

# WASTE MANAGEMENT INC. OF FLORIDA

ELECTRONIC COPY



## CITY OF MARGATE

RFP No. 2015-010

Request for Proposal for  
Garbage and Recycling Collection Services

*Community and environmental stewardship at its best.*

Due: June 22, 2015

**WASTE MANAGEMENT INC. OF FLORIDA**  
**2700 Wiles Road**  
**Pompano Beach, FL 33073**

Tony Spadaccia  
Government Affairs Manager  
[TSpadacc@wm.com](mailto:TSpadacc@wm.com)  
(954) 984-2000

Luigi Pace  
Government Affairs Manager  
[LPace@wm.com](mailto:LPace@wm.com)  
(954) 984-2060



## TABLE OF CONTENTS

Chapter	Description	Page
1	Introductory Letter of Interest and Statement of Organization .....	1
2	Project Understand and Creative Concept .....	11
3	Firm Qualifications .....	14
4	Staffing and Subcontractors .....	42
5	Available Resources .....	64
6	Financial Stability .....	75
7	Financial Statement .....	76
8	Implementation Plan and Collection Plan .....	85
9	Litigation History .....	90
10	Insurance Requirement .....	93
11	Criminal Convictions and Environmental Violations .....	94
12	Proposer's Non-Collusive Affidavit .....	97
13	Conflict of Interest .....	99
14	Drug-Free Workplace Certification .....	100
15	Addenda .....	101
16	Certification to Accuracy of Proposal .....	102
17	Certification of Cost .....	104
18	Cost for Proposer's Services .....	106
19	Proposal Security, Bonds .....	112
20	Bonding Company Commitment .....	116
21	Added Value & Enhancement .....	118
22	Recycling Rewards Program .....	134

## CHAPTER 1: INTRODUCTORY LETTER OF INTEREST AND STATEMENT OF ORGANIZATION

June 22, 2015

Ms. Patricia Greenstein, Purchasing Manager  
CITY OF MARGATE  
Purchasing Division of Finance  
City Hall  
5790 Margate Boulevard  
Margate, Florida 33063

**RE: Request for Proposal RFP NO. 2015-010  
Garbage and Recycling Collection Services  
Due: June 22, 2015 at 11:00am**

Dear Ms. Greenstein:

Please accept this Letter of Intent and enclosed response from Waste Management Inc. of Florida (WMIF) to RFP No. 2015-010, Garbage and Recycling Collection Services. Our intent is to continue serving the City of Margate with world-class waste collection services at competitive rates.

The City of Margate has set high standards to protect the way of life and enviable amenities in the City. To continue its success story, the City must select a waste services partner who understands how to serve the City of Margate at the high standard that residents and visitors have come to expect.

### **Waste Management Knows Margate; Margate knows Waste Management:**

Waste Management has served the City of Margate since for over 25 years enjoying a mutually exceptional relationship. Our workforce is our greatest asset. Our skilled and proud employees have many years of experience in your neighborhoods safely providing waste and recycling collection services to the businesses and families in Margate.

We know who needs help getting their carts and bins back to their garage. We know how to manage the seasonality of waste volume. Our drivers are experts at automated collection services, which requires right hand driving and special training. We know the safest routes to travel.

### **Safety is our Core Value:**

The importance of safety in a bedroom community such as the City of Margate cannot be overstated. Accidents in the waste collection industry are often deadly; the job is rated by *Forbes Magazine* as the sixth (6<sup>th</sup>) deadliest job in America.

Waste Management has the best safety record in the industry and, among all Waste Management Divisions, Florida's Broward County District Office is one of the company's standouts. What gives Waste Management this edge is rigorous prevention protocol, extensive training, starting every day with a safety meeting, local knowledge and employee longevity on the job.

**No Transition Required: Keep Waste Management, Keep Quality Service.**

We have been doing the job and doing it well!

Waste Management has provided and continues to provide the residents and businesses of Margate with the highest level of service in the industry. Waste Management performs over 2.3 million services per year with safe, consistent, reliable and professional service. It takes a high degree of skill to execute this number of services with an excellent record.

**Features of Our Response Include:**

- ✓ A rate reduction over current rates;
- ✓ Reduced carbon footprint from use of Compressed Natural Gas (CNG) fueled trucks;
- ✓ A significant Optional Benefits Program; and
- ✓ Superior service at a competitive rate.

Please accept this letter as Waste Management's formal statement that Waste Management will provide the services requested in this RFP, in compliance with the terms in the draft Agreement for the rates (prices) submitted with the proposal in the Cost Forms (Form 21). On behalf of Waste Management, it is our pleasure to submit this response.

Sincerely,



Timothy Hawkins, President,  
Waste Management Inc. of Florida



**RFP PROPOSAL FORM NO. 2015-010**

**PROPOSAL TO:           CITY COMMISSION  
                                  CITY OF MARGATE**

1. The undersigned Proposer proposes and agrees, if this proposal is accepted, to enter into an Agreement with the City in the form included in the Contract Documents to perform the work as specified or indicated in said Contract Documents entitled:

**REQUEST FOR PROPOSAL (RFP) 2015-010 GARBAGE AND RECYCLING SERVICES**

2. Proposer accepts all of the terms and conditions of the RFP Documents including disposition of the Proposal Security if required.

3. The RFP will remain open until a contract is awarded unless otherwise required by law. Proposer will enter into an Agreement with the City, and will furnish the insurance certificates, Performance Bond (if required by the Contract Documents).

4. It is the Proposer's responsibility to contact the City prior to the RFP submission date and time to determine if any addenda have been issued on the project. Proposer has examined copies of all the Contract Documents including the following addenda (receipt of which is acknowledged):

Number           1            
\_\_\_\_\_  
\_\_\_\_\_

Date   June 9, 2015    
\_\_\_\_\_  
\_\_\_\_\_

5. Proposer has familiarized itself with the nature and extent of the Contract Documents, WORK, site, locality where the work is to be performed, the legal requirements (federal, state and local laws, ordinances, rules and regulations), and the conditions affecting cost, performance of the work and has made such independent investigations as Proposer deems necessary.

6. This Proposal is genuine and not made in the interest of or on behalf of any undisclosed person, firm or corporation and is not submitted in conformity with any agreement or rules of any group, association, organization or corporation. Proposer has not directly or indirectly induced or solicited any other Proposer to submit a false or sham Proposal. Proposer has not solicited or induced any person, firm or corporation to refrain from submitting a proposal and Proposer has not sought by collusion to obtain for itself any advantage over any other Proposer or over Owner.

To all the foregoing, and including all Proposal Schedule(s) and Information Required of Proposer contained in this Proposal Form, said Proposer further agrees to complete the WORK required under the Contract Documents within the Contract Time stipulated in said Contract Documents, and to accept in full payment thereof the Contract Price based on the Total Proposal Price(s) submitted and agreed upon.

NAME OF FIRM: Waste Management Inc. of Florida

ADDRESS: 2700 Wiles Road, Pompano Beach, FL 33073

NAME OF SIGNER Timothy B. Hawkins  
(Print or Type)

TITLE OF SIGNER President

SIGNATURE:  DATE: 5-18-15

TELEPHONE NO.: 954-984-2000 FACSIMILE NO. 954-984-2058

**REMAINDER OF PAGE INTENTIONALLY LEFT BLANK**

**Form 1**  
**Proposer's Statement of Organization****1. Full Name of Proposer's Business:**Waste Management Inc. of Florida**2. Proposer's Principal Business Address:**1001 Fannin, Suite 4000Houston, TX 77022**3. Name, phone number, and e-mail address of Proposer's contact person:**Luigi Pace, Government Affairs Manager954-984-2060lpace@wm.com**4. Form of Proposer's Business Concern (i.e., Corporation, Partnership, Joint Venture, Other):**Corporation**5. Provide names of partners (if any) and officers.**

<u>Name</u>	<u>Address</u>	<u>Title</u>
<u>Timothy B. Hawkins</u>	<u>2700 Wiles Road, Pompano Beach, FL 33073</u>	<u>President</u>
<u>David M. Myhan</u>	<u>1001 Fannin, Houston, TX 77002</u>	<u>Vice President</u>
<u>Devina A. Rankin</u>	<u>1001 Fannin, Houston, TX 77002</u>	<u>Vice President/Treasurer</u>

**6. If Proposer is a corporation, identify the state where the Proposer was incorporated and the date of incorporation:**Incorporated in the State of Florida on March 30, 1964**7. If the Proposer is a foreign corporation, please identify:****(a) The date of registration with the Florida Secretary of State**N/A**(b) The name of the Proposer's Registered Agent**CT Corporation System

**Form 1**  
**Proposer's Statement of Organization**  
**(Continued)**

**(c) The address of the Proposer's Registered Agent**

1200 South Pine Island Road

Plantation, FL 33324

8. If the Proposer is a corporation, provide the names and addresses of the Proposer's President, Vice President, and Treasurer. If the Proposer is a limited liability company, provide the name(s) and address(es) of the manager or managing members.

Timothy B. Hawkins 2700 Wiles Road, Pompano Beach, FL 33073 President

David M. Myhan 1001 Fannin, Houston, TX 77002 Vice President

Devina A. Rankin 1001 Fannin, Houston, TX 77002 Vice President/Treasurer

9. If the Proposer is a Joint Venture or Partnership, identify the date of the joint venture/partnership agreement:

N/A

10. Provide the Proposer's Federal Employer Identification Number:

59-1094518

## STATE OF FLORIDA CERTIFICATE OF GOOD STANDING

# *State of Florida*

## *Department of State*

I certify from the records of this office that WASTE MANAGEMENT INC. OF FLORIDA is a corporation organized under the laws of the State of Florida, filed on March 30, 1964.

The document number of this corporation is 279946.

I further certify that said corporation has paid all fees due this office through December 31, 2015, that its most recent annual report/uniform business report was filed on January 13, 2015, and its status is active.

I further certify that said corporation has not filed Articles of Dissolution.

*Given under my hand and the  
Great Seal of the State of Florida  
at Tallahassee, the Capital, this  
the Twenty-fifth day of February,  
2015*



*Ken Detjen*  
**Secretary of State**

Authentication ID: CU6288837252

To authenticate this certificate, visit the following site, enter this ID, and then follow the instructions displayed.

<https://efile.sunbiz.org/certauthver.html>

**2015 SUNBIZ.ORG CORPORATION ANNUAL REPORT****2015 FLORIDA PROFIT CORPORATION ANNUAL REPORT**

DOCUMENT# 279946

**Entity Name:** WASTE MANAGEMENT INC. OF FLORIDA**Current Principal Place of Business:**1001 FANNIN  
SUITE 4000  
HOUSTON, TX 77002**Current Mailing Address:**1001 FANNIN, SUITE 4000  
ATTN: TAX DEPARTMENT  
HOUSTON, TX 77002**FEI Number:** 59-1094518**Certificate of Status Desired:** No**Name and Address of Current Registered Agent:**CT CORPORATION SYSTEM  
1200 SOUTH PINE ISLAND ROAD  
PLANTATION, FL 33324 US*The above named entity submits this statement for the purpose of changing its registered office or registered agent, or both, in the State of Florida.***SIGNATURE:**

Electronic Signature of Registered Agent

Date

**Officer/Director Detail :**

Title DIRECTOR, PRESIDENT  
Name HAWKINS, TIMOTHY B  
Address 1001 FANNIN, SUITE 4000  
City-State-Zip: HOUSTON TX 77002

Title VP  
Name MYHAN, DAVID M  
Address 1001 FANNIN, SUITE 4000  
City-State-Zip: HOUSTON TX 77002

Title VP  
Name CARROLL, THOMAS G  
Address 1001 FANNIN, SUITE 4000  
City-State-Zip: HOUSTON TX 77002

Title CFO, VP, COMPTROLLER  
Name CARPENTER, DON P  
Address 1001 FANNIN, SUITE 4000  
City-State-Zip: HOUSTON TX 77002

Title VP, TREASURER  
Name RANKIN, DEVINA A  
Address 1001 FANNIN, SUITE 4000  
City-State-Zip: HOUSTON TX 77002

Title VP, ASST. TREASURER  
Name LOCKETT, MARK A  
Address 1001 FANNIN, SUITE 4000  
City-State-Zip: HOUSTON TX 77002

Title VP & AS  
Name LAMBROS, JAMES F.  
Address 1001 FANNIN  
SUITE 4000  
City-State-Zip: HOUSTON TX 77002

Title VP & ASST GENERAL COUNSEL  
Name TSAI, S. JOHN  
Address 1001 FANNIN  
SUITE 4000  
City-State-Zip: HOUSTON TX 77002

**Continues on page 2**

I hereby certify that the information indicated on this report or supplemental report is true and accurate and that my electronic signature shall have the same legal effect as if made under oath, that I am an officer or director of the corporation or the receiver or trustee empowered to execute this report as required by Chapter 607, Florida Statutes, and that my name appears above, or on an attachment with all other like empowered.

**SIGNATURE:** MARK LOCKETT

VICE PRESIDENT

01/13/2015

Electronic Signature of Signing Officer/Director Detail

Date





**Officer/Director Detail Continued :**

Title AS  
Name FOSTER , JANNE C.  
Address 1001 FANNIN  
SUITE 4000  
City-State-Zip: HOUSTON TX 77002

Title DIRECTOR, VP, SECRETARY  
Name TIPPY , COURTNEY A.  
Address 1001 FANNIN  
SUITE 4000  
City-State-Zip: HOUSTON TX 77002

Title VICE PRESIDENT  
Name DEES , CHARLES D. III  
Address 1001 FANNIN,  
SUITE 4000  
City-State-Zip: HOUSTON TX 77002

Title ASST. TREASURER  
Name EGL, EDWARD A.  
Address 1001 FANNIN  
SUITE 4000  
City-State-Zip: HOUSTON TX 77002

Title AS  
Name KAPLAN , RONALD M.  
Address 1001 FANNIN  
SUITE 4000  
City-State-Zip: HOUSTON TX 77002

Title VP & AS  
Name VAN GESSEL , JOHN T.  
Address 1001 FANNIN  
SUITE 4000  
City-State-Zip: HOUSTON TX 77002

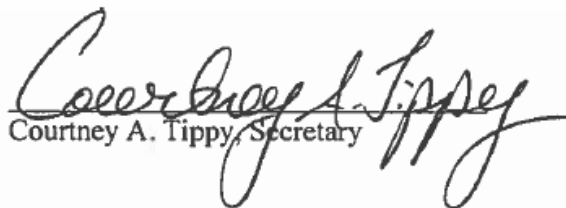
Title VP  
Name WILSON, JAMES A.  
Address 1001 FANNIN  
SUITE 4000  
City-State-Zip: HOUSTON TX 77002

**CERTIFICATE OF THE SECRETARY****WASTE MANAGEMENT INC. OF FLORIDA****CERTIFICATE OF THE SECRETARY**

I, Courtney A. Tippy, the duly elected Secretary of Waste Management Inc. of Florida, a Florida corporation (the "Corporation"), do hereby certify that the following is a true and complete copy of a resolution of the Board of Directors of the Corporation, which resolution has not been modified, amended or rescinded and is in full force and effect.

RESOLVED, that Timothy B. Hawkins, President, is hereby authorized, following compliance with appropriate corporate policies and procedures, to prepare, execute and submit on behalf of the Corporation a Proposal to the City of Margate for Garbage and Recycling Collection Services, RFP 2015-010 (the "Bid"), and to execute on behalf of the Corporation any and all documents required to be submitted by the Corporation in connection with the Bid, to execute the bid bond or contract contained in any such Bid or resulting from the award of the Bid to the Corporation, and said documents when executed and delivered shall be fully binding upon the Corporation.

Date: May 20, 2015

  
Courtney A. Tippy, Secretary

## CHAPTER 2: PROJECT UNDERSTAND AND CREATIVE CONCEPT

The City of Margate has chosen to offer its residents a new and improved solid waste and recycling collection system. This change in service delivery will require a solid waste collection company that has the experience in transitioning from the traditional “bags, pails or bundles” of manual curbside residential collection to “roll out carts” and varying levels of material collection services for yard waste and bulk waste collection. Not a “start-up company”, but one with a long term proven record of success should be considered for this contract. Waste Management successfully rolled out the very first “roll-out municipal solid waste cart” program in the City of Lauderhill many years ago. Further, Waste Management implemented the very first residential recycling roll out cart program the City of Parkland.

Waste Management has a proven track record of successful service implementation when transitioning to new service delivery systems such as Margate is requesting.

The City has requested a number of service options to be considered in this RFP (all of which Waste Management has the experience and know how to provide). Waste Management has a complete understanding of the following service options as requested by the City.

### **Service Option i.a:**

This option calls for twice per week curbside collection of residential solid waste in 35-gallon, 65-gallon or 95-gallon garbage carts. 35- gallon garbage carts will be delivered to townhomes, villas etc. and a 65-gallon cart will be delivered to all other curbside residential solid waste customers. Also a 95-gallon cart is available as a service option when requested and approved. The curbside residential solid waste customer has the option to change to any of the three sizes offered upon request.

The advantages of this service option are that all residents will have a uniformed collection cart program and disposal of solid waste are better managed. The use of garbage cart is a clean and aesthetically appealing service option. It allows vendors to use modern equipment in collection technology by utilizing fully automated collection equipment.

### **Service Option i.b:**

This option calls for twice per week curbside collection of residential solid waste in garbage carts as detailed in Service Option i.a. In addition, Service Option i.b. will have all the collection and service benefits of Service Option i.a. as it has an added advantage for the residents. Service Option i.b. is a pay-as-you-throw (PAYT) system, this means that the curbside residential solid waste customers will pay for service based on the size of the garbage cart they select.

The biggest challenge to this system will be to assure proper billing of each curbside residential solid waste customer based on the container size they have selected.

### **Service Option i.c:**

This option calls for the current traditional twice per week curbside collection of residential solid waste in customer owned 32-gallon garbage cans or plastic bags, there is no volume limit in this option.

The biggest advantage to both the residents and City is that there will be no transition impact to the residents as this is the current collection system in the city.

**Curbside Residential Recyclable Material Collection:**

This is the current service that is provided for the collection of single stream recycling placed at the curb by curbside residential solid waste customers. The single stream material is collected in City owned 65-gallon recycling carts. As the City's inventory is depleted the vendor must purchase and maintain in stock sufficient recycling carts to meet the demands of the residents in the city. The new carts must also contain a RFID chip for data collection purposes.

**Curbside Bulk Waste and Yard Waste Collection:**

Along with the curbside residential solid waste collection there are three options for the curbside collection of bulk waste and yard waste.

**Option iii.a:**

This option is for once per week curbside bulk waste and yard waste (commingled waste) collection. The commingled waste collection will be limited to four cubic yards once per week placed at the curb.

The advantage of this option is that the residents are used to this type of service and will not have to deal with any changes. There is no need for separate collection... the result of which will increase cost and carbon footprint via additional truck traffic and congestion on city streets.

**Option iii.b:**

This option is for the collection of yard waste separate from the bulk waste. The vendors will use different vehicles to collect the material and ensure that it is not commingled. Yard waste will be collected once per week and the bulk waste will be collected once per week. There will be no limit to the amount of yard waste that a curbside residential solid waste customer places at the curb for collection. There will be a limit of three cubic yards of bulk waste that will be permitted to be placed at the curb for collection.

**Option iii.c:**

This option is for the collection of yard waste once per week separately from bulk waste that will be collected once per month. There shall be no limit imposed on the amount of weekly yard waste and monthly bulk waste that a curbside residential solid waste customer places out for collection.

Waste Management understands that by selecting any of the yard waste or bulk waste options that require separate collection of the materials that the City anticipates some financial savings as a result.

**Multi-Family Collection:**

Requires solid waste collection service in garbage carts, mechanical containers or compactors. Single stream recycling material collected in 95-gallon recycling carts equipped with RFID. Bulk waste collection once per month. Collection service frequency has a minimum requirement of twice per week.

**Commercial Collection Service:**

Vendor is to provide for the collection of solid waste in mechanical containers or compactors. Collection service frequency has a minimum requirement of twice per week.

For the multi-family and commercial service, the size, quantity and frequency of service shall be determined by the vendor and the customer.

After careful review of the service details listed in the scope of services, Waste Management Inc. of Florida is confident that the City of Margate will benefit from selecting us as their service provider.

Waste Management Inc. of Florida believes in keeping our approach to any type of service change as simple as possible. The more complex a plan is the greater chance of errors being committed. Many companies believe in making promises of the best service and dazzling the customer with fancy write-ups and offering bells and whistles. The service options that the City has presented are types of service options that are currently provided by Waste Management throughout the country and we are prepared to assist the City with any transition of service that is required.

This section asks the vendors to provide the following. To submit our understanding of the City's needs, goals and objectives for this project and overall approach to accomplishing the project as well as providing a detailed explanation of the proposed vision, ideas, methodology that will be employed by the firm to accomplish the project.

It is quite simple, the City needs to have all of the solid waste and recycling materials collected and disposed of safely and efficiently by professional solid waste managers. The City's goal is to have this done for the best price that is available in the market without jeopardizing the health and safety of the residents and businesses in the City.

Waste Management is the most qualified service provider for the City of Margate; we have been providing the highest level of service to the residents and businesses for many years in the city. Our plan will be a simple one and we will supply the detail of our plan in the following chapters of this RFP.

## CHAPTER 3: FIRM QUALIFICATIONS

Waste Management clearly has the ability to perform the scope of services proposed in this RFP based on its proven history as the largest environmental solutions provider in North America, serving more than 21 million municipal, commercial and industrial customers in the United States and Canada. Waste Management has the largest network of collection operations, disposal and recycling facilities in the country allowing us the ability to adapt to meet the needs of the City of Margate.

Waste Management has a clear work plan and methodology to be followed in order to perform the services requested by the City. This section will provide an outline of the plan and methodology which is more specifically detailed as requested in the sections that follow throughout this response document.

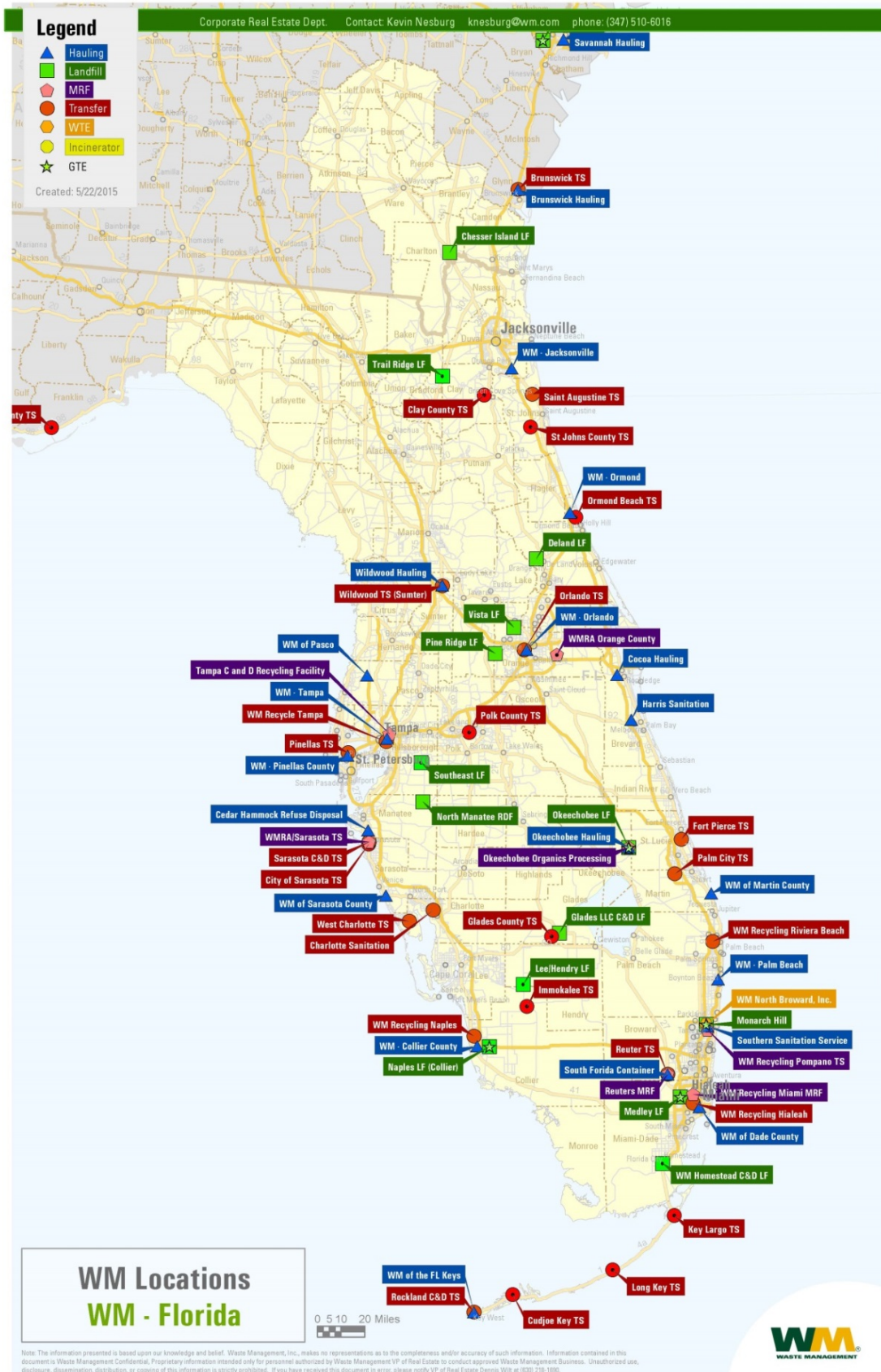
Waste Management's Florida Area provides collection, recycling, transfer and disposal service to municipal, commercial, industrial and residential customers throughout the State of Florida and a portion of South Georgia. Our 3,500+ employees operate 18 hauling facilities, 15 landfills, 21 transfer stations, 5 Material Recovery Facilities, 2 Construction & Demolition recycling centers, 2 organics recycling facilities and a fleet of over 1,200 service vehicles. As one of the nation's leading environmental services provider, we are proud to provide our customers with safe, professional service every day. We are also committed to enhancing the communities where we work and live, as well as acting as stewards for the environment.

Locally Waste Management has been professionally managing the solid waste and recycling needs of Broward County municipalities for the past 51 years. In Broward County, on a weekly basis, Waste Management currently services the solid waste needs of 12 municipalities with a total population of over 530,000. We provide residential solid waste, recycling and bulk/vegetation collection service to over 124,000 single-family homes and approximately 13,000 commercial establishments. Waste Management completes these services with a fleet of over 200 service trucks and over 200 employees.

Included in the 12 municipalities that Waste Management currently services in Broward County is the City of Margate. Waste Management has had the honor to provide service to the City. During those many years, the residents and businesses have also enjoyed the highest level of service and professionalism in the county. Margate can be confident that by selecting Waste Management, they will have all local solid waste professionals who are intimately familiar with the service needs of the City along with the strong national support that only a company of Waste Management's caliber can offer.

Please see the map on the following page that illustrates all operating locations for Waste Management Inc. of Florida.





