Total Rate Revenue Based on Initially Proposed First Year Rates
and Updated Best and Final First Year Rates
(based on standardized container distribution)
(Sorted lowest to highest)**

Line	Proposer	A	B	C	D	E	F	
		As Originally Proposed (4/11/2022)	Best and Final (5/12/2022)				Change in Estimated Total Rate Revenue	Change in Estimated Total Rate Revenue (2)
		Estimated Total Rate Revenue (1)	Estimated Total Rate Revenue (1)	Increase to Lowest Proposer Rate Revenue	Percent Increase to Lowest Proposer Rate Revenue			
1	UWS	\$ 14,603,000	\$ 14,481,000	\$ -	-	\$ (122,000)	-1%	
2	NASA	\$ 14,942,000	\$ 14,732,000	\$ 251,000	2%	\$ (210,000)	-3%	
3	WM	\$ 15,654,000	\$ 15,150,000	\$ 669,000	5%	\$ (504,000)	-1%	

(1) Rate revenue does not include the optional used oil and filter collection program, or the optional public litter container collection program. For comparison, current rate revenue based on existing services is estimated at approximately \$11.6 million.

(2) Change in Proposed Total Rate Revenue reflects the change in originally proposed rate revenue and the best and final rate revenue proposed. The changes were the same for revenue calculated using the standard cart distribution and the proposed cart distribution.

PROPOSED MONTHLY RATE COMPARISON – BEST AND FINAL

Comparison of Initially Proposed and Best and Final First-Year Residential Cart Monthly Rate (96-Gallon Refuse, Recyclables, and Organics Carts¹), Effective January 1, 2023 (Sorted lowest to highest)

Line	Proposer	A	B	C	D	E
		As Originally Proposed (4/11/2022)	Best and Final (5/12/2022)			Difference in Proposed Rate from Initial Proposal
		Basic Service Residential 96-Gallon Cart Rate (per month)	Basic Service Residential 96-Gallon Cart Rate (per month)	Increase to FY 2022/23 Customer Rate	Percent Change to FY 2022/23 Customer Rate	
1	Customer Rate for Fiscal Year 2022/2023	\$ 20.58	\$ 20.58	N/A	N/A	N/A
2	WM	\$ 24.56	\$ 24.10	\$ 3.52	17%	\$ (0.46)
3	UWS	\$ 24.59	\$ 24.21	\$ 3.63	18%	\$ (0.38)
4	NASA	\$ 26.00	\$ 25.00	\$ 4.42	21%	\$ (1.00)

¹ 64 or 32-gallon service shall be made available for no reduction in charge, upon request by customer.

PROPOSED MONTHLY RATE COMPARISON – BEST AND FINAL

Comparison of Initially Proposed and Best and Final First-Year Commercial Monthly Refuse, Recycling, and Organic Rate with a 64-Gallon Organics Cart, Effective January 1, 2023
(Sorted from lowest to highest on Column B)

Line	Proposer	A	B	C	D	E
		Total Rate Using Organics Cart as Originally Proposed (4/11/2022)	Total Best and Final Rate Using Organics Cart (5/12/2022)	Best and Final Increase to FY 2022/23 Customer Rate (Rates in Column B - Line 2 Column B)	Percent Change to FY 2022/23 Customer Rate	Difference in Proposed Rate from Initial Proposal
1	NASA	\$ 214.00	\$ 214.00	\$ (8.23)	-4%	\$ -
2	Customer Rate for Fiscal Year 2022/2023	\$ 222.23	\$ 222.23	N/A	N/A	N/A
3	WM	\$ 257.98	\$ 241.00	\$ 18.77	8%	\$ (16.98)
4	UWS	\$ 262.85	\$ 262.85	\$ 40.62	18%	\$ -

PROPOSED MONTHLY RATE COMPARISON – BEST AND FINAL

Comparison of Initially Proposed and Best and Final First-Year Commercial Monthly Refuse, Recycling, and Organic Rate with a 2 Cubic Yard Organics Bin, Effective January 1, 2023 (Sorted from lowest to highest on Column B)

Line	Proposer	A	B	C	D	E
		Total Rate Using Organics Cart as Originally Proposed (4/11/2022)	Total Best and Final Rate Using Organics Cart (5/12/2022)	Best and Final Increase (Decrease) to FY 2022/23 Customer Rate (Rates in Column B - Line 4 Column B)	Percent Change to FY 2022/23 Customer Rate	Difference in Proposed Rate from Initial Proposal
1	UWS	\$ 423.10	\$ 423.10	\$ (174.48)	-29%	\$ -
2	NASA	\$ 530.00	\$ 530.00	\$ (67.58)	-11%	\$ -
3	WM	\$ 699.32	\$ 587.86	\$ (9.72)	-2%	\$ (111.46)
4	Customer Rate for Fiscal Year 2022/2023	\$ 597.58	\$ 597.58	N/A	N/A	N/A

GUARANTEED HAULER-COLLECTED DIVERSION – BEST AND FINAL

(Sorted highest to lowest)

Line	Proposer	Initially Proposed Guaranteed Diversion Rate (4/11/2022)	Best and Final Guaranteed Diversion Rate (5/12/2022)
1	NASA	40%	40%
2	UWS	36%	36%
3	WM	18%	25%

MULTI-FAMILY BULKY ITEM PROGRAM – BEST AND FINAL

Proposer	Initially Proposed Program (4/11/2022)	Best and Final Proposed Program (5/12/2022)
Current Program	Residential property managers and management companies can drop off items at WM's transfer station at no additional cost within the following limits: <ul style="list-style-type: none"> • 5 to 25 dwelling units, 5 times per year, 10 items per trip • 26 to 100 dwelling units, 10 times per year, 10 items per trip • More than 100 dwelling units, 15 times per year, 10 items per trip 	
NASA	Multi-family residents will receive one bulky item collection of five items per collection per dwelling unit per year. Pickups may be scheduled by the multi-family resident.	Four bulky item collections per year of five items per collection per the number of dwelling units in each multi-family property.
UWS	10 items per month per unit. Pickups may be scheduled by the multi-family resident.	No change
WM	10 items per year per dwelling unit. Multi-family residents may also drop off items at WM's transfer station at no additional cost.	No change

EQUIPMENT – CARTS AND BINS

Carts and Bins

Proposer	Delivery Schedule	
	Bins	Carts
NASA	Beginning November 2022	Beginning October 3, 2022
UWS	Beginning November 2022	Beginning November 2022
WM	Beginning November 2022	Delivery date not provided. Commitment letter states that containers will be delivered in time for full operation by January 1, 2023

EQUIPMENT - VEHICLES

Vehicles

Proposer	Schedule
NASA	<p>NASA's letter of commitment from Amrep states that they have 9 vehicles that can be used as front loaders (commercial bin service) or side loaders (residential cart service) which would be available April 1, 2023. Rush Truck Centers of California states that they have 6 side loaders with a chassis estimated to arrive to the body company by the end of July. A delivery date was not included.</p> <p>NASA stated that they will use model year 2012 vehicles during the interim period prior to new vehicles being delivered.</p>
UWS	<p>UWS provided a letter of commitment from Tec Equipment stating that collection vehicles would be delivered by the end of August or beginning of September 2022.</p>
WM	<p>WM's letter of commitment from Autocar states that there is a 9 to 12 month production lead time after the order is placed. In an email dated May 19, 2022, WM stated that they will use collection vehicles that are no more than 10 years of age during the interim period prior to new vehicles being delivered.</p>

OPTIONAL USED OIL AND USED OIL FILTER PROGRAM – BEST AND FINAL

First-Year Cost (Sorted from lowest to highest)

Line	Proposer	Additional Cost Per Home Per Month Initially Proposed 4/11/2022	Additional Cost Per Home Per Month Best and Final 5/12/2022	Difference
1	NASA	Did not propose		
2	WM	\$0.03	\$0.00	(\$0.03)
3	UWS	\$0.50	\$0.25	(\$0.25)

DRIVER WAGE

Driver Wage

Proposer	Collection Driver Wage		
	Low	Median	High
NASA	\$ 28.00	\$ 30.00	\$ 32.00
UWS	\$ 28.00	\$ 29.00	\$ 30.00
WM*	\$ 27.75	n/a	\$ 30.25

* WM stated that they only have two driver hourly wage rates. \$27.75 for regular route drivers and \$30.25 for swing drivers which can service all routes.

BEST AND FINAL UPDATED AND ADDITIONAL PROPOSAL ENHANCEMENTS

NASA	UWS	WM
<ul style="list-style-type: none"> • Free battery collection boxes at designated City facilities. • Rent or lease a desk at City Hall (if available) to collect payments and provide customer service. • Replace the \$2,000 contribution to the South Gate schools/LAUSD with a \$22,000 annual contribution. NASA will work with the City each year to identify recipients that will receive these funds, including the option of setting up scholarships for students. • Host a free food distribution event each quarter. At these events, residents will be able to receive grocery bags of food that may otherwise be disposed of. As part of the food distribution event, NASA will provide tips on healthy food preparation, and food waste reduction strategies. NASA will also work with local nutrition offices to provide information on WIC and CalFresh assistance available. 	<ul style="list-style-type: none"> • UWS increased the annual scholarship contribution from \$5,000 to \$10,000 for local high school students that have an interest in environment studies. • UWS revised the \$20,000 minimum annual contribution for sponsorships and donations to the City events to a \$120,000 minimum annual contribution to be used by the City Council for sponsorships, donations to community or school events, City functions, School District Events/ Programs, etc. • UWS increased the signing bonus for eligible South Gate residents that become UWS drivers from \$2,000 to \$5,000. • UWS will have customer service representatives dedicated to South Gate during the transition period at their South Gate Facility. UWS would like to hire South Gate residents to fill these positions. 	<ul style="list-style-type: none"> • WM will work with local agencies to onboard new employee positions created by the new franchise agreement. • Minimum of \$10,000 of annual contributions towards local scholarships and non-profit organizations. • Paid internship program for graduating seniors of South Gate high schools. Local payment center at 4489 Ardine Street or 10633 Ruchti Road. • Residents will have the ability to call for a used oil kit once per month. • WM will provide specialized customer service agents trained specifically on the South Gate transition. If space is available, WM will set up a help desk at City Hall. • WM will develop a Personalized Senior Citizen Services program. WM will have Personal Senior Service Consultants that will personally visit seniors upon request.

NEXT STEPS

- Present Best and Final Updated Evaluation Report to City Council
- City Council to select one proposer
- HF&H and City staff to finalize agreement with selected proposer
- Award by City Council – July 12, 2022



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June 14, 2022

Mr. Chris Jeffers
City Manager
City of South Gate
8650 California Avenue
South Gate, California 90280

**CITY OF SOUTH GATE
UPDATED EVALUATION OF SOLID WASTE SERVICES PROPOSALS**

Dear Mr. Jeffers:

Attached please find our updated evaluation report summarizing the "best and final" rate proposals and additional updated information provided by the proposers based on the May 5, 2022, negotiation meetings with each proposer.

Please call Laith at (949) 251-8902 or Debbie at (949) 251-1106 if you have any questions.

Very truly yours,

A handwritten signature in blue ink that reads 'Laith Ezzet'.

Laith Ezzet, CMC
Senior Vice President

A handwritten signature in blue ink that reads 'Debbie Morris'.

Debbie Morris, CMC
Senior Manager

Enclosure – As stated

CITY OF SOUTH GATE
Updated Evaluation of Solid Waste Services Proposals

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Attachments

1. Proposed Rate Revenue – All Proposals
2. Containers and Vehicles Letters of Commitment – NASA
3. Containers and Vehicles Letters of Commitment – UWS
4. Containers and Vehicles Letters of Commitment – WM

CITY OF SOUTH GATE

UPDATED REVIEW OF SOLID WASTE SERVICES PROPOSALS

This updated report summarizes the results of the May 5, 2022 negotiations with all three proposers performed by City of South Gate (City) staff, the City Attorney, and HF&H Consultants, LLC (HF&H).

Background

On October 27, 2021, the City of South Gate released a Request for Proposals for Recycling, Organics, and Solid Waste Collection and Recycling, Organics, and C&D Processing Services (RFP) which included the Draft Agreement (Agreement). The RFP was subsequently amended on October 28, 2021, to clarify terms, and on December 16, 2021, to respond to proposer questions.

On April 19, 2022, HF&H presented the preliminary proposal evaluation findings to the City Council at a Special Meeting of the City Council. At this meeting the City Council directed City staff and HF&H to negotiate with all three proposers to provide the opportunity for proposers to present their “best and final” customer service rates and to update certain proposed Agreement terms and proposal enhancements.

During the Special Meeting of the City Council, Councilmembers communicated the following priorities for the negotiations:

Priorities from Councilmembers:

1. Minimize impacts to both residential and commercial ratepayers (See “Proposed Rate Revenue” section and Tables 1A, 1B, 2A, 2B, and 2C)
2. Proposers’ capacity to provide the services included in the agreement (See “Financial Resources” and Table 3), and ability to provide new collection vehicles (RFP required model year 2021 or newer) (See “Equipment” “Vehicles”)
3. Regulatory compliance/maximize hauler-collected diversion (See “Waste Diversion” and Table 4)
4. Competitive wages for employees (See “Driver Wage and Benefit Information” and Table 8)
5. Customer service (See “Additional Proposal Enhancements”)
6. Community engagement including schools, paid internships, and youth sponsorships (See “Additional Proposal Enhancements”)
7. Document shredding event (RFP requires 2 per year)

Proposed Rate Revenue

As stated above, proposers were provided the opportunity to submit their “best and final” customer rates subsequent to the May 5, 2022 negotiation meetings.

Attachment 3 to the RFP included the current container distribution as reported by Waste Management. Proposers were provided the opportunity to estimate the commercial container distribution in their initial proposals based on implementation of the new services. The RFP included

the current number of residential accounts that will receive a three container (refuse, recyclable, and organic) collection system, and therefore, the proposers did not propose a different residential container distribution. Proposers utilized their initially proposed container distribution when providing their best and final customer rates. Changes made by the proposers to rates preset in the RFP, such as additional 64-gallon and 96-gallon residential solid waste carts and ancillary services, were not accepted.

Table 1A represents the estimated first-year rate revenue proposed by each company based on their estimates of the commercial container distribution, and their best and final rate proposals submitted May 12, 2022.

Table 1A
Comparison of Total Rate Revenue Based on Initially Proposed First Year Rates and Updated Best and Final First Year Rates
(based on proposers' estimates of the container distribution)
(Sorted lowest to highest)

Line	Proposer	As Originally Proposed (4/11/2022) (3)	Best and Final (5/12/2022)			Change in Proposed Total Rate Revenue	Change in Proposed Total Rate Revenue (2)
		Proposed Total Rate Revenue (1)	Proposed Total Rate Revenue (1)	Increase to Lowest Proposer Rate Revenue	Percent Increase to Lowest Proposer Rate Revenue		
1	UWS	\$ 13,592,000	\$ 13,477,000	\$ -	-	\$ (115,000)	-1%
2	WM	\$ 15,428,000	\$ 14,971,000	\$ 1,494,000	11%	\$ (457,000)	-3%
3	NASA	\$ 15,486,000	\$ 15,274,000	\$ 1,797,000	13%	\$ (212,000)	-1%

(1) Rate revenue does not include the optional used oil and filter collection program, or the optional public litter container collection program. For comparison, current rate revenue based on existing services is estimated at approximately \$11.6 million.

(2) Change in Proposed Total Rate Revenue reflects the change in originally proposed rate revenue and the best and final rate revenue proposed. The changes were the same for revenue calculated using the standard cart distribution and the proposed cart distribution.

(3) WM's Estimated Total Rate Revenue in Table 1A in the evaluation report dated 4/11/2022 was represented as \$15,068,000 and has been updated here.

As stated above, the proposers included their estimates of the commercial containers based on the regulatory changes of Senate Bill 1383 which requires that all edible food generators receive organics collection service. Commercial rate revenue is calculated by multiplying the number of containers by the rates proposed. In order to evaluate the rate revenues on a consistent basis, HF&H developed a standardized commercial container distribution that was the same for all proposers. The standardized commercial container distribution is the average of the estimated container distributions provided by the proposers.

Table 1B below shows the proposed first-year rate revenue based on the standardized container distribution and the best and final rate proposals submitted May 12, 2022. Detailed calculations based on the proposed and standardized commercial container distribution are provided in Attachment 1.

The overall difference between the highest and lowest total rate revenue proposed by the companies is only 5%. Table 1B in the Evaluation Report dated April 11, 2022, reflected a 7% overall difference between the highest and lowest total proposed rate revenue.

Table 1B
Comparison of Total Rate Revenue Based on Initially Proposed First Year Rates and Updated Best and Final First Year Rates
(based on standardized container distribution)
(Sorted lowest to highest)

Line	Proposer	As Originally Proposed (4/11/2022)	Best and Final (5/12/2022)			Change in Estimated Total Rate Revenue	Change in Estimated Total Rate Revenue (2)
		Estimated Total Rate Revenue (1)	Estimated Total Rate Revenue (1)	Increase to Lowest Proposer Rate Revenue	Percent Increase to Lowest Proposer Rate Revenue		
1	UWS	\$ 14,603,000	\$ 14,481,000	\$ -	-	\$ (122,000)	-1%
2	NASA	\$ 14,942,000	\$ 14,732,000	\$ 251,000	2%	\$ (210,000)	-3%
3	WM	\$ 15,654,000	\$ 15,150,000	\$ 669,000	5%	\$ (504,000)	-1%

(1) Rate revenue does not include the optional used oil and filter collection program, or the optional public litter container collection program. For comparison, current rate revenue based on existing services is estimated at approximately \$11.6 million.

(2) Change in Proposed Total Rate Revenue reflects the change in originally proposed rate revenue and the best and final rate revenue proposed. The changes were the same for revenue calculated using the standard cart distribution and the proposed cart distribution.

A comparison of the initially proposed rates and proposers' best and final rates for key selected services are shown in the tables below. The rates include all City fees. The South Gate rates in the yellow highlighted cells represent the customer rates which will be effective July 1, 2022.

Table 2A compares the initially proposed residential basic service rate to the best and final rate proposed by the companies and to the existing customer rate. Currently the residential basic service rate includes one cart for refuse and one cart for recyclables, the proposed rates include the addition of an organics cart to the basic service rate.

Table 2A
Comparison of Initially Proposed and Best and Final First-Year Residential Cart Monthly Rate,
Effective January 1, 2023
(Sorted lowest to highest)

Line	Proposer	As Originally Proposed (4/11/2022)	Best and Final (5/12/2022)			Difference in Proposed Rate from Initial Proposal
		Basic Service Residential 96-Gallon Cart Rate (per month)	Basic Service Residential 96-Gallon Cart Rate (per month)	Increase to Existing Customer Rate	Percent Change to Existing Customer Rate	
1	Customer Rate for Fiscal Year 2022/2023	\$ 20.58	\$ 20.58	\$ -	0%	N/A
2	WM	\$ 24.56	\$ 24.10	\$ 3.52	17%	\$ (0.46)
3	UWS	\$ 24.59	\$ 24.21	\$ 3.63	18%	\$ (0.38)
4	NASA	\$ 26.00	\$ 25.00	\$ 4.42	21%	\$ (1.00)

Tables 2B and 2C provide examples of the rate impact to a small/medium sized commercial customer and a larger commercial customer. The tables represent examples of the variety of container options which will be included in the City's Agreement; customers may select their combination of cart sizes.

The rate comparison in Table 2B is based on a small to medium sized commercial customer receiving the following services:

- One two-cubic yard refuse bin serviced one time per week;
- One 96-gallon recycling cart serviced one time per week; and,
- One 64-gallon organics cart serviced one time per week.

The two-cubic yard refuse bin collected one time per week comparison represents approximately 21% of current commercial refuse containers based on operational data submitted by WM.

NASA and UWS did not adjust the rates included in this example in their best and final proposals compared to their initial proposals.

Table 2B
Comparison of Initially Proposed and Best and Final First-Year Commercial Monthly Refuse, Recycling, and Organic Rate with a 64-Gallon Organics Cart, Effective January 1, 2023
(Sorted from lowest to highest on Column B)

Line	Proposer	A	B	C	D	E
		Total Rate Using Organics Cart as Originally Proposed (4/11/2022)	Total Best and Final Rate Using Organics Cart (5/12/2022)	Best and Final Increase to FY 2022/23 Customer Rate (Rates in Column B - Line 2 Column B)	Percent Change to FY 2022/23 Customer Rate	Difference in Proposed Rate from Initial Proposal
1	NASA	\$ 214.00	\$ 214.00	\$ (8.23)	-4%	\$ -
2	Customer Rate for Fiscal Year 2022/2023	\$ 222.23	\$ 222.23	N/A	N/A	N/A
3	WM	\$ 257.98	\$ 241.00	\$ 18.77	8%	\$ (16.98)
4	UWS	\$ 262.85	\$ 262.85	\$ 40.62	18%	\$ -

The rate comparison in Table 2C is based on a larger sized commercial customer receiving the following services:

- One three-cubic yard refuse bin serviced twice per week;
- One two-cubic yard recycling bin serviced one time per week; and,
- One two-cubic yard organics bin serviced one time per week.

The three-cubic yard refuse bin collected two times per week comparison represents approximately 9% of current commercial refuse containers based on operational data submitted by WM. NASA and UWS did not change the rates included in this example in their best and final proposals compared to their initial proposals.

