

**CITY OF CIRCLE PINES, MINNESOTA
REGULAR CITY COUNCIL MEETING**

**July 28, 2020
7:00 P.M.**

AGENDA

1. Call to Order
2. Roll Call

*Dave Bartholomay, Mayor
Matt Percy, Council Member
Jennifer Rauner, Council Member
Dean Goldberg, Council Member
Steve McChesney, Council Member
Patrick Antonen, City Administrator*

3. Setting of Agenda **Note:** Consent Agenda items will be acted on with one motion unless a council member requests their placement on the regular agenda -
4.
 - a. Taxpayer Comments
 - b. Council Member Comments
 - c. Mayor Comments
 - d. COVID-19 Update

5. COMMITTEE REPORTS

- a. Utilities Commission
- b. Fire Steering Committee
- c.

6. COUNCIL BUSINESS

- a. Consent Agenda

<u>Item</u>	<u>Action</u>
1. Minutes - 07/14/20 Regular Council Meeting (Enclosed)	Approve
2. General Fund Disbursements (Enclosed)	Approve
3. Police Disbursements (Enclosed)	Approve
4. Fire Disbursements (Presented at Meeting)	Approve
5.	Approve

Council Action _____

b. Presentation of Refuse and Recycling RFPs- 5 minutes each (Enclosed)

1. Republic Services-Bev Mathiasen
2. Walters Recycling & Refuse-Jeff Newsom
3. Waste Management-Jason Hartman

Council Action_____

c. Resolution No. 2020-14 – Variance Request, 247 Cobbler Court (Enclosed)

Council Action_____

d. _____

Council Action_____

7. ADJOURN TO WORK SESSION

**CITY OF CIRCLE PINES, MINNESOTA
REGULAR CITY COUNCIL MEETING**

**Tuesday, July 14, 2020
7:00 p.m.**

1. CALL TO ORDER

Mayor Bartholomay called the meeting to order at 7:00 p.m. The meeting is live and is also being conducted for two council members via online video means pursuant to Minnesota Statutes Section 13D.021.

2. ROLL CALL

Present in Council chambers were Mayor Bartholomay, Council Members McChesney and Percy and City Administrator Antonen. Council Members Goldberg and Rauner were present via video conferencing.

3. SETTING OF AGENDA

Police Governing Board – June 25, 2020 and July 13, 2020 was added as Committee Reports Item 5.a.

4. COMMENTS

a. Taxpayer Comments

It was noted there were no audience members present in council chambers.

b. Council Member Comments

Council Member McChesney gave an update on elections. He said absentee voting is underway for the August 11 Primary Election and Anoka County and the City of Circle Pines both mailed a postcard promoting mail-in voting to residents. He said election judges are training and will also follow new polling place guidelines. McChesney reminded residents of the Precinct 1 move from the fire station to St. Mark Lutheran Church on North Road, and that location will be for both the Primary and General Elections in 2020. He added Anoka County will also send a notice to residents of that change.

He reported there are about 3,300 registered voters in Circle Pines, a typical Primary Election has about 300 voters, and there are already 268 requests for

absentee ballots for the Primary Election. Therefore, he expects the numbers for the Primary will be greater than normal.

Council Member Rauner commented on the current street project. She said the project is going well, she is impressed with the work that is well coordinated and the workers are friendly and helpful.

City Administrator Antonen mentioned the street project is focused on Aurora Lane at this time and they are also finishing North Star Lane and placing curb and gutter on Moonlite Drive. He said paving is planned for Moonlite Drive and Northstar Lane and a final lift of pavement for Shepherd Court. He added there is also restoration work being done on Center Road.

c. Mayor Comments

Mayor Bartholomay commented on the following:

- League of Minnesota Cities annual business meeting
- March and rally on July 11 in Circle Pines
- Anoka County Library awards
- Fire Department training

d. COVID-19 Update

City Administrator Antonen reported the city will receive CARES Act funds of about \$380,000, with some of that also designated for Centennial Lakes Police Department and Centennial Fire District. He mentioned there have been COVID-related expenses incurred that were not budgeted for and those are reimbursable. He said staff is working on a remodel plan to create more social distancing at city hall and those costs are also reimbursable.

Council Member Percy asked how much expense has been incurred so far with the city, police and fire departments. Antonen said the calculation is not done yet, but the biggest expense so far has been the personnel expense for time lost due to COVID-19.

Council Member McChesney asked if this is just the first round or does the city need to save some of these funds if a spike happens. Antonen said the funds are required to be spent by November 15, 2020. He said small business grants are an eligible expense in addition to other programs and staff will develop a plan to be presented for council approval.

Mayor Bartholomay noted that funds not spent will be given to the county where the city is located, the county has until December to spend it, and any unspent funds left after that are returned to the federal government.

5. COMMITTEE REPORTS

a. **Police Governing Board – June 25, 2020 and July 13, 2020**

Mayor Bartholomay reported the June 25 meeting was a special meeting to select the new police chief – Jim Mork – who will start at the end of July.

He said the July 13 meeting was the main governing board meeting where business included review of a draft 2021 budget that currently has a 2.8 percent overall increase. Bartholomay said it is planned for the board to approve the budget at its August meeting before sending it to the three cities for their review and finalizing by December, 2020.

He mentioned the new police chief will be introduced to the council at a meeting within the next month.

6. COUNCIL BUSINESS

a. **Consent Agenda**

Items included:

1. Minutes – 06/23/20 Regular Council Meeting
2. General Fund Disbursements
3. Police Disbursements
4. Fire Disbursements
5. Licenses

MOTION: Percy moved, seconded by McChesney, to approve the Consent Agenda as presented.

Motion carried by Roll Call Vote of 5 Ayes and 0 Nays.

b. **Presentation of FY 2019 Audit**

Aaron Nielsen from Malloy, Montague, Karnowski, Radosevich & Co., P.A. (MMKR) gave a PowerPoint presentation on the 2019 City Financial Statements and MMKR Management Report. The presentation included Auditor's Role, Audit Opinions and Findings, Governmental Funds, General Fund Financial Position, General Fund Revenues, General Fund Expenditures, Enterprise Funds and Government-wide Net Position.

Mayor Bartholomay noted the market value of property in Circle Pines increased 8.1 percent in 2018 and 6.6 percent for taxes paid in 2019. He pointed out that the Tax Increment District No. 1-4 North related to the Lake Drive/Lexington Avenue project has made significant progress, no longer a negative number. City Administrator Antonen noted the market value increase

of commercial and multi-family residential properties has caused a positive increase to that fund.

Bartholomay mentioned that average expenditures per capita are lower than the statewide average with the exception of debt service. Nielsen added there was an increase from 2018 to 2019 in the principal for debt service, driven by the city's decision to call bonds early with funds on hand. Antonen added that the city paid about an extra \$1 million it was not expected to pay because of cash on hand that was collecting .5 percent interest while the city paid 3 percent interest on debt, so it made sense to pay off the debt early.

Bartholomay commented that years ago an investment of infrastructure was made as gas lines were extended into Blaine and those lines are now finally being used as development is happening in that area. He asked what the 2019 funds from the Storm Water Utility Fund were used for. Antonen said it was for the iron-enhanced sand filter project and noted there are funds the city has received for that project that were not yet received at the end of 2019.

Bartholomay asked generally what the city would be liable for if the state pension plan failed. Nielsen said there are a lot of assumptions that go into the calculation, and right now the statewide pension plan is underfunded overall. He said the proportionate share for the City of Circle Pines is about \$984,000. Nielsen said in the Management Report, page 53, as the new standard has been implemented, currently with five years of data, the numbers become more transparent as more years of data are added.

Bartholomay asked when the police department facilities are being paid off. Finance Director Manson responded it will be in 2021. Bartholomay asked what the yearly payment is. City Administrator Antonen responded it's in the \$70,000s.

Bartholomay thanked the finance director and staff for their efforts on the audit information. Antonen praised Manson for her efforts and commented that audits are getting easier as we are more prepared and there are less and less issues with the work of the finance department.

It was noted the Fiscal Year 2019 audit report is accepted by the council, with no action required.

c. Pay Voucher No. 3 – 2020 Street and Utility Reconstruction Project

City Administrator Antonen commented that about 57 percent of the work has been completed on the project and city engineers from WSB have reviewed the numbers.

Council Member Percy asked if there was an agreement to pay a special bonus if work is completed on time. Antonen said the city has historically not done that.

MOTION: Rauner moved, seconded by McChesney, to approve Pay Voucher No. 3 for the 2020 Street and Utility Reconstruction Project in the amount of \$1,054,818.94.

Motion carried by Roll Call Vote of 5 Ayes and 0 Nays.

7. ADJOURNMENT

MOTION: Percy moved, seconded by Goldberg, to adjourn the meeting at 8:04 p.m.

Motion carried by Roll Call Vote of 5 Ayes and 0 Nays.

Mayor

Clerk

Invoice	Seq	Type	Description	Invoice Date	Total Cost	Per
07/20/2020						
31137 CONNEXUS ENERGY						
72820	1	Invoice	June Electric	07/28/2020	150.55	07/20
72820	2	Invoice	June Electric	07/28/2020	472.23	07/20
72820	3	Invoice	June Electric	07/28/2020	101.94	07/20
72820	4	Invoice	June Electric	07/28/2020	101.94	07/20
72820	5	Invoice	June Electric	07/28/2020	656.20	07/20
72820	6	Invoice	June Electric	07/28/2020	1,472.44	07/20
Total 72820:					2,955.30	
Total 31137 CONNEXUS ENERGY:					2,955.30	
150180 OPTUM BANK						
9510058496	1	Invoice	June Service Fee	07/28/2020	2.25	07/20
9510058496	2	Invoice	June Service Fee	07/28/2020	3.00	07/20
Total 9510058496:					5.25	
Total 150180 OPTUM BANK:					5.25	
180550 CITY OF ROSEVILLE						
229218	1	Invoice	Desk Top Remote users	07/28/2020	90.00	07/20
Total 229218:					90.00	
Total 180550 CITY OF ROSEVILLE:					90.00	
Total 07/20/2020:					3,050.55	

Invoice	Seq	Type	Description	Invoice Date	Total Cost	Per
07/22/2020						
10200 ADVANTAGE SIGNS & GRAPHICS, INC						
00042868	1	Invoice	STREET SIGNS OLL,OAK.GOLDEN OAK.S P	07/28/2020	1,182.57	07/20
Total 00042868:					1,182.57	
Total 10200 ADVANTAGE SIGNS & GRAPHICS, INC:					1,182.57	
10900 ANOKA COUNTY						
072820	1	Invoice	TRUTH IN TAXATION	07/28/2020	467.55	07/20
072820	2	Invoice	2019 DELINQ ACCT ASSESSED-MOW CHG	07/28/2020	101.00	07/20
072820	3	Invoice	TIF 1-4 ADM EXP	07/28/2020	2,007.16	07/20
072820	4	Invoice	TIF III ADM EXPENSE	07/28/2020	100.00	07/20
072820	5	Invoice	REASS. 2010 STRET PROJ S/A	07/28/2020	34.69	07/20
072820	6	Invoice	2010 STR PROJ S/A	07/28/2020	103.06	07/20
072820	7	Invoice	2012 ST PROJ S/A	07/28/2020	139.18	07/20
072820	8	Invoice	2014 ST PROJ S/A	07/28/2020	108.22	07/20
072820	9	Invoice	2015 PARTIAL RECON S/A	07/28/2020	105.64	07/20
072820	10	Invoice	2015 MILL & OVERLAY S/A	07/28/2020	137.89	07/20
072820	11	Invoice	2016 ST PROJ S/A	07/28/2020	103.06	07/20
072820	12	Invoice	2018 PARTIAL ST PROJ S/A	07/28/2020	113.38	07/20
072820	13	Invoice	2018 ST PROJ S/A	07/28/2020	164.98	07/20
Total 072820:					3,685.81	
Total 10900 ANOKA COUNTY:					3,685.81	
80555 THE HOME DEPOT PRO						
561265869	1	Invoice	SHOP TOWELS	07/28/2020	5.30	07/20
561265869	2	Invoice	SHOP TOWELS	07/28/2020	2.65	07/20
561265869	3	Invoice	FACE MASKS COVID	07/28/2020	5.10	07/20
561265869	4	Invoice	FACE MASKS COVID	07/28/2020	7.65	07/20
Total 561265869:					20.70	
Total 80555 THE HOME DEPOT PRO:					20.70	
90151 IMAGE PRINTING & GRAPHICS, INC						
157003	1	Invoice	PARKS GENL DOOR HANGER NOTICES	07/28/2020	101.41	07/20
Total 157003:					101.41	
Total 90151 IMAGE PRINTING & GRAPHICS, INC:					101.41	
130828 MN DEPT OF LABOR & INDUSTRY						
072820	1	Invoice	2ND QTR BLDG SURCHG JUNE0030352020	07/28/2020	339.60	07/20
Total 072820:					339.60	
Total 130828 MN DEPT OF LABOR & INDUSTRY:					339.60	
160520 PRESS PUBLICATIONS INC						
673501	1	Invoice	VARIANCE HEARING 247 COBBLER	07/28/2020	34.48	07/20

Invoice	Seq	Type	Description	Invoice Date	Total Cost	Per
Total 673501:					34.48	
Total 160520 PRESS PUBLICATIONS INC:					34.48	
240100 XCEL ENERGY						
072820	1	Invoice	STREET LIGHT ELEC	07/28/2020	119.29	07/20
Total 072820:					119.29	
Total 240100 XCEL ENERGY:					119.29	
999314 REBECCA DAHL						
072820	1	Invoice	PAVILION RENTAL REFUND	07/28/2020	90.00	07/20
Total 072820:					90.00	
Total 999314 REBECCA DAHL:					90.00	
999491 DOUG BARANOWSKI						
072820	1	Invoice	PAVILION RENTAL REFUND	07/28/2020	50.00	07/20
Total 072820:					50.00	
Total 999491 DOUG BARANOWSKI:					50.00	
999736 KIM ANDERSON						
072820	1	Invoice	PAVILION RENTAL REFUND	07/28/2020	90.00	07/20
Total 072820:					90.00	
Total 999736 KIM ANDERSON:					90.00	
999737 BRIDGEWOOD COMMUNITY CHURCH						
072820	1	Invoice	PAVILION RENTAL REFUND	07/28/2020	90.00	07/20
Total 072820:					90.00	
Total 999737 BRIDGEWOOD COMMUNITY CHURCH:					90.00	
999738 DAVE & PAT CONDON						
072820	1	Invoice	PAVILION RENTAL REFUND	07/28/2020	95.00	07/20
Total 072820:					95.00	
Total 999738 DAVE & PAT CONDON:					95.00	
999739 KELLY SCHUETTE						
072820	1	Invoice	PAVILION RENTAL REFUND	07/28/2020	90.00	07/20
Total 072820:					90.00	
Total 999739 KELLY SCHUETTE:					90.00	

Invoice	Seq	Type	Description	Invoice Date	Total Cost	Per
999740 MOLLY FAIRBANKS						
072820	1	Invoice	PAVILION RENTAL REFUND	07/28/2020	50.00	07/20
Total 072820:					50.00	
Total 999740 MOLLY FAIRBANKS:					50.00	
999741 HEATHER KRAMER						
072820	1	Invoice	PAVILION RENTAL REFUND	07/28/2020	90.00	07/20
Total 072820:					90.00	
Total 999741 HEATHER KRAMER:					90.00	
999742 CAILEN LEE						
072820	1	Invoice	PAVILION RENTAL REFUND	07/28/2020	90.00	07/20
Total 072820:					90.00	
Total 999742 CAILEN LEE:					90.00	
999743 JANET RAUSCH						
072820	1	Invoice	PAVILION RENTAL REFUND	07/28/2020	90.00	07/20
Total 072820:					90.00	
Total 999743 JANET RAUSCH:					90.00	
999744 CASSIE ROUTHE						
072820	1	Invoice	PAVILION RENTAL REFUND	07/28/2020	90.00	07/20
Total 072820:					90.00	
Total 999744 CASSIE ROUTHE:					90.00	
999745 ANGEL SCHWEITZER						
072820	1	Invoice	PAVILION RENTAL REFUND	07/28/2020	90.00	07/20
Total 072820:					90.00	
Total 999745 ANGEL SCHWEITZER:					90.00	
Total 07/22/2020:					6,488.86	
Grand Totals:					9,539.41	

Report GL Period Summary

Vendor number hash:	0
Vendor number hash - split:	0
Total number of invoices:	0
Total number of transactions:	0

Report Criteria:

Invoice Detail.GL Account = 10110100-506477506710,70210100-702499702730

Report Criteria:
Report type: Summary

GL Period	Check Issue Date	Ck No	Payee	Description	Check Amount
07/20	07/16/2020	13290	ASPEN MILLS, INC	UNIFORM CORPORAL BADGES	269.00
07/20	07/16/2020	13291	BUREAU OF CRIM. APPREHENSION	2ND QTR CJDN ACCESS FEE	390.00
07/20	07/16/2020	13292	CENTURY LINK	COMMUNICATIONS	121.18
07/20	07/16/2020	13293	CONSOLIDATED COMMUNICATIONS	PHONES JULY	398.20
07/20	07/16/2020	13294	COVERALL NORTH AMERICA, INC	CLEANING SERVICE JULY	780.00
07/20	07/16/2020	13295	HOLIDAY STATIONSTORES, LLC	FUEL JUNE	2,544.95
07/20	07/16/2020	13296	IMAGE PRINTING & GRAPHICS, INC	BUSINESS CARDS NW	652.75
07/20	07/16/2020	13297	KNOWLAN'S SUPER MARKETS	ICE FOR CHIEF INTERVIEWS	12.36
07/20	07/16/2020	13298	LOFFLER COMPANIES	TONER	120.00
07/20	07/16/2020	13299	METRO SALES, INC	COPIER CONTRACT JUNE	77.07
07/20	07/16/2020	13300	OFFICE OF MN IT SERVICES	WAN SERVICES JUNE	43.20
07/20	07/16/2020	13301	CITY OF ROSEVILLE	IT SUPPORT SERVICES JULY	3,816.00
07/20	07/16/2020	13302	STREICHER'S, INC	CHEMICAL SPRAY IRRITANT	143.97
Grand Totals:					<u>9,368.68</u>

Name	Vendor #	Invoice	Seq	Type	Description	Invoice Date	Pmt Due Date	Total Cost	GL Account	GL Period	GL Activity
07/16/2020											
11565 ASPEN MILLS, INC											
ASPEN MIL	11565	258454	1	Invoi	UNIFORM CORPORAL BADGES	07/16/2020	07/16/2020	269.00	901-42-2100-218	07/20	0
Total 11565 ASPEN MILLS, INC:								269.00			
20113 BUREAU OF CRIM. APPREHENSION											
BUREAU O	20113	000006	1	Invoi	2ND QTR CJDN ACCESS FEE	07/16/2020	07/16/2020	390.00	901-42-2100-386	07/20	0
Total 20113 BUREAU OF CRIM. APPREHENSION:								390.00			
30485 CENTURY LINK											
CENTURY	30485	071620	1	Invoi	COMMUNICATIONS	07/16/2020	07/16/2020	121.18	901-42-2100-321	07/20	0
Total 30485 CENTURY LINK:								121.18			
31170 CONSOLIDATED COMMUNICATIONS											
CONSOLID	31170	071620	1	Invoi	PHONES JULY	07/16/2020	07/16/2020	398.20	901-42-2100-321	07/20	0
Total 31170 CONSOLIDATED COMMUNICATIONS:								398.20			
31253 COVERALL NORTH AMERICA, INC											
COVERALL	31253	707027	1	Invoi	CLEANING SERVICE JULY	07/16/2020	07/16/2020	780.00	901-42-2100-401	07/20	0
Total 31253 COVERALL NORTH AMERICA, INC:								780.00			
80440 HOLIDAY STATIONSTORES, LLC											
HOLIDAY S	80440	071620	1	Invoi	FUEL JUNE	07/16/2020	07/16/2020	2,544.95	901-42-2100-212	07/20	0
Total 80440 HOLIDAY STATIONSTORES, LLC:								2,544.95			
90026 IMAGE PRINTING & GRAPHICS, INC											
IMAGE PRI	90026	156714	1	Invoi	4 ACRYLIC SAFETY BARRIERS	07/16/2020	07/16/2020	530.00	901-42-2100-401	07/20	2020
IMAGE PRI	90026	156795	1	Invoi	WARNING NOTICES	07/16/2020	07/16/2020	65.00	901-42-2100-203	07/20	0
IMAGE PRI	90026	156822	1	Invoi	BUSINESS CARDS NW	07/16/2020	07/16/2020	57.75	901-42-2100-203	07/20	0
Total 90026 IMAGE PRINTING & GRAPHICS, INC:								652.75			
110204 KNOWLAN'S SUPER MARKETS											
KNOWLAN'	110204	15/1500	1	Invoi	ICE FOR CHIEF INTERVIEWS	07/16/2020	07/16/2020	12.36	901-42-2100-495	07/20	0
Total 110204 KNOWLAN'S SUPER MARKETS:								12.36			
120430 LOFFLER COMPANIES											
LOFFLER	120430	346996	1	Invoi	TONER	07/16/2020	07/16/2020	120.00	901-42-2100-201	07/20	0
Total 120430 LOFFLER COMPANIES:								120.00			
130460 METRO SALES, INC											
METRO SA	130460	INV162	1	Invoi	COPIER CONTRACT JUNE	07/16/2020	07/16/2020	77.07	901-42-2100-403	07/20	0
Total 130460 METRO SALES, INC:								77.07			
150250 OFFICE OF MN IT SERVICES											
OFFICE OF	150250	DV2006	1	Invoi	WAN SERVICES JUNE	07/16/2020	07/16/2020	43.20	901-42-2100-386	07/20	0
Total 150250 OFFICE OF MN IT SERVICES:								43.20			

Name	Vendor #	Invoice	Seq	Type	Description	Invoice Date	Pmt Due Date	Total Cost	GL Account	GL Period	GL Activity
180500 CITY OF ROSEVILLE											
CITY OF R	180500	022917	1	Invoi	IT SUPPORT SERVICES JULY	07/16/2020	07/16/2020	3,816.00	901-42-2100-320	07/20	0
Total 180500 CITY OF ROSEVILLE:								3,816.00			
190910 STREICHER'S, INC											
STREICHE	190910	I143850	1	Invoi	CHEMICAL SPRAY IRRITANT	07/16/2020	07/16/2020	143.97	901-42-2100-215	07/20	0
Total 190910 STREICHER'S, INC:								143.97			
Total 07/16/2020:								9,368.68			

7/16/2020 GL Period Summary

GL Period	Amount
07/20	9,368.68
Grand Totals:	9,368.68

Grand Totals: 9,368.68

Report GL Period Summary

GL Period	Amount
07/20	9,368.68
Grand Totals:	9,368.68

Vendor number hash: 1357858
 Vendor number hash - split: 1357858
 Total number of invoices: 15
 Total number of transactions: 15

Terms Description	Invoice Amount	Discount Amount	Net Invoice Amount
Open Terms	9,368.68	.00	9,368.68
Grand Totals:	9,368.68	.00	9,368.68

Agenda Item 6b



CIRCLE PINES

200 Civic Heights Circle
Circle Pines, MN 55014
Office: (763) 784-5898
TDD: (763) 784-9724

Fax: (763) 785-2859
www.circle-pines.mn.us

TO: City Council Members
FROM: Chandra Peterson *CP*
DATE: July 21, 2020
RE: Refuse & Recycling RFP

Three RFPs were submitted and are enclosed with this memo. Each company has been invited to the 7/28/20 Council meeting to give a 5-minute or less presentation and to give the council an opportunity to ask questions.

I have put together a matrix to compare the RFPs side by side, in case you find this helpful when looking through the materials.

Enclosures (4) Comparison Matrix; Republic RFP; Walters RFP; Waste Management RFP

	2021	Waste Management	Republic	Walters	2020 Rates
Refuse-					
35 Gallon		\$ 7.52	\$ 5.00	\$ 7.48	\$ 7.52
64 Gallon		\$ 7.52	\$ 5.00	\$ 7.48	\$ 7.52
96 Gallon		\$ 7.52	\$ 5.00	\$ 7.48	\$ 7.52
Xtra Cart		\$ 2.00	\$ 2.50	\$ 7.50	
Xtra Bags		\$ 3.00	\$ 2.00	\$ 3.00	\$ 1.00
Recycling-EOW					
35 Gallon		\$ 4.25	\$ 4.00	\$ 6.52	\$ 3.41
64 Gallon		\$ 4.25	\$ 4.00	\$ 6.70	\$ 3.41
96 Gallon		\$ 4.25	\$ 4.00	\$ 6.88	\$ 3.41
Recycling-EW					
35 Gallon		\$ 5.75	\$ 8.00	\$ 10.79	NA
64 Gallon		\$ 5.75	\$ 8.00	\$ 10.97	NA
96 Gallon		\$ 5.75	\$ 8.00	\$ 11.15	NA
Yard Waste Carts		10.25/monthly	14.83/monthly	\$ 105.00	\$84/year or 10.50/m
Xtra Yard Waste Cart-RFP did not call for this				\$ 35.00	
Yard Waste Bags		\$ 2.50	\$ 3.00	\$ 3.00	\$ 3.00
Organics-All In			\$ 3.99		
Organics-Subscription		\$ 23.80	\$ 15.00		
Appliances		\$ 25.00	\$ 50.00	\$ 55.00	\$ 25.00
Electronics		\$8-35	\$25-75		\$8-35
Customer Service/per month/per HH		\$ 0.33	\$ 1.00	\$ 1.37	City Staff
Customer Service-excluding billing		No Charge	\$ 1.00	\$ 0.67	City Staff

	2021	Waste Managememe Republic	Walters	2020 Rates
Charge to exchange/Replacement Delivery Fee	1 time a year	1 time a year	\$ 25.00	Unlimited/done by city staff
Disposal Fee	\$ 68.00	\$ 68.50	See RFP	

	4% increase each year	3.5% increase each year	3% increase each year	
Different than RFP	Only 1 Recycle Day Leaf Pick Up?	Only 1 Recycle Day Leaf Pick Up?	Only 1 Recycle Day Christmas Tree?	
			Leaf Pick up?	

**City of Circle Pines
Request for Proposal
Solid Waste, Recycling,
Organics Recycling and Bulky Waste Collection**



**REPUBLIC
SERVICES**

We'll handle it from here.™



Submitted By: Beverly Mathiasen, Municipal Manager

Date: July 10, 2020



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REPUBLIC
SERVICES



City of
CIRCLE PINES
Minnesota

Proposal for Residential Garbage, Recycling, Organics and Yard Waste

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Proposal for Residential Garbage, Recycling, Organics and Yard Waste

July 10, 2020

Ms. Chandra Peterson, Assistant City Administrator
City of Circle Pines
200 Civic Heights Circle
Circle Pines, MN 55014

Dear Ms. Peterson,

Republic Services is pleased to submit the following proposal for the City of Circle Pines. We are confident that you will find **Republic Services** to be the **Ideal Fit for Your Trash, Recycling, Organics Recycling, and Yard Waste Needs**.

We are proud to say that we have served the communities within the Twin Cities and surrounding area for over **70 Years** and during this time we have witnessed and been part of many changes in the waste industry, but what hasn't changed is our **Commitment to our Customers**, and that is providing them with the **Highest Level of Service** at a **Fair and Reasonable Price**. We see ourselves as a local provider, but our footprint is much larger, Republic Services serves millions of residential and commercial customers in partnership throughout our Great Country with municipalities agreements in excess of 2,800. No other company can equal the Operational Capabilities, Financial Stability, Capital Resources, Extensive Experience, Integrated Infrastructure or Transfer Expertise that Republic Services brings to Forest Lake. We are proud to be recognized for the following benefits to your community:

- We employ 472 employees who live in the Seven County Twin Cities Area
- We offer a 99.9% pick-up rate in your community
- Our drivers are 41% safer than the industry average
- We have been recognized in the top 10% of all companies globally for our commitments and investments in sustainability
- We are a leader in the marketing of commodities, ensuring that your commodities have end markets in all market conditions
- Republic Services was designated as one of the World's Most Ethical Companies by the Ethisphere Institute for Third Consecutive Year in a row

Republic Services' proposal shares details about our ability to provide reliable service as well as enhance and preserve environmental stewardship as your community partner. Included in our proposal is our proposed implementation and routing plans. We look forward to working with you and bringing our unique customer experience to the residents of Circle Pines. Select Republic Services and, *"We'll Handle it from Here."*

Sincerely,

Beverly Mathiasen
Municipal Services Manager



**Proposal for Residential Garbage,
Recycling, Organics and Yard Waste**

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Proposal for Residential Garbage, Recycling, Organics and Yard Waste

Executive Summary

90% of municipalities extend their current contracts with Republic Services because of our partnerships and local expertise offering Simple Solutions, Reliability and Environmental Responsibility.

Best Value

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

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

We believe that excellence means being better than competitors at everything we do, every day. We begin by actively listening to our customers. We seek out thousands of conversations each month, mining for insights into customer wants and needs. Those insights lead to innovation. Our innovation brings about simple solutions for our customers. We configure products and services to the individual customer at the right price.

Republic Services is your low-risk, best value partner

- 472 employees live within City of Circle Pines limits
- Over 70 years continuously serving the Seven County Metro Area
- Reliable – 99.9% pickup rate
- Environmental Responsibility – over 3,200 CNG trucks nationwide
- Safer – 40% fewer incidents than industry average
- Simple Solutions – manage your account with the Republic Services app
- Sole recycling and solid waste services company in the world to be included on **the first and second annual Barron's 100 Most Sustainable Companies list**
- Named to the Dow Jones Sustainability Indices – North America and World - for the fourth straight year
- **Named to the 2019 World's Most Ethical Companies List®** by the Ethisphere® Institute for the third year in a row
- 3 fully staffed, US-based, national Customer Resource Centers

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

This zeal for our customers has brought forth new and exciting changes. From operations to talent to technology, we are focused on not just meeting the needs of our 14 million customers but exceeding them.

Low cost providers in the industry sacrifice one or more of these elements, translating to risk to your municipality. Republic Services is your best-value partner, through our proven and demonstrated balance of these factors, while serving over 2,400 municipal contracts today.

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

Strengths of our Company	Benefits to Municipality
99.9% On-time reliability rate	Happy community; fewer calls to city hall
40% safer than industry average	Fewer incidents; safer community streets for children at play
Simple Solutions for your community waste and recycling needs	Easy access to solutions for the growing number of waste streams
Recognized globally on Dow Jones Sustainability Index	Peace of mind that you have a global leader in sustainable initiatives as your partner
Most advanced, integrated Customer Resource Centers in the industry	Longer customer service hours, with hundreds of trained agents networked together nationwide
Web- and smartphone-based apps for easy access by community residents to relevant information	Stronger communications, and ease of alert and news dissemination
Robust community education and outreach	Communities educated on recycling produce less contamination and greater diversion

Local Leadership with National Support

Our local team is vital to the successful delivery of this contract and its daily **operations. This team’s unique combination** of collection experience, recycling expertise, and innovative management systems ensure quality service for the duration of the contract. Our local and area management teams have extensive industry experience operating and managing solid waste companies and have substantial experience in the region.

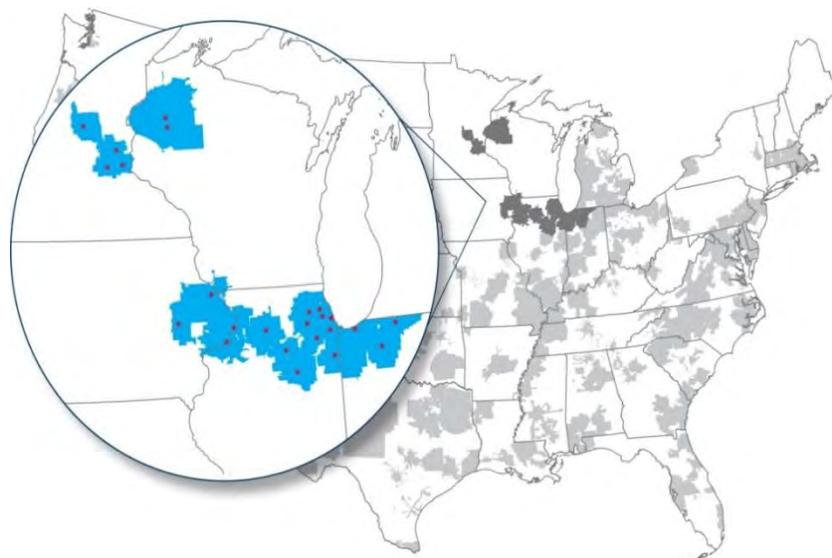
Because we retain experienced managers with extensive knowledge of their local communities, we are proactive in **anticipating customers’ needs and adjusting** to changes in the markets. We also seek to implement the best practices of our various business units throughout our operations to continue improving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

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

Sustainability

The breadth and scope of our sustainability platform is earning noteworthy recognition. From products that create solutions for our customers to an industry-leading safety program, and a fleet that reduces its carbon impact to landfills that generates renewable energy, we are leading in every way possible. Sustainability contributes to a cleaner world, while also providing

Figure 2. Local accountability backed by national support. Our City of Circle Pines operations are backed by our corporate-wide strength and experience, incorporating best practices from other local operations.



opportunities to improve brand awareness, increase customer loyalty, grow our business, motivate our employees and differentiate Republic Services from our competitors.

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

We must lead by example, working diligently to improve our relationship with the environment and society through decreased vehicle emissions, innovative landfill technologies, use of renewable energy, community engagement and employee growth opportunities. We are privileged to serve more than 14 million customers in 240 markets across the country, creating effortless experiences that support your evolving needs and honor your unique commitments to improving your communities.

Operations

We exercise the utmost responsibility in our operations. This includes our fleet, buildings, landfill technology and the day-to-day

activities we conduct in our communities. We are working hard to understand and measure our impact on air, land and water to minimize or eliminate any negative consequences, where possible.

Materials Management

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

Communities

We are dedicated to being a good neighbor in the communities in which we live and work. This includes investing back into our communities through customer engagement, philanthropic giving, volunteerism, environmentally responsible infrastructure, and operating in over 240 markets at the highest standards.

Republic **Services'** community engagement plan is based on the needs of the community-based organizations and civic and business entities across the Seven County Metro Area. Republic Services has a

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



track record of giving to and spending in our communities.

Safety

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

Republic Services has a consistently low and trending lower occurrence of incidents and accidents and is known for our strict focus on safety and corresponding best in industry, multi-faceted, and well-organized safety program. Republic **Services'** average OSHA scores are lower than the average OSHA scores for the waste industry according to Department of Labor, Bureau and Statistics Data. Employees, the public, and rate payers all benefit from Republic **Services'** dedication to safety. We have been, and will continue to strive to be, the safest waste services company in America. We are 40 percent safer than our competition.

People

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

Figure 4. An industry leading safety program that has been 40% better than the industry average.



our appreciation for the hard work and dedication they show every day. Republic Services is a local company staffed with a committed team of nearly 472 professionals who take personal responsibility for serving customers with care. Republic Services is also an industry leader providing the strength of our national network, decades of experience, diversified capabilities and expertise serving clients of all sizes.

Customer First

A few years ago, Republic Services made a major commitment to further differentiate from our competitors by investing in the enhancement of the quality and reliability of our customer service capabilities. To accomplish this, we consolidated hundreds of small call centers into three state-of-the-art, fully integrated Customer Resource Centers located in Phoenix, AZ, Indianapolis, IN, and Charlotte, NC. These facilities are strategically located across the country to ensure we can deliver call support for 15 hours per day (7:00 am Eastern to 7:00 pm Pacific) on weekdays, and 5 hours on Saturday.

Figure 5. Recognition supports our approach. Engaged employees and leadership make Republic Services an employer of choice.



Proposal for Residential Garbage, Recycling, Organics and Yard Waste

Our Promise

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

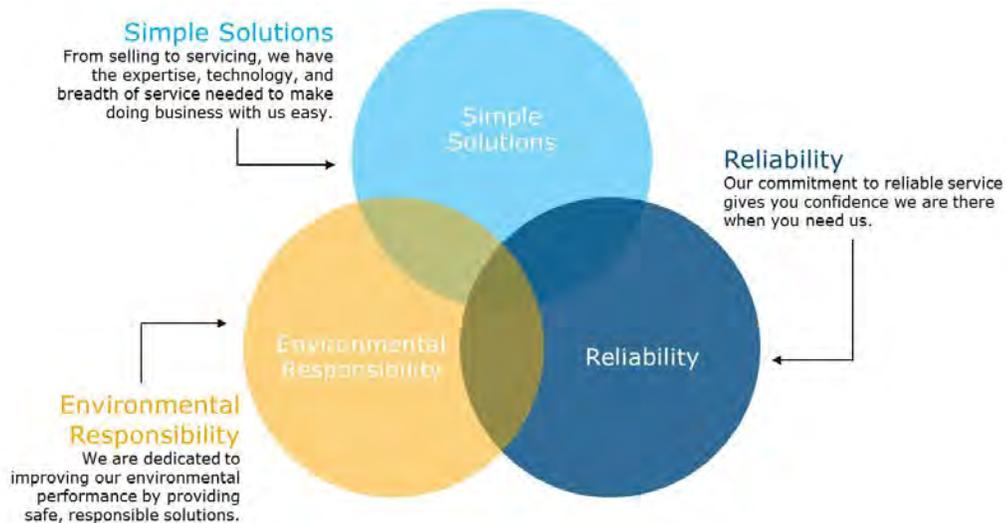
- **Simple Solutions** – We offer a wide range of tailored products to assist the community in the responsible recycling or disposal of unique waste streams that include electronics, universal waste, or household hazardous waste. Additionally, our investments in customer-facing web- and smartphone-based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

are better off with our team on your streets.

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

It is through these initiatives and recognitions that we reiterate our commitment to City of Circle Pines. On behalf of the 36,000 employees at Republic Services, we appreciate the opportunity to earn your business through this submittal and look forward to a long and continued partnership for years to come.

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



Company Overview

Republic Services is one of the **country's** leading providers of municipal recycling and waste services, serving over 2,400 communities, with over 14 million customers in 40 states and Puerto Rico.

Local Presence

For over 70 years, Republic Services has partnered with municipalities, residents, and businesses in the Minneapolis-St. Paul area to provide solid waste, recycling, yard waste, and bulky item collection services.

Republic Services is integrated in the community, employing approximately 472 people within the Metro area, 73 of whom work at our Circle Pines Hauling Division.

We place great importance on our human capital and recognize that our employees are our most important asset. Republic Services endeavors to provide the very best working conditions, including a safe environment, competitive pay and benefits, and many opportunities for professional growth. In fact, several of our supervisors

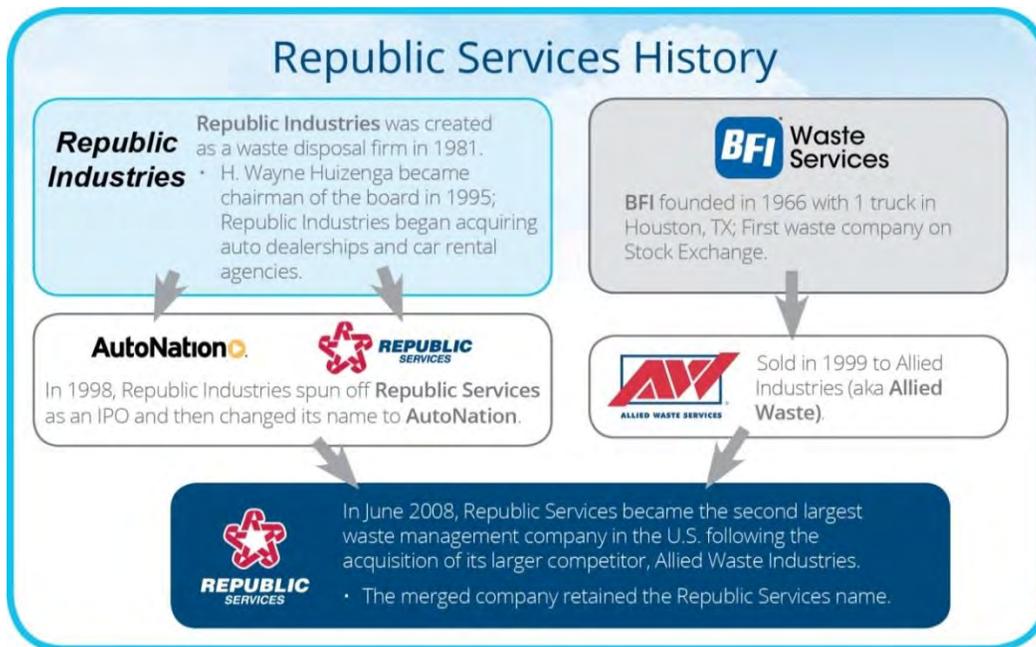
Republic Services invests in our communities by continuing to provide customers with safe, customer service-focused solutions

- Municipalities that partner with Republic Services choose to renew or extend approximately 90% of their contracts
- Our 15,000 drivers execute 4.9M pickups/day
- Average tenure of Republic Services Municipal customer is over 12 years
- As a corporate partner, we sponsor and are present in the communities we serve
- Over 100,000 residential customers, 12,000 commercial, and 1,200 industrial customers in Twin Cities Area
- Republic Services deploys over 300 trucks daily from its local collection operations

and managers began their careers at Republic Services as drivers, landfill operators, or technicians.

Our Company

Figure 7. Company History. Today's Republic Services is the product of three former industry leaders



Republic Services is an industry leader in the non-hazardous solid waste industry with revenues more than \$10 billion and over 36,000 dedicated employees. Figure 7 shows our lineage, which includes three of the industries most recognized brands, who combined in 2008. All our legacy brands operate today as a part of the Republic Services family.

Republic **Services'** collection companies, transfer stations, recycling centers and landfills focus on providing effortless solutions for our more than 14 million commercial, industrial, and residential customers. Republic Services responsibly operates 349 collection operations, 207 transfer stations, 190 active solid waste landfills and 91 recycling centers across 41 states and Puerto Rico. We also have 75 landfill gas and renewable energy projects and are adding new facilities every year. In our Energy Services vertical, we have 7 treatment, recovery, and disposal facilities as well as 11 saltwater disposal wells.

With over 16,000 vehicles, Republic Services deploys the 7th largest vocational fleet in

the U.S. to collect approximately 100 million tons of waste and over eight million tons of recyclables.

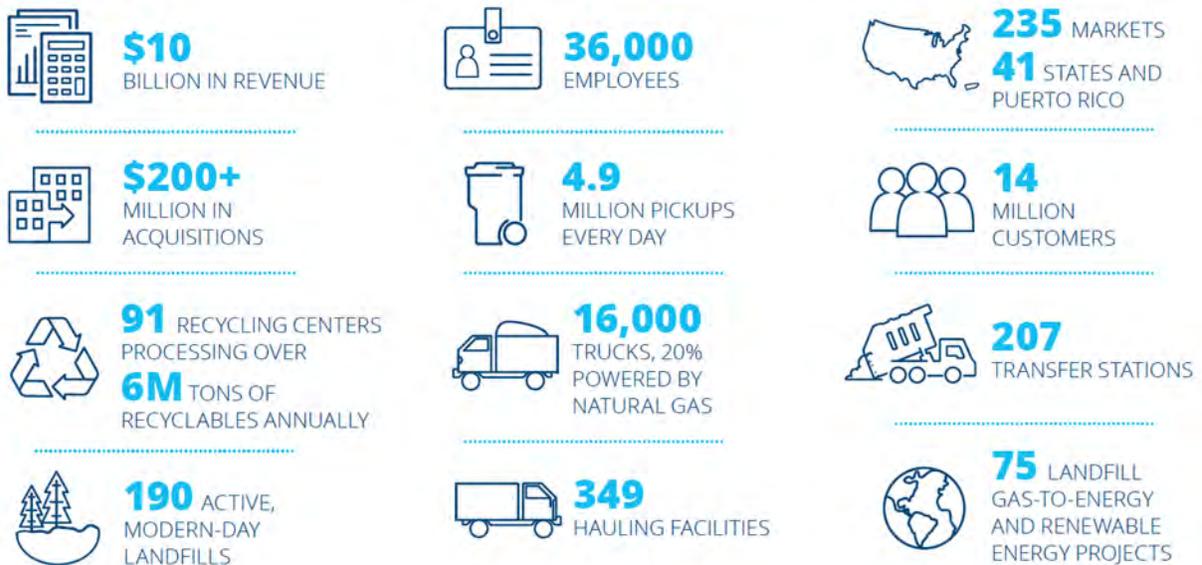
Vision

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

Values

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

Figure 8. Key Company Statistics. Republic Services is an industry leader in the U.S. non-hazardous solid waste industry



Strategy

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

Our Promise

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

Sustainability

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

Figure 9. Environmental Responsibility. As stewards of our Blue Planet™ we have a responsibility to regenerate our planet with materials we are entrusted to handle every day.



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

People

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

Leadership

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

Our national presence allows us to identify and incorporate best practices that drive greater overall operating efficiency across the company while maintaining day-to-day operating decisions at the local level, closest to the customer. We manage our operations through ten geographic operating areas, consisting of multiple divisions that each provides recycling and waste collection, transportation and disposal services.

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

Proposal for Residential Garbage, Recycling, Organics and Yard Waste

Ownership

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

Ownership beyond five percent

The following table shows certain information as of May 1, 2019 with respect to the ownership of common stock by each shareholder who is known by Republic Services to own more than 5 percent of our outstanding common stock:

Figure 10. Ownership beyond five percent

Name of Owner	% Outstanding Shares
Cascade Investment, LLC	33.83%
BlackRock, Inc.	6.62%
The Vanguard Group, Inc.	5.93%

Credit Rating

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

Associations

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

- National Waste & Recycling Association (NWRA)
- Solid Waste Association of North America (SWANA)
- Environmental Research and Education Foundation (EREF)
- United States Green Building Council (USGBC)
- Public Affairs Council

- U.S. Conference of Mayors, Solid Waste Advisory Council
- National League of Cities (NLC)
- International City Managers Association (ICMA)

Figure 11. Republic Services is a proud member of our industry association as well as many other trade associations.



Facilities

It is our business to help you and your residents to be environmentally responsible in their homes and workplaces. As you would expect, we strive to be exemplary in our own environmental compliance and responsibility.

Our facilities are engineered for safe, environmentally friendly operations. We use sustainable materials that facilitate energy and water conservation, as well as design principles to enhance employee and guest safety and comfort.

Providing outstanding recycling and waste services to your community requires the existence of multiple types of facilities, which typically include:

- Hauling company
- Transfer station
- Recycling center
- Landfill
- Customer Resource Center

Following is a brief description of each of our most common facility types. One or more of these facility types may reside at the same physical address/location in a city.

Figure 12. Hauling Company. Our hauling operations are the core of the collection service to your community, offering a truck fleet with the most tenured drivers in the industry



Facilities that work with the environment are basic design elements at Republic Services

- Our newest recycling center was constructed of 75 percent recycled steel and uses 1,776 solar panels
- More than half of the materials in our new Customer Resource Center are from repurposed materials and it uses LED and natural lighting throughout
- Low-flow water fixtures and xeriscaping in our newest facility in the southwest reduces water consumption by 20 percent
- Republic Services has operations in 240 markets across the US
- Responsibly operate 349 collection operations across the country

Hauling Company

A hauling company is where the community recycling and waste collection services are based. These facilities typically serve several important functions that are critical to delivering exceptional service to your residents:

- A yard for housing all the vehicles that serve the community, including fueling infrastructure, if possible
- Storage yard for spare containers and containers used to serve the residential, commercial and industrial customers in the community
- An industry leading maintenance facility, which delivers service for the trucks and containers
- Training facilities to keep our workforce at the forefront of learning and safety
- Administrative offices to interact with your municipal staff

It is typical that our largest workforce presence exists at a hauling company, to support the complex operation that goes into serving your community with a 99.9% pickup reliability rate.