## Customer Service

At Waste Management Customer Service is the lifeblood of our company and below is an outline and description of our customer service call center and training.

The Waste Management Customer Service Call Center is comprised of a group of skilled customer care personnel that are trained in superior customer handling. Our Customer Service Representatives are empowered to respond to customer needs and requests with a goal of first call resolution.

### **Training:**

The Customer Service Representatives (CSRs) are trained in Waste Management processes through a variety of avenues. A dedicated, full-time professional Customer Service Trainer is on staff to deliver training programs.

All new CSRs undergo a four (4) week training course that includes classroom training, observation and one-on-one mentoring. The classroom training topics include, but are not limited to:

Service Machine- A set of rigid internal standards governing service performance, recovery and tracking.

Green Pages- A web based data repository of our service areas, contracts, etc.

M.A.S.- Waste Management's Accounts Receivable System

ArcGIS Map- A program used to identify routing areas

Municipal Websites- Utilized in some area's

In addition to New Hire Training, CSRs are provided on-going training in daily, weekly, and on an as needed basis. These training interventions include:

Daily Huddles- Each day is kicked off with a huddle to review the previous day, introduce new information and prepare for the new day.

Weekly Training- All CSRs attend training on new corporate initiatives, along with continuous skill refreshers, and contract or site specific issues.

Performance Coaching- Performance Coaching Plans are developed, reviewed and implemented with each agent with mandatory follow-up reviews occurring at a minimum of once per month.

Quality Assurance- Each CSR has a minimum of four telephone calls per month monitored and scored by an outside company. If areas of improvement are identified, additional training and coaching are provided.

**Unresolved Calls:**

Customer contacts including requests for service, change of status, change of service level, status of service, concerns and/or compliments are recorded in the MAS Ticket System. Each ticket is created in an open status and requires closure upon completion of requested action and/or resolution. The timeframe for ticket closure is dependent upon the type of ticket opened. Local management and their teams are responsible for providing requested service and/or issue resolution and monitor tickets live in MAS.

- If an issue requires immediate attention and/or escalation, an email is also sent to the attention of the Operation Management Team.
- If a repeat issue occurs within two months a ticket is also opened to alert the Management Team that a reoccurring problem exists.
- Ticket creation, closure and tracking as well as service recovery falls under Service Machine Standards and are reported weekly and tracked corporate wide. Local management is responsible and accountable for these statistics.

**Customer Insight:**

Waste Management participates in a Customer Insight survey program to gain insight into our customer perceptions as well as learn how we can improve and provide premier service to our customers.

**Disaster/Emergency Response:**

Waste Management has an Emergency Plan that includes the Call Center. The Call Center has the ability to communicate to our customers and continue to provide customer service in a disaster situation. We have the tools and processes in place to provide emergency communication such as:

- Send call blast messages to our customers to provide updated service information
- Green Pages which serves as the one stop internal reference source to post live information and emergency messages
- Our website ([www.wm.com](http://www.wm.com)) which gives our customer on-line access public postings and updates
- A telephone platform that has the ability to assign additional resources from other Call Centers throughout the enterprise as well as fully man the queues in a disaster situation if needed.

All of these tools allow us to partner with our municipalities in a disaster situation to set the customer expectation while maintaining customer communication and satisfaction.

**Service Machine:**

Service Machine is a set of standards governing service performance, recovery and tracking.

- It is the standard set of operating procedures used nationwide
- The term “Service Machine” provides a minimum baseline of standards surrounding the Waste Management customer experience
- These operating procedures focus on a high quality “service” and are to be used consistently as part of our operating “machine”
- Service Machine Reference Documents are published with the established standards and set processes and procedures that must be followed by every operating facility in Waste Management.
- Weekly performance reporting to corporate is mandatory.
- Each facility manager and their team is held accountable to the performance metrics that are established in Service Machine.

**Telephone Platform:**

- Live Monitoring
- Calls recorded for review
- Reporting
  - Real-time queue activity
  - Historical by interval, day, week, month and custom period

**Customer Contacts:**

- Customer contacts including requests for service, change of status, change of service, compliments and concerns are recorded in the MAS Ticket System.
- M.A.S. is Waste Management’s system of record for customer management.

**Ticket Management:**

- Each M.A.S. ticket is created in an open status and requires closure upon completion of requested action or resolution.
- The timeframe for ticket closure is dependent upon the type of ticket opened and governed by Service Machine Standards.
- Local management and their teams are responsible for providing requested service or issue resolution as well as monitor MAS tickets on line live.

**Maintenance Department**

Waste Management's local maintenance department is located at the district where the collection vehicles are dispatched from on Powerline Road. This maintenance shop has a staff of twenty-five mechanics along with four support personnel.

The shop has 20 repair bays equipped with the latest maintenance technology. We have a fully stocked parts department that supplies the repair technicians with all the parts and tools needed to complete the repairs. We have the capability of performing and completing 100% of our repairs in house.

Due to the rapidly increasing changes in technology, our technicians receive continuous training geared towards technical improvements and changes to repair processes.

Also located on this property is the only Compressed Natural Gas (CNG) fueling facility that provides CNG fuel to both Waste Management's fleet but also provides CNG fuel for third party fleets.

**Preventive Maintenance Program**

Waste Management is committed to maintenance excellence. Our preventive maintenance (PM) program establishes a standard to minimize vehicle failures by monitoring the current condition of the equipment and correcting defects before they develop into safety concerns or service interruptions for our customers. The program establishes a systematic procedure to inspect, lubricate, and maintain all vehicles owned and/or operated by Waste Management. These procedures reduce breakdowns and accidents within our fleet, and provide us with trouble-free, safe and efficient operations. Our company goal and objective is to provide the City of Coral Springs with the safest cleanest and most reliable equipment in operation. The following is a summary of our PM program.

**Scope**

This PM program applies to all of Waste Management's collection vehicles. As changes occur, Technical Service Bulletins may be issued to amend this process. Our inspection program encompasses the mandatory Department of Transportation (DOT) inspection criteria set forth in section 396 of the Federal Motor Carrier Safety Regulations (FMCSR). This serves as the inspection process for Waste Management's equipment. Any vehicle found that does not meet these minimum standards will not be operated until those defects that violated these standards have been properly corrected. We perform quality control audits and self-inspections for compliance of our maintenance programs. This enables us to identify areas of improvement and correct deficiencies.



**Preventive Maintenance Intervals**

The Preventive Maintenance Program for collection operations is based on vehicle utilization by hours and/or days. Prescribed service intervals must meet the minimum requirements set by Waste Management. If severe operating conditions exist, the Market Area Fleet Manager may request, in writing, to the appropriate Fleet Director an increase in the frequency of preventive maintenance service intervals for a specific site. The Vice President of Fleet Services and Logistics is the only approving authority for any changes extending preventative maintenance inspection (PMI) intervals. Any changes to the frequency of PMI service intervals must be documented and included in the vehicle or equipment's maintenance file. For specialty collection equipment, it is very difficult to establish company-wide PMI frequency schedules. If you have specialty or an odd piece of equipment that requires periodic inspections, follow the manufactures recommended PMI and service schedules accordingly.

The acceptable variance for PMI compliance is 015 hours or 5 days (whichever occurs first) for collection PM 150, and 5% (hours) or 10 days for all other inspection intervals. For example, a PM 600 has a variance of 30 Hours or 10 days. California sites subject to Biennial Inspection of Terminals (BIT) cannot exceed 90 days between PMI intervals. The federal annual inspection must never expire. If allowed to expire, the vehicle will not be used until the inspection and appropriate documentation is complete.

**Fluid Sampling and Filter Change Intervals**

All heavy vehicles with diesel engines receive an oil change, along with new filters and sampling every 600 hours. All other components (transmissions, Hydraulics, and Axles) are sampled every 1200 hours. Fluid samples are taken according to the preventive maintenance-sampling schedule in the appropriate TSBs. Records of analysis will be retained in the unit's history file or by electronic means in the Castrol web-based information system (LABCHECK at [www.castrolusa.com](http://www.castrolusa.com)). Samples must be sent to Waste Management's approved sampling services supplier on a timely basis (the next business day).

**Mandated Annual Inspection**

The 150 and 600-hour PMI sheets include inspection elements required to meet state, provincial or federal annual Inspection in accordance with section 396 to subpart B of 49 CFR. The items on the 150 and 600-hour sheets that are gray shaded must meet minimum inspection criteria as outlined in appendix G of subpart B, 49 CFR, before the inspection can be certified as a federal annual inspection. Each commercial motor vehicle subject to DOT shall have this inspection performed annually and documentation of the last inspection shall be with the vehicle. Some states require documentation of this mandated inspection at increased intervals (six months). Therefore, it is extremely important that the Fleet Manager is familiar, and complies, with State/Provincial regulations.



**Inspector Training, Certification, and Qualification**

Each technician performing inspections shall be trained and qualified to properly complete a Waste Management preventive maintenance inspection in accordance with the inspection methods contained within this manual. Each technician performing mandated federal annual inspections shall meet the qualifications as stated in Para. 19, section 396, subpart B, 49 CFR. Evidence and documentation of the qualifications of an inspector shall be retained for the period during which that individual is performing inspections and one year thereafter.

Waste Management has in this local market area over 780 vehicles from which to draw from in case of a catastrophic event. Local repairs are performed in house by a skill Waste Management technician. In case of breakdowns, the driver will call into the shop for a road call repair. If the truck is not repairable, it will be towed to the shop and spare will be given to the driver.

**Individual CNG Fueling Stations are located in each truck parking area.**



*Broward County Commissioner Chip LaMarca completes the "First Fill" at the new Waste Management CNG Fueling Station with WM Florida Area Vice President Tim Hawkins (left) and Sr. District Manager Jim*

**Billing Information**

Waste Management's billing, cash handling and collections departments work in tandem to provide all services associated with providing customers with accurate and timely service invoices, user-friendly payment options and knowledgeable resources for any customer concerns.

Our billing system is a state of the art system specifically designed for the Waste industry. We provide accurate, timely invoices allowing customers to clearly see the services Waste Management provides and the correct charges, both in detail and in summary. These invoices can be mailed or be received electronically when customers register at our website [www.wm.com](http://www.wm.com).

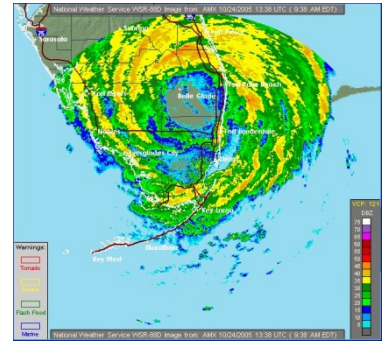
Waste Management facilitates payments of all types including checks, credit cards, electronic checks and online auto pay.

In the case of any issues related to billing, our friendly team of specialists is available with a toll free number to clarify issues, provide further information and assist with payment. Customers can also get assistance through our online chat operators.

Waste Managements' billing department is focused on providing unparalleled customer service to all of our customers.

### **Hurricane Preparedness Plan**

Waste Management has developed a consolidated emergency service action plan to prepare for the Hurricane Season; we begin our yearly preparations in April of every year. The purpose of the early planning and preparation is to minimize the impact of potential service interruptions to our customers and municipalities. The local Waste Management facility has a generator that is tested monthly; this generator is capable of supplying electricity to run the whole facility. This generator allows us to run our fuel pumps, computers, maintenance shop etc. Waste Management's plan does not only include safely securing our building but also planning for the impact on the most important part of our business which is our employees. The local Waste Management facility has a supply of food and water on hand for our employees so that they can stay hydrated and fed. Waste Management understands that if our area is impacted by a hurricane that our employees will also be impacted so we have created the GREEN TEAM. The GREEN TEAM is made up of over 300 drivers, mechanics and supervisors from all over the country who can be dispatched within 48 hours to the affected location. This team comes into town with GPS systems so that they will be able to service our customers during the recovery after a hurricane. **The Green Team eases the burden on the local employees and allows them the valuable time they need to take care of their families and homes after a storm.** Waste Management has signed agreements with local hotels so that the members of the GREEN TEAM will have safe locations to stay while they are in our area helping us recover. Our local phone system can be answered at other Waste Management locations so that customers will still be able to get through to our customer service department. This offsite customer service department will also have access to all of our customer information along with individual municipal contract information. This is possible because all of our customer information is stored on secure servers and can be accessed from anywhere in our network. This is just a short summary of the steps taken by Waste Management in preparing for a natural disaster, below is a more detailed description of our plan.



### **Pre Planning Steps:**

- Design Employee phone/address information tree, which will become a networking system for contacting employees.
- Prepare photo id badges for employees with an expiration date, during recovery officials may require identification to enter affected areas.
- Update Hurricane preparedness contact sheet that includes all managers and their employees.
- Update all customer contact list that includes addresses and phone numbers.
- Create a list of customers with contact names and numbers that are likely to need expanded services and contact them right after the event ex: Hospitals, EMS, utilities.
- Maintenance Manager will assess the fleet condition and create an emergency service list to ensure proper functioning of the equipment.
- Market Area President will outline, describe and communicate the plan to all the District Managers and coordinate training exercise.
- Test all site generators; all Waste Management facilities are equipped with generators capable of supplying all the electrical needs of the district.
- Test all satellite phones.

**Business Considerations:**

- Review and retain agreements with companies that provide emergency service, ex: fuel, meals, security, electricians, generators etc.
- Legal department will complete a review of the public sector contracts to create a legal extract of key terms, ex: service requirements post storms, debris requirements etc.
- Identify back up WM locations for support, ex: storage, relocation of offices, maintenance shop, billing etc.
- Review and retain options for securing the building, insurance requirements and storage needs.
- Area President and District Managers will discuss and establish proper protocols for tracking and monitoring of Service Machine and Customer Service Metrics.
- Review all routes, maps, and back up protocols.
- Create an equipment mobilization plan to store our equipment in a safe location during the storm.
- Negotiate and sign an agreement for the following services:
  - o Employee Transportation; Contract Labor; Fuel back up; Contractors

**Preparation Phase:**

Activities that are taking place days before the storm. When South Florida is in the projected path of the storm, Waste Management will initiate the 7-day preparing phase of our Hurricane Preparation and Recovery Plan. The 7-day activities are described below.

**Day 7 before the storm activities:**

- o Initiate Facility shutdown checklist.
- o District Manager will work with corporate communications to set up conference calls and message services for the employees and customers

**Day 6 before the storm activities:**

- o Continue facility shutdown checklist.
- o District Manager will review and finalize communication of plan to resolve critical customer issues.

**Day 5 before the storm activities:**

- o Continue facility shutdown checklist.
- o Corporate will conduct a test of the message services for employees and customers.
- o Initiates daily conference call to plan for the storm; Arrange delivery of supplies, ice, water, safety kits, MRE's
- o Begin to communicate with all Cities, Communities and major customers as to the work schedule and shut down plans.

**Day 4 before the storm activities:**

- o Will review emergency telephone messages to customer and employees.
- o Daily conference call to communicate with all Cities, Communities and major customers as to the work schedule and shut down plans.

**Day 3 before the storm activities:**

- o Book rooms in area hotels to secure lodging.
- o Daily conference call to communicate with all Cities, Communities and major customers as to the work schedule and shut down plans.

**Day 2 before the storm activities:**

- o Legal Department will distribute letters to State and Local Governments that will include:
  - 1) Priorities of fuel, 2) Waivers for out of State Vehicles, 3) Waivers for drivers licenses, 4) Curfew letters.

- Daily conference call to communicate with all Cities, Communities and major customers as to the work schedule and shut down plans.
- Run route sheets and roll off orders for one week and perform a full back up of the computer servers.

**Day 1 before the storm activities:**

- Daily conference call to communicate with all Cities, Communities and major customers as to the work schedule and shut down plans.
- Fuel and arrange trucks, containers in a secured area to minimize damage and power down facility.

**Recovery:**

- Immediately after the storm we will call all numbers in our phone tree to ensure that all the employees are safe.
- Immediately after the storm the group will hold a conference call to assess the situation and determine if there is a need of activating the GREEN TEAM.
- Will perform a survey of each facility to determine damage, safety and integrity of the structures.
- Will communicate with local authorities to inquire about road closures and disaster areas.
- A thorough inspection will be conducted on each vehicle before it is put back in service on the road.
- Determine status of contracted vendors, hotels and supplies.
- Communicate functional capabilities to counties, cities and customers.
- Once the roads are declared safe for travel a plan will be developed to determine which major accounts need emergency service.
- Conduct Safety briefing with employees concerning conditions in the communities and the dangers that they will encounter on the streets and roadways at least daily.

\*\*This is a summary outline of Waste Management's detailed Hurricane preparedness plan, a copy for review can be made available upon request.

**In order to provide the industry's best collection services to the City of Margate, Waste Management must ensure that our professional drivers are properly trained.**



## Safety

Dedication to safety is at the top of Waste Management's list of core values. Our comprehensive safety program ensures that our employees and the communities we service remain protected at all times. We focus on safety throughout our operations. From our employee screening process on, we ensure that our staff receives the information necessary to remain safe in all aspects of their jobs.

Every employee that is hired by Waste Management must pass a criminal background check along with a pre-employment drug screen. We diligently check each applicants work history and contact previous employers to validate the applicants work history and work habits.

Waste Management is in full compliance with all State and Federal labor policies and we offer training to our employees to remain in compliance.

Waste Management Inc. of Florida dedicates its efforts to upholding the safety standards set by our corporate office, along with Federal and State law. The following will provide an over view of our local Safety Program for both new and existing employees.



## Florida Training Center

Florida is currently the only state with a Waste Management owned and operated training center. The Florida Training Center (FTC) is located in Fort Myers and all new hires are required to attend training at the FTC, prior to beginning work at our location.

Each newly hired employee will attend an 80-hour orientation which includes, but is not limited to, Rule Book Review, Safe Driving Practices, selected training from the Waste Management produced Driving Science Series modules, Risk Recognition, Service Machine, Vehicle Pre-Trip, DVIR Guide, Hours of Service, Benefits and Policies. Additionally, there are 32 combined hours of vehicle operations training in both controlled and route environments focusing on backing, overhead obstacles, and defensive routing.



The new hire must successfully pass this two-week program before graduating to the “On the Job” (OJT) training at their home location. The OJT portion of the training will last an additional 90 days. The new hire’s performance from the OJT must be reviewed and signed off by the Driver Trainer, Route Manager, Operations Manager and the District Manager; the new hire must pass the OJT within 90 days in order to be released to drive.

Supervisors must conduct at a minimum one formal observation of each employee per month. The findings of the observation must be documented in our electronic database that tracks each driver’s observation history. In addition to the internal observations that are conducted by the route managers, we have subcontracted a company called SafeComm that completes video observations of our employees. SafeComm will then score the video and give the driver a numerical score from 0 to 100.

Waste Management Inc. of Florida also utilizes the FTC for our veteran mechanics and drivers for re-training and certification throughout the calendar year. There are 22 training programs available year round and specialty training is available upon request. There is a 40-hour course designed for job title transfers, which are specific to the Line of Business or equipment type for which the employee will be transferring. This training will be used by an employee who currently drives a rear load truck and wants to learn how to drive a front load truck. This system enables us to train the driver in a safe and structured environment before having them out on the street. The FTC also has certified, third party testers, available to administer CDL testing.

There is a mandatory meeting held one time per week, for all drivers. The following is a list of topics covered each week, throughout the year.

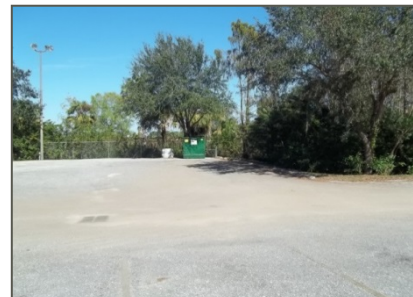
Tipping Floor Rules	Proper Incident Reporting
Blood Pressure	Rules against equipment modification
Lock-out/Tag-out	Proper Pushing and Pulling
Environmental Compliance	Special Conditions
Driving Science Series	Stretching and Ergonomics
Heart Disease	Driving in Adverse Weather
Zig Zag Rules	Speed Limit
Driver Science Series Highway Hazards	Parking Brake Operations
Obesity/Diet	Temp Labor Safety
Emergency Management Plan	Cold Stress
Seat Belt Rules	Pre/Post Trip Inspections
Environmental Compliance Storm Water Mgt	Confined Spaces
Safely Securing the Vehicle	Backing Dual Drive Vehicle
Diabetes	Sprains and Strains
Severe Weather	Housekeeping
Hazardous Communication	DOT Drug/Alcohol Regulations
Proper Backing Safety Procedures	Hand Safety
Heat Stress	Fire Prevention
Slips, Trips and Fall prevention	Handling Stress
Double Siding Rules	Blood Borne Pathogens
First Aid	Proper Fire Extinguisher Use

In addition to the training topics listed and at the FTC, the drivers also have access to an onsite Driver Trainer as an additional resource to help with any issues that may require retraining.

## Florida Driver Training Center, 11990 State Route 82, Fort Myers, Florida

**CDL Training Yard**

This section of the yard is dedicated for CDL Training.  
This section is used by Rolloff and ASL training.

**FEL Training Yard**

FEL containers are stationed at various locations around the property. Drivers are provided a route sheet and must pickup only

**Residential Training Yard**

2 main "long" roads  
3 cross streets  
1 dead end back down  
1 cul-de-sac

Used by REL and ASL drivers

**Note:**

This is a VERY tight course. Turns are the same as a mobile home park. Drivers are taught the tightest turns we can create.

## DriveCam

Waste Management is constantly researching the latest in technology that we can implement and incorporate into our operations that will help us to continuously develop and train our employees.



One of the systems that Waste Management is implementing is called DriveCam. DriveCam's program consist of a palm-sized digital event recorder that is mounted in the vehicle, a cellular upload process, the DriveCam online (web-based review system) and other regular program reviews. This program is designed to capture video and audio inside and outside the vehicle when triggered by abrupt actions. Some of the actions that would trigger this device are hard braking, sudden acceleration, swerving, speeding or a collision. The events are then analyzed, scored and posted to a secure website for driver coaching when

needed. The DriveCam system will be installed in all of the trucks servicing the City of Pompano Beach.

Utilizing the monthly driver observations, SafeComm video observations along with the DriveCam program, our management team has the tools to identify unsafe behaviors (habits) and the capabilities to correct these behaviors. By eliminating the unsafe behaviors we will continuously improve our safe operating practices.

**Waste Management has the highest safety standards in the industry.** Waste Management facilities must meet or exceed industry and government safety standards. We have implemented a comprehensive program to meet the requirements of Employee Right-To-Know, Community Right-to-Know, and Emergency Response regulations of U.S. Department of Transportation (DOT), OSHA, and the U.S. Environmental Protection Agency (EPA).

No other waste company in the nation has an OSHA TRIR rating better than Waste Management. OSHA has recognized Waste Management for our progress and ongoing effort to eliminate unsafe work behaviors.

**Form 2  
Experience**

Each Proposer shall use this form to identify comparable work it has performed. Each Proposer is encouraged to identify its most recent comparable jobs in Florida. The Proposer shall use this form to describe up to ten (10) comparable projects. Please copy this Form 2 and use a separate copy for each comparable job.

Name of Reference (i.e., City, County or other government entity):

City of Margate

Address of Reference: 5790 Margate Blvd, Margate, FL 33063

Principal Contact Person for the Reference: Douglas E. Smith

Phone number for Contact Person: 954-935-5308

E-mail address (if available) for Contact Person: dsmith@margatefl.com

Year Contract Initiated with Reference: 1985

Year Contract Expired with Reference: 2015

Number of Curbside Residential Customers Served – Solid Waste: 13,400

Method of Curbside Solid Waste Collection (i.e., manual collection with cans or automated/semi-automated collection with carts):

Manual bags & pails

Number of Curbside Residential Customers Served – Recyclables: 13,400

Method of Curbside Recyclables Collection (i.e., bins with manual collection, or carts with automated/semi-automated collection):

Automated with carts

Number of Curbside Residential Customers Served - Bulk Waste: 13,400

Number of Curbside Residential Customers Served – Yard Waste: 13,400

Number of Commercial Customers Service – Solid Waste: 450

Yards of Commercial Solid Waste Serviced Annually: 138,000 cubic yards annually



**Form 2(a)  
Experience**

Each Proposer shall use this form to identify comparable work it has performed. Each Proposer is encouraged to identify its most recent comparable jobs in Florida. The Proposer shall use this form to describe up to ten (10) comparable projects. Please copy this Form 2 and use a separate copy for each comparable job.

Name of Reference (i.e., City, County or other government entity):

City of Tamarac

Address of Reference: 7525 NW 88 Avenue, Tamarac, FL 33321

Principal Contact Person for the Reference: Michael Cernech, City Manager

Phone number for Contact Person: 954-597-3510

E-mail address (if available) for Contact Person: mcernech@tamarac.org

Year Contract Initiated with Reference: 2011

Year Contract Expired with Reference: 2020

Number of Curbside Residential Customers Served – Solid Waste: 17,272

Method of Curbside Solid Waste Collection (i.e., manual collection with cans or automated/semi-automated collection with carts):

Automated collection with carts

Number of Curbside Residential Customers Served – Recyclables: 17,272

Method of Curbside Recyclables Collection (i.e., bins with manual collection, or carts with automated/semi-automated collection):

Automated collection with carts

Number of Curbside Residential Customers Served - Bulk Waste: 17,272

Number of Curbside Residential Customers Served – Yard Waste: 17,272

Number of Commercial Customers Service – Solid Waste: 950

Yards of Commercial Solid Waste Serviced Annually: 341,000 cubic yards annually



**Form 2(b)  
Experience**

Each Proposer shall use this form to identify comparable work it has performed. Each Proposer is encouraged to identify its most recent comparable jobs in Florida. The Proposer shall use this form to describe up to ten (10) comparable projects. Please copy this Form 2 and use a separate copy for each comparable job.

Name of Reference (i.e., City, County or other government entity):

Town of Davie

Address of Reference: 6591 Orange Drive, Davie, FL 33314

Principal Contact Person for the Reference: Richard Lemack, Town Administrator

Phone number for Contact Person: 954-797-1030

E-mail address (if available) for Contact Person: richard\_lemack@davie-fl.gov

Year Contract Initiated with Reference: 2004

Year Contract Expired with Reference: 2020

Number of Curbside Residential Customers Served – Solid Waste: 21,000

Method of Curbside Solid Waste Collection (i.e., manual collection with cans or automated/semi-automated collection with carts):

Automated collection with carts

Number of Curbside Residential Customers Served – Recyclables: 21,000

Method of Curbside Recyclables Collection (i.e., bins with manual collection, or carts with automated/semi-automated collection):

Automated collection with carts

Number of Curbside Residential Customers Served - Bulk Waste: 21,000

Number of Curbside Residential Customers Served – Yard Waste: 21,000

Number of Commercial Customers Service – Solid Waste: Approx. 1,000

Yards of Commercial Solid Waste Serviced Annually: 500,000 cubic yards annually

**Form 2(c)  
Experience**

Each Proposer shall use this form to identify comparable work it has performed. Each Proposer is encouraged to identify its most recent comparable jobs in Florida. The Proposer shall use this form to describe up to ten (10) comparable projects. Please copy this Form 2 and use a separate copy for each comparable job.