Table 2C
Comparison of Initially Proposed and Best and Final First-Year Commercial Monthly Refuse, Recycling, and Organic Rate with a 2 Cubic Yard Organics Bin, Effective January 1, 2023
(Sorted from lowest to highest on Column B)

Line	Proposer	A	B	C	D	E
		Total Rate Using Organics Cart as Originally Proposed (4/11/2022)	Total Best and Final Rate Using Organics Cart (5/12/2022)	Best and Final Increase (Decrease) to FY 2022/23 Customer Rate (Rates in Column B - Line 4 Column B)	Percent Change to FY 2022/23 Customer Rate	Difference in Proposed Rate from Initial Proposal
1	UWS	\$ 423.10	\$ 423.10	\$ (174.48)	-29%	\$ -
2	NASA	\$ 530.00	\$ 530.00	\$ (67.58)	-11%	\$ -
3	WM	\$ 699.32	\$ 587.86	\$ (9.72)	-2%	\$ (111.46)
4	Customer Rate for Fiscal Year 2022/2023	\$ 597.58	\$ 597.58	N/A	N/A	N/A

Financial Resources

The South Gate annual rate revenue proposed by each company as a percentage of total company revenues is shown in Table 3. This is an indicator of the size of the South Gate contract relative to the company's other operations. The size of the South Gate contract is relatively larger compared to existing company revenues for NASA and UWS, which are regional, privately held companies, than it is for WM, with over \$15 billion in annual company revenue.

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

Line	Proposer	South Gate Contract Revenue as a Percentage of Company Revenue
1	WM	<1%
2	UWS	12%
3	NASA ⁽¹⁾	30% to 33%
(1) 30% is based on NASA's projected 2022 revenue which includes a new commercial franchise in the City of Glendale. The 33% is based on their 2021 revenue of \$44.4M		

Waste Diversion

The proposers were provided the opportunity to revisit their initially proposed guaranteed hauler-collected diversion rate As shown in Table 4, NASA and UWS retained the same diversion percentages that they initially proposed. WM increased the hauler-collected diversion percentage from 18% to 25%.

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

Line	Proposer	Initially Proposed Guaranteed Diversion Rate (4/11/2022)	Best and Final Guaranteed Diversion Rate (5/12/2022)
1	NASA	40%	40%
2	UWS	36%	36%
3	WM	18%	25%

UWS and WM own and/or operate the processing facilities included in their proposal to process the City's recyclables and organic waste to divert these materials from landfilling. UWS' guaranteed diversion percentage is based in part on collecting commingled refuse and organics from certain multi-family and commercial properties and processing this material at their Santa Fe Springs material recovery facility. SB 1383 requires that commingled refuse and organics are processed at a certified High Diversion Organics Waste Processing Facility (HDOWPF) and that 50% of the organic portion of

the waste is diverted from landfilling. The required diversion percentage increases to 75% in 2024. UWS stated at the May 5, 2022, negotiations meeting that they believe they will receive HDOWPF certification of their facility from CalRecycle prior to the beginning of the Agreement with the City, and if they do not receive certification, they will still meet their proposed guaranteed hauler-collected diversion percentage.

NASA does not own or operate the processing facilities included in their proposal, and therefore does not have the control afforded to UWS and WM which own their facilities; however, NASA's proposal states that they have long term agreements for capacity and diversion with their proposed facilities.

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

Multi-Family Bulky Item Program

In an effort to mitigate illegal dumping caused by move-ins and move-outs at multi-family premises, the City's RFP required that proposers include a program for collection of bulky items from multi-family properties aligned with the City's goal to reduce illegal dumping. In addition to the proposed multi-family program, the successful proposer will also be required to perform abandoned item collection and abandoned City sweeps which are included in the Agreement.

As shown in Table 5 below, NASA submitted an updated proposed multi-family bulky item collection program; the other proposers did not make changes to their originally proposed multi-family bulky item collection program.

**Table 5
Proposed Multi-Family Bulky Item Collection Programs**

Proposer	Initially Proposed Program (4/11/2022)	Best and Final Proposed Program (5/12/2022)
NASA	Multi-family residents will receive one bulky item collection of five items per collection per dwelling unit per year. Pickups may be scheduled by the multi-family resident.	Four bulky item collections per year of five items per collection per the number of dwelling units in each multi-family property.
UWS	Multi-family residents will receive the same level of service as single-family residential customers which is monthly collection of bulky items with up to ten items per collection.	No change
WM	Multi-family tenants that receive bin service will be entitled to free bulky-item collection of up to ten items per dwelling unit per year. All bulky-item requests must be called in by the property owner/manager on behalf of the tenant. WM will work with the City to properly	No change

	<p>identify the number of units at each multi-family address. The number of units will be uploaded to WM's database, and the number of items that can be collected every calendar year will be calculated.</p> <p>Multi-family and single-family residents will also have the option of dropping off bulky items at WM's transfer station in South Gate.</p>	
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Equipment

During the negotiations meetings all proposers were requested to provide letters of commitment from manufacturers stating the containers (carts and bins), and vehicles to be used in the City would be available upon initiation of services.

Carts and Bins:

The Agreement requires that carts be new and SB 1383 compliant at the start of service. The City received letters of commitment from cart and bin manufacturers from all proposers.

Table 6
Delivery Dates Received from Proposers for Bins and Carts

Proposer	Delivery Schedule	
	Bins	Carts
NASA	Beginning November 2022	Beginning October 3, 2022
UWS	Beginning November 2022	Beginning November 2022
WM	Beginning November 2022	Delivery date not provided. Commitment letter states that containers will be delivered in time for full operation by January 1, 2023

Vehicles:

The City's Draft Agreement requires that collection vehicles to be used within the City be model year 2021 or later. The City received a letters of commitment from the manufacturer of the vehicles from NASA, UWS, and WM.

NASA:

NASA's letter of commitment from Amrep states that they have 9 vehicles that can be used as front loaders (commercial bin service) or side loaders (residential cart service) which would be available April 1, 2023. Rush Truck Centers of California states that they have 6 side loaders with a chassis estimated to arrive to the body company by the end of July. A delivery date was not included.

NASA stated that they will use model year 2012 vehicles during the interim period prior to new vehicles being delivered.

UWS:

UWS provided a letter of commitment from Tec Equipment stating that collection vehicles would be delivered by the end of August or beginning of September 2022.

WM:

WM's letter of commitment from Autocar states that there is a 9 to 12 month production lead time after the order is placed. In an email dated May 19, 2022, WM stated that they will use collection vehicles that are no more than 10 years of age during the interim period prior to new vehicles being delivered.

Optional Used Oil and Used Oil Filter Program

The City requested that proposers provide the additional cost per home per month to provide residents with a Used Oil Recovery Kit and curbside collection of used motor oil and used oil filters. Based on the negotiation meetings, UWS reduced the additional cost per home per month to \$0.25, and, as reflected in their additional enhancements, WM proposed to provide residents of single-family dwellings with a used oil recovery kit and collection once per month upon request at no additional charge.

The additional cost per home per month and first-year annual cost based on 17,498 residential accounts is included in Table 7 below.

Table 7
Proposed Additional Cost Per Home Per Month and Total First-Year Annual Cost for Optional Used Oil and Used Oil Filter Program
(sorted lowest to highest based on Additional Cost Per Home Per Month)

Line	Proposer	Additional Cost Per Home Per Month Initially Proposed 4/11/2022	Additional Cost Per Home Per Month Best and Final 5/12/2022	Difference
1	NASA	Did not propose		
2	WM	\$0.03	\$0.00	(\$0.03)
3	UWS	\$0.50	\$0.25	(\$0.25)

Driver Wage and Benefit Information

During the negotiation meetings, the proposers were asked to provide the low, median, and high hourly wages (excluding overtime) for their collection drivers, as well as a summary of the benefits offered to employees.

**Table 8
Driver Wage and Benefit Information**

Proposer	Collection Driver Wage		
	Low	Median	High
NASA	\$ 28.00	\$ 30.00	\$ 32.00
UWS	\$ 28.00	\$ 29.00	\$ 30.00
WM*	\$ 27.75	n/a	\$ 30.25

* WM stated that they only have two driver hourly wage rates. \$27.75 for regular route drivers and \$30.25 for swing drivers which can service all routes.

Benefits Summaries:

NASA:

- Medical Insurance provided to all employees and immediate family members with zero contributions required by employee, which also includes Vision and Dental
- Retirement: NASA offers all employees a 401K retirement plan with a 6% company match
- Life Insurance: NASA provides a 25k life insurance policy to all employees
- Vacation pay: 1-3 years employment 1 week paid vacation. 3-10 years employment 2 weeks paid vacation. 10+ years employment 3 weeks paid vacation
- Sick pay. 6 paid sick days per year.

UWS:

Financial Benefits:

- Annual bonus
- Paid vacation, sick, holiday, bereavement and jury duty leave
- Short-term & Long-term Disability
- Matching 401k Retirement Plan
- Free \$50,000 - \$100,000 life insurance policy
- Discounted voluntary life insurance
- Free household access to financial planners & planning tools
- Free will and trust building
- Referral bonus
- Tuition, and Training & Licensure Assistance Program

Health Benefits:

- Medical HMO or PPO coverage for the entire family (Flat Rate)
- Dental HMO or PPO coverage for the entire family
- Vision PPO coverage for the entire family
- Health Savings Account

- Flexible Spending Account
- Annual on-site metabolic screening
- \$25 per month gym memberships
- Annual Health Challenge
- Free access to health counselors & health-related planning tools
- Free access to The Calm App
- Free household access to mental health counseling
- Free household smoking cessation program

Lifestyle Benefits:

- Discounted theme park and entertainment tickets
- Monthly appreciation events
- Birthday & milestone anniversary celebrations
- Holiday drawings & give-a-ways
- Opportunities to support local charities
- Free household access to legal counseling & documents
- Free household support for acquiring child, adult or pet care
- Discounted pet insurance

WM:

Members of Teamsters Local 396 who work for WM have an affordable full coverage family healthcare plan that includes medical, prescription, dental, vision, chiropractic, and life insurance coverage. Employees earn hourly contributions to their Teamsters pension. Additionally, employees also receive yearly wage increases throughout the life of the contract between WM and Teamsters Local 396. Economic benefits to employees also include:

- Up to 4 weeks of paid vacation per year
- Paid holidays, sick days, and personal days
- Funeral leave, and Jury duty leave
- Night shift wage differential
- Tool allowance for mechanics
- Work boot allowance for workers
- On the job training and training premium for workers
- Reimbursement for the cost of successfully passing the required Automotive Service Excellence (ASE) certification tests

Additional Proposal Enhancements

All three proposers were provided the opportunity to update their proposal enhancements. The lists below reflect the proposers' enhancements from the initial proposals, and updated and additional enhancements from their "best and final" proposals.

NASA:

Enhancements from initial proposal:

- \$1,500 in event giveaways for Earth Day event.
- Educational booths at up to ten City events .
- Two annual backyard composting workshops and discounted compost and vermicompost bins to residents.

Updated and additional enhancements from “best and final” proposal:

- Free battery collection boxes at designated City facilities for drop-off of batteries by residents at no additional cost.
- Rent or lease a desk at City Hall (if available) to collect payments and provide customer service. This is in addition to the two additional customer service representatives that NASA would hire upon selection and execution of South Gate agreement.
- Replace the \$2,000 contribution to the South Gate schools/LAUSD with a \$22,000 annual contribution. NASA will work with the City each year to identify recipients that will receive these funds, including the option of setting up scholarships for students.
- NASA will work with local organizations to host a free food distribution event each quarter. At these events, residents will be able to receive grocery bags of food that may otherwise be disposed of. This will help encourage the connection between food waste and food rescue that SB 1383 seeks to educate on. As part of the food distribution event, NASA will provide tips on healthy food preparation, and food waste reduction strategies. NASA will also work with local nutrition offices to provide information on WIC and CalFresh assistance available.

UWS:

UWS had originally proposed to increase the current per ton fee at their South Gate compost facility by \$1 which would generate approximately \$100,000 to \$150,000 in additional annual revenue for the City. The host fee agreement is a separate agreement between the City and UWS, and as such, City staff requested that UWS reallocate the proposed increase in the host fee to a reduction in rates. In their updated proposal enhancement submittal, UWS stated that they reallocated these funds to reduce the residential basic service rate.

Enhancements from initial proposal:

- Portable restrooms to all City events free of charge in addition to providing the waste and recycling collection.
- Compost and mulch to all residents four times per year.
- Unlimited mulch, compost, and wood chips for all City facilities, parks, and City projects.

- Bi-annual job fair to hire South Gate residents. UWS will pay for truck driving school. Residents hired would receive a benefit package and an estimated \$100K per year compensation and would be eligible for a \$2,000 signing bonus upon receiving their commercial class B license.
- Two full time zero waste recycling representatives to the City of South Gate.

Updated and additional enhancements from “best and final” proposal:

- UWS increased the annual scholarship contribution from \$5,000 to \$10,000 for local high school students that have an interest in environment studies.
- UWS revised the \$20,000 minimum annual contribution for sponsorships and donations to the City events to a \$120,000 minimum annual contribution to be used by the City Council for sponsorships, donations to community or school events, City functions, School District Events/ Programs, etc.
- UWS increased the signing bonus for eligible South Gate residents that become UWS drivers from \$2,000 to \$5,000.
- UWS will have customer service representatives dedicated to South Gate during the transition period at their South Gate Facility. UWS would like to hire South Gate residents to fill these positions.

WM:

WM had originally proposed to increase the annual host fee paid to the City from their South Gate facility from \$400,000 to \$600,000. The host fee agreement is a separate agreement between the City and WM, and as such, City staff requested that WM reallocate the proposed increase in the host fee to a reduction in rates which would be included in this Agreement if WM is selected by the City.

Enhancements from initial proposal:

- Free street sweeping debris roll-off boxes disposed by Nationwide Envion at WM transfer station.
- Ongoing quarterly workshops to South Gate residents throughout the contract term.
- Coordination with the Chief of Police to launch the “Waste Watch Program.” The program includes WM’s drivers notifying the South Gate Police Department of public safety concerns observed during their routes.
- Increase the amount “At Your Door Special Collection Service” provided to City from the current \$22,500/year to \$24,000/year.

Updated and additional enhancements from “best and final” proposal:

- Employment: WM will work with local agencies to onboard new employee positions created by the new franchise agreement. On average, WM drivers are compensated over \$200,000 per year, which includes salary and benefits packages.
- Community Partnerships & Annual Scholarships: WM will commit to a minimum of \$10,000 of annual contributions towards local scholarships and non-profit organizations.
- Paid Internships: WM will begin a paid internship program for graduating seniors of South Gate high schools. Internships will be offered to one student from each of the three high schools during each calendar year.
- Local Payment Centers: WM will set up invoice payment capabilities at the South Gate facilities located at 4489 Ardine Street or 10633 Ruchti Road.
- Used Oil Filter Program: WM will provide residents of single-family dwellings with a free used oil filter program. Residents will have the ability to call for a used oil kit once per month.
- Specialized Transition Team: Prior to the commencement of the exclusive franchise agreement, WM will provide specialized customer service agents trained specifically on the South Gate transition. If space is available, WM will set up a WM Help Desk at City Hall during the transition period to address transition related questions and concerns. The WM Help Desk will be staffed by WM during normal City operating hours to provide a more personalized and in-person customer service experience to residents of the community.
- Personalized Senior Citizen Services: Prior to the commencement of the exclusive franchise agreement, WM will develop a Personalized Senior Citizen Services program. WM understands that seniors require tailored customer service and may have special needs when it comes to waste and recycling services. As part of our commitment to the senior community of South Gate, WM will have Personal Senior Service Consultants that will personally visit seniors upon request. WM's Personal Senior Service Consultants will provide in-person information about available services, provide recycling education, and help address any service-related requests.

Contract Exceptions

We confirmed during the negotiation meetings with NASA and UWS that they would accept the contract as drafted as they had originally stated in their proposals.

HF&H, City staff, and the City Attorney discussed WM's exceptions to the draft agreement during negotiation meeting with WM on May 5, 2022. Subsequent to the May 5, 2022 meeting, WM requested clarification to whether the agreement as drafted as a non-exclusive agreement should be revised as an exclusive agreement. The City Attorney and City staff are in the process of evaluating this matter in order to form a recommendation to the City Council.

Conclusion/Next Steps

It is our understanding that City staff and HF&H will attend a City Council Study Session in June 2022, to review our updated evaluation of the proposals, and that City Council will select one proposer and direct City staff and HF&H finalize the Agreement and present to the City Council for final approval and execution in July 12, 2022.

Attachment 1
PROPOSED RATE REVENUE - ALL PROPOSALS

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1-A.1

City of South Gate

PROJECTED FIRST-YEAR RATE REVENUE
Based on Standardized Commercial Container Distribution [1]

Row	Service Category	Estimated Rate Revenue Based on FY 2022/23 Rates Effective July 1, 2022 (3)										Projected First Year Annual Customer Rate Revenue (2)	
		NASA Services, Inc.		UWS		Waste Management		As Originally Proposed		Best and Final		Variance from Original	
		As Originally Proposed	Best and Final	Variance from Original	As Originally Proposed	Best and Final	Variance from Original	As Originally Proposed	Best and Final	Variance from Original	As Originally Proposed	Best and Final	Variance from Original
1	Projected Residential Cart Rate Revenue	\$ 4,709,000	\$ 5,829,000	\$ 5,618,000	\$ (211,000)	\$ 5,532,000	\$ 5,453,000	\$ (79,000)	\$ 5,526,000	\$ 5,429,000	\$ (97,000)		
2	Projected Commercial and Multi-Family Solid Waste Rate Revenue	\$ 5,209,000	\$ 5,641,000	\$ 5,641,000	\$ -	\$ 5,045,000	\$ 5,002,000	\$ (43,000)	\$ 5,267,000	\$ 5,157,000	\$ (110,000)		
3	Projected Commercial and Multi-Family Recycling Rate Revenue	\$ 256,000	\$ 779,000	\$ 779,000	\$ -	\$ 1,187,000	\$ 1,187,000	\$ -	\$ 1,078,000	\$ 1,086,000	\$ 13,000		
4	Projected Commercial and Multi-Family Organics Recycling Rate Revenue	\$ 41,000	\$ 1,001,000	\$ 1,001,000	\$ -	\$ 953,000	\$ 953,000	\$ -	\$ 1,762,000	\$ 1,522,000	\$ (240,000)		
5	Projected Roll-Off Box and Temporary Bin Rate Revenue	\$ 1,993,000	\$ 1,693,000	\$ 1,693,000	\$ -	\$ 1,886,000	\$ 1,886,000	\$ -	\$ 2,077,000	\$ 1,855,000	\$ (224,000)		
6	Total Annual Estimated First-Year Rate Revenue	\$ 12,206,000	\$ 14,943,000	\$ 14,732,000	\$ (211,000)	\$ 14,608,000	\$ 14,481,000	\$ (122,000)	\$ 15,655,000	\$ 15,097,000	\$ (558,000)		
7	Optional Used Oil and Used Oil Filter Program	N/A	-	-	\$ -	\$ 105,000	\$ 52,000	\$ (53,000)	-	-	-		
8	Total First-Year Rate Revenue Including Optional Used Oil and Used Oil Filter Program	\$ 12,206,000	\$ 14,943,000	\$ 14,732,000	\$ (211,000)	\$ 14,708,000	\$ 14,533,000	\$ (175,000)	\$ 15,655,000	\$ 15,097,000	\$ (558,000)		
9	Optional Public Utility Container Collection								\$ 50,755	\$ 50,755	\$ -		
10	Proposed Increase Over Lowest Proposed Rate Revenue (Excluding Optional Program)	N/A	-	-	\$ -	\$ 59,000	\$ 59,000	\$ -	-	-	-		

[1] Standardized commercial container distribution is based on the proposer container distribution from the RFP.
[2] Includes all City fees.
[3] Current rate revenue is based on the current container distribution from the RFP.

PROJECTED FIRST-YEAR RATE REVENUE
Based on Proposed Container Count

Row	Service Category	Projected First Year Annual Customer Rate Revenue (1)								
		NASA Services, Inc.			UWS			Waste Management		
		As Originally Proposed	Best and Final	Variance from Original	As Originally Proposed	Best and Final	Variance from Original	As Originally Proposed	Best and Final	Variance from Original
1	Projected Residential Cart Rate Revenue	\$ 5,829,000	\$ 5,618,000	\$ (211,000)	\$ 5,532,000	\$ 5,453,000	\$ (79,000)	\$ 5,526,000	\$ 5,429,000	\$ (97,000)
2	Projected Commercial and Multi-Family solid Waste Rate Revenue	\$ 5,143,000	\$ 5,143,000	\$ -	\$ 4,904,000	\$ 4,868,000	\$ (36,000)	\$ 5,793,000	\$ 5,632,000	\$ (161,000)
3	Projected Commercial and Multi-Family Recycling Rate Revenue	\$ 1,158,000	\$ 1,157,000	\$ (1,000)	\$ 717,000	\$ 717,000	\$ -	\$ 965,000	\$ 927,000	\$ (38,000)
4	Projected Commercial and Multi-Family Organics Recycling Rate Revenue	\$ 1,663,000	\$ 1,663,000	\$ -	\$ 553,000	\$ 553,000	\$ -	\$ 1,067,000	\$ 977,000	\$ (90,000)
5	Projected Roll-Off Box and Temporary Bin Rate Revenue	\$ 1,693,000	\$ 1,693,000	\$ -	\$ 1,886,000	\$ 1,886,000	\$ -	\$ 2,077,000	\$ 1,953,000	\$ (124,000)
6	Total Annual Estimated First-Year Rate Revenue, Rounded	\$ 15,486,000	\$ 15,274,000	\$ (212,000)	\$ 13,592,000	\$ 13,477,000	\$ (115,000)	\$ 15,428,000	\$ 14,918,000	\$ (510,000)

(1) Includes all City fees.