Transfer Station

A transfer station is frequently used in communities that are located outside the recommended drive time to a landfill or other post-collection facility. The purpose of transfer stations is to enable the efficient transfer of recycling and municipal solid waste from the collection trucks to tractor trailer trucks that can more efficiently transport the material to the appropriate post-collection facility. Typical transfer stations consist of a large concrete tip floor, where collection trucks deposit the material after their trucks reach capacity on a route. Once on the tip floor, material is transferred to larger tractor trailers where it is hauled to the local recycling center, landfill or other post-collection facility.

At Republic Services, our transfer stations are designed and operated to focus on safety, environmental responsibility, and being a good neighbor. We invest frequently in Republic Services-operated facilities to ensure they meet appropriate standards for operations and fit well within the areas in which they are located.

Recycling Center

Recycling Centers are very complex facilities that are designed to receive, process, and

Figure 13. Recycling Centers - Republic Services operates some of the most advanced Recycling Centers in the country.



package the various recyclable commodities that are collected in the community. Material collected on recycling routes is brought to the Recycling Centers, where it is deposited on the tip floor. From there, the material is loaded onto a large conveyor belt that progresses through multiple stations in the facility. Each station of a Recycling Center is specifically engineered to separate unique types of material from the recycling stream on the belt, such that all material is uniquely separated by the time it reaches the end of the Recycling Centers line. Once each commodity is separated, it is baled to assist in transportation and sale to end market buyers.

Even in times of crisis, when end market buyers are stopping or limiting their purchase of commodities, Republic Services is looking to alternative markets to ensure the continued success of our programs.

When it comes to recycling, everyone has a part to play. When we all work together we **can make sure recyclable materials don't** end up in our lakes and landfills. At Republic Services, we believe in the preservation of a Blue Planet, a cleaner, safer and healthier world where people thrive – not just for today, but for generations to come.

Figure 14 Transfer Stations. Reduce wear on roads and trucks by offering an efficient and local transfer of material for transport to post-collection facilities.



Landfill

A landfill is where material that cannot be recycled in some manner is processed for disposal. This can be one of the most complex facilities in our portfolio due to the tremendous responsibility we hold to **appropriately handle the nation’s waste.**

Each landfill is segmented into cells, which are engineered in sections to handle the waste deposited at the facility. All our landfill facilities are subject to the Resource Conservation Recovery Act (RCRA) Subtitle D regulations which ensure that the facility contains:

- Liner in the bottom of each cell to separate the deposited waste from the environment
- Layers of daily waste deposits from the community
- A layer of daily cover, such as soil to help reduce odors
- An elaborate leachate system, which catches and processes rainwater that leaches through the landfill over time
- A complex system of pipes and pumps that capture and process the landfill gas (methane) which is a natural byproduct of waste over time
- An engineered cap that is placed over the top of a closed cell

Figure 15. Landfill. Our landfill operations are staffed by highly trained environmental and landfill engineers.



Figure 16. Customer Resource Centers combine state-of-the-art technology to give customers the best service possible.



Our landfills are staffed by trained environmental engineers who monitor the operations daily, as well as monitor closed landfill facilities for years after they have been closed and capped.

Customer Resource Center (CRC)

A few years ago, Republic Services consolidated hundreds of small call centers into three state-of-the-art, fully integrated Customer Resource Centers (CRCs) located in Phoenix AZ, Indianapolis IN, and Charlotte NC. These facilities are strategically located across the country to ensure we can deliver call support for 15 hours per day (7:00 am Eastern to 7:00 pm Pacific) on weekdays, and 5 hours on Saturday.

These facility locations were also selected in markets known for a high population of call center agents, which means they are staffed with a highly trained and carefully-selected staff who have each passed a rigorous 5-week training course. Additionally, every agent is equipped with industry-leading technology to ensure a superior customer experience when they call with questions or to request additional service.

Facilities Serving City of Circle Pines

Republic Services will serve your city with the following facilities.

Figure 17. Republic Services Facilities Serving the City of Circle Pines

Facility Type	Address	Distance from City	No. of Employees	Hours of Operation
Hauling Company	8661 Rendova St NE, Circle Pines	2 miles	93	3AM – 5PM
Transfer Station	10320 Naples St NE, Blaine	3 miles	2	5AM – 4:30PM
Material Recovery Facility	2795 117 th Street East, Inver Grove Heights	32 miles	80	8AM-5PM M-F 8AM-Noon Saturday
Landfill (Recycling residual material)	2495 117 th Street East, Inver Grove Heights	32 miles	15	6AM – 3PM
Customer Resource Center	Phoenix, AZ Indianapolis, IN Charlotte, NC	Virtual	300+ 300+ 300+	7am (EST) - 7pm (PST) Monday-Friday 5 hours on Sat

Collections – Operations

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

Operations Overview

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

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

Figure 18. Operational Excellence. Our rigorous supervisor training program yields highly skilled operations teams.



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

- The most robust operations supervisor training in the industry
- Average of 15:1 route to dedicated **supervisors'** ratio – means prompt response and oversight for your community
- Proven optimized routing process ensures efficiency, safety and minimal impact on city streets
- Republic Services executes 4.9M pickups per day

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

Operations Training

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

Routing Optimization

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

Proposal for Residential Garbage, Recycling, Organics and Yard Waste

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

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

Communication with the Community

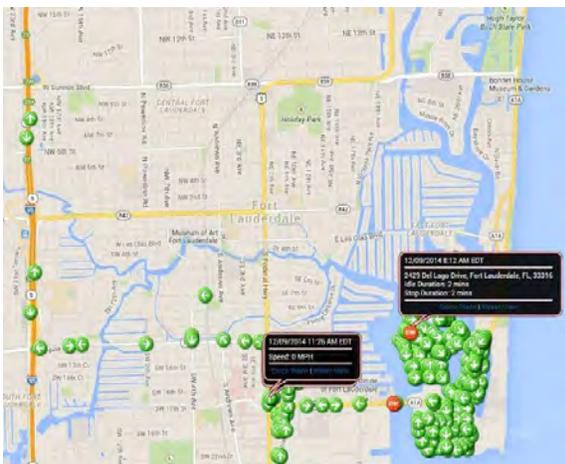
In addition to the regular collaboration between the routing teams, our operations team can communicate with the residents and commercial customers easily using several forms of technology. Our Republic Services web- and smartphone-based app enables customers to see their accounts, make service requests,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

Figure 20. In Cab Technology. Our operations teams are in direct contact with our drivers in your community through our in-cab technology.



Economy of Scale

Figure 19. Route Optimization. Our optimized routes yield safer, more efficient collection for your municipality.



Collection – Residential

When it comes to handling your waste needs, Republic Services knows how important safe and dependable curbside pickup is to you. We work to exceed your expectations with quality containers and outstanding customer service.

Residential MSW Collection

We intend to service all single-family containers using an automated side loader (ASL) truck. The ASL is proven to retrieve and return containers in even the most hard-to-reach locations such as narrow streets, courts and alleyways, enabling the industry's most efficient, safe, and

The largest provider of municipal residential collection services in the US

- Over 12 million homes collected every week nationwide
- 99.9% on-time pickup
- 4.9M pickups each day
- Comprehensive collection services, including solid waste, recycling, yard waste, and bulk

environmentally responsible curbside automated collection services.

Each collection vehicle is operated by a single driver and will be painted in a uniform manner, featuring our logo and company contact information.

Figure 21. Residential Collection process. Our residential collection service is simple, reliable, and environmentally responsible.



We propose to use blue containers with black lids for residential trash collection. Residents will be offered the option of choosing a 32, 64 or 96-gallon container. If a customer needs more than one collection container, we will provide an additional container for a fee to accommodate the **customer's needs**.

The ASL container collection methodology is fast and efficient and requires approximately 8 to 12 seconds completing the cycle (pick up container, deposit contents, place container back onto the curbside) before the driver moves to the next stop.

Residential Recycle Collection

We will offer all single-family customers every other week (or weekly), fully automated single-stream recycling collection services. Recycling containers will be serviced with the same equipment and manner as residential solid waste containers.

All single-family customers will be issued a blue container with a light blue lid 64-gallon wheeled recycle container. 32-gallon containers will be available with restrictions approved by the City.

Figure 22. Automated Side Load Collection. Provides a cleaner, safer, more efficient residential collection



Residential Yard Waste Collection

We will offer all residential customers weekly, automated collection of accepted yard waste materials. Yard waste containers will be serviced with the same equipment and manner as residential solid waste and recycling containers.

All single-family customers will be issued a 96-gallon wheeled organics blue container with a brown lid. A 64-gallon container is available upon request.

Holiday trees will be collected curbside for a specified period at no additional charge to the customer.

Bulk Waste Collection

White goods, with chlorofluorocarbons (CFCs) removed, and bulk items will be serviced weekly. A clam shell or boom type of truck will service these items.

Service Days

The following table reflects the service schedules for residential MSW, recycle, yard waste and bulky items collection.

Figure 23 Service Days. Below are the service days for your contract

Service	Days of Week	Collection Hours
MSW	Friday	6:30 AM – 5:00 PM
Recyclables	Friday	6:30 AM – 5:00 PM
Yard waste	Friday	6:30 AM – 5:00 PM
Bulky Items	TBD – 1 Day/Wk	6:30 AM – 5:00 PM

Holiday Schedules

Republic Services will be closed on Thanksgiving and Christmas, if your service day falls on one of these days, we will service you on your next scheduled service day.

Republic Services Trucks are maintained by our 5 Star Maintenance Teams

Residential Collection Equipment

Automated Side Load Collection.
Provides a cleaner, safer, more efficient residential collection.



Figure 24 Residential Automated Side Load Equipment

Vehicle Type	Engine Type	Body Type	Year	Axles	Fully Loaded GVW	Capacity
Residential	Mack	McNeilus	2019	3	57,000	28 yards
Residential	Mack	McNeilus	2019	3	57,000	28 yards

Residential Container

Manufacturer	Size
Rehrig Pacific	35 G
Rehrig Pacific	64 G
Rehrig Pacific	96 G

Cart

Figure 25. Simple Solutions for Residential. Whether the containers are customer-owned or Republic Services-provided, our residential collection is simple and reliable



Specifications

Collection – Multi-Family

We provide an innovative combination of programs and services for multi-family customers.

Multi-Family MSW Collection

Republic Services can provide a combination of programs and services for multi-family customers, ranging from container service like residential customers, to containerized service like commercial customers. Once defined and properly sized, multi-family customers are integrated into residential or commercial routes to provide the efficiency and reliability desired.

In all cases, Republic Services will identify the correct equipment to service multi-family complexes based on individual location and unique characteristics. If the complex requests containerized service, Republic Services can provide 2- to 8-yard capacity solid waste containers (see Figure 38) or 20-, 30- or 40-yard capacity open-top containers or industrial compactors.

MSW collection issues such as narrow streets, traffic blockages and alleyways may require the use of a rear-load vehicle or alternative service options. In all cases, the servicing drivers are familiar with these areas and are trained to ensure the personal safety, property protection, and awareness of traffic stops, distance to parked cars and other objects.

Figure 26. Multi-Family Container Options. Solutions for Multi-Family Complexes include containers, front-load, or roll-off.



Personalized multi-family solutions to meet your needs

- Industry leading service and customized waste solutions ensures Republic Services will exceed **your community's** expectations
- The latest single stream recycling technology paired with ongoing education makes certain your community is receiving best-in-class service
- There are approximately 35M multi-family units across the US and growing

Multi-Family Recycle Collection

Republic Services will offer weekly single-stream recycling services as part of its core services for all multi-family customers. Container options include 64- or 96-gallon capacity, or we offer containers ranging in size from 2- to 8-cubic yard containers.

The same equipment and methodology used in single-family container collection will be implemented when servicing multi-family recycling container customers. Multi-family recycling front-load container customers will be serviced using the same methodology as multi-family trash front-load container customers and will be integrated into commercial routes.

Multi-Family Yard Trimmings Collection

Republic Services will offer weekly yard trimming recycling services for multi-family customers on request.

White Goods and Bulk Collection

White goods and bulk items will be serviced weekly provided all chlorofluorocarbons (CFCs) have been removed.

Organics Collection and Processing

Environmentally conscientious communities across the country are seeking our help with sustainable solutions for their organics, or food and green waste. The good news is that organics are highly biodegradable and can be recycled at our compost facility – benefiting our planet and business.

Organics Solutions for your Community

Organics collection is part of the “**evolving ton**” – **it’s not just trash and empty/clean/dry recycling**. Today, many municipalities are banning yard debris from the landfill. Other communities are encouraging residents to place food scraps and food-soiled paper in the yard debris (organics) container as well. The goal is to implement more organics programs that will achieve larger participation and greater diversion. This is driving the need for infrastructure and solutions to manage this new and evolving waste stream.

Organics Collection

Figure 27 Organics Solutions. We partnered with a leader in organics processing to meet your needs.



Our organics solutions address the needs of the community in a compliant manner for this evolving waste stream

- Partnership with a national leader in organics processing
- Programs to redistribute compost and organic materials back into the community
- Each year, we collect and divert about 1 billion pounds, 500,000 tons, of organic waste nationwide

For residential customers, Republic Services can add one more truck to each route to collect organic materials. These materials are placed in a container, like their container for solid waste or recycling.

Commercial customers generating large quantities of commercial green waste, such as golf courses, would be serviced with large commercial or industrial containers.

Organics Processing

Organics management and processing solutions will continue to include both processing and composting. It begins with weighing the received material and identification/screening of non-acceptable material. Once acceptable materials are identified, they are processed resulting in compost, mulch or other products for beneficial use. These end products can then be packaged and sold back into the surrounding community.

Without question, composting is beneficial for the planet. But, as an organics leader, we are also working to minimize the environmental impacts from processing food and green waste. This involves using an innovative Covered Aerated Static Pile system. Benefits of this new, smarter system include capturing and reducing air emissions and odors, maintaining optimal pile conditions during composting, ensuring proper moisture and oxygen levels, and **minimizing the facility’s carbon footprint.**

Post Collections – Transfer Stations

Responsible waste disposal requires science, engineering and technology to manage an evolving waste stream in a manner that is protective of the air, land and water upon which our communities depend.

Post-Collection Process

After waste is collected the material will be delivered to one of two places - a transfer station for further consolidation and further transportation to a landfill or it will be directly hauled to a landfill for final disposal.

Transfer Station

Republic Services owns or operates 207 transfer stations throughout the United States.

In its simplest form, a transfer station is a facility with a designated receiving area where waste collection vehicles empty their loads. The waste is then consolidated and loaded into larger vehicles for more efficient transport to an area landfill. No overnight storage of waste occurs at a transfer station; waste is quickly consolidated and loaded into larger vehicles and moved offsite.

A transfer station allows waste to be efficiently transported long distances, driving down costs for businesses and residents and positively impacting the environment through reduced air emissions and energy usage. Benefits of transfer stations:

- Service customers faster
- Reduction of greenhouse gasses and traffic congestion

A national leader in compliant and sustainable transfer stations and landfills

- Our transfer stations and landfills are designed, constructed, operated using the latest resources in environmental protection and monitoring technologies
- 75 landfill gas-to-energy projects have created enough energy to power over 250,000 homes
- 1.4B gallons of treated water returned to nation's watershed
-

Local Blaine Transfer Station Profile

Republic Services operates their Blaine Transfer Station located at 10320 Naples Street N.E.

Service Area: Circle Pines and surrounding area

Capacity: 500 tons per day

Accepted Materials:

Yard Waste

Solid Waste

Hazardous waste is not accepted at this transfer station.

This location's permit number is 582

Figure 28. Transfer Stations reduce greenhouse gasses and traffic congestion in your community.



Post-Collections – Recycling Centers

We are committed to investing in recycling processing infrastructure where appropriate as evidenced by our addition of 150K tons of recycling capacity in 2018.

Recycling Overview

We believe we have a responsibility to regenerate our planet with the materials we are entrusted to handle everyday by driving increased recycling, generating renewable energy, and helping our customers be more resourceful. Republic Services owns or operates 91 recycling centers nationwide, the largest in the U.S. As consumer demand for recycling services has increased, we have met the demand by integrating recycling components to each of our collection service offerings. Based on an industry trade publication, approximately 34% of municipal solid waste is recycled.

Communities have increasingly committed to their residents to enhance and expand their recycling programs. We continue to focus on innovative waste disposal processes and programs to help our customers achieve their goals related to sustainability.

Facility Capabilities

The Minneapolis facility opened in 1991 and is currently processing approximately (300) tons per day; with a total daily capacity of 400 tons. Called a Material Recovery Facility (MRF), it utilizes BHS, CP and Vandyke equipment to process incoming materials, and ship finished commodities to domestic and international markets.

There are approximately 80 full-time employees working at the Republic Services Recycling Center. Our facility is open 5 days per week to receive material and has an

Republic Services has the experience and expertise to provide recycling solutions that fit the latest market trends to best assist your community.

- 91 Recycling Centers; including the largest and most sophisticated facility in the US
- Over 8M tons of material collected and processed annually
- Millions of tons of CO2 emissions are saved through our recycling operation, equivalent to our entire company carbon footprint
- Republic Services markets material to more than 100 domestic and international customers

average turn time of less than 24 hours. All loads are weighed in and out and we can provide tonnage data upon request in the required format. Republic Services accepts mixed paper, cardboard, newspaper, tin cans, aluminum cans, foil, glass, plastics, bottles, jars, ridged plastics as specified in RFP, and scrap metal. Our cutting-edge recycling facility helps preserve the local environment for future generations.

Figure 29 Industry Leading Recycling Capabilities. Established screening processes to maximize material recovery.



Marketing

Republic Services' Materials Marketing Group, a regional staff positioned throughout the country, is a team of highly experienced professionals who provide our recycling facilities with assistance in the identification of material recovery opportunities and the best markets and marketing opportunities for those materials.

Equipment

We continue to invest in proven technologies to control costs and to simplify and streamline recycling for our customers. Advanced sorting equipment, such as disk screens, magnets and optical sorters to increase efficiency and maximize our recycling efforts are used. At the crux of the system are designed lines, able to handle commercial material, comingles and residential single stream material simultaneously.

Processing Cycle

Recycling trucks collect from curbside or commercial locations, take their loads to the recycling centers, weigh in and continue to the tipping area. Trucks tip their loads and the loads are pushed by a rubber-tire loader into stockpiles in preparation for processing.

The mixed material travels to a quality control station where contaminants and undesirable material are removed. Material goes over an old corrugated cardboard triple deck screen that has a series of shafts with

Figure 30 Committed to Sustainability. Our state-of-the-art equipment minimizes residual waste.



discs that remove cardboard from the material stream.

Remaining materials travel through the old newsprint screens which pull the lighter newsprint material over the deck while heavier materials (plastic, steel, glass, and aluminum) fall onto a debris roll screen and larger plastic and steel containers roll off onto a conveyor. The spacing of the old newsprint screens allows the glass to fall through and then is conveyed to the glass screening system. An electromagnet pulls any metal cans out of the paper stream and the paper stream continues for further separation.

For additional recovery there are more screens and optical scanners to capture and detect material types at the molecular level.

Residual Materials Management

Our dedication to residual management involves the entire system, not just efforts to eliminate contamination. What happens to residual materials once the processing is done is the next step in Republic Services' mission to let nothing go to waste. We are proud to send these materials to Pine Bend Landfill.

Residual material sent to Pine Bend contributes to the gas-to-energy facility, which generates clean, renewable energy by

Figure 31 Environmentally Responsible. We continually expand capabilities to serve more communities or adjust to changing waste streams.



converting the methane gas (landfill gas) to electricity. From the curb, through our facility, and in the end, Republic Services provides the most thorough and comprehensive plan to screen out non-recyclable contamination and gain the greatest benefit from the materials entrusted to us.

capability to provide reports detailing diversion information if desired.

Method of Tracking Tonnage

Each customer is assigned a separate account in Republic Services' **scale system**. All inbound and outbound materials will be weighed in at the onsite scales. Transaction data will be recorded in our electronic database program. The system has been customized for use by recycling operations and allows for the recording and reporting of inbound and outbound material flow.

Material Characterization

Republic Services can develop a material characterization form (see figure 60) for the materials delivered to the Minneapolis Recycling Center.

Permits and Regulatory Compliance

Republic Services strongly supports and advocates sustainability as a core component of our values. Republic Services understands that the sustainability of the environment depends on protecting and preserving natural resources and educating current and future generations on environmental compliance. In fact, Republic Services' **sustainability program centers on the theme of "Protecting Today's Environment for a Better Tomorrow."** This message is important to the quality of life and regional prosperity in the communities we serve and why compliance is so important to us.

Inbound materials are recorded by weight, truck number, date, time, material type and city of origin. Republic Services has the

Figure 32 Clear Reporting. Our Material Characterization Form is an example of reporting to help you track and achieve your municipal goals.



Category	Weight	%
Summary		
FIBER	0.0	
OCU/RAJ	0.0	
CNP (Newspaper)	0.0	
Mixed Recyclable Paper	0.0	
OPK Paper	0.0	
PLASTIC	0.0	
PL PET Bottle/Can	0.0	
HDPE - Rigid	0.0	
LDPE - Soft	0.0	
Mixed Plastic (HD - RT)	0.0	
Nonrecyclable Film	0.0	
Mixed Rigid Plastic	0.0	
METAL	0.0	
Aluminum Cans	0.0	
Stainless Steel Cans	0.0	
Scrap Metal	0.0	
GLASS	0.0	
OTHER RECOVERABLE MATERIAL	0.0	
Wood Chips	0.0	
Rope/Cable/Tires/Aggregates	0.0	
Electronics	0.0	
Residue	0.0	
TOTAL SAMPLE	0.0	0.0%

Recycling Simplified

As a leader in the recycling industry, Republic Services is committed to educating consumers on how and what to recycle – we call it Recycling Simplified.

Recycling Economics

For many municipalities, recycling is a core service that residents expect. Republic Services is committed to offer curbside recycling with the framework of a new business model. A general knowledge of the history of how we arrived at the current state provides the basis for the change.

In late, 2017, China disrupted the global industry by changing their rules and regulations on imported recyclable material. From total bans on some material to un realistic quality restrictions on other material had monumental impacts on the sale of recyclable material. China accounted for buying about 40% of the recycling commodities. **While China's** direction was disruptive, it was only a matter of time

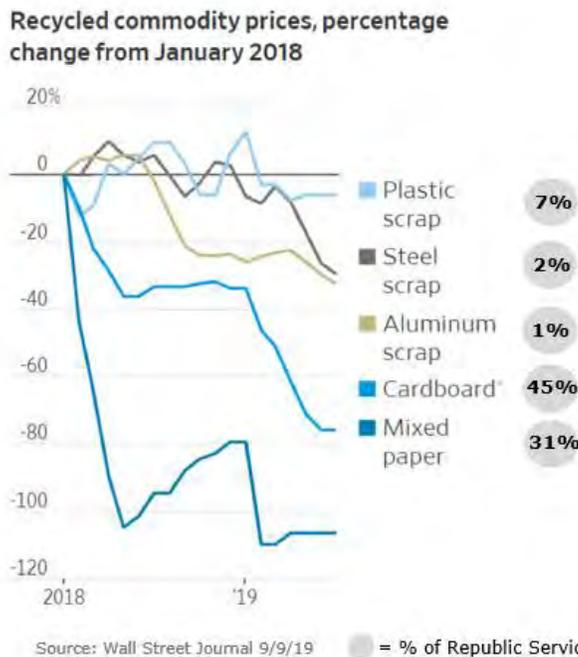
Republic Services is creating durable and sustainable processes to ensure municipalities can offer this service to their communities

- On average 1/3 of what consumers put in recycling container doesn't belong
- Collection of recycling commodities should be limited to 3 or 4 items
- The business model must change to make curbside recycling sustainable
- Prior to the disruption to the industry, **30% of Republic's material went to China** – today it is less than 1%
- We continue to invest in technology and equipment

before the "old" business model was destined to fail.

Recycling has never been free. But for a long time, the cost of collecting and processing recycling was covered by the value created by selling the recycled material. What **many people don't realize is, even though something is technically recyclable, that doesn't mean there's an end market for it.**

Figure 33. Plunging Commodity Prices as published by the Wall Street Journal in Sept. 2019. About 76% of the material we sell has declined in value 78-105%.



Proposal for Residential Garbage, Recycling, Organics and Yard Waste

The average American household pays about \$20 a month for weekly garbage and recycling services. You may be surprised to learn that most of this goes toward the cost of collecting garbage, even though the cost of collecting and processing recycled material is much higher.

We are actively transitioning our municipal customers to a more durable and sustainable pricing model with an equitable risk-sharing arrangement. These new contracts ensure we are paid for the collection and processing of material, and then share the value of the commodity with the municipality.

We know consumers care about recycling, and they have demonstrated a willingness to pay for the service. Paying around just \$1 more a week for your weekly recycling service will help keep these services sustainable for future generations.

Despite these recent challenges, we continue to invest in it the recycling business. Recycling is one of the fastest growing segments of the waste stream, in large part due to e-commerce. We're also committed to helping create a cleaner, safer

and more sustainable environment for the future.

We are using state-of-the-art technology like optical scanners and even artificial intelligence to help us recover as many recyclable items as possible.

What's changed over the past 25 years is that recycling in the U.S. has never been simpler for consumers, and participation is at an all-time high. This success, however, has resulted in a pricing model that doesn't come close to covering the actual costs of recycling collection and processing, as well as increased contamination rates.

For example, when curbside programs were first introduced, they were largely what we call "source separated," meaning the customer placed different materials in different bins.

- Material was collected in specialized trucks that had multiple compartments and needed to be loaded manually, which was a safety hazard.
- Once a compartment was filled, the truck had to leave the route to dispose of it - this was inefficient and resulted in more fuel usage, traffic, etc. It was also

Figure 34. The Recommend Business Model is one where the cost of a recycling program is the sum of fees for the two services – Collection Fee and the Net Processing Fee



difficult for customers, so participation was low.

- Admittedly, the quality of recycled materials was much higher than it is today. But given the low participation rates, “source separated” programs were unable to satisfy public policy and regulatory requirements in many markets.

Today, in most markets we offer “single-stream” recycling, in which all recyclables are placed in a single container. However, the downside is that the quality of the material has decreased dramatically – contamination rates are much higher. On average, more than 30% of what Americans put in their recycling containers doesn’t belong there, and that material often exposes good recyclables, like cardboard, to residue from food, liquid, or other waste. This results in more recyclables going to landfills despite the good intentions of consumers.

Another change we’ve experienced over the decades is the “light-weighting” of packaging. As packaging becomes lighter, we need to process more material to achieve the same weight.

In the past we collected 40K water bottles to recycle 1 ton of plastic; with today’s lighter bottles, we need to collect 90K water bottles to recycle that same ton of plastic.

Recycling Overview

We believe we have a responsibility to educate our customers when it comes to recycling the right way. We understand recycling can be confusing at times, so we have created a campaign to educate people how and what to recycle.

On average, one-third of what consumers put in their recycling containers doesn’t belong there. And there aren’t enough resources or technology to reverse contamination once it takes place. Some of these items are contaminated with food or another residue. Think of a ketchup bottle – if there’s still ketchup inside, it’s contaminated and can ruin an entire load of recyclables.

Other items people put into their recycling containers simply shouldn’t be there. From dirty diapers to garden hoses to bowling balls, non-recyclable materials should be disposed of or donated.

We know people want to be responsible and do the right thing to ensure the local recycling programs they know, and love, are sustainable for future generations. We encourage consumers to take a couple extra minutes a day to think about what they are putting in their containers, and for them to recognize there is a true cost to local recycling programs.

Many people are “wish-cycling” – throwing items in their recycling bin that they hope

Figure 35. Republic Services is making recycling as simple as 1-2-3



can be recycled. Remember: When in doubt, throw it out.

There also shouldn't be 50 different items in your recycling container! Stick to these materials, and you'll be doing it right:

- Paper and cardboard
- Metal or aluminum cans
- Plastic bottles and jugs
- Glass

We mean it when we say we are making recycling simple. Follow three important rules:

- Know what to throw – [See materials above]. Also check with your local provider for specific details about **what's accepted in your local recycling program.**
- Make sure recyclables are Empty. Clean. Dry.
- **Don't bag it. Recyclables should be placed loosely in your container – and plastic bags never belong.**

To help consumers know how and what to recycle, we launched our Recycling Simplified campaign. Visit

RecyclingSimplified.com for tips, videos and resources to become a better recycler and reduce contamination rates.

Prior to the recent changes, 30% of our recyclable material used to go to China, now **it's less than 1%.**

The good news is that we are moving all our recycled material – we have new markets for recyclables both domestically and internationally. But the prices paid for recycled commodities are nowhere near where they were just one year ago.

Education

We are partnering with communities to help reduce contamination and the best way to do this is through education. We also know that the children are integral in driving behaviors in the home. We are extremely proud to offer a free service to the schools to assist in this effort. The Recycling Simplified Education Program contains everything needed to teach students about **recycling. You'll find step-by-step lesson plans and supporting materials including activities, videos, student certificates, and handouts for students to bring home.** The curriculum is based on grade level. There

Figure 36. Republic Services is proud to partner with communities to offer lessons and activities for educators built by educators.



are four categories – PreK-2, 3rd-5th, 6-8th and 9-12th grade.

Lessons within each grade range build upon **students' understanding and help them gain** greater awareness of the broader environmental, sustainability, and societal issues related to recycling and its role in conserving natural resources. The lessons can be taught as a unit or individually – whatever fits best for your students and your curriculum.

The Future?

Republic Services doesn't know where the recycling commodity markets will be next year or the next 10 years. We do know that **we're making recycling simpler for** customers, and if Americans take the necessary steps now, the model will be profitable and sustainable for generations to come.

We believe we can transform the business model from one that largely relies on the value of the recovered commodities to one that fully acknowledges the cost of collecting and processing the recycled material and shares the value of the commodities. We are actively transitioning our municipal customers to a more durable and sustainable pricing model with an equitable risk-sharing arrangement.

Municipalities also need to join us in shifting their focus to extracting materials that have positive environmental (life cycle) benefits and have end markets. Diversion needs to be about re-introducing materials into production and manufacturing systems, not about hitting a number.

Everyone wants to do the right thing, but recycling is a business. Over the past 25 years, state legislatures have been racing to 50%, 75%, or even Zero Waste goals.

For Americans, recycling will be much simpler and more convenient in the future. Consumers will better understand what and how to recycle properly. We launched a new website, RecyclingSimplified.com, to help them learn what to recycle while minimizing contamination. We want to simplify the entire process to make it easy for Americans to feel good about what they do to protect our environment.

Figure 37. Visit us at Recyclingsimplified.com for more information



Customer Service

We strive for first-call resolution when customers contact us for service. We provide a superior experience through integrated facilities, technology, and highly knowledgeable employees.

Net Promoter Score

Our Net Promoter Score, or NPS, measures **our customers' willingness** to recommend a **company's products and services**. Republic Services' NPS has improved year-over-year for the fifth consecutive year, which means our customers are seeing a difference in our product and service offerings.

We Delight Our Customers

Our approach to customer service is to ask daily, "how have we delighted our customers?" For most customers, this means that our front-line customer service representatives—our professional drivers—collect everything on schedule. That also means drivers return containers in a safe and tidy manner—**whether it's walking** around a car to get to a container or rolling the container up a steep driveway for a disabled or elderly customer.

We recognize that, sometimes, customers have questions regarding scheduled service or would like to order additional services and expect a speedy response. We strive for first call resolution—from call, email, mobile app, website or in-person request.

Figure 38. Outstanding Customer Service Talent. We take pride in hiring and developing talented staff to exceed our customer's expectations.



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

- Three fully staffed, US-based, national call centers
- Powerful, integrated technology, enabling you to talk to a real person
- 1M customers expertly served each month via text, email, or phone
- Extended hours 7am EST to 7pm PST Monday thru Friday, until 12 pm PST Saturday
- Web-based applications for 24/7 access
- Well-trained staff
- Net Promoter Score has improved year-over-year for 5 consecutive years

Tenured Experience Delivers Satisfaction

Our representatives' experience and knowledge does not just come from the customer interactions, our representatives spend time in a classroom environment and participate in monthly/weekly training sessions to ensure our agents are in touch with the **customer's needs and the** ever-changing conditions of the waste disposal industry. Therefore, our representatives are always ready, willing and able to help our customers and exceed their expectations.

Customer Access

Our customer resource centers are fully networked together, allowing them to support callers from 7 am EST to 7 pm PST Monday through Friday and 7 am EST to 12 pm PST on Saturday.

In addition to the call center hours, customers can reach us 24/7 via our website, www.RepublicServices.com, or the Republic Services app. Our self-service options are designed to improve overall response and resolution to customer inquiries and needs anytime, anywhere with the least amount of customer inconvenience as possible.

Customer Service Principles

Republic Services' customer service programs are based on the following five principles that guide our daily business operations and excellent service. These principles also pave the way in development of the customer service program for City of Circle Pines

1. Employ the highest quality personnel. We retain highly skilled and experienced personnel and compensate them accordingly.
2. Ensure easy and immediate access for customers and City of Circle Pines staff. Appropriate staffing is critical to ensure easy and streamlined access to our professional staff for both customers and City of Circle Pines staff.
3. Ensure timely and efficient issue resolution and follow-up. We have detailed policies/procedures for our customer service systems and controls which facilitate expeditious issue resolution and follow-up. Our use of appropriate methods, field communication, and same-day resolution goals translate into timely and efficient turnaround from point-of-contact to resolution. All concerns are responded to within twenty-four hours of receiving the **customer's phone call or message**.
4. The customer is always right. Our employees are taught to give the benefit of the doubt to every customer, even if the facts may imply customer error.
5. Train all employees in customer service. To ensure a high level of quality service, every Republic Services employee—whether a driver, administrative, or manager—is trained in customer service. This ensures all customer interactions, whether internal or external, are processed efficiently, professionally and up to Republic Services'

standards. Employees are evaluated annually on their performance in this area.

What to Expect ...

When you call our Customer Resource Center (CRC), a sophisticated series of actions begin:

- Often, the phone number you are dialing from is associated in our database and triggers the integrated system to populate with a map of your service address, level of service, past service requests, and your city-specific contract information. This knowledge-based system even shows the agent your current weather.
- The customer service **representative's** computer screen instantly populates with the information above and (in just a few seconds from the moment the customer calls), which ensures the agent has all possible information available in an instant to be ready for the caller.
- **The agent confirms the customer's name** and service address and begins to assist the customer with the reason for their call.
- Often the call is about a billing question, service-**level change** or "**what do I do with**" **inquiry**. If the question requires communication with the local operations team (such as, missed pick-up or container exchange), the agent can instantly connect with the local City of Circle Pines operations team through our national network.
- Often, the customer's **concern is handled** by the time s/he hangs up the phone. For those issues requiring operations support (such as container delivery or collection of a missed pick up), the issue will be addressed in the timeliest manner possible. Republic Services tracks hundreds of performance metrics to ensure continuous improvement.

Value of Three National Centers

Imagine US-based agents available 15 hours every weekday (7 a.m. Eastern time to 7 p.m. Pacific time) and five hours on Saturdays. Our CRC agents across the country enjoy the same training, follow the same protocols, and have access to each **customers' specific contract details**, regardless of their location.

At a time when many service companies are handling billing or service calls through call centers based outside of the United States, we are extremely proud to be delivering high quality customer service with a commitment to keeping jobs here at home.

Republic Services' three sites (Phoenix, Indianapolis and Charlotte) were selected after exhaustive research and employ more than 600 call center experts, trained and staffed to serve your community.

Our siting team looked for cities renowned as call center markets, knowing that there would be a large population of prospective employees with the temperament and skills necessary to seamlessly integrate into Republic Services' **Customer Resource Center**.

Figure 39. Industry Leading Customer Resource Centers. Our centers are strategically located within the US and networked together to support any call from any location.



Sustainability

We invest more than \$100 million per year in our sustainability initiatives, as **a commitment to our BluePlanet™**. We are the only solid waste company selected to the prestigious Dow Jones Index for Sustainability in both the North American and World indices.

Our industry-leading sustainability platform is focused on increasing recycling, decreasing vehicle emissions, generating renewable energy, and enabling our customers to be more resourceful. In 2018-19, Republic Services has been steadily building upon our sustainability achievements, including:

- The gold standard in corporate sustainability, Republic Services was named to the Dow Jones Sustainability – North America and World Index™ (DJSI) - for the fourth straight year.
- Inclusion on two elite lists by the Carbon Disclosure Project (CDP), including the Global Climate A List as well as the Supplier A List. The CDP is an organization based in the United

Republic Services' BluePlanet™ initiative strives for a cleaner, safer and healthier world

- Named to the Dow Jones Sustainability Index for fourth straight year
- Added 150K tons of recycling capability in 2018
- Scored 98 out of 100 in the Carbon Disclosure Project S&P 500 Climate Change Assessment
- More than a quarter of a million homes can be powered by our 75 landfill-gas-to-energy plants
- 3,200 (and counting) compressed natural gas vehicles

Kingdom which works with shareholders and corporations to disclose the greenhouse emissions of major corporations. In the last assessment, we scored 98 out of 100 in the S&P 500 Climate Change Assessment

- Recognized with the Gold Class Award in the **2018 RobecoSAM's Sustainability Yearbook** - only eight North American

Figure 40 Committed to Sustainability. Republic Services' sustainability goals trace to five key areas



Proposal for Residential Garbage, Recycling, Organics and Yard Waste

companies achieved this top-tier status, and Republic is the sole recycling and solid waste services provider to earn the Gold Class standing.

- **Receiving the industry’s top awards for Recycling Facility of the Year.** Republic Services’ Southern Nevada Recycling Center, the largest and smartest residential recycling facility in North America, was recognized by the top two industry associations for its excellence
- Recognition for landfill gas utilization excellence by the Georgia Chapter of the Solid Waste Association of North America. Three Republic Services facilities in the metro-Atlanta area generate more than 24 megawatts of renewable energy, capable of powering more than 15,600 homes
- For the third year in a row, Republic Services **was named as a World’s Most Ethical Company®** by the Ethisphere® Institute – Republic Services is the sole recycling and solid waste services provider to be listed under the Environmental Services category.

We continue to find new avenues for sustainability success. Consider our five-point sustainability platform (see Figure 64):

Operations We are working to minimize the impact of our operations around our fleet and our facilities. We have established aggressive sustainability goals now through the year 2030.

Materials Management When we extract materials from the waste stream (commodities and/or energy), we reduce greenhouse gas emissions and your **community’s carbon footprint.**

Communities Our Empty, Clean, Dry recycling outreach and education program help your residents and businesspeople recycle more and waste less.

Safety We are committed to creating a safe environment for our customers, communities and employees. A recent national study found that Republic Services is the safest solid waste company – by a 40 percent margin.

People We employ and develop talented professionals who are committed to sustainability, our customers and each other.

Figure 41. Five Elements of Sustainability. Republic Services is the lowest risk, best-value partner for your municipality, focusing our sustainability platform around these five areas



Our commitment to you

Our Circle Pine’s Division is committed to providing exceptional service to the residents of Circle Pines. Although service reliability, environmental responsibility and providing residents with simple solutions is are our top priorities **there is more....** Community Engagement.

Our Drivers and Staff enjoy building relationships in the community. Here are a few ways we connect with our residents...

Meet our friend, Emery! She loves our trucks, so her Driver, Kevin and the Kyle, our Area Routing Manager, stopped by to deliver a special birthday surprise! While we were there our Staff took the opportunity to provide recycling education and give each child the opportunity to sit in the truck and toot the horn!



Building relationships in the community allows Republic Services fun and engaging ways to teach and promote recycling. Logan is autistic and is one of Jeff’s biggest fans! Driver, Jeff, came in on his day off to give Logan a special birthday surprise.



“Seriously, this was the BEST birthday party EVER. I can’t thank you and Jeff enough for making our kids' day. We don't see joy in Logan too much, and today was magical. Please pass this on to Jeff, and he is AMAZING. Thanks, Logan’s Mom”
And, Logan looks out for his Driver, Jeff, too!

Warm Heart on a Cold Day

Last week, low temperatures in MN were -28 degrees with windchills as low as -53 degrees! School was canceled, and Logan wanted to do something special for his driver, **Jeff D. So**, Logan and his mom made cookies and hot chocolate for Jeff and were ready for him when he arrived. MN Nice!



Creating lasting memories while teaching children about recycling is just one way Republic Services sets itself apart from the rest. We look forward to creating meaningful ways to promote sustainability in the community of Circle Pines!

Committed to Serve

In response to the challenges during the COVID-19 pandemic Republic Services launched “Committed to Serve,” a \$20 million initiative to recognize its frontline employees in the field, their families, and small business customers across the country.

For a duration of 2 months, all of Republic Services’ **28,000** frontline employees received a weekly meal, a weekly dinner for employees and their families, and bi-weekly \$100 gift cards (\$400 per employee) to be spent locally.

All meals are being purchased from local, small businesses to help support Republic Services’ customers and the communities it serves.

In the Minneapolis/St. Paul area, Republic Services provided meals for 350 employees per week. Over \$90,000 was spent with local restaurants including Pizza Man in Shoreview, Festival Foods in Circle Pines, HyVee in Brooklyn Park, Lenerd’s in Coon Rapids, Casa Rio in Anoka and many more. In Ramsey we spent over \$1,000 at Willy McCoy’s. Our employees enjoyed their food and these and many more restaurants appreciated the support shown by Republic Services.

Small businesses are often hit the hardest during times of uncertainty. The ‘Committed to Serve’ initiative was a great way to support both our employees and our local small businesses, many of whom are our customers. The reaction from small business owners and employees was that of pure appreciation. Additionally, our employees felt a sense of pride being able to give back to the local community they serve.



National Neighborhood Promise

As part of our commitment to be a good neighbor in the communities where we live and work, our local Republic Services Team chose to partner with *Every Third Saturday* on a community service project for our National Neighborhood Promise Day, Saturday, August 3, 2019.

Every Third Saturday is a Veterans Center that exists to address the tough issues of homelessness, suicide, moral injury, difficulty transitioning, and the loss of purpose that is plaguing our veterans.

Every Third Saturday offers a network of resources to assist veterans and their families in pursuing a path of healing and forward momentum. **This includes a “store”** where vets can come in and get supplies, such as used clothing, shampoos and sleeping bags.

Republic Services donated over **\$35,000** to the help them rebuild their center, and additionally, 35 local employees showed up Friday and Saturday to help! This is just one way our employees get involved in the community to make a positive and meaningful impact!



We look forward to announcing our 2020 community service project soon!

Implementation Plan

We have successfully implemented new or emerging services into our 2,400 municipalities nationwide. Our team takes pride in our ability to implement new services without service impacts.

Our Approach

Your transition will take into consideration the unique needs of the contract and City of Circle Pines. The key to success, regardless of project details, relies on communication plans to include:

- We start with a plan, crafted in collaboration with the City of Circle Pines. This plan includes milestones, roles/responsibilities and contact information and timeline for execution.
- Frequent, proactive communication with the City of Circle Pines to ensure no surprises along the way.
- Weekly in-person meetings and phone calls/emails as the situation requires. Our philosophy is that sharing good news as well as bad news gives everyone a chance to prepare and respond in a timely and calm fashion.
- Data sharing and field coordination with current contractor to ensure all open requests are met and service information is accurate.
- Monitoring of open service notes is critical, especially when the transition date nears. Republic Services will work with City of Circle Pines to address any outstanding concerns prior to the implementation of new services. Our operations teams, customer service professionals and data partners understand the need to keep a close eye on open service notes.
- Container removal and delivery also require careful coordination with field crews. Customers need same-day service from both providers, and our local teams work with the current hauler to streamline this function.
- Timely and appropriate communication with residents and businesses—from

Decades of experience partnering with municipalities to implement new programs in the community

- 92% track record of successful extension or retention of existing partner contracts
- Frequent and transparent dialogue with the municipality
- All details and plans reviewed
- National strength, with local experts

events and mailings to website information and direct communication (phone, email, live chat, etc.). Redundant communications through a variety of channels is paramount to success.

- Daily communication with the internal team to assess project status.
- Our operations management will meet with our supervisors and maintenance crews daily to ensure critical-path items are addressed.
- The education team meets with the transition lead (operations manager), customer service manager and general manager to ensure customer-specific aspects of the rigorous training for customer service staff and drivers.
- Contract-specific information, route development and truck test drives will be used to bring a safe and well-informed team to the City of Circle Pines.

Figure 42 Open Communications. Republic Services communicates with residents and businesses regarding services changes



- Regular communication with vendors supplying containers, printed material, trucks and on-board computing systems.

Republic Services brings relationships and experience to City of Circle Pines. We have extensive expertise in implementing collection programs. From purchasing to operations to communications, Republic Services has the national strength and the local experts to get the job done using our network of national and local suppliers.

Implementation Table

Please see the proposed implementation draft in the Forms section.

Below is a sample of what we have planned for the City of Circle Pines. We look forward to partnering on the final timeline.

Figure 43 Implementation Schedule. We are ready to review and refine the implementation schedule upon award

Task	Assigned	Start	End	Comment
Contract Negotiations	Bev Mathiasen	7/13/2020	9/1/2020	To begin once awarded
Equipment	Mark Hinrichs	6/24/2020	7/13/2020	Equipment is ready!
Operations	Greg Wolf	7/13/2020	8/1/2020	Carts have been reserved. The Team is ready!
Routing	Nathan Wagner	7/13/2020	8/13/2020	Initial routing has been completed. Upon award final plans will be approved by the City.
Customer Service	Bev Mathiasen	7/13/2020	9/1/2020	Knowledge Tool Updates
Public Education	Bev Mathiasen	7/13/2020	9/13/2020	Education materials are ready for final revisions once routing is finalized.
Service Start	Darin Sculthorp	1/1/2021	12/31/2025	We'll Handle It From Here!

Key Personnel

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

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

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

Local Leadership

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

Our local and area management teams have extensive industry experience in operating and managing solid waste companies and have substantial experience in the region. This allows us to quickly respond and meet your needs; all-the-while staying in touch with your local businesses and residents. We believe our strong area management team allows us to effectively and efficiently drive our

Local Business Unit has years of combined industry experience

- We provide jobs to over 36,000 people nationwide, including 472 who live and work in your community
- The local General Manager and her business unit are fully empowered to serve your needs
- Every business unit is supported by area and corporate staff

initiatives and helps ensure consistency across the organization. These teams have extensive authority, responsibility and autonomy for operations within their geographic markets. Because of retaining experienced managers with extensive knowledge of their local communities, we **are proactive in anticipating customers' needs** and adjusting to changes in the markets. We also seek to implement the best practices of our various business units throughout our operations to continue improving our operations and service to our customers.

National Backing

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

Figure 44 Empowered Leadership. The local business unit is fully empowered, with full support of area and corporate staff.





Proposal for Residential Garbage, Recycling, Organics and Yard Waste

capabilities during times of crisis such as hurricanes, tornados, or other disasters. In times of challenges like this, our area and corporate teams activate to ensure people are safe and our assets are operational, so we can return to normal operations as soon as possible.