Name of Reference (i.e., City, County or other government entity):

Hillsborough County

Address of Reference: 601 Kennedy Blvd., Tampa, FL 33602

Principal Contact Person for the Reference: John Lyons, Director Solid Waste

Phone number for Contact Person: 813-307-4754

E-mail address (if available) for Contact Person: lyonsj@hillsboroughcounty.org

Year Contract Initiated with Reference: 2006

Year Contract Expired with Reference: 2020

Number of Curbside Residential Customers Served – Solid Waste: 81,000

Method of Curbside Solid Waste Collection (i.e., manual collection with cans or automated/semi-automated collection with carts):

Automated collection with carts

Number of Curbside Residential Customers Served – Recyclables: 81,000

Method of Curbside Recyclables Collection (i.e., bins with manual collection, or carts with automated/semi-automated collection):

Automated collection with carts

Number of Curbside Residential Customers Served - Bulk Waste: 81,000

Number of Curbside Residential Customers Served – Yard Waste: 81,000

Number of Commercial Customers Service – Solid Waste: 3,600

Yards of Commercial Solid Waste Serviced Annually: 2,036,063 cubic yards annually

**Form 2(d)  
Experience**

Each Proposer shall use this form to identify comparable work it has performed. Each Proposer is encouraged to identify its most recent comparable jobs in Florida. The Proposer shall use this form to describe up to ten (10) comparable projects. Please copy this Form 2 and use a separate copy for each comparable job.

Name of Reference (i.e., City, County or other government entity):

Collier County

Address of Reference: 3339 Tamiami Trail East, Naples, FL 34112

Principal Contact Person for the Reference: Dan Rodriguez, Director Solid &  
Hazardous Waste Management

Phone number for Contact Person: 239-252-2504

E-mail address (if available) for Contact Person: danrodriguez@colliergov.net

Year Contract Initiated with Reference: 2005

Year Contract Expired with Reference: 2020

Number of Curbside Residential Customers Served – Solid Waste: 108,000

Method of Curbside Solid Waste Collection (i.e., manual collection with cans or automated/semi-automated collection with carts):

Automated collection with carts

Number of Curbside Residential Customers Served – Recyclables: 108,00

Method of Curbside Recyclables Collection (i.e., bins with manual collection, or carts with automated/semi-automated collection):

Automated collection with carts

Number of Curbside Residential Customers Served - Bulk Waste: 108,000

Number of Curbside Residential Customers Served – Yard Waste: 108,000

Number of Commercial Customers Service – Solid Waste: 3,750

Yards of Commercial Solid Waste Serviced Annually: 3,049,454 cubic yards annually

**Form 2(e)  
Experience**

Each Proposer shall use this form to identify comparable work it has performed. Each Proposer is encouraged to identify its most recent comparable jobs in Florida. The Proposer shall use this form to describe up to ten (10) comparable projects. Please copy this Form 2 and use a separate copy for each comparable job.

Name of Reference (i.e., City, County or other government entity):

Brevard County

Address of Reference: 2725 Judge Fran Jamieson Way

Principal Contact Person for the Reference: Euripides Rodriguez, Solid Waste Director

Phone number for Contact Person: 321-633-2042

E-mail address (if available) for Contact Person: euripides.rodriguez@brevardcounty.us

Year Contract Initiated with Reference: 2003

Year Contract Expired with Reference: 2020

Number of Curbside Residential Customers Served – Solid Waste: 100,069

Method of Curbside Solid Waste Collection (i.e., manual collection with cans or automated/semi-automated collection with carts):

Automated collection with carts

Number of Curbside Residential Customers Served – Recyclables: 100,069

Method of Curbside Recyclables Collection (i.e., bins with manual collection, or carts with automated/semi-automated collection):

Automated collection with carts

Number of Curbside Residential Customers Served - Bulk Waste: 100,069

Number of Curbside Residential Customers Served – Yard Waste: 100,069

Number of Commercial Customers Service – Solid Waste: 1,450

Yards of Commercial Solid Waste Serviced Annually: 640,800 cubic yards annually

**Form 2(f)  
Experience**

Each Proposer shall use this form to identify comparable work it has performed. Each Proposer is encouraged to identify its most recent comparable jobs in Florida. The Proposer shall use this form to describe up to ten (10) comparable projects. Please copy this Form 2 and use a separate copy for each comparable job.

Name of Reference (i.e., City, County or other government entity):

Manatee County

Address of Reference: 4410 66th Street W., Bradenton, FL 34210

Principal Contact Person for the Reference: Dan Gray, Director Utilities &  
Customer Service

Phone number for Contact Person: 941-720-1871

E-mail address (if available) for Contact Person: dan.gray@mymanatee.org

Year Contract Initiated with Reference: 2008

Year Contract Expired with Reference: 2016

Number of Curbside Residential Customers Served – Solid Waste: 43,000

Method of Curbside Solid Waste Collection (i.e., manual collection with cans or automated/semi-automated collection with carts):

Automated collection with carts

Number of Curbside Residential Customers Served – Recyclables: 43,000

Method of Curbside Recyclables Collection (i.e., bins with manual collection, or carts with automated/semi-automated collection):

Automated collection with carts

Number of Curbside Residential Customers Served - Bulk Waste: 43,000

Number of Curbside Residential Customers Served – Yard Waste: 43,000

Number of Commercial Customers Service – Solid Waste: 1,453

Yards of Commercial Solid Waste Serviced Annually: 640,800 cubic yards annually

**Form 2(g)  
Experience**

Each Proposer shall use this form to identify comparable work it has performed. Each Proposer is encouraged to identify its most recent comparable jobs in Florida. The Proposer shall use this form to describe up to ten (10) comparable projects. Please copy this Form 2 and use a separate copy for each comparable job.

Name of Reference (i.e., City, County or other government entity):

Village of Wellington

Address of Reference: 12300 Forest Hill Blvd, Wellington, FL 33414

Principal Contact Person for the Reference: Jessie Wright, Solid Waste Supervisor

Phone number for Contact Person: 561-791-4078

E-mail address (if available) for Contact Person: jwright@wellingtonfl.gov

Year Contract Initiated with Reference: 2008

Year Contract Expired with Reference: 2022 recently renewed

Number of Curbside Residential Customers Served – Solid Waste: 22,000

Method of Curbside Solid Waste Collection (i.e., manual collection with cans or automated/semi-automated collection with carts):

Automated collection with carts

Number of Curbside Residential Customers Served – Recyclables: 22,000

Method of Curbside Recyclables Collection (i.e., bins with manual collection, or carts with automated/semi-automated collection):

Automated collection with carts

Number of Curbside Residential Customers Served - Bulk Waste: 22,000

Number of Curbside Residential Customers Served – Yard Waste: 22,000

Number of Commercial Customers Service – Solid Waste: 367

Yards of Commercial Solid Waste Serviced Annually: 272,020 cubic yards annually



**CHAPTER 3: FIRM QUALIFICATIONS****List of Solid Waste Contracts Not Renewed in last 10 years**

<b>ACCOUNT NAME</b>	<b>CONTACT NAME</b>	<b>REASON FOR LOSS</b>
Village of Key Biscayne – Residential	Mariana Dominguez-Hardie 305-365-8945	The contract expired. A new bid was issued and WM was not the low bidder.
City of Miami Beach – Residential	Al Zamora 305-673-700	The contract expired. A new bid was issued and WM was not the low bidder.
City of Opa-Locka – Residential	David Chiverton 305-688-4611	The contract expired. A new bid was issued and WM was not the low bidder.
Town of Atlantis	Mo Thorton 561-965-1744	The contract expired. A new bid was issued and WM was not the low bidder.
Village of Royal Palm Beach	Ray Liggins 561-790-5174	The contract expired. A new bid was issued and WM was not the low bidder.
City of Port St. Lucie	Jeffrey Bremer 772-871-5225	The contract expired. A new bid was issued and WM was not the low bidder.
City of Jacksonville – Area 3	Jeff Foster 904-255-7512	The contract expired. A new bid was issued and WM was not the low bidder.
City of Palm Coast	Dianne Torino 386-986-2339	The contract expired. A new bid was issued and WM was not the low bidder.
City of Marianna	Jim Dean 850-482-4353	The contract expired. A new bid was issued and WM was not the low bidder.
Seminole County	David Gregory 407-665-2260	The contract expired. A new bid was issued and WM was not the low bidder.
City of Melbourne Beach	Daniel Rocque 321-724-5860	The contract expired. A new bid was issued and WM was not the low bidder.
Town of Palm Shores	Tim Carlisle 321-242-4555	The contract expired. A new bid was issued and WM was not the low bidder.
City of Crystal River	Carol Harrington 352-795-4216	The contract expired. A new bid was issued and WM was not the low bidder.
City of Bonifay	James Sims 850-547-4238	The contract expired. A new bid was issued and WM was not the low bidder.

ACCOUNT NAME	CONTACT NAME	REASON FOR LOSS
Hernando County (Districts C & D)	Scott Harper 352-754-4791	The contract expired. A new bid was issued and WM was not the low bidder.
Hernando County (District F)	Scott Harper 352-754-4791	The contract expired. A new bid was issued and WM was not the low bidder.
St Lucie County	Leo Cordeiro 772-462-1768	The contract expired. A new bid was issued and WM was not the low bidder.
Town of Grant Valkaria	Richard Hood 321-951-1380	The contract expired. A new bid was issued and WM was not the low bidder.
Town of Hillsboro Beach	Jean-Marie Mark 954-427-4011	Waste Management made a unilateral decision not to renew.
Town of Southwest Ranches	Andrew Berns 954-434-0008	Waste Management made a unilateral decision not to renew.
City of Coral Springs	Richard Michaud 954-344-1165	Waste Management made a unilateral decision not to renew.
City of Delray Beach	Lulu Butler 561-243-7203	The contract expired. A new bid was issued and WM was not the low bidder.
Lake County	Darren Gray 352-343-9888	The contract expired. A new bid was issued and WM was not the low bidder.
City of Tampa (Commercial)	Mark Wilfalk 813-348-1151	The contract expired. A new bid was issued and WM was not the low bidder.
City of Holmes Beach	Gary Blunden 941-708-5768	The contract expired. A new bid was issued and WM was not the low bidder.
City of Lake Mary	Jackie Sova 407-585-1419	The contract expired. A new bid was issued and WM was not the low bidder.
City of Ormond Beach	Kevin Gray 386-676-3220	The contract expired. A new bid was issued and WM was not the low bidder.
City of Lauderdale by the Sea	Connie Hoffman 954-640-4203	The contract expired. A new bid was issued and WM was not the low bidder.

ACCOUNT NAME	CONTACT NAME	REASON FOR LOSS
City of Lauderhill	Charlie Cuyler 954-730-4230	The contract expired. A new bid was issued and WM was not the low bidder.
City of North Lauderdale	Mike Shields 954-724-7070	The contract expired. A new bid was issued and WM was not the low bidder.
City of Hollywood Curbside Recycling	Karen Arndt 954-967-4526	The contract expired. A new bid was issued and WM was not the low bidder.
City of Fort. Lauderdale - Residential	Lee R. Feldman 954-828-5013	The contract expired. A new bid was issued and WM was not the low bidder.

*The above information is accurate to the best of WMIF's information and belief. Please note that we have searched the records available to us, which we have maintained in the ordinary course of business. Accordingly, although it is possible that some relevant information is missing from this disclosure, we do not believe same would have a material effect on WMIF's performance pursuant to the instant solicitation. WMIF will supplement, modify or amend the above should it become aware of facts that should warrant same.*

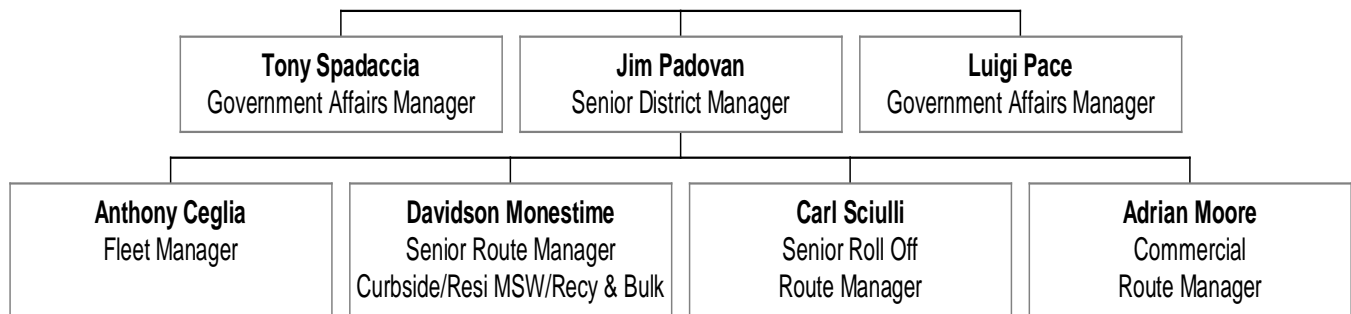
**CHAPTER 4: STAFFING AND SUBCONTRACTORS**

**Please see the following pages for Staffing information.**

**Form 3  
Staffing**

1. Provide an organizational chart for professional or management level staff positions that will be used by the Proposer in order to provide Solid Waste Collection services for the City.
2. With regard to the staff positions identified in response to No. 1, above, provide a narrative description of the duties and responsibilities of each staff position and the qualifications required for each position.
3. Proposers must provide a District Manager, a Maintenance Director, and a Supervisor who will be accessible to the City at all times. With regard to the individuals identified by the Proposer to fill these three (3) positions, please indicate whether any such individual will be used to service any contract or franchise agreement for other cities or communities.
4. For each member of the professional or management staff that will be responsible for providing services to the City of Margate, provide a resume describing the individual's areas of expertise and experience. Resumes must include the following information; however, additional information also may be provided by the Proposer.

- 
- A. Name & Title
  - B. Assignment on City's Project
  - C. Years of Experience with:
    - The Proposer's Company
    - Other Similar Companies
  - D. Education:
    - Degree(s)
    - Year/Specialization
  - E. Summary of Professional Training and Experience
  - F. Other Relevant Experience and Qualifications

**CHAPTER 4: STAFFING AND SUBCONTRACTOR****1. Organizational Chart****Waste Management Inc. of Florida**

## CHAPTER 4: STAFFING AND SUBCONTRACTOR

### 2. Positions and Responsibilities

#### **Senior District Manager, Collections**

The requirements listed below are representative of the qualifications necessary to perform the job.

##### ***Education and Experience***

Required: Bachelor's Degree or equivalent experience and a minimum of 5 years in a role with supervisory and PNL responsibility

Preferred: Bachelor's Degree or equivalent experience and a minimum of 5 years in a role with supervisory and PNL responsibility in transportation, logistics, or solid waste operations

##### ***Certificates, Licenses, Registrations or Other Requirements***

None required.

##### ***Other Knowledge, Skills or Abilities Required***

Experience in a position involving at least 2 of the following: operations, customer service, community relations, health and safety, financial, and human resources function, experience as a supervisor or manager; experience implementing safety (OSHA) programs and equipment specifications, experience preparing and managing budgets, and experience resolving labor relations issues required

#### **Senior District Fleet Manager**

The requirements listed below are representative of the qualifications necessary to perform the job.

##### ***Education and Experience***

Required: Bachelor's Degree, or equivalent experience, and five to seven years previous experience.

##### ***Certificates, Licenses, Registrations or Other Requirements***

Valid driver's license required.

##### ***Other Knowledge, Skills or Abilities Required***

None required

#### **Route Manager**

The requirements listed below are representative of the qualifications necessary to perform the job.

##### ***Education and Experience***

Required: Associate's Degree or equivalent experience in transportation, logistics, or solid waste operations in which coaching, routing assessments and leading employees were requirements of the role. Zero to three years previous experience in transportation, logistics, or solid waste operations.

Preferred: Bachelor's Degree, or equivalent experience, and zero to three years previous experience in transportation, logistics, or solid waste operations.

##### ***Certificates, Licenses, Registrations or Other Requirements***

None required.

##### ***Other Knowledge, Skills or Abilities Required***

None required.



**Government Affairs Manager**

The requirements listed below are representative of the qualifications necessary to perform the job:

***Education and Experience***

Required: Associate's Degree or equivalent experience in Business Administration, Communications, Political Science, or Economics, or five or more years of previous applicable experience in government relations, outside sales, public service, or related field.

Preferred: Bachelor's Degree or equivalent experience in Business Administration, Communications, Political Science, or Economics, or similar area of study, and five or more years of previous applicable experience

***Certificates, Licenses, Registrations or Other Requirements***

None required

***Other Knowledge, Skills or Abilities Required***

- Negotiation skills and experience with profitability analysis required
- Bid preparation and contract management strongly preferred
- Demonstrated organizational capabilities
- Excellent verbal and written communication skills including the ability to effectively deliver presentations to small and large groups

**CHAPTER 4: STAFFING AND SUBCONTRACTOR****3. Management Team**

The Waste Management service and administration office for this agreement is located at 2700 Wiles Road, Pompano Beach, Florida 33073. The following Waste Management professionals will be directly responsible for servicing this contract. Combined, your local waste professionals have **over one hundred fifty three years** of hands on experience providing solid waste and recycling services in South Florida. Mr. Jim Padovan, Sr. District Manager (954) 935-2327 [JPadovan@wm.com](mailto:JPadovan@wm.com). Mr. Anthony Ceglia, Sr. District Fleet Manager (954) 917-1608 [ACeglia1@wm.com](mailto:ACeglia1@wm.com). Mr. Davidson Monestime, Route Manager/Supervisor (954) 410-7199 [Dmonesti@wm.com](mailto:Dmonesti@wm.com). Mr. Carl Sciulli, Roll Off Route Manager (954) 520-3374 [csiulli@wm.com](mailto:csiulli@wm.com). Mr. Adrian Moore, \*Commercial Route Manager (954) 4444-1635 [amoore@wm.com](mailto:amoore@wm.com). Mr. Luigi Pace, Government Affairs Manager (954) 984-2060 [LPace@wm.com](mailto:LPace@wm.com). Ms. Kathy Mantz, Government Affairs Manager (954) 956-2221 [KMantz@wm.com](mailto:KMantz@wm.com).

Jim Padovan is the Senior District Manager for Waste Management in Broward County. Jim has 29 years of experience in the solid waste industry. Jim is responsible for collection activities in Broward County and manages a fleet of over 200 collection vehicles with over 200 employees. Jim will be the project manager for this contract and will be accessible to the City at all times.

Anthony Ceglia is the Senior District Fleet Manager for Waste Management of Broward County. Anthony has 23 years of experience in his field. He is responsible for all aspects of the maintenance department as shown in his resume. He is directly responsible for the maintenance of the fleet in Broward County. Anthony reports directly to Jim Padovan and will be accessible to the City at all times.

The Senior Route Manager is Davidson Monestime who is the current route manager who is assigned to the City of Margate. Davidson has over 8 years of experience with Waste Management; he has been managing municipal collection contracts throughout Broward County. Davidson also manages the cities of Tamarac and Parkland. Davidson reports to Jim Padovan and will be accessible to the City at all times.

Carl Sciulli is the Roll Off Route Manager for the City of Margate. Carl has over 16 years of experience in the solid waste industry managing all aspects of collection operations. He reports directly to Jim Padovan and will be accessible to the City at all times.

Adrian Moore is the Commercial Route Manager for the City of Margate. Adrian has over 16 years of experience in the solid waste industry managing all aspects of collection operations. He reports directly to Jim Padovan and will be accessible to the City at all times.



Tony Spadaccia is the Government Affairs Manager in Broward County and he will assist Jim with the management and compliance of this contract. Tony has over 30 years of solid waste experience in all aspects of the business.

Luigi Pace is the Government Affairs Manager in Broward County and he will assist Jim with the management and compliance of this contract. Luigi has over 25 years of solid waste experience in all aspects of the business.

Kathy Mantz is the Government Affairs Manager in Broward County and she will be assisting Jim with the management and compliance of this contract. Kathy has over 6 years with Waste Management in the Public Sector Area.

The resumes for the entire management team is listed below.

**James Stephen Padovan**  
**Jpadovan@wm.com**  
 (561) 719-9099

*Career Objective:*

**Seeking a challenging, rewarding position, with the opportunity to foster and promote team development in order to enhance effectiveness and organizational profitability**

*Core Competencies:*

- Visionary Leadership
- Strategic Business Planning
- Operations Management
- Mentoring and Coaching
- P & L Management
- **Market Identification**
- Organizational Change Management
- Accomplished CDL driver

**EXPERIENCE: 28 years of experience all with Waste Management.**

**2011 to present-** Waste Management Inc. of Florida Southern Sanitation Broward County  
 Sr. District Manager

**2009 - 2011 -** Waste Management of Melbourne, Cocoa & Vero FL  
 Sr. District Manager

(Please refer to the bulleted points for Tampa and Pinellas 2006-2009)

Other items:

- Major re-route and automation equipment transition
- Major Residential account base management, servicing 900,000 accounts weekly
- Internalized recycle disposal location and transportation for processing
- Expanded recycling program: Single Stream, EWASTE, CFL's , Solar Compactors

2007 – 2009 Waste Management of Pinellas Clearwater, FL  
 District Manager

Direct responsibility for:

- P&L management
- Residential and Commercial account management, servicing 300,000 accounts weekly
- Contract negotiation
- Strategic Business Planning
- Effective marketing ventures

2006 – 2007 Waste Management of Tampa Tampa, FL  
 Operations Manager

Direct responsibility for:

- Route Manager development, training and evaluation
- Dispatch process management and accountability
- Safety Training and Driver Trainer development
- Sales and Customer Service Department support person
- Managed and improved communications between Maintenance and Operations

2003 – 2006 Waste Management of Palm Beach West Palm Beach, FL  
Operations Manager

Direct responsibility for:

- Route Manager and Dispatch operations
- 180 total route responsibility, over 1 million services weekly
- Assisted in BFI acquisition and merger into WM operating sites
- Assisted in performance over \$37 million in hurricane collection, processing and disposal services
- Successfully implemented re-routes, commercially and residentially, for efficiency improvements

2002 – 2003 Waste Management of Palm Beach West Palm Beach, FL  
Lead Route Manager

Direct responsibility for:

- Oversaw the daily activities of (12) route managers ( commercial & residential )
- Major Residential account base management, servicing 900,000 accounts weekly
- Major Commercial account base management, 45 truck fleet Commercial and 45 Roll-Off routes
- Developed: time management, organizational and efficiency skills with the managers
- Influenced a culture of teamwork, between managers and the workforce, with safety at its core

2000 – 2002 Waste Management of Palm Beach West Palm Beach, FL  
Residential Route Manager

Direct responsibility for:

- Managed 25 residential routes in Palm Beach Gardens, FL
- Worked closely with city officials on service issues and event promotions

1991 – 2000 Waste Management of Palm Beach West Palm Beach, FL  
Route Driver: Roll-Off

Direct responsibility for:

- Assigned as Major Account retainer driver
- Accident/injury free work record with complementary customer service recognition

1988 – 1991 WM of Collier County Naples, FL  
Route Driver: REL Residential, REL Commercial, FEL, Roll-Off

Direct responsibility for:

- Accident/injury free work record with complementary customer service recognition

1986 – 1988 Marco Disposal (WM Company) Naples, FL  
Route Driver: REL Residential, REL Commercial

Direct responsibility for:

- Accident/injury free work record with complementary customer service recognition

---

#### EDUCATION:

1985 Lely High School - High School Diploma Naples, FL



**Anthony S. Ceglia**

780 NE 69 St., Apt. 806 Miami, Florida 33138  
954-444-7550

**CAREER HISTORY:****Waste Management Pompano Beach – Pompano Beach, Florida - 2011 – Present**  
**Senior District Fleet Manager**

- Manage the department staff, including responsibility for hiring, training, scheduling work assignments, performance management, and discipline.
- Serve as an integral part of the District's management team in assuring coordination of efforts of all departments in providing quality service to customers, budget preparation, and goal attainment.
- Maintain 205 Commercial, Residential and Industrial hauling vehicles.
- Schedule and monitor all activities, vehicle and equipment repairs and special projects.
- Schedule and ensure completion of all preventive maintenance repairs.
- Direct maintenance functions within established policies and procedures.
- Ensure that the Maintenance department maintains quality and safety standards.
- Maintain adherence to company policy in regards to operations and safety issues. Maintain a safe and productive work environment for all employees.
- Set the standard for excellence in the Maintenance department.
- Maintain an ongoing preventive maintenance program.
- Ensure corrective maintenance is performed safely, effectively, and expeditiously.
- Control maintenance costs relating to personnel, purchasing, inventory control and outsourcing of repairs.
- Oversee maintenance and repair of the building/facility including CNG equipment, fill stations and retail area.
- Interact in a professional manner with employees, customers, vendors, suppliers and contractors.
- Follow all safety policies and procedures.

**Republic Services, Ft. Lauderdale, Florida – 2007 – 2011****Business Unit Maintenance Manager – responsible for three locations, 210 commercial vehicle, 14 post collection heavy equipment assets and MRF processing equipment.**

- Manage the department staff, including responsibility for hiring, training, scheduling work assignments, performance management, and discipline.
- Serve as an integral part of the Division's management team in assuring coordination of efforts of all departments in providing quality service to customers, budget preparation, and goal attainment.
- Regularly communicate with operations and sales regarding status of fleet vehicles, containers and/or other equipment.
- Ensure that the Maintenance department maintains quality and safety standards.
- Maintain adherence to company policy in regards to operations and safety issues. Maintain a safe and productive work environment for all employees. Investigate accidents, injuries and property claims.
- Set the standard for excellence in the Maintenance department.
- Maintain an ongoing preventive maintenance program.
- Ensure corrective maintenance is performed safely, effectively, and expeditiously.



- Control maintenance costs relating to personnel, purchasing, inventory control and outsourcing of repairs.
- Assist in the purchasing of new vehicles, equipment, tools and containers/compactors.
- Assure all maintenance-related data is available for input into the vehicle maintenance system.
- Oversee maintenance of the building/facility including building maintenance and repairs.
- Interact in a professional manner with employees, vendors, suppliers and contractors.
- Follow all safety policies and procedures.

**Waste Management of Dade County - Miami, Florida - 1992 – 2007****Senior Maintenance Supervisor**

- Select, supervise, train, and evaluate performance of maintenance technicians and support staff
- Supervise 30 shop and road maintenance technicians.
- Maintain 170 Commercial & Residential Hauling Vehicles.
- Schedule and monitor all activities, vehicle and equipment repairs and special projects.
- Schedule and ensure completion of all preventive maintenance repairs.
- Direct maintenance functions within established policies and procedures.
- Assist mechanics with problems and technical questions.
- Utilize and maintain computer fleet management systems.
- Ensure equipment is returned to service without undue delay.
- Provide data and documentation to develop annual Repair and Maintenance budget.
- Maintain DOT maintenance and record standards.
- Supervise parts department to maintain adequate level of parts and supplies within budget guidelines.
- Manage Nextel radio and telephone fleet communication system 400 plus units.