PROJECTED FIRST YEAR RESIDENTIAL CART RATES

Row	Service Category	Monthly Customer Rate (1)										# of Units as of March 2021
		South Gate Rates Effective July 1, 2022	NASA Services, Inc.			UWS			Waste Management			
			As Originally Proposed	Best and Final	Variance from Original	As Originally Proposed	Best and Final	Variance from Original	As Originally Proposed	Best and Final	Variance from Original	
1	Basic Service - 1x week, one each solid waste, recycling and organics cart - 64-gallon (rate based on size of solid waste cart)	\$ 18.66	\$ 24.17	\$ 23.17	\$ (1.00)	\$ 22.76	\$ 22.38	\$ (0.38)	\$ 22.73	\$ 22.27	\$ (0.46)	1,732 accounts (2)
2	Basic Service - 1x week, one each solid waste, recycling and organics cart - 96-gallon (rate based on size of solid waste cart)	\$ 20.58	\$ 26.00	\$ 25.00	\$ (1.00)	\$ 24.59	\$ 24.21	\$ (0.38)	\$ 24.56	\$ 24.10	\$ (0.46)	15,766 accounts (2)
3	Backyard Service - Non-Qualifying Customers	N/A	\$ 25.00	\$ 25.00	\$ -	\$ 44.59		\$ (44.59)	\$ 31.33	\$ 31.00	\$ (0.33)	- accounts (3)
4	Additional Cart Rates											
5	Solid Waste - 32-gallon	N/A	\$ 7.50	\$ 7.50	\$ -	\$ 7.78	\$ 7.78	\$ -	\$ 8.78	\$ 10.00	\$ 1.22	- carts (4)
6	Solid Waste - 64-gallon	\$ 9.22	\$ 8.78	\$ 8.78	\$ -	\$ 8.78	\$ 8.78	\$ -	\$ 8.78	\$ 8.78	\$ -	299 carts (5)
7	Solid Waste - 96-gallon	\$ 13.24	\$ 12.61	\$ 12.61	\$ -	\$ 12.61	\$ 12.61	\$ -	\$ 12.61	\$ 12.61	\$ -	2,482 carts (5)
8	Organics - Any size above 2 carts available at no additional charge	N/A	\$ 12.61	\$ 12.61	\$ -	\$ 12.61	\$ 12.61	\$ -	\$ 12.61	\$ 14.00	\$ 1.39	- carts

(1) Rates include all City fees. The franchise fee amount will be determined during negotiations. For rate proposal comparison purposes, all proposers should include a 10% franchise fee in their proposed rates

(2) Number of accounts as reported by the current hauler.

(3) Non-Qualifying Customers are able-bodied customers who elect to receive container pushout service at a higher cost. Please provide the total rate for non-qualifying backyard pushout service

(4) 32-gallon solid waste carts are not currently offered by current hauler.

(5) Number of carts as reported by the current hauler.

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I-C

City of South Gate

PROJECTED FIRST YEAR RESIDENTIAL CART RATE REVENUE

Row	Service Category	Estimated Rate Revenue Based on FY 2022/23 Rates effective July 1, 2022									
		As Originally Proposed	Best and Final	Variance from Original	As Originally Proposed	Best and Final	Variance from Original	As Originally Proposed	Best and Final	Variance from Original	Waste Management
Customer Rate Revenue											
UWS											
Waste Management											
Monthly Rate Revenue											
1	Basic Service - 1x week, one each solid waste, recycling and organics cart - 64-gallon (rate based on size of solid waste cart)	\$ 32,319.12	\$ 41,862.44	\$ 40,130.44	\$ 39,420.32	\$ 38,762.16	\$ 39,368.36	\$ 38,571.64	\$ 37,960.60	\$ 37,252.36	
2	Basic Service - 1x week, one each solid waste, recycling and organics cart - 96-gallon (rate based on size of solid waste cart)	\$ 324,464.28	\$ 409,916.00	\$ 394,150.00	\$ 387,685.94	\$ 381,694.86	\$ 387,212.96	\$ 379,960.60	\$ 37,252.36		
3	Backyard Service - Non-Qualifying Customers	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
4	Additional Cart Rates	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
5	Solid Waste - 32-gallon	\$ 2,756.78	\$ 2,625.22	\$ 2,625.22	\$ 2,625.22	\$ 2,625.22	\$ 2,625.22	\$ 2,625.22	\$ 2,625.22	\$ 2,625.22	
6	Solid Waste - 64-gallon	\$ 32,861.68	\$ 31,298.02	\$ 31,298.02	\$ 31,298.02	\$ 31,298.02	\$ 31,298.02	\$ 31,298.02	\$ 31,298.02	\$ 31,298.02	
7	Solid Waste - 96-gallon	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
8	Organics - Any size above 2 carts available at no additional charge	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
Annual Rate Revenue Calculation											
9	Total Projected Monthly Rate Revenue	\$ 392,401.86	\$ 485,701.68	\$ 468,203.68	\$ 461,029.50	\$ 454,380.26	\$ 460,504.56	\$ 452,455.48	\$ 449,908.08	\$ 449,908.08	
10	Months per year	12	12	12	12	12	12	12	12	12	
11	Total Projected Annual Rate Revenue	\$ 4,708.822	\$ 5,828.420	\$ 5,618.444	\$ 5,532.354	\$ 5,452.563	\$ 5,526.055	\$ 5,429.466	\$ 5,389.911	\$ 5,389.911	
12	Total Projected Annual Rate Revenue, Rounded	\$ 4,709,000	\$ 5,829,000	\$ 5,619,000	\$ 5,533,000	\$ 5,453,000	\$ 5,526,000	\$ 5,429,000	\$ 5,390,000	\$ 5,390,000	

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

Line	Service Category	Effective July 1, 2022		Proposed Customer Rates and % Change From Current Contract Monthly Rates										Original rates not updated. Therefore, the best and final rates equal originally proposed rates.									
		South Gate Rates		UWS					Waste Management					NSA Services, Inc.					Solid Waste Containers				
		Best and Final	Variance from Original	Best and Final	Variance from Original	Best and Final	Variance from Original	Best and Final	Variance from Original	Best and Final	Variance from Original	Best and Final	Variance from Original	Best and Final	Variance from Original	Best and Final	Variance from Original						
1	66 Gallon Cart 1x week	\$ 32.48	\$ 32.48	\$ 12.46	46%	\$ 49.00	9%	\$ 36.54	3%	\$ 73.39	-11%	\$ 11.11	-11%	\$ 73.39	-11%	\$ 12.46	34%						
2	66 Gallon Cart 2x week	\$ 66.98	\$ 66.98	\$ 22.91	32%	\$ 96.00	45%	\$ 73.00	44%	\$ 149.41	-11%	\$ 22.91	-11%	\$ 149.41	-11%	\$ 22.91	33%						
3	66 Gallon Cart 3x week	\$ 100.45	\$ 100.45	\$ 33.93	33%	\$ 134.38	45%	\$ 101.00	44%	\$ 223.00	-10%	\$ 33.93	-10%	\$ 223.00	-10%	\$ 33.93	33%						
4	66 Gallon Cart 4x week	\$ 133.95	\$ 133.95	\$ 47.81	35%	\$ 181.76	45%	\$ 133.00	44%	\$ 293.00	-10%	\$ 47.81	-10%	\$ 293.00	-10%	\$ 47.81	33%						
5	64 Gallon Cart 4x week	\$ 167.43	\$ 167.43	\$ 50.00	30%	\$ 217.43	45%	\$ 167.00	45%	\$ 352.00	-10%	\$ 50.00	-10%	\$ 352.00	-10%	\$ 50.00	28%						
6	64 Gallon Cart 5x week	\$ 200.93	\$ 200.93	\$ 50.00	25%	\$ 250.93	45%	\$ 200.00	45%	\$ 392.00	-10%	\$ 50.00	-10%	\$ 392.00	-10%	\$ 50.00	25%						
7	96 Gallon Cart 1x week	\$ 42.07	\$ 42.07	\$ 8.47	20%	\$ 50.54	19%	\$ 39.00	19%	\$ 75.00	-10%	\$ 8.47	-10%	\$ 75.00	-10%	\$ 8.47	18%						
8	96 Gallon Cart 2x week	\$ 84.17	\$ 84.17	\$ 16.94	20%	\$ 101.11	19%	\$ 78.00	19%	\$ 150.00	-10%	\$ 16.94	-10%	\$ 150.00	-10%	\$ 16.94	17%						
9	96 Gallon Cart 3x week	\$ 126.24	\$ 126.24	\$ 25.41	20%	\$ 151.65	19%	\$ 126.00	19%	\$ 225.00	-10%	\$ 25.41	-10%	\$ 225.00	-10%	\$ 25.41	16%						
10	96 Gallon Cart 4x week	\$ 168.33	\$ 168.33	\$ 33.87	20%	\$ 202.20	19%	\$ 168.00	19%	\$ 297.00	-10%	\$ 33.87	-10%	\$ 297.00	-10%	\$ 33.87	15%						
11	96 Gallon Cart 5x week	\$ 210.41	\$ 210.41	\$ 42.70	20%	\$ 253.11	19%	\$ 210.00	19%	\$ 384.00	-10%	\$ 42.70	-10%	\$ 384.00	-10%	\$ 42.70	14%						
12	96 Gallon Cart 6x week	\$ 252.48	\$ 252.48	\$ 50.49	20%	\$ 302.97	19%	\$ 252.00	19%	\$ 456.00	-10%	\$ 50.49	-10%	\$ 456.00	-10%	\$ 50.49	13%						
13	2 Cubic Yard 1x week	\$ 213.17	\$ 213.17	\$ 145.00	10%	\$ 358.17	10%	\$ 213.00	10%	\$ 503.00	-10%	\$ 145.00	-10%	\$ 503.00	-10%	\$ 145.00	11%						
14	2 Cubic Yard 2x week	\$ 426.34	\$ 426.34	\$ 290.00	30%	\$ 716.34	10%	\$ 426.00	30%	\$ 843.00	-10%	\$ 290.00	-10%	\$ 843.00	-10%	\$ 290.00	13%						
15	2 Cubic Yard 3x week	\$ 639.44	\$ 639.44	\$ 425.00	49%	\$ 1064.44	10%	\$ 639.00	49%	\$ 1214.00	-10%	\$ 425.00	-10%	\$ 1214.00	-10%	\$ 425.00	16%						
16	2 Cubic Yard 4x week	\$ 852.55	\$ 852.55	\$ 555.25	49%	\$ 1407.80	10%	\$ 852.00	49%	\$ 1657.25	-10%	\$ 555.25	-10%	\$ 1657.25	-10%	\$ 555.25	15%						
17	2 Cubic Yard 5x week	\$ 1065.66	\$ 1065.66	\$ 706.25	38%	\$ 1771.91	10%	\$ 1065.00	38%	\$ 2078.16	-10%	\$ 706.25	-10%	\$ 2078.16	-10%	\$ 706.25	14%						
18	2 Cubic Yard 6x week	\$ 1278.77	\$ 1278.77	\$ 817.25	38%	\$ 2096.02	10%	\$ 1278.00	38%	\$ 2313.27	-10%	\$ 817.25	-10%	\$ 2313.27	-10%	\$ 817.25	13%						
19	3 Cubic Yard 1x week	\$ 170.15	\$ 170.15	\$ 160.00	-6%	\$ 330.15	15%	\$ 170.00	-6%	\$ 330.15	-12%	\$ 160.00	-12%	\$ 330.15	-12%	\$ 160.00	19%						
20	3 Cubic Yard 2x week	\$ 340.35	\$ 340.35	\$ 320.00	-6%	\$ 660.35	15%	\$ 340.00	-6%	\$ 660.35	-12%	\$ 320.00	-12%	\$ 660.35	-12%	\$ 320.00	21%						
21	3 Cubic Yard 3x week	\$ 510.50	\$ 510.50	\$ 480.00	-6%	\$ 990.50	15%	\$ 510.00	-6%	\$ 990.50	-12%	\$ 480.00	-12%	\$ 990.50	-12%	\$ 480.00	20%						
22	3 Cubic Yard 4x week	\$ 680.65	\$ 680.65	\$ 640.00	-6%	\$ 1320.65	15%	\$ 680.00	-6%	\$ 1320.65	-12%	\$ 640.00	-12%	\$ 1320.65	-12%	\$ 640.00	18%						
23	3 Cubic Yard 5x week	\$ 850.80	\$ 850.80	\$ 810.00	-5%	\$ 1660.80	15%	\$ 850.00	-5%	\$ 1660.80	-12%	\$ 810.00	-12%	\$ 1660.80	-12%	\$ 810.00	16%						
24	3 Cubic Yard 6x week	\$ 1020.95	\$ 1020.95	\$ 980.00	-4%	\$ 2000.95	15%	\$ 1020.00	-4%	\$ 2000.95	-12%	\$ 980.00	-12%	\$ 2000.95	-12%	\$ 980.00	14%						
25	4 Cubic Yard 1x week	\$ 196.37	\$ 196.37	\$ 210.00	7%	\$ 406.37	7%	\$ 196.00	7%	\$ 406.37	-13%	\$ 210.00	-13%	\$ 406.37	-13%	\$ 210.00	25%						
26	4 Cubic Yard 2x week	\$ 392.74	\$ 392.74	\$ 420.00	34%	\$ 812.74	15%	\$ 392.00	34%	\$ 812.74	-13%	\$ 420.00	-13%	\$ 812.74	-13%	\$ 420.00	26%						
27	4 Cubic Yard 3x week	\$ 589.11	\$ 589.11	\$ 630.00	45%	\$ 1219.11	15%	\$ 589.00	45%	\$ 1219.11	-13%	\$ 630.00	-13%	\$ 1219.11	-13%	\$ 630.00	27%						
28	4 Cubic Yard 4x week	\$ 785.48	\$ 785.48	\$ 840.00	45%	\$ 1625.48	15%	\$ 785.00	45%	\$ 1625.48	-13%	\$ 840.00	-13%	\$ 1625.48	-13%	\$ 840.00	28%						
29	4 Cubic Yard 5x week	\$ 981.85	\$ 981.85	\$ 1050.00	45%	\$ 2031.85	15%	\$ 981.00	45%	\$ 2031.85	-13%	\$ 1050.00	-13%	\$ 2031.85	-13%	\$ 1050.00	29%						
30	4 Cubic Yard 6x week	\$ 1178.22	\$ 1178.22	\$ 1260.00	45%	\$ 2438.22	15%	\$ 1178.00	45%	\$ 2438.22	-13%	\$ 1260.00	-13%	\$ 2438.22	-13%	\$ 1260.00	30%						
31	6 Cubic Yard 1x week	\$ 298.47	\$ 298.47	\$ 300.00	1%	\$ 600.47	1%	\$ 298.00	1%	\$ 600.47	-66%	\$ 300.00	-66%	\$ 600.47	-66%	\$ 300.00	31%						
32	6 Cubic Yard 2x week	\$ 596.94	\$ 596.94	\$ 600.00	22%	\$ 1202.94	1%	\$ 596.00	22%	\$ 1202.94	-66%	\$ 600.00	-66%	\$ 1202.94	-66%	\$ 600.00	32%						
33	6 Cubic Yard 3x week	\$ 895.41	\$ 895.41	\$ 900.00	22%	\$ 1802.41	1%	\$ 895.00	22%	\$ 1802.41	-66%	\$ 900.00	-66%	\$ 1802.41	-66%	\$ 900.00	33%						
34	6 Cubic Yard 4x week	\$ 1193.88	\$ 1193.88	\$ 1200.00	42%	\$ 2393.88	1%	\$ 1193.00	42%	\$ 2393.88	-66%	\$ 1200.00	-66%	\$ 2393.88	-66%	\$ 1200.00	34%						
35	6 Cubic Yard 5x week	\$ 1388.35	\$ 1388.35	\$ 1390.00	63%	\$ 2778.35	1%	\$ 1388.00	63%	\$ 2778.35	-66%	\$ 1390.00	-66%	\$ 2778.35	-66%	\$ 1390.00	35%						
36	6 Cubic Yard 6x week	\$ 1582.82	\$ 1582.82	\$ 1590.00	81%	\$ 3172.82	1%	\$ 1582.00	81%	\$ 3172.82	-66%	\$ 1590.00	-66%	\$ 3172.82	-66%	\$ 1590.00	36%						
37	2 Cubic Yard 2nd compactor 1x week	\$ 393.99	\$ 393.99	\$ 300.00	-24%	\$ 693.99	1%	\$ 393.00	-24%	\$ 693.99	-88%	\$ 300.00	-88%	\$ 693.99	-88%	\$ 300.00	37%						
38	2 Cubic Yard 2nd compactor 2x week	\$ 787.98	\$ 787.98	\$ 600.00	-24%	\$ 1387.98	1%	\$ 787.00	-24%	\$ 1387.98	-88%	\$ 600.00	-88%	\$ 1387.98	-88%	\$ 600.00	38%						
39	2 Cubic Yard 2nd compactor 3x week	\$ 1181.97	\$ 1181.97	\$ 900.00	-24%	\$ 2081.97	1%	\$ 1181.00	-24%	\$ 2081.97	-88%	\$ 900.00	-88%	\$ 2081.97	-88%	\$ 900.00	39%						
40	2 Cubic Yard 2nd compactor 4x week	\$ 1575.96	\$ 1575.96	\$ 1150.00	-27%	\$ 2725.96	1%	\$ 1575.00	-27%	\$ 2725.96	-88%	\$ 1150.00	-88%	\$ 2725.96	-88%	\$ 1150.00	40%						
41	2 Cubic Yard 2nd compactor 5x week	\$ 1969.95	\$ 1969.95	\$ 1350.00	-31%	\$ 3319.95	1%	\$ 1969.00	-31%	\$ 3319.95	-88%	\$ 1350.00	-88%	\$ 3319.95	-88%	\$ 1350.00	41%						
42	2 Cubic Yard 2nd compactor 6x week	\$ 2363.94	\$ 2363.94	\$ 1600.00	-33%	\$ 3963.94	1%	\$ 2363.00	-33%	\$ 3963.94	-88%	\$ 1600.00	-88%	\$ 3963.94	-88%	\$ 1600.00	42%						
43	3 Cubic Yard 1st compactor 1x week	\$ 510.45	\$ 510.45	\$ 395.00	-29%	\$ 905.45	1%	\$ 510.00	-29%	\$ 905.45	-88%	\$ 395.00	-88%	\$ 905.45	-88%	\$ 395.00	43%						
44	3 Cubic Yard 1st compactor 2x week	\$ 1020.90	\$ 1020.90	\$ 790.00	-23%	\$ 1815.90	1%	\$ 1020.00	-23%	\$ 1815.90	-88%	\$ 790.00	-88%	\$ 1815.90	-88%	\$ 790.00	44%						
45	3 Cubic Yard 1st compactor 3x week	\$ 1531.35	\$ 1531.35	\$ 1150.00	-25%	\$ 2681.35	1%	\$ 1531.00	-25%	\$ 2681.35	-88%	\$ 1150.00	-88%	\$ 2681.35	-88%	\$ 1150.00	45%						
46	3 Cubic Yard 1st compactor 4x week	\$ 2041.80	\$ 2041.80	\$ 1500.00	-27%	\$ 3541.80	1%	\$ 2041.00	-27%	\$ 3541.80	-88%	\$ 1500.00	-88%	\$ 3541.80	-88%	\$ 1500.00	46%						
47	3 Cubic Yard 1st compactor 5x week	\$ 2552.25	\$ 2552.25	\$ 1850.00	-28%	\$ 4302.25	1%	\$ 2552.00	-28%	\$ 4302.25	-88%	\$ 1850.00	-88%	\$ 4302.25	-88%	\$ 1850.00	47%						
48	3 Cubic Yard 1st compactor 6x week	\$ 3062.70	\$ 3062.70	\$ 2200.00	-28%	\$ 5262.70	1%	\$ 3062.00	-28%	\$ 5262.70	-88%	\$ 2200.00	-88%	\$ 5262.70	-88%	\$ 2200.00	48%						
49	4 Cubic Yard 1st compactor 1x week	\$ 589.09	\$ 589.09	\$ 495.00	-16%	\$ 1084.09	1%	\$ 589.00	-16%	\$ 1084.09	-88%	\$ 495.00	-88%	\$ 1084.09	-88%	\$ 495.00	49%						
50	4 Cubic Yard 1st compactor 2x week	\$ 1178.18	\$ 1178.18	\$ 990.00	-16%	\$ 2178.18	1%	\$ 1178.00	-16%	\$ 2178.18	-88%	\$ 990.00	-88%	\$ 2178.18	-88%	\$ 990.00	50%						
51	4 Cubic Yard 1st compactor 3x week	\$ 1767.27	\$ 1767.27	\$ 1485.00	-16%	\$ 3267.27	1%	\$ 1767.00	-16%	\$ 3267.27	-88%	\$ 1485.00	-88%	\$ 3267.27	-88%	\$ 1485.00	51%						
52	4 Cubic Yard 1st compactor 4x week	\$ 2356.36	\$ 2356.36	\$ 1980.00	-17%	\$ 4356.36	1%	\$ 2356.00	-17%	\$ 4356.36	-88%	\$ 1980.00	-88%	\$ 4356.36	-88%	\$ 1980.00	52%						
53	4 Cubic Yard 1st compactor 5x week	\$ 2945.45	\$ 2945.45	\$ 2475.00	-17%	\$ 5445.45	1%	\$ 2945.00	-17%	\$ 5445.45	-88%	\$ 2475.00	-88%	\$ 5445.45	-88%	\$ 2475.00	53%						
54	4 Cubic Yard 1st compactor 6x week	\$ 3534.54	\$ 3534.54	\$ 3060.00	-14%	\$ 6634.54	1%	\$ 3534.00	-14%	\$ 6634.54	-88%	\$ 3060.00	-88%	\$ 6634.54	-88%	\$ 3060.00	54%						
55	4 Cubic Yard 2nd compactor 6x week	\$ 1359.93	\$ 1359.93	\$ 2970.00	94%	\$ 2719.93	1%	\$ 1359.00	94%	\$ 2719.93	-55%	\$ 2970.00	-55%	\$ 2719.93	-55%	\$ 2970.00	55%						
56	Push Out Service 1x week	\$ 65.77	\$ 65.77	\$ 38.00	-42%	\$ 103.77	1%	\$ 65.00	-42%	\$ 103.77	-88%	\$ 38.00	-88%	\$ 103.77	-88%	\$ 38.00	56%						
57	Push Out Service 2x week	\$ 131.54	\$ 131.54	\$ 76.00	-42%	\$ 207.54	1%	\$ 131.00	-42%	\$ 207.54	-88%	\$ 76.00	-88%	\$ 207.54	-88%	\$ 76.00	57%						
58	Push Out Service 3x week	\$ 197.31	\$ 197.31	\$ 114.00	-42%	\$ 311.31	1%	\$ 197.00	-42%	\$ 311.31	-88%	\$ 114.00	-88%	\$ 311.31	-88%	\$ 114.00	58%						
59	Push Out Service 4x week	\$ 263.08	\$ 263.08	\$ 152.00	-42%	\$ 415.08	1%	\$ 263.00	-42%	\$ 415.08	-88%	\$ 152.00	-88%	\$ 415.08	-88%	\$ 152.00	59%						
60	Push Out Service 5x week	\$ 328.85	\$ 328.85	\$ 188.00	-42%	\$ 496.85	1%	\$ 328.00	-42%	\$ 496.85	-88%	\$ 188.00	-88%	\$ 496.85	-88%	\$ 188.00	60%						
61	Scout Service 1x week	\$ 22.22	\$ 22.22	\$ 35.00	33%	\$ 57.22	1%	\$ 22.00	33%	\$ 57.22	-35%	\$ 35.00	-35%	\$ 57.22	-35%	\$ 35.00	61%						
62	Scout Service 2x week	\$ 44.44	\$ 44.44	\$ 70.00	33%	\$ 114.44	1%	\$ 44.00	33%	\$ 114.44	-35%	\$ 70.00	-35%	\$ 114.44	-35%	\$ 70.00	62%						
63	Scout Service 3x week	\$ 66.67	\$ 66.67	\$ 105.00	33%	\$ 171.67	1%	\$ 66.00	33%	\$ 171.67	-35%	\$ 105.00	-35%	\$ 171.67	-35%	\$ 105.00	63%						
64	Scout Service 4x week	\$ 88.89	\$ 88.89	\$ 140.00	33%	\$ 228.89	1%	\$ 88.00	33%	\$ 228.89	-35%	\$ 140.00	-35%	\$ 228.89	-35%	\$ 140.00	64%						
65	Scout Service 5x week	\$ 111.11	\$ 111.11	\$ 180.00	33%	\$ 293.11	1%	\$ 111.00	33%	\$ 293.11	-35%	\$ 180.00	-35%	\$ 293.11	-35%	\$ 180.00	65%						
66	Scout Service 6x week	\$ 133.33	\$ 133.33	\$ 210.00	33%	\$ 353.33	1%	\$ 133.00	33%	\$ 353.33	-35%	\$ 210.00	-35%	\$ 353.33	-35%	\$ 210.00	66%						