Key Personnel Bios

Your local team has been working together for years, serving 30 municipalities in your area. The key positions and roles involved in the delivery of this contract are listed below:

Area President

Matt Healy has over 12 years of experience in the solid waste industry and oversees the strategic and operational direction for the State of Minnesota. Matt is responsible for managing over 2700 employees in the 27 solid waste divisions which include 10 landfills, 23 transfer stations and 11 recycling centers.

General Manager

Jamie Sotanski has been with Republic Services for 19 years and has been responsible for leading the business units in Circle Pines and Eden Prairie. Responsibilities include 275 employees, 32 municipal contracts, 1 landfill, 2 transfer stations, and 2 recycling centers. She adds a wealth of management skills including operations, P&L management, risk management, customer relations and satisfaction, sales, and marketing management to our local teams.

Municipal Manager

Bev Mathiasen has over 5 years' experience in the solid waste industry. She is responsible for earning and maintaining contracts with our municipal partners in the Twin Cities Area. Additional responsibilities include marketing, public education, project development, governmental relations and negotiations.

Business Unit Controller

Caleb Hanson has over 5 years within the solid waste industry and is currently responsible for all administrative, accounting and statistical reporting functions for Republic Services. He ensures that financial controls and records are maintained in accordance with company policy and legal requirements. He is responsible for providing and reviewing financial statements and variance analyses, billing, and account reconciliation. In addition, Caleb is responsible for providing analytical support and assistance for the division goals and action plans. He develops and coordinates the annual budget, negotiates contract rates for municipal bids, and manages and trains staff in the accounting department.

Division Manager

David Latham has 12 years of experience in municipal daily operations. He manages the daily operations for the Circle Pines hauling division and ensures maximum productivity and route management systems for commercial, roll-off and residential routes and establishes productivity improvement goals where needed. Responsibilities include the development of supervisory goals and objectives, management of labor hours, and disposal expenses. He directly manages the budget for the operations department, which includes approval of purchase orders and vendor pricing. He also interacts with customers and local, state and federal government employees to resolve customer service concerns and ensure regulatory compliance standards are met.

Maintenance Manager

Mark Hinrichs has been in the solid waste industry for 30 years. He is responsible for overseeing all aspects of our fleet maintenance program. Mark ensures that all repair and maintenance work is performed in a safe, efficient and timely manner; reallocating resources among sites as appropriate. He oversees coordination, planning and scheduling of all repair work to increase productivity, while effectively **managing the department's overtime.**

Human Resources Manager

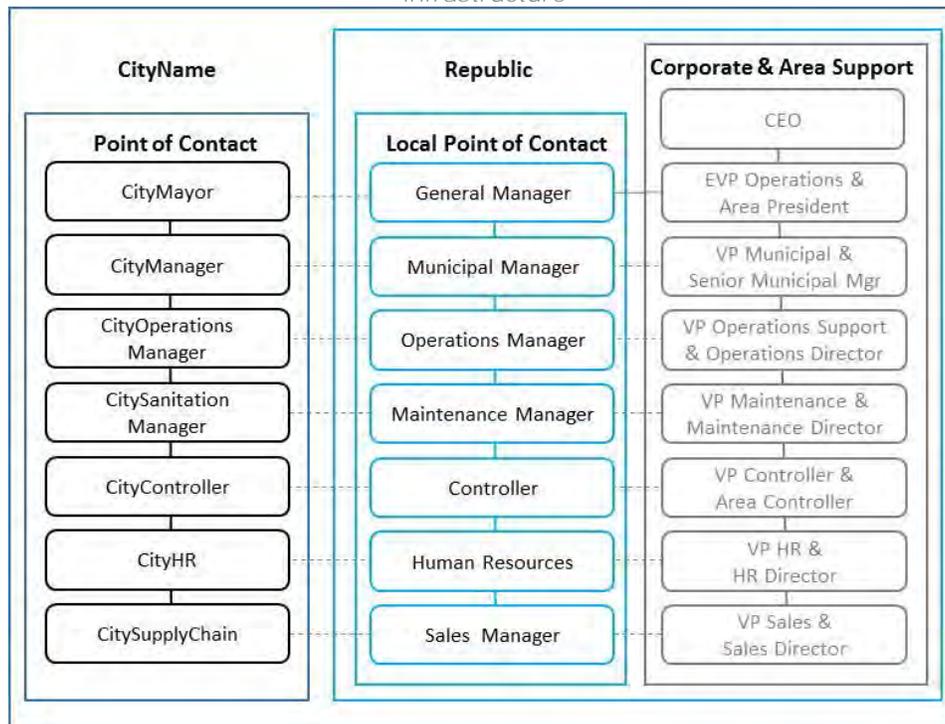
Shawnte Jensen has with Republic Services for 9 years. As the Human Resources Manager, she is responsible for assessing, making recommendations, developing, implementing, and supporting human resources processes to assist in employee hiring, engagement, retention, and policy standardization.

Operations Supervisor

Darin Sculthorp has been in the solid waste industry for over 24 years. He is responsible for district route maps, route restructuring and supervision of employees providing waste collection and disposal.

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

Figure 45. Personal and Powerful. Your dedicated local support backed by Republic Services infrastructure



OneFleet

The OneFleet management system enhances quality of service, maintains a reliable fleet and ultimately improves customer experience at the curb.

Republic Services is dedicated to operating the best running, safest and most environmentally friendly vehicles in the industry. This goal is achieved through a coordinated vehicular operation maintenance system called OneFleet.

With standardized procedures and consistent execution, the OneFleet system improves safety for the fleet, decreases repair downtime and improves customer satisfaction.

Preventive Maintenance

Preventive Maintenance (PM) is the hallmark of One Fleet. Republic Services prescribes six levels of PM activity at varying truck hour markers.

1. Every 150 hours - full inspection, including nuts/bolts/fluids/no cracks
2. Every 450 hours – 1, plus full lubrication service
3. Every 1,350 hours - transmission, front suspension, air-to-air, hydraulics, CNG inspection
4. Every 2,700 hours – 1- 3, plus drain transmission, new filters and fluids; crank ventilation filters; exhaust system inspection/service, cleaning, catalyst inspection/service
5. Every 5,400 hours – 1-4, plus differential fluids, DPF system, overhead valve adjustment, fuel systems inspection/service
6. Every Year – Annual Federal Safety Inspection

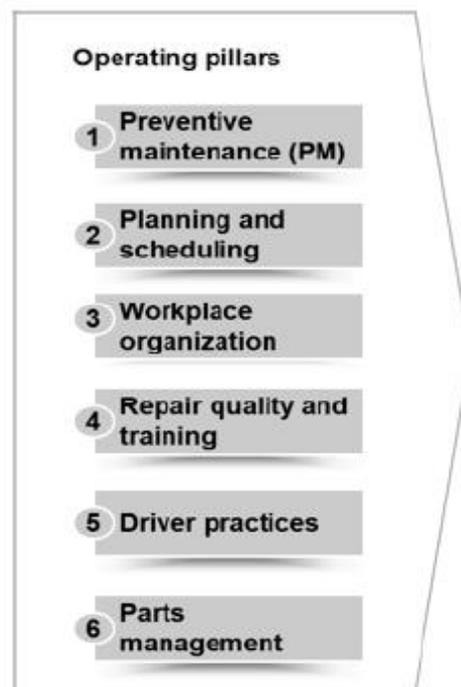
Our OneFleet system leads the industry in creating a safer, more reliable fleet - both operationally and environmentally

- A scheduled preventive maintenance program enables us to offer a superior fleet traveling on your roads
- Regular preventive maintenance contributes to our 99.9% reliability rate and 40% safer than industry average
- OneFleet allows us to keep costs low and efficiency high, which ultimately benefits the communities we serve

Planning and Scheduling

Standardized planning and scheduling leads to increased shop capacity and reduced fleet down time. Planning preventive repairs also make certain that parts are on hand and technicians are scheduled accordingly. This provides the benefit of prioritizing repairs and keeping the fleet ready at route time.

Figure 46. OneFleet. Our preventive maintenance system contains six pillars



Workplace Organization

A clean and organized workplace makes for a safer and more efficient environment. At Republic Services, we abide by **the Five S's**:

- Sort
- Straighten
- Sanitize
- Standardize
- Sustain

Training

The Republic Services OneFleet initiative is built on the foundation of an educated work force. Ongoing tech training, on-the-job projects, as well as formal classroom clinics, are all part of the "Republic Services Way".

Drivers Practice

Joint accountability and proper communication between maintenance crews and operations personnel (drivers and supervisors) fosters fewer unscheduled repairs and breakdowns. Each day, drivers:

- Perform a pre/post-trip driver quality control inspection
- Ensure that any issues they identify are accurately communicated to the shop
- Ensure that customer & route expectations are understood in the mornings

Parts Management

The right part at the right time is critical to maintaining a fleet. With proper inventory management, parts are on hand for all

Figure 47. Our highly-specialized technicians deliver a best-in-class fleet for your municipality



scheduled repairs. That decreases truck and labor down time and reduces overall costs for the customer. Integral to the parts maintenance program is a maintenance bay. The floors and shelves are kept clean and orderly. With proper scheduling, parts are also staged on containers in advance of a **technician's arrival**.

The real benefit of OneFleet is the positive impact to the customers. Republic Services drivers begin each day with a safe and reliable fleet. A reliable fleet allows the frontline employees to focus outwards and onto the MSW and recycling needs of the community.

Figure 48. Parts Management is a key component of our successful OneFleet program



Vehicle Inspection Reports

The key to the preventive maintenance program is daily completion of vehicle inspection reports. This is done by the **collection vehicle's assigned CDL driver and** includes both a pre-trip inspection and post-trip inspection. Drivers check fluid levels, lights, tires and other safety related areas of their truck and indicate on the inspection report any defects or deficiencies found that day. Shop personnel review the report and check any items marked by the driver as being questionable or problematic. Technicians then make any needed repairs before the vehicle returns to the route.

Furthermore, each vehicle undergoes a thorough and comprehensive preventative maintenance inspection (PMI) every 150 hours of service. This inspection is conducted by a trained and certified brake inspector, according to USDOT requirements.

Vehicle Appearance

It is a fact that vehicles that are clean in appearance are usually well-maintained as well. Republic Services washes its collection vehicles weekly, utilizing biodegradable cleansing products, high- and low-pressure washers using a brush.

Figure 49. Clean, well maintained trucks. Our well-maintained fleet is a direct reflection of your municipality



Public Education and Outreach

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

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

Website

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

Figure 50. Republic Services' Website. RepublicServices.com is a one-stop resource



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

- Instant access to information via website and My Resource™ app
- Facility tours
- School education and take-home materials
- Videos and public service announcements
- Community newsletters

RepublicServices.com provides in-depth content specific to residential and commercial needs. Residential pages allow the user to enter their address to receive information specific to them, including the ability to schedule pick-up, or change service. If the customer is direct billed by Republic Services, they can also inquire into billing related questions or even view and securely pay their bill. Residential customers will also find resources on recycling and environmental needs.

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

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

Republic Services App

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

Reference Guides & Collateral

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

Welcome Packet

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

Annual Education Updates

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

Oops Tags

Oops tags are our first line of education for residents that have placed unacceptable items at the curb for collection. Drivers and route supervisors will leave an oops tag with

the resident if a material cannot be picked up. Oops tags will provide the reason why the item was not picked up as well as a phone number to call for further follow up information.

Presentations to Schools and Other Community Organizations

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

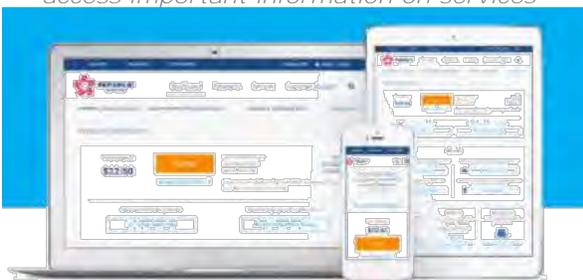
Republic Services provides teachers, staff and students with training on proper diversion and disposal practices. We place significant emphasis on the importance of recycling as it diverts reusable materials from being disposed in and allows for a longer lifespan for local landfills.

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

Enroll and Involve the Entire School Community in Becoming Great Recyclers

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

Figure 51. Mobile App. Over 1.8M customers use the Republic Services app to instantly access important information on services



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

1) Communication and Feedback

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

2) Logistical Training

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

3) Recycling Champions

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

4) District Recycling Committee

Republic Services proposes that the school district recycling committee be comprised of the identified recycling champions named in item 3 above and headed by a district administrator and a Republic Services recycling representative. The

recycling committee will meet according to need and district preference until recycling programs are functional in all schools.

5) Recycling Education

All educational materials will be provided in the primary languages represented in the student body of the district.

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

The presentation is interactive and features information on how to recycle and teaches children how to be safe around collection vehicles. Children receive a complimentary coloring book that reinforces the safety message. At the end of the presentation, children are escorted out to the parking lot, where a Republic Services truck and driver are on hand so that children can sit in the cab, view the controls, and ask the driver questions.

Figure 52 Engaging kids through schools. We believe that providing an environmental education to students will build a foundation and an appreciation to preserving and protecting the planet.



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

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

Public Events

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

We participate in numerous community events on an annual basis and propose to build on these existing efforts by partnering with City of Circle Pines to develop and

launch a sustainability-themed outreach schedule for public events.

The program would involve creating a family of "green" recycling-specific educational hand-outs, and a common, customizable booth design that could be used at local street fairs, art festivals and concerts. Republic Services will not only continue to provide service and assistance to community events, we will also work with event planners to bring additional value. This would include upfront planning for logistics detail, such as placement of containers, providing a full contingent of containers at each collection point with clear messaging to encourage recycling participation, clean up services, sponsorships, and educational materials.

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

Curbing Contamination

The best way to reduce contamination is at the source, with both restricted access container lids and container spot checks. Our drivers are well trained to check for and document contamination every time they service a container. The driver can then remotely update the account to reflect the contamination note, allowing our dedicated staff to notify the customer and offer one-on-one assistance. We work closely with each customer to develop a solution to their contamination problem. We can also provide resources to the city they can share with residents and property staff.

Figure 53. Recycling Education. Our educational materials include flyers and stickers for distribution through mailers or at schools



Community Engagement

Serving our 14 million customers goes beyond handing their recycling and waste needs. Service is about being a good neighbor to the communities where we live, work, and raise our families. Whether we are volunteering or donating our time or resources, our willingness to give back is yet another way we make a difference.

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

Thought Leadership

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

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

- National League of Cities (NLC)
- **International City Manager's Association (ICMA)**
- Council of Mayors
- National Waste and Recycling Association (NWRA)
- Solid Waste Association of North America (SWANA)
- Recycling Education Committee (MN)
- Recycling Association of Minnesota
- Better Business Bureau

Through these forums, we can contribute as a thought leader, as well as listen and understand the critical and emerging topics within our communities. This enables us to

We are a committed, visible partner for your municipality

- We're watching out for your program - partnering with local law enforcement
- \$5M donated annually - cash or in-kind
- \$6.7M in local sponsorships nationwide

continue to tell our customers that "We'll handle it from here™".

Community Events

Figure 54 We are a visible and highly engaged partner, because we live and work in your community.



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

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

Volunteering

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

In-Kind or Cash Contributions

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

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

Awards and Recognition

Because of our efforts, Republic Services has been recognized numerous times for our actions as a business and a community partner. Some of these awards and recognition include:

- Sole recycling and solid waste services company in the world to be included on **the annual Barron's 100 Most Sustainable Companies** list for 2018 and 2019
- Only recycling and solid waste services company in the world to be included on both the Dow Jones Sustainability World and North America indices; 4th consecutive Year
- Named to the 2019 **World's Most Ethical Companies List**[®] by the Ethisphere[®] Institute for the third year in a row
- Named to 100 Best Corporate Citizens List for 2020.
- Certified as a Great Place to Work for Third Consecutive Year.
- 2019 NWRA National Commercial Driver of the Year, Mike J.
- 2019 NWRA National Operator of the Year, Roberto H.
- 30 Most Meaningful Companies to Work for in America – Business Insider
- BU 323 (Circle Pines and Eden Prairie Hauling Divisions) 2019 5-Star Maintenance Award.

Figure 55 Good neighbors help build stronger neighborhoods, which is why we volunteer in our communities.



Safety

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

Safety Overview

Republic Services has an industry leading safety program that has been 40% better than the industry average for the past nine years, based on OSHA data. In addition, we have been recipients of 75% of industry Driver of the Year awards for the large truck category since 2009.

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

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

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

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

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

- 40% safer than the industry average, while maintaining the 7th largest vocational fleet in the United States
- Think. Choose. Live.® embodies our company culture
- Winners of 75% of industry Driver of the Year awards since 2009

Think. Choose. Live.®

Every day, drivers face a multitude of challenges and are required to make decisions that can greatly impact their safety, as well as the safety of those in the communities we serve. Our best-in-class driver training program focuses on continual improvement of all our 15,000 drivers.

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

ReSOP Program

The Republic Services Observation Program (ReSOP) is paramount to decreasing safety incidents. Supervisors are required to conduct a minimum of two in-person employee observations per week. The purpose is to improve safety, customer experience and productivity. The employee and their leader work together towards excellence

Figure 56. Republic Services ReSOP. Program decreased safety incidents since implementation



Safety Meetings & Training

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

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

Meeting topics may include:

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

Safety Recognition Program

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

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

Quality Control

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

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

Other key benefits of this program include:

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

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

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

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

Figure 57. Continually Improving Safety is Top Goal for Republic Services



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

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

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

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

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

To track items, the following reports are produced:

- Driver Service Issues Cover Sheets are printed automatically each day for any route that has associated issues and is

distributed to drivers along with their daily route sheets

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

Together for Safer Roads

As the operator of the 7th largest vocational fleet in the country, with an industry leading safety record, we have a direct effect on roadway safety each day. While our strong safety performance is significant in the communities we serve, we aspire for more.

Figure 58. Driver performs pre-route inspection to ensure vehicle is safe for operating.



Today, we are proud to be the only recycling and waste services provider associated with Together for Safer Roads. This innovative coalition brings together global private-sector companies across industries to collaborate on improving road safety and reducing deaths and injuries caused by road traffic crashes.

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

Focus 6

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

Personal Protective Equipment

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

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

Figure 59. Our Focus 6 safety program assists with tips and techniques to reduce our top 6 most common incident types



Driver & Operator of the Year

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

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

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

Mike takes great pride in the communities he serves but is also willing to go above and beyond for the Company. Mike is part of a **Republic's SOS program that consists of** volunteer drivers from across the country who are deployed to service routes in the aftermath of natural disasters.

Figure 60. Our 2019 Driver & Operator of the Year – Mike Juhan and Roberto Hernandez



Figure 61. National Waste & Recycling Association recognizing the best of the best.



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

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

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

Transition Plan

We are seasoned experts in the low risk, successful transition of services from your current provider to Republic Services. Through transparent and involved collaboration with you, our seamless transition will leave the City of Circle Pines and your residents happy with your choice to switch to Republic Services.

Experience Matters

Republic Services successfully implements more than 75 new municipal contracts each year, and we bring our national strength and local expertise to every one of them. Each transition takes into consideration the unique needs of the contract and City.

The key to success, regardless of project details, relies on communication. We start with a transition timeline, crafted in collaboration with the City. This transition plan includes milestones, roles/responsibilities and contact information. See Forms section for a sample of our transition timeline for City of Circle Pines.

We provide frequent, proactive communication with the City to ensure there are no surprises along the way including weekly in-person meetings and phone calls/emails as needed. Our philosophy is to constantly share updates with you as that

Figure 62. Low Risk Transition. From contract award to service start date our teams are visible and in constant communication



Successful transitions cover many details and require strong communication

- Communication is key to a successful transition
- Capital asset procurement and delivery
- Driver hiring, training and route planning
- Community education and messaging

gives everyone a chance to prepare and react in a timely fashion.

We utilize data sharing and operational field coordination with your current hauler(s) to ensure all open requests are met and service information is accurate.

The monitoring of open service notes is critical, especially when the transition date nears. The current hauler is responsible for the service up until the current contract expires; however, there may be some service issues that cannot be resolved in the time allotted and will become the new hauler's responsibility. Our operations teams, customer service professionals and data partners understand the need to keep a close eye on open service notes. Container removal and delivery also require careful coordination with field crews. Customers need same-day service from both the incoming and outgoing providers, and our local teams work with the current hauler to streamline this function for a seamless transition including:

- Timely and appropriate communication with residents and businesses—from events and mailings to website information and direct communication (phone, email, live chat)
- Daily communication with the internal team to assess project status and timeline benchmarks

Our operational management team meets daily with our supervisors and maintenance team to ensure critical-path items are addressed.

The publicity and education teams meet with the transition lead (operations manager), customer service manager and general manager to ensure customer-specific aspects of the rigorous training for customer service staff and drivers.

Dedicated phone lines, contract-specific information, route development and truck test drives combine to bring a safe and well-informed team to your city. We are in regular communication with vendors supplying containers, printed material, trucks and on-board computing systems.

Our experience has shown that relationships matter—when we need equipment, we get it. Our national strength and buying power are leveraged for your benefit. Locally, we have secured relationships with key printing/mail house partners who put our needs first in a time-critical situation.

Figure 63. Our draft implementation plan can be found in the forms section; a sample is depicted below.

Implementation Overview			Borgida			G	
Sammanish Contract Executed	12/1/2015	12/1/2015				G	
Weekly Meetings with City Staff	12/15/2015	5/15/2016				G	Can adjust schedule as needed
Implementation Plan Due to City	1/1/2016	1/11/2016				G	
						G	
Transition Meeting with Current Contractor	2/1/2016	2/1/2016				G	
Contract Start Date	1/1/2017	1/1/2017				G	
Equipment and Procurement			Whyland			G	
Trucks						G	
Place order for Collection Vehicles	12/1/2015	12/15/2015				G	All CNG
Take delivery of new Collection Vehicles	6/1/2016	8/1/2016				G	In-house test, road test
Truck electronics - FleetMind						G	
Load and test software	6/1/2016	9/1/2016				G	
Install hardware in trucks	7/1/2016	10/1/2016				G	
Carts						G	
Confirm decal sizes for existing carts	1/1/2016	1/1/2016				G	
Develop cart decals and graphics	5/1/2016	6/1/2016				G	
Place cart order	4/1/2016	4/1/2016				G	
Receive carts	6/1/2016	6/1/2016				G	
Relabel or Deliver carts	9/1/2016	11/1/2016				G	
Steel and Plastic Bins and Boxes						G	
Place order	1/1/2016	1/1/2016				G	
Receive	5/1/2016	6/1/2016				G	
Resticker and/or deliver new containers	9/1/2016	11/1/2016				G	

Financials and Other Requested Information

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

Financial Overview

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

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

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

Financial Reporting

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

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

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

- Financial capacity to continually invest in equipment and preventive maintenance
- One of the youngest fleets in the industry
- Reinvesting in state-of-the-art equipment and facilities
- Republic Services contributes over \$5 million to charities annually

The Annual Reports to Shareholders have been prepared in accordance with Securities and Exchange Commission requirements, with New York Stock Exchange Commission requirements, and in accordance with generally accepted accounting principles (GAAP).

Labor Agreements and Wages

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

Republic Services focuses on maintaining a positive and professional relationship with its workforce through continuous training and consistent communication. We utilize this approach with both our represented and non-represented employees. Nearly 40 percent of Republic Services' over 36,000 employees are represented under various

Figure 64 Excellence Driven. Republic Services takes pride in being excellence driven, which includes continuous investment in new vehicles, containers, and technologies.



collective bargaining agreements across the country.

We negotiate fairly with our labor unions, carefully balancing the needs of the workforce with the cost to provide service and the ultimate impact it will have upon the municipality we are partnering with. Republic Services works tirelessly with our labor partners to ensure labor peace and, although the parties do not always agree, both sides work respectfully and relentlessly to reach an expeditious resolution.

Republic Services will commit to the City of Circle Pines that the organization will take every reasonable measure to avoid a labor dispute or labor unrest during the term of the collection services agreement. In the unlikely event of a labor dispute or unrest, Republic Services will immediately implement a plan to minimize the impact to the City of Circle Pines by utilizing our expansive network of local facilities, equipment and people to ensure there is minimal disruption in service.

Litigation Information

Republic Services is involved in routine judicial and administrative proceedings that arise in the ordinary course of business and that relate to, among other things, personal injury or property damage claims, employment matters and commercial and contractual disputes. We are subject to federal, state and local environmental laws and regulations.

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

From time to time, we may also be subject to actions brought by citizens' groups, adjacent landowners or others in connection with the permitting and licensing of our landfills or transfer stations, or alleging personal injury, environmental damage, or violations of the permits and licenses

Figure 65. Republic Services' Strengths. Republic Services' dedication to our employees, the communities we serve, and environmental sustainability is relentless.



pursuant to which we operate. Additional information can be provided upon request.

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

- Officers of the company
- Local key personnel
- A bid or proposal
- Performance bond
- Any contractual default or termination

Figure 66. Republic Services' Identifications, Classifications and Ratings

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

Summary Financial Information – Income Statement

These historical results are not necessarily indicative of the results to be expected in

the future. Amounts are in millions, except per share data. The financial statements contained in the Annual Report were audited by Ernst & Young, LLP (Independent Registered Public Accountants).

Figure 67. **Republic Services’ 2018 Year Ending Consolidated Income Statement.**
Selected financial data (see 2019 data under Form B)

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

	Years Ended December 31,		
	2018	2017	2016
Revenue	\$ 10,040.9	\$ 10,041.5	\$ 9,387.7
Expenses:			
Cost of operations	6,150.0	6,214.6	5,764.0
Depreciation, amortization and depletion	1,033.4	1,036.3	991.1
Accretion	80.7	79.8	79.1
Selling, general and administrative	1,059.5	1,057.4	969.8
Withdrawal costs - multiemployer pension funds	—	1.2	5.6
Gain on business divestitures and impairments, net	(44.9)	(33.9)	(0.1)
Restructuring charges	26.4	17.6	40.7
Operating income	1,735.8	1,668.5	1,537.5
Interest expense	(383.8)	(361.9)	(371.3)
Loss from unconsolidated equity method investments	(35.8)	(27.4)	(6.1)
Loss on extinguishment of debt	(0.3)	(0.8)	(196.2)
Interest income	1.6	1.0	0.9
Other income, net	3.4	2.7	1.1
Income before income taxes	1,320.9	1,282.1	965.9
Provision for income taxes	283.3	3.1	352.7
Net income	1,037.6	1,279.0	613.2
Net income attributable to noncontrolling interests in consolidated subsidiary	(0.7)	(0.6)	(0.6)
Net income attributable to Republic Services, Inc.	\$ 1,036.9	\$ 1,278.4	\$ 612.6
Basic earnings per share attributable to Republic Services, Inc. stockholders:			
Basic earnings per share	\$ 3.17	\$ 3.79	\$ 1.79
Weighted average common shares outstanding	326.9	337.1	343.0
Diluted earnings per share attributable to Republic Services, Inc. stockholders:			
Diluted earnings per share	\$ 3.16	\$ 3.77	\$ 1.78
Weighted average common and common equivalent shares outstanding	328.4	339.0	344.4
Cash dividends per common share	\$ 1.44	\$ 1.33	\$ 1.24

Summary Financial Information – Balance Sheet

Figure 68. **Republic Services'** 2018 Year Ending Consolidated Balance Sheet.
Selected financial data

REPUBLIC SERVICES, INC. CONSOLIDATED BALANCE SHEETS (in millions, except per share data)		December 31, 2018	December 31, 2017
ASSETS			
Current assets:			
Cash and cash equivalents	\$	70.5	\$ 83.3
Accounts receivable, less allowance for doubtful accounts and other of \$34.3 and \$38.9, respectively		1,102.7	1,105.9
Prepaid expenses and other current assets		391.2	247.6
Total current assets		1,564.4	1,436.8
Restricted cash and marketable securities		108.1	141.1
Property and equipment, net		8,020.1	7,777.4
Goodwill		11,400.1	11,315.4
Other intangible assets, net		106.5	141.1
Other assets		417.8	335.2
Total assets	\$	21,617.0	\$ 21,147.0
LIABILITIES AND STOCKHOLDERS' EQUITY			
Current liabilities:			
Accounts payable	\$	761.5	\$ 598.1
Notes payable and current maturities of long-term debt		690.7	706.7
Deferred revenue		338.7	312.1
Accrued landfill and environmental costs, current portion		130.6	135.2
Accrued interest		68.5	74.5
Other accrued liabilities		728.6	808.2
Total current liabilities		2,718.6	2,634.8
Long-term debt, net of current maturities		7,646.8	7,480.7
Accrued landfill and environmental costs, net of current portion		1,701.6	1,686.5
Deferred income taxes and other long-term tax liabilities, net		1,028.3	796.4
Insurance reserves, net of current portion		270.8	275.4
Other long-term liabilities		321.4	312.1
Commitments and contingencies			
Stockholders' equity:			
Preferred stock, par value \$0.01 per share; 50 shares authorized; none issued		—	—
Common stock, par value \$0.01 per share; 750 shares authorized; 351.9 and 350.1 issued including shares held in treasury, respectively		3.5	3.5
Additional paid-in capital		4,924.9	4,839.6
Retained earnings		4,750.5	4,152.5
Treasury stock, at cost; 29.4 and 18.4 shares, respectively		(1,782.6)	(1,059.4)
Accumulated other comprehensive income, net of tax		30.8	22.6
Total Republic Services, Inc. stockholders' equity		7,927.1	7,958.8
Noncontrolling interests in consolidated subsidiary		2.4	2.3
Total stockholders' equity		7,929.5	7,961.1
Total liabilities and stockholders' equity	\$	21,617.0	\$ 21,147.0

Bank & Credit References

All inquiries for bank references must be made by fax.

<p>Bank of America Attn: Confirmation Department Reference: Republic Services Inc. Tax ID: 65-0716904 Phone: (803)832-7770 Fax (toll #): (900)733-5100 Online: www.bankVOD.com</p>	<p>J P Morgan Chase Bank Attn: Confirmation Credit Inquiries PO Box 955200 Fort Worth, TX 76155-2732 Reference: AWIN Management, Inc. Tax ID: 76-0353318 Phone: (800)550-8509 Fax: (817)345-3795</p>
<p>Wells Fargo Attn: Confirmation Department Reference: Republic Services Inc. Tax ID: 65-0716904 Phone: (540)563-7323 Fax (toll #): (844)879-0544 (Audits and Credit Inquiries); (844)879-0416 (Routing Number and Verification Requests)</p>	

Credit References are listed in Forms section.

Employee Engagement

We aspire to be a company where the best people want to work and are committed to doing their best work every day.

Republic Services understands the importance of hiring dedicated, competent, and qualified employees to work on our team. We work to create and maintain an environment that attracts, develops and retains people who assure our success with customers, differentiate us from our competitors and allow us to be an employer of choice, for top talent.

Our driver screening and testing is set at a higher standard than DOT regulations and is the highest standard in the waste industry. This means that all communities who partner with Republic Services can rest assured knowing we hire the safest drivers in the industry. Additionally, our drivers stay with Republic Services, yielding a higher driver retention rate, and thus longer driver tenure, than other companies in the waste industry.

Training and developing our people are top priorities. As such, all employees go through extensive training once they are hired to work at Republic Services - whether drivers, technicians, operations, or management positions.

Driver Training

All newly hired drivers, regardless of their waste experience, go through extensive driver training. During the first week of employment, all drivers are sent to our state-of-the-art training facility in Phoenix, AZ. During this training, drivers have a combination of classroom and hands-on skill development. Drivers will learn about equipment inspections, defensive driving skills and techniques, operational requirements including routing efficiencies, and safety. After the week-long training, the drivers return to their division to begin behind-the-wheel instruction with daily performance feedback. The behind-the-

We are dedicated to robust learning & talent development programs for 35,000 employees nationwide

- Our drivers have an average tenure of 15 years
- Our drivers and supervisors attend required monthly and annual training
- Driver screening and testing is set at a higher standard than the DOT regulations

wheel training is anywhere from 2-4 weeks in duration, **depending on the driver's skills** and abilities. During this training the newly hired driver will work alongside a more experienced driver and manager to learn municipal route schedules. The driver does not graduate from his coursework until the operations manager assesses their abilities and is fully comfortable putting the driver on the route.

At Republic Services, we understand that training is of the utmost importance and should be an ongoing effort. As such, we have an annual Defensive Driving course that establishes a uniform baseline for our drivers regardless of their location.

Figure 69. Extensive Driver Training. Our drivers go through extensive training, because they are the most visible employee in your community.



Additionally, our driver observation and improvement program, called ReSOP, is used throughout the country and is a big focus at Republic Services. During ReSOP, our supervisors perform a minimum of two observations per week of our drivers on route. The purpose is mutual improvement in safety and service. The driver and his leaders work together towards excellence; improving safety and efficiency throughout the process.

Supervisor Training

All newly hired supervisors go through an extensive 10-day boot camp before they assume their full-time duties. During the boot camp all supervisors are trained in safety, leadership skills, communication, customer service, route performance and efficiency, and forecasting. This training is important to your community because it is proven to reduce turnover, improve engagement, increase proficiency, and improve customer service satisfaction. The supervisor boot-camp exposes our employees to executive leadership and gives

Figure 70. Annual Driver Competition. Our drivers compete each year in our Truck ROAD-EO, a safety and skills competition that recognizes the best of the best.



all our supervisors the tools to succeed as a front-line leader. All supervisors receive an individually designed development plan for progression within the company.

Management Training

In addition, all supervisors and managers within Republic Services have weekly and monthly training opportunities in our online learning portal. There are hundreds of training modules housed on our state-of-art employee portal that employees have access to 24/7. Examples of training modules include ethics training, customer service, sales, routing, and emergency preparedness.

There are also traveling training opportunities where managers can learn about various aspects of the business. Company leaders in each department frequently gather to share lessons learned and best practices with each other. This translates into a more engaged employee base, who transfer their new knowledge to the customers and communities they serve. For example, your Municipal Manager, Bev Mathiasen, participates in annual training with her peers, to learn about new or emerging trends in the industry, which they can bring back to your municipality to help keep your municipal staff and leaders informed.

Career Development

Republic Services facilitates a career plan with our employees. We review their career history and develop a document that will be shared with our business leaders who are able to assist the employee to achieve their career goals. For this reason, our employees remain with the company, serving our partner municipalities for many years.

Creative Offerings and Solutions

Our additional products enable City of Circle Pines to address the emerging waste streams that exist in your community with environmental responsibility.

In addition to meeting the base recycling and waste needs of City of Circle Pines, it is important to recognize that additional waste is generated daily in your community that the residents and commercial owners do not know how to properly dispose.

- Electronic materials
- Medical/sharps
- Universal waste

Absent an existing program to address these important waste streams, the community will typically throw the material in their MSW container, which leads to both safety and environmental issues. Examples of these issues are batteries that can burst and cause fires in the processing facilities, as well as employees getting needle sticks from medical needles that are disposed of in the recycling stream.

Republic Services has studied each of these waste streams and developed offerings to allow City of Circle Pines to add these services under the contract, or as an offering that can be marketed directly to the

Republic Services is uniquely positioned to offer the Circle Pines community solutions to their additional waste streams

- Electronics Recycling with BlueGuard ensures electronics are properly handled
- Our Household Hazardous Waste (HHW) product addresses collection and disposal of paints, solvents, and other HHW-(Not available yet in MN)
- Sharps product enables proper disposal of household medical waste and needles
- Universal Recycling ensures bulbs, ballasts and batteries are not thrown in a landfill
- Republic Services Rewards incentivizes the community to maximize recycling participation

community and purchased directly from Republic Services.

The following pages offer a more detailed explanation of each creative offering that is available to your city. We look forward to discussing each of these with City of Circle Pines to ensure that your questions are answered, and that you can identify the best approach to addressing these needs in your community. For each offering that City of Circle Pines selects to add, we are ready to implement the additional offering based on the timeline and collection method that works best for the City of Circle Pines

Figure 71. Other Creative Offerings and Services. We are ready to add the additional important products that address existing and growing waste streams that should not be in a landfill.

Creative Products Available	Benefits to City of Circle Pines
Electronics Recycling with BlueGuard™	Keeps any electronics with a power cord, including those with sensitive data, out of the landfill
Republic Services Rewards	Offers the community incentives, shopping discounts and annual grant awards in exchange for increased recycling
Sharps	Simple solution for residents who generate medical waste such as diabetic treatment needles
Universal Recycling	Ensures that residents properly dispose of bulbs, ballasts and batteries in their house
Household Hazardous Waste (HHW)	Easy disposal options for the numerous hazardous waste items from homeowners (Not available in MN)

Electronics Recycling with BlueGuard™

Republic Services makes it easy to recycle your electronics securely and responsibly. Our experts specialize in the safe and proper dismantling of electronic materials to protect your residents from identity theft, while our recycling solutions help ensure materials are processed responsibly – protecting our planet from hazardous waste.

The proliferation of electronics hardware in this digital age has created a growing need for safe, secure, and responsible electronics recycling programs. Not only do customers need to protect sensitive data from theft, they must do their part to prevent hazardous chemicals and elements from polluting the environment.

Our Electronics Recycling program utilizes **BlueGuard™ safety practices, which adhere** to U.S. Department of Defense standards, to ensure that obsolete electronics are recycled safely, completely and responsibly. Our program solutions include mail-back, pack-up and pick-up, or a full service offering, where we pack it and haul it for you.

About 85% of electronics are discarded in landfills or incinerators with another 5 **million tons in storage. It's easy to forget** they may contain personal information or hazardous materials that need to be disposed of or recycled differently than everyday solid waste. When you recycle electronics through Republic Services' **BlueGuard™ program, you are guaranteed** of the following:

- Data is protected from theft or loss through stringent software-based destruction
- An online tracking and account management tool is available which allows you to review your recycled electronics order in real time and download a certificate of recycling

Safe, secure, responsible electronics recycling for your community

- Customized solutions range from mail-back, drop off, or scheduled pick-up
 - For any device that has or uses a power cord
 - Ensures data protection and destruction of electronics holding data files (phones, computers, etc.)
 - High standards backed by industry certifications
- All breakdown and recycling is done in-house, never exported, while keeping items recycled out of the landfill

Sustainability

We strive to go beyond traditional recycling to find new solutions that help our BluePlanet. By recycling old, obsolete electronics, we are breaking down materials into their commodity levels which can then be made into new products. We are also giving refurbished electronics a second life, decreasing the depletion of our resources.

Safety

Our BlueGuard™ safety practices provide peace of mind, adhering to the highest security and environmental standards in place by the electronics recycling industry. Utilizing state of the art shredding and dismantling systems allows responsible recycling of all electronics materials.

Figure 72. Easy for the Resident. Republic Services makes it easy to recycle your electronic waste.



Security

Considering all the personal data that gets stored on household electronics – **it’s a bit scary** to think what can happen if it falls into the wrong hands. Improperly recycled electronics leave residents vulnerable to identity theft and financial loss. Our **BlueGuard™** security and data termination practices keep information safe and secure, strictly adhering to the Department of Defense and NIST standards and ensuring comprehensive data destruction.

Figure 73. Mail-Back Options. Our BlueGuard™ mail-back options include 5 box sizes



Environmental Protection

Electronics can contain materials, such as lead, cadmium, and mercury that are hazardous to the environment if handled incorrectly. It is important to minimize the environmental impact, and our **BlueGuard™** safety practices help to ensure these materials are kept out of the landfills.

Storage Space

Not only do we want to meet your residents’ needs outside of the home, but inside of the home as well. Storing old household electronics can take up considerable space **within your residents’ homes**. Regular recycling of electronics keeps homes safe and clutter free.

Product Delivery Options

Our **BlueGuard™** product can be added to your municipal contract or can be marketed by the municipality as a direct transaction between the community and Republic Services. These options allow you to decide how you would like to enable your community to do the right thing about their electronic waste.

Collection Methods

Depending on the product delivery option selected, the universal material can be collected through various methods. If part of the municipal contract, community residents can call and order a mail-back kit using a special coupon code, or we can establish drop-off locations or scheduled pickup dates.

Residents calling for a direct transaction typically order a convenient mail back kit, which allows them to collect their electronics and return via mail when they are ready. Figure 101 depicts the mail back box options available to customers.

Universal Recycling

Republic Services makes it easy to recycle your bulbs, batteries, ballasts and other mercury-containing waste. Our experts specialize in the responsible management and recycling of these materials.

Marketplace conditions often make once simple procedures more complicated. Today, communities and businesses face an increasing number of compliance requirements related to the disposal of universal waste items, such as batteries, bulbs and ballasts. These items contain mercury, lead or other hazardous materials that should not be thrown away with regular waste. Keeping up with compliance requirements can be time-consuming and burdensome.

To answer this need, Republic Services introduced two options: a mail-back kit for smaller quantities of universal waste items and a pack-up and pick-up service to handle larger quantities. Our products are designed to make universal recycling as easy as possible for all types of universal materials, big and small.

Product Delivery Options

Our Universal Recycling product can be added to your municipal contract or can be marketed by the municipality as a direct transaction between the community resident and Republic Services. These options allow you to decide how you would like to enable your community to do the right thing about their universal waste.

Collection Methods

Depending on the product delivery option selected, the universal material can be collected through various methods. If part of the municipal contract, community residents can call and order a mail-back kit using a special coupon code, or we can establish drop-off locations or scheduled pickup dates.

Why recycle universal materials?

- 99.98% of the mercury in recycled bulbs can be recovered and reused
- Newly manufactured batteries are made of up to 80% recycled materials
- Proper disposal of bulbs, batteries and ballasts
- Simple solutions through mail-back, drop off locations, or scheduled pickup
- Allowing them to be landfilled is bad for the environment

Residents calling for a direct transaction typically order a convenient mail back kit, which allows them to collect their universal material and return via mail when they are ready

Peace of Mind

The universal recycling practices of our nationwide recycling centers meet all government regulations. These standards ensure environmentally responsible results for your community – no matter which **solution you choose. You'll also receive a Certificate of Recycling**, which ensures regulatory compliance.

Figure 74. Simple Universal Recycling Solutions. We enable your community to properly dispose of their universal waste with simplicity



Sharps

Many community residents and commercial customers generate medical waste, from diabetic needles to medical facility waste. The Republic Services sharps program offers a simple method to properly dispose of this waste.

Republic Services offers a straightforward, cost-effective, confidential and convenient method for proper disposal of sharps waste. Every year, millions of people use needles and syringes to manage medical conditions at home. This waste stream should never be mixed with household waste, as it poses a health and safety risk for industry workers. The Republic Services sharps mail-back kit includes all components required for simple and proper collection, transportation and disposal of medical sharps.

Environmentally responsible

The kits are ideal for people who use needles at home to treat diabetes, arthritis, cancer or other medical conditions. It's an environmentally responsible way to dispose of the increasing amount of home-generated sharps waste while keeping the community safe.

As a leading national waste and recycling services provider and Fortune 300 Company, Republic Services offers an environmentally responsible solution to

Figure 75. Republic Services sharps mail-back kits are simple and safe



Proper management of sharps waste is the right thing for our communities and our workers

- 9 Million Americans throw used sharps **into trash because they don't know of** an alternative disposal solution for at-home sharps users
- 850,000 are people injured annually due to improper disposal
- Proper disposal of common medical waste, including needles

managing home-generated medical waste for our municipal residents. The products are compliant with the United States Postal Service, the Environmental Protection Agency and the Food and Drug Administration.

Depending on the desired solution, a unique coupon code or discount code is created for the municipality based on resident zip codes.

Simple program

Each Republic Services sharps mail back kit includes a government-approved plastic container specially designed for sharps waste, a plastic liner, a prepaid-postage return shipping box with return shipping label as well as disposal and tracking documents.

Trouble-free set up

Customers residing in eligible municipalities can order sharps kits directly by contacting our dedicated Republic Services customer support team. Residents simply call (855) 737-7871 to place their orders. Orders will be shipped directly to residents' homes within one week. Residents simply fill the container, complete the paperwork and mail back the kit for final disposal via US mail.

Emergency Response

As the largest municipal solid waste hauler in the country, Republic Services has the resources to mobilize a response to help clean up the mess Mother Nature left behind.

Republic Services Responds

It all starts with a plan. Republic Services' key objectives in responding to an emergency or disaster recovery include:

- Protect our employees and their families (when our employees know their families are safe, they can concentrate on helping their neighbors)
- Secure and safeguard our property and assets, so they are available for you when needed
- Provide service to our customers and satisfy their needs, even if this means calling up resources from other parts of the country
- Expedite the post-emergency/disaster cleanup effort, which includes coordinating with FEMA and other relief agencies

At the onset, and throughout the term of an emergency or disaster, we work closely with the City of Circle Pines personnel to define our role and develop solutions.

Figure 76. Pre-defined Response Plans. Our teams are there after disasters to assist the municipality and residents with cleanup and disposal needs



Our goal is to work with you until life returns to normal

- We coordinate our response with you and have experience working directly with FEMA and other disaster relief organizations
- Our national footprint means that crews from outside the area can be drawn upon to respond locally
- Our human resources team ensures our local employees have what they need so they can concentrate on helping the community

Republic Services provides essential community services, and we will be an integral member of the community leadership team planning for and responding to an emergency.

Republic Services was among the first responders after Hurricane Katrina devastated New Orleans and Hurricane Matthew ran up the eastern seaboard. We are eager to share our response plan with you, so we can join forces to ensure safety and essential services for our community during a major catastrophe.

Plan Implementation

Once word of a major disaster hits, our local team and corporate leaders initiate the communications and response plan, which locally includes notifying FEMA of our ability to support recovery efforts. The strength of a national company backing our local teams is evident in these situations. Everything from fuel, water, safe accommodations for employees and their families to communications and payroll is managed by our team.

Locally, the team will:

- Conduct damage assessment
- Identify staging site
- Activate debris removal
- Conduct meetings/briefings with city staff

Emergency Response Contacts

Our emergency response team is pre-defined to support your community in time of need. Whenever there is a need to reach us we're there!

Figure 77 Emergency cell phone contact information

Role	Name	Phone
Emergency Response Coordinator - Commercial	Chad Durm	612-685-6929
First Alternate Emergency Response Coordinator - Commercial	Nicole Olheiser	612-422-7414
Emergency Response Coordinator - Residential	Darin Sculthorp	612-512-5016
First Alternate Emergency Response Coordinator - Residential	Nathan Wagner	612-685-6933
Second Alternate Emergency Response Coordinator - Residential	Greg Wolf	480-468-0612
Division Manager	David Latham	612-244-5581

RFP for Residential Solid Waste and Recycling Services

PROPOSAL FORMS: RFP FORMS A THROUGH H

(and additional required forms listed in RFP)

FORM A: Proposal Content Checklist

Instructions: Please check off the forms and other proposal sections to assure that your proposal is complete and all forms are signed:

- ✓ Proposal Cover Letter ([See Page vii](#))
- ✓ Form A: Proposal Content Checklist
- ✓ Form B: Proposer Information Questionnaire (including references)
- ✓ Form C: Certification of Binding Signature
- ✓ Form D: Certification of Independent Proposal Pricing
- ✓ Form E: Price Worksheet
- ✓ Form F: Listing of Proposed Prices for Special Collection Items
- ✓ Form G: Itemized Listing of Trucks and Route Planning
- ✓ Form H: Acknowledgement of Receipt of Addenda

[Additional Forms per RFP requirements:](#)

- Form I: Certificate of Good Standing
- Form J: Letter of Intent to Provide Performance Bond
- Form K: Certificate of Insurance
- Form L: Sample Contract (not required)

FORM B: Proposer Information Questionnaire

General Contact Information

Name of Company Proposing: [Republic Services](#)

Name of Parent Company: [N/A](#)

Address: [8661 Rendova St. N.E.](#)

Telephone: [612-889-7324](#)

Email: bmathiasen@republicservices.com

Website: [republicservcies.com](#) and [recyclingsimplified.com](#)

Name of contact person: [Beverly \(Bev\) Mathiasen](#)

References:

City: Forest Lake, 5.5-year contract
Total Households: 5,100
Average HH/Day Serviced: 1,020
Contact Person: Patrick Casey, City Administrator
Contact Phone: 651-209-9750
Contact Email: Patrick.Casey@ci.forest-lake.mn.us
Contracted Waste Services: Weekly Solid Waste
Every week Recycling
Subscription Weekly Yard Waste
Bulky Waste (offered one day/week)
Option to add Weekly Organics Recycling
Option to add City Clean-up Event
Additional Info: Forest Lake issued an RFP summer of 2019. SRC had serviced the city for over 50 years. Forest Lake awarded the contract to Republic Services and in only 18 days began service.