**PROFESSIONAL SKILLS:**

- Waste Management Fleet Leadership Graduate
- Dale Carnegie Management Training
- ASE Certified Master Medium/Heavy Truck Technician
- ASE Certified Engine Machinist
- Training and Certification in Manufactures Brake, Engine, Transmission and Electrical Systems
- Proficient in Open and Closed Center Hydraulic Systems
- Experienced in Welding Various Metals
- Class A CDL License with Tanker Endorsement
- Proficient in Dossier, CFA, Compass Maintenance Systems, Microsoft Word, Excel
- Certified Forklift Operator Trainer

**Davidson Monestime**

7306 Coppefield Circle  
Lake Worth FL, 33467  
(786) 295-2418  
[dmonesti@wm.com](mailto:dmonesti@wm.com)

**Profile**

Operations Route Manager with 8 ½ years of experience in the designing, planning, implementing and executing of daily operations in the Waste Industry. Adept at implementing and executing innovative ideas in Operations and Customer Service to improve efficiency and business metrics.

**Experience    Waste Management****August 2007 - Present***Operations Investigation Specialist/Route Manager*

- Investigate, initiate, and review accident and incident reports
- Analyze and review drivers' productivity, supervise routes and evaluate DOT weight tickets regulations, monitor drivers' schedules and assess kronos for payroll
- Examine potential DOT violations and elaborate action plans for improvement
- Conduct monthly Break Through Performance Leadership meetings (BPL)
- Perform monthly Observation Behavior Assessment (OBA)
- Compare and evaluate district and market area safety, routing and efficiency metrics
- Support logistics and review day-to-day operations of equipments
- Conduct Quality Control Inspections (QCI)
- Monitor Multiple Incident Employees (MIE), and initiate Root Cause Analysis reports for action plan
- Serve as city liaison for Waste Management and the cities of Coral Springs and Parkland regarding daily service issues and concerns.

**Waste Management****Route Auditor**

- In-cab ride-along with WM drivers on existing routes to determine efficiency and effectiveness of route sequences
- Documented routes and customer datas on a computerized Route Analysis Tool (R.A.T)
- Performed in-cab audits with drivers in different market areas/cities and states
- Observed vehicle pre and post-trip
- Identified weight, time, accessibility, risks operation and revenue improvement opportunities
- Reviewed efficiency and promote action plans with market area General Manager, Business Improvement Analysts, and District Managers

**Miami-Dade College****September 2001 - Aug 2007****Field Training Officer, FTO**

- Wrote, reviewed and edited daily accident and incident reports
- Ran college background check on students and staff members upon request
- Supervised department vehicles and equipment assigned to Officers on duty
- Trained new employees and provided administrative support for scheduled shifts
- Patrolled assigned areas, supervised vehicular and pedestrian traffic flows

- Prepared documents for Court Depositions and Preliminary Investigations
- Coordinated order at public events such as: Miami Bookfair International, and Miami International Film Festival
- Managed “Report Exec” a web base security system in coherence with the Miami Police Department and Metro Dade Police Department
- Reviewed and filtered annual “Jeanne Clery Act compliance” Reports for SOC compliance
- Submit SOC reports to the Department Of Justice (DOJ) for Compliance

#### **Internship: Everglades Correctional Institution**

- Correction Transition Program for 12 months
- Helped inmates prepare for society re-integration
- Helped parolees create personal agenda for time management, family and society expectations
- Worked with diverse group release projects, and set goals for personal improvement

#### **Education**

<b>Nova Southeastern University</b> Masters of Business Administration	<b>Fort Lauderdale, FL</b> Completed
<b>Florida International University</b> Bachelor of Science in Criminal Justice Minor in Public Administration	<b>Miami, FL</b> Completed Completed
<b>Miami Dade College</b> Associates in Arts in Criminal Justice	<b>Miami, FL</b> Completed
<b>North Miami Adult Education Center</b> Business Software Application	<b>Miami, FL</b> Completed

#### **Skills**

Knowledge in Microsoft office suites: Word, Excel, Access, Word and PowerPoint

#### ***Honors and Awards***

Member of *Phi Theta Kappa* International Honor Society, National Dean’s List of 2002, School of Arts and Letters award recipient, College President Recognition of Excellence, Employee of the year award

#### **Languages**

English, French and Creole, functional in Spanish

#### **Special Training**

Incident Command System by FEMA (ICS), National Incident Management System by FEMA (NIMS), Emergency Evacuation, Crowd Control, Telephone Excellence, AED Certified, First Aid Training (CPR), Two Way Radio Certified User, Customer Service Interpersonal Training, Conflict Resolution, Defensive Driving, CDL holder (CMV), Hazardous Material (HAZMAT), Jeanne Clery Act Compliance by the Department of Justice (DOJ) for SOC, Communication Skills Training, Efficiency Management Planning (EMAP), Lock Out Tag Out certified Trainer (LOTO)

***Carl Sciulli***  
3831 NW 21<sup>st</sup> Avenue  
Pompano Beach, FL 33073  
954-520-3374

**CAREER HISTORY:****Waste Management Inc. of Florida, Pompano Beach, Florida - 2010 – Present**  
Roll Off Route Manager

Responsible for managing 33 drivers, conducts route analysis for efficiency and productivity improvement opportunities. I manage customer service and service delivery logistics. I currently manage roll off service in Margate, Parkland, Lighthouse Point, Tamarac, and Pompano Beach.

**Waste Management Inc. of Florida – Pembroke Pines, Florida - 2007 – 2010**  
District Operations Manager

Managed container repair shop, container delivery fleet. I was responsible for managing over 30 employees, along with operational budget, efficiencies for the container delivery and repair shop. I maintained the site in compliance with all OSHA standards along with all local, state and federal environmental regulations. I was required to conduct monthly facility inspections to insure that my site was in compliance with OSHA workplace safety regulations.

**Uhel Polly Hauling – Pompano Beach, Florida - 1997 – 2007**  
District Operations Manager

I was responsible for all roll off operations in the tri-county area managing a fleet of over 40 trucks. On a daily basis, I managed operating budget for the district, covering all aspects from labor, maintenance, operations support, SG&A, monthly billing and collections. Continuously conducted route analysis for efficiency and productivity improvement opportunities.

**EDUCATION:**

Broward College: Associates Degree in Business  
Currently enrolled in Waste Management's Florida Area Leadership Development Program – 1 year course

*Adrian Moore*

3877 Turtle Run Boulevard Apt. 2214  
Coral Springs, FL 33069  
(Cellular) 954-444-1635  
(Email) amoore@wm.com

*Qualifications Summary:*

Experienced Route Manager accountable for the day-to-day administration of personnel and business service functions for a leading service provider in the waste disposal, collection, removal and recycling industry.

*Core Competencies:*

- Leading through Vision and Value
- Management of Personnel Resources
- Change Leadership
- Conflict Management
- Fostering Diversity
- Building Effective Teams
- Aligning Performance for Success
- Initiator of Action

*Experience:*     8/2006 - Present     Waste Management     Pompano Beach, FL

*Route Manager - Commercial*

- Organizes and schedules all necessary resources required to accomplish activities. Coordinates daily operational needs with Maintenance team.
- Plans, distributes, monitors, and follows-up daily route assignments to ensure customers are serviced per company standards and agreements.
- Manages the end-of-day check-in process, capturing and communicating key service, safety, and equipment issues.
- Monitors driver and laborer time and attendance, minimizing overtime and ensuring that drivers do not exceed limits established by regulatory agencies (e.g., 60 hour rule).
- Reviews weekly demand / volume for routes, determines potential gains from re-routing, and recommends re-routes to the routing specialist.
- Sets and monitors productivity, service, and safety targets for each route and driver.
- Assists with data collection and reporting required for incentive pay programs.
- Promotes a union free atmosphere and where appropriate, establishes collaborative relations with unions.
- Works with functional groups to resolve employee relations and labor relations issues.
- Acquires and coordinates temporary workers assigned to assist drivers on routes.
- Ensures that drivers comply with physicals, drug or alcohol tests, and training required by regulatory agencies.
- Conducts Root Cause Investigations for all injuries and incidents, ensuring consistent discipline and retraining.
- Visits customers and customer sites to evaluate and resolve safety issues, seeking service alternatives where appropriate.
- Establishes and maintains a clean, safe work environment in compliance with Company/Occupational Safety and Health Administration (OSHA) standards.
- Documents problem fixes and provides instructions to dispatch/service should problems recur.
- Communicates and follows-up on sales opportunities, problems at customer site, DVR repairs, container swaps, and safety issues reported by drivers.



- Notifies customer service of delivery days for specific areas.
- Ensures set-up errors and missed pickups are reported and resolved.
- Documents and maintains records required by regulatory agencies such as the Department of Transportation.
- Reviews and audits documentation related to route operations on a daily basis (e.g., DVRs, driver time and attendance, open tickets), following-up where appropriate.

**2/1999 – 7/2006****Waste Management***Swing Driver - Commercial***Core responsibilities:**

Responsible for the collection and hand loading of commercial waste, as well as the transporting of this waste by a front-loading and/or rear-loading truck to a landfill site. This position interacted primarily with customers and internal dispatcher staff and management in an effort to detail and resolve customer disputes and/or inquiries as well as to be compliant to schedules and/or changes in route assignments.

- Performed complete pre-trip inspection including, but not limited to, checking tire pressure, fluid levels, safety equipment, gauges and controls.
- Drove heavy diesel truck to and from commercial and/or residential customer locations and disposal area(s).
- Operated hydraulic hand controls to lift/load refuse and operate compactor, or may be required to manually lift/load waste into compactor.
- Moved waste bin to position accessible by truck, if necessary.
- Wrote labels and tags unsatisfactory waste containers and/or refuse, as necessary.
- Courteously interacted with customers, dispatchers and supervisors.
- Read route sheets to determine day's schedule, follows map and services each customer as identified on the route sheet or as assigned by dispatcher and/or supervisor.
- Completed required route/productivity sheets, Vehicle Condition Reports (VCRs) and other forms.
- Properly performed driver check-in procedures upon returning to the facility at the end of the day.
- Followed all safety policies and procedures.



**Tony Spadaccia**  
Waste Management Inc. of Florida  
South Florida Government Affairs  
[tspadacc@wm.com](mailto:tspadacc@wm.com)  
954-984-2064

Back ground: Born in Bethlehem, Pa. and a resident in South Florida for over 45 years. Served in U.S. Armed Forces completing a tour of duty in Viet Nam as an Air Traffic Controller. Received an Honorable discharge from military.

Education: Graduated from Miami Dade College in 1969. Took various advanced continuing education and business courses throughout the years.

Business: Active in South Florida business, political, community and charitable affairs for many years. Currently manages Government Affairs in South Florida with over 34 years of experiences in all aspects of the solid waste and recycling industry.

Employment History: I have been employed with Waste Management for the past 18 years and have been in the waste industry for the past 37 years. In those 37 years, I have served in various capacities in the Solid Waste Industry all in South Florida. Initial employment in Outside Sales, advancing to Sales Manager, Regional Manager Sales and Marketing, Assistant General Manager and Manager of Government Affairs.

Organizations: Member, Board of Directors Pompano Beach Chamber of Commerce; Member, Board of Directors Plantation Chamber of Commerce; Former Board member Broward County YMCA and various other organizations thru out Broward County.

Waste Management has long set the standards for environmental awareness, community involvement and sound business practices here in South Florida and across the nation. We work hard at what we do and are happy to be able to give back to the communities and organizations we serve.

**Luigi Pace**

Waste Management Inc. of Florida  
Government Affairs Manager  
Email: [Lpace@wm.com](mailto:Lpace@wm.com)  
Phone: 954-984-2060

I have 25 years of experience in the solid waste industry at all different levels of operations in the tri-county area. I worked for 12 years with Waste Management, and 13 years of consecutive employment with other solid waste companies.

**EXPERIENCE:****2011- Current**

Waste Management Inc. of Florida  
Government Affairs Manager Broward County

- Manage municipal contracts in Broward County
- Work closely with local district to insure compliance with municipal contracts
- Primary company contact point for City Managers
- Primary company contact for municipal staff for questions and issues
- Primary company contact point for elected officials
- Work with municipal staff to insure all service needs are met

**2009 - 2011**

Southern Sanitation Service  
Sr. District Manager Broward County

Waste Management Inc. of Florida d/b/a

- Manage the day-to-day operations of 160 routes and 280 employees
- Manage the district's compliance with WM's Standard Operating Procedures
- Responsible for the P&L
- Responsible for all departmental operating budgets
- Responsible for implementing and complying with all safety regulations

**2006 - 2009**

Management Inc. of Florida  
South Florida Market Area Safety Manager

Waste

Direct responsibility for:

- Route Manager development, training and evaluation
- Safety Training and Driver Training development
- Facility inspections in the 19 offices in the market area
- OSHA compliance, DOT compliance at all facilities
- Accident and injury investigation and root cause analysis

**2005 - 2006**

Waste Management Inc. of Florida a/k/a Waste Management of Palm Beach  
Sr. District Manager

- Manage the day-to-day operations of 180 routes and 280 employees
- Manage the district's compliance with WM's Standard Operating Procedures
- Responsible for the P&L
- Responsible for all departmental operating budgets

2003 - 2005

Waste Management Inc. of Florida a/k/a Waste Management of Miami  
Operations Manager

- Oversaw the daily activities of (10) route managers ( commercial, residential and roll off )
- Responsible for 140 routes and 250 employees
- Managed the customer service, dispatch and administrative staff at the district.
- Successfully implemented re-routes , commercially and residentially , for efficiency

5/2003 -10/2003

BFI/Allied Waste Management  
District Manager Palm Beach

- Worked closely with Waste Management on the acquisition of BFI/Allied operations in South Florida

1999 - 2003

BFI/Allied Waste Management  
District Manager Broward County

- Responsible for 130 routes, plus managing the MRF that processed all of Broward County residential program recycling materials, along with 300 employees

1996 - 1999

BFI/Allied Waste Management  
Recycling Operations Manager

- Responsible for all residential and commercial recycling in Miami Dade County 60 routes and 80 employees

1990 - 1996

IWS/BFI Miami  
Recycling Route Manager IWS/BFI Miami

- Implemented the curbside recycling program in Miami- Dade County, co-coordinating the delivery of recycling bins to approximately 170,000 single-family homes. Established the first 50 curbside residential recycling routes in Miami-Dade County.

### Education:

High School Diploma from Miami - Dade County

I have continued my education through numerous industry courses - the most recent are:

- National Safety Council "Safety Certificate"
- District Manager training
- OSHA 10 hour certificate
- Waste Management Leadership Development 1-year course
- DDI Certified Facilitator for DDI Learning Systems

### Languages:

Fluent in Spanish and Italian



**Dr. Katherine A. Mantz**

2700 Wiles Road . Pompano Beach . FL , 33073  
(954) 465-3634 . email:kmantz@wm.com

**Summary:**

Proven professional in the area of solid waste and recycling programs. Currently managing municipal and county contracts in Broward and Monroe Counties. History of successfully implementing programs in both the private and public sector. Adept at pioneering strategies and creating record achieving results. Proven track record of identifying and capitalizing on market opportunities others miss. Strong management skills and application of superior creative skills to problem solving. Results oriented with a straight forward leadership style.

**Areas of Expertise:**

- Managing municipal MSW, Recycle and Organics contracts
- Governmental Affairs & Public Relations
- Integrated Marketing Communications Lobbying
- Brand Management Product Development/Launch
- Project Management Website Development
- Public/Private Partnership Management Public Speaking
- Media Relations
- Zero Waste event and projects
- 

**Experience:****Waste Management**

**Governmental Affairs Manager – Pompano Beach, Florida - June 2013 to present**

**Governmental Affairs Manager – Seattle, Washington - June 2011 to June 2013**

- Manage municipal MSW, Recycling and Organics collection contracts for municipal clients in Broward and Monroe Counties
- Manage relationships with public officials, city staff, local organizations and develop partnerships to retain and develop municipal and private industry clients and opportunities
- Work in unison internally with operations, customer service, contract compliance, communications, public education and outreach, finance, and management in managing associated contracts

**Strategic Sense Consulting – Pompano Beach, FL****Senior Marketing and Sustainability Consultant – May 2010 - ongoing**

- Sales program experiences declining sales, research discovers major market changes, develop new marketing and sales strategy which resulted in 7% growth
  - Recycling program inefficiencies discovered, systems diagram and efficiencies reduced costs 11% and increased revenues 4%
  - Weakness in inventory system discovered, flows were diagramed and bottlenecks exposed, bottlenecks were resolved and exploited resulting in inventory turn reduction by 30% cutting delivery time by 14%
- Strategic planning programs

**Promens / Bonar Plastics Inc. – Ridgefield, WA  
International Marketing Director & Regional Director of Sales – March 2000 to  
December 2007**

- Direct report to President of Bonar Plastics North America
- Exceeded sales goals every quarter. Managed \$1.4 million sales budget
- Work directly with key executives, brand managers, sales representatives, distributors, and catalog houses to create and execute North American IMC programs, sales and marketing strategies, and promotions which averaged over 30% growth per year
- Create and implement marketing/advertising campaigns through print advertising, media coordination, video production, collateral pieces, website postings, trade shows, and/or direct mail programs which drove product line growth

**Community Service / Organizations:**

Currently Margate Chamber of Commerce Board Member  
Chairperson, Margate Chamber of Commerce Government Affairs Committee  
Volunteer for multiple Margate Chamber-related events  
Served in various positions with multiple local and national waste industry-related, recycling and sustainability organizations

**Education:**

Doctorate of Marketing, focus in Sustainability, Argosy University, Seattle, Washington  
Masters of Business Administration, Argosy University, Seattle, Washington  
Bachelor of Science degree Marketing, University of Phoenix, Tigard, OR  
Bachelor of Science degree Business Management, University of Phoenix, Phoenix, AZ  
Attended marketing and advertising seminars and workshops throughout working career

**Recent Publications / Presentations:**

Mantz, K., & Mantz, T. (2014). Green. Green. It's Green They Say: Do Green and Sustainable Products Have More Perceived Value to the Consumer and Why, *Journal of International Business and Economics*, Volume 14, Number 3, 57-70.  
Mantz, T. & Mantz, K. (2015). Compensation, Market Efficiency and Decision Theory of Luxury Products, *European Journal of Business Research*, 2015.  
Mantz, K. & Mantz, T. (2014) What's A Green Product Worth?, *Waste 360*, June 2014.  
Presenter – 2014 Global Waste Management Symposium, Las Vegas, Nevada, June 2014  
Presenter – 2015 Southeast Recycling Conference, Destin, Florida, March 2015  
Presenter - 2015 International Academy of Business & Economics, Rome, Italy, June, 2015

**Form 4**  
**Subcontractors**

If the Proposer will use any subcontractors, the Proposer shall provide: (a) the name and address of each subcontractor; (b) the name and telephone number of the subcontractor's contact person; (c) a description of the work that will be performed by each subcontractor; and (d) the percent of the work that will be performed by the subcontractor.

(a) Eastern Waste System (EWS), 1660 NW 19th Avenue, Pompano Beach, FL 33069

(b) Michael Marzano (954) 543-9800

(c) EWS will collect bulk in the monthly bulk collection option. Waste Management will utilize EWS to collect large bulk piles that have been deemed unsafe for manual loading.

(d) EWS will perform a small percentage of the work in this RFP.

---

---

---

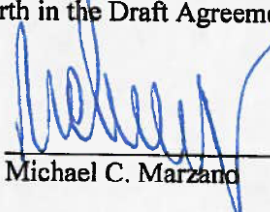
---



**AFFIDAVIT**STATE OF FLORIDA  
COUNTY OF Broward

Michael C. Marzano, of full age, being duly sworn, says:

1. I am the Treasurer and Director of Eastern Waste Systems, Inc. ("EWS").
2. Eastern Waste Systems, Inc. has a contract with Waste Management Inc. of Florida ("WMIF") to collect bulk and yard waste in several cities for which WMIF has a collection franchise. EWS currently collects such waste in the City of Margate and will continue to do so if WMIF is selected as the City's franchise hauler.
3. I have read RFP No. 2015-010 for Garbage and Recycling Collection, am familiar with its terms and those of the Draft Agreement and declare that EWS can comply with the requirements set forth along with the certificates of insurance requirements as set forth in the Draft Agreement.

  
Michael C. MarzanoSworn to and subscribed before me on 6/17 2015 by Michael C. Marzano.  
Notary PublicDana Grace  
Printed Name of Notary PublicPersonally known X or produced identification \_\_\_\_\_.  
Type of identification produced \_\_\_\_\_.  
My commission expires March 9, 2018.

## CHAPTER 5: AVAILABLE RESOURCES

### **Service Option i.a:**

This option with 3 calls for twice per week curbside collection of residential solid waste in 35-gallon, 65-gallon or 95-gallon garbage carts. 35-gallon garbage carts will be delivered to townhomes, villas etc. and a 65-gallon cart will be delivered to all other curbside residential solid waste customers. Also a 95-gallon cart is available as a service option when requested and approved. The curbside residential solid waste customer has the option to change to any of the three sizes offered upon request.

Waste Management plans to service this option with 3 new fully automated sideloaders powered by compressed natural gas, each staffed with one full time Waste Management professional driver to collect the residential solid waste at the curb.

### **Service Option i.b:**

This option calls for twice per week curbside collection of residential solid waste in garbage carts as detailed in Service Option i.a. In addition, Service Option i.b. will have all the collection and service benefits of Service Option i.a. as it has an added advantage for the residents. Service Option i.b. is a pay-as-you-throw (PAYT) system, this means that the curbside residential solid waste customers will pay for service based on the size of the garbage cart they select.

Waste Management plans to service this option with 3 new fully automated sideloaders powered by compressed natural gas, each staffed with one full time Waste Management professional driver to collect the residential solid waste at the curb.

### **Service Option i.c:**

This option calls for the current traditional twice per week curbside collection of residential solid waste in customer owned 32-gallon garbage cans or plastic bags, there is no volume limit in this option.

Waste Management plans to service this option with 3 manual rearloaders powered by compressed natural gas, each staffed by a team of full time Waste Management professional driver and helper to collect the residential solid waste at the curb.

### **Curbside Residential Recyclable Material Collection:**

This is the current service that is provided for the collection of single stream recycling placed at the curb by curbside residential solid waste customers. The single stream material is collected in City owned 65-gallon recycling carts. As the City's inventory is depleted the vendor must purchase and maintain in stock sufficient recycling carts to meet the demands of the residents in the city. The new carts must also contain a RFID chip for data collection purposes.

Waste Management plans to service this option with 2 fully automated sideloaders powered by compressed natural gas, each staffed with one full time Waste Management professional driver to collect the residential single stream recycling at the curb.

**Option iii.a:**

This option is for once per week curbside bulk waste and yard waste (commingled waste) collection. The comingled waste collection will be limited to four cubic yards once per week placed at the curb.

Waste Management plans to service this option with 2 manual rearloaders powered by compressed natural gas, each staffed by a team of full time Waste Management professional driver and helper to collect the residential comingled waste at the curb.

**Option iii.b:**

This option is for the collection of yard waste separate from the bulk waste. The vendors will use different vehicles to collect the material and ensure that it is not comingled. Yard waste will be collected once per week and the bulk waste will be collected once per week. There will be no limit to the amount of yard waste that a curbside residential solid waste customer places at the curb for collection. There will be a limit of three cubic yards of bulk waste that will be permitted to be placed at the curb for collection.

Waste Management plans to service this option with 3 manual rearloaders powered by compressed natural gas, each staffed by a team of full time Waste Management professional driver and helper to collect the residential yard waste and bulk waste separately at the curb 1 time per week.

**Option iii.c:**

This option is for the collection of yard waste once per week separately from bulk waste that will be collected once per month. There shall be no limit imposed on the amount of weekly yard waste and monthly bulk waste that a curbside residential solid waste customer places out for collection.

Waste Management plans to service this option with 3 manual rearloaders powered by compressed natural gas, each staffed by a team of full time Waste Management professional driver and helper to collect the residential yard waste at the curb 1 time per week.

For the monthly bulk collection, Waste Management plans to utilize 3 clam trucks operator by a subcontractor with the assistance of manual rearloaders supplied by Waste Management.

Waste Management, of course, is solely responsible to ensure that all the services are provided and completed in a timely and professional manner.

**Multi-Family Collection:**

Requires solid waste collection service in garbage carts, mechanical containers or compactors. Single stream recycling material collected in 95-gallon recycling carts equipped with RFID. Bulk waste collection once per month. Collection service frequency has a minimum requirement of twice per week.

**Commercial Collection Service:**

Vendor is to provide for the collection of solid waste in mechanical containers or compactors. Collection service frequency has a minimum requirement of twice per week.

Equipment needed to service multi-family and commercial locations will be determined by the final container count by type.

**Form 5**  
**Vehicles For Manual Collection Of Solid Waste**

(This service may only be provided until March 1, 2016 if the Contractor requires additional time to obtain equipment to service the City utilizing automated Collection Vehicles.)