**PROJECTED FIRST-YEAR COMMERCIAL AND MULTI-FAMILY SOLID WASTE
STANDARDIZED CONTAINER DISTRIBUTION**

Line	Service Category	Current Contract (FY 2021-22) (2)	Proposed Container Distribution			Standardized Commercial Container Distribution (1)
			NASA Services, Inc. (3)	UWS	Waste Management	
	Solid Waste Containers					
1	64 Gallon Cart 1x week	236	267	236	236	246
2	64 Gallon Cart 2x week	-	-	-	-	-
3	64 Gallon Cart 3x week	-	-	-	-	-
4	64 Gallon Cart 4x week	-	-	-	-	-
5	64 Gallon Cart 5x week	-	-	-	-	-
6	64 Gallon Cart 6x week	-	-	-	-	-
7	96 Gallon Cart 1x week	62	33	62	62	52
8	96 Gallon Cart 2x week	2	94	2	2	33
9	96 Gallon Cart 3x week	-	-	-	-	-
10	96 Gallon Cart 4x week	-	-	-	-	-
11	96 Gallon Cart 5x week	-	-	-	-	-
12	96 Gallon Cart 6x week	-	-	-	-	-
13	2 Cubic Yard 1x week	375	488	375	375	413
14	2 Cubic Yard 2x week	26	90	26	26	47
15	2 Cubic Yard 3x week	3	56	3	3	21
16	2 Cubic Yard 4x week	1	8	1	1	3
17	2 Cubic Yard 5x week	-	8	-	-	3
18	2 Cubic Yard 6x week	-	-	-	-	-
19	3 Cubic Yard 1x week	374	350	324	374	349
20	3 Cubic Yard 2x week	161	97	131	161	130
21	3 Cubic Yard 3x week	61	30	51	61	47
22	3 Cubic Yard 4x week	18	18	15	18	17
23	3 Cubic Yard 5x week	15	21	15	15	17
24	3 Cubic Yard 6x week	30	31	30	30	30
25	4 Cubic Yard 1x week	120	60	100	120	93
26	4 Cubic Yard 2x week	83	37	66	83	62
27	4 Cubic Yard 3x week	41	26	33	41	33
28	4 Cubic Yard 4x week	26	14	21	26	20
29	4 Cubic Yard 5x week	27	23	24	27	25
30	4 Cubic Yard 6x week	32	6	28	32	22

**PROJECTED FIRST-YEAR COMMERCIAL AND MULTI-FAMILY SOLID WASTE
STANDARDIZED CONTAINER DISTRIBUTION**

Line	Service Category	Current Contract (FY 2021-22) (2)	Proposed Container Distribution			Standardized Commercial Container Distribution (1)
			NASA Services, Inc. (3)	UWS	Waste Management	
	Solid Waste Containers					
31	6 Cubic Yard 1x week	18	-	16	18	11
32	6 Cubic Yard 2x week	16	-	13	16	10
33	6 Cubic Yard 3x week	13	-	13	13	9
34	6 Cubic Yard 4x week	-	-	-	-	-
35	6 Cubic Yard 5x week	7	-	6	7	4
36	6 Cubic Yard 6x week	6	-	5	6	4
37	2 Cubic Yard Compactor 1x week	-	-	-	-	-
38	2 Cubic Yard Compactor 2x week	-	-	-	-	-
39	2 Cubic Yard Compactor 3x week	-	1	-	-	-
40	2 Cubic Yard Compactor 4x week	1	-	1	1	1
41	2 Cubic Yard Compactor 5x week	-	-	-	-	-
42	2 Cubic Yard Compactor 6x week	-	-	-	-	-
43	3 Cubic Yard Compactor 1x week	-	-	-	-	-
44	3 Cubic Yard Compactor 2x week	-	-	-	-	-
45	3 Cubic Yard Compactor 3x week	-	2	-	-	1
46	3 Cubic Yard Compactor 4x week	2	-	2	2	1
47	3 Cubic Yard Compactor 5x week	-	-	-	-	-
48	3 Cubic Yard Compactor 6x week	-	-	-	-	-
49	4 Cubic Yard Compactor 1x week	1	1	1	1	1
50	4 Cubic Yard Compactor 2x week	-	-	-	-	-
51	4 Cubic Yard Compactor 3x week	-	-	-	-	-
52	4 Cubic Yard Compactor 4x week	-	-	-	-	-
53	4 Cubic Yard Compactor 5x week	-	-	-	-	-
54	4 Cubic Yard Compactor 6x week	-	-	-	-	-
55	Push Out Service 1x week	107	107	107	107	107
56	Push Out Service 2x week	1	1	1	1	1
57	Push Out Service 3x week	1	1	1	1	1
58	Push Out Service 4x week	-	-	-	-	-
59	Push Out Service 5x week	-	-	-	-	-
60	Push Out Service 6x week	-	-	-	-	-

**PROJECTED FIRST-YEAR COMMERCIAL AND MULTI-FAMILY SOLID WASTE
STANDARDIZED CONTAINER DISTRIBUTION**

Line	Service Category	Current Contract (FY 2021-22) (2)	Proposed Container Distribution			Standardized Commercial Container Distribution (1)
			NASA Services, Inc. (3)	UWS	Waste Management	
	Solid Waste Containers					
61	Scout Service 1x week	231	231	231	231	231
62	Scout Service 2x week	102	102	102	102	102
63	Scout Service 3x week	19	19	19	19	19
64	Scout Service 4x week	3	3	3	3	3
65	Scout Service 5x week	-	-	-	-	-
66	Scout Service 6x week	-	-	-	-	-
67	Locking Lids Service - Per Bin 1x week	235	235	235	235	235
68	Locking Lids Service - Per Bin 2x week	39	39	39	39	39
69	Locking Lids Service - Per Bin 3x week	30	30	30	30	30
70	Locking Lids Service - Per Bin 4x week	11	11	11	11	11
71	Locking Lids Service - Per Bin 5x week	7	7	7	7	7
72	Locking Lids Service - Per Bin 6x week	15	15	15	15	15
73	TOTAL CONTAINERS	2,558	2,562	2,401	2,558	2,506

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

(2) Current container distribution reflects the level of service provided by the current service provider as of July 2021.

(3) Because NASA used calculations to determine container counts, NASA's proposal included non-whole numbers for its containers, with a total container count for commercial and solid waste of 2,557.9 containers. HF&H used rounded figures, to the nearest whole container, in its presentation.

PROJECTED FIRST-YEAR COMMERCIAL AND MULTI-FAMILY SOLID WASTE RATE REVENUES BASED ON STANDARDIZED CONTAINER DISTRIBUTION

Line	Service Category	Estimated Rate FY 2022/23 Rates effective July 1, 2022 (2)	WASH Services, Inc.		UWS		Waste Management	
			As Originally Proposed	Best and Final	As Originally Proposed	Best and Final	As Originally Proposed	Best and Final
1	64 Gallon Cart 1x week	\$ 7,901.28	\$ 12,300.00	\$ 12,300.00	\$ 21,894.00	\$ 19,494.00	\$ (2,400.00)	\$ 8,988.84
2	64 Gallon Cart 2x week	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
3	64 Gallon Cart 3x week	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
4	64 Gallon Cart 4x week	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
5	64 Gallon Cart 5x week	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
6	64 Gallon Cart 6x week	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
7	96 Gallon Cart 1x week	\$ 2,602.34	\$ 3,120.00	\$ 3,120.00	\$ 4,628.00	\$ 4,628.00	\$ (520.00)	\$ 2,387.32
8	96 Gallon Cart 2x week	\$ 168.34	\$ 3,960.00	\$ 3,960.00	\$ 6,584.00	\$ 5,874.00	\$ (690.00)	\$ 3,080.72
9	96 Gallon Cart 3x week	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
10	96 Gallon Cart 4x week	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
11	96 Gallon Cart 5x week	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
12	96 Gallon Cart 6x week	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
13	2 Cubic Yard 1x week	\$ 49,563.75	\$ 59,885.00	\$ 59,885.00	\$ 53,640.44	\$ 53,640.44	\$ -	\$ 61,053.79
14	2 Cubic Yard 2x week	\$ 5,550.74	\$ 13,630.00	\$ 13,630.00	\$ 11,503.72	\$ 11,503.72	\$ -	\$ 11,622.73
15	2 Cubic Yard 3x week	\$ 883.32	\$ 8,930.50	\$ 8,930.50	\$ 7,305.48	\$ 7,305.48	\$ -	\$ 7,870.85
16	2 Cubic Yard 4x week	\$ 375.60	\$ 1,674.75	\$ 1,674.75	\$ 1,343.64	\$ 1,343.64	\$ -	\$ 1,506.94
17	2 Cubic Yard 5x week	\$ -	\$ 2,022.75	\$ 2,022.75	\$ 1,643.64	\$ 1,643.64	\$ -	\$ 1,889.47
18	2 Cubic Yard 6x week	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
19	3 Cubic Yard 1x week	\$ 63,636.10	\$ 55,840.00	\$ 55,840.00	\$ 52,308.12	\$ 52,308.12	\$ -	\$ 68,066.41
20	3 Cubic Yard 2x week	\$ 41,600.43	\$ 41,600.00	\$ 41,600.00	\$ 32,484.40	\$ 32,484.40	\$ -	\$ 37,422.27
21	3 Cubic Yard 3x week	\$ 22,196.07	\$ 21,808.00	\$ 21,808.00	\$ 16,444.36	\$ 16,444.36	\$ -	\$ 20,430.59
22	3 Cubic Yard 4x week	\$ 8,294.04	\$ 10,472.00	\$ 10,472.00	\$ 7,647.96	\$ 7,647.96	\$ -	\$ 9,918.74
23	3 Cubic Yard 5x week	\$ 8,353.20	\$ 12,648.00	\$ 12,648.00	\$ 9,347.96	\$ 9,347.96	\$ -	\$ 12,447.69
24	3 Cubic Yard 6x week	\$ 19,555.20	\$ 28,800.00	\$ 28,800.00	\$ 19,496.40	\$ 19,496.40	\$ -	\$ 26,429.36
25	4 Cubic Yard 1x week	\$ 26,564.11	\$ 19,530.00	\$ 19,530.00	\$ 15,798.84	\$ 15,798.84	\$ -	\$ 21,918.99
26	4 Cubic Yard 2x week	\$ 17,872.22	\$ 20,097.00	\$ 20,097.00	\$ 16,323.12	\$ 16,323.12	\$ -	\$ 21,783.56
27	4 Cubic Yard 3x week	\$ 14,464.58	\$ 16,170.00	\$ 16,170.00	\$ 13,290.40	\$ 13,290.40	\$ -	\$ 18,444.60
28	4 Cubic Yard 4x week	\$ 18,272.79	\$ 24,412.50	\$ 24,412.50	\$ 20,860.00	\$ 20,860.00	\$ -	\$ 26,454.74
29	4 Cubic Yard 5x week	\$ 24,965.76	\$ 27,720.00	\$ 27,720.00	\$ 22,094.16	\$ 22,094.16	\$ -	\$ 28,936.86
30	4 Cubic Yard 6x week	\$ 5,372.46	\$ 8,900.00	\$ 8,900.00	\$ 2,418.68	\$ 2,418.68	\$ -	\$ 3,693.13
31	6 Cubic Yard 1x week	\$ 7,866.72	\$ 6,000.00	\$ 6,000.00	\$ 4,247.60	\$ 4,247.60	\$ -	\$ 3,693.10
32	6 Cubic Yard 2x week	\$ 4,862.75	\$ 7,930.00	\$ 7,930.00	\$ 5,801.76	\$ 5,801.76	\$ -	\$ 6,363.91
33	6 Cubic Yard 3x week	\$ 2,476.64	\$ 5,580.00	\$ 5,580.00	\$ 4,337.60	\$ 4,337.60	\$ -	\$ 4,752.63
34	6 Cubic Yard 4x week	\$ 7,625.22	\$ 7,200.00	\$ 7,200.00	\$ 5,217.12	\$ 5,217.12	\$ -	\$ 5,546.92
35	6 Cubic Yard 5x week	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
36	6 Cubic Yard 6x week	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
37	2 Cubic Yard Compactor 1x week	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
38	2 Cubic Yard Compactor 2x week	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
39	2 Cubic Yard Compactor 3x week	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
40	2 Cubic Yard Compactor 4x week	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
41	2 Cubic Yard Compactor 5x week	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
42	2 Cubic Yard Compactor 6x week	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
43	3 Cubic Yard Compactor 1x week	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
44	3 Cubic Yard Compactor 2x week	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
45	3 Cubic Yard Compactor 3x week	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
46	3 Cubic Yard Compactor 4x week	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
47	3 Cubic Yard Compactor 5x week	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
48	3 Cubic Yard Compactor 6x week	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
49	4 Cubic Yard Compactor 1x week	\$ 589.09	\$ 495.00	\$ 495.00	\$ 544.21	\$ 544.21	\$ -	\$ 756.98
50	4 Cubic Yard Compactor 2x week	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
51	4 Cubic Yard Compactor 3x week	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
52	4 Cubic Yard Compactor 4x week	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
53	4 Cubic Yard Compactor 5x week	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
54	4 Cubic Yard Compactor 6x week	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
55	Push Out Service 1x week	\$ 3,617.67	\$ 2,033.00	\$ 2,033.00	\$ 3,445.40	\$ 3,445.40	\$ -	\$ 3,745.00
56	Push Out Service 2x week	\$ 65.77	\$ 38.00	\$ 38.00	\$ 64.40	\$ 64.40	\$ -	\$ 70.00
57	Push Out Service 3x week	\$ 93.95	\$ 55.10	\$ 55.10	\$ 96.80	\$ 96.80	\$ -	\$ 105.00
58	Push Out Service 4x week	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
59	Push Out Service 5x week	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
60	Push Out Service 6x week	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
61	Scout Service 1x week	\$ 12,062.82	\$ 8,085.00	\$ 8,085.00	\$ 11,487.63	\$ 11,487.63	\$ -	\$ 10,626.00
62	Scout Service 2x week	\$ 9,406.44	\$ 7,440.00	\$ 7,440.00	\$ 10,444.92	\$ 10,444.92	\$ -	\$ 9,384.00
63	Scout Service 3x week	\$ 2,591.79	\$ 1,928.50	\$ 1,928.50	\$ 2,834.61	\$ 2,834.61	\$ -	\$ 2,622.00
64	Scout Service 4x week	\$ 521.91	\$ 404.25	\$ 404.25	\$ 596.76	\$ 596.76	\$ -	\$ 550.52
65	Scout Service 5x week	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
66	Scout Service 6x week	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
67	Locking Lids Service - Per Bin 1x week	\$ 3,973.85	\$ 2,350.00	\$ 2,350.00	\$ 3,783.50	\$ 3,783.50	\$ -	\$ 3,525.00
68	Locking Lids Service - Per Bin 2x week	\$ 952.77	\$ 870.00	\$ 870.00	\$ 1,255.80	\$ 1,255.80	\$ -	\$ 1,170.00
69	Locking Lids Service - Per Bin 3x week	\$ 1,014.30	\$ 870.00	\$ 870.00	\$ 1,449.00	\$ 1,449.00	\$ -	\$ 1,350.00
70	Locking Lids Service - Per Bin 4x week	\$ 475.31	\$ 423.50	\$ 423.50	\$ 708.40	\$ 708.40	\$ -	\$ 650.00
71	Locking Lids Service - Per Bin 5x week	\$ 361.76	\$ 325.50	\$ 325.50	\$ 563.50	\$ 563.50	\$ -	\$ 525.00
72	Locking Lids Service - Per Bin 6x week	\$ 901.95	\$ 300.00	\$ 300.00	\$ 1,449.00	\$ 1,449.00	\$ -	\$ 1,350.00
73	Monthly Projected Rate Revenue	\$ 434,043.42	\$ 470,119.60	\$ 470,119.60	\$ 420,447.05	\$ 420,447.05	\$ (3,640.00)	\$ 439,751.81
74	Number of Months	12	12	12	12	12	12	12
75	Total Projected Annual Rate Revenue	\$ 5,208,521	\$ 5,641,435	\$ 5,641,435	\$ 5,001,685	\$ 5,001,685	\$ (43,000.00)	\$ 5,157,022
[1] Standardized container distribution is based on the proposed container average, rounded to nearest whole number.								
[2] Current revenue is based on current container distribution as of July 2021.								