City: Centerville, 5-year contract
Total Households: 1,200
Average HH/Day Serviced: 1,200
Contact Person: Mark Statz, City Administrator
Contact Phone: 651-429-3232
Contact Email: mstatz@centervillemn.com
Contracted Waste Services: Weekly Solid Waste
Every Other Week Recycling
Subscription Weekly Yard Waste
Bulky Waste (offered one day/week)
Option to add Organics recycling
Spring Clean-up (drop off event)
Additional Info: Centerville went out for RFP in 2018 and awarded the contract to RSG after being with Waste Management for many decades.

City: White Bear Township, 5-year contract
Total Households: 3,800
Average HH/Day Serviced: 950
Contact Person: Patrick Christopherson, Clerk-Treasurer
Contact Phone: 651-747-2768
Contact Email: pat.christopherson@whitebeartownship.org
Contracted Waste Services: Weekly Solid Waste
Every Other Week Recycling
Subscription Weekly Yard Waste
Bulky Waste (offered one day/week)
Option to add Organics recycling
Spring Clean-up (drop off event)
Additional Info: White Bear Township has been serviced for many years by Republic Services.

FORM B: Proposer Information Questionnaire

Please provide your **company's standards relating to the following...**

General Management

Our local Blaine Team is vital to the successful delivery of this contract and its daily **operations. This team's unique combination of collection experience, recycling** expertise, and innovative management systems ensure quality service for the duration of the contract. Our local and area management teams have extensive industry experience operating and managing solid waste companies and have served our region for over 70 years.

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

Republic Services is integrated into the community, employing approximately 472 people who live and provide collection services in the Seven County Twin Cities Area. Two of our Circle Pines Employees live in Circle Pines! Our Circle Pines Drivers have an average tenure of over 14 years and is led by Division Manager, David Latham, and his Leadership Team. Please visit the Key Personnel section, pages 41-42, to become acquainted with the Republic Services Leadership Team who will serve the City of Circle Pines. The City will be assigned a dedicated Operations Supervisor, Darin Sculthorp, as first point of contact for service needs and a dedicated Municipal Manager, Bev Mathiasen, who will provide the city with all other contractual obligations.

While our local business operation, Circle Pines Hauling Division, is fully empowered and accountable for delivering on our commitments, we are also backed by the support and breadth of our Area and Corporate Leadership Teams, capable of amassing expertise and corporate support to assist or respond to any challenge. An example of this benefit to you is the response capabilities during times of crisis, such as floods, tornados, or other disasters. In times of challenges like this, our area and corporate teams activate to ensure our people are safe and our assets are operational, so we can return to normal operations quickly. This is a considerable benefit and risk mitigation to the City of Circle Pines that many other providers in the industry are unable to stand behind.

Financial Stability and Strength

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

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

The Annual Reports to Shareholders have been prepared in accordance with Securities and Exchange Commission requirements, with New York Stock Exchange Commission requirements, and in accordance with generally accepted accounting principles (GAAP).

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

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

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

- Officers of the company
- Local key personnel
- A bid or proposal
- Any contractual default or termination
- Performance Bond

ITEM 6. SELECTED FINANCIAL DATA

You should read the following Selected Financial Data in conjunction with Item 7, *Management's Discussion and Analysis of Financial Condition and Results of Operation* and Item 8, *Financial Statements and Supplementary Data*, which includes our consolidated financial statements and notes thereto as of and for the years ended December 31, 2019 and 2018, in this Form 10-K.

These historical results are not necessarily indicative of the results to be expected in the future. Amounts are in millions, except per share data.

	Years Ended December 31,				
	2019	2018	2017	2016	2015
Statements of Income Data:					
Revenue	\$ 10,299.4	\$ 10,040.9	\$ 10,041.5	\$ 9,387.7	\$ 9,115.0
Expenses:					
Cost of operations	6,298.4	6,150.0	6,214.6	5,764.0	5,518.6
Depreciation, amortization and depletion	1,040.5	1,033.4	1,036.3	991.1	970.6
Accretion	81.9	80.7	79.8	79.1	79.4
Selling, general and administrative	1,091.9	1,059.5	1,057.4	969.8	983.1
Withdrawal costs – multiemployer pension funds	-	-	1.2	5.6	4.5
Gain on business divestitures and impairments, net	(14.7)	(44.9)	(33.9)	(0.1)	-
Restructuring charges	14.2	26.4	17.6	40.7	-
Operating income	1,787.2	1,735.8	1,668.5	1,537.5	1,558.8
Interest expense	(392.0)	(383.8)	(361.9)	(371.3)	(364.9)
Loss from unconsolidated equity method investments	(112.2)	(35.8)	(27.4)	(6.1)	-
Loss on extinguishment of debt	-	(0.3)	(0.8)	(196.2)	-
Interest income	6.4	1.6	1.0	0.9	0.8
Other income, net	6.4	3.4	2.7	1.1	1.2
Income before income taxes	1,295.8	1,320.9	1,282.1	965.9	1,195.9
Provision for income taxes	222.0	283.3	3.1	352.7	445.5
Net income	1,073.8	1,037.6	1,279.0	613.2	750.4
Net income attributable to non-controlling interests in consolidated subsidiary	(0.5)	(0.7)	(0.6)	(0.6)	(0.5)
Net income attributable to Republic Services, Inc.	\$ 1,073.3	\$ 1,036.9	\$ 1,278.4	\$ 612.6	\$ 749.9
Basic earnings per share attributable to Republic Services, Inc. stockholders:					
Basic earnings per share	\$ 3.34	\$ 3.17	\$ 3.79	\$ 1.79	\$ 2.14
Weighted average common shares outstanding	321.1	326.9	337.1	343.0	350.0
Diluted earnings per share attributable to Republic Services, Inc. stockholders:					
Diluted earnings per share	\$ 3.33	\$ 3.16	\$ 3.77	\$ 1.78	\$ 2.13
Weighted average common and common equivalent shares outstanding	322.0	328.4	339.0	344.4	351.4
Cash dividends per common share	\$ 1.56	\$ 1.44	\$ 1.33	\$ 1.24	\$ 1.16
Statements of Cash Flows Data:					
Cash provided by operating activities	\$ 2,352.1	\$ 2,242.8	\$ 1,910.7	\$ 1,847.8	\$ 1,679.7
Purchases of property and equipment	\$ 1,207.1	\$ 1,071.8	\$ 989.8	\$ 927.8	\$ 945.6
Proceeds from the sale of property and equipment	\$ 21.7	\$ 31.6	\$ 6.1	\$ 9.8	\$ 21.2
Balance Sheet Data:					
Cash and cash equivalents	\$ 47.1	\$ 70.5	\$ 83.3	\$ 67.8	\$ 32.4
Restricted cash and marketable securities	\$ 179.4	\$ 108.1	\$ 141.1	\$ 90.5	\$ 100.3
Total assets	\$ 22,683.8	\$ 21,617.0	\$ 21,147.0	\$ 20,629.6	\$ 20,535.9
Total debt	\$ 8,688.5	\$ 8,337.5	\$ 8,187.4	\$ 7,658.9	\$ 7,532.9
Total stockholders' equity	\$ 8,120.9	\$ 7,929.5	\$ 7,961.1	\$ 7,693.7	\$ 7,776.6

For complete financial data and the 2019 Annual Report please visit our website at <https://investor.republicservices.com/financial-information/annual-reports>.



Summary of Financial Information
for
Republic Services, Inc.
(as of December 31, 2019)

Financial Capabilities

Republic Services is the second largest provider of non-hazardous solid waste collection, transfer, disposal, recycling, and environmental services in the United States, as measured by revenue. Headquartered in Phoenix, AZ, Republic Services provides integrated waste management services consisting of non-hazardous solid waste collection, transfer, recycling, disposal and environmental services to millions of residential, commercial and industrial customers. Republic's team of approximately 36,000 dedicated employees is committed to delivering service that exceeds the customers' highest expectations.

The Company's 2019 Annual Report to Shareholders (Form 10-K) contains financial information about the Company and is submitted in response to the request for financial information. The Annual Report to Shareholders has been prepared in accordance with Securities and Exchange Commission ("SEC") requirements and in accordance with generally accepted accounting principles. The financial statements contained in the Annual Report were audited by Ernst & Young LLP (Independent Registered Public Accountants) - Phoenix, Arizona. Their reports, which are dated February 13, 2020, express an unqualified audit opinion with respect to the consolidated financial statements of Republic Services, Inc. as of December 31, 2019 and for each of the three years in the period then ended and the effectiveness of internal control over financial reporting of Republic Services, Inc. as of December 31, 2019.

The principal market for our common stock is the New York Stock Exchange, and it is traded under the symbol RSG.

Summary Financial Data
(in millions)

	2019	2018	2017	2016	2015
Revenue	\$10,299.4	\$10,040.9	\$10,041.5	\$9,387.7	\$9,115.0
Operating income	\$1,787.2	\$1,735.8	\$1,668.5	\$1,537.5	\$1,558.8
Net income	\$1,073.8	\$1,037.6	\$1,279.0	\$613.2	\$750.4
Total assets	\$22,683.8	\$21,617.0	\$21,147.0	\$20,629.6	\$20,535.9
Stockholders' equity	\$8,120.9	\$7,929.5	\$7,961.1	\$7,693.7	\$7,776.6

As of December 31, 2019, Republic Services, Inc. reported total assets of \$22,683.8 million.

The financial prospects for Republic Services indicate long-term stability based on the Company's assets. Republic Services operated facilities in 41 states and Puerto Rico through 340 collection operations, 212 transfer stations, 189 active landfills, 79 recycling processing centers, 7 treatment, recovery and disposal facilities, 15 salt water disposal wells and 4 deep injection wells. Republic Services is also engaged in 75 landfill gas-to-energy and renewable energy projects and had post-closure responsibility for 130 closed landfills. It is the Company's belief that it has the financial capabilities and sufficient working capital or access to sufficient working capital to finance and perform the required work.

Available Credit Lines

The Company has a \$2.25 billion committed, unsecured credit facility. It is a five-year facility that matures in June 2023. Availability under this facility is \$1.7 billion as of December 31, 2019.

Credit Ratings

As of December 31, 2019, our credit ratings were BBB+, Baa2 and BBB by Standard & Poor's Ratings Services, Moody's Investors Service and Fitch Ratings, Inc., respectively.

[These are considered "investment grade" ratings]

Bank References and Credit References:

Bank References

<p>Bank of America Attn: Confirmation Department Reference: Republic Services Inc. Tax ID: 65-0716904 Phone: (803)832-7770 Fax (toll #): (900)733-5100 Online: www.bankVOD.com</p>	<p>J P Morgan Chase Bank Attn: Confirmation Credit Inquiries PO Box 955200 Fort Worth, TX 76155-2732 Reference: AWIN Management, Inc. Tax ID: 76-0353318 Phone: (800)550-8509 Fax: (817)345-3795</p>
<p>Wells Fargo Attn: Confirmation Department Reference: Republic Services Inc. Tax ID: 65-0716904 Phone: (540)563-7323 Fax (toll #): (844)879-0544 (Audits and Credit Inquiries); (844)879-0416 (Routing Number and Verification Requests)</p>	

Credit References

<p>Heil Environmental 2030 Hamilton Place Blvd., Suite 200 Chattanooga, TN 37421 Contact: Sherri Wilson Telephone: (423) 855-3465 Fax: Email: swilson@doveresg.com</p>	<p>Mansfield Oil Co. 1025 Airport Parkway, SW Gainesville, GA 30501 Contact: Erica Johnstone, Credit & Collections Analyst Telephone: (678) 450-2330 Fax: (770) 532-6266</p>
<p>Mack Truck Vanguard Truck Center Tower Place 200 3348 Peachtree Rd. NE, Suite 1450 Atlanta, GA 30326 Contact: Tom Ewing, President Telephone: (404) 963-9143 Fax: (404) 963-9152</p>	<p>FleetPride P.O. Box 9156 Corpus Christi, TX 78469 Contact: Mr. Steven Stockseth (Please fax requests) Telephone: (361) 445-3765 Fax: (361) 883-3323</p>
<p>Wastequip Corporate Headquarters 1901 Roxborough Road Suite 300 Charlotte, NC 28211 Contact: Pattie Shidler Telephone: (800) 285-0666, ext. 241</p>	

Public Debt Rating

Rating Agency	Rating
Standard & Poor's	BBB+
Fitch Ratings	BBB
Moody's	Baa2

The debt of Republic Services, Inc. carries an "investment grade" credit rating.

Refuse and Recyclables Collection Experience (please see pages 17-19 for additional information)

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

We believe that excellence means being better than competitors at everything we do, every day. We begin by actively listening to our customers. Those insights lead to innovation. Our innovation brings about simple solutions for our customers. We configure products and services to the individual customer at the right price.

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

This zeal for our customers has brought forth new and exciting changes. From operations to talent to technology, we are focused on not just meeting the needs of our 100,000+ Municipal residents throughout the Twin Cities area but exceeding them.

Low cost providers in the industry sacrifice one or more of these elements, translating to risk to your municipality. Republic Services is your best-value partner, through our proven and demonstrated balance of these factors, while serving over 2,700 municipal contracts today.

Republic Services is your low-risk, best value partner

- **472** employees live within the Seven County Twin Cities Area
- Over **70** years serving the Seven County Twin Cities Region
- Reliable – **99.9%** pickup rate
- **Environmental Responsibility** – over 3,000 CNG trucks nationwide
- Safer – **41%** fewer incidents than industry average
- Simple Solutions – Customer App - My Resource™
- Sole recycling and solid waste services company in the world to be included on the first annual Barron's 100 Most Sustainable Companies list for **second consecutive year**
- Only recycling and solid waste services company in the world to be included on **both** the Dow Jones Sustainability World and North America indices
- Named to the 2019 World's Most Ethical Companies List® by the Ethisphere® Institute for the **third consecutive year**
- 3 fully-staffed, US-based, national Customer Resource Centers
- **Local, designated** Municipal Services Manager, Division Manager and Operations Supervisor to partner directly with City Staff and Council

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

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

Strengths of our Company	Benefits to Municipality
99.9% On-time reliability rate	Happy community; fewer calls to city hall
41% safer than industry average	Fewer incidents; safer community streets for children at play
Simple Solutions for your community waste and recycling needs	Easy access to solutions for the growing number of waste streams
Recognized globally on Dow Jones Sustainability Index	Peace of mind that you have a global leader in sustainable initiatives as your partner
Most advanced, integrated Customer Resource Centers in the industry	Longer customer service hours, with hundreds of trained agents networked together nationwide
Web- and smartphone-based apps for easy access by community residents to relevant information	Stronger communications, and ease of alert and news dissemination
Robust community education and outreach	Communities educated on recycling produce less contamination and greater diversion

contract. Our local and area management teams have extensive industry experience operating and managing solid waste companies and have substantial experience in the region. Communication, during and outside of normal business hours, is one of our strengths. Rest assured, if an issue arises the City can reach our local leaders easily! As a result of retaining experienced managers with extensive knowledge of their local **communities, we are proactive in anticipating customers’ needs and adjusting to** changes in the markets. We also seek to implement the best practices of our various business units throughout our operations to continue improving our operations and service to our customers.

The local team serving the City of Circle Pines is in Circle Pines, Minnesota. Our Drivers have an average tenure of over 14 years and is led by Division Manager, David Latham, and his Leadership Team.

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

Hiring of Drivers and Staff

Republic Services understands the importance of hiring dedicated, competent, and qualified employees to work on our team. We work to create and maintain an environment that attracts, develops and retains people who assure our success with customers, differentiate us from our competitors and allow us to be an employer of choice, for top talent. We look forward to the possibility adding qualified drivers and mechanics to our team within the first six months of the contract award. **The RFP states that the selected contractor agree to hire "all" drivers and mechanics** employed by the former service provider if those employees are laid-off as a result of the change in providers. Should the contract award result in the current service provider closing its business Republic Services understands and agrees to hire the number of employees who provided collection and mechanical services for the Circle Pines Collection Contract. Republic Services does not agree to hire the entire workforce should the former service provider close their business due to the loss of the contract, however, Republic Services may interview those who meet our recruiting and talent requirements based on our hiring needs.

Our driver screening and testing is set at a higher standard than DOT regulations and is the highest standard in the waste industry. This means that all communities who partner with Republic Services can rest assured knowing we hire the safest drivers in the industry. Additionally, our drivers stay with Republic Services, yielding a higher driver retention rate, and thus longer driver tenure, than other companies in the waste industry.

Training and developing our people are a top priority. As such, all employees go through extensive training once they are hired to work at Republic Services - whether drivers, technicians, operations, or management positions.

The culture at Republic Services attracts strong talent and we are proud to be recognized for the employee centric culture we continue to build. We are committed to Diversity and Inclusion by helping Team members understand what an inclusive and diverse culture looks like and how we all can all champion these efforts.



Diversity Partnerships

Republic Services currently partners with many organizations across the US and we continue to introduce new relationships every year.

- Asian MBA Association
- Black MBA Association
- Hispanic MBA Association
- La Raza - UnidosUS
- National Association of Female Executives
- National Association of Women MBAs
- Network of Executive Women
- Urban League
- Women in Trucking

Please see pages 36 – 38 to better understand "The Republic Way" and the commitment we make to one another and to the community.

Awards & Recognition



Overview of Services:

Finding the right collection and disposal partner to help achieve your community's goals can be a challenge. Meeting that challenge starts with a shared vision of doing what's right for the residents, businesses and communities. We serve communities with these priorities in mind.

While providing reliable recycling and waste solutions, we make it our priority to not only keep your neighborhoods clean and safe, but to provide job opportunities and ongoing support throughout your community.

You can count on one provider, Republic Services, for the City of Circle Pine's recycling and waste needs.

Service Offerings for Your Municipality include:



Solid Waste

Reliable waste collection for cities and rural communities of all sizes.



Recycling

Scalable and simplified services make recycling easy for your community.



Dumpster Rental

Easy rental scheduling and prompt pickups for projects of all sizes.



Electronics Recycling

Responsible recycling of electronics to divert harmful materials from landfills.



Universal Waste

Proper disposal for universal waste materials such as batteries and lighting equipment.



Yard Waste And Landscape Debris

On-time pickups keep your community's homes, public parks, stadiums, and schools looking their best.



Organic Waste

Composting in select locations for the reuse of organic waste materials.



Sharps & Needle Disposal

Convenient Mail Back kits easily and properly dispose of medical sharps and needles. Contact a Representative



Bulk Waste

Efficient disposal of large bulk items keep your neighborhoods clean and clutter-free.

Refuse Collection and Processing:

Weekly collection of 35, 64- and 96-gallon wheeled refuse carts will be made available for the residents of Circle Pines. The color and labeling of our refuse carts distinguish them easily from the recycling, organics recycling and yard waste carts.

Republic Services' residential refuse carts have a black lid. For additional information please see Residential Collection Section beginning on page 17.



The City of Circle Pines' residential refuse will be delivered to Republic Service's Transfer Station in Blaine where it will be weighed on designated truck scales and monthly tonnage reports can be sent to the City. The waste material will be transloaded to Pine Bend Landfill. Republic Services provides a waste disclosure notice to all residents on an annual basis. For additional information please see page 17.

Recycling Collection and Processing:

Republic Services will offer all single-family customers every other week (or weekly pending outcome of the RFP), fully automated single-stream recycling collection services. Recycling containers will be serviced with the same equipment and manner as residential solid waste containers.

All single-family customers will be issued a blue container with a light blue lid. Residents may choose from a 35 – gallon, 64-gallon, or 96-gallon wheeled recycle container. Should a resident need a second recycling cart they may request one at no additional collection cost.

Circle Pine's recycling material will be taken to Republic Services Blaine Transfer Station where it will be weighed and then transloaded to our MRF for processing. Monthly tonnage reports can be sent to the City. For additional information please see Residential Collection Section beginning on page 17.



Organics Recycling:

Organics collection is part of the “evolving ton” – it’s not just trash and empty/clean/dry recycling. Today, many municipalities are banning yard debris from the landfill. Other communities are encouraging residents to place food scraps and food-soiled paper in the yard debris (organics) container as well. The goal is to implement more organics programs that will achieve larger participation and greater diversion. Republic Services will partner with the City of Circle Pines to **customize an organics recycling program that meets its** growing needs. A 30-gallon cart will be provided to all participating residents. Our organics recycling carts all have an orange lid. Material will be taken to the Brooklyn Park Transfer Station where it will be weighed and transloaded to SET-Empire. Monthly Tonnage reports can be provided to the City. For additional information please see Residential Collection Section beginning on page 17.



Seasonal, Subscription Yard Waste:

Republic Services offers all residential customers weekly, automated collection of accepted yard waste materials. Yard waste containers will be serviced with the same equipment and manner as residential solid waste and recycling containers. All single-family customers will be issued a 96-gallon wheeled organics blue container with a brown lid. A 64-gallon container is available upon request. Two annual Christmas Tree curbside collections will be provided for all residents at no charge. Trees will be taken to Malcom/SKB in Minneapolis.



Collection Proposal

Republic Services has implemented new or emerging services into our 2,700 municipalities nationwide. Our team takes pride in our ability to implement new services without service impacts.

Your transition will take into consideration the unique needs of the contract and The City of Circle Pines. The key to success, regardless of project details, relies on communication plans and our approach is outlined for you.

Our Team has thoughtfully created a detailed implementation plan as well as a routing plan giving the City of Circle Pines the confidence it needs to choose Republic Services as its Municipal Waste Service Partner.

Please see next two pages for detailed plans.

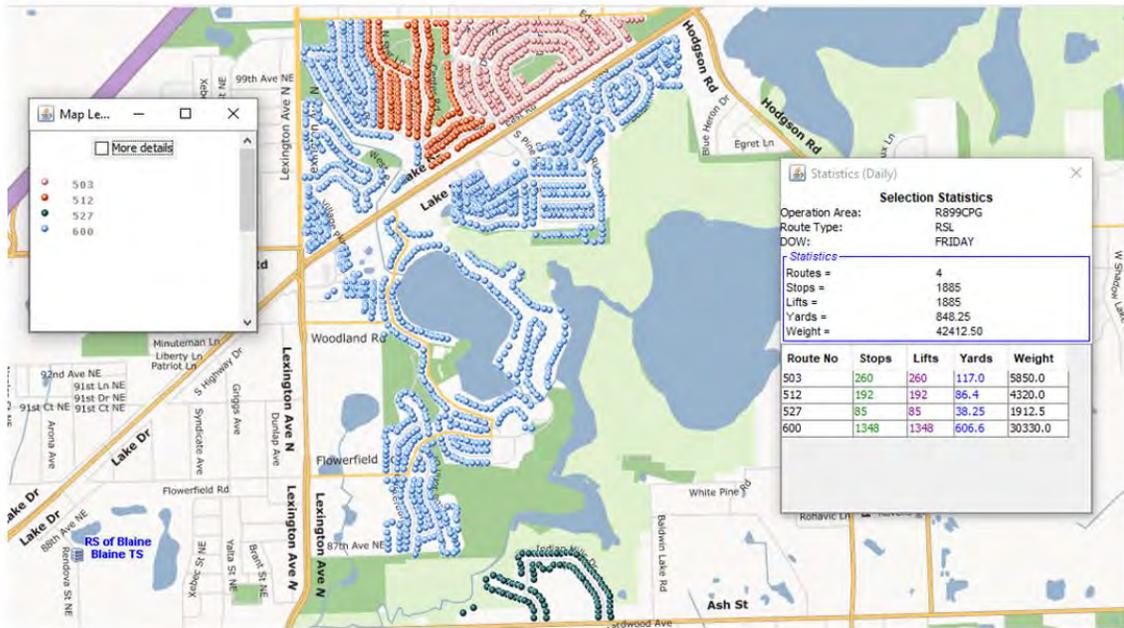
Implementation Plan:

PROJECT NAME:	Circle Pines Implementation Plan 2021	Status Key Off track, progress in jeopardy Off track, mitigation strategy /action plan in place On Track Complete
REPORT DATE:	7/10/2020	
OVERALL PROJECT STATUS (G, Y, R, C):	G	
PROJECT Goal:	1) Seamless transition of services from WM to RS 2) Introduction of new, improved services for all customers	

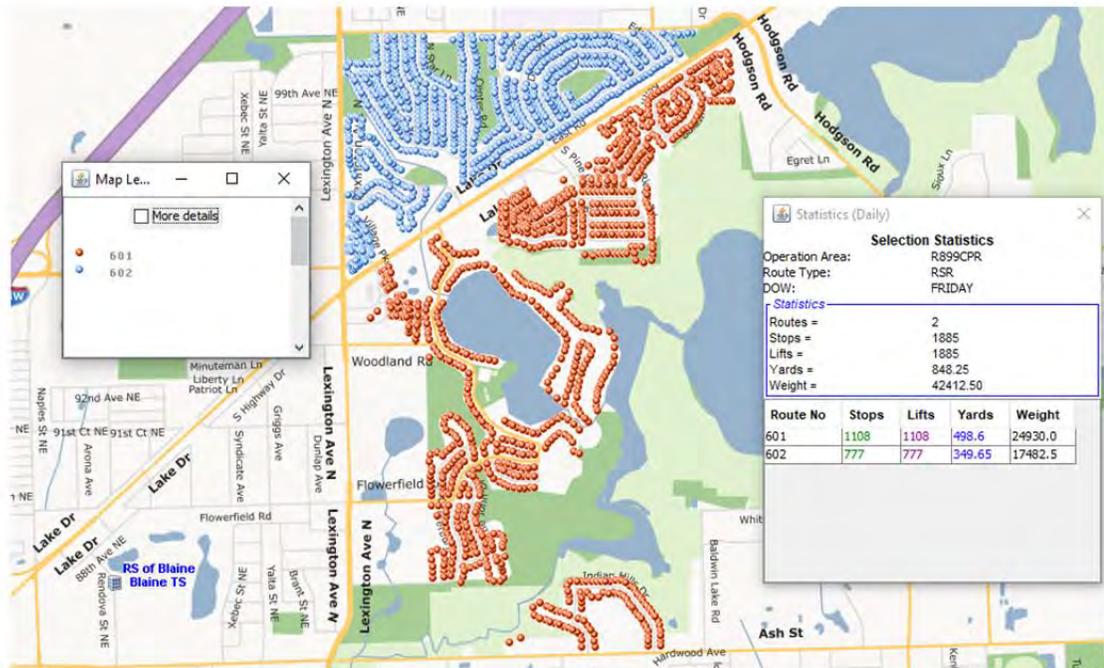
Action Plan Snapshot								
Milestone #	Description	Target Start Date	Target Completion Date	Owner	Estimated/ Actual Date	% Complete	Status	Notes
1 Implementation Overview								
2	Circle Pines Contract Executed	TBD		B. Mathiasen			G	
3	Weekly Meetings with City Staff	7/14/2020		B. Mathiasen			G	
4	Implementation Plan Due to City	8/17/2020		B. Mathiasen			G	
5	Transition Meeting with Current Contractor						G	
6	Contract Start Date	1/1/2021		D. Latham			G	
7 Equipment and Procurement								
8 Trucks								
9	Identify Collection Vehicles	6/24/2020	7/6/2020	D. Latham	6/25/2020	100%	G	
10 Carts								
11	Place cart order	TBD		C. Hansen		50%	G	
12	Receive carts	TBD		Rehrig			G	
13	Deliver carts	TBD		Rehrig			G	
14 Customer Data and Billing								
15	Receive initial data from City or previous contractor	TBD		B. Mathiasen			G	
16	Populate billing database	TBD		B. Mathiasen			G	
17	Populate billing Codes	TBD		B. Mathiasen			G	
18	Test billing data	TBD		B. Mathiasen			G	
19	Final data comparison	TBD		B. Mathiasen			G	
20 Route Development								
21	Download Circle Pines data into routing software	6/24/2020	7/6/2020	D. Latham	6/25/2020	100%	G	
22	Audit and update street network	7/27/2020					G	
23	Develop routes	6/24/2020	7/6/2020	D. Latham	6/25/2020	100%	G	
24	Field test and modify routes	TBD					G	
25	Create route maps	6/24/2020	7/6/2020	D. Latham	6/25/2020	100%	G	
26	Compare final data and route statistics	TBD					G	
27 Employees								
28 Drivers								
29	Field and classroom training, route review	7/27/2020		D. Sculthorp			G	
30	Drivers for collection routes	6/24/2020	7/6/2020	D. Sculthorp	6/25/2020	100%	G	
33 Customer Service Representatives								
34	Classroom and field training for CSRs	TBD		B. Mathiasen			G	
35	Dedicated Call Center live	TBD		B. Mathiasen			G	
36 Container Delivery								
37	Coordinate schedule	TBD		D. Latham			G	
38	Create delivery routes	TBD		K. Rawleigh			G	
39	Deliver carts and containers	TBD		Rehrig			G	
40 Customer Notification and Public Education								
41 Newspaper and newsletters								
42	Develop artwork for ads and text for announcements	TBD		B. Mathiasen			G	
43	Submit to publications	TBD		B. Mathiasen			G	
44	Announcement ads and articles in front of customers	TBD		B. Mathiasen			G	
45 Welcome Packets and Outreach brochure								
46	Design brochures, welcome packet	TBD		B. Mathiasen			G	
47	Print brochures, packets	TBD		B. Mathiasen			G	
48 Circle Pines customer website								
49	Finalize website (my resource)	TBD		B. Mathiasen			G	
50	Website live	TBD		B. Mathiasen			G	
51	Community Outreach Events	TBD		B. Mathiasen			G	

Routing Plan:

Circle Pines Trash Routes



Circle Pines Recycling Routes



What is your refuse processing plan, including resource recovery facility selected and/or any transfer station?

Republic Services serves several cities in Anoka County. Republic Services has a strong relationship with the County and is a compliant partner in all collection activity. As with many other municipal contracted cities, trash and bulks collected in Circle Pines will be taken to the Blaine Transfer Station and then transloaded to our Inver Grove Heights MRF **for all recycling volume and to the Pine Bend landfill for all MSW tons. The Republic Service's** Transfer Station is an approved transfer stations for the transload of Anoka County volume. Since Republic Services owns and operates its transfer stations and Recycling centers therefore a letter of intent is not applicable.

Transition and Cart Management Plan:

We look forward to successfully handling the cart management and inventory control that is required for this partnership. We have extensive experience in large-quantity cart deployment, management and inventory control We plan to manage the trash and recycling cart inventory by creating a database in which we will manage all incoming and outgoing carts by size. This will include cart exchanges, new cart delivery and removals.

We will provide the City with updates on cart inventory, sizes, exchanges at the City's request.

Our plan is to track and monitor cart levels, where we anticipate 5-10% of the residents to shift cart sizes. This will allow us to anticipate any change in cart levels immediately and place a cart order with the City as needed. It is standard practice that residents may elect to change container sizes or add/remove a container once per calendar year without additional charge. We will provide the City with updates on cart inventory, sizes, exchanges at the **City's request**

Republic Services has selected to partner with Rehrig Pacific Company to assist in the seamless Assembly, Distribution, and Clean Up of the **Circle Pines'** container deployment. Your dedicated Municipal Services Manager will create all Communication and Outreach materials for trash and recycling services and work with Staff to ensure it is perfect! Materials will be distributed to residents and **made available to post on the City's website.**

FORM B: Proposer Information Questionnaire

Impacts on Roads -The City will require that all refuse collection vehicles are in full compliance with City, County and State road weight restrictions. What are your plans for reducing impacts on roads and means to comply with road weight restrictions?

Republic Services is fully compliant with all City, County and State road weight restrictions. Our robust routing technology allow us the ability to reduce the amount turns, backups, back throughs, and in many cases eliminate them all together lessening the impacts on roads. The Blaine Operations Team is experienced in transitioning from alley to street pick up when necessary. The Team will work with the city to determine road restrictions in advance and create a solution to overcome those service challenges as necessary.

Clean-Up Day Plan

Based on the number of households Republic Services proposes one-day bulk drop off clean-up events for the City of Circle Pines. This approach is the most efficient method and has been well received by many of municipal contracted cities with similar demographics. Let our experienced Operations Leadership Team design a customized city-wide cleanup for the City of Circle Pines!

Our clean-up events will benefit your community in many ways. The most obvious benefit is the ability to beautify your neighborhoods by removing large quantities of garbage, bulk items, metal, tires, construction materials/debris and more. A secondary benefit is the ability to unite people in your neighborhood under a common purpose; An effort that provides you with the opportunity to have a positive impact on your community.

Our Clean-Up Plan can include collection and disposal of the following items:

- o Trash & Bulks: (Pine Bend Landfill)
- o Metal: (Alter Metal Recycling)
- o Appliances and Electronics (Certified Appliance)
- o Construction materials (SKB Environmental)
- o Tires – (Liberty Tire Recycling)
- o Paper Shredding – (Veterans Shredding)

The planning process begins a couple of months in advance of the Clean-up Event resulting in a favorable experience for both City Staff and the residents.

Republic Services partners with City Staff to determine the final materials collection menu, marketing of the event, and provides Staff with a post-analysis for the City cleanup event.

Organic Waste Collection (Summarize experience and how you will approach the process of developing of an organic waste collection plan for the City of Circle Pines.

Republic Services offers all-in and subscription (whether city subsidized or not) curbside, organics collection service as well as drop-off organics collection. Based on our experience with organics recycling we propose that the City of Circle Pines initiate organics recycling as a drop-off collection service giving the City the ability to stimulate public interest, provide critical education, and grow participation before transitioning to a curbside program. Republic Services will partner with City Staff to develop a customized plan that will allow the program to grow and develop during the life of the contract. Education is key to implementing a new service. This is an example (graphics proof) of an educational container label we provided the City of Fridley:



Organics Container

Place certified compostable bags inside.

NO YARD WASTE ACCEPTED.

Compostable

- Fruits and vegetables
- Meat, fish, and bones
- Eggs and egg shells
- Coffee grounds and filters
- Dairy products
- Paper towels, napkins and tissues
- Certified compostable products

Non Compostable

- Plastic (styrofoam, stickers on produce, K-cups)
- Metal
- Wax paper
- Pet waste, litter, bedding
- Floor sweepings

For questions, please call
763-572-3594



Organics Pricing: (See pricing and service options in pricing section below)

List of proposed facilities to be utilized for refuse, recyclables, yard waste, Christmas trees:

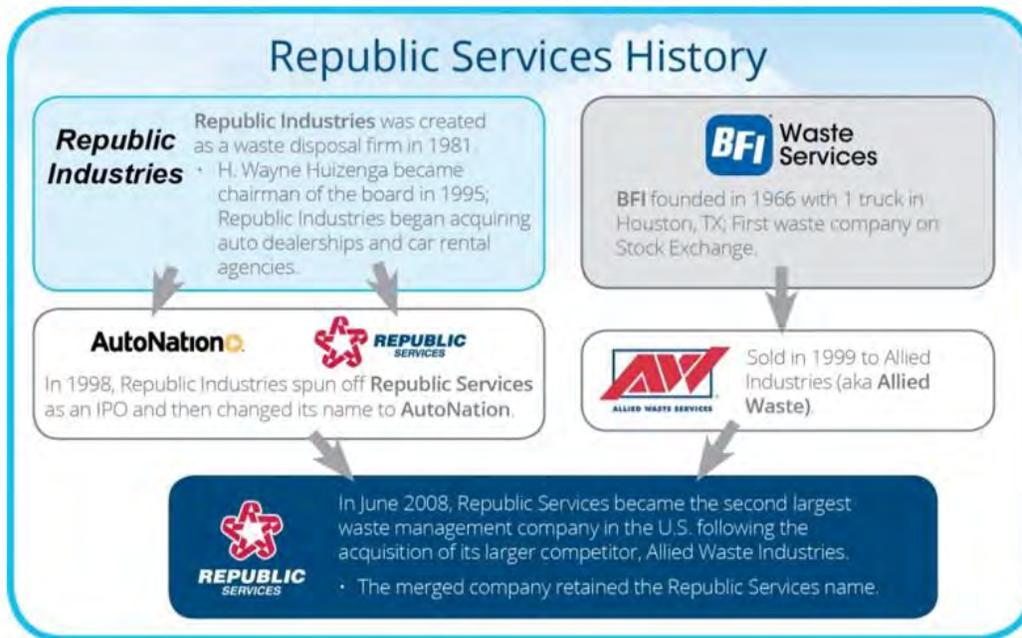
- o MSW - Blaine Transfer Station then transloaded to Pine Bend
- o Recycling – Blaine Transfer Station then transloaded to RSG MRF in Inver Grove Heights
- o Yard Waste and Christmas Tree – Malcolm/SKB Environmental

FORM B: Proposer Information Questionnaire

Business Information

State the length of time you have been in business under your present name.

Today's Republic Services is a product of three former industry leaders serving communities for several decades:



Within the past five (5) years, has the Company submitting this proposal failed to complete a contract? ___ Yes X No

If so, state name of parties to the contract, the date of the contract and the reason for non- completion. If a bond was posted, state the contact information for the bond company.

Within the past five (5) years has the Company submitting this proposal or any facility or property owned or operated by this Company failed to perform any of its contract

obligations with any municipality, county or other public entity? ___ Yes X No

If so, state the nature of the failure?

Within the last five (5) years, has the Company submitting this Proposal, or any facility or property owned or operated by your Company ever been the subject of administrative or judicial action for alleged violation of the conditions of a permit issued by a governmental entity; or alleged violations of employment, environmental, zoning, or public health laws or regulations? _____ Yes X No

If so, state the details and disposition.

Has the Company submitting this proposal or any of its subsidiaries been a party to any lawsuits within the last five (5) years that may affect its ability to perform the obligations described in the Proposal? _____ Yes X No

If so, list these lawsuits.

FORM B: Proposer Information Questionnaire

List names and business address of all individuals financially associated with the Company that is submitting this Proposal.

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

Ownership beyond five percent

The following table shows certain information as of May 1, 2019 with respect to the ownership of common stock by each shareholder who is known by Republic Services to own more than 5 percent of our outstanding common stock:

Name of Owner	% Outstanding Shares
Cascade Investment, LLC	33.83%
BlackRock, Inc.	6.62%
The Vanguard Group, Inc.	5.93%

Have you secured a dated and signed letter of intent from a Resource Recovery Facility and/or transfer station (if one is to be used) to Provide Refuse Processing Services and is this letter of intent attached? _____ Yes No

Republic Services owns and operates their refuse processing services, transfer station and recycling processing center.

Signature of person duly authorized to sign submittal on behalf of the Proposer:

Authorized Signature:

Printed Name _____

Date _____

FORM C: Certification of Binding Signature

Instructions: All forms provided in this RFP are required to be completed and be executed by an official authorized to bind the Proposal offer. All completed forms shall be made a **part of the Respondent's proposal. All proposal forms must be signed by the same** authorized person.

The undersigned Respondent further certifies that he/she has read the information submitted by the Proposer and has personal knowledge that the information submitted is true and correct.

I, _____ (Name of Authorized Officer)

of

(Title)

(Proposer Firm name)

(Date)

I swear that I am authorized to execute all Proposal forms included in this Proposal response to the RFP and to bind the company to these agreements; and swear that I have read the information contained in this Proposal and that I have personal knowledge that it is true and correct.

FORM D: Certification of Independent Proposal Pricing

Instructions: This form shall be executed by the authorized official to bind the company. The Proposer makes the following representations and certifications as part of this proposal:

The undersigned respondent certifies that the Proposer has not directly or indirectly entered into any agreement, express or implied, with any other Proposer(s) for any of the following:

- A. Controlling of the price of such proposal(s);
- B. Limiting of the number of proposals or Proposers; or
- C. Parceling or farming out to any Proposer(s) or other persons of any part of the Contract or any part of the subject matter of the proposal(s) or of the profits.

The undersigned respondent certifies that they have not and will not divulge the sealed proposal to any person except those as a part of a legitimate Team as per the specifications of this RFP or having a partnership or other financial interest with them in said proposal or proposals until after the Contract is fully executed or until the City publicly releases this sealed information.

The undersigned respondent further certifies that the Proposer has not been a party to any collusion including, but not limited to, actions such as:

- A. Proposers restraining the freedom of competition by agreement to make a proposal at a fixed price or pre-arranged price limit;
- B. Refraining from submitting a proposal at a fixed or pre-arranged price limit; or
- C. Refraining from submitting a proposal.

The undersigned respondent further certifies that the Proposer has not engaged in any prohibited contact or conflict of interest with any City official or its agents such as, but not limited to:

- A. Discussion of service quantity, quality, or price in the prospective Contract or any other terms of said prospective Contract; or

Any other prohibited discussions between the Proposers and City officials or agents concerning exchange of money or other things of value for special consideration in the letting of a Contract.

Signature of person duly authorized to sign submittal on behalf of the Proposer:

Printed Name:

Authorized Signature

Date

E: Price Worksheet

All fees listed on this form shall exclude state solid waste management tax. No fuel surcharge or environmental fees shall be applied to services offered through this RFP.

Proposed Monthly Refuse Collection Fee

Proposed Trash Collection Fee price. Price must exclude Trash Disposal tipping fees and should not include taxes or other charges.

Service Level	Jan 1 - Dec 31 2021	Jan 1 - Dec 31 2022	Jan 1 - Dec 31 2023	Jan 1 - Dec 31 2024	Jan 1 - Dec 31 2025
35-gallon weekly	\$5.00	\$5.18	\$5.36	\$5.55	\$5.74
64-gallon weekly	\$5.00	\$5.18	\$5.36	\$5.55	\$5.74
96-gallon weekly	\$5.00	\$5.18	\$5.36	\$5.55	\$5.74

Proposed Trash Disposal Fee (Addendum No.1): \$68.50/Ton (based on current rate; disposal is a pass-through)

Proposed Monthly Refuse Collection Fees for Additional Cart(s)

Please provide per month cost for an additional refuse cart

Service Level	Jan 1 - Dec 31 2021	Jan 1 - Dec 31 2022	Jan 1 - Dec 31 2023	Jan 1 - Dec 31 2024	Jan 1 - Dec 31 2025
35-gallon	\$2.50	\$2.59	\$2.68	\$2.77	\$2.87
64-gallon	\$2.50	\$2.59	\$2.68	\$2.77	\$2.87
96-gallon	\$2.50	\$2.59	\$2.68	\$2.77	\$2.87

Proposed Overflow Bag of Refuse Fee

Please state cost to the customer for a per-bag overflow charge.

Service Level	Jan 1 - Dec 31 2021	Jan 1 - Dec 31 2022	Jan 1 - Dec 31 2023	Jan 1 - Dec 31 2024	Jan 1 - Dec 31 2025
Overflow Bag of Refuse	\$2.00	\$2.07	\$2.14	\$2.21	\$2.29

Proposed Every Other Week Recycling Collection Fees

Please provide per-month cost to the customer for every other week recycling service, based on one cart. If cart size is different, please strike out and indicate proposed cart size. (Note: total rate is based on collection rate plus recycling processing fee) C = Collection rate; R = Recycling Processing Fee

Service Level	December 1, 2019 - Dec 31 2021	Jan 1 - Dec 31 2022	Jan 1 - Dec 31 2023	Jan 1 - Dec 31 2024	Jan 1 - Dec 31 2025
35-gallon EOW	C: \$2.50 R: \$1.50 Total \$4.00	C: \$2.59 R: \$1.55 Total \$4.14	C: \$2.68 R: \$1.60 Total \$4.28	C: \$2.77 R: \$1.66 Total \$4.43	C: \$2.87 R: \$1.72 Total \$4.59
64-gallon EOW	C: \$2.50 R: \$1.50 Total \$4.00	C: \$2.59 R: \$1.55 Total \$4.14	C: \$2.68 R: \$1.60 Total \$4.28	C: \$2.77 R: \$1.66 Total \$4.43	C: \$2.87 R: \$1.72 Total \$4.59
96-gallon EOW	C: \$2.50 R: \$1.50 Total \$4.00	C: \$2.59 R: \$1.55 Total \$4.14	C: \$2.68 R: \$1.60 Total \$4.28	C: \$2.77 R: \$1.66 Total \$4.43	C: \$2.87 R: \$1.72 Total \$4.59

*EOW – Every other week

Proposed Weekly Recycling Collection Fees

Please provide pre- month cost to the customer for every week recycling service, based on one cart. If cart size is different, please strike out and indicate proposed cart size. (Note: total rate is based on collection rate plus recycling processing fee) C = Collection rate; R = Recycling Processing Fee

Service Level	December 1, 2019 - Dec 31 2021	Jan 1 - Dec 31 2022	Jan 1 - Dec 31 2023	Jan 1 - Dec 31 2024	Jan 1 - Dec 31 2025
35-gallon	C: \$5.00 R: \$3.00 Total = \$8.00	C: \$5.18 R: \$3.11 Total = \$8.29	C: \$5.36 R: \$3.22 Total = \$8.58	C: \$5.55 R: \$3.33 Total = \$8.88	C: \$5.74 R: \$3.45 Total = \$9.19
64-gallon	C: \$5.00 R: \$3.00 Total = \$8.00	C: \$5.18 R: \$3.11 Total = \$8.29	C: \$5.36 R: \$3.22 Total = \$8.58	C: \$5.55 R: \$3.33 Total = \$8.88	C: \$5.74 R: \$3.45 Total = \$9.19
96-gallon	C: \$5.00 R: \$3.00 Total = \$8.00	C: \$5.18 R: \$3.11 Total = \$8.29	C: \$5.36 R: \$3.22 Total = \$8.58	C: \$5.55 R: \$3.33 Total = \$8.88	C: \$5.74 R: \$3.45 Total = \$9.19

Proposed Monthly Yard Waste Collection Fee

Please provide per month cost to the customer for yard waste service, April to November. Please indicate cost for each additional compostable bag.

Service Level	December 1, 2019 - Dec 31 2021	Jan 1 - Dec 31 2022	Jan 1 - Dec 31 2023	Jan 1 - Dec 31 2024	Jan 1 - Dec 31 2025
96-gallon weekly	\$14.83	\$15.35	\$15.89	\$16.45	\$17.03
For each additional compostable bag	\$3.00	\$3.11	\$3.22	\$3.33	\$3.45

Provide additional cost, if any for contractor to oversee customer service duties such as billing, cart exchanges, comments and complaints. \$1.00/HH

Provide additional cost, if any for contractor to oversee customer service duties such as cart exchanges, comments and complaints only not including billing.