(Complete one form for each manufacturer, model, and type of Collection vehicle)

1. Manufacturer and Model: Autocar ACX/McNeilus 2511
2. Number of Collection Vehicles by Age:
  - New < 6 months \_\_\_\_\_
  - 6 months < 1 Year \_\_\_\_\_
  - 1 Year < 2 Years \_\_\_\_\_
  - 2 Years < 3 Years 4
  - 3 Years < 4 Years \_\_\_\_\_
  - 4 Years < 5 Years \_\_\_\_\_
  - 5 Years < 6 Years \_\_\_\_\_
  - 6 Years < 7 Years \_\_\_\_\_
  - 7 Years < 8 Years \_\_\_\_\_
  - 8 Years < 9 Years \_\_\_\_\_
  - 9 Years < 10 Years \_\_\_\_\_
3. Body:
  - A. Rated Capacity(ies): 25 cubic yards
  - B. Practical or Net Capacity(ies): 25 cubic yards
  - C. Weight:
    - GVW: 66,000 lbs
    - Tare: 34,000 lbs
4. Will the vehicles be owned, leased, or other? owned
5. Fuel type: CNG

**Form 6**  
**Vehicles For Automated Collection Of Solid Waste**

(Complete one form for each manufacturer, model, and type of Collection vehicle and indicate any differences for the two options available for automated Solid Waste Collection)

1. Manufacturer and Model: Mack LE/McNeilus ZR
2. Number of Collection Vehicles by Age:

New < 6 months	<u>3</u>
6 months < 1 Year	_____
1 Year < 2 Years	_____
2 Years < 3 Years	_____
3 Years < 4 Years	_____
4 Years < 5 Years	_____
5 Years < 6 Years	_____
6 Years < 7 Years	_____
7 Years < 8 Years	_____
8 Years < 9 Years	_____
9 Years < 10 Years	_____
3. Body:
  - A. Rated Capacity(ies): 25 cubic yards
  - B. Practical or Net Capacity(ies): 25 cubic yards
  - C. Weight:

GVW:	<u>66,000</u>	lbs
Tare:	<u>34,000</u>	lbs
4. Will the vehicles be owned, leased, or other? owned
5. Fuel type: CNG



**Form 7**  
**Vehicles For Separate Collection Of Bulk Waste**

(Complete one form for each manufacturer, model, and type of Collection vehicle and indicate any differences for the two separate Bulk Waste options (weekly and monthly))

1. Manufacturer and Model: Autocar ACX/McNeilus 2511
2. Number of Collection Vehicles by Age:

New < 6 months	_____
6 months < 1 Year	_____
1 Year < 2 Years	_____
2 Years < 3 Years	<u>3</u>
3 Years < 4 Years	_____
4 Years < 5 Years	_____
5 Years < 6 Years	_____
6 Years < 7 Years	_____
7 Years < 8 Years	_____
8 Years < 9 Years	_____
9 Years < 10 Years	_____
3. Body:
  - A. Rated Capacity(ies): 25 cubic yards
  - B. Practical or Net Capacity(ies): 25 cubic yards
  - C. Weight:

GVW:	<u>66,000</u>	lbs
Tare:	<u>34,000</u>	lbs
4. Will the vehicles be owned, leased, or other? owned
5. Fuel type: CNG

**Form 7**  
**Vehicles For Separate Collection Of Bulk Waste**

(Complete one form for each manufacturer, model, and type of Collection vehicle and indicate any differences for the two separate Bulk Waste options (weekly and monthly))

1. Manufacturer and Model: Peterbilt 337
2. Number of Collection Vehicles by Age:

New < 6 months	_____
6 months < 1 Year	_____
1 Year < 2 Years	<u>3</u>
2 Years < 3 Years	_____
3 Years < 4 Years	_____
4 Years < 5 Years	_____
5 Years < 6 Years	_____
6 Years < 7 Years	_____
7 Years < 8 Years	_____
8 Years < 9 Years	_____
9 Years < 10 Years	_____
3. Body:
  - A. Rated Capacity(ies): 28 cubic yards
  - B. Practical or Net Capacity(ies): 28 cubic yards
  - C. Weight:

GVW: <u>1</u> <u>33,000</u> lbs
Tare: <u>25,500</u> lbs
4. Will the vehicles be owned, leased, or other? owned by subcontractor (EWS)
5. Fuel type: Diesel

**Form 8**  
**Vehicles For Separate Collection Of Yard Waste**

(Complete one form for each manufacturer, model, and type of Collection vehicle)

1. Manufacturer and Model: Autocar ACX/McNeilus 2511
2. Number of Collection Vehicles by Age:

New < 6 months	_____
6 months < 1 Year	_____
1 Year < 2 Years	_____
2 Years < 3 Years	<u>3</u>
3 Years < 4 Years	_____
4 Years < 5 Years	_____
5 Years < 6 Years	_____
6 Years < 7 Years	_____
7 Years < 8 Years	_____
8 Years < 9 Years	_____
9 Years < 10 Years	_____
3. Body:
  - A. Rated Capacity(ies): 25 cubic yards
  - B. Practical or Net Capacity(ies): 25 cubic yards
  - C. Weight:

GVW:	<u>66,000</u>	lbs
Tare:	<u>34,000</u>	lbs
4. Will the vehicles be owned, leased, or other? owned
5. Fuel type: CNG

**Form 9**  
**Vehicles For Collection Of Commingled Waste**

(Complete one form for each manufacturer, model, and type of Collection vehicle)

1. Manufacturer and Model: Autocar ACX/McNeilus 2511
2. Number of Collection Vehicles by Age:

New < 6 months	_____
6 months < 1 Year	_____
1 Year < 2 Years	_____
2 Years < 3 Years	<u>2</u>
3 Years < 4 Years	_____
4 Years < 5 Years	_____
5 Years < 6 Years	_____
6 Years < 7 Years	_____
7 Years < 8 Years	_____
8 Years < 9 Years	_____
9 Years < 10 Years	_____
3. Body:
  - A. Rated Capacity(ies): 25 cubic yards
  - B. Practical or Net Capacity(ies): 25 cubic yards
  - C. Weight:

GVW:	<u>66,000</u>	lbs
Tare:	<u>34,000</u>	lbs
4. Will the vehicles be owned, leased, or other? owned
5. Fuel type: CNG

### Form 10 Vehicles For Collection Of Multifamily and Commercial Solid Waste

(Complete one form for each manufacturer, model, and type of Collection vehicle and describe any differences that may occur with and without owner-occupied multifamily being included in the franchise)

1. Manufacturer and Model: Automar ACX 64/Heil Halfpack
  
2. Number of Collection Vehicles by Age:
 

New < 6 months	_____
6 months < 1 Year	_____
1 Year < 2 Years	<u>1</u>
2 Years < 3 Years	_____
3 Years < 4 Years	_____
4 Years < 5 Years	_____
5 Years < 6 Years	_____
6 Years < 7 Years	_____
7 Years < 8 Years	_____
8 Years < 9 Years	_____
9 Years < 10 Years	_____
  
3. Body:
  - A. Rated Capacity(ies): 40 cubic yards
  - B. Practical or Net Capacity(ies): 40 cubic yards
  - C. Weight:
 

GVW:	<u>66,000</u>	lbs
Tare:	<u>33,000</u>	lbs
  
4. Will the vehicles be owned, leased, or other? owned
  
5. Fuel type: CNG
  
6. Describe any differences for owner-occupied multifamily being included and not included:  
If multifamily is included, Waste Management will adjust the amount of service trucks needed based on the actual volume. Additional vehicle will be of similar make, model and year of vehicle listed above.

### Form 11 Vehicles For Collection Of Recyclable Materials

(Complete one form for each manufacturer, model, and type of Collection vehicle and describe any differences that may occur with and without owner-occupied multifamily being included in the franchise)

1. Manufacturer and Model: Mack LE
  
2. Number of Collection Vehicles by Age:
 

	New < 6 months _____
	6 months < 1 Year _____
	1 Year < 2 Years _____
	2 Years < 3 Years <u>2</u> _____
	3 Years < 4 Years _____
	4 Years < 5 Years _____
	5 Years < 6 Years _____
	6 Years < 7 Years _____
	7 Years < 8 Years _____
	8 Years < 9 Years _____
	9 Years < 10 Years _____
  
3. Body:
  - A. Rated Capacity(ies): 25 cubic yards
  - B. Practical or Net Capacity(ies): 25 cubic yards
  - C. Weight:
 

GVW: <u>66,000</u> lbs	
Tare: <u>34,000</u> lbs	
  
4. Will the vehicles be owned, leased, or other? owned
  
5. Fuel type: CNG
  
6. Describe any differences for owner-occupied multifamily being included and not included:  
If multifamily is included, Waste Management will adjust the amount of service  
trucks needed based on the actual volume. Additional vehicle will be of similar  
make, model and year of vehicle listed above.



---

## CHAPTER 6: FINANCIAL STABILITY

Waste Management has no pending or threatened bankruptcy proceedings.

---

## CHAPTER 7: FINANCIAL STATEMENT

Waste Management Inc. of Florida does not report earnings separately from parent company Waste Management, Inc. The Balance Sheet, Income Statement and Statement of Cash Flow for the past three years are included on the following pages. A copy of the 2014 audited financial report is included on the thumb drive and can be viewed in their entirety via the following link:

<http://investors.wm.com/phoenix.zhtml?c=119743&p=irol-reportsannual>.

**REPORT OF INDEPENDENT REGISTERED PUBLIC ACCOUNTING FIRM**

The Board of Directors and Stockholders of Waste Management, Inc.

We have audited Waste Management, Inc.'s internal control over financial reporting as of December 31, 2014, based on criteria established in Internal Control-Integrated Framework issued by the Committee of Sponsoring Organizations of the Treadway Commission (2013 framework) (the COSO criteria). Waste Management, Inc.'s management is responsible for maintaining effective internal control over financial reporting, and for its assessment of the effectiveness of internal control over financial reporting included in the accompanying Management's Report on Internal Control Over Financial Reporting. Our responsibility is to express an opinion on the company's internal control over financial reporting based on our audit.

We conducted our audit in accordance with the standards of the Public Company Accounting Oversight Board (United States). Those standards require that we plan and perform the audit to obtain reasonable assurance about whether effective internal control over financial reporting was maintained in all material respects. Our audit included obtaining an understanding of internal control over financial reporting, assessing the risk that a material weakness exists, testing and evaluating the design and operating effectiveness of internal control based on the assessed risk, and performing such other procedures as we considered necessary in the circumstances. We believe that our audit provides a reasonable basis for our opinion.

A company's internal control over financial reporting is a process designed to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with generally accepted accounting principles. A company's internal control over financial reporting includes those policies and procedures that (1) pertain to the maintenance of records that, in reasonable detail, accurately and fairly reflect the transactions and dispositions of the assets of the company; (2) provide reasonable assurance that transactions are recorded as necessary to permit preparation of financial statements in accordance with generally accepted accounting principles, and that receipts and expenditures of the company are being made only in accordance with authorizations of management and directors of the company; and (3) provide reasonable assurance regarding prevention or timely detection of unauthorized acquisition, use, or disposition of the company's assets that could have a material effect on the financial statements.

Because of its inherent limitations, internal control over financial reporting may not prevent or detect misstatements. Also, projections of any evaluation of effectiveness to future periods are subject to the risk that controls may become inadequate because of changes in conditions, or that the degree of compliance with the policies or procedures may deteriorate.

In our opinion, Waste Management, Inc. maintained, in all material respects, effective internal control over financial reporting as of December 31, 2014, based on the COSO criteria.

We also have audited, in accordance with the standards of the Public Company Accounting Oversight Board (United States), the consolidated balance sheets of Waste Management, Inc. as of December 31, 2014 and 2013, and the related consolidated statements of operations, comprehensive income, cash flows, and changes in equity for each of the three years in the period ended December 31, 2014, and our report dated February 17, 2015 expressed an unqualified opinion thereon.

/s/ ERNST & YOUNG LLP

Houston, Texas  
February 17, 2015



**REPORT OF INDEPENDENT REGISTERED PUBLIC ACCOUNTING FIRM**

The Board of Directors and Stockholders of Waste Management, Inc.

We have audited the accompanying consolidated balance sheets of Waste Management, Inc. (the "Company") as of December 31, 2014 and 2013, and the related consolidated statements of operations, comprehensive income, cash flows, and changes in equity for each of the three years in the period ended December 31, 2014. These financial statements are the responsibility of the Company's management. Our responsibility is to express an opinion on these financial statements based on our audits.

We conducted our audits in accordance with the standards of the Public Company Accounting Oversight Board (United States). Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audits provide a reasonable basis for our opinion.

In our opinion, the financial statements referred to above present fairly, in all material respects, the consolidated financial position of Waste Management, Inc. at December 31, 2014 and 2013, and the consolidated results of its operations and its cash flows for each of the three years in the period ended December 31, 2014, in conformity with U.S. generally accepted accounting principles.

We also have audited, in accordance with the standards of the Public Company Accounting Oversight Board (United States), Waste Management, Inc.'s internal control over financial reporting as of December 31, 2014, based on criteria established in Internal Control-Integrated Framework issued by the Committee of Sponsoring Organizations of the Treadway Commission (2013 framework) and our report dated February 17, 2015 expressed an unqualified opinion thereon.

/s/ ERNST & YOUNG LLP

Houston, Texas  
February 17, 2015

**WASTE MANAGEMENT, INC.**  
**CONSOLIDATED BALANCE SHEETS**  
(In Millions, Except Share and Par Value Amounts)

	<u>December 31,</u>	
	<u>2014</u>	<u>2013</u>
<b>ASSETS</b>		
Current assets:		
Cash and cash equivalents	\$ 1,307	\$ 58
Accounts receivable, net of allowance for doubtful accounts of \$30 and \$33, respectively	1,587	1,699
Other receivables	350	111
Investment in unconsolidated entity	—	177
Parts and supplies	106	178
Deferred income taxes	115	113
Other assets	176	163
Total current assets	3,641	2,499
Property and equipment, net of accumulated depreciation and amortization of \$15,968 and \$16,723, respectively	10,657	12,344
Goodwill	5,740	6,070
Other intangible assets, net	440	529
Investments in unconsolidated entities	408	414
Other assets	526	747
Total assets	<u>\$21,412</u>	<u>\$22,603</u>
<b>LIABILITIES AND EQUITY</b>		
Current liabilities:		
Accounts payable	\$ 740	\$ 744
Accrued liabilities	1,180	1,069
Deferred revenues	475	475
Current portion of long-term debt	1,090	726
Total current liabilities	3,485	3,014
Long-term debt, less current portion	8,345	9,500
Deferred income taxes	1,453	1,842
Landfill and environmental remediation liabilities	1,531	1,518
Other liabilities	709	727
Total liabilities	15,523	16,601
Commitments and contingencies		
Equity:		
Waste Management, Inc. stockholders' equity:		
Common stock, \$0.01 par value; 1,500,000,000 shares authorized; 630,282,461 shares issued	6	6
Additional paid-in capital	4,585	4,596
Retained earnings	6,888	6,289
Accumulated other comprehensive income	23	154
Treasury stock at cost, 171,745,077 and 165,961,646 shares, respectively	(5,636)	(5,338)
Total Waste Management, Inc. stockholders' equity	5,866	5,707
Noncontrolling interests	23	295
Total equity	5,889	6,002
Total liabilities and equity	<u>\$21,412</u>	<u>\$22,603</u>

See notes to Consolidated Financial statements.

**WASTE MANAGEMENT, INC.**  
**CONSOLIDATED STATEMENTS OF OPERATIONS**  
(In Millions, Except per Share Amounts)

	Years Ended December 31,		
	2014	2013	2012
Operating revenues:			
Service revenues	\$12,646	\$12,566	\$12,327
Tangible product revenues	1,350	1,417	1,322
Total operating revenues	13,996	13,983	13,649
Costs and expenses:			
Operating costs:			
Cost of services	7,856	7,880	7,765
Cost of tangible products	1,146	1,232	1,114
Total operating costs	9,002	9,112	8,879
Selling, general and administrative	1,481	1,468	1,472
Depreciation and amortization	1,292	1,333	1,297
Restructuring	82	18	67
Goodwill impairments	10	509	4
(Income) expense from divestitures, asset impairments (other than goodwill) and unusual items	(170)	464	79
	11,697	12,904	11,798
Income from operations	2,299	1,079	1,851
Other income (expense):			
Interest expense, net	(466)	(477)	(484)
Equity in net losses of unconsolidated entities	(53)	(34)	(46)
Other, net	(29)	(74)	(18)
	(548)	(585)	(548)
Income before income taxes	1,751	494	1,303
Provision for income taxes	413	364	443
Consolidated net income	1,338	130	860
Less: Net income attributable to noncontrolling interests	40	32	43
Net income attributable to Waste Management, Inc.	\$ 1,298	\$ 98	\$ 817
Basic earnings per common share	\$ 2.80	\$ 0.21	\$ 1.76
Diluted earnings per common share	\$ 2.79	\$ 0.21	\$ 1.76
Cash dividends declared per common share	\$ 1.50	\$ 1.46	\$ 1.42

**CONSOLIDATED STATEMENTS OF COMPREHENSIVE INCOME**  
(In Millions)

	Years Ended December 31,		
	2014	2013	2012
Consolidated net income	\$ 1,338	\$ 130	\$ 860
Other comprehensive income (loss), net of taxes:			
Derivative instruments, net	1	12	(12)
Available-for-sale securities, net	4	2	2
Foreign currency translation adjustments	(124)	(68)	33
Post-retirement benefit obligation, net	(12)	15	(2)
Other comprehensive income (loss), net of taxes	(131)	(39)	21
Comprehensive income	1,207	91	881
Less: Comprehensive income attributable to noncontrolling interests	40	32	43
Comprehensive income attributable to Waste Management, Inc.	\$ 1,167	\$ 59	\$ 838

See notes to Consolidated Financial statements.



**WASTE MANAGEMENT, INC.**  
**CONSOLIDATED STATEMENTS OF CASH FLOWS**  
(In Millions)

	<u>Years Ended December 31,</u>		
	<u>2014</u>	<u>2013</u>	<u>2012</u>
Cash flows from operating activities:			
Consolidated net income	\$ 1,338	\$ 130	\$ 860
Adjustments to reconcile consolidated net income to net cash provided by operating activities:			
Depreciation and amortization	1,292	1,333	1,297
Deferred income tax (benefit) provision	(118)	(149)	67
Interest accretion on landfill liabilities	88	87	84
Interest accretion on and discount rate adjustments to environmental remediation liabilities and recovery assets	14	(10)	6
Provision for bad debts	42	39	57
Equity-based compensation expense	65	58	29
Excess tax benefits associated with equity-based transactions	(5)	(10)	(11)
Net gain on disposal of assets	(35)	(21)	(21)
Effect of goodwill impairments	10	509	4
Effect of (income) expense from divestitures, asset impairments (other than goodwill) and unusual items and other	(137)	535	95
Equity in net losses of unconsolidated entities, net of dividends	42	34	46
Change in operating assets and liabilities, net of effects of acquisitions and divestitures:			
Receivables	(268)	44	(131)
Other current assets	(19)	(7)	(50)
Other assets	22	4	105
Accounts payable and accrued liabilities	117	(27)	(57)
Deferred revenues and other liabilities	(117)	(94)	(85)
Net cash provided by operating activities	<u>2,331</u>	<u>2,455</u>	<u>2,295</u>
Cash flows from investing activities:			
Acquisitions of businesses, net of cash acquired	(35)	(724)	(250)
Capital expenditures	(1,151)	(1,271)	(1,510)
Proceeds from divestitures of businesses and other assets (net of cash divested)	2,253	138	44
Net receipts from restricted trust and escrow accounts	19	71	14
Investments in unconsolidated entities	(33)	(33)	(77)
Other	(58)	(81)	(51)
Net cash provided by (used in) investing activities	<u>995</u>	<u>(1,900)</u>	<u>(1,830)</u>
Cash flows from financing activities:			
New borrowings	2,817	2,232	1,620
Debt repayments	(3,568)	(2,077)	(1,498)
Common stock repurchases	(600)	(239)	—
Cash dividends	(693)	(683)	(658)
Exercise of common stock options	93	132	43
Excess tax benefits associated with equity-based transactions	5	10	11
Acquisitions of and distributions paid to noncontrolling interests	(125)	(59)	(46)
Other	(1)	(3)	(2)
Net cash used in financing activities	<u>(2,072)</u>	<u>(687)</u>	<u>(530)</u>
Effect of exchange rate changes on cash and cash equivalents	(5)	(4)	1
Increase (decrease) in cash and cash equivalents	<u>1,249</u>	<u>(136)</u>	<u>(64)</u>
Cash and cash equivalents at beginning of year	<u>58</u>	<u>194</u>	<u>258</u>
Cash and cash equivalents at end of year	<u>\$ 1,307</u>	<u>\$ 58</u>	<u>\$ 194</u>

See notes to Consolidated Financial statements.



**WASTE MANAGEMENT, INC.**  
**CONSOLIDATED STATEMENTS OF CHANGES IN EQUITY**  
(In Millions, Except Shares in Thousands)

	Waste Management, Inc. Stockholders' Equity								Noncontrolling Interests
	Total	Common Stock Shares	Common Stock Amounts	Additional Paid-In Capital	Retained Earnings	Accumulated Other Comprehensive Income (Loss)	Treasury Stock Shares	Treasury Stock Amounts	
Balance, December 31, 2011 .....	\$6,390	630,282	\$ 6	\$4,561	\$6,721	\$ 172	(169,750)	\$(5,390)	\$ 320
Consolidated net income .....	860	—	—	—	817	—	—	—	43
Other comprehensive income (loss), net of taxes .....	21	—	—	—	—	21	—	—	—
Cash dividends declared .....	(658)	—	—	—	(658)	—	—	—	—
Equity-based compensation transactions, including dividend equivalents, net of taxes .....	101	—	—	(15)	(1)	—	3,680	117	—
Distributions paid to noncontrolling interests .....	(46)	—	—	—	—	—	—	—	(46)
Other .....	7	—	—	3	—	—	8	—	4
Balance, December 31, 2012 .....	\$6,675	630,282	\$ 6	\$4,549	\$6,879	\$ 193	(166,062)	\$(5,273)	\$ 321
Consolidated net income .....	130	—	—	—	98	—	—	—	32
Other comprehensive income (loss), net of taxes .....	(39)	—	—	—	—	(39)	—	—	—
Cash dividends declared .....	(683)	—	—	—	(683)	—	—	—	—
Equity-based compensation transactions, including dividend equivalents, net of taxes .....	216	—	—	47	(5)	—	5,461	174	—
Common stock repurchases .....	(239)	—	—	—	—	—	(5,368)	(239)	—
Distributions paid to noncontrolling interests .....	(59)	—	—	—	—	—	—	—	(59)
Other .....	1	—	—	—	—	—	7	—	1
Balance, December 31, 2013 .....	\$6,002	630,282	\$ 6	\$4,596	\$6,289	\$ 154	(165,962)	\$(5,338)	\$ 295
Consolidated net income .....	1,338	—	—	—	1,298	—	—	—	40
Other comprehensive income (loss), net of taxes .....	(131)	—	—	—	—	(131)	—	—	—
Cash dividends declared .....	(693)	—	—	—	(693)	—	—	—	—
Equity-based compensation transactions, including dividend equivalents, net of taxes .....	195	—	—	79	(6)	—	3,779	122	—
Common stock repurchases .....	(600)	—	—	(180)	—	—	(9,569)	(420)	—
Distributions paid to noncontrolling interests .....	(34)	—	—	—	—	—	—	—	(34)
Acquisitions of noncontrolling interests and divestiture of Wheelabrator business .....	(188)	—	—	90	—	—	—	—	(278)
Other .....	—	—	—	—	—	—	7	—	—
Balance, December 31, 2014 .....	<u>\$5,889</u>	<u>630,282</u>	<u>\$ 6</u>	<u>\$4,585</u>	<u>\$6,888</u>	<u>\$ 23</u>	<u>(171,745)</u>	<u>\$(5,636)</u>	<u>\$ 23</u>

See notes to Consolidated Financial statements.



June 2, 2015

City of Margate, Florida  
901 NW 66<sup>th</sup> Avenue  
Margate, FL 33063

RE: RFP# 2015-010 for Garbage and Recycling Collection Services

To Whom It May Concern:

Bank of America, N.A. has had the pleasure of doing business with Waste Management Inc. and its subsidiaries for approximately 20 years. Not only do we enjoy a comprehensive treasury management relationship, but we also have a very significant credit relationship. We are the Administrative Agent for and a participant in, the company's five-year \$2.25 billion Revolving Credit Facility, which has been handled as agreed.

Waste Management has adequate financial resources and all of their accounts are in good standing. Should you have additional questions about our relationship with Waste Management, please do not hesitate to contact me at: Tel: 646-855-2750 or by email at: [kyle.atmore@bamf.com](mailto:kyle.atmore@bamf.com).

Thank you for your time.

Sincerely,  
**Bank of America, NA**  
One Bryant Park  
New York, NY 10036

A handwritten signature in blue ink, appearing to read "Kyle Atmore".

Kyle Atmore  
Assistant Vice President



**Devina A. Rankin**  
Vice President & Treasurer

**WASTE MANAGEMENT, INC.**  
1001 Fannin, Suite 4000  
Houston, TX 77002  
(713) 394-2189  
(713) 942-1580 Fax

RE: Waste Management Inc. of Florida

Dear Sirs,

The purpose of this communication is to indicate that in the event that Waste Management Inc. of Florida ("WMF") is selected to provide service as outlined in the request for proposal, Waste Management, Inc. (WMI), as the ultimate parent of WMF, fully intends to provide all necessary financial assurance required to support WMF's performance under the agreements entered into with the City. In addition, WMI will support WMF, to the extent necessary, to ensure that WMF can fund all capital and other needs required for the proposed agreements.

To demonstrate WMI's ability to provide such financial assurance and to meet such capital requirements, we provide the following information with respect to the Company's financial position:

- WM maintains a \$2.25 billion revolving credit facility that can be used to support letters of credit and/or cash advances for its operating companies, including WMF. This credit facility is supported by commitments from 20 financial institutions, all of whom have strong credit ratings and financial positions. As of September 30, 2014, WM had approximately \$868 million of letters of credit outstanding under this facility and \$585 million of outstanding borrowings. Accordingly, available credit under this facility for incremental letters of credit and/or cash advances was \$797 million.
- WM is a seasoned issuer of senior notes in public markets and investor demand for the Company's bonds is strong. In May 2014, we issued \$350 million of 3.5% senior notes due May 15, 2024. Investor demand for these bonds was over five times higher than the Company's issuance size, indicating that WM has meaningful access to liquidity in the marketplace.

If you would like any additional information to support your consideration of WMI's ability to provide necessary financial assurance or capital funding, please feel free to contact me at 713-394-2189 or [drankin@wm.com](mailto:drankin@wm.com).

Sincerely,

A handwritten signature in black ink that reads 'Devina A. Rankin'.

Devina A. Rankin  
Vice President & Treasurer



## CHAPTER 8: IMPLEMENTATION PLAN AND COLLECTION PLAN

Waste Management is the current service provider for the City of Margate and has provided safe dependable service to the residents and businesses since 1985. Waste Management has the best in-depth understanding of the service requirements and expectations of the residents and businesses in the City of Margate. If Waste Management is awarded this new contract for municipal solid waste and recycling collection services the residents of Margate will not be subject to a trial and error transition period which could result in service interruptions or irregularities that may otherwise occur with a new company during a transition of this magnitude.

Waste Management plans to utilize our thirty-year in-depth knowledge of the city to create the most efficient routes, based on the service option selected by the City, for the collection of garbage and recycling from the residents and businesses of the City of Margate. Our goal is to route our trucks in such a manner to minimize the impact we will have in the city. The way to accomplish this is by relying on the Waste Management professional drivers that currently service the city, to make sure our trucks are not collecting materials on any of the major roadways during rush hour. To ensure public safety we will also set up our routes to avoid school zone areas during student drop off and pick up times.

Our transition plan assumes that the contract will be awarded by the end of August with a contract effective date of September 1, 2015 and a contract start date of December 1, 2015. The dates listed in the transition plan are for planning purposes and these dates can be changed due to actual timing of contract award.

Please refer to our transition plan on the following page.