PROJECTED FIRST-YEAR COMMERCIAL AND MULTI-FAMILY SOLID WASTE RATE REVENUE USING PROPOSER CONTAINER DISTRIBUTION

Line	Service Category	Estimated Rate Revenue Based on FY 2022/23 Rates Effective July 1, 2022	Proposed Customer Rate Revenue Using Proposer Container Distribution								
			NASA Services, Inc.			UWS			Waste Management		
			As Originally Proposed	Best and Final	Variance from Original	As Originally Proposed	Best and Final	Variance from Original	As Originally Proposed	Best and Final	Variance from Original
	Solid Waste Containers										
1	64 Gallon Cart 1x week	\$ 7,901.28	\$ 13,350.00	\$ 13,350.00	\$ -	\$ 21,004.00	\$ 18,644.00	\$ (2,360.00)	\$ 8,623.44	\$ 11,564.00	\$ 2,940.56
2	64 Gallon Cart 2x week	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
3	64 Gallon Cart 3x week	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
4	64 Gallon Cart 4x week	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
5	64 Gallon Cart 5x week	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
6	64 Gallon Cart 6x week	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
7	96 Gallon Cart 1x week	\$ 2,608.34	\$ 1,980.00	\$ 1,980.00	\$ -	\$ 6,138.00	\$ 5,518.00	\$ (620.00)	\$ 2,846.42	\$ 3,658.00	\$ 811.58
8	96 Gallon Cart 2x week	\$ 168.34	\$ 11,280.00	\$ 11,280.00	\$ -	\$ 396.00	\$ 356.00	\$ (40.00)	\$ 183.68	\$ 232.00	\$ 48.32
9	96 Gallon Cart 3x week	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
10	96 Gallon Cart 4x week	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
11	96 Gallon Cart 5x week	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
12	96 Gallon Cart 6x week	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
13	2 Cubic Yard 1x week	\$ 49,563.75	\$ 70,760.00	\$ 70,760.00	\$ -	\$ 48,705.00	\$ 48,705.00	\$ -	\$ 55,436.25	\$ 49,500.00	\$ (5,936.25)
14	2 Cubic Yard 2x week	\$ 5,550.74	\$ 26,100.00	\$ 26,100.00	\$ -	\$ 6,363.76	\$ 6,363.76	\$ -	\$ 6,208.02	\$ 6,429.60	\$ 221.58
15	2 Cubic Yard 3x week	\$ 883.32	\$ 23,548.00	\$ 23,548.00	\$ -	\$ 1,043.64	\$ 1,043.64	\$ -	\$ 987.96	\$ 1,124.41	\$ 136.45
16	2 Cubic Yard 4x week	\$ 375.60	\$ 4,466.00	\$ 4,466.00	\$ -	\$ 447.88	\$ 447.88	\$ -	\$ 420.08	\$ 502.31	\$ 82.23
17	2 Cubic Yard 5x week	\$ -	\$ 5,394.00	\$ 5,394.00	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
18	2 Cubic Yard 6x week	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
19	3 Cubic Yard 1x week	\$ 63,636.10	\$ 56,000.00	\$ 56,000.00	\$ -	\$ 48,561.12	\$ 48,561.12	\$ -	\$ 72,963.66	\$ 57,596.00	\$ (15,367.66)
20	3 Cubic Yard 2x week	\$ 43,204.35	\$ 31,040.00	\$ 31,040.00	\$ -	\$ 32,734.28	\$ 32,734.28	\$ -	\$ 48,320.93	\$ 46,346.04	\$ (1,974.89)
21	3 Cubic Yard 3x week	\$ 22,196.07	\$ 13,920.00	\$ 13,920.00	\$ -	\$ 17,843.88	\$ 17,843.88	\$ -	\$ 24,825.17	\$ 26,516.29	\$ 1,691.12
22	3 Cubic Yard 4x week	\$ 8,294.04	\$ 11,088.00	\$ 11,088.00	\$ -	\$ 6,748.20	\$ 6,748.20	\$ -	\$ 9,276.48	\$ 10,502.19	\$ 1,225.71
23	3 Cubic Yard 5x week	\$ 8,353.20	\$ 15,624.00	\$ 15,624.00	\$ -	\$ 8,248.20	\$ 8,248.20	\$ -	\$ 9,342.60	\$ 10,983.25	\$ 1,640.65
24	3 Cubic Yard 6x week	\$ 19,555.20	\$ 29,760.00	\$ 29,760.00	\$ -	\$ 19,496.40	\$ 19,496.40	\$ -	\$ 21,871.50	\$ 26,429.36	\$ 4,557.86
25	4 Cubic Yard 1x week	\$ 23,564.40	\$ 12,600.00	\$ 12,600.00	\$ -	\$ 16,988.00	\$ 16,988.00	\$ -	\$ 26,475.60	\$ 20,640.00	\$ (5,835.60)
26	4 Cubic Yard 2x week	\$ 26,076.11	\$ 15,540.00	\$ 15,540.00	\$ -	\$ 21,434.16	\$ 21,434.16	\$ -	\$ 29,164.54	\$ 26,538.51	\$ (2,626.03)
27	4 Cubic Yard 3x week	\$ 17,872.72	\$ 15,834.00	\$ 15,834.00	\$ -	\$ 16,323.12	\$ 16,323.12	\$ -	\$ 19,989.55	\$ 19,921.51	\$ (68.04)
28	4 Cubic Yard 4x week	\$ 14,464.58	\$ 11,319.00	\$ 11,319.00	\$ -	\$ 13,954.92	\$ 13,954.92	\$ -	\$ 16,177.98	\$ 16,953.04	\$ 775.06
29	4 Cubic Yard 5x week	\$ 18,272.79	\$ 22,459.50	\$ 22,459.50	\$ -	\$ 20,025.60	\$ 20,025.60	\$ -	\$ 20,437.11	\$ 22,091.12	\$ 1,654.01
30	4 Cubic Yard 6x week	\$ 24,965.76	\$ 7,560.00	\$ 7,560.00	\$ -	\$ 28,119.84	\$ 28,119.84	\$ -	\$ 27,922.88	\$ 31,498.85	\$ 3,575.97
31	6 Cubic Yard 1x week	\$ 5,372.46	\$ -	\$ -	\$ -	\$ 3,518.08	\$ 3,518.08	\$ -	\$ 6,026.94	\$ 4,482.00	\$ (1,544.94)
32	6 Cubic Yard 2x week	\$ 7,866.72	\$ -	\$ -	\$ -	\$ 5,521.88	\$ 5,521.88	\$ -	\$ 8,798.56	\$ 7,465.13	\$ (1,333.43)
33	6 Cubic Yard 3x week	\$ 8,862.75	\$ -	\$ -	\$ -	\$ 8,380.32	\$ 8,380.32	\$ -	\$ 9,912.63	\$ 9,192.32	\$ (720.31)
34	6 Cubic Yard 4x week	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
35	6 Cubic Yard 5x week	\$ 7,476.84	\$ -	\$ -	\$ -	\$ 6,506.40	\$ 6,506.40	\$ -	\$ 8,158.50	\$ 8,317.13	\$ 158.63
36	6 Cubic Yard 6x week	\$ 7,625.22	\$ -	\$ -	\$ -	\$ 6,521.40	\$ 6,521.40	\$ -	\$ 8,320.38	\$ 8,572.15	\$ 251.77

37	2 Cubic Yard Compactor 1x week	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
38	2 Cubic Yard Compactor 2x week	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
39	2 Cubic Yard Compactor 3x week	\$ -	\$ 870.00	\$ 870.00	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
40	2 Cubic Yard Compactor 4x week	\$ 754.80	\$ -	\$ -	\$ -	\$ 1,455.88	\$ 1,455.88	\$ -	\$ 1,221.67	\$ 1,627.92	\$ 406.25	\$ -	\$ -
41	2 Cubic Yard Compactor 5x week	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
42	2 Cubic Yard Compactor 6x week	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
43	3 Cubic Yard Compactor 1x week	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
44	3 Cubic Yard Compactor 2x week	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
45	3 Cubic Yard Compactor 3x week	\$ -	\$ 2,291.00	\$ 2,291.00	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
46	3 Cubic Yard Compactor 4x week	\$ 1,948.56	\$ -	\$ -	\$ -	\$ 3,772.48	\$ 3,772.48	\$ -	\$ 3,016.68	\$ 4,218.19	\$ 1,201.51	\$ -	\$ -
47	3 Cubic Yard Compactor 5x week	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
48	3 Cubic Yard Compactor 6x week	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
49	4 Cubic Yard Compactor 1x week	\$ 589.09	\$ 495.00	\$ 495.00	\$ -	\$ 544.21	\$ 544.21	\$ -	\$ 756.98	\$ 756.98	\$ -	\$ -	\$ -
50	4 Cubic Yard Compactor 2x week	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
51	4 Cubic Yard Compactor 3x week	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
52	4 Cubic Yard Compactor 4x week	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
53	4 Cubic Yard Compactor 5x week	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
54	4 Cubic Yard Compactor 6x week	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
55	Push Out Service 1x week	\$ 3,617.67	\$ 2,033.00	\$ 2,033.00	\$ -	\$ 3,445.40	\$ 3,445.40	\$ -	\$ 3,445.40	\$ 3,745.00	\$ 299.60	\$ -	\$ -
56	Push Out Service 2x week	\$ 65.77	\$ 38.00	\$ 38.00	\$ -	\$ 64.40	\$ 64.40	\$ -	\$ 64.40	\$ 70.00	\$ 5.60	\$ -	\$ -
57	Push Out Service 3x week	\$ 93.95	\$ 55.10	\$ 55.10	\$ -	\$ 96.60	\$ 96.60	\$ -	\$ 96.60	\$ 105.00	\$ 8.40	\$ -	\$ -
58	Push Out Service 4x week	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
59	Push Out Service 5x week	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
60	Push Out Service 6x week	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
61	Scout Service 1x week	\$ 12,062.82	\$ 8,085.00	\$ 8,085.00	\$ -	\$ 11,487.63	\$ 11,487.63	\$ -	\$ 10,212.51	\$ 10,626.00	\$ 413.49	\$ -	\$ -
62	Scout Service 2x week	\$ 9,406.44	\$ 7,140.00	\$ 7,140.00	\$ -	\$ 10,144.92	\$ 10,144.92	\$ -	\$ 9,018.84	\$ 9,384.00	\$ 365.16	\$ -	\$ -
63	Scout Service 3x week	\$ 2,591.79	\$ 1,928.50	\$ 1,928.50	\$ -	\$ 2,834.61	\$ 2,834.61	\$ -	\$ 2,519.97	\$ 2,622.00	\$ 102.03	\$ -	\$ -
64	Scout Service 4x week	\$ 521.91	\$ 404.25	\$ 404.25	\$ -	\$ 596.76	\$ 596.76	\$ -	\$ 530.52	\$ 552.00	\$ 21.48	\$ -	\$ -
65	Scout Service 5x week	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
66	Scout Service 6x week	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
67	Locking Lids Service - Per Bin 1x week	\$ 3,973.85	\$ 2,350.00	\$ 2,350.00	\$ -	\$ 3,783.50	\$ 3,783.50	\$ -	\$ 3,783.50	\$ 3,525.00	\$ (258.50)	\$ -	\$ -
68	Locking Lids Service - Per Bin 2x week	\$ 952.77	\$ 780.00	\$ 780.00	\$ -	\$ 1,255.80	\$ 1,255.80	\$ -	\$ 1,255.80	\$ 1,170.00	\$ (85.80)	\$ -	\$ -
69	Locking Lids Service - Per Bin 3x week	\$ 1,014.30	\$ 870.00	\$ 870.00	\$ -	\$ 1,449.00	\$ 1,449.00	\$ -	\$ 1,449.00	\$ 1,350.00	\$ (99.00)	\$ -	\$ -
70	Locking Lids Service - Per Bin 4x week	\$ 475.31	\$ 423.50	\$ 423.50	\$ -	\$ 708.40	\$ 708.40	\$ -	\$ 708.40	\$ 660.00	\$ (48.40)	\$ -	\$ -
71	Locking Lids Service - Per Bin 5x week	\$ 361.76	\$ 325.50	\$ 325.50	\$ -	\$ 563.50	\$ 563.50	\$ -	\$ 563.50	\$ 525.00	\$ (38.50)	\$ -	\$ -
72	Locking Lids Service - Per Bin 6x week	\$ 901.95	\$ 900.00	\$ 900.00	\$ -	\$ 1,449.00	\$ 1,449.00	\$ -	\$ 1,449.00	\$ 1,350.00	\$ (99.00)	\$ -	\$ -
67	Monthly Projected Rate Revenue	\$ 434,043.42	\$ 428,611.35	\$ 428,611.35	\$ -	\$ 408,676.17	\$ 405,656.17	\$ (3,020.00)	\$ 482,783.63	\$ 469,342.31	\$ (13,441.32)	\$ -	\$ -
68	Number of Months	12	12	12	12	12	12	12	12	12	12	12	12
69	Total Projected Annual Rate Revenue	\$ 5,208,521	\$ 5,143,336	\$ 5,143,336	\$ -	\$ 4,904,114	\$ 4,867,874	\$ (36,240)	\$ 5,793,404	\$ 5,632,108	\$ (161,295.82)	\$ -	\$ -
70	Total Projected Annual Rate Revenue, Rounded	\$ 5,209,000	\$ 5,143,000	\$ 5,143,000	\$ -	\$ 4,904,000	\$ 4,868,000	\$ (36,000)	\$ 5,793,000	\$ 5,632,000	\$ (161,000)	\$ -	\$ -

PROJECTED FIRST-YEAR COMMERCIAL AND MULTI-FAMILY RECYCLING RATES

Line	Service Category	South Gate Rates Effective July 1, 2022	Proposed Customer Rates and % Change from Current Contract Monthly Rates															
			NASA Services, Inc.						UWS			Waste Management						
			As Originally Proposed		Best and Final*		Variance from Original	Variance from Original		Best and Final*		Variance from Original	As Originally Proposed		Best and Final		Variance from Original	
																	\$	%
Recycling Containers																		
1	35 Gallon Cart 1x week	\$ 21.46	\$ 15.00	-30%	\$ 15.00	-30%	\$ -	\$ 47.85	123%	\$ 47.85	0%	\$ -	\$ 28.10	31%	\$ 28.00	30%	\$ (0.10)	0%
2	35 Gallon Cart 2x week	N/A	\$ 30.00	N/A	\$ 30.00	N/A	\$ -	\$ 95.70	N/A	\$ 95.70	0%	\$ -	\$ 44.41	N/A	\$ 54.00	N/A	\$ 9.59	22%
3	35 Gallon Cart 3x week	N/A	\$ 44.25	N/A	\$ 44.25	N/A	\$ -	\$ 143.55	N/A	\$ 143.55	0%	\$ -	\$ 60.40	N/A	\$ 82.00	N/A	\$ 21.60	36%
4	35 Gallon Cart 4x week	N/A	\$ 57.75	N/A	\$ 57.75	N/A	\$ -	\$ 191.40	N/A	\$ 191.40	0%	\$ -	\$ 76.70	N/A	\$ 110.00	N/A	\$ 33.30	43%
5	35 Gallon Cart 5x week	N/A	\$ 69.00	N/A	\$ 69.00	N/A	\$ -	\$ 239.25	N/A	\$ 239.25	0%	\$ -	\$ 92.82	N/A	\$ 138.00	N/A	\$ 45.18	49%
6	35 Gallon Cart 6x week	N/A	\$ 90.00	N/A	\$ 90.00	N/A	\$ -	\$ 287.10	N/A	\$ 287.10	0%	\$ -	\$ 108.59	N/A	\$ 166.00	N/A	\$ 57.41	53%
7	64 Gallon Cart 1x week	\$ 26.04	\$ 17.00	-35%	\$ 17.00	-35%	\$ -	\$ 57.85	122%	\$ 57.85	0%	\$ -	\$ 31.35	20%	\$ 30.00	15%	\$ (1.35)	-4%
8	64 Gallon Cart 2x week	\$ 42.09	\$ 34.00	-19%	\$ 34.00	-19%	\$ -	\$ 115.70	175%	\$ 115.70	0%	\$ -	\$ 55.12	31%	\$ 58.00	38%	\$ 2.88	5%
9	64 Gallon Cart 3x week	N/A	\$ 50.15	N/A	\$ 50.15	N/A	\$ -	\$ 173.55	N/A	\$ 173.55	0%	\$ -	\$ 74.96	N/A	\$ 88.00	N/A	\$ 13.04	17%
10	64 Gallon Cart 4x week	N/A	\$ 65.45	N/A	\$ 65.45	N/A	\$ -	\$ 231.40	N/A	\$ 231.40	0%	\$ -	\$ 95.20	N/A	\$ 118.00	N/A	\$ 22.80	24%
11	64 Gallon Cart 5x week	N/A	\$ 78.20	N/A	\$ 78.20	N/A	\$ -	\$ 289.25	N/A	\$ 289.25	0%	\$ -	\$ 115.19	N/A	\$ 148.00	N/A	\$ 32.81	28%
12	64 Gallon Cart 6x week	N/A	\$ 102.00	N/A	\$ 102.00	N/A	\$ -	\$ 347.10	N/A	\$ 347.10	0%	\$ -	\$ 134.77	N/A	\$ 178.00	N/A	\$ 43.23	32%
13	96 Gallon Cart 1x week	\$ 24.56	\$ 19.00	-23%	\$ 19.00	-23%	\$ -	\$ 64.35	162%	\$ 64.35	0%	\$ -	\$ 32.96	34%	\$ 35.00	43%	\$ 2.04	6%
14	96 Gallon Cart 2x week	\$ 49.13	\$ 38.00	-23%	\$ 38.00	-23%	\$ -	\$ 128.70	162%	\$ 128.70	0%	\$ -	\$ 64.33	31%	\$ 68.00	38%	\$ 3.67	6%
15	96 Gallon Cart 3x week	\$ 73.70	\$ 56.05	-24%	\$ 56.05	-24%	\$ -	\$ 193.05	162%	\$ 193.05	0%	\$ -	\$ 96.50	31%	\$ 103.00	40%	\$ 6.50	7%
16	96 Gallon Cart 4x week	N/A	\$ 73.15	N/A	\$ 73.15	N/A	\$ -	\$ 257.40	N/A	\$ 257.40	0%	\$ -	\$ 122.56	N/A	\$ 138.00	N/A	\$ 15.44	13%
17	96 Gallon Cart 5x week	N/A	\$ 87.40	N/A	\$ 87.40	N/A	\$ -	\$ 321.75	N/A	\$ 321.75	0%	\$ -	\$ 148.29	N/A	\$ 173.00	N/A	\$ 24.71	17%
18	96 Gallon Cart 6x week	N/A	\$ 114.00	N/A	\$ 114.00	N/A	\$ -	\$ 386.10	N/A	\$ 386.10	0%	\$ -	\$ 173.51	N/A	\$ 208.00	N/A	\$ 34.49	20%
19	2 Cubic Yard 1x week	\$ 68.48	\$ 65.00	-5%	\$ 65.00	-5%	\$ -	\$ 68.22	0%	\$ 68.22	0%	\$ -	\$ 91.91	34%	\$ 75.00	10%	\$ (16.91)	-18%
20	2 Cubic Yard 2x week	\$ 110.60	\$ 130.00	18%	\$ 130.00	18%	\$ -	\$ 136.44	23%	\$ 136.44	0%	\$ -	\$ 144.82	31%	\$ 144.00	30%	\$ (0.82)	-1%
21	2 Cubic Yard 3x week	\$ 152.52	\$ 191.75	26%	\$ 191.75	26%	\$ -	\$ 204.66	34%	\$ 204.66	0%	\$ -	\$ 199.71	31%	\$ 219.00	44%	\$ 19.29	10%
22	2 Cubic Yard 4x week	\$ 194.57	\$ 250.25	29%	\$ 250.25	29%	\$ -	\$ 272.88	40%	\$ 272.88	0%	\$ -	\$ 254.76	31%	\$ 294.00	51%	\$ 39.24	15%
23	2 Cubic Yard 5x week	N/A	\$ 299.00	N/A	\$ 299.00	N/A	\$ -	\$ 341.10	N/A	\$ 341.10	0%	\$ -	\$ 308.26	N/A	\$ 369.00	N/A	\$ 60.74	20%
24	2 Cubic Yard 6x week	N/A	\$ 390.00	N/A	\$ 390.00	N/A	\$ -	\$ 409.32	N/A	\$ 409.32	0%	\$ -	\$ 360.67	N/A	\$ 444.00	N/A	\$ 83.33	23%
25	3 Cubic Yard 1x week	\$ 80.80	\$ 75.00	-7%	\$ 75.00	-7%	\$ -	\$ 79.95	-1%	\$ 79.95	0%	\$ -	\$ 108.44	34%	\$ 95.00	18%	\$ (13.44)	-12%
26	3 Cubic Yard 2x week	\$ 127.41	\$ 150.00	18%	\$ 150.00	18%	\$ -	\$ 159.90	26%	\$ 159.90	0%	\$ -	\$ 171.00	34%	\$ 182.00	43%	\$ 11.00	6%
27	3 Cubic Yard 3x week	\$ 172.77	\$ 221.25	28%	\$ 221.25	28%	\$ -	\$ 239.85	39%	\$ 239.85	0%	\$ -	\$ 231.88	34%	\$ 277.00	60%	\$ 45.12	19%
28	3 Cubic Yard 4x week	\$ 218.79	\$ 288.75	32%	\$ 288.75	32%	\$ -	\$ 319.80	46%	\$ 319.80	0%	\$ -	\$ 293.64	34%	\$ 372.00	70%	\$ 78.36	27%
29	3 Cubic Yard 5x week	\$ 264.42	\$ 345.00	30%	\$ 345.00	30%	\$ -	\$ 399.75	51%	\$ 399.75	0%	\$ -	\$ 354.89	34%	\$ 467.00	77%	\$ 112.11	32%
30	3 Cubic Yard 6x week	\$ 309.51	\$ 450.00	45%	\$ 450.00	45%	\$ -	\$ 479.70	55%	\$ 479.70	0%	\$ -	\$ 405.27	31%	\$ 562.00	82%	\$ 156.73	39%
31	4 Cubic Yard 1x week	\$ 84.76	\$ 85.00	0%	\$ 85.00	0%	\$ -	\$ 90.72	7%	\$ 90.72	0%	\$ -	\$ 110.98	31%	\$ 105.00	24%	\$ (5.98)	-5%
32	4 Cubic Yard 2x week	\$ 135.62	\$ 170.00	25%	\$ 170.00	25%	\$ -	\$ 181.44	34%	\$ 181.44	0%	\$ -	\$ 177.58	31%	\$ 191.00	41%	\$ 13.42	8%
33	4 Cubic Yard 3x week	\$ 188.17	\$ 250.75	33%	\$ 250.75	33%	\$ -	\$ 272.16	45%	\$ 272.16	0%	\$ -	\$ 246.39	31%	\$ 296.00	57%	\$ 49.61	20%
34	4 Cubic Yard 4x week	\$ 240.15	\$ 327.25	36%	\$ 327.25	36%	\$ -	\$ 362.88	51%	\$ 362.88	0%	\$ -	\$ 314.45	31%	\$ 401.00	67%	\$ 86.55	28%
35	4 Cubic Yard 5x week	\$ 292.13	\$ 391.00	34%	\$ 391.00	34%	\$ -	\$ 453.60	55%	\$ 453.60	0%	\$ -	\$ 382.52	31%	\$ 506.00	73%	\$ 123.48	32%
36	4 Cubic Yard 6x week	\$ 336.78	\$ 510.00	51%	\$ 510.00	51%	\$ -	\$ 544.32	62%	\$ 544.32	0%	\$ -	\$ 440.98	31%	\$ 611.00	81%	\$ 170.02	39%
37	6 Cubic Yard 1x week	\$ 115.95	\$ 125.00	8%	\$ 125.00	8%	\$ -	\$ 112.43	-3%	\$ 112.43	0%	\$ -	\$ 151.83	31%	\$ 125.00	8%	\$ (26.83)	-18%
38	6 Cubic Yard 2x week	\$ 191.00	\$ 250.00	31%	\$ 250.00	31%	\$ -	\$ 224.86	18%	\$ 224.86	0%	\$ -	\$ 250.09	31%	\$ 238.00	25%	\$ (12.09)	-5%
39	6 Cubic Yard 3x week	\$ 264.84	\$ 368.75	39%	\$ 368.75	39%	\$ -	\$ 337.29	27%	\$ 337.29	0%	\$ -	\$ 346.78	31%	\$ 363.00	37%	\$ 16.22	5%
40	6 Cubic Yard 4x week	\$ 341.73	\$ 481.25	41%	\$ 481.25	41%	\$ -	\$ 449.72	32%	\$ 449.72	0%	\$ -	\$ 447.47	31%	\$ 488.00	43%	\$ 40.53	9%
41	6 Cubic Yard 5x week	\$ 414.95	\$ 575.00	39%	\$ 575.00	39%	\$ -	\$ 562.15	35%	\$ 562.15	0%	\$ -	\$ 543.34	31%	\$ 613.00	48%	\$ 69.66	13%
42	6 Cubic Yard 6x week	\$ 493.73	\$ 750.00	52%	\$ 750.00	52%	\$ -	\$ 674.58	37%	\$ 674.58	0%	\$ -	\$ 646.49	31%	\$ 738.00	49%	\$ 91.51	14%

* Original rates not updated. Therefore, the Best and Final rates equal originally proposed rates.