To provide an exceptional customer experience & accurate billing RSG prefers that cart exchanges are handled by the same party responsible for billing.

Proposed Monthly Organics Recycling Fee: (option #1- all in pricing):

Service Level	December 1, 2019 - Dec 31 2021	Jan 1 - Dec 31 2022	Jan 1 - Dec 31 2023	Jan 1 - Dec 31 2024	Jan 1 - Dec 31 2025
95-gallon weekly	\$3.99	\$4.13	\$4.27	\$4.41	\$4.57

Proposed Monthly Organics Recycling Fee: (option #2-Subscription; minimum of 100 participants) :

Service Level	December 1, 2019 - Dec 31 2021	Jan 1 - Dec 31 2022	Jan 1 - Dec 31 2023	Jan 1 - Dec 31 2024	Jan 1 - Dec 31 2025
95-gallon weekly	\$15.00	\$15.53	\$16.07	\$16.63	\$17.21

Proposed Monthly Organics Recycling Fee: (option #3-Subscription; City subsidized-this model can be customized to fit the City's needs):

We offer a cost share option that allows the City to grow participation in their curbside program while keeping monthly fees minimal for residents. The City of Fridley implemented this option for their curbside organics recycling program through Republic Services. As the programs participation grows the City's subsidy decreases and eventually the program will be self sustainable.

Rate Formula:

Amount Billed to the City = Minimum Monthly Rate- (Number of Subscribers multiplied by Monthly Subscriber Rate)

Let us customize a program that works best for the City of Circle Pines!

Signature of person duly authorized to sign submittal on behalf of the Proposer:

Authorized Signature

Printed Name

Date

FORM F: Proposed Prices for Special Collection of Bulky Item Categories

Proposed prices of bulky items that do not fit in the regular refuse collection truck and require special pick up collection service. Proposers shall specify items accepted and proposed item collection rates:

Item	Cost/Item
Bathtub	\$30
Bed	\$30
Bike	\$20
Carpet	\$1.50/yd
Chair-kitchen type	\$15
Chair-upholstered	\$20
Construction Debris	Will Quote
Couch (regular or love seat)	\$30
Door	\$20
Dresser	\$20
Electronics-small (DVD & CD player)	\$25
Electronics- large (< 27-inch TVs, Appliances & Computer monitors)	\$50
Electronics-extra-large (projection & console TVs > 27 inch)	\$75
Exercise Equipment	\$30
Freezer	\$30
Garage Door, tracks, and opener	\$20
Gas Grill – no tanks	\$20
Grill - other	\$20
Hide-a-bed	\$40
Lawnmower-fluids drained	\$20
Mattress	\$30
Pallets	\$5
Sink	\$30
Swing set	Will Quote
Table	\$30
Toilet	\$15
Vacuum	\$15
Water Softener	\$30
Window	\$30

Signature of person duly authorized to sign submittal on behalf of the Proposer:

Authorized Signature: _____

Printed Name

Date

FORM G: Itemized Listing of Trucks and Route Planning

Instructions: This form shall be executed by the authorized official to bind the company. Information should be completed for each different model of equipment proposed (including any spares). This list should include equipment to service the specified residential units in the City.

Technical Description of Collection Equipment:

Truck #	Year	Make	Model	Capacity Cu. Yards	Loading Method	Fully Loaded GVW	Axles	Owned / New Purchase	Tare Weight
2421	2019	Mack	McNeilus	28yds	Auto	57,000	3	owned	35,380
2423	2019	Mack	McNeilus	28yds	Auto	57,000	4	owned	36,380
3421	2015	Mack	Galbreath	40yds	Rolloff	57,000	4	owned	38,240

Route Planning Assumptions

(* Please see Route page and feel free to reach out for further discussion)

Type of Service	Number of Routes	Average Stops Per Load	Average Stops Per Day	Collection Hours Per Full Load	Cubic Yards Per Load	Crew Size	Total Operating Hours Per Day
Refuse	*	*	1885	4.4	28	1	10
Recycling	*	*	1885	5.5	28	1	10

Signature of person duly authorized to sign submittal on behalf of the Proposer:

Authorized Signature

Printed Name

Date

FORM H: Acknowledgement of Receipt of Addenda (If published)

Please acknowledge receipt of addenda to the City’s RFP for Solid Waste and Recycling Services with your signature. An opportunity to acknowledge up to five (5) addenda is included in this form but does not necessarily mean that any addenda will be provided.

- ✓ Addendum 1
- Addendum 2
- Addendum 3
- Addendum 4
- Addendum 5

Signature of person duly authorized to sign submittal on behalf of the Proposer:

Authorized Signature

Printed Name

Date

Attachment A

List of City Buildings, Parks, and Events to Be Served at no cost by the Contractor

Facility	Address	Container Size	Frequency
City Hall	200 Civic Heights Circle	4 Yard Refuse	Weekly
City Hall	200 Civic Heights Circle	6 Yard Mixed Paper	Weekly
City Hall	200 Civic Heights Circle	96 Gallon Recycle Cart	EOW
City Hall	200 Civic Heights Circle	Organics	
Public Works	2 Golden Oak Dr	4 Yard Refuse	Weekly
Public Works	2 Golden Oak Dr	6 Yard Mixed Paper	Weekly
Public Works	2 Golden Oak Dr	Organics	
Golden Lake Park	67 W Golden Lake Rd	4 Yard Garbage	Weekly
Golden Lake Park	67 W Golden Lake Rd	10-96 Gallon Recycle Carts	EOW
Baldwin Park	400 Baldwin Dr	2 Yard Refuse	Weekly
Baldwin Park	400 Baldwin Dr	?-96 Gallon Recycle Carts	EOW
Carl Eck Park	2 Fire Barn Rd	4 Yard Refuse	Weekly
Carl Eck Park	2 Fire Barn Rd	4 Yard Mixed Paper	Weekly
Carl Eck Park	2 Fire Barn Rd	?-96 Gallon Recycle Carts	EOW
Fire Station	2 East Rd	2 Yard Trash	Weekly
Fire Station	2 East Rd	1-96 Gallon Recycle Cart	EOW
Police Station	54 North Rd	4 Yard Refuse	Weekly
Police Station	54 North Rd	2 Yard Mixed Paper	Weekly
Police Station	54 North Rd	1-96 Gallon Recycle Cart	EOW
Police Station	54 North Rd	Organics	

**Office of the Minnesota Secretary of State
Certificate of Good Standing**

I, Steve Simon, Secretary of State of Minnesota, do certify that: The business entity listed below was filed pursuant to the Minnesota Chapter listed below with the Office of the Secretary of State on the date listed below and that this business entity is registered to do business and is in good standing at the time this certificate is issued.

Name:	Allied Waste Services of North America, LLC
Date Filed:	11/09/2004
File Number:	1106920-8
Minnesota Statutes, Chapter:	322C
Home Jurisdiction:	Delaware

This certificate has been issued on: 06/23/2020



Steve Simon

Steve Simon
Secretary of State
State of Minnesota



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

LETTER OF INTENT

July 10, 2020

City of Circle Pines
200 Civic Heights Circle
Circle Pines, MN 55014

RE: Allied Waste Services of North America, LLC dba Republic Services of the Twin Cities - Blaine
Residential Garbage, Recycling, Organics Recycling and Yard Waste

Gentlemen:

We are writing to you at the request of Allied Waste Services of North America, LLC dba Republic Services of the Twin Cities - Blaine. This principal has or is about to submit a Bid proposal for Residential Garbage, Recycling, Organics Recycling and Yard Waste.

If a contract for this work is awarded to Allied Waste Services of North America, LLC dba Republic Services of the Twin Cities - Blaine, Evergreen National Indemnity Company, a surety licensed to conduct business in the State of Minnesota, has agreed to act as surety to issue the required Performance Bond which is a condition of awarding of this contract.

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

Sincerely,


Andrew Engel
Attorney-in-Fact
Evergreen National Indemnity Company

EVERGREEN NATIONAL INDEMNITY COMPANY
MAYFIELD HEIGHTS, OH
POWER OF ATTORNEY

POWER NO. Letter of Intent

KNOW ALL MEN BY THESE PRESENTS: That the Evergreen National Indemnity Company, a corporation in the State of Ohio does hereby nominate, constitute and appoint:

Amber Engel

its true and lawful Attorney(s)-in-Fact to make, execute, attest, seal and deliver for and on its behalf, as Surety, and as its act and deed, where required, any and all bonds, undertakings, recognizances and written obligations in the nature thereof, PROVIDED, however, that the obligation of the Company under this Power of Attorney shall not exceed Fifteen Million Dollars and 00/100 (\$15,000,000.00)

This Power of Attorney is granted and is signed by facsimile pursuant to the following Resolution adopted by its Board of Directors on the 23rd day of July, 2004:

"RESOLVED, That any two officers of the Company have the authority to make, execute and deliver a Power of Attorney constituting as Attorney(s)-in-fact such persons, firms, or corporations as may be selected from time to time.
FURTHER RESOLVED, that the signatures of such officers and the Seal of the Company may be affixed to any such Power of Attorney or any certificate relating thereto by facsimile; and any such Power of Attorney or certificate bearing such facsimile signatures or facsimile seal shall be valid and binding upon the Company; and any such powers so executed and certified by facsimile signatures and facsimile seal shall be valid and binding upon the Company in the future with respect to any bond or undertaking to which it is attached."

IN WITNESS WHEREOF, the Evergreen National Indemnity Company has caused its corporate seal to be affixed hereunto, and these presents to be signed by its duly authorized officers this 1st day of June, 2017.

EVERGREEN NATIONAL INDEMNITY COMPANY



By: 
Matthew T. Tucker, President
By: 
David A. Canzone, CFO

Notary Public;
State of Ohio)

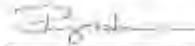
SS:

On this 1st day of June, 2017, before the subscriber, a Notary for the State of Ohio, duly commissioned and qualified, personally came Matthew T. Tucker and David A. Canzone of the Evergreen National Indemnity Company, to me personally known to be the individuals and officers described herein, and who executed the preceding instrument and acknowledged the execution of the same and being by me duly sworn, deposed and said that they are the officers of said Company aforesaid, and that the seal affixed to the preceding instrument is the Corporate Seal of said Company, and the said Corporate Seal and signatures as officers were duly affixed and subscribed to the said instrument by the authority and direction of said Corporation, and that the resolution of said Company, referred to in the preceding instrument, is now in force.

IN TESTIMONY WHEREOF, I have hereunto set my hand and affixed my official seal at Cleveland, Ohio, the day and year above written.



PENNY M. HAMM
NOTARY PUBLIC
STATE OF OHIO
Comm. Expires
04-04-2022


Penny M. Hamm, Notary Public
My Commission Expires April 4, 2022

State of Ohio)

SS:

I, the undersigned, Secretary of the Evergreen National Indemnity Company, a stock corporation of the State of Ohio, DO HEREBY CERTIFY that the foregoing Power of Attorney remains in full force and has not been revoked; and furthermore that the Resolution of the Board of Directors, set forth herein above, is now in force.

Signed and sealed in Mayfield Hts, Ohio this 10th day of July, 2020




Wan C. Collier, Secretary

Performance Bond

Bond No: XXXXXX

KNOW ALL MEN BY THESE PRESENTS, that we _____
_____ the Principal, and Evergreen National Indemnity Company, 6140 Parkland Boulevard, Suite 321, Mayfield Heights, OH 44124, the Surety, are held and firmly bound unto the _____
_____, the Oblige, in the penal sum of _____ (\$00) for the payment of which we bind ourselves, our heirs, administrators, executors, successors, and assigns, jointly and severally, firmly by these presents.

WHEREAS, the Principal has entered into a certain written Contract for _____
_____ with the above mentioned Oblige, which contract is hereby incorporated herein as if fully rewritten Notwithstanding, any terms and provisions specifically modified herein shall have the meaning given in this bond.

NOW, THEREFORE, the condition of the above obligation is such that if the Principal shall promptly and faithfully perform this Contract, then this obligation shall be null and void; subject, however, to the following conditions:

1. This bond is for the term beginning _____ and ending _____
2. If there is no breach or default on the part of the Oblige, then the Surety's performance obligation under the bond shall only arise after:
 - a. The Oblige has notified the Principal and the Surety in writing at their respective addresses of the alleged breach with a detailed description thereof, and has requested and attempted to arrange a conference with the Principal and the Surety to be held not later than fifteen (15) days after receipt of such notice to discuss methods of performing the Contract; and has made available during the notice period all books, records, and accounts relevant to the Contract which may be requested by the Principal or Surety. If the Oblige, Principal and Surety agree, the Principal shall be allowed a reasonable time to perform the Contract; but such an agreement shall not waive the Oblige's right, if any, to subsequently declare a Principal default;
 - b. The Oblige has declared the Principal in default and formally terminated the Principal's right to complete the Contract, provided, however, that such default shall not be declared earlier than twenty (20) days after the Principal and the Surety have received the notice as provided in "a" above; and
 - c. The Oblige has agreed to pay the balance of the Contract price to the Surety in accordance with the terms of the Contract or to the such contractor as may be tendered by the Surety to the Oblige.
3. No claim, action, suit or proceeding, except as herein set forth, shall be had or maintained against the Surety pursuant to this bond unless same be brought or instituted and process served upon the Surety within six months after the completion of the contract.
4. The bond may be extended for additional terms at the option of the Surety, by Continuation Certificate executed by the Surety.
5. Neither non-renewal by the Surety, nor failure, nor inability of the Principal to file a replacement bond shall constitute loss to the Oblige recoverable under this bond.
6. In no event shall the liability of the Surety hereunder exceed the penal sum hereof.

Signed, sealed and executed this _____ day of _____.

ABC, Co.

Principal

Evergreen National Indemnity Company
Surety

By: _____
, Attorney-In-Fact

(Corporate Seal)

By: _____
, Attorney-In-Fact

(Corporate Seal)

Witness: _____

Witness: _____

SAMPLE

AGENCY CUSTOMER ID: _____
LOC #: _____



ADDITIONAL REMARKS SCHEDULE

Page 2 of 2

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

ADDITIONAL REMARKS

CERTIFICATE NUMBER: 1743659

THIS ADDITIONAL REMARKS FORM IS A SCHEDULE TO ACORD FORM.

FORM NUMBER: 25 FORM TITLE: CERTIFICATE OF LIABILITY INSURANCE

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

GENERAL LIABILITY:

Certificate holder is Additional Insured including on-going and completed operations when required by written contract.

Coverage is primary and non-contributory when required by written contract.

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

AUTO LIABILITY:

Certificate holder is Additional Insured when required by written contract.

Coverage is primary and non-contributory when required by written contract.

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

WORKERS COMPENSATION AND EMPLOYERS LIABILITY:

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

Stop gap coverage for ND, WA and WY is covered under policy no. WLR C67458424 and stop gap coverage for OH is covered under policy no. WCU C67458503, as noted on page 1 of this certificate.

TEXAS EXCESS INDEMNITY AND EMPLOYERS LIABILITY:

Insured is a registered non-subscriber to the Texas Workers Compensation Act. Insured has filed an approved Indemnity Plan with the Texas Department of Insurance which offers an alternative in benefits to employees rather than the traditional Workers Compensation Insurance in Texas. The excess policy (#TNS C66948560) shown on this certificate provides excess Indemnity and Employers Liability coverage for the approved Indemnity Plan.

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

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

L: Sample Contract for Services

MUNICIPAL MATERIALS MANAGEMENT AGREEMENT

This Municipal Materials Management Agreement (the “**Agreement**”) is made and entered into this ____ day of _____, 20__ (“**Effective Date**”), by and between the [INSERT FULL NAME OF THE MUNICIPALITY AND THE NAME OF THE STATE] (“**City**”), and _____, a [INSERT LEGAL ENTITY AND DBA OF SERVICING DIVISION AND TYPE OF LEGAL ENTITY SUCH AS “a Delaware corporation” or “ Delaware limited liability company”] qualified to do and actually doing business in the State of _____ (“**Company**”).

RECITALS

WHEREAS, City desires that Company provide Services as defined herein for the Location Types as set forth in this Agreement and Company desires to do so, all in accordance with the terms of this Agreement.

NOW, THEREFORE, in consideration of the promises and the mutual covenants contained in this Agreement, the parties agree as follows:

TERMS AND CONDITIONS

1. Sole and Exclusive Franchise. Company is hereby granted the sole and exclusive franchise, license, and privilege to provide for the collection and disposal or recycling, if applicable, of all conforming Waste Material (as defined in Exhibit A) for the following types of locations (“**Location Types**”) within the territorial jurisdiction of the City (the “**Services**”):

Location Types

_____ Residential Units	_____ Large Commercial Units
_____ Small Commercial Units	_____ Industrial Permanent Units
_____ Municipal Facilities	_____ Industrial Temporary Units

2. Newly Developed Areas. If the City develops new areas (of the same Location Types as designated above) within the City’s territorial jurisdiction during the Term of this Agreement, such areas shall automatically be subject to this Agreement. The City shall provide Company with written notification of such newly developed areas, and within thirty (30) days after receipt of such notification, Company shall provide the Services as set forth in this Agreement in such newly developed area(s). If the City annexes any new areas that it wishes for Company to provide the Services, the Parties shall negotiate a mutually acceptable amendment to this Agreement adding such annexed areas to the scope of the Services and setting forth the rates that will apply for the Services in such area(s).
3. Scope of Services. Company shall furnish all equipment, trucks, personnel, labor, and all other items necessary to perform the Services. The Services shall not include the collection, disposal, or recycling of any Excluded Waste or Waste Material located at any Location Type not designated above, or any Waste Material/Service Types not designated in any exhibit attached hereto.
4. Out of Scope Services May Be Contracted for Directly with Customers. Company may provide collection and disposal or recycling service within the territorial jurisdiction of the City for any Waste Material and/or Location Types that are outside the scope of this Agreement pursuant such terms and conditions as may be mutually agreed upon by Company and such Customers. Such services and agreements are outside the scope of this Agreement, and this Agreement does not require such

Customers to use Company for such services, but they may do so at their discretion. The City agrees that Company may use any information received from the City in marketing all of its available services to the Customers located within the City, whether included in the scope of this Agreement or not.

5. Exhibits. All Exhibits attached this Agreement are an integral part of the Agreement and are incorporated herein.

Exhibit A Specifications for Municipal Solid Waste Services

Exhibit A-1 Municipal Solid Waste Pricing

Exhibit B Specifications & Pricing for Recycling Services

Exhibit B-1 Recycling Facility Average Commodity Mix

Exhibit C Company's Performance Bond

6. Term. This Agreement begins on the Effective Date and expires five (5) years thereafter but shall automatically renew for successive five-year periods (the "**Term**") unless either party provides written notice of non-renewal at least sixty (60) days prior to the expiration of the then current Term, or unless otherwise terminated in accordance with the terms of this Agreement.

7. Rates for Services; Rate Adjustments; Additional Fees and Costs.

7.1 Rates for Services. The rates for all Services shall be as shown on Exhibits A-1 and B, subject to the rate adjustments and additional fees and costs as set forth herein.

7.2 Annual Rate Adjustments. Company shall increase the rates for all Services effective on each anniversary of the Effective Date of this Agreement in an amount equal to the greater of (a) four (4) percent or (ii) the percentage increase in the Consumer Price Index for All Urban Consumers (Water, Sewer and Trash Collection Services) U.S. City Average, as published by United States Department of Labor, Bureau of Statistics (the "**CPI**"). For the CPI calculation, rates will be adjusted using the most recently available trailing twelve (12) months average CPI compared to the twelve (12) months preceding.

7.3 Change in Law Adjustments. Company may increase the rates for Services as a result of increases in costs incurred by Company due to (a) any third party or municipal hauling company or disposal or recycling facility being used; (b) changes in local, state, federal or international rules, ordinances or regulations; (c) changes in taxes, fees or other governmental charges (other than income or real property taxes); (d) uncontrollable prolonged operational changes (i.e., a major bridge closure); (e) increased fuel costs; and (f) changes in costs due to a Force Majeure Event. Any of the foregoing cost adjustments shall be retroactive to the effective date of such increase or change in cost.

8. Invoicing; Payment; Service Suspension; Audits.

8.1 Invoicing the City. The City shall invoice and collect from all Residential Units and Municipal Facilities Customers for Services provided by Company pursuant to this Agreement. The City shall report to Company (a) by the 5th of each month the total number of addresses subject to this Agreement and that have been billed for Services by the City and (b) on a quarterly basis, parcel data and a list of addresses billed for the Services by the City. Company shall invoice the City for the number of addresses that were billed by the City within fifteen (15) days of receiving the City's address count each month, and the City shall pay Company's invoices.

- 8.2 Invoicing the Customer Directly. Company shall invoice each individual Customer for all [Small Commercial Units, Large Commercial Units, Industrial Permanent Units, and Industrial Temporary Units] Services rendered to such Customer under this Agreement within _____ (_____) days following the end of the month, and the Customer shall pay Company's invoices.
- 8.3 Payment. The City or Customer, as applicable, shall pay each of Company's invoices without offset within twenty (20) days of receipt of Company's invoice. Payments may be made by check or ACH only; no purchasing cards or credit cards will be accepted. If Company is invoicing the City, City shall pay Company's invoices in full irrespective of whether or not the City collects from the Customers for such Service. Payments not made on or before their due date may be subject to late fees of one and one-half percent (1.5%) per month (or the maximum allowed by law, if less). If the City or Customer, as applicable, withholds payment of a portion or entire invoice and it is later determined that a portion or all of such withheld amount is owed to Company, such amount shall be subject to the late fees provided herein from the original due date until paid.
- 8.4 Service Suspension.
- 8.4.1 Unpaid Invoices. If any amount due from the City is not paid within sixty (60) days after the date of Company's invoice, Company may suspend Services until the City has paid its outstanding balance in full and/or terminate this Agreement. If Company suspends Service, the City shall pay a service interruption fee in an amount determined by Company in its discretion up to the maximum amount allowed by Applicable Law. If any amount due to Company from an individual Customer is not paid within sixty (60) days after the date of Company's invoice, Company may suspend that Customer's Services until the Customer has paid its outstanding balance in full. If Company suspends Service, the Customer shall pay a service interruption fee in an amount determined by Company in its discretion up to the maximum amount allowed by Applicable Law.
- 8.4.2 Suspension at Direction of City. If the City wishes to suspend or discontinue Services to a Customer for any reason, the City shall send Company a written notice (email is acceptable as long as its receipt is acknowledged by Company) identifying the Customer's address and the date the Services should be suspended or discontinued. In the event of Service suspension, the City shall provide additional email notification to Company if/when it wishes to reactivate the suspended Services. Upon receipt of a notice of reactivation, Company shall resume the Services on the next regularly scheduled collection day. The City shall indemnify, defend, and hold Company harmless from any claims, suits, damages, liabilities or expenses (including but not limited to expenses of investigation and attorneys' fees) resulting from the suspension or discontinuation of any Services at the direction of the City.
- 8.5 Audits.
- 8.5.1 Audit of City Billings. With respect to any Services in which the Company's billing is dependent upon the City's reporting of the number of addresses subject to this Agreement, the City shall perform an audit at least once each year to confirm that all addresses receiving Services under this Agreement are actually being billed by the City and that the City's reporting on such addresses is accurate. The City shall share all findings and documentation with respect to such audits with Company. In addition to the foregoing, Company shall be permitted to conduct its own address counts using manual counts and/or official parcel maps. If at any time Company presents to City data

to support that the number of addresses serviced exceeds the number provided by the City, the parties agree to re-negotiate in good faith the number of addresses receiving and paying for services under this Agreement.

8.5.2 Audit of Company Records. The City may request and be provided with an opportunity to audit any relevant and non-confidential records of Company that support the calculations of charges invoiced to the City under this Agreement within the ninety (90) day period before the audit request. Such audits shall be paid for by the City and shall be conducted under mutually acceptable terms at Company's premises in a manner that minimizes any interruption in the daily activities at such premises.

9. Termination. If either party breaches any material provision of this Agreement and such breach is not substantially cured within thirty (30) days after receipt of written notice from the non-breaching party specifying such breach in reasonable detail, the non-breaching party may terminate this Agreement by giving thirty (30) days' written notice of termination to the breaching party. However, if the breach cannot be substantially cured within thirty (30) days, the Agreement may not be terminated if a cure is commenced within the cure period and for as long thereafter as a cure is diligently pursued. Upon termination, the City shall pay Company only such charges and fees for the Services performed on or before the termination effective date and Company shall collect its equipment, and Company shall have no further obligation to perform any Services under this Agreement.
10. Compliance with Laws. Company warrants that the Services will be performed in a good, safe and workmanlike manner, and in compliance with all applicable federal, state, provincial and local laws, rules, regulations, and permit conditions relating to the Services, including without limitation any applicable requirements relating to protection of human health, safety, or the environment ("**Applicable Law**"). In the event any provision of this Agreement conflicts with an existing ordinance of the City, this Agreement shall control and Company shall not be fined, punished, or otherwise sanctioned under such ordinance. Company reserves the right to decline to perform Services, which, in its judgment, it cannot perform in a lawful manner or without risk of harm to human health, safety or the environment.
11. Title. Title to Waste Material shall pass to Company when loaded into Company's collection vehicle or otherwise received by Company. Title to and liability for any Excluded Waste shall at no time pass to Company.
12. Excluded Waste. If Excluded Waste is discovered before it is collected by Company, Company may refuse to collect the entire waste container that contains the Excluded Waste. In such situations, Company shall contact the City and the City shall promptly undertake appropriate action to ensure that such Excluded Waste is removed and properly disposed of by the depositor or generator of the Excluded Waste. In the event Excluded Waste is present but not discovered until after it has been collected by Company, Company may, in its sole discretion, remove, transport, and dispose of such Excluded Waste at a facility authorized to accept such Excluded Waste in accordance with Applicable Law and, in Company's sole discretion, charge the City, depositor or generator of such Excluded Waste for all direct and indirect costs incurred due to the removal, remediation, handling, transportation, delivery, and disposal of such Excluded Waste. The City shall provide all reasonable assistance to Company to conduct an investigation to determine the identity of the depositor or generator of the Excluded Waste and to collect the costs incurred by Company in connection with such Excluded Waste. Subject to the City's providing all such reasonable assistance to Company, Company shall release City from any liability for any such costs incurred by Company in connection with such Excluded Waste, except to the extent that such Excluded Waste is determined to be attributed to the City.
13. Equipment; Access. Any equipment that Company furnishes or uses to perform the Services under this Agreement shall remain Company's property. The City shall be liable for all loss or damage to such equipment, except for normal wear and tear, or loss or damage resulting from Company's handling of

the equipment. City and Customers shall use the equipment only for its proper and intended purpose and shall not overload (by weight or volume), move, or alter the equipment. The City shall fully reimburse Company for any and all claims resulting from personal injuries or death, or the loss of or damage to property (including the equipment) arising out of the use, operation, or possession of the equipment by the City or the Customers. If the equipment and/or Waste Material is not accessible so that the regularly scheduled pick-up cannot be made, such Waste Material will not be collected until the next regularly scheduled pick-up, unless the Customer calls Company and requests an extra pick-up, in which case an extra service charge will apply. Company shall not be responsible for any damages to any property or equipment located adjacent to the collection receptacles, nor to any pavement, curbing, or other driving surfaces resulting from Company's providing the Services under this Agreement.

14. Risk Allocation. Except as otherwise specifically set forth herein, each party shall be responsible for any and all claims for personal injuries or death, or the loss of or damage to property, only to the extent caused by that party's negligence or acts of willful misconduct or those of its employees, contractors, subcontractors, or agents.

15. Insurance. During the Term of this Agreement, Company shall maintain in force, at its expense, insurance coverage with minimum limits as follows:

Workers' Compensation

Coverage A	Statutory
Coverage B - Employers Liability	\$1,000,000 each Bodily Injury by Accident
	\$1,000,000 policy limit Bodily Injury by Disease
	\$1,000,000 each occurrence Bodily Injury by Disease

Automobile Liability

Bodily Injury/Property Damage	\$3,000,000
Combined – Single Limit	Coverage is to apply to all owned, non-owned, hired and leased vehicles (including trailers).
Pollution Liability Endorsement	MCS-90 endorsement for pollution liability coverage

Commercial General Liability

Bodily Injury/Property Damage	\$2,500,000 each occurrence
Combined – Single Limit	\$5,000,000 general aggregate

All such insurance policies will be primary without the right of contribution from any other insurance coverage maintained by City. All policies required herein shall be written by insurance carriers with a rating of A.M. Bests of at least "A-" and a financial size category of at least VII. Upon City's request, Company shall furnish City with a certificate of insurance evidencing that such coverage is in effect. Such certificate will also provide for thirty (30) days prior written notice of cancellation to the City, show the City as an additional insured under the Automobile and General Liability policies, and contain waivers of subrogation in favor of the City (excluding Worker's Compensation policy) except with respect to the sole negligence or willful misconduct of City.

16. Force Majeure. Except for City's obligation to pay amounts due to Company, any failure or delay in performance under this Agreement due to contingencies beyond a party's reasonable control, including, but not limited to, strikes, riots, terrorist acts, epidemic or pandemic, compliance with Applicable Laws or governmental orders, fires, bad weather and acts of God, shall not constitute a breach of this Agreement, but shall entitle the affected party to be relieved of performance at the current pricing levels under this Agreement during the term of such event and for a reasonable time thereafter. The collection or disposal of any increased volume resulting from a flood, hurricane or similar or different Act of God

over which Company has no control, shall not be included as part of Company's service under this Agreement. In the event of increased volume due to a Force Majeure event, Company and the City shall negotiate the additional payment to be made to Company. Further, the City shall grant Company variances in routes and schedules as deemed necessary by Company to accommodate collection of the increased volume of Waste Materials.

17. Non-Discrimination. Company shall not discriminate against any person because of race, sex, age, creed, color, religion or national origin in its performance of Services under this Agreement.
18. Licenses and Taxes. Company shall obtain all licenses and permits (other than the license and permit granted by this Agreement) and promptly pay all taxes required by the City and by the State.
19. No Guarantees or Liquidated Damages. Unless specifically provided herein, Company provides no guarantees or warranties with respect to the Services. No liquidated damages or penalties may be assessed against Company by City.
20. Miscellaneous. (a) This Agreement represents the entire agreement between the Parties and supersedes all prior agreements, whether written or verbal, that may exist for the same Services. (b) Company shall have no confidentiality obligation with respect to any Waste Materials. (c) Neither party shall assign this Agreement in its entirety without the other party's prior written consent, which consent shall not be unreasonably withheld. Notwithstanding the foregoing, Company may assign this Agreement without the City's consent to its parent company or any of its subsidiaries, to any person or entity that purchases any operations from Company or as a collateral assignment to any lender to Company. This Agreement shall be binding upon and inure solely to the benefit of the Parties and their permitted successors and assigns. (d) Company may provide any of the Services covered by this Agreement through any of its affiliates or subcontractors, provided that Company shall remain responsible for the performance of all such services and obligations in accordance with this Agreement. (e) No intellectual property rights in any of Company's IP are granted to City under this Agreement. (f) All provisions of the Agreement shall be strictly complied with and conformed to by the Parties, and this Agreement shall not be modified or amended except by written agreement duly executed by the undersigned parties. (g) If any provision of this Agreement is declared invalid or unenforceable, it shall be modified so as to be valid and enforceable but so as most nearly to retain the intent of the Parties. If such modification is not possible, such provision shall be severed from this Agreement. In either case, the validity and enforceability of the remaining provisions of this Agreement shall not in any way be affected thereby. (h) Failure or delay by either party to enforce any provision of this Agreement will not be deemed a waiver of future enforcement of that or any other provision. (i) If any litigation is commenced under this Agreement, the successful party shall be entitled to recover, in addition to such other relief as the court may award, its reasonable attorneys' fees, expert witness fees, litigation related expenses, and court or other costs incurred in such litigation or proceeding. (j) This Agreement shall be interpreted and governed by the laws of the State where the Services are performed. (k) Customer and Company agree that electronic signatures are valid and effective, and that an electronically stored copy of this Agreement constitutes proof of the signature and contents of this Agreement, as though it were an original.

IN WITNESS HEREOF, the parties have entered into this Agreement as of the date first written above.

[INSERT FULL NAME OF THE MUNICIPALITY
AND THE NAME OF THE STATE]

[INSERT LEGAL ENTITY AND DBA OF
SERVICING DIVISION]

By: _____

By: _____

Name: _____

Title: _____

Date: _____

Name: _____

Title: _____

Date: _____

EXHIBIT A

SPECIFICATIONS FOR MUNICIPAL SOLID WASTE SERVICES

1. Waste Material. The following Waste Material shall be considered in scope during the Term of this Agreement:

_____ Municipal Solid Waste (MSW)	_____ Bulky Waste
_____ Yard Waste	_____ Construction Debris

2. Definitions.

2.1 Bulky Waste – Stoves, refrigerators (with all CFC and other refrigerants removed), water tanks, washing machines, furniture and other similar items with weights and/or volumes greater than those allowed for the waste container supplied.

2.2 Bundle – Tree, shrub and brush trimmings or newspapers and magazines securely tied together forming an easily handled package not exceeding four (4) feet in length or thirty-five (35) lbs. in weight.

2.3 Construction Debris – Excess building materials resulting from construction, remodeling, repair or demolition operations.

2.4 Customer – An occupant or operator of any type of premise within the City that is covered by this Agreement and who generates Municipal Solid Waste and/or Recyclable Material, if applicable.

2.5 Disposal Site – A Waste Material depository including, but not limited to, sanitary landfills, transfer stations, incinerators, recycling facilities and waste processing/separation centers licensed, permitted or approved by all governmental bodies and agencies having jurisdiction and requiring such licenses, permits or approvals to receive for processing or final disposal of Waste Material.

2.6 Excluded Waste – Excluded Waste consists of Special Waste, Hazardous Waste, and any other material not expressly included within the scope of this Agreement including, but not limited to, any material that is hazardous, radioactive, volatile, corrosive, highly flammable, explosive, biomedical, infectious, biohazardous, toxic or listed or characteristic hazardous waste as defined by Applicable Law or any otherwise regulated waste.

2.7 Hazardous Waste – Any amount of waste listed or characterized as hazardous by the United States Environmental Protection Agency or any state agency pursuant to the Resource Conservation and Recovery Act of 1976, as amended, and including future amendments thereto, and any other Applicable Law.

2.8 Industrial Permanent Unit – An industrial premise requiring use of a large container for the collection of its MSW for a continuous term.

2.9 Industrial Temporary Unit – An industrial premise requiring use of a large container for the collection of its Solid Waste on only a temporary basis. Solid Waste collection is generally limited to a specific event or a short-term project.

2.10 Large Commercial Unit – A commercial premise that is not classified as a Residential Unit or Municipal Facility that requires a waste container that is two (2) yards or larger per collection day for the collection of its Solid Waste.

2.11 Municipal Facilities – Those specific municipal premises as set forth on Exhibit A-1 of this Agreement, if any.

2.12 Municipal Solid Waste (or “MSW”) – Useless, unwanted or discarded nonhazardous materials (trash or garbage) with insufficient liquid content to be free-flowing that result from residential, commercial, governmental and community operations. Municipal Solid Waste does not include any Excluded Waste.

2.13 Residential Unit – A dwelling where a person or group of people live. For purposes of this Agreement, each unit in a multi-family dwelling (condominium, apartment or other grouped housing structure) shall be treated as a separate Residential Unit and a Residential Unit shall be deemed occupied when either water or power services are being supplied thereto.

2.14 Small Commercial Unit – A commercial premise that is not classified as a Residential Unit or Municipal Facility that requires no more than three (3) thirty-two (32) gallon containers per collection day for the collection of its Solid Waste. Examples of Small Commercial Units include offices, stores, service stations, restaurants, amusement centers, schools, and churches.

2.15 Special Waste – Any nonhazardous solid waste which, because of its physical characteristics, chemical make-up, or biological nature requires either special handling, disposal procedures including liquids for solidification at the landfill, documentation, and/or regulatory authorization, or poses an unusual threat to human health, equipment, property, or the environment. Special Waste includes, but is not limited to (a) waste generated by an industrial process or a pollution control process; (b) waste which may contain residue and debris from the cleanup of spilled petroleum, chemical or commercial products or wastes, or contaminated residuals; (c) waste which is nonhazardous as a result of proper treatment pursuant to Subtitle C of the Resource Conservation and Recovery Act of 1976 (“RCRA”); (d) waste from the cleanup of a facility which generates, stores, treats, recycles or disposes of chemical substances, commercial products or wastes; (e) waste which may contain free liquids and requires liquid waste solidification; (f) containers that once contained hazardous substances, chemicals, or insecticides so long as such containers are “empty” as defined by RCRA; (g) asbestos containing or asbestos bearing material that has been properly secured under existing Applicable Law; (h) waste containing regulated polychlorinated biphenyls (PCBs) as defined in the Toxic Substances Control Act (TSCA); (i) waste containing naturally occurring radioactive material (NORM) and/or technologically-enhanced NORM (TENORM); and (j) Municipal Solid Waste that may have come into contact with any of the foregoing.

2.16 Waste Material – All nonhazardous Municipal Solid Waste and, as applicable, Recyclable Material, Yard Waste, Bulky Waste and Construction Debris generated at the Location Types covered by this Agreement. Waste Material does not include any Excluded Waste.

2.17 Yard Waste – Grass, leaves, flowers, stalks, stems, tree trimmings, branches, and tree trunks. For yard waste collection services, grass, pine needles, leaves, flowers, stalks, stems, and small tree trimmings (less than two (2) feet in length and less than two (2) inches in diameter) shall be in a container, bag or box the weight of which shall not exceed thirty-five (35) pounds. Larger tree trimmings shall be laid neatly in piles at curbside. The maximum weight of any item placed out for yard waste collection shall be thirty-five (35) pounds. Branches in excess of two (2) feet in length are not required to be in a container, bag or box.

3. Collection Operations.

3.1 Location of Containers, Bags and Bundles for Collection. Each container, bag and bundle containing Waste Material shall be placed at curbside for collection. Curbside refers to that portion of right-of-way adjacent to paved or traveled City roadways. Containers, bags and bundles shall be placed as close to the roadway as practicable without interfering with or endangering the movement of vehicles or pedestrians.

When construction work is being performed in the right-of-way, containers, bags and bundles shall be placed as close as practicable to an access point for the collection vehicle. Company may decline to collect any container, bag or bundle not so placed or any Waste Material not in a container, bag or bundle.

3.2 Hours of Collection Operations. Collection of Waste Material shall not start before 5:00 A.M. or continue after 8:00 P.M. Exceptions to collection hours shall be affected only upon the mutual agreement of the City and Company, or when Company reasonably determines that an exception is necessary in order to complete collection on an existing collection route due to unusual circumstances.

3.3 Routes of Collection. Collection routes shall be established by the Company. Company shall submit the Residential Unit and Municipal Facility collection routes to the City at least two (2) weeks in advance of the commencement date for such route collection activity. The Company may from time to time make changes in routes or days of collection affecting Residential Units or Municipal Facilities, provided such changes in routes or days of collection are submitted to the City at least two (2) weeks in advance of the commencement date for such changes. City shall promptly give written or published notice to the affected Residential Units.

3.4 Residential Collection. Company shall be obligated to collect no more than ___ containers (or their equivalent) per week from each Residential Unit. Any collections needed by a Residential Unit in excess of such amount must be individually contracted by the Residential Unit Customer with Company under terms, prices and documents acceptable to both the Residential Unit Customer and Company.

3.5 Holidays. The following shall be holidays for purposes of this Agreement: New Year's Day, President's Day, Good Friday, Memorial Day, Independence Day, Labor Day, Thanksgiving Day, and Christmas Day. Company may suspend collection service on any of these holidays, but such decision in no manner relieves Company of its obligation to provide collection service at least _____ per week.

3.6 Complaints. All service-related complaints must be made directly to the Company and shall be given prompt and courteous attention. In the case of alleged missed scheduled collections, the Company shall investigate and, if such allegations are verified, shall arrange for the collection of Waste Material not collected within one business day after the complaint is received.

3.7 Collection Equipment. The Company shall provide an adequate number of vehicles meeting standards and inspection requirements as set forth by the laws of the State for regular municipal waste collection services. For Waste Material collection, all vehicles and other equipment shall be kept in good repair and appearance at all times. Each vehicle shall have clearly visible on each side the identity of the Company.

3.8 Disposal. All Waste Material, other than processed Recyclable Material that is marketable, collected within the City under this Agreement shall be deposited at a Disposal Site selected by Company and properly permitted by the State.

3.9 Customer Education. The City shall notify all Customers at Residential Units about set-up, service-related inquiries, complaint procedures, rates, regulations, and day(s) for scheduled Waste Material collections.

3.10 Litter or Spillage. The Company shall not litter premises in the process of making collections, but Company shall not be required to collect any Waste Material that has not been placed in approved containers. During hauling, all Waste Material shall be contained, tied or enclosed so that leaking, spillage or blowing is minimized. In the event of spillage by the Company, the Company shall be required to clean up the litter caused by the spillage.

EXHIBIT A-1

SOLID WASTE PRICING

Add your division's formats used frequently in municipal bids – include both residential and municipal facilities sections.

*Include a Rate Table, Container sizes; number of pickups per week

*Be sure to note any limitations on materials outside of containers; for example – will we collect bags, bundles not in a container?

Add an asterisk beside each pricing table and below them all add the asterisk explanation as indicating that “the prices are all subject to price adjustments as provided in the Agreement terms, and, are all exclusive of taxes, host fees, FRF, ERF and administrative fees which will be invoiced as separate line items”.

[This exhibit should also include separate pricing for the small commercial units, if different than the normal residential unit pricing.]

EXHIBIT B

SPECIFICATIONS & PRICING FOR RECYCLING SERVICES

1. Recycling Services Definitions.

1.1 “**Recyclable Materials**” are used and/or discarded materials that are capable of successful processing and sale on the commodity market.

1.2 “**Acceptable Material**” means the materials listed in Section 8 below.

1.3 “**Unacceptable Material**” means the materials listed in Section 9 below. All Recyclable Materials collected for delivery and sale by Company shall be hauled to a processing facility selected by Company for processing (“Recycling Services”).

2. City’s Duty. City shall make a commercially reasonable effort to educate its Customers regarding Acceptable and Unacceptable Materials and to encourage its Customers to place only Acceptable Materials in their recycling containers.

3. Collection and Processing. City shall pay Company a rate of \$_____ per Unit for the collection and processing of Recyclable Materials from [Residential Units, Municipal Facilities, Small Commercial Units, Large Commercial Units, Industrial Permanent Units, Industrial Temporary Units]. City’s Collection and Processing rate assumes that, on average, City’s Recyclable Material consists of no more than 20% Unacceptable Material (the “**Unacceptable Material Threshold**”). The Collection and Processing rate is subject to Rate Adjustments as set forth in Section 7 of the Agreement.

4. Right to Inspect/Audit. Company may visually inspect the collected Recyclable Materials to ensure loads are at or below the Unacceptable Material Threshold. If Company’s visual inspector determines that loads of Recyclable Material are consistently above the Unacceptable Material Threshold, Company will notify City of the issue and the parties agree to promptly negotiate in good faith (a) an agreed upon procedure to audit a representative sample of City’s Recyclable Material to determine its actual composition of Unacceptable Material; and (b) an updated Collection and Processing rate commensurate with the composition of Unacceptable Material.

5. Recycling Commodity Credit. Company shall return 100% of City’s recycling commodity value to City each month. City’s “**Recycling Commodity Credit**” shall be determined by multiplying the per-ton market value of the processing facility’s Average Commodity Mix by the number of tons of Recyclable Material collected from City and processed each month. The processing facility’s “**Average Commodity Mix**” means the relative mix of outbound commodities (including Residue), established pursuant to either (i) a minimum rolling 3-month facility average composition (subject to adjustment as necessary by Company) or (ii) a composition audit or an average of audits over a 12-month period (if any). The processing facility’s Average Facility Commodity Mix is set forth in the attached Exhibit B-1. The per-ton value of the processing facility’s Average Commodity Mix shall be determined each month by applying the most recently-available indices or actual values (as set forth in Exhibit B-1) to the facility’s Average Commodity Mix including any negative commodity market values and Company’s charges for hauling and disposing of contaminated, unmarketable and/or Unacceptable Material (“**Residue**”).

6. Reporting and Credit. Company will provide City with a monthly report detailing the total tons of Recyclable Material received from the City during the previous month and the calculation of City’s Recycling Commodity Credit for that month. If the City’s account is billed in the aggregate to the City, the previous month’s Recycling Commodity Credit will be issued as a credit on the next month’s invoice to the City (if the Recycling Commodity Credit exceeds the City’s invoice amount, then Company will issue a check to City for

the balance of its Recycling Commodity Credit). If the City's account is Customer-billed, then Company will issue a check to City for its full Recycling Commodity Credit each month (in arrears).

7. Changes in Market Conditions. If market conditions develop that limit or inhibit Company from selling some or all of the Acceptable Material, Company may at its option and upon notice to Supplier (i) redefine Acceptable and Unacceptable Materials, (ii) update the processing facility's Average Commodity Mix; (iii) suspend or discontinue any or all Services, or (iv) dispose of the Acceptable Material (as currently defined) in a landfill and update the pricing to City accordingly. Any such actions, if taken, may be reversed or further changed as market conditions dictate.

8. Acceptable Material. All material must be empty, clean and dry. Company may modify the following list of Acceptable Materials in its sole and absolute discretion but will provide City with at least thirty (30) days' prior written notice of any such modifications.

- Aluminum food and beverage containers - aluminum soda and beer cans, cat food cans, etc.
- Ferrous Cans - soup, coffee cans, etc.
- P.E.T. plastic containers with the symbol #1 - no microwave trays
- H.D.P.E. natural plastic containers with the symbol #2 - milk jugs and water jugs containers only (narrow neck containers)
- H.D.P.E. pigmented plastic containers with the symbol #2 - detergent, shampoo, bleach bottles without caps (narrow neck containers); butter and margarine tubs
- Polypropylene plastic food and beverage containers symbol #5 - yogurt containers
- Mixed Paper (54), as defined in the most recent ISRI Scrap Specifications Circular
- Sorted Residential Paper and News (56), as defined in the most recent ISRI Scrap Specifications Circular
- Kraft Paper Bags
- Old Corrugated Containers (OCC) - no wax coated
- Magazines (OMG) - Coated magazines, catalogues and similar printed materials, junk mail, and soft cover books
- [Aseptic Cartons - Juice boxes, gable top milk and juice containers, soy milk and soup cartons]
- [Glass food and beverage containers - Flint (clear), Amber (brown), Emerald (green)]

9. Unacceptable Material. Company may modify the following list of Unacceptable Materials in its sole and absolute discretion but will provide City with at least thirty (30) days' prior written notice of any such modifications.

- Yard Waste
- Styrofoam
- Pizza Boxes, unless free of *any* food or grease residue
- Food
- Any liquids
- Diapers
- Clothing/textiles
- Plastic Bags or bagged material (newsprint may be placed in a Kraft bag)
- Plastic containers with #3, #4, #6, or #7 on them or no # at all
- Mirrors, window or auto glass, light bulbs, ceramics
- Oil or antifreeze containers
- Coat hangers
- Paint cans

- Medical Waste/Sharps
- Any Acceptable Material that is no longer acceptable due to its coming into contact with or being contaminated by Unacceptable Material.