Action Item	WM Person Responsible	Status	Date Due	Date Completed
<b>SEPTEMBER</b>				
Place manufacturer production order for Residential Roll-Out garbage cart. **if cart service option is selected by the city.	Jim Padovan- Sr. District Manager		9/1/2015	
Place truck purchase order depending on service option selected by city.	Jim Padovan- Sr. District Manager/ Anthony Ceglia District Maint. Manager		9/1/2015	
Implement weekly or bi-weekly meeting or conference call with City Contract Administrator for transition updates.	Jim Padovan- Sr. District Manager/ Davidson Monestime - Sr. Route Manager/Luigi Pace Gov't Affairs Mgr		9/2/2015	
<b>OCTOBER</b>				
Finalize collection plan and deliver to Contract Administrator copies of the route maps that will be used for collection including any needed modifications.	Jim Padovan- Sr. District Manager/ Davidson Monestime - Sr. Route Manager/Luigi Pace Gov't Affairs Mgr		10/1/2015	
Commercial Container Transition Plan- Since WM is the current service provider there will be no commercial container transition plan.	Jim Padovan- Sr. District Manager/ Adrian Moore - Sr. Route Manager		N/A	
Residential Roll-Out garbage cart delivery plan.	Jim Padovan- Sr. District Manager/ Davidson Monestime - Sr. Route Manager		10/1/2015	
Meet with City Contract Administrator to review and approve the proofs for the informational brochures that will be mailed out to all customers.	Jim Padovan- Sr. District Manager/ Davidson Monestime - Sr. Route Manager		10/8/2015	
Mailing informational brochures to customers.	Jim Padovan- Sr. District Manager/Luigi Pace Gov't Affairs Mgr		10/23/2015	
<b>NOVEMBER</b>				
Provide vehicle list that identifies the make, model, year, tare weight, license tag number, and identification number for each collection vehicle.	Jim Padovan- Sr. District Manager/ Anthony Ceglia District Maint. Manager		11/2/2015	
Start delivery of Roll-Out Garbage Carts to homes along with additional informational brochure.	Jim Padovan- Sr. District Manager/ Davidson Monestime - Sr. Route Manager/Luigi Pace Gov't Affairs Mgr		11/2/2015	
Provide City Contract Administrator with all contact information for WM employees that will be responsible for the service of this contract.	Jim Padovan- Sr. District Manager		11/2/2015	
Confirm that all drivers and routes are ready to launch.	Jim Padovan- Sr. District Manager/ Davidson Monestime - Sr. Route Manager		11/18/2015	
<b>DECEMBER</b>				
Start new service collections.	Jim Padovan- Sr. District Manager/ Davidson Monestime - Sr. Route Manager/Luigi Pace Gov't Affairs Mgr		12/1/2015	
Continue weekly meeting with the City's contract administrator to discuss and review the status of the implementation of the contract.	Jim Padovan- Sr. District Manager/ Davidson Monestime - Sr. Route Manager/Luigi Pace Gov't Affairs Mgr		12/1/2015	



**Service Option i.a:**

This option with 3calls for twice per week curbside collection of residential solid waste in 35-gallon, 65-gallon or 95-gallon garbage carts. 35-gallon garbage carts will be delivered to townhomes, villas etc. and a 65-gallon cart will be delivered to all other curbside residential solid waste customers. In addition, a 95-gallon cart is available as a service option when requested and approved. The curbside residential solid waste customer has the option to change to any of the three sizes offered upon request.

Waste Management plans to service this option with three new fully automated sideloaders powered by compressed natural gas (CNG), each staffed with one full time Waste Management professional driver to collect the residential solid waste at the curb.

**Service Option i.b:**

This option calls for twice per week curbside collection of residential solid waste in garbage carts as detailed in Service Option i.a. In addition, Service Option i.b. will have all the collection and service benefits of Service Option i.a. as it has an added advantage for the residents. Service Option i.b. is a pay-as-you-throw (PAYT) system; this means that the curbside residential solid waste customers will pay for service based on the size of the garbage cart they select.

Waste Management plans to service this option with three new fully automated sideloaders powered by compressed natural gas (CNG), each staffed with one full time Waste Management professional driver to collect the residential solid waste at the curb.

**Service Option i.c:**

This option calls for the current traditional twice per week curbside collection of residential solid waste in customer owned 32-gallon garbage cans or plastic bags, there is no volume limit in this option.

Waste Management plans to service this option with three manual rearloaders powered by compressed natural gas (CNG), each staffed by a team of full time Waste Management professional driver and helper to collect the residential solid waste at the curb.

**Curbside Residential Recyclable Material Collection:**

This is the current service option that is provided for the collection of single stream recycling placed at the curb by curbside residential solid waste customers. The single stream material is collected in City owned 65-gallon recycling carts. As the City's inventory is depleted, the vendor must purchase and maintain in stock sufficient recycling carts to meet the demands of the residents in the city. The new carts must also contain a RFID chip for data collection purposes.

Waste Management plans to service this option with two fully automated sideloaders powered by compressed natural gas (CNG), each staffed with one full time Waste Management professional driver to collect the residential single stream recycling at the curb.

**Option iii.a:**

This option is for once per week curbside bulk waste and yard waste (commingled waste) collection. The commingled waste collection will be limited to four cubic yards once per week placed at the curb.

Waste Management plans to service this option with two manual rearloaders powered by compressed natural gas (CNG), each staffed by a team of full time Waste Management professional driver and helper to collect the residential comingled waste at the curb.

**Option iii.b:**

This option is for the collection of yard waste separate from the bulk waste. The vendors will use different vehicles to collect the material and ensure that it is not commingled. Yard waste will be collected once per week and the bulk waste will be collected once per week. There will be no limit to the amount of yard waste that a curbside residential solid waste customer places at the curb for collection. There will be a limit of three cubic yards of bulk waste that will be permitted to be placed at the curb for collection.

Waste Management plans to service this option with three manual rearloaders powered by compressed natural gas (CNG), each staffed by a team of full time Waste Management professional driver and helper to collect the residential yard waste and bulk waste separately at the curb 1 time per week.

**Option iii.c:**

This option is for the collection of yard waste once per week separately from bulk waste that will be collected once per month. There shall be no limit imposed on the amount of weekly yard waste and monthly bulk waste that a curbside residential solid waste customer places out for collection.

Waste Management plans to service this option with three manual rearloaders powered by compressed natural gas (CNG), each staffed by a team of full time Waste Management professional driver and helper to collect the residential yard waste at the curb 1 time per week.

For the monthly bulk collection, Waste Management plans to utilize 3-clam trucks operator by a subcontractor with the assistance of manual rearloaders supplied by Waste Management.

Waste Management, of course, is solely responsible to ensure that all the services are provided and completed in a timely and professional manner.

**Multi-Family Collection:**

Requires solid waste collection service in garbage carts, mechanical containers or compactors. Single stream recycling material collected in 95-gallon recycling carts equipped with RFID. Bulk waste collection once per month. Collection service frequency has a minimum requirement of twice per week.



**Commercial Collection Service:**

Vendor is to provide for the collection of solid waste in mechanical containers or compactors. Collection service frequency has a minimum requirement of twice per week.

For the Multi-Family and Commercial collection services, Waste Management will utilize its current historical service record for these locations in the City of Margate to confirm the service requirements for each in the City. Even though Waste Management is the current service provider, it is our plan to visit each location and conduct an in person service evaluation. During this service evaluation period, our experienced account managers with the invaluable help of our customers will determine the optimum service levels. Together we will study type of business, quantity of containers, frequency of service and how to utilize recycling to reduce cost and help the environment. This type of collaboration helps provide the ideal customized service for the customer.

For locations that require small-containerized service, those with a container size requirement that can range from two cubic yard up to eight cubic yards, Waste Management will deploy front load trucks fueled by compressed natural gas (CNG), each truck will be driven by a full time professional Waste Management driver.

For locations that a small container will not meet their service needs, Waste Management will provide service in roll off boxes. These roll off boxes can range in size from ten cubic yards up to forty cubic yards. These containers also are available as compactors to maximize the amount of waste that can be loaded into each roll off box.

Equipment needed to service multi-family and commercial locations will be determined by the final container count by type.

All of the equipment that Waste Management will utilize in the City will comply with fleet age requirements listed in the draft franchise agreement.

## CHAPTER 9: LITIGATION HISTORY

**Preliminary Statement:** Waste Management Inc. of Florida ("WMIF") has operating divisions throughout the State of Florida serving thousands of commercial customers and many governmental entities. Accordingly, there has been litigation to interpret or enforce the Company's solid waste service agreements between WMIF and its private customers, most of which has been settled amicably. The vast majority of this litigation relates to collection of amounts due pursuant to such agreements. Other litigation generally concerns motor vehicle accidents, workers' compensation and employment issues; those are not listed here. The following is a list of material matters. The list includes litigation in which a governmental entity is a co-plaintiff or co-defendant with WMIF and not an adverse party.

### LITIGATION REGARDING SOLID WASTE SERVICES

- 1) In the Matter of the Arbitration Between the City of Dania Beach, the City of Hallandale Beach, the City of Pembroke Pines, and the City of Pompano Beach v. Reuter Recycling of Florida, Inc., Re: 32-181-00758-02; arbitration demand alleging breach of disposal contract. Settled as to all but Hallandale Beach. As to Hallandale, the case was arbitrated to a conclusion, resulting in a termination of the underlying contract and payment to the City of damages.
- 2) Waste Services of Florida, Inc. v. City of Pinellas Park – Case No. 10-1694-CI-8, Circuit Court, 6th Judicial Circuit, Pinellas County. WMIF is the exclusive franchise hauler for the City. Plaintiff alleges that the exclusive C&D franchise is improper. WMIF intervened. The case settled.
- 3) FDS Disposal, Inc. et al v. City of Inverness and Waste Management Inc. of Florida – Case No. 2009-CA-4156, Circuit Court 5<sup>th</sup> Judicial Circuit, Citrus County. Plaintiff alleged that renewal of franchise to WMIF was improper. Summary judgment granted to WMIF and the City.
- 4) Danner Construction Co., Inc. et al v. Hillsborough County, Florida -- Case No. 8:09-CIV-650-T-17-TBM, United States District Court, Middle District of Florida, Tampa Division - Small hauler and commercial customer claim that the franchise system in Hillsborough County violates antitrust laws (Florida and US) because the County does not set rates for commercial work, instead allowing the 3 franchised haulers (WMIF, Republic and Waste Services) to compete and set rates by competition. Summary Judgment entered in favor of the County and haulers.

- 5) KOTA of Sarasota, Inc. v. Waste Management Inc. of Florida - Case # 2011 CA008020NC, 12th Judicial Circuit Sarasota County, Florida. Claim that defendant billed and collected certain environmental fees and fuel surcharges not authorized under the service agreement. Damage claim in excess of \$15,000. Case pending.
- 6) Versailles Gardens Condominium Association, Inc. v. Waste Management Inc. of Florida – Case No. 11-10332 18, 17th Judicial Circuit, Broward County, Florida. Suit filed in 2011. Plaintiff claims that failure of City of Tamarac to pass rate resolution invalidates annual contract rates. Voluntarily dismissed by plaintiff.
- 7) City of Delray Beach v. Waste Management Inc. of Florida – Case No. 502013CA011392XXXMB Al, 15th Judicial Circuit, Palm Beach County, Florida. Declaratory judgment action to determine the validity of collection contract. Case settled after summary judgment entered in favor of plaintiff.
- 8) Antoine-Allison, et. al v. Waste Management Inc. of Florida – Case No. CACE-13-0113482, 17<sup>th</sup> Judicial Circuit, Broward County, Florida. Claim that odor from landfill interfered with enjoyment of property. Settlement agreement approved by the court. Final disbursement of funds pursuant to class action settlement is pending.
- 9) Broward County (Broward County Environmental Protection Department) v. Waste Management Inc. of Florida -- -NOV-NOV 10-0010. Alleged violation of Broward County Code 27-27(a)(1) and (2) relating to a self-reported leachate release caused by accidental rupture of leachate force main during ditch maintenance. -No environmental impacts were found. Agreed Final Order was finalized and corrective actions required by the NOV were completed in 2011. Penalty of \$9,199 paid.
- 10) Broward County (Broward County Environmental Protection Department) v. Waste Management Inc. of Florida -- NOV12-0019. Alleged off-site objectionable odors. Agreed Final Order required odor remediation plan and administrative penalty of \$99,000. Penalty paid and matter closed.

**CRIMINAL CONVICTIONS/INDICTMENTS/ANTITRUST/CORRUPT PRACTICES****CRIMINAL MATTERS**

None

**BOND CLAIMS**

None

**BANKRUPTCY**

None

**TERMINATED CONTRACTS**

None

**ADMINISTRATIVE FEES/LIQUIDATED DAMAGES --**

From time to time administrative penalties have been assessed against WMIF in connection with collection contracts. WMIF does not systematically catalogue these charges, as they are historically infrequent. We believe the following administrative penalties have been assessed during the relevant time frame:


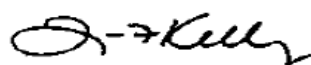
City of Tampa commercial collection contract – 2012 -- \$14,620  
Brevard County collection contract - October 2013 -- \$26,000

**SETTLEMENT WITH GOVERNMENTAL ENTITY (>\$10,000) – since August 1, 2009**

Dispute with Palm Beach County Solid Waste Authority – Settled April 11, 2012. WMIF settled a claim by the Solid Waste Authority (SWA) that tonnage was delivered to the Wheelabrator North Broward waste-to-energy facility and Monarch Hill Landfill instead of SWA facilities in Palm Beach County. An independent audit for the period 2004 to 2011 found that .6% of the approximately 3.27 million hauled by WMIF went outside the system. Some of these tons were directed to Broward facilities during times the SWA facilities were not open. 99.4% of the waste was delivered to the correct location. WMIF paid to the Solid Waste Authority \$645,040.27 for the tons incorrectly delivered and \$74,300 for the audit fee for a total payment of \$719,340.27.

*The above information is accurate to the best of WMIF's information and belief. Please note that we have searched the records available to us, which we have maintained in the ordinary course of business. Accordingly, although it is possible that some relevant information is missing from this disclosure, we do not believe same would have a material effect on WMIF's performance pursuant to the instant solicitation. WMIF will supplement, modify or amend the above should it become aware of facts that should warrant same.*

**CHAPTER 10: INSURANCE REQUIREMENT**

		<b>CERTIFICATE OF LIABILITY INSURANCE</b>		1/1/2016	DATE (MM/DD/YYYY) 12/10/2014		
THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.							
IMPORTANT: If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).							
PRODUCER LOCKTON COMPANIES 5847 SAN FELIPE, SUITE 320 HOUSTON TX 77057 866-260-3538			CONTACT NAME: PHONE (A/C, No, Ext): FAX (A/C, No): E-MAIL: ADDRESS:				
INSURED 1300299 WASTE MANAGEMENT HOLDINGS, INC. & ALL AFFILIATED, RELATED & SUBSIDIARY COMPANIES INCLUDING: WASTE MANAGEMENT INC. OF FLORIDA 3831 NORTHWEST 21ST AVENUE POMPAHO BEACH FL 33073			INSURER(S) AFFORDING COVERAGE		NAIC #		
			INSURER A: ACE American Insurance Company		22667		
			INSURER B: Indemnity Insurance Co of North America		43575		
			INSURER C: ACE Property & Casualty Insurance Co		20699		
			INSURER D: ACE Fire Underwriters Insurance Company		20702		
INSURER E:							
INSURER F:							
COVERAGES CERTIFICATE NUMBER: 3427156 REVISION NUMBER: XXXXXXXX							
THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.							
INSR LTR	TYPE OF INSURANCE	ADOL INSD	SUBR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS
A	<input checked="" type="checkbox"/> COMMERCIAL GENERAL LIABILITY <input type="checkbox"/> CLAIMS-MADE <input checked="" type="checkbox"/> OCCUR <input checked="" type="checkbox"/> XCU INCLUDED <input checked="" type="checkbox"/> ISO FORM CG00010413 GEN'L AGGREGATE LIMIT APPLIES PER: <input type="checkbox"/> POLICY <input checked="" type="checkbox"/> PRO-JECT <input checked="" type="checkbox"/> LOC <input type="checkbox"/> OTHER	Y	Y	HDO G27341251	1/1/2015	1/1/2016	EACH OCCURRENCE \$ 5,000,000 DAMAGE TO RENTED PREMISES (Ea occurrence) \$ 5,000,000 MED EXP (Any one person) \$ XXXXXXXX PERSONAL & ADV INJURY \$ 5,000,000 GENERAL AGGREGATE \$ 6,000,000 PRODUCTS - COMP/OP AGG \$ 6,000,000 \$
A	<input checked="" type="checkbox"/> AUTOMOBILE LIABILITY <input checked="" type="checkbox"/> ANY AUTO <input checked="" type="checkbox"/> ALL OWNED AUTOS <input type="checkbox"/> SCHEDULED AUTOS <input checked="" type="checkbox"/> HIRED AUTOS <input checked="" type="checkbox"/> NON-OWNED AUTOS <input checked="" type="checkbox"/> MCS-90	Y	Y	MMT H08830472	1/1/2015	1/1/2016	COMBINED SINGLE LIMIT (Ea accident) \$ 1,000,000 BODILY INJURY (Per person) \$ XXXXXXXX BODILY INJURY (Per accident) \$ XXXXXXXX PROPERTY DAMAGE (Per accident) \$ XXXXXXXX \$ XXXXXXXX
C	<input checked="" type="checkbox"/> UMBRELLA LIAB <input checked="" type="checkbox"/> OCCUR <input type="checkbox"/> EXCESS LIAB <input type="checkbox"/> CLAIMS-MADE DED RETENTION \$	Y	Y	XOO G2742305A	1/1/2015	1/1/2016	EACH OCCURRENCE \$ 15,000,000 AGGREGATE \$ 15,000,000 \$ XXXXXXXX
B A D	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH) If yes, describe under DESCRIPTION OF OPERATIONS below	Y/N N	N/A	WLR C4814181A (AOS) WLR C48141821 (CA & MA) SCF C48141833 (WI)	1/1/2015 1/1/2015 1/1/2015	1/1/2016 1/1/2016 1/1/2016	<input checked="" type="checkbox"/> PER STATUTE <input type="checkbox"/> OTHER E.L. EACH ACCIDENT \$ 3,000,000 E.L. DISEASE - EA EMPLOYEE \$ 3,000,000 E.L. DISEASE - POLICY LIMIT \$ 3,000,000
A	EXCESS AUTO LIABILITY	Y	Y	XSA H08830460	1/1/2015	1/1/2016	COMBINED SINGLE LIMIT \$9,000,000 (EACH ACCIDENT)
DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (Attach ACORD 101, Additional Remarks Schedule, may be attached if more space is required) BLANKET WAIVER OF SUBROGATION IS GRANTED IN FAVOR OF CERTIFICATE HOLDER ON ALL POLICIES WHERE AND TO THE EXTENT REQUIRED BY WRITTEN CONTRACT WHERE PERMISSIBLE BY LAW. CERTIFICATE HOLDER IS NAMED AS AN ADDITIONAL INSURED (EXCEPT FOR WORKERS' COMP/EL) WHERE AND TO THE EXTENT REQUIRED BY WRITTEN CONTRACT.							
CERTIFICATE HOLDER				CANCELLATION			
3427156 FOR BID PURPOSES ONLY C/O WASTE MANAGEMENT INC. OF FLORIDA				SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.			
				AUTHORIZED REPRESENTATIVE 			
ACORD 25 (2014/01)				© 1988-2014 ACORD CORPORATION. All rights reserved			

The ACORD name and logo are registered marks of ACORD



Printed on Recycled Paper

---

## CHAPTER 11: CRIMINAL CONVICTIONS AND ENVIRONMENTAL VIOLATIONS

Waste Management has no Criminal Convictions nor Environmental Violations since June 1, 2010 for solid waste collection practices.



## Form 12 Public Entity Crimes

**THIS FORM MUST BE SIGNED AND SWORN TO IN THE PRESENCE OF A NOTARY PUBLIC OR OTHER OFFICIAL AUTHORIZED TO ADMINISTER OATHS.**

1. This sworn statement is submitted to the City of Margate, Florida, by \_\_\_\_\_  
 Timothy B. Hawkins, President  
 (print individual's name and title)

For \_\_\_\_\_  
 Waste Management Inc. of Florida  
 (print name of entity submitting sworn statement)

whose business address is  
 2700 Wiles Road, Pompano Beach, FL 33073

and (if applicable) its Federal Employer Identification Number (FEIN) is 59-1094518

(If the entity has no FEIN, include the Social Security Number of the individual signing this sworn statement:  
 N/A)

2. I understand that a "public entity crime" as defined in Paragraph 287.133(1) (g), Florida Statutes, means a violation of any state or federal law by a person with respect to and directly related to the transaction of business with any public entity or with an agency or political subdivision of any other state or of the United States, including, but not limited to, any bid or contract for goods or services to be provided to any public entity or an agency or political subdivision of any other state or of the United States and involving antitrust, fraud, theft, bribery, collusion, racketeering, conspiracy, or material misrepresentation.
3. I understand that "convicted" or "conviction" as defined in Paragraph 287.133(1) (b), Florida Statutes, means a finding of guilt or a conviction of a public entity crime, with or without an adjudication of guilt, in any federal or state trial court of record relating to charges brought by indictment or information after July 1, 1989, as a result of a jury verdict, non-jury trial, or entry of a plea of guilty or nolo contendere.
4. I understand that an "affiliate" as defined in Paragraph 287.133 (1) (a), Florida Statutes, means:
  1. A predecessor or successor of a person convicted of a public entity crime; or
  2. An entity under the control of any natural person who is active in the management of the entity and who has been convicted of a public entity crime. The term "affiliate" includes those officers, directors, executives, partners, shareholders, employees, members, and agents who are active in the management of an affiliate. The ownership by one person of shares constituting a controlling interest in another person, or a pooling of equipment or income among persons when not for fair market value under an arm's length agreement, shall be a prima facie case that one person controls another person. A person who knowingly enters into a joint venture with a person who has been convicted of a public entity crime in Florida during the preceding 36 months shall be considered an affiliate.
5. I understand that a "person" as defined in Paragraph 287.133 (1) (e) Florida Statutes, means any natural person or entity organized under the laws of any state or of the United States with the legal power to enter into a binding contract and which bids or applies to bid on contracts for the provision of goods or services let by a public entity, or which otherwise transacts or applies to transact business with a public entity. The term "person" includes those officers, directors, executives, partners, shareholders, employees, members, and agents who are active in management of an entity.



**Form 12**  
**Public Entity Crimes**  
**(continued)**

6. Based on information and belief, the statement which I have marked below is true in relation to the entity submitting this sworn statement. Indicate which statement applies.

X Neither the entity submitting this sworn statement, nor any of its officers, directors, executives, partners, shareholders, employees, members, or agents who are active in the management of the entity, nor any affiliate of the entity has been charged with and convicted of a public entity crime subsequent to July 1, 1989.

\_\_\_\_ The entity submitting this sworn statement, or one or more of its officers, directors, executives, partners, shareholders, employees, members, or agents who are active in the management of the entity, or an affiliate of the entity has been charged with and convicted of a public entity crime subsequent to July 1, 1989.

\_\_\_\_ The entity submitting this sworn statement, or one or more of its officers, directors, executives, partners, shareholders, employees, members, or agents who are active in the management of the entity, or an affiliate of the entity has been charged with and convicted of a public entity crime subsequent to July 1, 1989. However, there has been a subsequent proceeding before an Administrative Law Judge of the State of Florida, Division of Administration Hearings and the Final Order entered by the Administrative Law Judge determined that it was not in the public interest to place the person or entity submitting this sworn statement on the convicted vendor list. (attach a copy of the final order)

I UNDERSTAND THAT THE SUBMISSION OF THIS FORM TO THE CONTRACTING OFFICER FOR THE PUBLIC ENTITY IDENTIFIED IN PARAGRAPH 1 (ONE) ABOVE IS FOR THAT PUBLIC ENTITY ONLY AND, THAT THIS FORM IS VALID THROUGH DECEMBER 31 OF THE CALENDAR YEAR IN WHICH IT IS FILED. I ALSO UNDERSTAND THAT I AM REQUIRED TO INFORM THE PUBLIC ENTITY PRIOR TO ENTERING INTO A CONTRACT IN EXCESS OF THE THRESHOLD AMOUNT PROVIDED IN SECTION 287.017, FLORIDA STATUTES FOR CATEGORY TWO OF ANY CHANGE IN THE INFORMATION CONTAINED IN THIS FORM.

State of Florida  
County of Broward

  
(signature) Timothy B. Hawkins, President

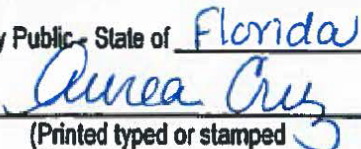
Sworn to and subscribed before me this 18<sup>th</sup> day of May, 2015.

Personally known Timothy B. Hawkins, President

OR Produced Identification \_\_\_\_\_

Notary Public - State of Florida

(Type of Identification)

  
(Printed typed or stamped  
commissioned name of notary public)



AUREA CRUZ  
MY COMMISSION # FF 190849  
EXPIRES: January 20, 2019  
Bonded Thru Budget Notary Services

**CHAPTER 12: PROPOSER'S NON-COLLUSIVE AFFIDAVIT****Form 13**  
**Non-Collusive Affidavit**

State of FLORIDA )  
 )ss.  
County of BROWARD )

Timothy B. Hawkins being first duly sworn, deposes and says that:

He/she is the President, (Owner, Partner, Officer, Representative or Agent) of Waste Management Inc. of Florida the Proposer that has submitted the attached Proposal;

He/she is fully informed regarding the preparation and contents of the attached Proposal and of all pertinent circumstances regarding such Proposal;

Such Proposal is genuine and is not a collusive or sham Proposal;

Neither the said Proposer nor any of its officers, partners, owners, agents, representatives, employees or parties in interest, including this affiant, have in any way colluded, conspired, connived or agreed, directly or indirectly, with any other Proposer, firm, or Person to submit a collusive or sham Proposal in connection with the work for which the attached Proposal has been submitted; or to refrain from submitting a Proposal in connection with such work; or have in any manner, directly or indirectly, sought by agreement or collusion, or communication, or conference with any Proposer, firm, or Person to fix the price or prices in the attached Proposal or of any other Proposer, or to fix any overhead, profit, or cost elements of the Proposal price or the Proposal price of any other Proposer, or to secure through any collusion, conspiracy, connivance, or unlawful agreement any advantage against (Recipient), or any Person interest in the proposed work;

The prices quoted in the attached Proposal are fair and proper and are not tainted by any collusion, conspiracy, connivance, or unlawful agreement on the part of the Proposer or any of its agents, representatives, owners, employees or parties of interest, including this affiant.

Signed, sealed and delivered in the presence of:

Denise Logue  
Witness Denise Logue

Auria Cruz  
Witness Auria Cruz

By [Signature]

Timothy B. Hawkins  
Printed Name

President  
Title



**Form 13**  
**Non-Collusive Affidavit**  
(continued)

State of Florida

County of Broward

On this the 18<sup>th</sup> day of may, 2015, before me, the undersigned Notary Public of the State of Florida, personally appeared

Timothy B. Hawkins, President and  
(Name(s) of individual(s) who appeared before notary)

whose name(s) is/are Subscribed to within the instrument, and he/she/they acknowledge that he/she/they executed it.

WITNESS my hand  
And official seal.