PROJECTED FIRST-YEAR COMMERCIAL AND MULTI-FAMILY RECYCLING STANDARDIZED CONTAINER DISTRIBUTION

Line	Service Category	Current Contract Container Count (FY 2021-22) (2)	Proposed Container Distribution			Standardized Commercial Container Distribution (1)
			NASA Services, Inc.	UWS	Waste Management	
1	Recycling Containers					
1	35 Gallon Cart 1x week	23	123	37	4	55
2	35 Gallon Cart 2x week	-	-	-	-	-
3	35 Gallon Cart 3x week	-	-	-	-	-
4	35 Gallon Cart 4x week	-	-	-	-	-
5	35 Gallon Cart 5x week	-	-	-	-	-
6	35 Gallon Cart 6x week	-	-	-	-	-
7	64 Gallon Cart 1x week	14	161	44	14	73
8	64 Gallon Cart 2x week	18	18	18	-	12
9	64 Gallon Cart 3x week	-	-	-	-	-
10	64 Gallon Cart 4x week	-	-	-	-	-
11	64 Gallon Cart 5x week	-	-	-	-	-
12	64 Gallon Cart 6x week	-	-	-	-	-
13	96 Gallon Cart 1x week	45	242	273	439	318
14	96 Gallon Cart 2x week	-	310	13	-	108
15	96 Gallon Cart 3x week	-	-	2	-	1
16	96 Gallon Cart 4x week	-	-	1	-	-
17	96 Gallon Cart 5x week	-	-	-	-	-
18	96 Gallon Cart 6x week	-	-	-	-	-
19	2 Cubic Yard 1x week	43	334	62	249	215
20	2 Cubic Yard 2x week	5	75	18	6	33
21	2 Cubic Yard 3x week	1	5	1	1	2
22	2 Cubic Yard 4x week	-	5	-	-	2
23	2 Cubic Yard 5x week	-	5	-	-	2
24	2 Cubic Yard 6x week	-	5	-	-	2
25	3 Cubic Yard 1x week	31	95	31	223	116
26	3 Cubic Yard 2x week	13	36	15	12	21
27	3 Cubic Yard 3x week	8	12	15	8	12
28	3 Cubic Yard 4x week	2	7	5	2	5
29	3 Cubic Yard 5x week	12	24	17	13	18
30	3 Cubic Yard 6x week	-	11	4	-	5
31	4 Cubic Yard 1x week	11	11	11	11	11
32	4 Cubic Yard 2x week	5	5	5	5	5
33	4 Cubic Yard 3x week	4	4	4	4	4
34	4 Cubic Yard 4x week	1	1	1	1	1
35	4 Cubic Yard 5x week	5	5	5	6	5
36	4 Cubic Yard 6x week	-	-	-	-	-
37	6 Cubic Yard 1x week	4	4	4	5	4
38	6 Cubic Yard 2x week	1	1	1	1	1
39	6 Cubic Yard 3x week	1	1	1	1	1
40	6 Cubic Yard 4x week	-	-	-	-	-
41	6 Cubic Yard 5x week	2	2	2	2	2
42	6 Cubic Yard 6x week	-	-	-	-	-
43	Total Containers	249.00	1,502.00	590.00	1,007.00	1,034.00

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

(2) Current container distribution reflects the level of service provided by the current service provider as of July 2021.

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

Line	Service Category	Estimated Rate Revenue Based on FY 2022/23 Rates Effective July 1, 2022 (2)	Proposed Customer Rate Revenue Using Standardized Container Distribution (1)								
			NASA Services, Inc.			UWS			Waste Management		
			As Originally Proposed	Best and Final	Variance from Original	As Originally Proposed	Best and Final	Variance from Original	As Originally Proposed	Best and Final	Variance from Original
1	Recycling Containers										
2	35 Gallon Cart 1x week	\$ 494	\$ 825	\$ 825	\$ -	\$ 2,632	\$ 2,632	\$ -	\$ 1,546	\$ 1,540	\$ (6)
3	35 Gallon Cart 2x week	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
4	35 Gallon Cart 3x week	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
5	35 Gallon Cart 4x week	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
6	35 Gallon Cart 5x week	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
7	35 Gallon Cart 6x week	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
8	64 Gallon Cart 1x week	\$ 365	\$ 1,241	\$ 1,241	\$ -	\$ 4,223	\$ 4,223	\$ -	\$ 2,289	\$ 2,190	\$ (99)
9	64 Gallon Cart 2x week	\$ 758	\$ 408	\$ 408	\$ -	\$ 1,388	\$ 1,388	\$ -	\$ 661	\$ 696	\$ 35
10	64 Gallon Cart 3x week	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
11	64 Gallon Cart 4x week	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
12	64 Gallon Cart 5x week	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
13	64 Gallon Cart 6x week	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
14	96 Gallon Cart 1x week	\$ 1,105	\$ 6,042	\$ 6,042	\$ -	\$ 20,463	\$ 20,463	\$ -	\$ 10,481	\$ 11,130	\$ 649
15	96 Gallon Cart 2x week	\$ -	\$ 4,104	\$ 4,104	\$ -	\$ 13,900	\$ 13,900	\$ -	\$ 6,948	\$ 7,344	\$ 396
16	96 Gallon Cart 3x week	\$ -	\$ 56	\$ 56	\$ -	\$ 193	\$ 193	\$ -	\$ 97	\$ 103	\$ 7
17	96 Gallon Cart 4x week	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
18	96 Gallon Cart 5x week	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
19	96 Gallon Cart 6x week	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
20	2 Cubic Yard 1x week	\$ 2,945	\$ 13,975	\$ 13,975	\$ -	\$ 14,667	\$ 14,667	\$ -	\$ 19,761	\$ 16,125	\$ (3,636)
21	2 Cubic Yard 2x week	\$ 353	\$ 4,250	\$ 4,250	\$ -	\$ 4,503	\$ 4,503	\$ -	\$ 4,779	\$ 4,752	\$ (27)
22	2 Cubic Yard 3x week	\$ 153	\$ 384	\$ 384	\$ -	\$ 409	\$ 409	\$ -	\$ 399	\$ 438	\$ 39
23	2 Cubic Yard 4x week	\$ -	\$ 501	\$ 501	\$ -	\$ 546	\$ 546	\$ -	\$ 510	\$ 588	\$ 78
24	2 Cubic Yard 5x week	\$ -	\$ 598	\$ 598	\$ -	\$ 682	\$ 682	\$ -	\$ 617	\$ 738	\$ 121
25	2 Cubic Yard 6x week	\$ -	\$ 780	\$ 780	\$ -	\$ 819	\$ 819	\$ -	\$ 721	\$ 888	\$ 167
26	3 Cubic Yard 1x week	\$ 2,505	\$ 8,700	\$ 8,700	\$ -	\$ 9,274	\$ 9,274	\$ -	\$ 12,579	\$ 11,020	\$ (1,559)
27	3 Cubic Yard 2x week	\$ 1,656	\$ 3,150	\$ 3,150	\$ -	\$ 3,358	\$ 3,358	\$ -	\$ 3,501	\$ 3,822	\$ 321
28	3 Cubic Yard 3x week	\$ 1,382	\$ 2,655	\$ 2,655	\$ -	\$ 2,878	\$ 2,878	\$ -	\$ 2,783	\$ 3,324	\$ 541
29	3 Cubic Yard 4x week	\$ 438	\$ 1,444	\$ 1,444	\$ -	\$ 1,599	\$ 1,599	\$ -	\$ 1,468	\$ 1,860	\$ 392
30	3 Cubic Yard 5x week	\$ 3,173	\$ 6,210	\$ 6,210	\$ -	\$ 7,196	\$ 7,196	\$ -	\$ 6,388	\$ 8,406	\$ 2,018
31	3 Cubic Yard 6x week	\$ -	\$ 2,250	\$ 2,250	\$ -	\$ 2,399	\$ 2,399	\$ -	\$ 2,026	\$ 2,810	\$ 784
32	4 Cubic Yard 1x week	\$ 932	\$ 935	\$ 935	\$ -	\$ 998	\$ 998	\$ -	\$ 1,221	\$ 1,155	\$ (66)
33	4 Cubic Yard 2x week	\$ 678	\$ 850	\$ 850	\$ -	\$ 907	\$ 907	\$ -	\$ 888	\$ 955	\$ 67
34	4 Cubic Yard 3x week	\$ 753	\$ 1,003	\$ 1,003	\$ -	\$ 1,089	\$ 1,089	\$ -	\$ 986	\$ 1,184	\$ 198
35	4 Cubic Yard 4x week	\$ 240	\$ 327	\$ 327	\$ -	\$ 363	\$ 363	\$ -	\$ 514	\$ 401	\$ (113)
36	4 Cubic Yard 5x week	\$ 1,461	\$ 1,955	\$ 1,955	\$ -	\$ 2,268	\$ 2,268	\$ -	\$ 1,913	\$ 2,530	\$ 617
37	4 Cubic Yard 6x week	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
38	6 Cubic Yard 1x week	\$ 464	\$ 500	\$ 500	\$ -	\$ 450	\$ 450	\$ -	\$ 607	\$ 500	\$ (107)
39	6 Cubic Yard 2x week	\$ 191	\$ 250	\$ 250	\$ -	\$ 225	\$ 225	\$ -	\$ 250	\$ 238	\$ (12)
40	6 Cubic Yard 3x week	\$ 265	\$ 369	\$ 369	\$ -	\$ 337	\$ 337	\$ -	\$ 347	\$ 363	\$ 16
41	6 Cubic Yard 4x week	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
42	6 Cubic Yard 5x week	\$ 830	\$ 1,150	\$ 1,150	\$ -	\$ 1,124	\$ 1,124	\$ -	\$ 1,087	\$ 1,226	\$ 139
43	6 Cubic Yard 6x week	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
44	Monthly Rate Revenue	\$ 21,339	\$ 64,951	\$ 64,951	\$ -	\$ 98,889	\$ 98,889	\$ -	\$ 85,255	\$ 86,326	\$ 1,071
45	Number of Months	12	12	12	12	12	12	12	12	12	12
46	Total Projected Annual Rate Revenue	\$ 256,062	\$ 779,410	\$ 779,410	\$ -	\$ 1,186,668	\$ 1,186,668	\$ -	\$ 1,023,057	\$ 1,035,912	\$ 12,855
47	Total Projected Annual Rate Revenue, Rounded	\$ 256,000	\$ 779,000	\$ 779,000	\$ -	\$ 1,187,000	\$ 1,187,000	\$ -	\$ 1,023,000	\$ 1,036,000	\$ 13,000

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

(2) Current revenue is based on current container distribution as of July 2021.

PROJECTED FIRST-YEAR COMMERCIAL AND MULTI-FAMILY RECYCLING RATE REVENUE USING PROPOSER CONTAINER DISTRIBUTION

Line	Service Category	Estimated Rate Revenue Based on FY 2022/23 Rates Effective July 1, 2022	Proposed Customer Rate Revenue Using Proposed Container Distribution								
			NASA Services, Inc.			UWS			Waste Management		
			As Originally Proposed	Best and Final	Variance from Original	As Originally Proposed	Best and Final	Variance from Original	As Originally Proposed	Best and Final	Variance from Original
	Recycling Containers										
1	35 Gallon Cart 1x week	\$ 493.58	\$ 1,845.00	\$ 1,845.00	\$ -	\$ 1,770.45	\$ 1,770.45	\$ -	\$ 112.40	\$ 112.00	\$ (0.40)
2	35 Gallon Cart 2x week	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
3	35 Gallon Cart 3x week	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
4	35 Gallon Cart 4x week	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
5	35 Gallon Cart 5x week	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
6	35 Gallon Cart 6x week	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
7	64 Gallon Cart 1x week	\$ 364.56	\$ 2,737.00	\$ 2,737.00	\$ -	\$ 2,545.40	\$ 2,545.40	\$ -	\$ 438.90	\$ 420.00	\$ (18.90)
8	64 Gallon Cart 2x week	\$ 757.62	\$ 612.00	\$ 612.00	\$ -	\$ 2,082.60	\$ 2,082.60	\$ -	\$ -	\$ -	\$ -
9	64 Gallon Cart 3x week	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
10	64 Gallon Cart 4x week	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
11	64 Gallon Cart 5x week	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
12	64 Gallon Cart 6x week	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
13	96 Gallon Cart 1x week	\$ 1,105.20	\$ 4,598.00	\$ 4,598.00	\$ -	\$ 17,567.55	\$ 17,567.55	\$ -	\$ 14,469.44	\$ 15,965.00	\$ 895.56
14	96 Gallon Cart 2x week	\$ -	\$ 11,780.00	\$ 11,780.00	\$ -	\$ 1,673.10	\$ 1,673.10	\$ -	\$ -	\$ -	\$ -
15	96 Gallon Cart 3x week	\$ -	\$ -	\$ -	\$ -	\$ 386.10	\$ 386.10	\$ -	\$ -	\$ -	\$ -
16	96 Gallon Cart 4x week	\$ -	\$ -	\$ -	\$ -	\$ 257.40	\$ 257.40	\$ -	\$ -	\$ -	\$ -
17	96 Gallon Cart 5x week	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
18	96 Gallon Cart 6x week	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
19	2 Cubic Yard 1x week	\$ 2,944.64	\$ 21,710.00	\$ 21,710.00	\$ -	\$ 4,229.64	\$ 4,229.64	\$ -	\$ 22,865.59	\$ 18,675.00	\$ (4,210.59)
20	2 Cubic Yard 2x week	\$ 553.00	\$ 9,750.00	\$ 9,750.00	\$ -	\$ 2,455.92	\$ 2,455.92	\$ -	\$ 868.92	\$ 864.00	\$ (4.92)
21	2 Cubic Yard 3x week	\$ 152.52	\$ 958.75	\$ 958.75	\$ -	\$ 204.66	\$ 204.66	\$ -	\$ 199.71	\$ 219.00	\$ 19.29
22	2 Cubic Yard 4x week	\$ -	\$ 1,251.25	\$ 1,251.25	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
23	2 Cubic Yard 5x week	\$ -	\$ 1,495.00	\$ 1,495.00	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
24	2 Cubic Yard 6x week	\$ -	\$ 1,950.00	\$ 1,950.00	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
25	3 Cubic Yard 1x week	\$ 2,504.80	\$ 7,125.00	\$ 7,125.00	\$ -	\$ 2,478.45	\$ 2,478.45	\$ -	\$ 24,182.12	\$ 21,185.00	\$ (2,997.12)
26	3 Cubic Yard 2x week	\$ 1,656.33	\$ 5,400.00	\$ 5,400.00	\$ -	\$ 2,398.50	\$ 2,398.50	\$ -	\$ 2,052.00	\$ 2,184.00	\$ 132.00
27	3 Cubic Yard 3x week	\$ 1,382.16	\$ 2,655.00	\$ 2,655.00	\$ -	\$ 3,597.75	\$ 3,597.75	\$ -	\$ 1,855.04	\$ 2,216.00	\$ 360.96
28	3 Cubic Yard 4x week	\$ 437.58	\$ 2,021.25	\$ 2,021.25	\$ -	\$ 1,599.00	\$ 1,599.00	\$ -	\$ 587.28	\$ 744.00	\$ 156.72
29	3 Cubic Yard 5x week	\$ 3,173.04	\$ 8,280.00	\$ 8,280.00	\$ -	\$ 6,795.75	\$ 6,795.75	\$ -	\$ 4,613.57	\$ 6,071.00	\$ 1,457.43
30	3 Cubic Yard 6x week	\$ -	\$ 4,950.00	\$ 4,950.00	\$ -	\$ 1,918.80	\$ 1,918.80	\$ -	\$ -	\$ -	\$ -
31	4 Cubic Yard 1x week	\$ 932.36	\$ 935.00	\$ 935.00	\$ -	\$ 997.92	\$ 997.92	\$ -	\$ 1,220.78	\$ 1,155.00	\$ (65.78)
32	4 Cubic Yard 2x week	\$ 678.10	\$ 850.00	\$ 850.00	\$ -	\$ 907.20	\$ 907.20	\$ -	\$ 887.90	\$ 955.00	\$ 67.10
33	4 Cubic Yard 3x week	\$ 752.68	\$ 1,003.00	\$ 1,003.00	\$ -	\$ 1,088.64	\$ 1,088.64	\$ -	\$ 985.56	\$ 1,184.00	\$ 198.44
34	4 Cubic Yard 4x week	\$ 240.15	\$ 327.25	\$ 327.25	\$ -	\$ 362.88	\$ 362.88	\$ -	\$ 314.45	\$ 401.00	\$ 86.55
35	4 Cubic Yard 5x week	\$ 1,460.65	\$ 1,955.00	\$ 1,955.00	\$ -	\$ 2,268.00	\$ 2,268.00	\$ -	\$ 2,295.12	\$ 3,036.00	\$ 740.88
36	4 Cubic Yard 6x week	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
37	6 Cubic Yard 1x week	\$ 463.80	\$ 500.00	\$ 500.00	\$ -	\$ 449.72	\$ 449.72	\$ -	\$ 759.15	\$ 625.00	\$ (134.15)
38	6 Cubic Yard 2x week	\$ 191.00	\$ 250.00	\$ 250.00	\$ -	\$ 224.86	\$ 224.86	\$ -	\$ 250.09	\$ 238.00	\$ (12.09)
39	6 Cubic Yard 3x week	\$ 264.84	\$ 368.75	\$ 368.75	\$ -	\$ 337.29	\$ 337.29	\$ -	\$ 346.78	\$ 863.00	\$ 516.22
40	6 Cubic Yard 4x week	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
41	6 Cubic Yard 5x week	\$ 829.90	\$ 1,150.00	\$ 1,150.00	\$ -	\$ 1,124.30	\$ 1,124.30	\$ -	\$ 1,086.68	\$ 1,226.00	\$ 139.32
42	6 Cubic Yard 6x week	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
49	Monthly Rate Revenue	\$ 21,339	\$ 96,457	\$ 96,457	\$ -	\$ 59,722	\$ 59,722	\$ -	\$ 80,411	\$ 77,238	\$ (3,173.48)
50	Number of Months	12	12	12	12	12	12	12	12	12	12
51	Total Projected Annual Rate Revenue	\$ 256,062	\$ 1,157,487	\$ 1,157,487	\$ -	\$ 716,663	\$ 716,663	\$ -	\$ 964,938	\$ 926,856	\$ (38,082.76)
52	Total Projected Annual Rate Revenue, Rounded	\$ 256,000	\$ 1,158,000	\$ 1,157,000	\$ 1,000.00	\$ 717,000	\$ 717,000	\$ -	\$ 965,000	\$ 927,000	\$ (38,000)