EXHIBIT B-1

RECYCLING FACILITY AVERAGE COMMODITY MIX

[Insert table of Recyclable Commodities, tons collected, and average Commodity revenues at start of contract]

EXHIBIT C

COMPANY'S PERFORMANCE BOND

[To be provided by Company]

City of Circle Pines

Response to
RFP for Residential Solid Waste and Recycling Services

PREPARED BY





July 9, 2020

Chandra Peterson
Assistant City Administrator for Public Services
200 Civic Heights Circle
Circle Pines, MN 55014

Dear Chandra:

Walters Recycling and Refuse, Inc. is pleased to present the attached proposal for Residential Solid Waste and Recycling Services for the City of Circle Pines. Walters has been servicing the businesses of Circle Pines for decades and would be honored to partner with the City to take your residential collection services to the next level.

We believe our value-add proposal knocks the ball out of the park in terms of helping meet and exceed the City's collection goals as outlined in the RFP. A few highlights that we will dive deeper into in the proposal include our proprietary Can-Be-Clean system that will protect the many waterways of the City. Another is our best-in-class technology that will enhance customer service while providing City administration with valuable information to drive increases in all types of recycling. And another is our world-class customer service team staffed with live and well-trained representatives, which is unique in this industry. All of these are compelling differentiators that will help achieve a high level of resident satisfaction, increase recycling, reduce waste, and promote a healthy environment.

Finally, we are a locally based, family-owned business that has the experience and scale to service the needs of Circle Pines today and into the future. We have been servicing customers in the Greater Metro Area since 1988 and believe now is the perfect time for the City to partner with a forward-thinking locally owned service provider who can make waste and recycling a seamless service for all of Circle Pines. In particular, we believe you would not have experienced the frustration felt last winter when service was suspended due to weather issues. You quite simply would not have had that type of experience if you were working with us.

Thank you again for the opportunity to provide you with the enclosed proposal and feel free to contact us if you have any questions.

Sincerely,

A handwritten signature in black ink that reads "Michael D. Moroz".

Mike Moroz
President/CEO
Walters Recycling and Refuse, Inc.
763.210.5030
mikem@waltersrecycling.com

RFP for Residential Solid Waste and Recycling Services

PROPOSAL FORMS: RFP FORMS A THROUGH H

FORM A: Proposal Content Checklist

Instructions: Please check off the forms and other proposal sections to assure that your proposal is complete and all forms are signed:

- Proposal Cover Letter
- Form A: Proposal Content Checklist
- Form B: Proposer Information Questionnaire (including references)
- Form C: Certification of Binding Signature
- Form D: Certification of Independent Proposal Pricing
- Form E: Price Worksheet
- Form F: Listing of Proposed Prices for Special Collection of Bulky Items
- Form G: Itemized Listing of Trucks and Route Planning
- Form H: Acknowledgement of Receipt of Addenda

FORM B: Proposer Information Questionnaire

General Contact Information

Name of Company Proposing: Walters Recycling and Refuse, Inc.

Name of Parent Company: Same

Address: 2830 101st Ave NE, Blaine, MN 55449

Telephone: 763-210-5030

Email: jeffn@waltersrecycling.com

Website: www.waltersrecycling.com

Name of contact persons: Jeff Newsom – Director of Sales and Marketing

Mike Moroz, President/CEO – 763-210-5030, mikem@waltersrecycling.com

George Walter, Owner - 763-210-5007, george@waltersrecycling.com

Matt Holland, Director of Operations – 763-210-5009, matth@waltersrecycling.com

Josh Kuss, VP Finance and Administration – 763-210-5013, joshk@waltersrecycling.com

References: **Please provide on separate page(s)** collection references (provide municipality, capacity [number of households per day], contract structure between the organization and the municipality or public agency being serviced, type and frequency of service provided, etc.).

Please see our references included after the pricing section. We are firm believers that working with Municipalities should be based on the premise that it is a partnership vs. an adversarial relationship. Both parties must work together in the best interest of serving the residents. We are very proud of the relationships we have built with Cities throughout the Greater Metropolitan Area and encourage you to call these references for additional information as needed. If you would like more references, we will be happy to provide them.

- **General Management**

We believe we are ideally suited to become the partner of choice for the City of Circle Pines and are confident that you will find our capabilities second to none, including the large national competitors. Overall, we are prepared to service the City and certify that we agree to all the general provisions and services to be provided as outlined in the RFP. Details as needed will be outlined in our proposal. We also certify that we will comply with all applicable laws, rules and regulations. As an added benefit we are a locally based and family-owned business with the philosophy, “Big enough to get the job done, small enough to care”.

Walters strongly believes in a balance between work and family. This philosophy has contributed to Walters having a staff of over 125 dedicated professionals with one of the lowest turn-over rates in the industry. Our staff of well-trained and experienced team members is ready and able to serve the needs of the City of Circle Pines.

While we provide solid waste and recycling services, we are really in the customer service business. Unlike most of our competitors, we have a team of well-seasoned and experienced full-time customer service staff ready to assist. Our customer service philosophy has been to have a live person to answer the phones from 8:00 a.m. to 5:00 p.m. Monday through Friday. Unlike many of our competitors, we have intentionally avoided a computer activated phone system which requires a customer to wade through several levels to get to a live person and get the help they need. We understand the importance of personal relationships.

We are located just across 35W in the city of Blaine at 2830 101st Ave N E., ideally suited to service the City. Our office and maintenance facility were recently expanded and remodeled to include a new state-of-the-art phone system, computers, dispatch and maintenance facility. We encourage you to visit at your convenience.

As a family-owned and operated company, the City will have ready access to our management and operational personnel as well as the ability to call our owners anytime. Try that with one of the large national players.

Our Mission: We stand to be a pillar of dependability in the communities we serve by providing safe, simple and reliable service

Our Vision: To be recognized as the premier environmental services provider in the Midwest

Our Business Principles: Walters is committed to sound ethical and moral business principles. They are:

- To treat all employees, customers, vendors and the general public with dignity and respect at all times.
- To conduct our business affairs with honesty and integrity.
- To provide our customers with friendly, efficient, affordable and safe service.
- To provide a safe and secure working environment for our employees.

George Walter, Owner/Greg Walter, Owner.

Our owners George and Greg have a combined 80+ years of experience in the waste and recycling industry. They grew up working for Walters Disposal, their parents’ company, until the company was sold in 1983. After working for 4 years for the nation’s largest publicly traded waste and recycling company, George and Greg formed Walters Recycling & Refuse in 1988. Today, 32 years later, we employ over 125 people and are a vital part of the communities we serve.

Mike Moroz, President/CEO. Mike joined the Walters team in January 2014 and brings over 30 years of organizational leadership, business transformation, strategic planning and decision-making experience. Prior to Walters Mike was President of Archway Marketing Services for over 8 years and prior to that was General Manager of Target Direct, the operating division of Target Corporation responsible for launching target.com, fields.com and other direct to consumer initiatives.

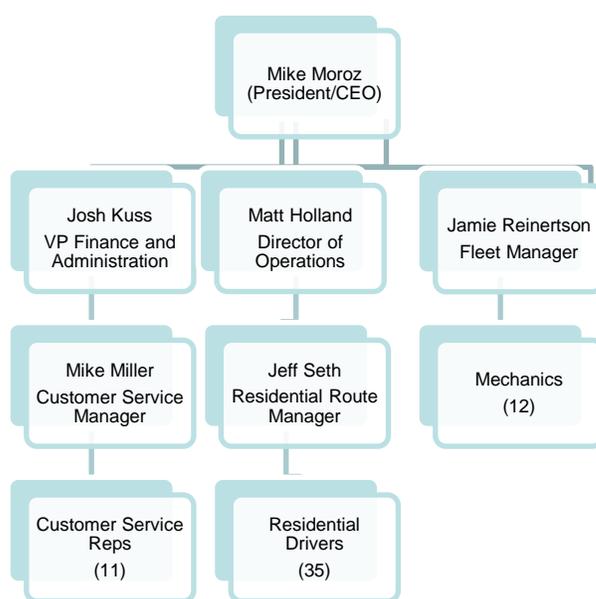
Matt Holland, Director of Operations. Matt has been with Walters for over 4 years and brings a vast amount of knowledge and hands-on experience to the company. Matt has experience both within our industry and also outside, most recently leading the operations of the local hub of the nation’s largest school bus company, First Student. He leads the drivers and manages the overall operations of the company. He is also responsible for our in-depth safety and training programs.

Jamie Reinertson, Fleet Maintenance Manager. Jamie has been an integral part of the Walters team for over 15 years. He supervises our outstanding team of mechanics and welders who maintain our fleet of over 75 residential, commercial and roll-off trucks.

Mike Miller, Customer Service Manager. Mike has been with Walters for over 4 years. He brings a wealth of cross-functional knowledge and perspective on all of our systems as well as the need for integrated communication between all departments in order to dazzle our customers.

Jeff Newsom, Director of Sales and Marketing. Jeff will be your account manager and brings over 20 years of sales, marketing, and account management experience. Prior to joining the team in March of 2019, Jeff was the Director of Regional Sales for Farmer Brothers Coffee and was responsible for the sales, operations, and account management of over 10,000 commercial accounts in the Midwest.

In addition to the team above, our existing team of drivers, customer service reps and mechanics will be supplemented with additional hires to ensure we provide world-class service for Circle Pines. We will ensure that we are not just adding new staff to the Circle Pines team but also move people around to bring experienced professionals focused on the City.



- **Financial Stability and Strength**

The Walter family has been in the industry for over two generations. George and Greg Walter followed the footsteps of their parents' company (Walters Disposal), which was established in 1956.

Walters Recycling and Refuse is an S-Corp and was established in 1988. We just celebrated our 32th anniversary on March 1, 2020. George and Greg Walter started the business with just one truck and about 200 customers. Today, 32 years later, we have built the company into one of the top five largest independent waste companies in the state and in the top 100 in the United States. We have gone from a customer base of 200 in 1988 to over 65,000 residential and over 5,000 commercial, industrial and roll-off customers today. We attribute this considerable growth to five simple, but important, concepts: Integrity; Quality Service; Well-Maintained Fleet; Exceptional Customer Care and Environmental Responsibility.

We are uniquely positioned financially to service and grow with the City of Circle Pines and have capacity to scale. The Company has no long-term debt (outside of a mortgage on our facilities), is profitable and has tremendous long-lasting relationships with our bank, which positions us well to make any investments needed to service and grow with you. Please see the attached letter from our bank certifying that we have the ability to obtain any financing needed to serve the City, including an annual letter of credit or performance bond. If we are fortunate enough to be selected to provide services on behalf of the City we will be happy to confidentially share any needed financial information.

Walters has had no litigation in the last 5 years that would impair our ability to service the City with any company, partner, subcontractor involved in the venture, and/or any corporate officer.

In addition, Walters has never filed for bankruptcy nor been in receivership.

- **Refuse and Recyclables Collection Experience**

We are prepared to adopt the existing collection schedule currently in place. For route efficiency purposes and to better serve the residents in Circle Pines, we may propose some routing changes within the service day over time and coordinate with plenty of lead time for both the City and residents.

We offer garbage and refuse collection, single sort recycling, yard waste collection, appliance pick-up and recycling, E-Waste recycling, Organics recycling as well as roll-off and small container services for household construction and clean-up projects. Since the majority of our customers have the option to choose their hauler, we must strive to be the best in the industry to exceed their expectations – from dependable, experienced, courteous, and safe drivers to experienced customer service staff to environmental responsibility. We will provide the same service to the residents of the City of Circle Pines.

We fully understand families have birthday parties, reunions and other events. To accommodate the occasional need, we will take 2-3 extra bags of trash or recycling **at no charge**. If this benefit is abused, we will work with the customer to move to a larger cart size or suggest an additional cart.

City-wide, weekly refuse collection service and delivery to disposal facility. We are fully prepared to provide the residents of Circle Pines their desired cart size and seamless weekly service, taking service levels to a new, unseen height. We are in the customer service business with an entire team that believes poor service is never an option. We will simply do whatever it takes to ensure the residents of Circle Pines are happy with us.

We are confident we can comfortably service the City and be off the streets no later than 5:00PM each day, keeping our presence to a minimum. The incremental volume with this work will not present an issue for our business in terms of scaling. Our operations and technology platforms are best-in-class, with even many of the large national players not as sophisticated, so adding additional vehicles and personnel will be seamless.

City-wide, every other week (EOW) recyclables collection service and delivery to materials recovery facility.

We are prepared to provide service to residents following the current bi-weekly pick-up schedule and prices are outlined in the price worksheet. As an alternative, we propose the City consider bi-weekly pickup using exclusively 95-gallon carts deployed to all customers throughout the City (with a distinguishing colored lid and label to differentiate from refuse or yard waste carts). We have found conclusively that moving from a standard 65-gallon recycling cart up to a 95-gallon cart results in greater recycling volumes. For the City of Blaine, for example, we deployed 95-gallon carts to every home unless they specifically asked for a smaller cart (very few did). Recycling volumes increased immediately and consistently and, on a year-over-year basis recycling tonnage increased by over 30%.

If a customer is an avid recycler and needs an additional cart, we will be happy to encourage the behavior by providing one at no cost. Conversely, if a resident is adamant about using a smaller cart, we will be happy to work with them on an individual basis to accommodate their needs. See our Single Sort Recycling Schedule attached for details on customer communication (this can be customized for Circle Pines as needed).

Like Circle Pines, many cities are asking about weekly recycling. While we are happy to move to a weekly pickup schedule for recycling and have provided pricing as requested, we believe you will find it is both more economical and more productive to stay bi-weekly, at least for the near future. Putting trucks on the street for weekly pickup is expensive and with a questionable return on investment for the City/Residents, especially when there is a proven alternative to drive more volume bi-weekly – the 95-gallon cart option.

Walters has an agreement with Waste Management (WM) to utilize their Recycle America Materials Recovery Facility (MRF) located at 1800 Broadway St. NE in Minneapolis. All Materials collected from Circle Pines will be delivered to WM for recyclables processing. We believe they currently service the City so there would be no incremental volume for them to handle and they have more than enough capacity to grow. They are also open during all hours we would need availability to service Circle Pines.

Subscription, weekly seasonal (Apr-Nov) yard waste collection service and delivery to composting facility.

While some of the large national players are trying to get out of or reduce their yard waste business, ours is growing and thriving. Not only is yard waste disposal a seasonal business, but also it is very cyclical within the season, with peak volumes both early (May) and later in the year for fall cleanups. For the City of Circle Pines, we will utilize between 1 and 2 trucks, depending on the month.

For standard yard waste processing, we have a great relationship with Elk River Composting (ERC), who prides itself on making a diverse and useful variety of compost materials. Whereas most processors specialize in one mix, bags of compost sold to lawn and garden centers for example, ERC does that and more. One very interesting mix they provide, which we take pride in being part of, is a mix used by MNDOT to line holding ponds along freeways and cloverleaves. This particular mix acts as a long-lasting filter, which keeps road chemicals and waste from seeping into the water tables. We are guessing that the residents of Circle Pines would be pleased to know that their yard waste is being turned into such useful products and we are prepared to participate in the education of the residents.

Bulky Item Pickup/Processing

Walters has a rich history of working with various secondary recyclers and non-profits in an effort to maximize the re-use and recycling of Bulky materials. A couple of examples are working with Bike-4-Kids, a non-profit that repairs and recycles bikes to donate to local kids vs throwing them away. Another is our relationship with Green Lights Recycling. We work with them on recycling everything from fluorescent light bulbs to household batteries to consumer electronics and appliances.

For residential Bulky service, we generally use our route trucks to pick up bulky materials but also deploy custom designed box trucks for specific items like Appliances and Consumer Electronics that can be recycled or items that are too heavy or large to fit in a route truck (exercise equipment for example).

- **Hiring of Drivers and Staff**

If we are fortunate enough to be your selected service provider, we will agree to hire all drivers and mechanics employed by the former service provider if those employees are laid off as a result of the change in providers. This assumes each employee meets our employment qualifications (pre-hire drug screening, license and safety check, pre-hire physical, etc.)

Our entire team has been trained on the Smith System, the best-in-class driving training program available. To provide superior customer service to the homeowners on their route, our drivers will often walk up and get the customer's cart if they see it isn't curbside during pickup day. Our drivers live by this philosophy each day on their routes – we are in the customer service business. If we hire any personnel from the current provider, we will provide this training to them.

- **Overview of Services**

Please see the answer to Refuse and Recyclable Collection Experience above. We are confident we have a clear understanding of the services requested by the City through this RFP. We have also provided pricing for the requested services based on three different scenarios:

- a) City continues to maintain all billing and customer service as is done currently
- b) City continues billing and Walters provides customer service, bulky item invoicing, and cart management
- c) Walters manages all billing and customer service

Based on our decades of experience and to provide the City with the highest level of customer service to both the City and the residents, Walters recommend that the City continues to invoice customers for the regular monthly services, and we manage the customer service, bulky item invoicing, and cart management.

- **Collection Proposal and Operations Management Plan**

Walters is a current refuse collection license holder in Circle Pines, as we have a robust and growing commercial business in the City and surrounding areas.

For our Residential Services division, Walters has had great success using Bridgeport fully automated side-loader bodies and Heil/Currotto Can residential front-load bodies mounted on either AutoCar or Peterbuilt chassis. Both have tremendous local dealer support and provide a safe, comfortable "office" for our drivers to be in every day. We are proud of the investments we make in keeping our fleet current with the average age of our Residential fleet at less than 7 years.

Walters is currently converting our fleet of diesel powered engines over to Compressed Natural Gas (CNG) powered engines, with roughly one-third of the fleet running on CNG at this time and growing. It is our intent

to utilize CNG powered trucks to service the City of Circle Pines. These CNG powered trucks run 30% cleaner than those running on diesel fuel. Carbon monoxide emissions are reduced by 70 to 90 percent and carbon dioxide emissions are reduced by 20 to 30 percent. Plus, even noise pollution is reduced, as CNG trucks operate at an 80 to 90 percent lower decibel level than diesel-fueled trucks. Residents love them.

We would be arrogant if we thought there could be no issues that surface during the contract term. Issues are bound to arise. The key to success is in the response when issues do arise. Two common issues and their respective solutions include:

- 1) Employee Absenteeism – Team members get sick. It has happened in the past and the risks have risen with the COVID-19 pandemic. We have rigorous COVID-19 procedures in place and have not had a single team member diagnosed. However, this does not mean we can let our guard down and we have entered a new way of doing business to keep the team safe and able to service our customers. In addition to COVID-19 cleansing/disinfecting protocols, we plan for absenteeism by having Swing drivers available to step in as needed. These drivers do not have daily routes but are proficient on all pieces of equipment and can be assigned as needed. As further back-up our entire operations management team has their CDL and know how to drive and operate the equipment. On an emergency basis they can step in if needed.
- 2) Equipment Breakdown – due to their heavy usage garbage trucks break down. We have a number of safeguards in place to ensure that when they do there is no risk of routes not getting completed:
 - a. Spare trucks – we maintain a number of spare trucks that are used specifically when a primary truck is out of service.
 - b. We have 2 state of the art service trucks that are deployed immediately to the scene if a truck breaks down while on route. Our mechanics all have their CDL and can assist as needed to get the truck back on route.
 - c. We have a very rigorous Preventive Maintenance program that we follow to do as much proactive work as possible to minimize the number of breakdowns in the first place.
 - d. When needed, we can seamlessly leverage our systems to peel off stops on routes that might be impacted due to a breakdown and assign those stops to a “Helper Route” with another truck to ensure daily routes are completed.
- 3) Consistent Problem Resolution – We have found that there haven’t been any consistent, ongoing issues that have prevented routes from being completed. Generally, when an issue has surfaced more than once we will work closely with City staff to find the root cause of the issue and solve it for the long term. As individual issues do arise, we are committed to responding immediately and fixing it. Please ask our references for real world feedback on this.

- **What is your refuse processing plan, including resource recovery facility selected and/or any transfer station?**

We will utilize our convenient, best in class Transfer Station located in Blaine at 10191 Xylite Street for transfer of all MSW and Yard Waste collected in the City. Our facility is permitted for transferring 140,000 tons of MSW annually and we certify that we will have the capacity to add Circle Pines materials if we are awarded the business. MSW from Circle Pines will be transferred from our facility to the Elk River Landfill in Elk River, MN. Walters has a long-term, stable, predictable agreement with Waste Management for the use of their landfill.

Walters also has an agreement with Waste Management (WM) to utilize their Recycle America Materials Recovery Facility (MRF) located at 1800 Broadway Ave NE in Minneapolis. All Recyclable materials collected from Circle Pines will be delivered to WM for recyclables processing. They currently service the City so there would be no incremental volume for them to handle and they have more than enough capacity to grow. They

are also open during all hours we would need availability to service Circle Pines.

- **Transition and Cart Management Plan**

Walters has in-depth experience with very large seamless cart transitions. Given a January 1, 2021 start date for Circle Pines we propose the following transition schedule:

- Week 1 (starting around August 15 or when the contract is awarded) - The ideal scenario is that we get the City billing file with resident data immediately after a contract is awarded. This will enable us to set up a database of Circle Pines customers separate from the rest of our business for customer service and route management purposes. To verify this information and complete the setup process, we will need to assign a geo-code to each resident's address that will give us the corresponding GPS coordinates. To do this we will drive a Routeware enabled vehicle (car/truck with a Routeware tablet) through each day's pickup zone and allow the system to capture and assign the GPS coordinates to each resident's address in our system. While this is happening, the driver will also identify the cart size(s) at each stop and load that in our system for both deployment and billing purposes. This routing and cart audit process will take no more than two to three weeks. A benefit to this process is that the City will have a new, accurate database of up-to-date cart counts with accurate sizes. Our experience has shown that, even with the best of intentions, inaccuracies can build over time unless an audit is completed.
- Week 2 –
 - i. Formally introduce Walters account manager for Circle Pines.
 - ii. Operations to review present maps and begin to establish routing (this has already begun as part of our RFP work).
 - iii. Obtain list of special service needs customers.
 - iv. Obtain list of stops, if any that the City might know of, that have had service issues over the past few years (hot list).
 - v. Ensure there are enough carts in inventory for exchanges/etc. post-launch. If not, place order.
 - vi. Meet with City to discuss billing procedures/expectations/issue communication/etc.
- Week 3 –
 - i. Announce drivers. These drivers will have proven that they will provide the best service in the industry, are dependable and hold the right safety records for past service. We feel that by using some experienced drivers the transition will be seamless or even improved. Of course, we would also leverage any drivers from the former service provider hired as they would presumably have detailed knowledge of the current routes.
 - ii. Call "hot list" customers and discuss past service issues, developing a plan to avoid future service issues.
 - iii. Appoint Walters lead customer service person.
 - iv. Meet with Walters Customer Service team to begin process of understanding any new procedures/needs of Circle Pines.
- Weeks 4-6 –
 - i. Assign routes to drivers

- ii. Drivers to begin reviewing their assigned routes, including reviewing the “hot list” stops to understand each situation and how to service the stop moving forward to ensure customer satisfaction.
 - iii. Finalize customer service procedures.
- Weeks 7 through December 1 launch -
 - i. Drivers run dry runs through their routes to learn the routes.
 - ii. Ensure database is set up correctly and there is time to address any issues.
 - iii. Prepare for post-launch cart exchanges. Our experience has shown that post-launch the number of exchanges increases. We have a proven and robust system in place to manage this. If a customer or a driver identifies an issue with a cart, we schedule a “fix” within the next pickup period (before the next pickup takes place). This is all done within our routing and CRM system to eliminate paperwork and potential misses or mistakes. This process encompasses a repair or replace and could include a driver dumping a full cart on pickup day, taking the cart away and dropping off a replacement cart all in the same stop (we have installed cart hangers on all of our residential trucks for more efficient cart management).
 - iv. Constantly communicate with City staff to make sure everything is ready for launch and all parties are on the same page.

MSW, Recycling and Yard Waste Carts Experience and Transition Planning

Over the last number of years, we have developed a robust, very efficient process for purchasing and deploying carts and containers. We have a single owner of the process internally who job is to manage inventory, procurement, maintenance and routing of delivery/pickup of carts and containers throughout the area. If we are fortunate enough to partner with Circle Pines, we are confident our experience in cart deliveries will ensure that any cart deployment will be seamless to the residents. On a regular basis, we execute very large deployments to residents (hundreds per day), mobile-home parks (often 1000+ carts per project taking 1-2 days) and cities (over 20,000 carts throughout Blaine in 3 weeks). On the container side we just seamlessly delivered over 70 3 and 4-yard containers throughout St. Paul for a client project in less than 1 week.

Access to capital for purchasing carts is a non-issue (A Bank reference is attached). As it relates to distribution, we have 2 full time drivers with new state-of-the-art cart delivery/bulky item pickup box trucks who have the scalability to service the incremental needs of Circle Pines. These trucks have been internally designed by our operations and fleet maintenance teams specifically for efficient delivery/exchange/pickup of carts and bulky items (Routeware tablets, tail and side lift gates/doors, strapping hardware located throughout the truck, low entry, etc.).

As far as cart maintenance is concerned, we have multiple acres of paved yard for storage and a 2-person full time cart maintenance crew who repair, wash, scrap and process warranties on carts.

We provide service in nearly 25 cities in the metropolitan area and in every city we serve, we are the owners of the carts. Therefore, it is our responsibility to procure, own, maintain, deliver, exchange and pickup over 100,000 carts and containers throughout our service network. We would be honored to take over responsibility for maintenance and deliveries for Circle Pines.

As it relates to transitioning from one hauler to another, the most relevant example is the largest transition, Blaine, which highlights why we are confident that we can seamlessly manage the transition of the Circle

Pines work. The transition of the work for Blaine was a massive undertaking that was performed seamlessly and on schedule. There were three key highlights of the transition:

- Partnership and Communication with City Staff – 3 months before launch we started weekly meetings with the City to make sure our to-do’s and timelines were communicated and updated. After launch we continued weekly meetings for 3 months and then transitioned to monthly meetings. Now four years into the agreement we are formally meeting quarterly with daily phone conversations and emails as needed.
- Cart Deployment Plan – this was a very large transition and we needed to make sure our plan was not only doable but also as condensed as possible, so residents weren’t burdened with having the incumbent’s carts along with ours for longer than needed. We were able to get carts deployed in about 3 weeks, with a 1-week buffer before launch to clean up any residual issues. We are confident we can deploy carts throughout the City of Circle Pines within one week with the weekly buffer described above.
- Pre-Routing of all stops. Using our state-of-the-industry on-board routing system Routeware, we were able to send drivers out to “pre-load” the GPS coordinates of all stops along with cart size/quantities. We then matched this data with the City’s billing database to identify any discrepancies, which were communicated to the City so their billing records could be updated if needed.
- Please contact Roark Haver, Blaine Communications and Recycling Coordinator, at 763-785-6192, for more details.

- **Impacts on Roads**

The City will require that all refuse collection vehicles are in full compliance with City, County and State road weight restrictions. What are your plans for reducing impacts on roads and means to comply with road weight restrictions?

To stay in compliance with City and State weight restrictions Walters will use 4 axle collection trucks. This extra axle distributes the weight more evenly than the standard 3 axle trucks, so this added feature is easier on the roads and it allows us stay in compliance with road restriction limits that occur in the spring of the year. This extra axle is also an added safety feature as it adds extra braking power and increases stability to the truck.

- **Clean-Up Day Plan**

Our experience has shown that single-day bulk item drop-off days to a single location (like a City public works lot or a park) work very well. See Special Events below for more details.

- **Organic Waste Collection** (Summarize experience and how you will approach the process of developing of an organic waste collection plan for the City of Circle Pines.

We are very proud to say that we have been one of the leaders in collecting Source Separated Organics (SSO) materials in the Metropolitan area. In early 2015 we worked with the City of Coon Rapids to develop and promote a program for residents utilizing the Blue Bag concept (biodegradable organics bag set in MSW cart and separated after collection). In 2016 we started working with our long-time client, St. Paul Public Schools, to begin rolling out an organics collection program district-wide to replace the food-to-hogs program they had

in place. We also worked with the Saint Paul Saints to develop and roll-out a complete MSW, Recycling and Organics program, helping to get CHS Field named the “Greenest Field in America” in 2015. And in 2017 we were the first and to-date only provider to offer an Organics program to customers in Lino Lakes.

Another unique opportunity may present itself over the next year or so that could be of benefit to the residents of Circle Pines. The Washington/Ramsey County Recycling & Energy Board is currently working on a plan to offer residential curbside organics service for all cities in those counties starting in 2022. Walters has been closely working with the Counties in discussing the potential to become a partner leveraging our transfer station as a sorting facility for compostable organics bags. We are still in discussions but believe we are well positioned to make the investments that will be needed to develop the sorting capabilities. Leveraging this facility will provide a tremendous benefit to the City if we are your selected provider and we would love to have the opportunity to discuss this with you in more detail.

Given our experience with both yard waste and organics hauling, we are confident we can help launch a world-class program for the residents of Circle Pines when the time is right.

- **List of proposed facilities to be utilized for refuse, recyclables, yard waste, Christmas trees**

Walters proposes the following disposal locations for each type of material collected:

- 1) Garbage/Refuse – Waste Management’s Elk River Landfill in Elk River, MN
- 2) Brush/Yard Waste/Christmas Trees – Elk River Compost in Elk River
- 3) Bulky Items – in general bulky items will go to the landfill in Elk River. Exceptions include:
 - a. Appliances and E-Waste go to GreenLights Recycling in Blaine. See bullet 5) below for recyclables materials disposal.
- 4) Single Stream Recyclables – Recycle America Facility in Minneapolis
- 5) Other Recyclables:
 - a. Metal – Alter Metal in Anoka
 - b. Tires – First State Tire Recycling in Isanti
 - c. Bikes – Bikes-4-Kids in Ham Lake
 - d. Recyclable Construction and Demo debris – Dem Con Recycling in Blaine
 - e. Textiles – USAgain in Minneapolis

- **Business Information Questionnaire**

State the length of time you have been in business under your present name: 32 Years as of March 1, 2020.

Within the past five (5) years, has the Company submitting this proposal failed to complete a contract? No

- If so, state name of parties to the contract, the date of the contract and the reason for non- completion. If a bond was posted, state the contact information for the bond company.

Within the past five (5) years has the Company submitting this proposal or any facility or property owned or operated by this Company failed to perform any of its contract obligations with any municipality, county or other public entity? No

- If so, state the nature of the failure?

Within the last five (5) years, has the Company submitting this Proposal, or any facility or property owned or operated by your Company ever been the subject of administrative or judicial action for alleged violation of the conditions of a permit issued by a governmental entity; or alleged violations of employment, environmental, zoning, or public health laws or regulations? No

- If so, state the details and disposition.

Has the Company submitting this proposal or any of its subsidiaries been a party to any lawsuits within the last five (5) years that may affect its ability to perform the obligations described in the Proposal?

No

- If so, list these lawsuits.

List names and business address of all individuals financially associated with the Company that is submitting this Proposal.

Greg and George Walter – Owners
2830 101st Ave NE, Blaine, MN 55449

Have you secured a dated and signed letter of intent from a Resource Recovery Facility and/or transfer station (if one is to be used) to provide Refuse Processing Services and is this letter of intent attached?

No, a letter of intent specifically for the Circle Pines waste and recycling materials is not needed. We have a long-term contract with Waste Management for use of both their landfill in Elk River and their Recycle America materials recovery facility in Minneapolis. Waste Management currently uses our transfer station to drop off all of Circle Pines MSW and Yard Waste and we transfer that to their landfill and compost facility. If we are fortunate enough to be your partner, we will simply be hauling the same materials to the same locations that Waste Management is currently doing, except we use Elk River Compost and they use Specialized Environmental Technologies in Rosemount for Yard Waste.

- **Special Events**



Roseville Touch-A-Truck Event

If the City is interested in City-Wide events, Walters has participated in many clean-up days and special events in the past and we believe this is a core competency of ours. Our success has been predicated on working closely with the Cities we serve well in advance of the event to review past outcomes and determine the services and resources needed to make the day successful. We would also leverage relationships we have with similar cities (Coon Rapids, Andover, Lino Lakes and Shoreview) to achieve a base line for what a successful day looks like and then develop a plan to execute seamlessly in Circle Pines before an event occurs. For the first year we may add some additional manpower and equipment to ensure we do not under service the event and from that point on we would base it on the prior year service levels always looking for improvement, in particular around driving increases in recycling.

We have a long history of providing service for many special events and other rallies throughout the Metro Area:

Events That Walters Services

- Spring Lake Park Tower Days - Organics
- Tackle Cancer - Centerville
- Discover Aviation Days (DAD) - Centerville
- Centennial Truck Day (Touch a Truck Event) ECFE
- New Brighton Truck Day (Touch a Truck Event)
- World Fest - Centerville
- Centerville Recycling Day - Centerville
- Roseville Rose Parade
- German Days / Deutsche Tage
- Roseville Truck Day (Touch a Truck Event)
- Summer Food Fest - Centerville

Donations / Sponsorships

- Spring Lake Park High School Baseball
- Spring Lake Park High School Football
- The Panther Foundation
- Adopt A Road - SLP Football
- Curb Cancer Food Drive - SLP Football
- Andover HS Baseball
- Anoka Girls Hockey
- Coon Rapids Girls Hockey
- Walk For Hope
- Minnesota Armed Forces
- Salem Covenant Church
- Centennial Class of 2015

Heritage Days - Vadnais Heights
City of Fridley Little League
The Game Fair - Ramsey MN

Relay for Life - Brooklyn Center
The Saloon in Mpls - Gay Pride
The Great Bull Run
Village Fest - St. Anthony
Youth For Hope Concert - Coon Rapids
Corn Fest - Brooklyn Park
Polish Fest - Brooklyn Park
Trinity Episcopal Church Summer Fest - Anoka
Gillette Children's Picnic
Tackle Cancer Event - Moundsview
September Fest - Surly Brewing Co.
Miracles of Mitch
St Mary's Taste of Northeast Festival
Happy Days Parade - Ramsey
49'er Days - Fridley
Surly Octoberfest
Roseville Fire Department Booya Event
Friends of Roseville Parks
St Paul Saints
Slice of Shoreview Parade
2015 Convoy Of Hope
The Polar Plunge
Special Olympics Largest Truck Convoy

Feed My Starving Children Mobile Pack
Bikes4Kids
BATC Foundation / Homes for our Troops
Walters Company Picnic w/ matching
donations for local charities



Anoka County Polar Plunge – Walters provides services plus has a team participate!

Over the past few years most events are becoming more and more conscious of the waste streams produced and we have worked closely with event organizers to ensure that recycling (and now organics) are maximized as a priority. To service these events Walters staff typically meets with the planning group for the event to gather forecasted attendance numbers and detailed information on the events to then create a waste/recycle stream profile for the event. Walters will then evaluate the site map and develop a plan to strategically place the properly labeled recycle and trash bins in various locations with our goal being to provide friendly easy-to-use/recognize containers for the public. We will also actively promote recycling and ensure we have enough capacity available to avoid overflowing containers.

Value-Add and Other Benefits

We would like to propose some additional benefits to improve service and quality as well as to make our presence in the community less intrusive:

1) Strategic Routing

Walters has worked with various cities to develop strategic routing plans to minimize the road wear and tear created by trucks. If awarded this opportunity Walters' operations staff would be willing to meet with the Circle Pines engineers and street maintenance personal to develop a plan tailored to the roads of Circle Pines. We would identify the older worn streets as well as any areas the City's maintenance department has identified as troubled areas. For these areas Walters will structure the routes so the trucks are empty or as

close to empty as possible when we run through these areas. For the problem areas that are identified Walters will work with City staff as well as our drivers to develop a plan to minimize or eliminate these issues. We have deployed a similar process successfully with three local communities and would be happy to discuss the process in more detail at your convenience.

2) **Snow Bird Policy**

Residents who will be away from their home for a period of 1 month or longer simply need to call our office to stop their services. When they return, the customer can then call our office to re-start their services again.

3) **Customer Service Standards and Training**

We pride ourselves on providing excellent customer service, living our philosophy that we are in the customer service business. Unlike many of our competitors, our phones are answered by a live Customer Service Representative. On the rare occasion that all CSR's are assisting other customers, the call automatically rolls over to additional office staff personnel. This personalized customer care is one of the key reasons why we have had significant growth as well as retained our current customer base. All customer service staff are cross trained to handle each individual call which avoids the constant transferring of a call from one individual to another. Due to the culture of our company, we have experienced a very low turnover in Customer Service Representatives. In addition, we record all CSR incoming calls and can refer back to these calls as necessary.

Our Customer Service On-Boarding Program is very rigorous and comprises the following topics across a two-week period before the new rep is allowed to begin taking live calls with customers:

- 4) Walters Company History (Week 1)
- 5) Walters Waste and Recycling Programs (Week 1)
- 6) Introduction to the Waste and Recycling Industry (Week 1)
- 7) Top Reasons Customers Call (Week 1)
- 8) Who's Who at Walters (Week 1)
- 9) New Residential Customer (Week 1)
- 10) Bulk Item Pick-Up (Week 1)
- 11) Billing, Invoices, A/R and Residential Collections (Week 1)
- 12) Residential Cancellation (Week 2)
- 13) Compost (Week 2)
- 14) Organics (Week 2)
- 15) New Commercial Customer (Week 2)

During the first several weeks, or as needed during the transition stage, we will offer one of our Customer Service Representatives to office at the City to assist with any incoming customer calls. After this initial period, we will appoint a lead Customer Service Representative to monitor all incoming calls and reporting

requirements. We will also assign an account manager to “own” the relationship with Circle Pines and be the day-to-day senior level contact at Walters with authority to make decisions that are in the best interest of the residents. In addition, we will provide the direct phone numbers and email information for the entire management team at Walters so that ongoing communication and a true partnership with the City is established. All customers also have access to communicate with us through email at service@waltersrecycling.com.

Any customer service-related issues will be handled in a professional manner by our customer service staff. We have the ability to electronically log and report on all issues and can provide the outcomes of any issues to the City.

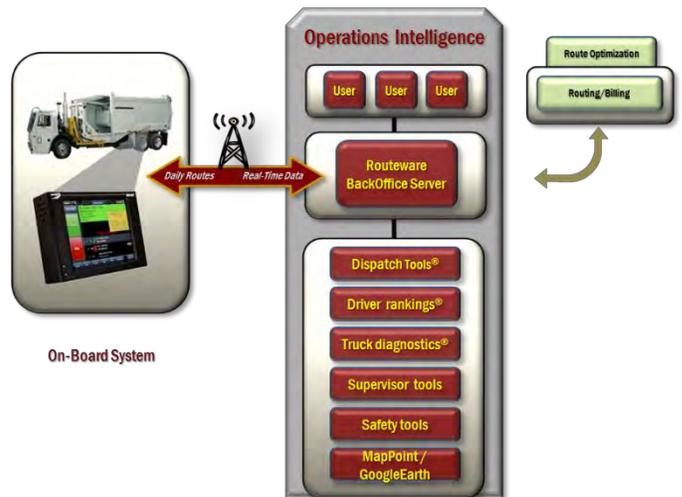
Technology/Reporting

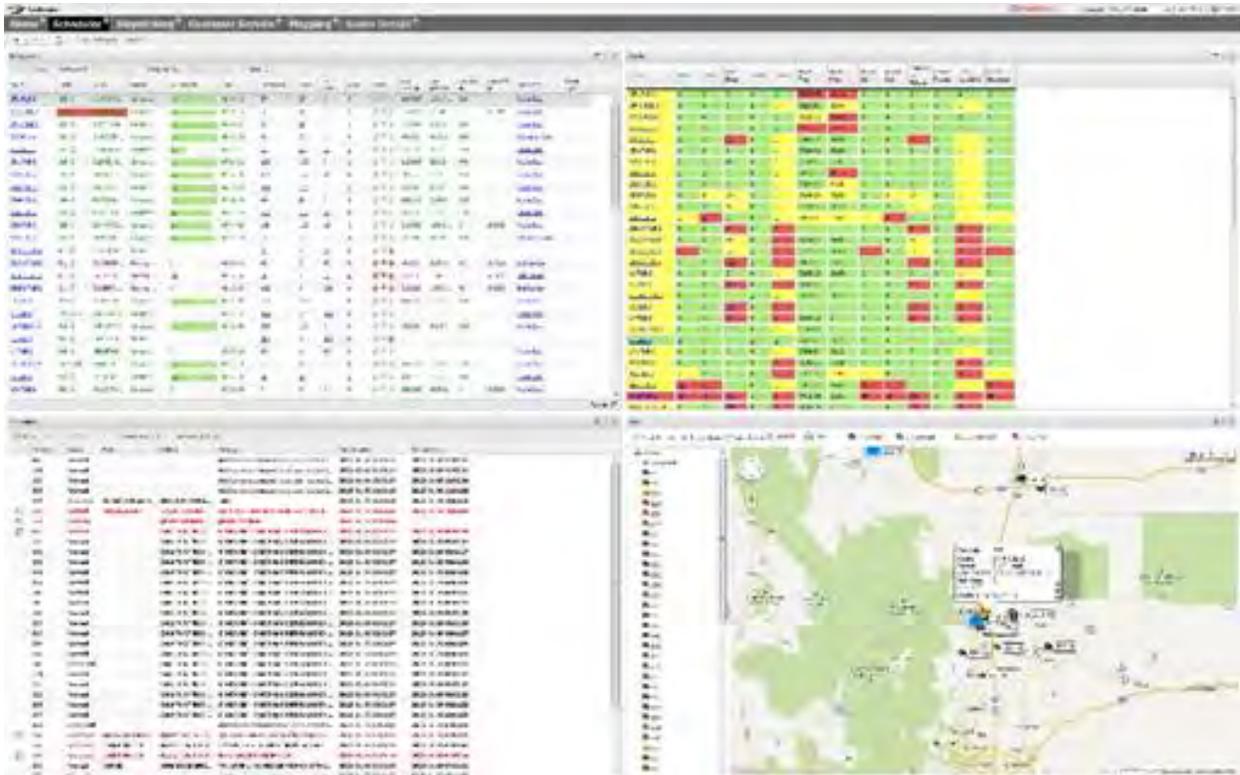
We have many best in class tools in place to assist in efficient communication between our drivers, customers and office staff.

Routeware

Walters has deployed an industry best-in-class solution, Routeware, fleet-wide to manage routes and track driver field activity with a powerful combination of on-board computing and back office software. This gives Walters powerful tools that shine the light on every aspect of our hauling operation. Leveraging these tools has allowed Walters to break away from the old manual ways of picking up trash and recycling and allowed us to take full automated control of our routes, drivers, and complete customer data in real-time.

Routeware’s on-board systems collect information from the route (like pickups and breaks) and from the truck (like lifts and brake pressure). The truck and the office connect every two minutes, sending data back and forth, creating a real-time pipeline between the office and the field. Using Routeware’s powerful software to analyze the data that has been collected, Walters has visibility and control over every aspect of our hauling operation. We’ve also integrated Routeware with our best-in-class customer relationship management (CRM) system that contains all aspects of each customer’s account, including the billing process. The result: a powerful, fully automated system that has transformed the way Walter’s operates and sets us steps above the competition, including the large national players.





Walters has deployed additional tools as well, including on-board camera and scale integration (on our Commercial trucks). Our digital camera system helps the drivers instantly capture extras, container condition, proof of service and more, all in real time. These photos will be immediately sent to our CRM system and stored within the customer’s record. We believe this is pivotal for improved customer service and verification purposes.

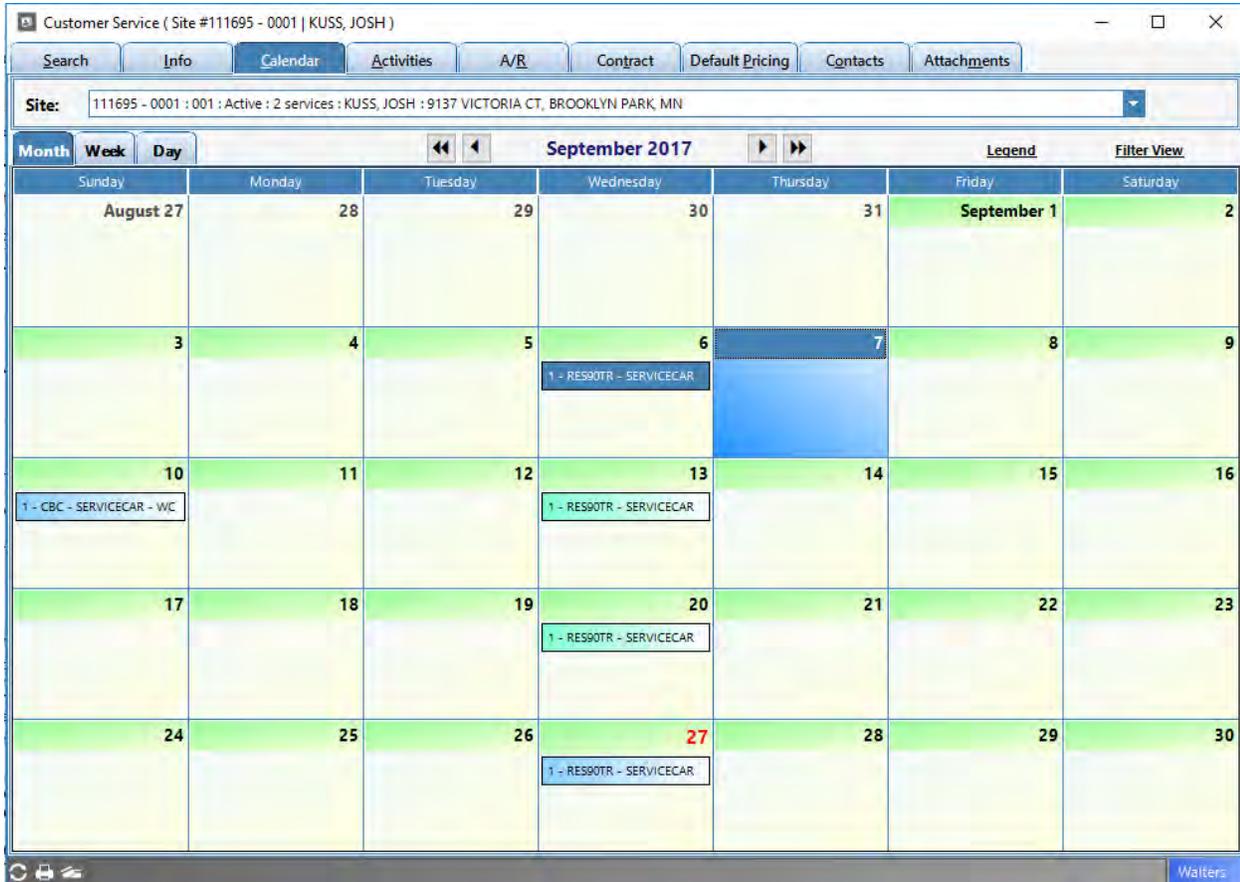
As an added benefit, Walters can provide the City of Circle Pines with access to certain portions of the system, including a view of the real-time mapping function showing where trucks are at any given time within the service area. This will allow the City and Walters to operate more as partners in servicing residents and businesses in the area. We would be happy to discuss this in more detail at your convenience.

AMCS Resource Technologies

We utilize the newest release of AMCS Resource Technologies Tower ERP system, a powerful customer and route management software. This software, along with the integration of Routeware, allows Walters to provide the highest efficiency and productivity levels available in the industry. Each customer location is geo-coded in Tower which allows us to determine the exact time our driver was at the location and whether the container was serviced and/or missed or skipped. It also allows our drivers to send critical information back to the office. All of this information is live and contained in the service locations account in Tower, which is accessible by our entire customer service and operations staff.