NOTARY PUBLIC  
SEAL OF OFFICE:



AUREA CRUZ  
MY COMMISSION # FF 190849  
EXPIRES: January 20, 2019  
Bonded Thru Budget Notary Services

Aurea Cruz  
Notary Public, State of Florida

(Name of Notary Public: Print, Stamp, or  
Type as Commissioned)

- ☒ Personally known to me, or  
☐ Produced identification:

(Type of Identification Produced)

☐ DID take an oath, or ☐ DID NOT take an oath

**CHAPTER 13: CONFLICT OF INTEREST**

**City of Margate, Florida**  
**Request for Proposal**  
**RFP No. 2015-010**  
**Garbage and Recycling Collection Services**

**Conflict of Interest Form**

Waste Management Inc. of Florida ("WMIF") warrants that no gratuities (in the form of entertainment, gifts, or otherwise) will be offered or given by it or any agent or representative of WMIF to any officer or employee of the City in order to secure the Agreement or favorable treatment concerning the proposal process. WMIF affirms and agrees that it will disclose and describe any relationship or arrangement with the City that could be deemed inconsistent with Florida conflict of interest statutes. In that regard, WMIF states that there are no such relationships or arrangements.

WMIF affirms that:

- (a) No officer, director, agent, or employee of the Proposer or any relative of an officer, director, agent, or employee of the Proposer, is also an employee of the City.
- (b) No City Employee owns, directly or indirectly, an interest of five percent (5%) or more in the Proposer's firm or any of its subsidiaries or affiliates.
- (c) The Proposer does not own or have a financial interest in more than ten percent (10%) of any other Proposer, regardless of whether such ownership is direct or through a parent, subsidiary, or holding company of any other business entity.

Dated: 6-4-15

WASTE MANAGEMENT INC. OF FLORIDA

By: 

Timothy B. Hawkins, President



**CHAPTER 14: DRUG-FREE WORKPLACE CERTIFICATION****Form 14**  
**Drug-Free Workplace**

In accordance with Section 287.087, State of Florida Statutes, preference shall be given to businesses with Drug-free Workplace Programs. Whenever two or more bids which are equal with respect to price, quality and service are received for the procurement of commodities or contractual service, a bid received from a business that certifies that it has implemented a Drug-free Workplace Program shall be given preference in the award process. In the event that none of the tied vendors have a Drug-free Workplace program in effect the City reserves the right to make final Decisions in the City's best interest. In order to have a Drug-free Workplace Program, a business shall:

1. Publish a statement notifying employees that the unlawful manufacture, distribution, dispensing, possession, or use of a controlled substance is prohibited in the workplace and specifying the actions that will be taken against employees for violations of such prohibition.
2. Inform employees about the dangers of drug abuse in the workplace, the Proposer's policy of maintaining a drug-free workplace, any available drug counseling, rehabilitation, and employee assistance programs, and the penalties that may be imposed upon employees for drug abuse violations.
3. Give each employee engaged in providing the commodities or contractual services that are under bid a copy of the statement specified in subsection (1).
4. In the statement specified in subsection (1), notify employees that, as a condition of working on the commodities or contractual services that are under bid, the employee will abide by the terms of the statement and will notify the employer of any conviction of, or plea of guilty or nolo contendere to, any violation of Chapter 893 or of any controlled substance law of the United States or of any State, for a violation occurring in the workplace no later than five (5) days after such conviction.
5. Impose a sanction on, or require the satisfactory participation in a drug abuse assistance or rehabilitation program if such is available in the employee's community by any employee who is convicted.
6. Make a good faith effort to continue to maintain a drug-free workplace through implementation. If Proposer's company has a Drug-free Workplace Program, so certify below:

**AS THE PERSON AUTHORIZED TO SIGN THE STATEMENT, I CERTIFY THAT THIS FIRM COMPLIES FULLY WITH THE ABOVE REQUIREMENTS.**

**SIGNATURE OF PROPOSER:**



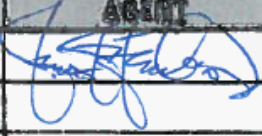
**DATE:**

5-18-15

Timothy B. Hawkins, President  
Waste Management Inc. of Florida

**CHAPTER 15: ADDENDA****Form 15  
Acknowledgement of Addenda**

The Proposer hereby acknowledges the receipt of the following addenda, which were issued by the City and incorporated into and made part of this RFP. The Proposer acknowledges that it is solely responsible for ensuring that it is aware of, and in receipt of, all addenda.

ADDENDUM NUMBER	DATE RECEIVED	PRINT NAME OF PROPOSER'S AGENT	TITLE OF PROPOSER'S AGENT	SIGNATURE OF PROPOSER'S AGENT
1	6/9/2015	James Lambros	Vice President	

**CHAPTER 16: CERTIFICATION TO ACCURACY OF PROPOSAL****Form 16  
Certification to Accuracy of Proposal**

Proposer, by executing this form, hereby certifies and attests that all forms, affidavits and documents submitted to the City in support of Proposer's proposal are true and accurate. If the Proposer fails to attest to the truth and accuracy of such forms, affidavits and documents, the Proposer's proposal shall be deemed non-responsive and the proposal will not be considered by the City.

The undersigned individual, being duly sworn, deposes and says that:

1. He/She is President [insert title of Proposer's agent] on behalf of Waste Management Inc. of Florida [insert name of the Proposer], which is submitting the attached proposal;
2. He/She is fully informed respecting the preparation and contents of the attached proposal and of all forms, affidavits and documents submitted in support of such proposal;
3. All forms, affidavits and documents submitted in support of this proposal are true and accurate;
4. No information that should have been included in such forms, affidavits and documents has been omitted and;

**[THIS SPACE INTENTIONALLY LEFT BLANK]**



**Form 16**  
**Certification to Accuracy of Proposal**  
**(continued)**

5. No information that is included in such forms, affidavits or documents is false or misleading.

[Signature]  
Signature of Proposer's Agent

Timothy B. Hawkins  
Printed Name of Proposer's Agent

President  
Title of Proposer's Agent

5-26-15  
Date

Witness my hand and official notary seal/stamp on 26<sup>th</sup>, 2015 the day and year written above.

STATE OF FLORIDA )  
COUNTY OF BROWARD ) SS:

BEFORE ME, an officer duly authorized by law to administer oaths and take acknowledgments, personally appeared Timothy B. Hawkins (name) as President (title), of Waste Management Inc. of Florida (Proposer), an organization authorized to do business in the State of Florida, and acknowledged and executed the foregoing document as the proper official of Waste Management Inc. of Florida (Proposer) for the use and purposes mentioned in it and affixed the official seal of the corporation, and that the instrument is the act and deed of that corporation. He/she is personally known to me or has produced \_\_\_\_\_ as identification.

IN WITNESS OF THE FOREGOING, I have set my hand and official seal in the State and County aforesaid on this 26<sup>th</sup> day of May, 2015.

[Signature]  
NOTARY PUBLIC

My Commission Expires:

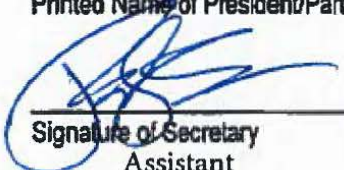


AUREA CRUZ  
MY COMMISSION # FF 190849  
EXPIRES: January 20, 2019  
Bonded Thru Budget Notary Services

**CHAPTER 17: CERTIFICATION OF COST****Form 19  
Certification of Cost Forms**

The undersigned hereby certifies as follows:

1. I Timothy B. Hawkins, President [insert name of Proposer's agent], on behalf of Waste Management Inc. of Florida [insert name of Proposer], have personally and carefully examined the specifications and instructions for the work to be done for the City of Margate, as set forth in the City's RFP (RFP No. 2015-010), and I am duly authorized to execute this proposal on behalf of the Proposer.
2. By signing and submitting this proposal in response to the City's RFP, the Proposer acknowledges and agrees that:
  - a. the Proposer has carefully read the RFP, including the City's "Exclusive Franchise Agreement" ("Agreement" or "Draft Agreement");
  - b. the Proposer has become fully informed about the local conditions, including the nature and extent of the work to be performed, and has examined and evaluated all relevant issues;
  - c. the Proposer understands and accepts the conditions and limitations contained in the RFP and the Agreement;
  - d. the Proposer's proposal is not contingent upon any conditions, limitations, or changes to the RFP or Agreement;
  - e. the Proposer's proposal is a binding offer that will remain in effect and be available to the City for one hundred twenty (120) days after the submittal of this proposal;
  - f. if selected by the City, the Proposer shall execute the Agreement and provide the required insurance, parent corporation guarantee, and Performance Bond, within fifteen (15) days of receiving the City's written notice of award;
  - g. if selected by the City, the Proposer will provide all of its services under the Agreement in compliance with the terms and conditions contained in the Agreement, at the Rates set forth on the Proposer's Cost Forms (Form 21), which are attached to this proposal; and
  - h. the Proposer has sought and received the assistance of legal counsel, as necessary, before submitting his proposal in response to the City's RFP.

**Form 19**  
**Certification of Cost Forms**  
**(continued)**Dated this 18<sup>th</sup> day of May, 2015.**PROPOSER**  
\_\_\_\_\_  
Signature of President/Partner/OwnerTimothy B. Hawkins, President  
\_\_\_\_\_  
Printed Name of President/Partner/Owner  
\_\_\_\_\_  
Signature of Secretary  
AssistantRonald M. Kaplan, Assistant Secretary  
\_\_\_\_\_  
Printed Name of Secretary  
AssistantWaste Management Inc. of Florida  
\_\_\_\_\_  
Name of ProposerThe Proposer is an individual: \_\_\_\_\_; Partnership: \_\_\_\_\_; Corporation: X; or other  
business entity: \_\_\_\_\_; and is authorized to do business in the State of Florida.**Signature Instructions:**

If the Proposer is a CORPORATION, the name of the corporation must be listed, in full, and both the President and Secretary must sign the form, OR if one signature is permitted by the corporation's by-laws, a copy of the by-laws must be furnished to the City as part of the proposal.

If the Proposer is a PARTNERSHIP, the full name of each partner should be listed, followed by the name that the Proposer is doing business as. Any partner may sign the form.

If the Proposer is an INDIVIDUAL PROPRIETORSHIP, the name of the owner should be provided and any name that the Proposer is doing business as.

If the Proposer is operating as any other type of business entity, the name(s) of the Proposer's authorized representative(s) must be listed and the authorized representative(s) must sign the form. A copy of the appropriate documents evidencing legal binding authority to sign on behalf of the Proposer must be furnished to the City as part of the proposal.



**CHAPTER 18: COST FOR PROPOSER' S SERVICES****Form 21  
Cost Forms  
(continued)**

The following Cost Form table (Table 1) is for the Rates applicable to the Collection of Solid Waste from Residential Curbside Solid Waste Customers. The rates included in Table 1 are inclusive of all fees and costs for the Proposer to collect and dispose of said Waste Streams.

TABLE 1 – RATES FOR RESIDENTIAL CURBSIDE COLLECTION OF SOLID WASTE				
	<u>Without Owner-Occupied Multifamily Included</u>		<u>With Owner-Occupied Multifamily Included</u>	
<i>Solid Waste Collection (Carts –3.i.a.)</i>				
Fees for Garbage Cart Capacity up to 130 Gallons				
Collection	\$ 7.04	/Unit/Month	\$ 7.04	/Unit/Month
Disposal	\$ 3.51	/Unit/Month	\$ 3.51	/Unit/Month
Additional Fees for Garbage Cart Capacity in Excess of 130 Gallons				
Collection	\$ 0.00	/Unit/Month	\$ 0.00	/Unit/Month
Disposal	\$ 0.00	/Unit/Month	\$ 0.00	/Unit/Month
<i>Solid Waste Collection (PAYT –3.i.b.)</i>				
35-Gallon Carts				
Collection	\$ 7.04	/Cart/Month	\$ 7.04	/Cart/Month
Disposal	\$ 3.51	/Cart/Month	\$ 3.51	/Cart/Month
65-Gallon Carts				
Collection	\$ 7.04	/Cart/Month	\$ 7.04	/Cart/Month
Disposal	\$ 3.86	/Cart/Month	\$ 3.86	/Cart/Month
95-Gallon Carts				
Collection	\$ 7.04	/Cart/Month	\$ 7.04	/Cart/Month
Disposal	\$ 4.21	/Cart/Month	\$ 4.21	/Cart/Month
<i>Solid Waste Collection (Manual – 3.i.c.)</i>				
Collection	\$10.64	/Unit/Month	\$ 10.64	/Unit/Month
Disposal	\$ 3.51	/Unit/Month	\$ 3.51	/Unit/Month

**Form 21  
Cost Forms  
(continued)**

The following Cost Form table (Table 2) is for the Rates applicable to the Collection of Bulk Waste, Yard Waste, and Commingled Waste from Residential Curbside Solid Waste Customers. The Rates included in Table 2 are inclusive of all fees and costs for the Proposer to collect and dispose of said Waste Streams.

TABLE 2 – RATES FOR RESIDENTIAL CURBSIDE COLLECTION OF BULK WASTE, YARD WASTE, AND COMMINGLED WASTE				
	<u>Without Owner-Occupied Multifamily Included</u>		<u>With Owner-Occupied Multifamily Included</u>	
<i>Commingled Waste Weekly Collection (3.iii.a.)</i>				
Collection	\$ 5.05	/Unit/Month	\$ 5.05	/Unit/Month
Disposal	\$ .95	/Unit/Month	\$ .95	/Unit/Month
<i>Separate Weekly Yard Waste Collection and Separate Weekly Bulk Waste Collection (3.iii.b.)</i>				
Collection	\$ 7.20	/Unit/Month	\$ 7.20	/Unit/Month
Disposal	\$ .95	/Unit/Month	\$ .95	/Unit/Month
<i>Separate Weekly Yard Waste Collection and Separate Monthly Bulk Waste Collection (3.iii.c.)</i>				
Collection	\$ 4.95	/Unit/Month	\$ 4.95	/Unit/Month
Disposal	\$ .95	/Unit/Month	\$ .95	/Unit/Month

The following Cost Form table (Table 3) is for the Rates applicable to the Collection of Recyclable Materials from Residential Recycling Customers and Multifamily Recycling Customers. The Rates included in Table 3 are inclusive of all fees and costs for the Proposer to collect Recyclable Materials and the cost for the optional recycling rewards program.

TABLE 3 – RATES FOR RECYCLABLE MATERIALS COLLECTION				
	<u>Without Owner-Occupied Multifamily Included</u>		<u>With Owner-Occupied Multifamily Included</u>	
<i>Recycling Collection</i>				
Curbside Residential	\$ 2.95	/Unit/Month	\$ 2.95	/Unit/Month
Multifamily (Carts)	\$ 1.19	/Unit/Month	\$ 1.19	/Unit/Month
Multifamily (Dumpster)	\$ 8.00	/yd./Collection	\$ 8.00	/yd./Collection
<i>Recycling Rewards Program</i>				
Curbside Residential	\$ .46	/Unit/Month	\$ .46	/Unit/Month
Multifamily	\$ .46	/Unit/Month	\$ .46	/Unit/Month

**Form 21  
Cost Forms  
(continued)**

The following Cost Form table (Table 4) is for the Rates applicable to the Collection of Solid Waste and Bulk Waste from Multifamily Solid Waste Customers. The Rates included in Table 4 are inclusive of all fees and costs for the Proposer to collect and dispose of said Waste Streams.

TABLE 4 – RATES FOR MULTIFAMILY SOLID WASTE COLLECTION (INCLUDES MONTHLY BULK)				
	<u>Without Owner-Occupied Multifamily Included</u>		<u>With Owner-Occupied Multifamily Included</u>	
<i>Carts *</i>				
Collection	\$ 65.00	/Cart/Month	\$ 65.00	/Cart/Month
Disposal	\$ 8.18	/Cart/Month	\$ 8.18	/Cart/Month
<i>Dumpsters (Non-Compacted)</i>				
Collection	\$ 13.76	/yd./Collection	\$ 13.04	/yd./Collection
Disposal	\$ 1.89	/yd./Collection	\$ 1.89	/yd./Collection
<i>Dumpsters (Compacted)</i>				
Collection	\$ 17.20	/yd./Collection	\$ 16.30	/yd./Collection
Disposal	\$ 5.67	/yd./Collection	\$ 5.67	/yd./Collection
<i>Rolloffs</i>				
Delivery	\$0.00		\$0.00	
Collection	\$195.00	/Pull	\$ 195.00	/Pull
Disposal	Based On Weight		Based On Weight	

**REMAINDER OF PAGE INTENTIONALLY LEFT BLANK**

\* Pricing is for 2 time per week service.



**Form 21  
Cost Forms  
(continued)**

The following Cost Form table (Table 5) is for the Rates applicable to the Collection of Solid Waste from Commercial Customers. The Rates included in Table 5 are inclusive of all fees and costs for the Proposer to collect and dispose of said Waste Streams.

TABLE 5 – RATES FOR COMMERCIAL SOLID WASTE COLLECTION				
	<u>Without Owner-Occupied Multifamily Included</u>		<u>With Owner-Occupied Multifamily Included</u>	
<i>Carts *</i>				
Collection	\$65.00	/Cart/Month	\$65.00	/Cart/Month
Disposal	\$ 9.58	/Cart/Month	\$ 9.58	/Cart/Month
<i>Dumpsters (Non-Compacted)</i>				
Collection	\$13.76	/yd./Collection	\$13.04	/yd./Collection
Disposal	\$ 2.21	/yd./Collection	\$ 2.21	/yd./Collection
<i>Dumpsters (Compacted)</i>				
Collection	\$ 17.20	/yd./Collection	\$ 16.30	/yd./Collection
Disposal	\$ 6.63	/yd./Collection	\$ 6.63	/yd./Collection
<i>Rolloffs</i>				
Delivery	\$ 0.00		\$ 0.00	
Collection	\$ 195.00	/Pull	\$195.00	/Pull
Disposal	Based On Weight		Based On Weight	

**REMAINDER OF PAGE INTENTIONLLY LEFT BLANK**

\* Pricing is for 2 time per week service.

**Form 21**  
**Cost Forms**  
**(continued)**

The following cost proposal table (Table 6) is for the rates applicable to the additional services identified in the table. The rates included in Table 6 are inclusive of all fees and costs for the Proposer to provide the specified services including disposal (if applicable).

TABLE 6 – RATES FOR ADDITIONAL SERVICES				
	<u>Without Owner-Occupied Multifamily Included</u>		<u>With Owner-Occupied Multifamily Included</u>	
<i>Replacement or Additional Residential Garbage and Recycling Carts (One-time Fee)</i>				
35-Gallon Cart	\$ 55.00	/Cart	\$ 55.00	/Cart
65-Gallon Cart	\$62.00	/Cart	\$62.00	/Cart
95-Gallon Cart	\$65.00	/Cart	\$65.00	/Cart
Delivery Fee (if applicable)	\$ 0.00	/Delivery	\$ 0.00	/Delivery
<i>Supplemental Bulk Collections</i>				
Collection	\$20.00	/yd.	\$20.00	/yd.
Disposal	\$ 0.00	/yd.	\$ 0.00	/yd.
<i>Supplemental Solid Waste Collection</i>				
Collection	\$ 20.00	/yd.	\$20.00	/yd.
Disposal	\$ 0.00	/yd.	\$ 0.00	/yd.
<i>Wastewater Treatment Plant Containers for Wastewater Material</i>				
Disposal	\$13.26	/yd.	\$ 13.26	/yd.

**REMAINDER OF PAGE INTENTIONLLY LEFT BLANK**

**Form 21  
Cost Forms  
(continued)**

The following cost proposal table (Table 7) is the generation factors that were used to calculate the disposal costs in Tables 1-2 and 4-6. The Proposer's generation factors shall be used throughout the term of the Agreement (including any renewals) unless otherwise agreed upon with the City. Proposers shall use the generation factors provided here along with the following current per ton disposal/processing rates to determine the disposal component of their Rates: Solid Waste - \$42.11, Yard Waste - \$27.41, and Bulk Waste - \$33.50.

<b>TABLE 7 – GENERATION FACTORS</b>		
	<u><b>Without Owner-Occupied Multifamily Included</b></u>	<u><b>With Owner-Occupied Multifamily Included</b></u>
<i><b>Residential Curbside Collection Services</b></i>		
Cart Based Solid Waste Collection - 3.i.a. (Tons per Unit per Year)	1.00	1.00
Cart Based Solid Waste Collection - 3.i.a. – Excess Cart Capacity (Tons per Unit per Year)	0.00	0.00
PAYT Cart Based Solid Waste Collection - 3.i.b. (Tons per Cart per Year)		
35-Gallon Cart	1.00	1.00
65-Gallon Cart	1.10	1.10
95-Gallon Cart	1.20	1.20
Weekly Commingled Collection (Tons per Household per Year)	.39	.39
Separate Weekly Yard Waste Collection (Tons per Household per Year)	.27	.27
Separate Weekly Bulk Collection (Tons per Household per Year)	.12	.12
Separate Monthly Bulk Waste Collection (Tons per Household per Year)	.12	.12
<i><b>Multifamily Collection Services</b></i>		
Carts (Tons per Cart per Year)	2.34	2.34
Dumpsters - Loose (Pounds per Yard per Collection)	.90	.90
Dumpsters – Compacted (Pounds per Yard per Collection)	270	270
<i><b>Commercial Collection Services</b></i>		
Carts (Tons per Cart per Year)	2.73	2.73
Dumpsters – Loose (Pounds per Yard per Collection)	105	105
Dumpsters - Compacted (Pounds per Yard per Collection)	315	315



**Form 18**  
**Proposal Bond**  
**(continued)**

Witness

  
\_\_\_\_\_  
Signature of Witness

Lupe Tyler

\_\_\_\_\_  
Print Name of Witness

Witness

  
\_\_\_\_\_  
Signature of Witness

Nancy Thomas

\_\_\_\_\_  
Print Name of Witness


Witness

  
\_\_\_\_\_  
Signature of Witness

Anoop Chawla Adlakha

\_\_\_\_\_  
Print Name of Witness

Witness

  
\_\_\_\_\_  
Signature of Witness

Vanessa Dominguez

\_\_\_\_\_  
Print Name of Witness



**POWER OF ATTORNEY**

**KNOWN ALL MEN BY THESE PRESENTS** that Waste Management, Inc. and each of its direct and indirect majority owned subsidiaries (the "WM Entities"), have constituted and appointed and do hereby appoint Anoop Chawla Adlakha, Margaret Buboltz, Jennifer S. Copeland, Vanessa Dominguez, Michael J. Herrod, Myisha Jefferson, Wendy W. Stuckey, Nancy Thomas, Lupe Tyler and Stephenie Whittington of Aon Risk Services Southwest, Inc., each its true and lawful Attorney-in-fact to execute under such designation in its name, to affix the corporate seal approved by the WM Entities for such purpose, and to deliver for and on its behalf as surety thereon or otherwise, bonds of any of the following classes, to wit:

1. Surety bonds to the United States of America or any agency thereof, and lease and miscellaneous surety bonds required or permitted under the laws, ordinances or regulations of any State, City, Town, Village, Board or any other body or organization, public or private.
2. Bonds on behalf of WM Entities in connection with bids, proposals or contracts.

The foregoing powers granted by the WM Entities shall be subject to and conditional upon the written direction of a duly appointed officer of the applicable WM Entity (or any designee of any such officer) to execute and deliver any such bonds.

The signatures and attestations of such Attorneys-in-fact and the seal of the WM Entity may be affixed to any such bond, policy or to any certificate relating thereto by facsimile and any such bond, policy or certificate bearing such facsimile signatures or facsimile seal shall be valid and binding upon the applicable WM Entity when so affixed.

**IN WITNESS WHEREOF**, the WM Entities have caused these presents to be signed by the Vice President and Treasurer and its corporate seal to be hereto affixed. This power of attorney is in effect as of June 22, 2015.

Witness:

Diana J. [Signature]

On behalf of Waste Management, Inc. and  
each of the other WM Entities

Devina A. Rankin [Signature]  
Devina A. Rankin  
Vice President and Treasurer



Form 15-10-0225B- U GEN CONSENT (rev. 12-14)

## CHAPTER 20: BONDING COMPANY COMMITMENT



### CHUBB GROUP OF INSURANCE COMPANIES

15 Mountain View Road  
P.O. Box 1615  
Warren, NJ 07061-1615

July 22, 2015

City of Margate, Florida  
901 NW 66<sup>th</sup> Avenue  
Margate, FL 33073

Principal: Waste Management Inc. of Florida  
Bid Date: 6-22-15  
Description: RFP No. 2015-010 for Garbage and Recycling Collection Services

Dear Sir/Madam:

We, Federal Insurance Company, hereby agree that in the event an award is made to Waste Management Inc. of Florida 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,

Federal Insurance Company

A handwritten signature in black ink that reads 'Wendy W. Stuckey'.

Wendy W. Stuckey  
Attorney-in-Fact



**Chubb  
Surety**

**POWER  
OF  
ATTORNEY**

**Federal Insurance Company  
Vigilant Insurance Company  
Pacific Indemnity Company**

**Attn: Surety Department  
15 Mountain View Road  
Warren, NJ 07059**

Know All by These Presents, That **FEDERAL INSURANCE COMPANY**, an Indiana corporation, **VIGILANT INSURANCE COMPANY**, a New York corporation, and **PACIFIC INDEMNITY COMPANY**, a Wisconsin corporation, do each hereby constitute and appoint **Anoop Chawla Adlakha, Margaret Buboltz, Michael J. Herrod, Myisha Jefferson, Wendy W. Stuckey, Nancy A. Thomas, Lupe Tyler, Lisa A. Ward and Stephenie Whittington of Houston Texas**

each as their true and lawful Attorney-in-Fact to execute under such designation in their names and to affix their corporate seals to and deliver for and on their behalf as surety thereon or otherwise, bonds and undertakings and other writings obligatory in the nature thereof (other than bail bonds) given or executed in the course of business, and any instruments amending or altering the same, and consents to the modification or alteration of any instrument referred to in said bonds or obligations.

In Witness Whereof, said **FEDERAL INSURANCE COMPANY, VIGILANT INSURANCE COMPANY, and PACIFIC INDEMNITY COMPANY** have each executed and attested these presents and affixed their corporate seals on this **5<sup>th</sup>** day of **December, 2014**.

*David J. Edwards*  
David J. Edwards, Assistant Secretary



STATE OF NEW JERSEY

County of Somerset

On this **5<sup>th</sup>** day of **December, 2014** before me, a Notary Public of New Jersey, personally came David J. Edwards, to me known to be Assistant Secretary of **FEDERAL INSURANCE COMPANY, VIGILANT INSURANCE COMPANY, and PACIFIC INDEMNITY COMPANY**, the companies which executed the foregoing Power of Attorney, and the said David J. Edwards, being by me duly sworn, did depose and say that he is Assistant Secretary of **FEDERAL INSURANCE COMPANY, VIGILANT INSURANCE COMPANY, and PACIFIC INDEMNITY COMPANY** and knows the corporate seals thereof, that the seals affixed to the foregoing Power of Attorney are such corporate seals and were thereto affixed by authority of the By-Laws of said Companies; and that he signed said Power of Attorney as Assistant Secretary of said Companies by like authority; and that he is acquainted with David B. Norris, Jr., and knows him to be Vice President of said Companies; and that the signature of David B. Norris, Jr., subscribed to said Power of Attorney is in the genuine handwriting of David B. Norris, Jr., and was thereto subscribed by authority of said By-Laws and in deponent's presence.