PROJECTED FIRST-YEAR COMMERCIAL AND MULTI-FAMILY ORGANICS RATES

Line	Service Category	Proposed Customer Rates and % Change from Current Contract Monthly Rates									
		NASA Services, Inc.					UWS				
		As Originally Proposed		Best and Final ¹		Variance from Original	As Originally Proposed		Best and Final ¹		Variance from Original
		2022	Effective July 1, 2022	2022	Effective July 1, 2022		2022	Effective July 1, 2022	2022	Effective July 1, 2022	
1	64 Gallon Cart - Organics Recycling 1x week	\$ 65.50	\$ 50.00	-24%	\$ 50.00	-24%	\$ 77.19	18%	\$ 74.00	13%	-4%
2	64 Gallon Cart - Organics Recycling 2x week	\$ 130.99	\$ 100.00	-24%	\$ 100.00	-24%	\$ 153.64	18%	\$ 146.00	11%	-5%
3	64 Gallon Cart - Organics Recycling 3x week	\$ 196.49	\$ 147.50	-25%	\$ 147.50	-25%	\$ 231.55	18%	\$ 220.00	12%	-5%
4	64 Gallon Cart - Organics Recycling 4x week	\$ 292.50	\$ 230.00	-21%	\$ 230.00	-21%	\$ 323.55	18%	\$ 294.00	12%	-9%
5	64 Gallon Cart - Organics Recycling 5x week	\$ 412.75	\$ 330.00	-19%	\$ 330.00	-19%	\$ 415.49	18%	\$ 384.00	11%	-7%
6	1 Cubic Yard - Organics Recycling 1x week	\$ 115.00	\$ 95.00	-17%	\$ 95.00	-17%	\$ 135.64	18%	\$ 125.00	13%	-8%
7	1 Cubic Yard - Organics Recycling 2x week	\$ 230.00	\$ 190.00	-17%	\$ 190.00	-17%	\$ 286.58	18%	\$ 260.00	11%	-9%
8	1 Cubic Yard - Organics Recycling 3x week	\$ 339.25	\$ 260.00	-23%	\$ 260.00	-23%	\$ 415.49	18%	\$ 384.00	11%	-7%
9	1 Cubic Yard - Organics Recycling 4x week	\$ 412.75	\$ 330.00	-19%	\$ 330.00	-19%	\$ 415.49	18%	\$ 384.00	11%	-7%
10	1 Cubic Yard - Organics Recycling 5x week	\$ 529.00	\$ 420.00	-21%	\$ 420.00	-21%	\$ 571.41	18%	\$ 536.00	13%	-6%
11	1.5 Cubic Yard - Organics Recycling 1x week	\$ 130.00	\$ 110.00	-15%	\$ 110.00	-15%	\$ 153.64	18%	\$ 140.00	13%	-9%
12	1.5 Cubic Yard - Organics Recycling 2x week	\$ 260.00	\$ 210.00	-19%	\$ 210.00	-19%	\$ 323.55	18%	\$ 296.00	13%	-9%
13	1.5 Cubic Yard - Organics Recycling 3x week	\$ 389.50	\$ 300.00	-23%	\$ 300.00	-23%	\$ 479.00	18%	\$ 448.00	13%	-7%
14	1.5 Cubic Yard - Organics Recycling 4x week	\$ 500.50	\$ 390.00	-22%	\$ 390.00	-22%	\$ 571.41	18%	\$ 536.00	13%	-6%
15	1.5 Cubic Yard - Organics Recycling 5x week	\$ 598.00	\$ 460.00	-23%	\$ 460.00	-23%	\$ 718.12	18%	\$ 672.00	13%	-7%
16	2 Cubic Yard - Organics Recycling 1x week	\$ 260.75	\$ 210.00	-19%	\$ 210.00	-19%	\$ 323.55	18%	\$ 296.00	13%	-9%
17	2 Cubic Yard - Organics Recycling 2x week	\$ 486.36	\$ 390.00	-20%	\$ 390.00	-20%	\$ 623.23	18%	\$ 572.00	13%	-9%
18	2 Cubic Yard - Organics Recycling 3x week	\$ 711.72	\$ 550.00	-21%	\$ 550.00	-21%	\$ 862.23	18%	\$ 792.00	13%	-9%
19	2 Cubic Yard - Organics Recycling 4x week	\$ 858.25	\$ 660.00	-23%	\$ 660.00	-23%	\$ 1,049.97	18%	\$ 968.00	13%	-9%
20	2 Cubic Yard - Organics Recycling 5x week	\$ 1,049.97	\$ 800.00	-24%	\$ 800.00	-24%	\$ 1,262.82	18%	\$ 1,116.00	13%	-11%

¹ Original rates not updated. Therefore, the Best and Final rates equal originally proposed rates.

PROJECTED FIRST-YEAR COMMERCIAL AND MULTI-FAMILY ORGANICS STANDARDIZED CONTAINER DISTRIBUTION

Line	Service Category	Current Contract Container Count (FY 2021/22) (2)	Proposed Container Distribution			Standardized Commercial Container Distribution (1)
			NASA Services, Inc. (3)	UWS	Waste Management	
Organics Containers						
1	64 Gallon Cart - Organics Recycling 1x week	16	211	125	916	417
2	64 Gallon Cart - Organics Recycling 2x week	1	77	14	1	31
3	64 Gallon Cart - Organics Recycling 3x week	3	27	5	3	12
4	64 Gallon Cart - Organics Recycling 4x week	-	8	3	-	4
5	64 Gallon Cart - Organics Recycling 5x week	-	8	-	-	3
6	1 Cubic Yard - Organics Recycling 1x week	-	156	-	-	52
7	1 Cubic Yard - Organics Recycling 2x week	-	18	-	-	6
8	1 Cubic Yard - Organics Recycling 3x week	-	14	-	-	5
9	1 Cubic Yard - Organics Recycling 4x week	-	8	-	-	3
10	1 Cubic Yard - Organics Recycling 5x week	-	8	-	-	3
11	1.5 Cubic Yard - Organics Recycling 1x week	-	99	-	-	33
12	1.5 Cubic Yard - Organics Recycling 2x week	-	20	-	-	7
13	1.5 Cubic Yard - Organics Recycling 3x week	-	14	-	-	5
14	1.5 Cubic Yard - Organics Recycling 4x week	-	6	-	-	2
15	1.5 Cubic Yard - Organics Recycling 5x week	-	8	-	-	3
16	2 Cubic Yard - Organics Recycling 1x week	1	60	70	51	60
17	2 Cubic Yard - Organics Recycling 2x week	-	32	49	-	27
18	2 Cubic Yard - Organics Recycling 3x week	2	19	21	2	14
19	2 Cubic Yard - Organics Recycling 4x week	-	21	9	-	10
20	2 Cubic Yard - Organics Recycling 5x week	-	14	11	-	8
21	Total Containers	23	828	307	973	705

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

(2) Current container distribution reflects the level of service provided by the current service provider as of July 2021.

(3) NASA's proposal included partial containers, with a total container count for commercial and solid waste of 825.8 containers. HF&H used rounded figures in its presentation.

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

Line	Service Category	Estimated Rate Revenue Based on FY 2022/23 Rates Effective July 1, 2022 (FY 2022-23) (2)	Proposed Customer Rate Revenue Using Standardized Container Distribution (1)								
			NASA Services, Inc.			UWS			Waste Management		
			As Originally Proposed	Best and Final	Variance from Original	As Originally Proposed	Best and Final	Variance from Original	As Originally Proposed	Best and Final	Variance from Original
1	Organics Containers										
2	64 Gallon Cart - Organics Recycling 1x week	\$ 1,048	\$ 20,850	\$ 20,850	\$ -	\$ 28,615	\$ 28,615	\$ -	\$ 32,188	\$ 30,858	\$ (1,330)
3	64 Gallon Cart - Organics Recycling 2x week	\$ 131	\$ 3,100	\$ 3,100	\$ -	\$ 4,254	\$ 4,254	\$ -	\$ 4,785	\$ 4,526	\$ (259)
4	64 Gallon Cart - Organics Recycling 3x week	\$ 589	\$ 1,770	\$ 1,770	\$ -	\$ 2,470	\$ 2,470	\$ -	\$ 2,779	\$ 2,640	\$ (139)
5	64 Gallon Cart - Organics Recycling 4x week	\$ -	\$ 770	\$ 770	\$ -	\$ 996	\$ 996	\$ -	\$ 1,294	\$ 1,176	\$ (118)
6	64 Gallon Cart - Organics Recycling 5x week	\$ -	\$ 690	\$ 690	\$ -	\$ 936	\$ 936	\$ -	\$ 1,247	\$ 1,104	\$ (143)
7	1 Cubic Yard - Organics Recycling 1x week	\$ -	\$ 5,980	\$ 5,980	\$ -	\$ 4,576	\$ 4,576	\$ -	\$ 7,989	\$ 8,580	\$ 591
8	1 Cubic Yard - Organics Recycling 2x week	\$ -	\$ 1,380	\$ 1,380	\$ -	\$ 1,056	\$ 1,056	\$ -	\$ 1,719	\$ 1,944	\$ 225
9	1 Cubic Yard - Organics Recycling 3x week	\$ -	\$ 1,696	\$ 1,696	\$ -	\$ 1,320	\$ 1,320	\$ -	\$ 2,077	\$ 2,445	\$ 368
10	1 Cubic Yard - Organics Recycling 4x week	\$ -	\$ 1,328	\$ 1,328	\$ -	\$ 1,056	\$ 1,056	\$ -	\$ 1,720	\$ 1,952	\$ 232
11	1 Cubic Yard - Organics Recycling 5x week	\$ -	\$ 1,587	\$ 1,587	\$ -	\$ 1,320	\$ 1,320	\$ -	\$ 2,374	\$ 2,457	\$ 83
12	1.5 Cubic Yard - Organics Recycling 1x week	\$ -	\$ 4,290	\$ 4,290	\$ -	\$ 3,135	\$ 3,135	\$ -	\$ 7,605	\$ 6,435	\$ (1,170)
13	1.5 Cubic Yard - Organics Recycling 2x week	\$ -	\$ 1,820	\$ 1,820	\$ -	\$ 1,330	\$ 1,330	\$ -	\$ 3,009	\$ 2,674	\$ (335)
14	1.5 Cubic Yard - Organics Recycling 3x week	\$ -	\$ 1,918	\$ 1,918	\$ -	\$ 1,425	\$ 1,425	\$ -	\$ 3,116	\$ 2,885	\$ (231)
15	1.5 Cubic Yard - Organics Recycling 4x week	\$ -	\$ 1,001	\$ 1,001	\$ -	\$ 760	\$ 760	\$ -	\$ 1,720	\$ 1,544	\$ (176)
16	1.5 Cubic Yard - Organics Recycling 5x week	\$ -	\$ 1,794	\$ 1,794	\$ -	\$ 1,425	\$ 1,425	\$ -	\$ 9,561	\$ 2,901	\$ (6,660)
17	2 Cubic Yard - Organics Recycling 1x week	\$ 261	\$ 8,700	\$ 8,700	\$ -	\$ 6,300	\$ 6,300	\$ -	\$ 18,437	\$ 13,500	\$ (4,937)
18	2 Cubic Yard - Organics Recycling 2x week	\$ -	\$ 7,890	\$ 7,830	\$ -	\$ 5,670	\$ 5,670	\$ -	\$ 15,475	\$ 11,951	\$ (3,524)
19	2 Cubic Yard - Organics Recycling 3x week	\$ 1,423	\$ 5,989	\$ 5,989	\$ -	\$ 4,410	\$ 4,410	\$ -	\$ 11,634	\$ 9,352	\$ (2,282)
20	2 Cubic Yard - Organics Recycling 4x week	\$ -	\$ 5,583	\$ 5,583	\$ -	\$ 4,200	\$ 4,200	\$ -	\$ 11,470	\$ 8,930	\$ (2,540)
21	2 Cubic Yard - Organics Recycling 5x week	\$ -	\$ 5,336	\$ 5,336	\$ -	\$ 4,200	\$ 4,200	\$ -	\$ 12,683	\$ 8,944	\$ (3,739)
22	Monthly Rate Revenue	\$ 3,453	\$ 83,411	\$ 83,411	\$ -	\$ 79,454	\$ 79,454	\$ -	\$ 146,864	\$ 126,818	\$ (20,046)
23	Number of Months	12	12	12	12	12	12	12	12	12	12
24	Total Projected Annual Rate Revenue	\$ 41,432	\$ 1,000,932	\$ 1,000,932	\$ -	\$ 953,443	\$ 953,443	\$ -	\$ 1,762,367	\$ 1,521,816	\$ (240,551)
25	Total Projected Annual Rate Revenue, Rounded	\$ 41,000	\$ 1,001,000	\$ 1,001,000	\$ -	\$ 953,000	\$ 953,000	\$ -	\$ 1,762,000	\$ 1,522,000	\$ (240,000)

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

(2) Current revenue is based on current container distribution as of July 2021.

PROJECTED FIRST-YEAR COMMERCIAL AND MULTI-FAMILY ORGANICS RATE REVENUE

Line	Service Category	Estimated Rate Revenue Based on FY 2022/23 Rates Effective July 1, 2022	Proposed Customer Rate Revenue Using Proposed Container Distribution												
			NASA Services, Inc.			UWS			Waste Management						
			As Originally Proposed	Best and Final	Variance from Original	As Originally Proposed	Best and Final	Variance from Original	As Originally Proposed	Best and Final	Variance from Original				
	Organics Containers														
1	64 Gallon Cart - Organics Recycling 1x week	\$ 1,048	\$ 10,550	\$ 10,550	\$ -	\$ 8,578	\$ 8,578	\$ -	\$ 70,706	\$ 67,784	\$ (2,922)				
2	64 Gallon Cart - Organics Recycling 2x week	\$ 131	\$ 7,700	\$ 7,700	\$ -	\$ 1,921	\$ 1,921	\$ -	\$ 154	\$ 146	\$ (8)				
3	64 Gallon Cart - Organics Recycling 3x week	\$ 589	\$ 3,983	\$ 3,983	\$ -	\$ 1,029	\$ 1,029	\$ -	\$ 695	\$ 660	\$ (35)				
4	64 Gallon Cart - Organics Recycling 4x week	\$ -	\$ 1,540	\$ 1,540	\$ -	\$ 747	\$ 747	\$ -	\$ -	\$ -	\$ -				
5	64 Gallon Cart - Organics Recycling 5x week	\$ -	\$ 1,840	\$ 1,840	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -				
6	1 Cubic Yard - Organics Recycling 1x week	\$ -	\$ 17,940	\$ 17,940	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -				
7	1 Cubic Yard - Organics Recycling 2x week	\$ -	\$ 4,140	\$ 4,140	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -				
8	1 Cubic Yard - Organics Recycling 3x week	\$ -	\$ 4,750	\$ 4,750	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -				
9	1 Cubic Yard - Organics Recycling 4x week	\$ -	\$ 3,542	\$ 3,542	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -				
10	1 Cubic Yard - Organics Recycling 5x week	\$ -	\$ 4,232	\$ 4,232	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -				
11	1.5 Cubic Yard - Organics Recycling 1x week	\$ -	\$ 12,870	\$ 12,870	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -				
12	1.5 Cubic Yard - Organics Recycling 2x week	\$ -	\$ 5,200	\$ 5,200	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -				
13	1.5 Cubic Yard - Organics Recycling 3x week	\$ -	\$ 5,369	\$ 5,369	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -				
14	1.5 Cubic Yard - Organics Recycling 4x week	\$ -	\$ 3,003	\$ 3,003	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -				
15	1.5 Cubic Yard - Organics Recycling 5x week	\$ -	\$ 4,784	\$ 4,784	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -				
16	2 Cubic Yard - Organics Recycling 1x week	\$ 261	\$ 8,700	\$ 8,700	\$ -	\$ 7,350	\$ 7,350	\$ -	\$ 15,671	\$ 11,475	\$ (4,196)				
17	2 Cubic Yard - Organics Recycling 2x week	\$ -	\$ 9,280	\$ 9,280	\$ -	\$ 10,290	\$ 10,290	\$ -	\$ -	\$ -	\$ -				
18	2 Cubic Yard - Organics Recycling 3x week	\$ 1,423	\$ 8,127	\$ 8,127	\$ -	\$ 6,615	\$ 6,615	\$ -	\$ 1,662	\$ 1,336	\$ (326)				
19	2 Cubic Yard - Organics Recycling 4x week	\$ -	\$ 11,723	\$ 11,723	\$ -	\$ 3,780	\$ 3,780	\$ -	\$ -	\$ -	\$ -				
20	2 Cubic Yard - Organics Recycling 5x week	\$ -	\$ 9,338	\$ 9,338	\$ -	\$ 5,775	\$ 5,775	\$ -	\$ -	\$ -	\$ -				
21	Monthly Revenue	\$ 3,453	\$ 138,611	\$ 138,611	\$ -	\$ 46,085	\$ 46,085	\$ -	\$ 88,888	\$ 81,401	\$ (7,487)				
22	Number of Months	12	12	12	12	12	12	12	12	12	12				
23	Total Annual Revenue	\$ 41,492	\$ 1,663,326	\$ 1,663,326	\$ -	\$ 553,021	\$ 553,021	\$ -	\$ 1,066,659	\$ 976,812	\$ (89,847)				
24	Total Projected Annual Rate Revenue, Rounded	\$ 41,492	\$ 1,663,000	\$ 1,663,000	\$ -	\$ 553,000	\$ 553,000	\$ -	\$ 1,067,000	\$ 977,000	\$ (90,000)				

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

Row	Container/Service Type	Customer Rate (1)										Service Count for 12-Months Ended June 30, 2020
		South Gate Rates Effective July 1, 2022	NASA Services, Inc.			UWS			Waste Management			
			As Originally Proposed	Best and Final*	Variance from Original	As Originally Proposed	Best and Final*	Variance from Original	As Originally Proposed	Best and Final	Variance from Original	
1	Permanent Roll-Off											
2	Roll-Off Box Any Size, Any Material Type											
3	Haul plus 5 tons	\$ 734.23	\$ 554.40	\$ 554.40	\$ -	\$ 677.50	\$ 677.50	\$ -	\$ 804.16	\$ 710.00	\$ (94.16)	1,296 pulls
4	Per Ton Charge Over 5 Tons/Load	\$ 72.86	\$ 75.00	\$ 75.00	\$ -	\$ 75.50	\$ 75.50	\$ -	\$ 69.39	\$ 75.00	\$ 5.61	2,185 tons
5	Compactor, Any Material Type											
6	Haul plus 5 tons	\$ 851.41	\$ 666.40	\$ 666.40	\$ -	\$ 802.50	\$ 802.50	\$ -	\$ 804.16	\$ 785.00	\$ (19.16)	477 pulls
7	Per Ton Charge Over 5 Tons/Load	\$ 72.86	\$ 75.00	\$ 75.00	\$ -	\$ 75.50	\$ 75.50	\$ -	\$ 69.39	\$ 75.00	\$ 5.61	901 tons
8	Temporary Commercial Roll-Off											
9	Roll-Off Box Any Size, Any Material Type											
10	Haul plus 5 tons	\$ 734.23	\$ 750.00	\$ 750.00	\$ -	\$ 677.50	\$ 677.50	\$ -	\$ 804.16	\$ 775.00	\$ (29.16)	443 pulls
11	Per Ton Charge Over 5 Tons/Load	\$ 72.86	\$ 130.00	\$ 130.00	\$ -	\$ 75.50	\$ 75.50	\$ -	\$ 69.36	\$ 75.00	\$ 5.64	345 tons
12	Temporary Residential Roll-Off											
13	Roll-Off Box Any Size, Any Material Type											
14	Haul plus 3 tons	\$ 588.51	\$ 532.00	\$ 532.00	\$ -	\$ 677.50	\$ 677.50	\$ -	\$ 665.44	\$ 645.00	\$ (20.44)	45 pulls
15	Per Ton Charge Over 3 Tons/Load	\$ 72.86	\$ 75.00	\$ 75.00	\$ -	\$ 75.50	\$ 75.50	\$ -	\$ 69.36	\$ 75.00	\$ 5.64	129 tons
16	Temporary Residential Bins											
17	3-Cubic Yard Temp Bin											
18	Cost per container	\$ 251.49	\$ 150.00	\$ 150.00	\$ -	\$ 250.00	\$ 250.00	\$ -	\$ 125.00	\$ 150.00	\$ 25.00	67 pulls
19	Additional Pickups	\$ 99.34	\$ 60.00	\$ 60.00	\$ -	\$ 125.00	\$ 125.00	\$ -	\$ 125.00	\$ 130.00	\$ 5.00	73 pulls

(1) Rates include all City fees.

* Proposers did not update their original rates. Therefore, their best and final rates are equal to their originally proposed rates.