In addition, if the City chooses Walters to provide a complete billing and customer service program, each resident can log on to our web site and access their account. They can view their billing history, make a service request, change their paperless billing options, sign up for auto pay or pay their bill on-line.

The customer portal screen shot below shows the customer’s service history and confirms whether or not their pick-up was completed.



Our robust systems enable us to provide the City with multiple reports, including program results, customer service complaints and any other notable issues or happenings. We are also prepared to provide an annual progress report each year and present a summary to City administration covering all of the Program Results specified in the RFP. We are excited about this opportunity to become true partners in using data to drive improvements in recycling services and participation rates.

AMCS/Tower also has the capability of providing reports that can verify current active household counts for all services provided to a particular site. We also log all of our extra pick-up information and customer communications in the customer account. In addition, the same software is used for our accounts receivable and billing. We are able to report on all of this information for each customer and to provide timely reporting to the City on a regular basis. As previously mentioned, we can also provide the city with access to the system for looking at certain information.

4) Can-Be-Clean

Being in the environmental service industry and handling waste and recycling daily, we understand that it is our responsibility to do everything we can to protect and preserve the environment. With that in mind, we constantly stay on the cutting edge of innovation. As such, we would like to propose another service to the residents of Circle Pines that is unheard of in Minnesota. Midway through the agreement term, we will wash, sanitize, and deodorize every homeowner's trash and recycling carts using an innovative and proprietary cleaning technology that is entirely self-contained, meaning less clean water being used and less contaminated water flowing back into our storm sewer system or directly into Circle Pines waterways. There is no other hauler in Minnesota that currently offers this technology and service to its customers! We believe

the residents of Circle Pines will enjoy this added benefit and convenience and together with the City will be thrilled about eliminating this type of runoff into the heart of the city – Golden Lake, Rice Creek and Baldwin Lake.

WALTERS ENCLOSED, PROPRIETARY, FULLY RECIRCULATING CART SANITATION SYSTEM.



As the City of Circle Pines knows well given the heart and soul of the city is its lakes and waterways, our lakes, rivers, streams, and wetlands are some of the most important natural resources we have. Storm water runoff carries pollutants from our driveways, streets, alleys, roads, parking lots, etc. and ends up in these lakes, rivers, streams and wetlands. Research has shown that storm water runoff is a leading source of pollution. Preventing polluted runoff water from reaching surface waters is important to the preservation of our waters.

Walters estimates that between 200,000 to 250,000 gallons of clean water is used each year by Circle Pines homeowners to wash out their trash and recycling containers, assuming the average homeowner washes their carts twice per year. This is equivalent to dirty water filling fifty typical-sized semi tank trailers of water on an annual basis. Not only does this use up to 250,000 gallons of clean water, it correspondingly dumps up to 250,000 gallons of dirty, contaminated water into the City’s storm sewer system. The dirty water flowing out of these containers can contain food waste, fecal matter from diapers and pets, chemicals, solvents, etc. This contaminated water runs directly from the homeowner’s driveway into our storm drains and eventually into our lakes, rivers, streams, and wetlands. The health of Circle Pines waterways is critical to the health of the community. Walters has an innovative technology we are offering to the City **AT NO CHARGE** that will eliminate this contaminated water runoff, while simultaneously and significantly reducing the initial clean water usage.

Our proprietary system will wash up to 500 carts per day on a single tank of water. Utilizing a FULLY CLOSED

system, the water used for washing is collected in a dirty water tank so there is no run-off. At the end of the day, the captured pollutants and contaminants will be disposed of properly. This is green technology at its best because not only is the environment positively impacted as described above, but the citizens of Circle Pines will also see a significant health benefit and the convenience of utilizing carts that are free of odors, residue, rodents and insects.

5) Education Campaign

Our goals are very much aligned with the City related to promoting waste reduction, reusing materials and increasing recycling. We are incredibly excited and passionate about educating residents and seeing results. Attached, please see Walters Welcome Brochure as an example of the type of material we have used to educate new customers. This includes an annual calendar, amongst other pertinent information. We are happy to customize this as needed for Circle Pines.

Also attached is a Recycling-focused coloring/activity book that has been a big hit with schools and communities that we work with. We are happy to have a member of our team attend community and school events, as appropriate, to promote and educate kids and residents on the importance of recycling and all the ways to do it correctly.

Also attached please see our Recycling Do's and Don'ts sheet. Residents and businesses have appreciated the simple and easy to follow instructions.

As you know, contamination has become one of the biggest challenges related to driving recycling processing costs up since the China Sword initiative took effect in early 2018. Since then, we have deployed a "No Plastic Bags" sticker (see attached) on our recycling carts with good effect. We will endeavor to have this message hot stamped on the Circle Pines recycling carts, or at a minimum place these stickers on carts as they are distributed. We have also been utilizing an "Oops" Cart Hang Tag (see attached), with success. This reminder is designed to be friendly and not punitive, so residents don't get offended for not knowing the rules/guidelines.

See also attached a page of examples from our social media efforts around recycling. We have found that when partnering with municipalities who "like" and "share" these messages, the word gets spread quickly.

Walters will work hand-in-hand with the City staff to develop educational materials, promotional communications, and newspaper articles. We will also commit to attendance at community events as requested by the City.

We would like to assist the City in adding a page or link from the City website to a dedicated tab for Circle Pines on Walters' website that guides new residents through the set-up process, including a schedule of prices for various services.

If possible, we would like to work with the City's public access television station to do either a single public service announcement around recycling best practices or a short series that can be used over time. We are working with another City now on such an educational project.

We will also work with the City on selecting murals for the sides of our trucks that will be used in Circle Pines. As you may know, one of our branding elements is to apply picturesque or thought-provoking murals on the sides of all of our trucks. We get tremendous positive feedback on them. We would like to work with the City to select pictures that are Circle Pines-centered so that the residents can see we are a part of the community. For example, we can use pictures of a park taken from different locations, pictures of the High School or other

community-rallying site, pictures or specific logos that highlight recycling, etc. We did a contest with St. Paul public elementary schools and put various pictures the kids drew around Earth Day on a recycling truck running throughout St. Paul that has been received well.

We believe this personal approach to showing we are a member of the Circle Pines community will be received well.

6) Winter Service

We pride ourselves on providing safe, simple and reliable service. This includes working during cold snaps in the Winter. We understand the City has been frustrated in prior years with service being suspended due to cold weather with little to no communication/coordination when it occurred. You can rest assured that Walters has cold weather starting procedures in place for just these situations that have proven to keep us on the road with no disruption to service when our competitors have shut down. The literally few times we have had to suspend service in the last 30+ years have been due to icy, dangerous road conditions, and even in those instances they were temporary during the morning until the ice melted. Currently, we have processes in place such as email notifications to everyone with a registered email address, social media posts, updates on our phone system when you call our customer service number, and a direct communication with city officials. We would establish the same notifications for the City to ensure you are not burdened with another situation such as what you and your residents were forced to endure this past winter.

Being a family-owned business with a laser focus on service allows us to make decisions and operate without having “corporate” decisions made for us from afar. The City and residents can rest assured that in the very unlikely event that weather is interrupting normal service, we will work together with the City to ensure all parties know what is going on and what the plan is to immediately get caught up again. Not communicating and then delaying service for a week is unacceptable and that would never happen with Walters.

Signature of person duly authorized to sign submittal on behalf of the Proposer:

Michael D. Moroz

Authorized Signature

Michael D. Moroz

July 9, 2020

Printed Name

Date

FORM C: Certification of Binding Signature

Instructions: All forms provided in this RFP are required to be completed and be executed by an official authorized to bind the Proposal offer. All completed forms shall be made a part of the Respondent’s proposal. All proposal forms must be signed by the same authorized person.

The undersigned Respondent further certifies that he/she has read the information submitted by the Proposer and has personal knowledge that the information submitted is true and correct.

I, Michael D. Moroz
(Name of Authorized Officer)

President/CEO of Walters Recycling and Refuse, Inc.
(Title) (Proposer Firm name)

July 9, 2020
(Date)

I swear that I am authorized to execute all Proposal forms included in this Proposal response to the RFP and to bind the company to these agreements; and swear that I have read the information contained in this Proposal and that I have personal knowledge that it is true and correct.

FORM D: Certification of Independent Proposal Pricing

Instructions: This form shall be executed by the authorized official to bind the company.

The Proposer makes the following representations and certifications as part of this proposal:

The undersigned respondent certifies that the Proposer has not directly or indirectly entered into any agreement, express or implied, with any other Proposer(s) for any of the following:

- A. Controlling of the price of such proposal(s);
- B. Limiting of the number of proposals or Proposers; or
- C. Parceling or farming out to any Proposer(s) or other persons of any part of the Contract or any part of the subject matter of the proposal(s) or of the profits.

The undersigned respondent certifies that they have not and will not divulge the sealed proposal to any person except those as a part of a legitimate Team as per the specifications of this RFP or having a partnership or other financial interest with them in said proposal or proposals until after the Contract is fully executed or until the City publicly releases this sealed information.

The undersigned respondent further certifies that the Proposer has not been a party to any collusion including, but not limited to, actions such as:

- A. Proposers restraining the freedom of competition by agreement to make a proposal at a fixed price or pre-arranged price limit;
- B. Refraining from submitting a proposal at a fixed or pre-arranged price limit; or
- C. Refraining from submitting a proposal.

The undersigned respondent further certifies that the Proposer has not engaged in any prohibited contact or conflict of interest with any City official or its agents such as, but not limited to:

- A. Discussion of service quantity, quality, or price in the prospective Contract or any other terms of said prospective Contract; or
- B. Any other prohibited discussions between the Proposers and City officials or agents concerning exchange of money or other things of value for special consideration in the letting of a Contract.

Signature of person duly authorized to sign submittal on behalf of the Proposer:

Michael D. Moroz

Printed Name

Michael D. Moroz

Authorized Signature

July 9, 2020

Date

E: Price Worksheet

All fees listed on this form shall exclude state solid waste management tax. No fuel surcharge or environmental fees shall be applied to services offered through this RFP.

Proposed Monthly Refuse Collection Fee

Proposed Trash Collection Fee price. Price must include Trash Disposal tipping fees and should not include taxes or other charges.

Service Level	Jan 1 - Dec 31 2021	Jan 1 - Dec 31 2022	Jan 1 - Dec 31 2023	Jan 1 - Dec 31 2024	Jan 1 - Dec 31 2025
35-gallon weekly	(S) \$7.48 (D) \$3.59	(S) \$7.70 (D) \$3.70	(S) \$7.93 (D) \$3.81	(S) \$8.17 (D) \$3.90	(S) 8.42 (D) \$4.04
64-gallon weekly	(S) \$7.48 (D) \$4.45	(S) \$7.70 (D) \$4.59	(S) \$7.93 (D) \$4.73	(S) \$8.17 (D) \$4.87	(S) 8.42 (D) \$5.01
96-gallon weekly	(S) \$7.48 (D) \$5.30	(S) \$7.70 (D) \$5.46	(S) \$7.93 (D) \$5.63	(S) \$8.17 (D) \$5.80	(S) 8.42 (D) \$5.96

**** (S) = Service cost (D) = Disposal cost**

Proposed Monthly Refuse Collection Fees for Additional Cart(s)

Please provide per month cost for an additional refuse cart

Service Level	Jan 1 - Dec 31 2021	Jan 1 - Dec 31 2022	Jan 1 - Dec 31 2023	Jan 1 - Dec 31 2024	Jan 1 - Dec 31 2025
35-gallon	\$7.50	\$7.73	\$7.96	\$8.20	\$8.44
64-gallon	\$7.50	\$7.73	\$7.96	\$8.20	\$8.44
96-gallon	\$7.50	\$7.73	\$7.96	\$8.20	\$8.44

Proposed Overflow Bag of Refuse Fee

Please state cost to the customer for a per bag overflow charge.

****** We fully understand families have birthday parties, reunions and other events. To accommodate the occasional need we will take up to 3 extra bags of trash or recycling **at no charge**.

Service Level	Jan 1 - Dec 31 2021	Jan 1 - Dec 31 2022	Jan 1 - Dec 31 2023	Jan 1 - Dec 31 2024	Jan 1 - Dec 31 2025
Overflow Bag of Refuse (after 3 Bags)	\$3.00	3.00	3.25	3.50	3.50

Proposed Every Other Week Recycling Collection Fees

Please provide per month cost to the customer for every other week recycling service, based on one cart. If cart size is different please strike out and indicate proposed cart size.

Service Level	December 1, 2020 - Dec 31 2021	Jan 1 - Dec 31 2022	Jan 1 - Dec 31 2023	Jan 1 - Dec 31 2024	Jan 1 - Dec 31 2025
35-gallon EOW	\$6.52	\$6.72	\$6.92	\$7.13	\$7.34
64-gallon EOW	\$6.70	\$6.90	\$7.11	\$7.32	\$7.54
96-gallon EOW	\$6.88	\$7.09	\$7.30	\$7.52	\$7.74

*EOW – Every other week

* Our recommendation is to transition all recycle carts to a 96 gallon cart, which has proven to increase recycling rates by 30%. However, we will accommodate requests for smaller carts from residents.

**In the event of a substantial market change in the processing costs for Recyclable Material in excess of \$65.00 a ton any time during the Term of the Agreement, the contractor may request to reopen negotiations for the amount per month charged for Recycling Collection services.

Proposed Weekly Recycling Collection Fees

Please provide per month cost to the customer for every-week recycling service, based on one cart. If cart size is different please strike out and indicate proposed cart size.

Service Level	December 1, 2020 - Dec 31 2021	Jan 1 - Dec 31 2022	Jan 1 - Dec 31 2023	Jan 1 - Dec 31 2024	Jan 1 - Dec 31 2025
35-gallon	\$10.79	\$11.11	\$11.45	\$11.79	\$12.14
64-gallon	\$10.97	\$11.30	\$11.64	\$11.99	\$12.35
96-gallon	\$11.15	\$11.48	\$11.83	\$12.18	\$12.55

Proposed Monthly Yard Waste Collection Fee

Please provide per month cost to the customer for yard waste service, April to November, based on one cart and up to five (5) additional compostable bags. Please indicate cost for

each compostable bag over five (5)

Service Level	December 1, 2020 - Dec 31 2021	Jan 1 - Dec 31 2022	Jan 1 - Dec 31 2023	Jan 1 - Dec 31 2024	Jan 1 - Dec 31 2025
96-gallon weekly	\$105	\$108	\$112	\$115	\$118
For each additional compostable bag weekly (over 5 bags)	\$3.00	\$3.00	\$3.25	\$3.50	\$3.50

**If a resident would like an extra Yard Waste cart it will be \$35.00 per season

Provide additional cost, if any, for contractor to oversee customer service duties such as billing, cart exchanges, comments and complaints.

In addition to the services listed above, Walters will also manage the payments for curbside collection of bulky items. By managing all aspects of customer service, the residents will then have direct communication with our team and a quicker response time when addressing issues or concerns, cart repair or replacements, plus provide flexible payment options. The additional cost is only \$1.37 per customer per month.

Provide additional cost, if any, for contractor to oversee customer service duties such as cart exchanges, comments and complaints only not including billing.

Walters would manage all aspects of customer service as listed above excluding billing with an additional cost of only 67 cents per customer per month.

Proposed Cart Exchange/Replacement Delivery Fee

If your firm will charge to exchange or replace cans please provide the level of the surcharge.

Service Level	Jan 1 - Dec 31 2021	Jan 1 - Dec 31 2022	Jan 1 - Dec 31 2023	Jan 1 - Dec 31 2024	Jan 1 - Dec 31 2025
Per Delivery	\$25.00	\$25.00	\$25.00	\$25.00	\$25.00

** We propose to offer one (1) cart per year exchanged or replaced **FREE** if it is not damaged due to negligence by the resident. If there is more than one request the above charge is implemented.

Proposed Monthly Walk-Up (Valet) Fee

Please provide month cost to provide walk up (valet) service. If this service is not offered, please indicate.

Service Level	Jan 1 - Dec 31 2021	Jan 1 - Dec 31 2022	Jan 1 - Dec 31 2023	Jan 1 - Dec 31 2024	Jan 1 - Dec 31 2025
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Walk-Up (Valet)	\$30.00**	\$30.00	\$31.00	\$31.00	\$32.00
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For residents authorized by the City as legitimately physically disabled, elderly or in need of walk-up service, Walters would be happy to service them as walk-up customers for **NO ADDITIONAL CHARGE. If we find someone who is misrepresenting themselves, we reserve the right to dispute with the City and either stop the walk-up service or charge the additional fee above.

Signature of person duly authorized to sign submittal on behalf of the Proposer:

Michael D. Moroz

Authorized Signature

Michael D. Moroz

Printed Name

July 09, 2020

Date

FORM F: Proposed Prices for Special Collection of Bulky Item Categories

Proposed prices of bulky items that do not fit in the regular refuse collection truck and require special pick up collection service. Proposers shall specify items accepted and proposed item collection rates:

** Prices do not include taxes. These are collection and disposal costs only.

ITEM	COST/ITEM	ITEM	COST/ITEM
AIR COMPRESSOR	\$ 55.00	MATTRESS - QUEEN/KING	\$ 25.00
AIR CONDITIONER	\$ 55.00	MICROWAVE	\$ 45.00
APPLIANCE - COMMERCIAL	\$ 75.00	PICNIC TABLE - METAL	\$ 50.00
APPLIANCE - RESIDENTIAL	\$ 55.00	PICNIC TABLE - WOOD	\$ 50.00
AQUARIUM - OVER 25 GAL	\$ 50.00	PING PONG TABLE	\$ 40.00
BASKETBALL POLE	\$ 50.00	PLAYSET	\$ 20.00
BATHTUB - CAST IRON	\$ 75.00	SCANNER	\$ 30.00
BATHTUB - FIBERGLASS	\$ 55.00	SHOWER STALL	\$ 60.00
BULKY - LARGE	\$ 40.00	SNOWBLOWER	\$ 50.00
CLOTHES LINE POLE	\$ 70.00	STEREO	\$ 20.00
COMPUTER - COMMERCIAL PRINTER	\$ 85.00	SWING SET - CHILDS METAL	\$ 40.00
COMPUTER - CPU	\$ 55.00	TABLE - DINING	\$ 30.00
COMPUTER - LAPTOP	\$ 45.00	TABLE - GLASS PATIO	\$ 40.00
COMPUTER - MONITOR (CRT)	\$ 65.00	TIRE - CAR/TRUCK	\$ 15.00
COMPUTER - PRINTER W/TONER	\$ 50.00	TIRE - TRACTOR	ASK
CONSOLE TV	\$ 85.00	TRASH COMPACTOR	\$ 50.00
COPIER - LARGE	\$ 70.00	TV - OVER 36"	\$ 50.00
COPIER - SMALL	\$ 30.00	TV - UNDER 36"	\$ 45.00
COUCH - RECLINER	\$ 35.00	WATER HEATER	\$ 55.00
COUCH - SLEEPER	\$ 50.00	WINDOW - OVER 36"	\$ 40.00
DEHUMIDIFIER	\$ 45.00	WORK BENCH - METAL BASE +5'	\$ 45.00
DESK - OFFICE	\$ 25.00	WORK BENCH - WOOD BASE +5'	\$ 50.00
DOOR - PATIO - DOUBLE'	\$ 70.00		
DOOR - PATIO - SINGLE	\$ 50.00		
DRESSER	\$ 20.00		
ENTERTAINMENT CENTER	\$ 45.00		
EXERCISE EQUIPMENT/TREADMILL	\$ 70.00		
FAX MACHINE	\$ 25.00		
FURNACE	\$ 60.00		
HOT TUB COVER	\$ 50.00		
HUMIDIFIER	\$ 45.00		
LADDER - OVER 6'	\$ 25.00		
LAWN MOWER - PUSH	\$ 30.00		
LAWN MOWER - RIDER	ASK		

Signature of person duly authorized to sign submittal on behalf of the Proposer:

Michael D. Moroz

Authorized Signature

Michael D. Moroz

Printed Name

July 9, 2020

Date

FORM G: Itemized Listing of Trucks and Route Planning

Instructions: This form shall be executed by the authorized official to bind the company. Information should be completed for each different model of equipment proposed (including any spares). This list should include equipment to service the specified residential units in the City.

Technical Description of Collection Equipment

Make	Model	Year	Capacity/ Cubic Yards	Loading Method	Fully Loaded Gross Vehicle Weight	Axels	Currently Owned/New Purchase
TRASH							
Heil/Autocar	Curotto	2020	40	Side	63,000	4	New Purchase
Heil/Autocar	Curotto	2020	40	Side	63,000	4	New Purchase
COMPOST							
Autocar	Bridgeport	2016	37	Side	63,000	4	Currently Owned
RECYCLING							
Autocar	Bridgeport	2020	37	Side	63,000	3	New Purchase

Route Planning Assumptions

Type of Service	Number of Routes	Average Stops Per Load	Average Stops Per Day	Collection Hours Per Full Load	Cubic Yards Per Load	Crew Size	Total Operating Hours Per Day
Refuse	2	400	1343	4	40	1	10
Recycling	2	400	1100	4	37	1	10.6

Signature of person duly authorized to sign submittal on behalf of the Proposer:

Michael D. Moroz

Authorized Signature

Michael D. Moroz

Printed Name

July 9, 2020

Date

FORM H: Acknowledgement of Receipt of Addenda (If published)

Please acknowledge receipt of addenda to the City’s RFP for Solid Waste and Recycling Services with your signature. An opportunity to acknowledge up to five (5) addenda is included in this form but does not necessarily mean that any addenda will be provided.

- Addendum 1
- Addendum 2
- Addendum 3
- Addendum 4
- Addendum 5

Signature of person duly authorized to sign submittal on behalf of the Proposer:

Michael D. Moroz

Authorized Signature

Michael D. Moroz

Printed Name

July 9, 2020

Date

Attachment A

List of City Buildings, Parks, and Events to Be Served at no cost by the Contractor

Facility	Address	Container Size	Frequency
City Hall	200 Civic Heights Circle	4 Yard Refuse	Weekly
City Hall	200 Civic Heights Circle	6 Yard Mixed Paper	Weekly
City Hall	200 Civic Heights Circle	96 Gallon Recycle Cart	EOW
City Hall	200 Civic Heights Circle	Organics	
Public Works	2 Golden Oak Dr	4 Yard Refuse	Weekly
Public Works	2 Golden Oak Dr	6 Yard Mixed Paper	Weekly
Public Works	2 Golden Oak Dr	Organics	
Golden Lake Park	67 W Golden Lake Rd	4 Yard Garbage	Weekly
Golden Lake Park	67 W Golden Lake Rd	10-96 Gallon Recycle Carts	EOW
Baldwin Park	400 Baldwin Dr	2 Yard Refuse	Weekly
Baldwin Park	400 Baldwin Dr	?-96 Gallon Recycle Carts	EOW
Carl Eck Park	2 Fire Barn Rd	4 Yard Refuse	Weekly
Carl Eck Park	2 Fire Barn Rd	4 Yard Mixed Paper	Weekly
Carl Eck Park	2 Fire Barn Rd	?-96 Gallon Recycle Carts	EOW
Fire Station	2 East Rd	2 Yard Trash	Weekly
Fire Station	2 East Rd	1-96 Gallon Recycle Cart	EOW
Police Station	54 North Rd	4 Yard Refuse	Weekly
Police Station	54 North Rd	2 Yard Mixed Paper	Weekly
Police Station	54 North Rd	1-96 Gallon Recycle Cart	EOW
Police Station	54 North Rd	Organics	

Date: July 9, 2020

Submitted By: Walters Recycling and Refuse, Inc.

Contractor Name

Blaine MN 55449

City State Zip Code

(763)780-8464 (763) 780-5620

(Area Code) Telephone Number (Area Code) Fax Number

Name of Local Government/Reference: City of Coon Rapids

Population: 63,639 (25,427 single family homes)

Number of Households Served: 6000 +

Reference Contact Name: Colleen Sinclair

Reference Contact Address: 831 111th Ave. NW, Coon Rapids, MN 55433

Reference Contact Phone Number: 763-767-6485

Reference Contact E-mail Address: csinclair@ci.coonrapids.mn.us

Number of Years of Program/Service Provided: 28

Check the item(s) that best describes the program or service provided:

- Garbage Collection
- Curbside Recycling Collection
- Drop-Off Center Recycling Collection
- Multi-Family Recycling Collection
- Yardwaste Collection
- Large Item Pick-Up
- Appliance Recycling Collection
- Community Wide Clean-Up Event

For over 25 years we have provided Coon Rapids with trash and recycling services. We were instrumental in partnering with the city staff to design and launch single sort recycling within the city and converted multi-family dwellings to 38-gallon single sort recycling carts. In addition, we launched an Organics program for our residential customers in the City.

Additional Exhibits Attached

Letter of Credit

Recycling Calendar

Recycling Guide

Oops Tag (front and back)

Coloring Book Cover

Welcome Brochure Cover

Letter of Credit



June 26, 2020

Mr. Michael Moroz,
President
Walters Recycling & Refuse, Inc.
2830 - 101st Avenue Northeast
Blaine, Minnesota 55449-5725

Re: issuance of Letter of Credit

Dear Mr. Moroz, this correspondence is confirming to you that Walters Recycling and Refuse, Inc., has the ability to obtain a Letter of Credit in the amount of Fifty Thousand and no/100 (\$50,000.00) for the purpose of satisfying the performance bond requirements for the waste disposal contract to the City of Circle Pines, Minnesota. Further, the company has the ability to acquire additional financing for equipment needed to perform under its obligations. And the company has the ability to obtain a Letter of Credit of \$100,000.00 vs. \$50,000.00.

Should you require further confirmation or additional assistance please do not hesitate to contact me.

Best regards,

A handwritten signature in black ink, appearing to read "Don McGuire", written over a horizontal line.

Don McGuire
First Vice President / Market President
MidwestOne Bank



MidWestOne.com • (800) 247-4418
Member FDIC



Recycling Calendar



RECYCLING SCHEDULE 2020

Every other week cart recycling in the following cities:

Andover, Hugo, Lexington, Lino Lakes & St. Anthony – GRAY WEEK

Coon Rapids & Mounds View – ORANGE WEEK

If your city is not listed, please contact your local city office.

The dates highlighted in GREEN are 2020 Observed Holidays. Service is delayed one day.

- New Year's Day
- Memorial Day
- Labor Day
- Thanksgiving
- Christmas

For more information visit us at:
waltersrecycling.com
 OR CALL (763) 780 - 8464

JANUARY						
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RECYCLING GUIDE 2020

RECYCLE TIP: DO NOT BAG YOUR RECYCLABLES IN A PLASTIC BAG. BROWN PAPER BAGS ARE AN ACCEPTABLE MATERIAL TO BAG YOUR RECYCLING ITEMS – OR JUST SIMPLY PLACE ALL ITEMS LOOSE IN YOUR CART

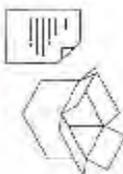
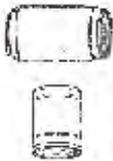
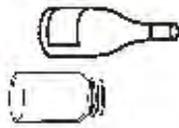
FOCUS ON THE

GLASS JARS & BOTTLES

ALUMINUM & METAL CANS

PLASTIC BOTTLES & JUGS WITH NECKS

PAPER & CARDBOARD



BASIC FOUR!

EMPTY & RINSE

EMPTY & RINSE

EMPTY & RINSE
(CAPS ON)

FLATTEN

PLEASE KEEP THESE ITEMS OUT OF YOUR RECYCLING CONTAINER:

- Plastic bags & film
- Aerosols
- Batteries & Electronics
- Detergents
- Food | Pizza boxes

- Bicycles, sharp metal
- Stretched paper
- Foam cups, containers, packaging
- Light bulbs, windows, glass, mirrors, dishes
- Paper drinking cups, plates, napkins & tissues

- Propane | fuel tanks | oxygen tanks
- Scrap metal & wood
- Tires | Driveway
- Yard Waste
- Tarpaper – wire, ropes, chains, nails, garden hoses

DON'T "WISH RECYCLE"

WHEN IN DOUBT - TOSS IT OUT!

Still not sure where it goes?

Check out the **WASTE WIZARD**

on our website: www.walterrecycling.com

Simply type in the name of the item you wish to dispose of and WASTE WIZARD will tell you how!

WASTE WIZARD

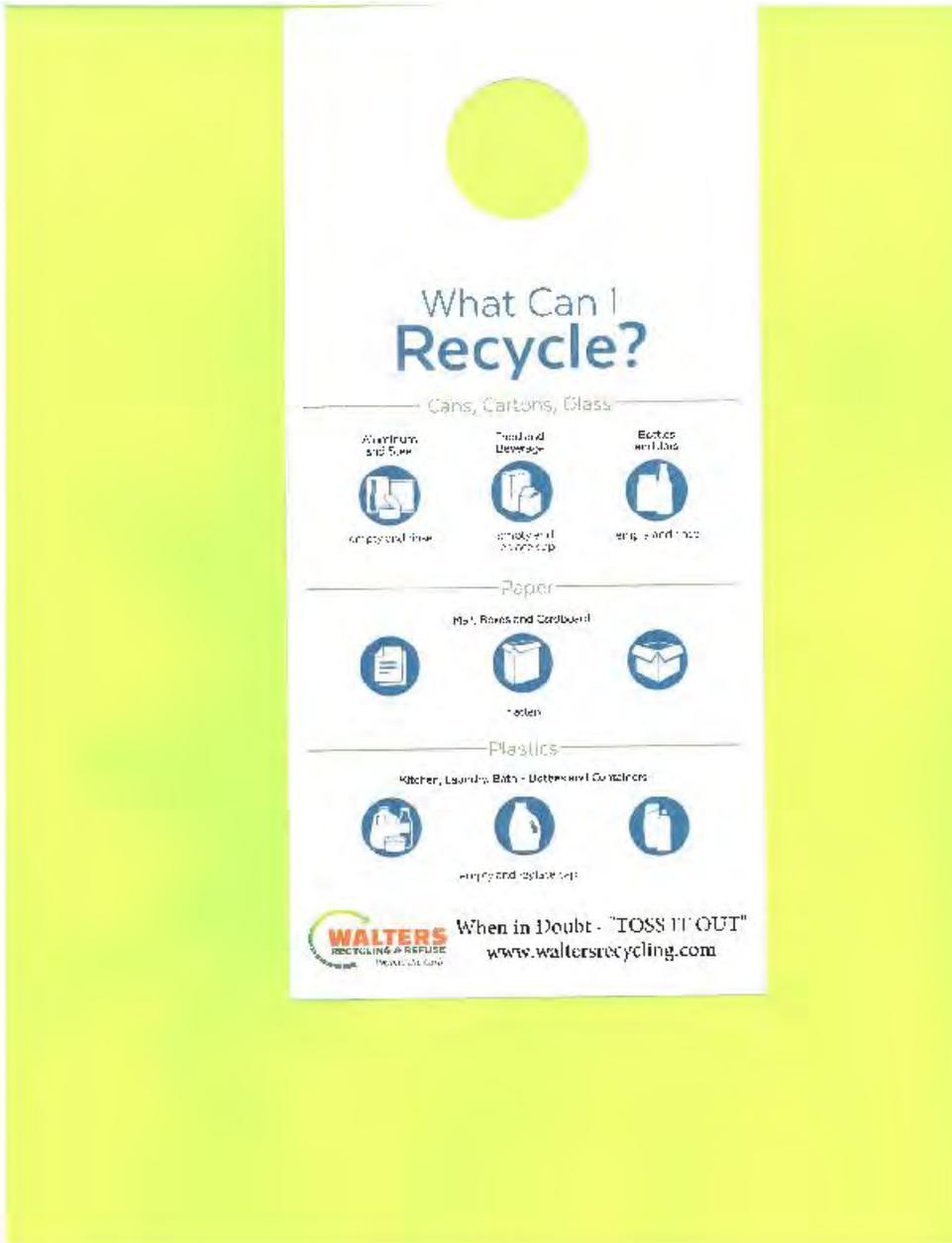
Type the name of a waste item and we'll tell you how to recycle or dispose of it.

Search

Oops Tag Front



Oops Tag Back





— **BEYOND THE CURB** —
SINCE 1988



Coloring Book

Welcome Brochure Cover



WELCOME!

BEYOND THE CURB
SINCE 1988

Since 1988, Walters Recycling and Refuse has been taking our service beyond the curb. Whether it's our innovative benefits to our customers like our Can-It-Clean service, or our involvement in the community, Walters Recycling and Refuse delivers world class service.

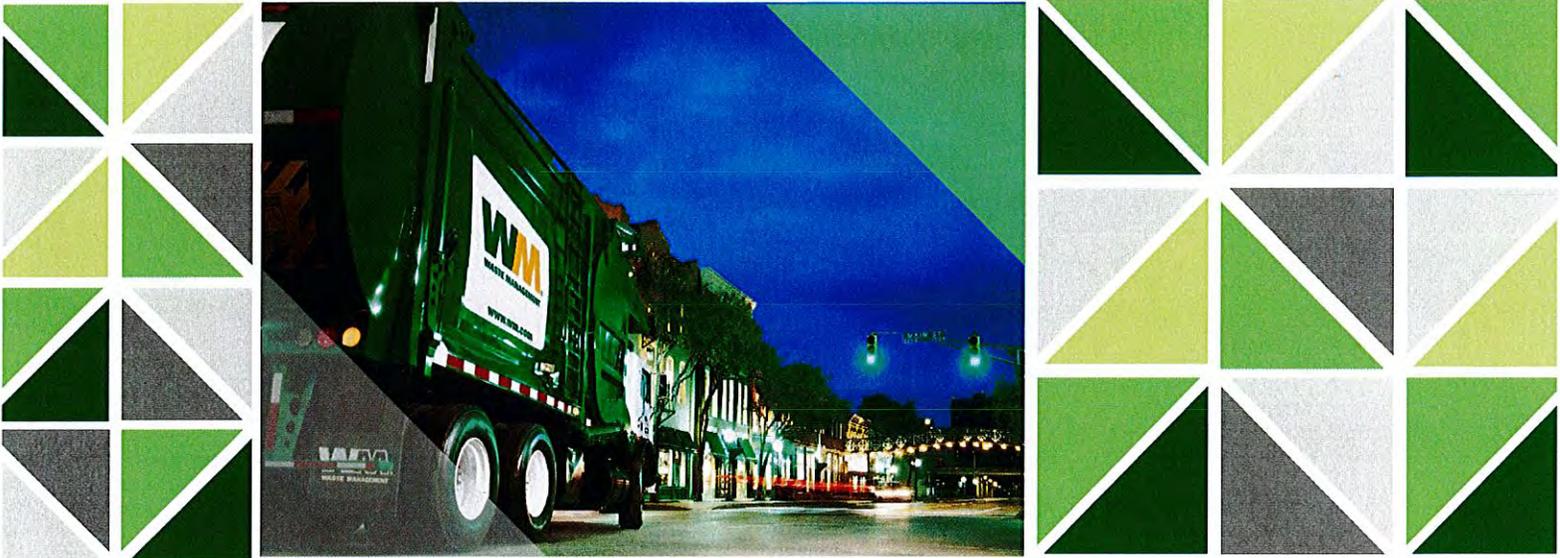
**WALTERS**
RECYCLING & REFUSE

OFFICE HOURS
Monday • Friday 8am • 5pm

763.780.8464 • waltersrecycling.com

Residential

CITY OF CIRCLE PINES, MINNESOTA



Residential Garbage, Recycling, Organics Recycling and Yard Waste Environmental Services that Make Sense for Circle Pines

July 2, 2020

Submitted by
Waste Management of Minnesota, Inc.
10050 Naples St. NE
Blaine, MN 55449

Jason Hartman, Public Sector Sales Representative
(612) 271-7863, jhartma5@wm.com

July 2, 2020

City of Circle Pines
200 Civic Heights Circle
Circle Pines, MN 55014

Attn: Chandra Peterson

Dear Ms. Peterson:

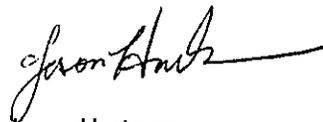
We appreciate the opportunity to offer our Proposal for Trash, Recycling Organics and Yard Waste Collection Services to the City of Circle Pines. We believe that we present the best overall value to the City, and we believe that our proposal meets the requirements of the RFP.

Waste Management of Minnesota has been providing environmental services to residents in the Twin Cities area for more than 50 years. If the contract is renewed, Circle Pines will be serviced from our Waste Management of Minnesota, Inc. Blaine Hauling District located at 10050 Naples St. NE, Blaine, MN 55449, approximately 2 miles from Circle Pines.

Jason Hartman, Public Sector Sales Representative, is the Waste Management contact person for this proposal. He can be reached via telephone at (612) 271-7863 or by email at: jhartma5@wm.com.

We look forward to continuing our partnership with the City of Circle Pines. Our experienced drivers know Circle Pines and our familiar with weekly routes and special events the city offers.

Sincerely,

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

Jason Hartman
Public Sector Sales Representative

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RFP for Residential Solid Waste and Recycling Services

PROPOSAL FORMS: RFP FORMS A THROUGH H

FORM A: Proposal Content Checklist

Instructions: Please check off the forms and other proposal sections to assure that your proposal is complete and all forms are signed:

- Proposal Cover Letter
- Form A: Proposal Content Checklist
- Form B: Proposer Information Questionnaire (including references)
- Form C: Certification of Binding Signature
- Form D: Certification of Independent Proposal Pricing
- Form E: Price Worksheet
- Form F: Listing of Proposed Prices for Special Collection of Bulky Items
- Form G: Itemized Listing of Trucks and Route Planning
- Form H: Acknowledgement of Receipt of Addenda

FORM B: Proposer Information Questionnaire

General Contact Information

Name of Company Proposing: Waste Management of Minnesota, Inc.

Name of Parent Company: Waste Management

Address: 10050 Naples St NE Blaine, MN 55449

Telephone: 612-271-7863

Email: jhartma5@wm.com

Website: wm.com

Name of contact person: Jason Hartman

References: Please provide on separate page(s) collection references (provide municipality, capacity [number of households per day], contract structure between the organization and the municipality or public agency being serviced, type and frequency of service provided, etc.).

City Name	Contact and Phone Number	Email Address
Brooklyn Park	Tim Pratt; (763) 493-8120	Tim.pratt@brooklyn_park.org
Hennepin Recycling Group (HRG)	Tim Pratt; (763) 493-8120	Tim.pratt@brooklyn_park.org
Columbia Heights	Jesse Davies; (763) 706-3706	jdavies@columbiaheightsmn.gov
City of St. Louis Park	Kala Fisher; (952) 924-2183	kfisher@stlouispark.org
City of Stillwater	Beth Wolf; (651) 430-8750	bwolf@ci.stillwater.mn.us
City of Robbinsdale	Marcia Glick	mglick@ci.robbinsdale.mn.us
City of Vadnais Heights	Tim Sandvik; (651) 204-6013	Tim.Sandvik@cityvadnaisheights.com
City of Spring Lake Park	Wanda Brown; (763) 792-7219	wbrown@slpmn.org

City of Deephaven	Dana Young; (952) 358-9939	danayoung@mchsi.com
City of Rockford	Audra Etzel; (763) 634-8770	audrae@cityofrockford.org
City of Cokato	LouAnn Worden; (320) 286-5505	lworden@cokato.mn.us

FORM B: Proposer Information Questionnaire

Please provide your company's standards relating to the following...

General Management

Proven Management Team That Will Produce Real Results for Circle Pines

General Management

Our mission is to maximize resource value while minimizing impact to further both economic and environmental sustainability for all our stakeholders.

At the core of everything we do is our firm commitment to adhering to ethical business standards and practices; doing what is right in everything we do, every day. For the 10th year, we have been recognized by Ethisphere Institute, a global leader in defining and advancing the standards of ethical business practices. This honor recognizes our use of our values and culture as key underpinnings to the decisions we make that influence and drive positive change for our customers, employees, investors and other key stakeholders.

We believe our employees are our greatest assets. If we take care of them, they'll take care of our customers, our communities, our shareholders, our environment and each other.

Your Local Team

For this contract, you will benefit from a single point of contact, Jason Hartman, who will work directly with you to so that you receive the correct suite of environmental services. You may reach Jason at: (612) 271-7863; email: jhartma5@wm.com.



Senior District Manager Rob Swanson will be available to address any issues that may arise by phone or voice mail. He can be reached at (507) 884-2903 or by email at rswanon@wm.com.

Additionally, Circle Pines may contact Travis Pierce, Route Manager, at (612) 398-5414 or by email at tpierce@wm.com.

Drivers

Our Blaine Hauling District has over 140 drivers.

Financial Stability and Strength

Financial Strength: The Foundation for Our Commitment

As a wholly-owned, indirect subsidiary of Waste Management, Inc., Waste Management of Minnesota, Inc. does not report financial results. All financial reporting occurs through our parent entity. As a publicly traded company, Waste Management is held to the most stringent regulations for accurate and timely financial disclosure. Key statements from Waste Management's 2018 annual report are provided below. Full financial results are available on our website at <http://investors.wm.com/>.

Revenue in 2018 was \$14.9 billion, and Waste Management has an asset base of \$22.7 billion. The company generates strong and consistent cash flow and has access to an extensive line of credit. Waste Management's financial strength is the foundation for our commitment to serve our customers, perform our obligations, and protect the environment in carrying out our broad waste management services.

Waste Management has achieved solid investment-grade credit ratings from three major rating agencies. Most recently, the company has been assigned ratings of A-/A-2 by Standard & Poor's, BBB+ by Fitch, and Baa1 by Moody's. The ratings are based on expectations that management will maintain good liquidity, pursue a moderate financial policy, and allocate capital in a disciplined manner. The credit outlook from each agency for Waste Management is characterized as stable.

Waste Management's financial strength, as summarized above, gives the City of Maplewood assurance that we can and will fulfill our obligations.

- Waste Management is committed and financially able to perform all operations in full compliance with applicable federal, state, and local regulations and to provide clear documentation of that compliance.
- Waste Management offers the most extensive network providing waste management services in North America, including transportation, disposal, treatment, recovery, remediation, waste identification, and several other specialty services. This network enables us to provide a single source of responsibility, from transportation through disposal of waste.
- Typically, new capital requirements are internally financed by Waste Management using cash flow from existing operations - freeing our new trucks, carts, containers, and facility investments from the timelines and terms of third-party creditors.

Waste Management's financial strength helps us to continually advance services for all of the customers we serve, including the City of Circle Pines, and we are committed to maintaining that strength.

Credit References

Bank

Reference	Contact Information
Bank of America	P: (844) 401-6078, Option 2

W: www.bankvod.com

Trade

Reference	Address	Contact Information
Vanguard Truck Center dba Houston Mack Sales and Services	P.O. Box 24306 Houston, TX 77229	Missy Roberts P: (713) 673-1444 F: (713) 673-7354
McNeilus Truck and Manufacturing, Inc.	524 E Hwy St., PO Box 70 Dodge Center, MN 55927	Dawn Lubbert P: (507) 374-8372 F: (507) 374-6394
Houston Freightliner Inc.	9550 North Loop East Houston, TX 77029	Contact: John Ellsworth P: (713) 672-4115
Staples, Inc.	4790 Regent Blvd, Suite 250 Irving, TX 75063	F: (508) 382-1508 E: CreditReference@Staples.com (Email or Fax Only)
Taylor Communications (formerly Standard Register Company)	10735 W. Little York Houston, TX 77041	F: (937) 913-3047 E: customeraccountsetup@taylorcommunications.com (Email or Fax Only)

Refuse and Recyclables Collection Experience

Through the hard work, innovation and steadfast dedication of our employees, Waste Management has been the recognized leader in the environmental services industry for over 49 years. During this time, we have partnered with countless communities and businesses to implement innovative programs and services that have shaped the solid waste and recycling industry in North America. Key highlights of our history include:



1968: The original Waste Management, Inc. began operations bringing together numerous solid waste companies, including some dating from the late 1880s.

1971: Waste Management became a public company.

1971 to 1990: Waste Management grew its customer base and geographic reach from a \$16 million regional firm serving six states into an international corporation completing over 1,000 acquisitions during the 1980s and 1990s.



1980s-1990s: Waste Management pioneered recycling programs in communities throughout the U.S. and Canada. Curbside recycling services began in many neighborhoods with a three-bin system of source-separated material such as paper, glass, and metal.

1990s: Waste Management refined recycling processing facilities that allowed for the customer convenience of single stream or “all-in-one” cart-based recycling collection.



1998: Waste Management merged with USA Waste. USA Waste had begun operations in 1987 and grew rapidly through the acquisition of numerous solid waste companies. The merger between USA Waste and Waste Management led to increased service area coverage, more efficient routes, and the creation of a streamlined facility network, all resulting in even greater value for our customers.



2007: Waste Management expanded efforts to Think Green® and announced aggressive sustainability goals for the year 2020. Since this time Waste Management has made significant efforts to increase tons of recyclables managed, reduce fleet emissions, produce waste-based energy, and protect wildlife habitats.



2015: Waste Management’s greenhouse gas (GHG)-reducing services - recycling, natural gas projects, landfill gas to energy projects, and carbon sequestration in landfills - saved over three times the total GHG emissions our operations generate annually.

2017: As part of our mission to maximize resource value, while minimizing environmental impact so that our customers, our company, our economy and our environment can thrive, we proudly announced the opening of our 100th natural gas fueling station and induction of our 6,000th natural gas truck, which makes ours the largest heavy-duty, CNG-powered fleet of its kind in North America.



While our solid waste management experience is vast, our operations are local. We hope to have the opportunity to retain our breadth of knowledge and best practices to the Circle Pines community from our Blaine Hauling District.

Waste Management is equipped to provide the City local, backup resources including a fleet of trucks, equipment, and a reserve labor force, should they ever be needed. This gives us the ability to respond to your needs, even during unforeseen circumstances like a large-scale disaster response.

Waste Management has more than 40 years of experience servicing communities throughout Minnesota. Being a community partner with thousands of cities across North America has helped us understand that safe and reliable operations supported by great customer service contribute to a community's well-being. Our company has worked hard to set a high standard within the solid waste industry and has developed recognized best practices in recycling collection, single stream processing, materials marketing, organics collection and processing, and effective public education. We have been proud partners with numerous municipalities throughout Minnesota with similar scopes of work. Our long-term partner communities include the cities of St. Louis Park, Stillwater, Spring Lake Park, Vadnais Heights, Brooklyn Park, and Hopkins, just to name a few.

As you can see from the list of similar collection projects, Waste Management provides solid waste collection services to municipalities throughout the Twin Cities area and has done so for more than 40 years. We are happy to provide references that demonstrate our commitment to providing world-class collection services for all our customers.

Hiring of Drivers and Staff

Hiring the Right Employees

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

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

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



Today we celebrate a huge milestone in the growth of our natural gas fleet – 6,000 natural gas trucks and 100 natural gas fueling stations (and counting).



Waste Management Opens 100th Natural Gas Fueling Station

August 8, 2017 Waste Management Opens 100th Natural Gas Fueling Station Company Celebrates 6,000 Natural Gas Trucks, the Largest Heavy-Duty Fleet of...

MEDIAROOM.WM.COM

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

Setting Employees Up for Success with New Hire Training

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

In-Field New Hire Training

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

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

Following the successful completion of in-classroom training, each driver begins a comprehensive on-the-road training program that includes specific instructions on how to effectively and safely operate our equipment. Upon the conclusion of on-route training, each new driver has the ability to begin servicing customers alone. However, management personnel continue to conduct regular and random observations to enforce strict adherence to our safety and service standards and, as part of their training, new drivers receive formal evaluations and coaching at 30, 60 and 75 days.