Notarial Seal



**KATHERINE J. ADELAAR**  
NOTARY PUBLIC OF NEW JERSEY  
No. 2316885  
Commission Expires July 16, 2019

*Kath J Adelaar*  
Notary Public

#### CERTIFICATION

Extract from the By-Laws of **FEDERAL INSURANCE COMPANY, VIGILANT INSURANCE COMPANY, and PACIFIC INDEMNITY COMPANY**:

"All powers of attorney for and on behalf of the Company may and shall be executed in the name and on behalf of the Company, either by the Chairman or the President or a Vice President or an Assistant Vice President, jointly with the Secretary or an Assistant Secretary, under their respective designations. The signature of such officers may be engraved, printed or lithographed. The signature of each of the following officers: Chairman, President, any Vice President, any Assistant Vice President, any Secretary, any Assistant Secretary and the seal of the Company may be affixed by facsimile to any power of attorney or to any certificate relating thereto appointing Assistant Secretaries or Attorneys-in-Fact for purposes only of executing and attesting bonds and undertakings and other writings obligatory in the nature thereof, and any such power of attorney or certificate bearing such facsimile signature or facsimile seal shall be valid and binding upon the Company and any such power so executed and certified by such facsimile signature and facsimile seal shall be valid and binding upon the Company with respect to any bond or undertaking to which it is attached."

I, David J. Edwards, Assistant Secretary of **FEDERAL INSURANCE COMPANY, VIGILANT INSURANCE COMPANY, and PACIFIC INDEMNITY COMPANY** (the "Companies") do hereby certify that

- (i) the foregoing extract of the By-Laws of the Companies is true and correct,
- (ii) the Companies are duly licensed and authorized to transact surety business in all 50 of the United States of America and the District of Columbia and are authorized by the U.S. Treasury Department; further, Federal and Vigilant are licensed in the U.S. Virgin Islands, and Federal is licensed in Guam, Puerto Rico, and each of the Provinces of Canada except Prince Edward Island; and
- (iii) the foregoing Power of Attorney is true, correct and in full force and effect.

Given under my hand and seals of said Companies at Warren, NJ this **June 22, 2015**



*David J. Edwards*  
David J. Edwards, Assistant Secretary

IN THE EVENT YOU WISH TO NOTIFY US OF A CLAIM, VERIFY THE AUTHENTICITY OF THIS BOND OR NOTIFY US OF ANY OTHER MATTER, PLEASE CONTACT US AT ADDRESS LISTED ABOVE, OR BY: Telephone (808) 903-3493 Fax (808) 903-3658 e-mail: [surety@chubb.com](mailto:surety@chubb.com)

## CHAPTER 21: ADDED VALUE & ENHANCEMENT

### Waste Management Value Added Partnership

#### **Waste Management's "Green" Sustainability Service (WMSS):**

This exclusive service of Waste Management will target certain City of Margate municipal buildings for a waste and recycling analysis study. One Hundred hours of sustainability consulting services from WMSS will be provided and result in a detailed recommendation for environmental prowess and green sustainable initiatives going forward. This service will include:

- An investigation of current trends in waste generation (create a baseline of waste streams and practices)
- Compiling data into a detailed report describing investigation and data analysis recommendations for process improvements
- In order to implement a successful program, Waste Management and the City of Margate must work closely together to ensure that the relevant stakeholders are educated about the changes to the current program and are involved in the implementation.

**Professional Sustainability Evaluation Value: \$10,000.00**

#### **Big Belly Solar Compactors:**



Waste Management Inc. of Florida will provide the City of Margate with 2 BigBelly + SmartBelly Double Station Solar Compactors. The locations for the BigBelly Solar Compactors will be determined by the City.

The BigBelly + SmartBelly Solar Compactor is the solid waste and recycling container of the 21<sup>st</sup> century. These units utilize sunlight to charge the batteries that operate the compacting unit, no need for electricity. These compactors are made of extremely durable plastics and can withstand the extreme temperatures that we experience during our summers.

The BigBelly + SmartBelly Solar Compactor is also the smartest solid waste and recycling container available. These units will notify you when they are full and need to be emptied. This function will save Margate money by allowing the City to only send staff out to empty the compactors when they are full, instead of having to visually inspect them on a daily basis. By only making trips to the compactors when they are full will not only save on labor expense but will also reduce the amount of fuel used, thus reducing the City's carbon footprint.



The BigBelly + SmartBelly Solar Compactor can generate revenue to the City. This can be accomplished by the City selling advertising space on the side panels of the compactor units or utilize the space for public awareness campaigns.

**Cost of Equipment Savings- \$11,000.00**



**\*\* EXCLUSIVE TO WASTE MANAGEMENT CUSTOMERS \*\***

*Helping Margate schools – and the environment - through e-cycling*  
Fund raising has never been easier. Cartridges for Kids (CFK) recycles used and broken electronics in exchange for cash. This easy to use, environmentally friendly program pays cash for most cell phones, inkjet & laser cartridges, laptops, MP3s, PDAs and tablets, readers and or notebooks – and the list keeps growing.

The process is simple. Students collect electronics, place them in a box, seal the box and send the package via UPS to Waste Management. Waste Management provides free, pre-paid shipping labels for all CFK shipments. In return, schools will receive cash (via direct deposit or check) for the recycled electronics. Schools can also earn bonuses 12 times per year.

CFK is easy to launch. Waste Management is happy to help schools set up the program and we offer free, customizable promotional materials. A few examples of these materials are included along with the current CFK price list.

The program is flexible. Individual teachers can use the CFK program or the school as a whole can participate. Schools build the program to their specifications. CFK is also a great way for schools to partner with local businesses and other community groups to recycle old or broken electronics. Any business can donate to a specific classroom or to the school as a whole. Schools decide what works best for them.

This is a great opportunity to help Margate schools earn cash while helping the environment by keeping electronics from going to the landfill. It is a win-win for the community and the environment.



For more information, visit our website: [www.cartridgesforkids.com](http://www.cartridgesforkids.com)



## WASTE WATCH - A COMMUNITY PARTNERSHIP PROGRAM



**Waste Watch is a neighborhood watch program that helps protect the safety of your community. Local police, fire and emergency services benefit from the alert eyes and ears of our trained drivers, who are in your neighborhood every day.**

Waste Management's Waste Watch Rollout in Broward attended by many Law Enforcement Officials.



### Waste Watch—enhancing the safety of the communities where we live and work.

Four newspapers lying in a front yard . . . An overturned car on a deserted road . . . A warehouse lit up at the wrong time . . . Being on the safe side means checking out these kinds of situations. To do this, local police and emergency services need timely information—they can't respond to problems they don't know about. The right information at the right time can halt or even prevent crime, reduce the extent of personal injuries or property damage, or keep a minor mishap from turning into a major catastrophe. That's the idea behind Waste Watch—Waste Management's neighborhood watch program.



### We're in your community every day and night.

Our job collecting trash from homes and businesses takes us into local neighborhoods on a regular basis. In fact, we're often the only service that still goes door to door. Even more important, we're around when accidents and crimes can cause the most trouble; our residential service puts us in neighborhoods when most people are at work, and our commercial service takes us into business and industrial areas when most workers are at home. Our regular routes help our crews become very familiar with the norm, and they notice when something is out of the ordinary.



### We have the tools and training to help accelerate response times.

Our drivers have the necessary tools to quickly communicate with the Waste Management dispatcher, allowing suspicious or unusual activities to be reported immediately. And our partnership with local police and emergency services agencies means that our drivers have received the necessary training on what to look for, how to react, and how to report any incidents. This makes our drivers extremely well-positioned and equipped to serve as extra eyes and ears for local emergency response organizations.

### We're committed to your community.

While our business spans North America, our work is decidedly local—removing, recycling and disposing of trash. Our drivers and crews live in the same communities where they work. So whether we're at home or on the job, we're a vital part of your community. And because of Waste Management's commitment to the communities we serve, we're proud to help make them not only cleaner, but safer as well.





## Waste Management Community Partnerships in Margate

As the environmental services provider for the City of Margate, Waste Management Inc. of Florida is proud to be a strong community partner supporting the organizations that make Margate a special place to live, work and play.

Throughout our years of service, Waste Management has been a constant presence in the community providing sponsorships and in-kind services to a variety of local non-profit organizations, schools and community organizations including:

### *Waste Management designed the new Margate Chamber Membership Brochure*

**WHY JOIN?**

It's a common question. As a business professional, why should you join the Margate Chamber of Commerce? We believe the answer is simple: to grow your business, connect with other business professionals, work closely with elected officials and invest in the Margate community.

The Margate Chamber of Commerce exists to support the growth of our economy and the vibrancy of our community. Through our committees, programs, and events, the Chamber offers a rich array of opportunities for you and your employees to become immersed into the Margate business community. We help you to gain knowledge and access to the "knowers and shakers" that drive business growth.

**WHY JOIN?**

- Your membership in the Margate Chamber has given us the opportunity to meet other business professionals and have a voice in what's happening in our community. Chamber members are a close-knit group who warmly welcome members and are excited by the future of Margate.
- Mindy Segesser, Chamber Member

As a Chamber member you have a voice to discuss your hopes for the city, your ideas and concerns regarding the redevelopment of Margate, and suggestions as to how to better serve the needs and concerns of the Margate business community.

**With special thanks to our Corporate sponsors:**

**NORTHWEST MEDICAL CENTER**  
More Than Healing™

**First Bank**

**FELLOWSHIP FOUNDATION**

**MARGATE CRA**

**And to our Trustees:**

**150 YEARS**

**CITY NEWS**

**Join today!**

**MARGATE CHAMBER OF COMMERCE**

Open for Business

Margate Chamber of Commerce 6221 Margate Blvd.  
Margate, Florida 33063 Tel: (954) 582-0399  
Website: www.margatechamber.com  
Email: admin@margatechamber.org

**GROW YOUR BUSINESS**

Join the Margate Chamber of Commerce today

**MARGATE CHAMBER OF COMMERCE**

Open for Business

**INVEST. CONNECT. LEAD. GROW. IMPACT.**

**BENEFITS**

The Margate Chamber of Commerce is a trusted source for local business information. Our mission is to help our members **meet, connect, lead, grow** and **invest** in the community. A comprehensive list of benefits can be found on our website: [www.margatechamber.com](http://www.margatechamber.com). In the mean time, here are a few highlights of your Chamber.

**Pending benefits:**

**BUSINESS CONTACTS & REFERRAL SERVICES**

Joining the Chamber opens you ample opportunities to network giving you the exposure to the Margate business community and community influencers.

**ADVERTISING & MARKETING**

As a member your business will be listed on our website. Become involved in a Chamber Committee and expand your reach even further. Use our logo in your promotional materials giving your business credibility as a trusted source. Link your social media programs to our programs.

**PROFESSIONAL DEVELOPMENT**

Attend our Chamber events and learn about the latest trends and development affecting Margate businesses. Chamber luncheon, our website forum, provides four trainings per month to ensure you get the most out of your membership.

**TRAFFIC CATCHER WEBSITE**

The powerful service allows members to display products or services, create online catalogs and display valuable coupons. Perhaps the greatest value is access to IT professionals at no cost.

**OUR DUES**

**ANNUAL DUES**

Join more than 200 businesses, associations, schools, and community organizations by becoming a member today. For more information about becoming a Corporate Sponsor or Trustee, please contact:

Rebecca Case, Executive Director  
Margate Chamber of Commerce  
Tel: (954) 582-0399  
Email: [admin@margatechamber.org](mailto:admin@margatechamber.org)

**MEMBERSHIP LEVELS**

Number of Employees	Annual Dues
1-2 employees	\$100
3-5 employees	\$200
6-10 employees	\$225
11-20 employees	\$325
21+ employees	\$425
Additional Associate	\$100

College/Charter/Institutional: \$250  
Private Schools: \$100  
Developer/Builder: \$100  
Financial Institutions: \$100  
Hospitals: \$100  
Homes/Real Estate Agents: \$425  
Non-Business Associates: \$125  
Non-Profit: \$100  
Public Schools / Churches: \$250  
Real Estate Agent: \$250  
Utilities: \$200

**APPLICATION**

**BUSINESS NAME AND ADDRESS**

\_\_\_\_\_

\_\_\_\_\_

**BUSINESS PHONE**

\_\_\_\_\_

**EMAIL**

\_\_\_\_\_

**WEBSITE**

\_\_\_\_\_

**# OF EMPLOYEES**

\_\_\_\_\_

**BUSINESS REPRESENTATIVES (NAME(S), POSITION(S))**

\_\_\_\_\_

\_\_\_\_\_

**CELL OR OTHER PHONE NUMBER(S)**

\_\_\_\_\_

**BUSINESS CATEGORIES (UP TO 5)**

\_\_\_\_\_

\_\_\_\_\_

**HOW CAN WE HELP YOU GROW YOUR BUSINESS?**

\_\_\_\_\_

\_\_\_\_\_

I hereby personally and unconditionally guarantee payment of any and all outstanding balances that may be owed now or in the future to the Margate Chamber of Commerce.

Signature \_\_\_\_\_ Date \_\_\_\_\_

Check # \_\_\_\_\_ Check # \_\_\_\_\_ ☐ Debit me

### *Waste Management designed the new Margate Chamber Letter Head*

**Board of Directors**

Rob Riccardi, President  
[riccardi@fellowshipfund.org](mailto:riccardi@fellowshipfund.org)

Tara Peoples, Vice President  
[peoples@groupops.com](mailto:peoples@groupops.com)

James Finch, Secretary/Treasurer  
[jamesf@signature-caregroup.com](mailto:jamesf@signature-caregroup.com)

Connie Carberg, Director  
[goodnews@ecol.com](mailto:goodnews@ecol.com)

Erica Gulrich, Director  
[erica.gulrich@cahealthcare.com](mailto:erica.gulrich@cahealthcare.com)

Kathy Wertz, Director  
[kwertz@brym.com](mailto:kwertz@brym.com)

Bill Savino, Director  
[bill@savnofuneralhome.com](mailto:bill@savnofuneralhome.com)

Mindy Seger, Director  
[sagermindster@austonline.com](mailto:sagermindster@austonline.com)

**Non-voting Members**

City of Margate

Joanna Simone, Mayor

Community Redevelopment Agency

Diane Colonna

**MARGATE CHAMBER OF COMMERCE**

Open for Business

6221 Margate Boulevard  
Margate, FL 33063  
(954) 582-0399  
[www.margatechamber.com](http://www.margatechamber.com)  
Executive Director  
Rebecca Case  
[admin@margatechamber.org](mailto:admin@margatechamber.org)

*Waste Management authored, printed and mailed the New Business Guide Letter**Waste Management designed the New Margate Chamber Logo*

## *Waste Management developed and facilitated the Margate Chamber Board of Directors Retreat*



## *Waste Management authored, and distributed Chamber Membership Survey*

**2014 Margate Chamber Membership Survey**

➔ 1. How long have you/your organization been a Chamber member?  
☐ 0-2 years    ☐ 3-5 years    ☐ 6-9 years    ☐ 10+ years

➔ 2. What do you value about your Chamber membership? (check all that apply)  
☐ Networking opportunities    ☐ Helps me gain customers    ☐ Supports the community  
☐ Access to members-only discounts    ☐ Gives credibility to my business  
☐ Helps me gain a voice in my local government    ☐ Promotes/advertises my business  
☐ I haven't experienced a lot of value and will not renew my membership  
 Other: \_\_\_\_\_

➔ 3. Do you or does someone in your organization attend Chamber events regularly?  
☐ Yes    ☐ No    ☐ Sometimes

➔ 4. If "Yes" to question #3, which events do you attend? (Check all that apply)  
☐ Membership Breakfasts  
☐ Special events (Oktoberfest, Carnival, etc.)  
☐ Committee events/meetings  
☐ Other (please specify) \_\_\_\_\_

➔ 5. If "No" to question #3, why not? (Check all that apply)  
☐ I don't have time / my time is limited  
☐ I don't see the value  
☐ I don't like to go to events where I don't know people  
☐ No one has asked me to go  
☐ I only joined the Chamber to support my community, not get too involved  
☐ I don't want to pay the cost for the event  
☐ I don't feel my presence makes any difference  
☐ Too many politics  
☐ I don't get the event notices  
 Other (please specify) \_\_\_\_\_

➔ 6. If "Sometimes" to question #3, why? (Check all that apply)  
☐ Depends on my schedule  
☐ I don't see the value in the topic or program  
☐ The topic or program is not applicable to my business or to my job  
☐ Late notice or no notice about the event  
 Other (please specify) \_\_\_\_\_

➔ 7. Would you recommend joining the Chamber?  
☐ Yes    ☐ No    ☐ Maybe  
 Comments: \_\_\_\_\_

➔ 8. What value would you place on being a member of the Chamber?  
☐ No real value  
☐ Of little value  
☐ Neutral  
☐ Some value  
☐ Valuable

➔ 9. Please rank from 1 to 6, the best way we should communicate with you/your organization  
 1 = Most preferred    2 = Second most preferred    3 = Third most preferred  
 4 = Fourth most preferred    5 = Fifth most preferred    6 = least preferred  
☐ Email    ☐ Text    ☐ Website    ☐ Social Media (Facebook, etc.)  
☐ US Mail    ☐ Personal contact

➔ 10. What can the Chamber do to improve the experience/increase the value of membership to you and/or your organization?  
 \_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_

THANK YOU

*Kathy Mantz currently serves on the Margate Chamber Board of Directors and is the Chair of the Margate Chamber government Affairs Committee.*

## Letters & Emails from our friends in Margate

**Board of Directors**  
Rick Riccardi, President  
rriccardi@fellowshipliving.com  
Teeea Peoples, Vice President  
teea@groupapi.com  
James Finch, Secretary/Treasurer  
jamesf@signarama-coralssprings.com  
Connie Carberg, Director  
goodnewscca@aol.com  
Erica Gulrich, Director  
erica.gulrich@hcahealthcare.com  
Kathy Mantz, Director  
kmantz@wm.com  
Bill Savino, Director  
bill@savinofuneralhome.com  
Mindy Seger, Director  
segermeistem@autonation.com



6221 Margate Boulevard  
Margate, FL 33063  
(954) 582-0399  
www.margatechamber.com  
Executive Director  
Rebecca Case  
admin@margatechamber.org

May 31, 2015

On behalf of the Margate Chamber of Commerce and as a business owner and resident of the city of Margate, I would encourage the City Commission and Staff to renew our contract with WASTE MANAGEMENT for our garbage pickup. Waste Management has given us exceptional service over the many years we have worked together. We have gotten what we paid for in more than just garbage pickup. This company is deeply involved in our community through the Chamber of Commerce.

As a resident, I am very concerned that another, untested company may take over such a vital service as garbage pickup. Please, stay with the proven service and dedication to our community- WASTE MANAGEMENT.

Rick Riccardi  
4829 S Hemingway Circle  
Margate FL 33063

President Margate Chamber of Commerce  
CEO/Founder Fellowship Living Facilities, Inc.  
President Lakewood Gardens Association

Invest . Connect . Lead . Grow . Impact



Printed on Recycled Paper

Kathy Mantz  
Waste Management  
2700 Wiles Road  
Pompano Beach, FL 33073

Hi Kathy,  
I wanted to reach out to you regarding the upcoming contract bid to The City of Margate. I am a business owner and resident of Margate and Waste Management handles both my dumpster and my home trash removal as well as bulk trash removal. Any time that there has ever been an issue Waste Management has been quick and thorough in resolving my problem. I happen to live in a hidden cul-de-sac which is easy to miss and that has happened. A simple phone call and they are right back out to take care of the mistake. They are prompt and generally keep to the same time each pickup day. The drivers wave hello and will even wait for me if I am running out to the street when I hear them coming.

I also am big on recycling and my main concern is what is done with the trash after it leaves my home. I believe that Waste Management is more responsible than some of the other startups bidding for the contract. I believe Waste Management has the resources to properly dispose of the trash that is picked up. I firmly believe that our community needs the resources of the larger and more experienced company.

Sincerely,  
Teea Peeples  
6001 NW 17<sup>th</sup> St  
Margate, FL 33063

**From:** [eddiedecristofaro@yahoo.com](mailto:eddiedecristofaro@yahoo.com) [<mailto:eddiedecristofaro@yahoo.com>]

**Sent:** Wednesday, May 27, 2015 4:12 PM

**To:** Mantz, Kathy

**Subject:** Testimonial

Hi Kathy,

Waste Management has been a huge supporter of our Fire Prevention Family Fun Day, for the last 4 years i believe they have been a \$500.00 Sponsor of this event.

One year Wheelabrator also was a \$500.00 sponsor, you also brought out your CNG truck and the WM Robot, WM also has donated the garbage boxes, bags and did a special pickup of trash on the next pickup day after the event.

We hope to continue having WM as one of our sponsors again this year,

Please let me know if you need any more information on this.

Sincerely

Eddie





June 4<sup>th</sup>, 2015

To The City of Margate:

I understand that the City of Margate is currently reviewing proposals regarding the trash disposal & waste collection services for Margate. I would like to offer some input regarding the value of our current contracted company, Waste Management, for your consideration.

Waste Management has been a Member in Good Standing in our Chamber for over 10 years now, and they have long supported the goals of the Chamber in ensuring a vibrant and prosperous business community. Waste Management did not simply sign up as a member and pay dues; they invested valuable time and energy in helping in the creation of what is now a proud and vibrant Chamber Community.

Presently Kathy Mantz, Government Affairs Manager at Waste Management, is an indispensable member of our Board of Directors. She volunteers precious hours to utilize her expertise and business acumen to propel the Margate Chamber forward, so that the business community within the great City of Margate continue to have access to a vital and welcoming Chamber of Commerce.

Waste Management has also supported many Chamber Events in order to directly benefit both the business owners and residents of Margate. They sponsored our Membership Appreciation BBQ in 2014 enabling us to demonstrate our appreciation of our business members and their families. At this year's 1<sup>st</sup> Annual Margate City Fair, they were the Platinum Sponsor for the Talent Show and Intergenerational Pageants, supplying all cash prizes to our participants. These sponsorships enabled us to create community driven & community focused events that exemplify our City's new motto, "Together We Make It Great". Waste Management has been steadfast in their commitment to the City of Margate, and I urge the City of Margate to continue with Waste Management as the City's service provider.

Thank you for your consideration, and please do not hesitate to contact me if you have any questions or concerns.

Respectfully,

Rebecca Case  
Margate Chamber of Commerce  
Executive Director

6221 Margate Boulevard, Margate, FL 33063 • Phone: (954) 582-0399 • Fax (954) 590-8914

Email: [admin@margatechamber.org](mailto:admin@margatechamber.org) • [www.margatechamber.com](http://www.margatechamber.com)

**Subject: Recordation**

Dear Kathy,

Mr Sydney King asked me to forward this to you.....

Dear Kathy Mantz,

My name is Sydney King and I am the President of the Margate Lions Club located at 508 Melalueca Drive here in beautiful Margate, The Lions Club wanted to send over a glowing recommendation for your company as Waste Management has done an outstanding job in removing the trash and debris for the city of Margate for the last ten years, we would only hope that Waste Management continues to be our trash removal company for the next twenty years or so, we are very pleased with your performance and do not want to see you leave our fair city.

If there is anything we can do to help The Margate Lions Club is always here.

Sincerely,

Sydney King  
President Margate Lions Club

**From:** Demittre Sorenson [<mailto:demittre15s@gmail.com>]  
**Sent:** Saturday, May 23, 2015 1:55 PM  
**To:** McCormick, Dawn  
**Subject:** Re: FW: Waste Management Scholarship

Hello Ms. McCormick, once again I'd like to thank Waste Management / Margate for the scholarship and it would be my pleasure to share how this scholarship has helped me through my education. Firstly, the most obvious way this scholarship has helped me is economically, by allowing me to take out less loans than I otherwise would have needed. But the scholarship's impact did not end there. Being chosen out of the applicant pool to receive this award has given me a boost of confidence; and being a senior in high school at the time, that let me know that I have what it takes to succeed in college. Awarding me this scholarship is much more than you all wanting to help a student, it is you putting faith in me and letting me know your'e happy to invest in my future. Therefore while I was in school I knew that if I failed, I wouldn't only be letting down myself, but everyone who thought I would exceed. My freshman year has been a great learning experience, and personally I feel I did superb inside and outside the classroom. I hope future students will have to opportunity to apply to this scholarship, as it has made a great impact in my life and I know it would do the same for many others.

Sincerely,

Demittre Sorenson

**From:** oceanbreezes33 [<mailto:oceanbreezes33@aol.com>]

**Sent:** Friday, June 12, 2015 10:45 PM

**To:** Pace, Luigi

**Subject:** City of Margate Bid Packet

Dear Mr. Pace,

I am a long time resident in Margate and also grew up in Ft. Lauderdale. When I read Margate News on line regarding the bid packet, I must say that I immediately contacted one of the commissioners stating my "concerns" of the possibility that we might not continue with WM. I did finally, get a response and he stated he would keep me informed. I don't attend the meetings at City Hall anymore but try to keep up on the "goings on". Excuse my rambling but I just feel so strongly about keeping your company here in Margate. The guys are never careless, always drive carefully and are polite and friendly. As the saying goes, "you get what you pay for" and if our city commissioners change...we will be extremely disappointed. In closing, best of luck from me and my family...as well as our many longtime neighbors.

Sincerely,

Judi Damron Nixon and family.

**From:** Kavelle Gosine [<mailto:kavellegosine@gmail.com>]  
**Sent:** Sunday, May 24, 2015 3:46 PM  
**To:** McCormick, Dawn  
**Subject:** Re: Waste Management Scholarship

Hi Ms. McCormick,

I would like to start off by thanking Waste Management and Margate again for considering me as a scholarship recipient because it truly has been a great opportunity that I have been able to be a part of. When I graduated from high school last year I was both excited and wary about college--excited for the new prospects I would soon encounter and wary about the financial strains it would produce for me and my family. When my family found out I was receiving the scholarship, we were all ecstatic because for us every bit counts.

I entered my freshman year at Emory University in the fall and am happy to say that my first year was a success. Not only was I able to meet countless amazing people, but I was also able to join organizations that I am passionate about while planning out my future endeavors. This year I tried out for and made it onto Emory's Bhangra team and have been able to compete against a number of other college level teams, forming so many close bonds while participating in my interest of dance in the process. I also joined Emory Reads, an organization that tutors children in elementary school, which has been so rewarding. A great plus was that I was accepted into the executive board for that organization and can continue giving back at a higher level.

As for academics, I initially was not 100% sure what I would major in, but over the course of the year I realized I would most likely major in Anthropology and Human Biology and minor in Religion with the goal of being able to give back through a career in public health or medicine. Additionally, I am in the process of applying to a research program on campus that will also give me a good idea of what I want to pursue after college.

The scholarship that I received allowed me to do all of these things with a little sense of relief, knowing that the financial burden for the year was lessened immensely. This is why I have encouraged several current high school seniors I know to apply for the scholarship since it has had a great impact on me and my family, (not to mention having my picture in the newspaper was also a plus!). Again, the scholarship was incredibly helpful, and I greatly appreciate it.

Sincerely,  
Kavelle Gosine



**From:** Nicole Collins <[ncollins528@gmail.com](mailto:