6/14/2022

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City of South Gate

Row	Container/Service Type	Estimated Rate Revenue Based on FY 2022/23 Rates Effective July 1, 2022	NASA Services, Inc.	UWS	Waste Management
1	Permanent Roll-Off				
2	Roll-Off Box Any Size, Any Material Type				
3	Haul plus 5 tons	\$ 951,562.08	\$ 718,502.40	\$ 878,040.00	\$ 920,160.00
4	Per Ton Charge Over 5 Tons/Load	\$ 159,199.10	\$ 163,875.00	\$ 164,967.50	\$ 163,875.00
5	Compactor, Any Material Type				
6	Haul plus 5 tons	\$ 406,122.57	\$ 317,872.80	\$ 382,792.50	\$ 388,584.32
7	Per Ton Charge Over 5 Tons/Load	\$ 65,646.86	\$ 67,575.00	\$ 68,025.50	\$ 62,520.39
8	Temporary Commercial Roll-Off				
9	Roll-Off Box Any Size, Any Material Type				
10	Haul plus 5 tons	\$ 325,263.89	\$ 332,250.00	\$ 300,132.50	\$ 356,242.88
11	Per Ton Charge Over 5 Tons/Load	\$ 25,136.70	\$ 44,850.00	\$ 26,047.50	\$ 25,929.20
12	Temporary Residential Roll-Off				
13	Roll-Off Box Any Size, Any Material Type				
14	Haul plus 3 tons	\$ 26,482.65	\$ 23,940.00	\$ 30,487.50	\$ 29,944.80
15	Per Ton Charge Over 3 Tons/Load	\$ 9,393.94	\$ 9,675.00	\$ 9,739.50	\$ 8,947.44
16	Temporary Residential Bin				
17	3-Cubic Yard Temp Bin				
18	Cost per container	\$ 16,849.83	\$ 10,050.00	\$ 16,750.00	\$ 8,375.00
19	Additional Pickups	\$ 7,251.82	\$ 4,380.00	\$ 9,125.00	\$ 9,490.00
20	Annual Rate Revenue	\$ 1,992,914.74	\$ 1,692,970.20	\$ 1,886,107.50	\$ 2,076,477.54
21	Total Projected Annual Rate Revenue, Rounded	\$ 1,993,000.00	\$ 1,693,000.00	\$ 1,886,000.00	\$ 1,953,000.00

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

PROPOSED RATES FOR OTHER SERVICES

Row	Service Type	South Gate Rates Effective July 1, 2022	Proposed Customer Rate (1)						Reference/Note	
			NASA Services, Inc.*	UWS*	Waste Management					
					As Originally Proposed	Best and Final	Variance from Original			
Additional Residential Rates										
1	Additional Bulky Item including Multi-Family Cart Customers: Additional Charge for Items in Excess of 10 per Month	\$ 34.90	\$ 33.24	\$ 25.00	\$ 40.00	\$ 40.00	\$ -	Per item	In excess of 10 items per month	
2	Cart Exchange	N/A	\$ 95.00	\$ 95.00	\$ 125.00	\$ 50.00	\$ (75.00)	Per request	One exchange per year at no additional charge. Rate for additional exchanges of one container above one exchange per year. Current rate sheet and agreement does not include a cart exchange fee.	
3	Re-Start Service Fee	N/A	\$ 50.00	\$ 35.00	\$ 15.00	\$ 25.00	\$ 10.00	Per re-start	New rate	

(1) Rates include all City fees.

* NASA Services, Inc. and UWS did not update rates. Therefore, their best and final rates are the same as the originally proposed rates.

OPTIONAL SERVICE: USED OIL AND USED OIL FILTER PROGRAM AND PUBLIC LITTER CONTAINER COLLECTION

Row	Container/Service Type	South Gate Rates Effective July 1, 2022	First-Year Optional Service Costs to City			
			NASA Services, Inc.	UWS		
				As Originally Proposed	Best and Final	Variance from Original
1	Curbside Used Oil and Used Oil Filter Collection					
2	Total Number of Residential Cart Accounts			17,498	17,498	17,498
3	Monthly Additional Cost Per Home per Month			\$ 0.50	\$ 0.25	\$ (0.25)
4	Total Monthly Costs			\$ 8,749.00	\$ 4,374.50	\$ (4,374.50)
5	Number of Months per Year			12.00	12.00	12.00
6	Total First-Year Cost to City			\$ 104,988.00	\$ 52,494.00	\$ (52,494.00)
7	Total First-Year Cost to City, Rounded			\$ 105,000.00	\$ 52,000.00	\$ (52,000.00)
8	Public Litter Container Collection					
9	Collection, Processing and Disposal of Public Litter Container Waste			\$ 59,000.00	\$ 59,000.00	\$ -

(1) NASA is not intending to bid on these services

(2) WM's "best and final" proposal includes monthly used oil recovery kits and once per month collection of used oil and filters for residents in single-family dwellings at no additional charge.



AMREP MANUFACTURING COMPANY, LLC

1555 SOUTH CUCAMONGA AVE. • ONTARIO, CA 91761 • (909) 923-0430 • FAX (909) 923-2485

May 17, 2022

Arsen Sarkisian
Nasa Services
1100 S. Maple Avenue
Montebello, Ca 90640

Arsen:

I am writing this letter to confirm our delivery commitment on the current 6 commercial front loader bodies you have on order. Based on the current chassis arrival information (Late July 2022), we will have the bodies completed and installed on the chassis with delivery we will have all 6 units completed by December 01, 2022. As you know supply chains are currently strained but based on our 25 year relationship, we are willing to pre-build the bodies to insure on-time delivery.

Additionally, we currently have 9 Peterbilt cab and chassis (Subject to prior sale) available with chassis build dates in November of 2022. These can currently be utilized for either Automated Side Loader or Front End Loader configurations based on your need. These units could be delivered and available for service by the April 01, 2023.

Let me know if you need anything further.

Eric L. Mattson
President
Amrep Manufacturing Company, LLC



Rush Truck Centers of California, Inc.

Office Phone (562) 566-1800 Cell Phone (949) 355-4382 Fax (562) 566-4391

NASA Services, Inc.

May 17, 2022

RE: City Roll out for January 1, 2023 Start

To: Jack Topalian,

Rush Truck Center of Los Angeles has had a working relationship with NASA Services, Inc. for over twenty years, in that time they have purchased several Peterbilt Automated Side Loaders, Front Loaders, Roll offs and Tractors. We currently have six Commercial Front Loaders on order with low emission natural Cummins Gas Engines to service the zones in Southern California. The chassis ETA to the body Company is at the end of July 2022.

Please let me know any questions or concerns and I will address them. I look forward to working through this process and hope it provides a good option for NASA Services, Inc.

Sincerely,

A handwritten signature in black ink, appearing to be "Ray Gamez", written in a cursive style.

Ray Gamez
Refuse and Municipal Fleet Sales
(949) 355-4382
Rush Truck Centers of California



Subject: NASA Services - Residential Roll Out Cart Production and Delivery

Dear Jack Topalian,

As a preferred customer and proud partner of the Sierra Container Group, we are pleased to support the manufacturing and delivery of approximately 65,000 residential roll-out carts for your upcoming project.

Our available manufacturing capacity and manpower along with the proximity of our facility make us well positioned to support a smooth roll out ahead of your contracted start date of January 1, 2023.

Cart deliveries will begin October 3rd with a planned completion date of November 30th, 2022, based on producing 1,000 carts per day for a total of 65,000.

Should any questions or concerns arise do not hesitate to reach out to me at any time.

Sincerely,



Andrew Moore
Vice President of Sales
(706) 373-1897
Andrew@SierraContainer.com
SierraContainer.com

May 1st, 2022

NASA Services
1100 S. Maple Ave.
Montebello, CA 90640
Attn: Arsen Sarkisian

Arsen,

Per our conversation, ConFab will be able to manufacture and produce the containers needed to fulfill your obligations for your contract award.

Once a PO is tendered within 7 days of an award of contract, we can begin planning and production to begin delivering containers in November of 2022, and complete all container deliveries by December 31st 2022 for your contract to begin on January 2nd 2023

If you have any questions or require additional information please let me know.

Sincerely,



Kerry A Holmes
Director of Sales, ConFab
Mobile (323) 640-4078
Kholmes@con-fab.com

Corporate Headquarters 8613 Mulberry Ave. | Fontana, CA 92335 | 800.635.8335 | sales@wastequip.com | www.con-fab.com

WASTEQUIP

Toter

Starbreath

PIONEER

MOUNTAIN TARP

GO TO PARTS

CUSCO

Accurate

AMREP



May 5, 2022

To: Universal Waste Systems

Ina addition to the first two trucks delivered this year the remaining ten chassis have been built and invoiced by Mack trucks and are currently in production with body installation. We are looking at approximately end of August beginning of September for final delivery of all units. Thank you for your continued business with TEC Equipment and Mack trucks we sincerely appreciate the business partnership we have built with Universal Waste Systems over the past decade!

Best Regards,

Dustin Coffey
Vocational Sales Manager
TEC Equipment So. California



May 4, 2022

Mr. Mark Blackburn
President
Universal Waste Systems

RE: City of South Gate Cart Rollout

Dear Mr. Blackburn,

At Otto Environmental Systems North America, Inc. our mission is to provide you with innovative products created for today's collection needs as well as customized services developed with technology and experience. We understand how large of an investment that containers for a rollout program can be. Our goal is to make you comfortable in your decision and give you peace of mind in knowing that you have chosen the right container from the right company.

Pioneers of the 2-wheel trash cart commonly used today, Otto comes from a long ancestry of waste professionals. With over 90 million carts in service, Otto is the largest brand of plastic waste containers in the world in addition to offering other high-quality products in over 26 countries.

Otto is prepared to handle the execution of bid requirements for UWS to be used in the City of South Gate cart rollout. We will produce all required carts at our Arizona manufacturing facility in time to complete a December 2022 cart deployment, for city-wide collection set to begin at the start of 2023. As always, each container upholds a ten-year, non-prorated warranty.

CORPORATE CAPABILITIES

Customer Service

At Otto, we make customer service a priority. Our unrivalled Customer Service Department sets out to create a positive experience for our customers at each point of contact. Based on your geographic location, Otto will assign you a dedicated Customer Service Representative who will manage your account and take personalized care of your needs. Your order is a primary focus and we guarantee consistent communication throughout your order process.

Quality Management System

Otto products are benchmarked against multi-faceted quality procedures. An important aspect of administering quality systems is globally recognized certifications that represent control in manufacturing practices. Otto is regularly audited to maintain its ISO certifications. Our carts are manufactured using high density polypropylene (HDPE). Otto only uses HDPE grades with a lower melt index which have longer molecular chains that decrease the melt index and give the material "melt strength." The higher molecular weight also gives the material increased environmental stress crack resistance (ESCR), impact strength, and cold temperature toughness over a material with a similar density, but shorter molecular chains. Each lot of resin is put through extensive testing to verify the melt flow index and check for moisture and contamination to ensure the resin meets Otto's established standards.



6/14/2022 manufacture

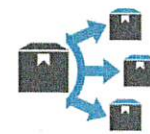


distribute

3-2



maintain



City of South Gate



ANSI Approved

Otto carts meet or exceed all ANSI requirements. Otto carts meet the ANSI standard for compatibility dimensions to ensure that containers and lifters work together to safely empty and return the container to the ground after collection. These include bib and lift bar dimensional requirements based on the container type. For required markings, Otto carts include a code for the date of manufacture, the maximum payload weight rating, the volumetric capacity, and safety "close lid before moving" instructions. Cart testing is always executed with the maximum load weight of 3.5 pounds per gallon.

ANSI Cart Testing

Otto carts meet or exceed ANSI durability and strength tests that include:

1. **Curb Test:** This test determines whether the cart's handles, wheels and axles will withstand the repeated impact forces experienced during a normal 10-year useful life. A maximum loaded cart is pushed off a curb of 5.5 inches and repositioned at the top and repeated for 520 cycles! Otto's steel axles and strong axle ribs ensure a strong base to absorb the impact without breaking.
2. **Lid Test:** Otto cart lids can withstand a load of 80 pounds (comparable to the weight of a small child) without collapsing.
3. **Force To Tip Test:** Cart testing measures the force required to start container movement or tip a maximum loaded cart to ensure ease of operation. Otto carts are well below the industry standard of not exceeding 120 pounds of force.
4. **Center Of Balance Position Test:** To further ensure the ease of operation Otto carts are tested to ensure that the height of the handle at the center-of-balance position is between 29-40 inches.
5. **Slope Stability Test:** This test checks the static stability of an empty and loaded cart on a 5 degree slope. Otto carts stand, without tipping or moving, in three different orientations.
6. **Volumetric Loading Capacity Test:** To determine the volume of a container, Otto carts are immersed in a tank of water to verify the volume of the cart.
7. **Loading And Unloading – Automated (Cycle Test):** A loaded cart is engaged by the lifter and emptied. The cart is reloaded and inspections are made every 100 lifts.
8. **Loading And Unloading – Semi-Automated (Cycle Test):** A loaded cart is engaged by the lifter and emptied. The cart is reloaded and inspections are made every 100 lifts.

Expert Engineering

Otto's technical expertise keeps you assured that we are the right manufacturer for your project, large or small. Otto uses a plastic injection molding process using high-density polyethylene to produce each 2-wheel cart. Injection molding provides consistency and durability, with design features that are built into the mold to strengthen areas that face unique stress points. Otto carts are engineered with the appropriate balance of stiffness and flexibility which provides flex and conformity to an automated grabber, creating fewer stress points. Our 2-wheel carts feature a molded-in wear ridge at the bottom of the cart to prolong the container lifespan.

Cutting-Edge Cart Branding

As the first manufacturer to offer full color decorative graphics, Otto's ColorFUSE cart branding technology has revolutionized the options for branding on the side and lid of a cart. This technology allows customers the option of multi-color resin graphics that will not crack, peel, scratch, melt or wear off because it is literally fused with the cart plastic. In addition to ColorFUSE, Otto offers a variety of additional cart customizations including: hot stamps, in-mold labels, and adhesive labels. Otto always includes free graphic design services for customers that choose to brand their containers. Our Graphic Designer will work with you to find a solution that best showcases your city emblem or company logo within your budget.



Innovative Technology

Otto's robust IT team ensures attention to detail with equipment and data. Otto carts have options to be equipped with RFID tags or permanent barcodes which can link a cart to a specific address as well as confirm container specifications including waste type, quantity and serial number validity. Through handheld devices, RFID tags/barcodes can be scanned during container management to provide real-time service verification which allows orders to be updated and closed – all while in the field. Otto also provides truck collection solutions that record RFID tags and truck position as a container is emptied into a truck. With this information, dispatchers receive real-time information on current truck locations and completed actions.

Manufacturing Capacity

Otto has manufacturing facilities across the globe, with two in North America that include East and West Coast operations. Our North American facilities have machinery with tonnage ranging in size from 100-6600, making Otto one of the largest and most capable molders in North America. Headquartered in Charlotte, North Carolina, Otto's East Coast location includes a building campus of over 142,000 sq.ft., 230,976 sq.ft. of inventory area and a 14,430 sq.ft shipping/receiving building. Otto's Eloy, Arizona campus is home to a 28,500 sq.ft. facility with over 400,000 sq.ft of inventory storage.

Commitment To Sustainability

Otto has immersed its policies and procedures in and around environmental sustainability – those actions which reduce the impact that the company's manufacturing has on both local and global environments. Our manufacturing operations have increasingly incorporated further efforts to reduce their carbon footprint. In the past few years, Otto has been able to reduce six-fold its solid waste generation through reclamation, recycling, and recapturing efforts. In fact, Otto recycles 13 million pounds of plastic annually. Otto also offers its customers the opportunity to set higher levels of recycled content during the manufacturing process of their containers.

Mark, like you, we are a family-owned business. Otto has been around since 1934, and we pride ourselves on our extensive loyal customer base composed of municipalities and haulers nationwide and we are honored to have you as part of our family.

If you have any questions or require additional information, please contact me at 650.438.1909.

Thank you for looking to Otto as your cart supplier for the South Gate project, and I wish you the best of luck on securing the contract.

Respectfully,

Andrew Arata
Regional Manager
California and Nevada



May 4th, 2022

Mark Blackburn
President
Universal Waste Systems
9016 Norwalk Blvd
Santa Fe Springs, CA 90670

Mark,

Per our conversation both CONFAB and Toter, Inc Wastequip Companies we will be able to manufacture and deliver all of your metal commercial containers, roll offs and residential 3 cart system beginning November 2022 for your new contract beginning January 1st 2023.

Our delivery schedule will be based upon receiving a purchase order within 10 days of Universal Waste Systems executing a contract award with the City of South Gate, and your transition agreement with the current outgoing hauler.

Thank you for the opportunity to work with you on this Important contract.

Sincerely,

A handwritten signature in black ink, appearing to read "K. Holmes", with a long horizontal flourish extending to the right.

Kerry A Holmes
Director of Sales
CONFAB/Toter, Inc.
323-640-4078
Kholmes@wastequip.com

Corporate Headquarters 8613 Mulberry Ave. | Fontana, CA 92335 | 800.635.8335 | sales@wastequip.com | www.con-fab.com

CONFAB

Toter



May 18, 2022

WM
13793 Redwood Ave
Chino, CA 91710
Attn: Carson Brown

RE: City of South Gate Bid -- 18 units

Autocar is pleased to provide "best-in-class" ACX refuse chassis for your City of South Gate Bid. We build the most integrated refuse chassis in the marketplace for WM. Autocar is proud to support our many successful WM contract starts across the country!

- 10 Residential Automated side-loaders – Autocar compressed natural gas chassis with Amrep ASL bodies
- 7 Commercial front-loaders – Autocar compressed natural gas chassis with Amrep CFEL bodies
- 1 Roll-offs – Autocar compressed natural gas chassis with Amrep roll-off hoists.

- Autocar will ensure "best in class" chassis to body integration delivering industry's best up-time.
- Upon award of bid and chassis orders placed by WM, Autocar ensures production priority to these units - typical production lead time ranges from 9 to 12 months for Autocar Chassis with mounted Amrep body.

Thanks for allowing Autocar to participate with WM on this contract opportunity!

Sincerely,

David Wright
Sr. Vice President, Fleet Sales
Cell: 765.602.3466

WM Collection Vehicle Procurement Timeline

WM commits to have enough collection vehicles to begin servicing the City of South Gate on January 1, 2023. Upon the award of the contract, WM will take two actions as it relates to collection vehicle procurement that includes ordering of new collection vehicles from Autocar and acquiring collection vehicles of no more than 10 years from other WM sites. WM plans on beginning servicing the City using its collection vehicles that currently service the City of South Gate and add additional collection vehicles necessary from other WM sites. Upon the delivery of our new collection vehicles from Autocar, WM will transition the collection vehicles that will be used to begin servicing the City on January 1, 2023.

Activity	Date
Submit Order for New Collection Vehicles	Upon Contract Award
Acquire Needed Collection Vehicles (No More than 10 Years) from WM Sites	Upon Contract Award
Delivery of Collection Vehicles (No More than 10 Years)	December 2022
Services Begin (CNG Collection Vehicles of No More than 10 Years)	January 1, 2023
Delivery of New Collection Vehicles	Q3 or Q4 of Calendar Year 2023
Transition of Collection Vehicles	Q3 or Q4 of Calendar Year 2023

Dave Morri
WM of Southern California
9081 Tujunga Ave.
Sun Valley, CA 91352

Dear Mr. Morri,

This letter confirms that Rehrig Pacific Company will manufacture and distribute all carts required for WM to be used for the City of South Gate Franchise Agreement container program to be completed and in full operation by January 1, 2023. We are excited about the potential of partnering with you on this project to ensure a smooth transition.

Delivery Guarantee

To ensure a smooth and timely container rollout, Rehrig Pacific Company will guarantee delivery of our containers in the timeframe designated by WM.

Experience

Rehrig Pacific Company has over 10 million containers in circulation across the United States. We have successfully supplied many major cities across the United States with automated collection (i.e., Los Angeles, San Diego, Milwaukee, Atlanta, Phoenix, etc.). Due to our extremely durable container design, cities have experienced very minimal failure. Locally, we supply containers to Los Angeles, Riverside, San Bernardino, Long Beach, El Cajon, Lynwood, Paramount, Carson, and Manhattan Beach, to name a few.

Additional Benefits of working with Rehrig Pacific Company

- 100-year-old, local company to provide support and service to the community
- Flexible production schedules with 7 manufacturing plants nationwide
- Superior product with less than .05% failure rate
- 10-year, non-prorated warranty
- Local PCR (post-consumer resin) can be used in the manufacture of containers (20-50%)
- Serial number and bar code labeling system for inventory purposes available
- Container comply with all ANSI industry specifications

Please do not hesitate to call me if you have any further questions at (909) 289-3350

Sincerely,

Brian Voss

Brian Voss
West Region Sales Manager

May 18th, 2022

Dave Morri
Sr. Area Supply Chain Manager
Waste Management
9081 Tujunga Ave.
Sun Valley, CA 91352

Dear Dave,

Per our conversation, ConFab will be able to manufacture and produce the containers needed to fulfill your obligations for your contract award for the City of South Gate.

Once a PO is tendered within 7 days of an award of contract, we can begin planning and production to begin delivering containers in November of 2022, and complete all container deliveries by December 31st 2022 for your contract to begin on January 2nd 2023

If you have any questions or require additional information please let me know.

Sincerely,

Kerry A Holmes
Director of Sales, ConFab
Mobile (323) 640-4078
Kholmes@con-fab.com

City of South Gate
Residential Rate Comparison
Jurisdictions with Residential Food Waste Collection
Sorted Lowest to Highest ⁽¹⁾

Line	Jurisdiction	Monthly Rate
1	Hawaiian Gardens	\$ 20.95
2	Redondo Beach	\$ 22.72
3	Alhambra	\$ 22.78
4	Hermosa Beach	\$ 22.87
5	Manhattan Beach	\$ 23.14
6	Signal Hill	\$ 23.15
7	South Gate - WM Proposed Rate ⁽²⁾	\$ 24.10
8	South Gate - UWS Proposed Rate ⁽²⁾	\$ 24.21
9	South Gate - NASA Proposed Rate ⁽²⁾	\$ 25.00
10	Santa Clarita	\$ 25.06
11	La Verne	\$ 27.36
12	Arcadia	\$ 29.99
13	Lawndale	\$ 31.80
14	Baldwin Park	\$ 34.29
15	Calabasas	\$ 35.34
16	Monrovia	\$ 36.47
17	Bell Gardens ⁽³⁾	\$ 37.69
18	Pasadena	\$ 40.99
19	Temple City	\$ 42.44
20	Culver City	\$ 44.21
21	Rolling Hills Estates	\$ 49.37

(1) Rates may change July 1, 2022 or January 1, 2023

(2) Selected proposer rate will be effective January 1, 2023

(3) Rate effective September 1, 2022