Overview of Services

Solid Waste

Waste Management will provide once a week solid waste collection from residential structures - as defined in the RFP - within the corporate City limits and boundaries of the City of Circle Pines.

We will use compressed natural gas (CNG)-powered Automated Side Load Trucks. See example to the right.

Waste Management will operate Automated Side Load (ASL) CNG trucks to provide automated curbside trash collection. We will give residents four cart options: 96-, 64-, 35- and low use 35-



gallon carts with green lid. Residents must place their trash carts at the curb no later than 6:30 a.m. on their service day. The trash cart should be placed at the curb with handles facing the house. Allow 4 feet between each cart and other items to allow space for automated arm of each truck to operator. Container should be completely closed and weight should not exceed 200 pounds. The cart should not contain hazardous materials or construction debris.

Collection will not take place on New Year's Day, Memorial Day, Independence Day, Labor Day, and Christmas Day.

Recycling

Waste Management will provide once a week or bi-weekly residential recycling material collection and will operate weekly fully automated curbside recycle collection with ASL trucks. We will utilize 64-gallon carts with a yellow lid where residents should place all standard recyclables together, no sorting or bagging. Please rinse cans, bottles and containers. Residents may request 96 or 35-gallon carts. Residents must place their recycle carts at the curb no later than 6:30 a.m. on their service day.

We will provide monthly reports for recyclable materials to the City's Recycling Coordinator.

Collection will not take place on New Year's Day, Memorial Day, Independence Day, Labor Day, Thanksgiving Day, and Christmas Day.

Material Specifications and Delivery Specifications

As a society, we know that recycling is important, it's something that we really want to do, but in order for recycling to make an impact, we have to recycle right. Today's most successful and sustainable recycling programs place emphasis on the value of the materials accepted – we must ask ourselves, does this material have a viable market? If the answer is yes, we must also ensure the material we're recycling is properly prepared, clean, and free from contamination.

Our list of acceptable material is reflective of today's market reality and includes only materials that meet industry quality standards and have viable market demands. However, due to the length of our Contract with Circle Pines, it's important to allow for the possibility that this list may need to be adjusted at some point over the next 5 years. Contract language must support our collective need to make changes to material accepted in order to respond to global market demands, as well as, protect the quality of material we process.

Ability to Dispose of Materials Where There is No End Market

In order to successfully sell the material, we collect, we must remain flexible and responsive to market shifts in material type and quality. The market has shown in the past few months, that there will be extended periods of time, where the demand of for a specific material ceases to exist either temporarily or permanently. These shifts in the market are uncontrollable events that our industry cannot influence. Even the highest quality, contamination free bales of material must have a sustainable end-market in order to truly be recyclable. In this type of scenario, Waste Management must have the ability to dispose of materials for which there are a lack of buyers or markets.

The Current State of Recycling

The global recycling landscape is changing rapidly. We are all consuming differently than we were just 30 years ago. Much of what we purchase is now in single servings and we love pouches for our on-the-go lifestyle. From food to electronics, we use a plethora of plastics, and we accumulate a lot of cardboard boxes from online shopping. In the past 20 years we have seen a surge in curbside programs – both in

volumes and material diversity. At the same time, China accommodated the growth in recycling programs and became the largest consumer of our recyclable material. In fact, 30 percent of the world's recyclables were imported to China in 2016. Our recyclables fueled a growing Chinese economy, serving as a valuable feedstock for everything from fleece jackets to shoe boxes.

But things have continued to change. China's growth and bustling manufacturing operations had major implications on their natural environment and in response they have set aggressive environmental goals including major reductions in carbon intensity, restoring water quality, and implementing their own nationwide recycling program. This also means that China is becoming increasingly selective about the quality of materials they allow to be imported into their country and as of early 2018 they have begun enforcing a new 0.5 percent contamination limit on imported recyclables in addition to Operation Blue Sky, a screening effort to enforce their new policies. China has announced a plan to eliminate imports of all post-consumer recyclables by 2021, and they appear to be taking steps to move down this path.

As China moves forward with import restrictions, the global recycling industry has had to quickly adjust to the new reality of recycling and this is no longer just a "China" market issue – this is a global market issue. The bottom line is simple - regardless of where our recyclables go to be processed, the materials we send to market must be clean and free from contaminants and there must be a demand for these specific materials. Simply putting anything and everything into a recycling cart doesn't count as recycling. We are only offering a sustainable recycling program when the material we collect can be made into new products and displace the use of virgin materials.

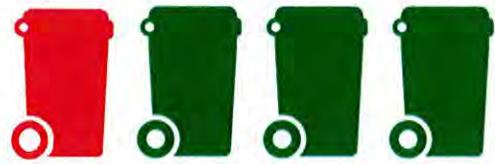
Impact of global market conditions on local recycling programs: China's import restrictions have eliminated the world's largest market for mixed paper and mixed plastics, forcing recyclers to find a new home for over 13 million tons of materials per year. This over-supply of material ultimately impacts all curbside collection programs since paper and plastics are now competing for limited markets – and these markets now have the ability to purchase only the highest quality of materials available with no contamination. As the largest volume of material recycled, finding new markets for paper is critical.

Extraordinary Language

In recent years, the recycling markets have shown us time and again that similar to oil, recyclables are a volatile commodity in a global market. The value of the material we process and how much it costs to transport and process that material can be impacted by everything from the world economy, political sanctions and regulatory changes, to the introduction of new fees and taxes levied by government entities or regulatory agencies, and by a host of extraordinary circumstances beyond the control of our Company. In such circumstances, we are able to protect the continuity of curbside programs by maintaining our ability to adjust rates to reflect the true cost of providing recycling collection and processing services.

What is Contamination?

Every day, Waste Management collects and sort tons and tons of recyclables. However, nationally, on average, 25 percent of all items recycled are actually trash - things like plastic bags, yard waste, hoses, and wires. This creates an enormous problem called recycling contamination. Recycling contamination happens when trash ruins otherwise good recyclables. For example, food or liquids placed in recycling will saturate paper and cardboard. Once contaminated, these recyclables can no longer be recycled and they become trash.



1 in 4 items placed in a recycling cart is not recyclable!



Why it is So Important to Recycle Right

In the midst of these challenges, we must remember to pause and think about why we recycle. We recycle to reduce our environmental impacts in a socially and economically responsible way. Recycling reduces greenhouse gas emissions, conserves resources, saves energy, and reduces landfill usage. Contamination threatens that by preventing thousands of tons of recyclables from ever seeing a second life. This, in turn, negatively impacts value and demand of recyclable materials, which dictates the growth of recycling infrastructure and the expansion of collection programs at the local level. The sustainability of all recycling programs is dependent upon collecting high quality recyclable materials free of unacceptable materials.

In order to overcome this, we must work in close collaboration with our customer partners – municipalities, businesses, education institutions, and residents - to confirm that both new and established recycling programs are sustainable given today’s realities. We must all work together to develop local, effective solutions for this global problem.

Collecting materials is not the same as recycling them. It’s only when a material is recycled into something else that we realize the economic and environmental benefits. Anything short of this, and we’re simply creating a problem that results in a negative environmental impact. To allow our local recycling programs to remain viable, workable operations, Waste Management has had to take proactive steps to help our customers understand the new recycling paradigm and how local actions have global impacts. Therefore, the previously stated recyclable specifications are of the utmost importance when educating your residents/students/employees about what to recycle, but also about what not to recycle. Again, when in doubt, throw it out.

The following list of items represents the current materials currently being accepted by Waste Management as recyclables. This list may expand or contract due to market conditions.

Contamination may result in additional fees.

Recyclables must be dry, loose (not bagged), and include ONLY the following:

- | | |
|---|-----------|
| Aluminum cans – clean and empty | Newspaper |
| PET bottles with the symbol #1 – with screw tops only – empty | Mail |

HDPE plastic bottles with the symbol #2 (milk, water bottles detergent, and shampoo bottles, etc.) – clean and empty

Steel and tin cans – clean and empty

Phone books

Magazines, glossy inserts and pamphlets

Uncoated paperboard (ex. cereal boxes; food and snack boxes)

Uncoated printing, writing and office paper

Old corrugated containers/cardboard (uncoated)

Plastic containers with symbols #3-#5 – empty (no expanded polystyrene), empty

Aseptic cartons and gabletop containers

Glass food and beverage containers – brown, clear, or green - empty

Non-recyclables include, but are not limited to the following:

Plastic bags and bagged materials (even if containing Recyclable Materials)

Mirrors

Light bulbs

Porcelain and ceramics

Expanded polystyrene

Glass and metal cookware/bakeware

Hoses, cords, wires

Flexible plastic or film packaging and multi-laminated materials

Food waste and liquids, containers containing such items

Excluded Materials or containers which contained Excluded Materials

Any Recyclables or pieces of Recyclables less than 4" in size in any dimension

Microwavable trays

Window or auto glass

Coated cardboard

Plastics unnumbered along with #6 & #7 plastics

Coat hangers and Wire

Household appliances and electronics

Yard waste, construction debris, and wood

Needles, syringes, IV bags or other medical supplies

Textiles, cloth, or any fabric (bedding, pillows, sheets, etc.)

Napkins, paper towels, tissue, paper plates, paper cups, and plastic utensils

Propane tanks, batteries, Aerosol cans

DELIVERY SPECIFICATIONS:

Material delivered by or on behalf of the city of Mayer may not contain Non-Recyclables or Excluded Materials. "Excluded Materials" means radioactive, volatile, corrosive, flammable, explosive, biomedical, infectious, bio-hazardous or toxic substance or material, or regulated medical or hazardous waste as defined by, characterized or listed under applicable federal, state, or local laws or regulations, materials containing information (in hard copy or electronic format, or otherwise) which information is protected or regulated under any local, state or federal privacy or data security laws, including, but not limited to the Health Insurance Portability and Accountability Act of 1996, as amended, or other regulations or ordinances.

Waste Management reserves the right upon notice to discontinue acceptance of any category of materials set forth above as a result of market conditions related to such materials and makes no representations as to the recyclability of the materials.

Waste Management may reject in whole or in part, or may process, in its sole discretion, Recyclables not meeting the specifications, including wet materials. Waste Management may invoice the city of Circle Pines for all costs, losses and expenses incurred with respect to such non-conforming Single Stream Materials including costs for handling, processing, transporting and/or disposing of such non-conforming materials, which charges may include an amount for Waste Management's operating or profit margin. Without limiting the foregoing, Waste Management may bill the city of Mayer a contamination charge.

Collection Proposal

Waste Management has offered weekly collection of MSW, weekly or EOW collection of recycling, subscription seasonal yard waste collection, subscription weekly organics collection, three curbside leaf cleanups, two recycling/trash cleanups and collection of city buildings.

What is your refuse processing plan, including resource recovery facility selected and/or any transfer station?

All material collected in Circle Pines will be brought to our WM transfer station in Maple Grove or Walters transfer station in Blaine. From there it will be transferred to the WM Elk River Landfill.

Transition and Cart Management Plan

Circle Pines customers and years of notes and information is already in our database. Experienced drivers that are familiar with the city and route are in place. Truck and carts are already allocated to ensure no service interruptions.

FORM B: Proposer Information Questionnaire

Impacts on Roads -The City will require that all refuse collection vehicles are in full compliance with City, County and State road weight restrictions. What are your plans for reducing impacts on roads and means to comply with road weight restrictions?

Circle Pines close proximity to both the MSW transfer station and the recycling MRF allow us to run the routes without reaching full capacity in our trucks. All WM trucks on route have a fourth axel to help spread the weight out, creating less wear and tear on city streets.

Clean-Up Day Plan

Spring and Fall Leaf Cleanup;

WM provides 4 to 5 rear load trucks with 2 men teams. Each team takes a section of the city and drives a regular route picking up any and all acceptable yard waste.

Acceptable and Unacceptable Materials

Acceptable Yard Waste includes:

- Grass clippings
- Brush
- Weeds
- Straw
- Leaves
- Twigs and Pinecones
- Houseplant or garden plants and trimmings
- Woodchips
- Sod Strippings
- Sawdust (untreated wood only)
- Tree Waste

Unacceptable Yard Waste:

- Treated Wood
- Animal feces
- Sawdust (treated wood)
- Fruit
- Hay
- Dead animals
- Dirt
- Tree stumps

Spring and Fall Cleanup;

WM provides 4 rear load MSW trucks on location at the Public Works building and one 6 yard dumpster for cardboard. Our drivers assist residents as they bring in misc. trash and bulk items. No Electronics, Appliances, Hazardous, Toxic or Commercial waste will be accepted by WM.

Organic Waste Collection (Summarize experience and how you will approach the process of developing of an organic waste collection plan for the City of Forest Lake.)

WM will offer weekly subscription organic service to Circle Pines residents for \$23.80 per month. Service will come with a 35 gallon cart and weekly collection. Waste Management is willing to look at other solutions to make organics a viable option for Circle Pines, weather it be an all pay system or a drop off site.

Acceptable Materials:

- All food scraps
- Non-recyclable paper products (napkins, paper towels, and tissues)
- Uncoated paper plates, cups, and food containers
- All Biodegradable Products Institute (BPI) certified compostable products (bpiworld.org)

Unacceptable Materials:

- Plastics of any kind including polystyrene, plastic bottles, condiment packets, plastic packaging, chip bags and candy wrappers, and compostable plastics that do not meet BPI Certification standards
- Fast food wraps, plastic coated paper, freezer boxes, etc.
- Milk cartons, and other beverage cartons
- Cardboard boxes coated in wax
- Wood pallets
- Metal items including foil, metals, and cans
- Clothing
- Glass
- Diapers, sanitary products, pet waste

List of proposed facilities to be utilized for refuse, recyclables, yard waste, Christmas trees

MSW:

- WM Maple Grove Transfer Station 10633 89th Ave N, Maple Grove, MN 55369
- Walters Transfer Station 10191 Xylite St NE, Blaine, MN 55449
- WM Elk River Landfill 22460 US Hwy 169 NW, Elk River, MN 55330

Recycling:

- WM Minneapolis MRF 1800 Broadway St NE, Minneapolis, MN 55413

Yard Waste:

- Walters Transfer Station 10191 Xylite St NE, Blaine, MN 55449

Organics

- SKB 630 Malcolm Ave SE, Minneapolis, MN 55414

FORM B: Proposer Information Questionnaire

Business Information

Within the past five (5) years, has the Company submitting this proposal failed to complete a contract? _____ Yes No

If so, state name of parties to the contract, the date of the contract and the reason for non-completion. If a bond was posted, state the contact information for the bond company.

Within the past five (5) years has the Company submitting this proposal or any facility or property owned or operated by this Company failed to perform any of its contract obligations with any municipality, county or other public entity? _____ Yes No

If so, state the nature of the failure?

Has the Company submitting this proposal or any of its subsidiaries been a party to any lawsuits within the last five (5) years that may affect its ability to perform the obligations described in the Proposal? _____ Yes No

If so, list these lawsuits.

FORM B: Proposer Information Questionnaire

List names and business address of all individuals financially associated with the Company that is submitting this Proposal.

Have you secured a dated and signed letter of intent from a Resource Recovery Facility and/or transfer station (if one is to be used) to Provide Refuse Processing Services and is this letter of intent attached? _____ Yes _____ No

Signature of person duly authorized to sign submittal on behalf of the Proposer:


Authorized Signature

Jason Hartman
Printed Name

7/8/20
Date

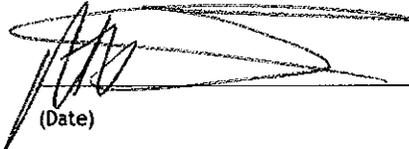
FORM C: Certification of Binding Signature

Instructions: All forms provided in this RFP are required to be completed and be executed by an official authorized to bind the Proposal offer. All completed forms shall be made a part of the Respondent's proposal. All proposal forms must be signed by the same authorized person.

The undersigned Respondent further certifies that he/she has read the information submitted by the Proposer and has personal knowledge that the information submitted is true and correct.

I, Peter C. VanDussen _____ (Name of Authorized Officer)

Director of Operations of Waste Management of MN, Inc.
(Title) (Proposer Firm name)

 2/8/20
(Date)

I swear that I am authorized to execute all Proposal forms included in this Proposal response to the RFP and to bind the company to these agreements; and swear that I have read the information contained in this Proposal and that I have personal knowledge that it is true and correct.

FORM D: Certification of Independent Proposal Pricing

Instructions: This form shall be executed by the authorized official to bind the company. The Proposer makes the following representations and certifications as part of this proposal:

The undersigned respondent certifies that the Proposer has not directly or indirectly entered into any agreement, express or implied, with any other Proposer(s) for any of the following:

- A. Controlling of the price of such proposal(s);
- B. Limiting of the number of proposals or Proposers; or
- C. Parceling or farming out to any Proposer(s) or other persons of any part of the Contract or any part of the subject matter of the proposal(s) or of the profits.

The undersigned respondent certifies that they have not and will not divulge the sealed proposal to any person except those as a part of a legitimate Team as per the specifications of this RFP or having a partnership or other financial interest with them in said proposal or proposals until after the Contract is fully executed or until the City publicly releases this sealed information.

The undersigned respondent further certifies that the Proposer has not been a party to any collusion including, but not limited to, actions such as:

- A. Proposers restraining the freedom of competition by agreement to make a proposal at a fixed price or pre-arranged price limit;
- B. Refraining from submitting a proposal at a fixed or pre-arranged price limit; or
- C. Refraining from submitting a proposal.

The undersigned respondent further certifies that the Proposer has not engaged in any prohibited contact or conflict of interest with any City official or its agents such as, but not limited to:

- A. Discussion of service quantity, quality, or price in the prospective Contract or any other terms of said prospective Contract; or
- B. Any other prohibited discussions between the Proposers and City officials or agents concerning exchange of money or other things of value for special consideration in the letting of a Contract.

Signature of person duly authorized to sign submittal on behalf of the Proposer:

Jason Hartman

Printed Name


Authorized Signature

7/8/20
Date

E: Price Worksheet

All fees listed on this form shall exclude state solid waste management tax. No fuel surcharge or environmental fees shall be applied to services offered through this RFP.

Proposed Monthly Refuse Collection Fee

Proposed Trash Collection Fee price. Price must exclude Trash Disposal tipping fees and should not include taxes or other charges

Service Level	Jan 1- Dec 31 2021	Jan 1 - Dec 31 2022	Jan 1 - Dec 31 2023	Jan 1 - Dec 31 2024	Jan 1 - Dec 31 2025
35 Gallon Weekly	\$ 7.52	\$ 7.82	\$ 8.13	\$ 8.46	\$ 8.80
64 Gallon Weekly	\$ 7.52	\$ 7.82	\$ 8.13	\$ 8.46	\$ 8.80
96 Gallon Weekly	\$ 7.52	\$ 7.82	\$ 8.13	\$ 8.46	\$ 8.80

Pricing based on city paid disposal. Yearly Price increases using WST (Water, Sewer, Trash) index. Pricing increases shown at 4%.

City will be billed \$68.00 per ton for disposal. Disposal rate to increase yearly using the WST price index.

Proposed Monthly Refuse Collection Fees for Additional Cart(s)

Please provide per month cost for an additional refuse cart

Service Level	Jan 1- Dec 31 2021	Jan 1 - Dec 31 2022	Jan 1 - Dec 31 2023	Jan 1 - Dec 31 2024	Jan 1 - Dec 31 2025
35 Gallon Weekly	\$2.00	\$2.08	\$2.16	\$ 2.25	\$ 2.34
64 Gallon Weekly	\$2.00	\$2.08	\$2.16	\$ 2.25	\$2.34
96 Gallon Weekly	\$2.00	\$ 2.08	\$2.16	\$2.25	\$ 2.34

Pricing based on city paid disposal. Yearly Price increases using WST (Water, Sewer, Trash) index. Pricing increases shown at 4%.

Proposed Overflow Bag of Refuse Fee

Please state cost to the customer for a per-bag overflow charge.

Service Level	Jan 1- Dec 31 2021	Jan 1 - Dec 31 2022	Jan 1 - Dec 31 2023	Jan 1 - Dec 31 2024	Jan 1 - Dec 31 2025
Overflow bag of Refuse	\$ 3.00	\$ 3.00	\$ 3.25	\$ 3.25	\$ 3.50

Proposed Every Other Week Recycling Collection Fees

Please provide per-month cost to the customer for every other week recycling service, based on one cart. If cart size is different, please strike out and indicate proposed cart size.

Service Level	Jan 1- Dec 31 2021	Jan 1 - Dec 31 2022	Jan 1 - Dec 31 2023	Jan 1 - Dec 31 2024	Jan 1 - Dec 31 2025
35 Gallon EOW	\$ 4.25	\$ 4.42	\$ 4.60	\$ 4.78	\$ 4.97
64 Gallon EOW	\$ 4.25	\$ 4.42	\$ 4.60	\$ 4.78	\$ 4.97
96 Gallon EOW	\$ 4.25	\$ 4.42	\$ 4.60	\$ 4.78	\$ 4.97

Yearly Price increases using WST (Water, Sewer, Trash) index. Pricing increases shown at 4%.

Proposed Weekly Recycling Collection Fees

Please provide pre- month cost to the customer for every week recycling service, based on one cart. If cart size is different, please strike out and indicate proposed cart size.

Service Level	Jan 1- Dec 31 2021	Jan 1 - Dec 31 2022	Jan 1 - Dec 31 2023	Jan 1 - Dec 31 2024	Jan 1 - Dec 31 2025
35 Gallon EOW	\$ 5.75	\$ 5.98	\$ 6.22	\$ 6.47	\$ 6.73
64 Gallon EOW	\$ 5.75	\$ 5.98	\$ 6.22	\$ 6.47	\$ 6.73
96 Gallon EOW	\$ 5.75	\$ 5.98	\$ 6.22	\$ 6.47	\$ 6.73

Yearly Price increases using WST (Water, Sewer, Trash) index. Pricing increases shown at 4%.

Proposed Monthly Yard Waste Collection Fee

Please provide per month cost to the customer for yard waste service, April to November.
Please indicate cost for each additional compostable bag.

Service Level	Jan 1- Dec 31 2021	Jan 1 - Dec 31 2022	Jan 1 - Dec 31 2023	Jan 1 - Dec 31 2024	Jan 1 - Dec 31 2025
96 Gallon Weekly	\$ 10.25	\$ 10.66	\$ 11.09	\$ 11.53	\$ 11.99
For each additional compostable bag	\$ 2.50	\$ 2.60	\$ 2.70	\$ 2.81	\$ 2.92

Extra bag fee applies after 20 bags per pickup on subscription customers.

Provide additional cost, if any for contractor to oversee customer service duties such as billing, cart exchanges, comments and complaints. \$0.33 per month

Provide additional cost, if any for contractor to oversee customer service duties such as cart exchanges, comments and complaints only not including billing. No charge for this service.

*Billing would be done quarterly.

*City will be responsible for collection of bad debt at the end of each year. WM will send a report to the city with outstanding balances by Jan 31, the City will pay WM uncollected invoices by Feb 28.

*Calls will be answered out of WM call center in Germantown WI.

Signature of person duly authorized to sign submittal on behalf of the Proposer:


Authorized Signature

Jason Hartman
Printed Name

7/8/20
Date

FORM F: Proposed Prices for Special Collection of Bulky Item Categories

Proposed prices of bulky items that do not fit in the regular refuse collection truck and require special pick up collection service. Proposers shall specify items accepted and proposed item collection rates:

Item	Cost/Item
DVD, VCRs, Radios, Speakers, etc,	\$ 8.00
Tires	\$ 6.00
Mattress	\$ 50.00
Box spring	\$ 50.00
Appliance	\$ 25.00
Large Bulk (40 to 70 lbs)	\$ 35.00
Small Bulk (0 to 39 lbs)	\$ 20.00
CRT TV (up to 27")	\$ 35.00
CRT TV (27" or larger)	\$ 50.00
Flat TVs	\$ 25.00
Drive by fee (per stop)	\$ 35.00

Customers may have multiple items picked up for one drive by fee.

Signature of person duly authorized to sign submittal on behalf of the Proposer:

Authorized Signature

Printed Name

Date

FORM G: Itemized Listing of Trucks and Route Planning

Instructions: This form shall be executed by the authorized official to bind the company. Information should be completed for each different model of equipment proposed (including any spares). This list should include equipment to service the specified residential units in the City.

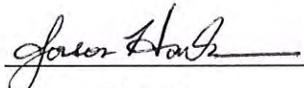
Technical Description of Collection Equipment

Make	Model	Year	Capacity	Loading Method	Fully Loaded Gross Vehicle Weight	Axels	Owned/Purchased
AutoCar	ZR	2014	28 Yard	ASL	26.5 tons	4	Owned
Mack	Auto Reach	2014	28 Yard	ASL	26.5 tons	4	Owned
AutoCar	Auto Reach	2014	28 Yard	ASL	26.5 tons	4	Owned
AutoCar	Auto Reach	2014	28 Yard	ASL	26.5 tons	4	Owned
AutoCar	Auto Reach	2013	28 Yard	ASL	26.5 tons	4	Owned

Route Planning Assumptions

Type of Service	Number of Routes	Average Stops Per Load	Average Stops Per Day	Collection Hours Per Full Load	Cubic yard Per load	Crew Size	Total Operating Hours Per Day
Refuse	2	600	900	4 to 5	28	1	9.5
Recycling	2	400	900	3 to 4	28	1	11

Signature of person duly authorized to sign submittal on behalf of the Proposer:



 Authorized Signature

Jason Hartman

 Printed Name

7/8/20
~~7/20/~~

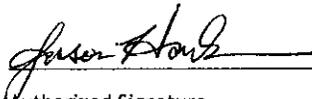
 Date

FORM H: Acknowledgement of Receipt of Addenda (If published)

Please acknowledge receipt of addenda to the City's RFP for Solid Waste and Recycling Services with your signature. An opportunity to acknowledge up to five (5) addenda is included in this form but does not necessarily mean that any addenda will be provided.

- Addendum 1
- Addendum 2
- Addendum 3
- Addendum 4
- Addendum 5

Signature of person duly authorized to sign submittal on behalf of the Proposer:



Authorized Signature

Jason Hartman

Printed Name

7/8/20

Date

Attachment A

List of City Buildings, Parks, and Events to Be Served at no cost by the Contractor

Facility	Address	Container Size	Frequency
City Hall	200 Civic Heights Circle	4 Yard Refuse	Weekly
City Hall	200 Civic Heights Circle	6 Yard Mixed Paper	Weekly
City Hall	200 Civic Heights Circle	96 Gallon Recycle Cart	EOW
City Hall	200 Civic Heights Circle	Organics	
Public Works	2 Golden Oak Dr	4 Yard Refuse	Weekly
Public Works	2 Golden Oak Dr	6 Yard Mixed Paper	Weekly
Public Works	2 Golden Oak Dr	Organics	
Golden Lake Park	67 W Golden Lake Rd	4 Yard Refuse	Weekly
Golden Lake Park	67 W Golden Lake Rd	10-96 Gallon Recycle Carts	EOW
Baldwin Park	400 Baldwin Dr	2 yard Refuse	Weekly
Baldwin Park	400 Baldwin Dr	?-96 Gallon Recycle Carts	EOW
Carl Eck Park	2 Fire Barn Rd	4 Yard Refuse	Weekly
Carl Eck Park	2 Fire Barn Rd	4 Yard Mixed paper	Weekly
Carl Eck Park	2 Fire Barn Rd	?-96 Gallon Recycle Carts	EOW
Fire Station	2 East Rd	2 yard Refuse	Weekly
Fire Station	2 East Rd	1 96 Gallon Recycle Cart	EOW
Police Station	54 North Rd	4 Yard Refuse	Weekly
Police Station	54 North Rd	2 Yard Mixed Paper	Weekly
Police Station	54 North Rd	1 96 Gallon Recycle Cart	EOW
Police Station	54 North Rd	Organics	

ADDENDUM NO. 1

Request for Proposal for Residential Garbage, Recycling, Organics Recycling and Yard Waste

**FOR CITY OF CIRCLE PINES
ANOKA COUNTY, MINNESOTA**

ADDENDUM DATED: June 22, 2020

This addendum is an additional item to the Bid Requirements. Include Cost of Disposal.

Disposal cost the City of Circle Pines \$68.00 per ton. Disposal cost will increase yearly using the WST (Water, Sewer, Trash) price index.

END OF ADDENDUM NO. 1

Exceptions

Page 1 (8th bullet) Tress must be unbagged, not artificial, free of lights and tinsel.

Page 3 (Contract Renewal) Renewal or extension terms by mutually agreed by both parties.

Page 4 (4th bullet) Pursuant to Minnesota State Statute 115A.9302, the Contractor shall provide a waste disclosure notice to all customers on an annual basis. WM will provide upon request.

Page 4 (5th bullet) Materials that are combined on with Circle Pines loads have tonnage distributed proportionately.

Page 4 (Refuse Collection and Processing, 6th bullet) Cart exchanges are limited to one per year.

Page 6 (Program Results) All results are based on an overall average and distributed proportionately on an individual load basis.

Page 8 (Data Practices Act) WM should take exception to compliance with this section as if it were a governmental entity including the application of remedies in section 13.08 to the Contractor. WM is willing to comply with the applicable provisions of this Act.

Page 10-11 (Proposed Refuse Processing Plan) Refuse will be taken to Transfer Stations listed in proposal and then brought to Elk River landfill.

Page 16 (Form B Impact on Roads) Suggest stating that Customer warrants that Customer's property is sufficient to bear the weight of Company's equipment and vehicles and agrees that Company shall not be responsible for any damage to Customer's pavement or any other surface resulting from the equipment or Services

Force Majeure:

WM's performance of the Service may be suspended and its obligations hereunder excused during the pendency of a cause or causes beyond its reasonable control, such as by way of example and not limitation: acts of war, public enemy, civil disturbance, riot or disorder; epidemic or pandemic; acts of God such as landslide, lightning, earthquake, fire, storm, the impending approach of a storm, or flood; explosion; restraining orders, interference by civil or military authorities, strike, statute, ordinance, government order or ruling; or other similar causes. In the event of an occurrence of a force majeure event, WM shall notify the City immediately, in writing, describing the particulars of the circumstances preventing performance of the Service and its expected duration. Notice shall be provided after the effect of such occurrence has ceased.



July 10, 2020

CITY OF CIRCLE PINES
200 Civic Heights Circle
Circle Pines, MN 55014

Principal: WASTE MANAGEMENT OF MINNESOTA, INC.
Bid Date: July 10, 2020
Description: Residential Garbage, Recycling, Organics Recycling and Yard Waste

Dear Sir/Madam:

We, ARGONAUT INSURANCE COMPANY hereby agree that in the event an award is made to WASTE MANAGEMENT OF MINNESOTA, INC. on the project as captioned, and a mutually acceptable contract is signed, we will execute the necessary Performance and/or Payment Bonds that may be required.

Sincerely,

ARGONAUT INSURANCE COMPANY

A handwritten signature in blue ink, appearing to read "Misty Wright".

Misty Wright
Attorney-in-Fact

13100 Wortham Center Drive, Suite 290
Houston, TX 77065
www.argolimited.com

Argonaut Insurance Company
Deliveries Only: 225 W. Washington, 24th Floor
Chicago, IL 60606
United States Postal Service: P.O. Box 469011, San Antonio, TX 78246

POWER OF ATTORNEY

KNOW ALL MEN BY THESE PRESENTS: That the Argonaut Insurance Company, a Corporation duly organized and existing under the laws of the State of Illinois and having its principal office in the County of Cook, Illinois does hereby nominate, constitute and appoint:

Melissa L. Fortier, Michael J. Herrod, Tina McEwan, Robbi Morales, Lupe Tyler, Lisa A. Ward, Donna L. Williams, Misty Wright, Deena Bridges, Terri L. Morrison

Their true and lawful agent(s) and attorney(s)-in-fact, each in their separate capacity if more than one is named above, to make, execute, seal and deliver for and on its behalf as surety, and as its act and deed any and all bonds, contracts, agreements of indemnity and other undertakings in suretyship provided, however, that the penal sum of any one such instrument executed hereunder shall not exceed the sum of:

\$85,000,000.00

This Power of Attorney is granted and is signed and sealed under and by the authority of the following Resolution adopted by the Board of Directors of Argonaut Insurance Company:

"RESOLVED, That the President, Senior Vice President, Vice President, Assistant Vice President, Secretary, Treasurer and each of them hereby is authorized to execute powers of attorney, and such authority can be executed by use of facsimile signature, which may be attested or acknowledged by any officer or attorney, of the Company, qualifying the attorney or attorneys named in the given power of attorney, to execute in behalf of, and acknowledge as the act and deed of the Argonaut Insurance Company, all bond undertakings and contracts of suretyship, and to affix the corporate seal thereto."

IN WITNESS WHEREOF, Argonaut Insurance Company has caused its official seal to be hereunto affixed and these presents to be signed by its duly authorized officer on the 8th day of May, 2017.



Argonaut Insurance Company

by: _____

Joshua C. Betz, Senior Vice President

STATE OF TEXAS
COUNTY OF HARRIS SS:

On this 8th day of May, 2017 A.D., before me, a Notary Public of the State of Texas, in and for the County of Harris, duly commissioned and qualified, came THE ABOVE OFFICER OF THE COMPANY, to me personally known to be the individual and officer described in, and who executed the preceding instrument, and he acknowledged the execution of same, and being by me duly sworn, deposed and said that he is the officer of the said Company aforesaid, and that the seal affixed to the preceding instrument is the Corporate Seal of said Company, and the said Corporate Seal and his signature as officer were duly affixed and subscribed to the said instrument by the authority and direction of the said corporation, and that Resolution adopted by the Board of Directors of said Company, referred to in the preceding instrument is now in force.

IN TESTIMONY WHEREOF, I have hereunto set my hand, and affixed my Official Seal to the County of Harris, the day and year first above written.



Kathleen M. Muebs
(Notary Public)

I, the undersigned Officer of the Argonaut Insurance Company, Illinois Corporation, do hereby certify that the original POWER OF ATTORNEY of which the foregoing is a full, true and correct copy is still in full force and effect and has not been revoked.

IN WITNESS WHEREOF, I have hereunto set my hand, and affixed the Seal of said Company, on the 10th day of July, 2020.



James Bluzard, Vice President-Surety

THIS DOCUMENT IS NOT VALID UNLESS THE WORDS ARGO POWER OF ATTORNEY ARE IN BLUE. IF YOU HAVE QUESTIONS ON AUTHENTICITY OF THIS DOCUMENT CALL (210) 321 - 8400.



200 Civic Heights Circle
Circle Pines, MN 55014
Office: (763) 784-5898
TDD: (763) 784-9724

CIRCLE PINES

Fax: (763) 785-2859
www.circle-pines.mn.us

TO: City Council Members

FROM: Chandra Peterson *CP*

DATE: July 21, 2020

RE: Planning Commission-Variance Recommendation 247 Cobbler Court

Attached to this memo is the staff review and recommendation from the Planning Commission regarding a request for a variance of an 8-foot fence located on the south side of the side yard property at 247 Cobbler Court.

Planning Commission is recommending to the Council approval of Resolution 2020-14 regarding an 8-foot fence located on the south side yard, extending from the front of the house to the back of the house at 247 Cobbler Court.

Enclosures: (2) Planning Commission Staff Report; Resolution 2020-14



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CIRCLE PINES

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TO: Planning Commission
FROM: Chandra Peterson *CR*
DATE: July 8, 2020
RE: Variance Request for 247 Cobbler Court for an 8-foot fence

Purpose:

The purpose of this report is to recommend action to the Planning Commission regarding a variance request from Linda Evert and Wayne Komarek at 247 Cobbler Court for an 8-foot privacy fence.

Background:

City Code 1315.08 Subd 5 Fence Height (a) General Requirements Fence Height states: Fences in yards other than a front yard shall not exceed six feet (6') in height. Currently, there is a two-foot retaining wall on the parcel adjacent at 249 Cobbler Court, where the neighbor stores vehicles and other equipment. The retaining wall elevates the storage area or driveway area two feet above 247 Cobbler Court's property. The applicant is asking for an 8-foot fence on their property which would screen 6' from the neighbor's view. The 8-foot fence would go only along the side yard property along 249 Cobbler Court.

Analysis:

1310.03 Subdivision 4 Variance states that the variance may be requested only by the owner of the property for an indefinite duration or a specified duration. The variance may be granted by the Planning Commission and City Council with the following requirements met:

1. Variances shall only be permitted when they are in harmony with the general purpose and intent of the City Code and consistent with the Comprehensive Plan.
2. Variances may only be permitted when the applicant establishes that there are practical difficulties in complying with the zoning ordinance, meaning the property owner proposes to use the lot or parcel in a reasonable manner not permitted by the zoning code.



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3. The plight of the property owner must be due to circumstances that are unique to the lot or parcel and that are not created by the property owner.
4. The variances must not alter the essential character of the locality.
5. That the variance will not alter the essential character of the City, will not be injurious to or adversely affect the health, safety or welfare of the residents of the City or the neighborhood in which the property is located and will be in keeping with the spirit and intent of this Chapter.

Public Hearing Notice was published in the Quad Community Press prior to the meeting. Request for comments were sent to property owners within 350 feet the applicant. Comments are included with this memo.

Recommendation:

Staff believes that the above requirements and justifications are being met regarding the request for an 8-foot fence located on the south side yard of property at 247 Cobbler Court; therefore, Staff recommends that the Planning Commission recommend approval of the variance to the City Council.

City of Circle Pines Variance Application

Application Fee: \$300 + \$1,500 Deposit

Address of Proposed Variance: 247 Cobbler Court, Circle Pines PIN Number _____

Owners Name: Linda Evert and Wayne Komarek Phone: 763 229 9278 / 763 780 8947

Address: 247 Cobbler Court, Circle Pines Email: lindaevert@hotmail.com

Please give a description of your particular unique circumstance:

We are placing a privacy fence alongside our home. The property line is 2 feet above our yard due to our neighbor's retaining wall which extends across the property line. The neighbor's wall and driveway are significantly elevated above our ground level. We wish to construct the fence on our property at ground level. since that is 2 feet below the property line, we request to construct the top of the fence 8 feet high relative to our property.

Please indicate the justification that demonstrates the need for the requested variance that is consistent with the findings required by State Law and City Code:

While we could build a 6 foot fence on top of the wall to achieve the same final height, we do not know the structural integrity of the wall. We wish to offset the fence and it is therefore at a height disadvantage.

Please indicate how the zoning ordinance currently limits your use of the property.

Due to the height difference, an 8 foot fence constructed on our property will be experienced by our neighbors as a 6 foot fence. Current zoning would limit the fence to 6 feet, which would be effectively 4 feet high as experienced by our neighbors. Since this area is visible from our dining room, we wish to improve our view from the parked truck, boat and trash cans. In addition, it will physically help prevent truck exhaust from entering our fresh air intake, overall enhancing property value without detracting from either property's value.

Linda Evert Wayne Komarek 6/29/2020
Applicant Signature Date

Please enclose with this application 10 copies:

Certificate of Survey 10

Site Plan (1"=50') 10

Amount Paid: ✓ cp

Date Paid: 06/29/2020

Receipt Initials: cp

Office Use:

Publication Date: 07/07/2020

Notices to Affected Property Owners: 07/01/2020

Staff Review: 07/15/2020

Mailed out

Planning Commission

Public Hearing Meeting 07/20/2020

Council Meeting: _____





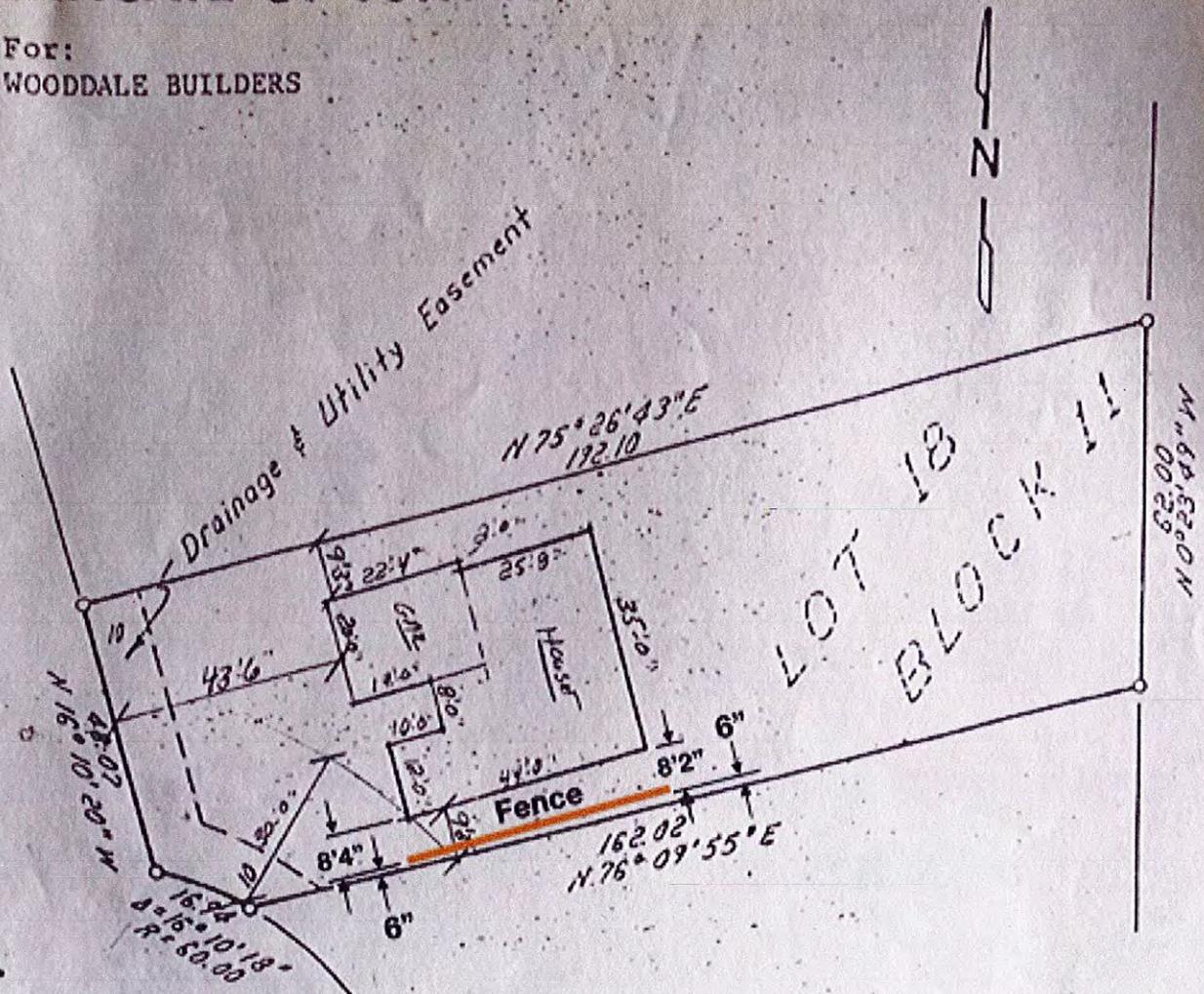




CERTIFICATE OF SURVEY

For:
WOODDALE BUILDERS

COBBLER COURT



Lot 18, Block 11, GOLDEN LAKE ESTATES,
Anoka County, Minnesota.

if constructed as shown
approved for Michael
Bky Official

SCALE: 1 inch = 30 Feet ○ Denotes Iron Bearings shown are on an assumed datum Job No. 85-156 Book _____ Page _____

We hereby certify that this is a true and correct representation of a survey of the boundaries of the above described land and of the location of all buildings, if any, thereon, and all visible encroachments, if any, from or on said land.

Dated this 14th day of May 1985
by E. G. Rud & Sons, Inc.
E. G. RUD & SONS, INC.
Minn. Reg. No. 2102

E. G. RUD & SONS, INC.
LAND SURVEYORS
9560 Lexington Avenue N.
New Brighton (Lexington), Minnesota
55112
Telephone: 786-5556

**CITY OF CIRCLE PINES, MINNESOTA
PUBLIC NOTICE**

NOTICE IS HEREBY GIVEN, that the Circle Pines Planning Commission will hold a public meeting at 7:00 p.m. on Monday, July 20, 2020 at the Circle Pines City Hall.

The purpose of this meeting will be to review a variance application for an 8-foot-high fence located at 247 Cobbler Court, Circle Pines, Minnesota.

In compliance with the Americans with Disabilities Act, a disabled individual may one week in advance contact City Hall by phone at (763) 784-5898, or TDD (763) 231-2617; or in writing to request reasonable assistance to be able to participate in these proceedings.



Patrick Antonen

Clerk of the City of Circle Pines

Dated: June 30, 2020

Published: **Quad Community Press**, Tuesday, July 7, 2020

Comments:

NO problem



Name: Susan Davis

Address: 251 Cobblers Court

Circle Pines, 55014

Printed on Recycled Paper

RESOLUTION NO. 2020-14

**STATE OF MINNESOTA
COUNTY OF ANOKA
CITY OF CIRCLE PINES**

**RESOLUTION AUTHORIZING APPROVAL OF VARIANCE FOR 8-FOOT FENCE
LOCATED AT 247 COBBLER COURT.**

WHEREAS, Linda Evert and Wayne Komarek, owners (“Applicant”) located at 247 Cobbler Court, applied for a variance for an eight-foot (8’) fence on June 29, 2020; and

WHEREAS, notices were sent to property owners within 350 feet (350’) and notice of public hearing was published in the Quad Community Press on Tuesday, July 7, 2020; and

WHEREAS, City Code Section 1315.08 states that fences in yards other than a front yard shall not exceed six feet (6’) in height; and

WHEREAS, the parcel adjacent to the applicant, 249 Cobbler Court, side yard contains a driveway with a two-foot (2’) tall retaining wall; and

WHEREAS, City Code Section 1310.03 Subdivision 4 sets forth the variance criteria; and

WHEREAS, the Circle Pines Planning Commission held a public hearing and considered the variance on Monday, July 20, 2020; and

WHEREAS, the Circle Pines Planning Commission found that because of the constraints of the property, it is justifiable in granting a variance; and

WHEREAS, on July 28, 2020 the Circle Pines City Council has reviewed the staff recommendations, review for comments and the recommendations of the Circle Pines Planning Commission for approval of an 8-foot (8’) fence variance; and

NOW THEREFORE, the City Council of the City of Circle Pines makes the following findings in seeking a variance:

1. The fence is keeping within the intent of the Circle Pines Zoning Code.
2. Not granting the variance would result in practical difficulties for the property owner and the interests of justice will be served by allowing the variance.
3. The variance does not alter the essential character of the locality.
4. The variance will not alter the essential character of the city.

NOW, THEREFORE, BASED UPON THE FOREGOING, BE IT RESOLVED by the City Council of the City of Circle Pines, Minnesota;

The variance to be granted to allow an 8-foot fence on the south side of the side yard extending from the front of the house to the back of the house at 247 Cobbler Court.

FOREGOING RESOLUTION ADOPTED THIS 28TH DAY OF JULY, 2020 BY THE CITY COUNCIL OF THE CITY OF CIRCLE PINES, MINNESOTA.

Dave Bartholomay, Mayor

(SEAL)

ATTEST:

Patrick Antonen, City Administrator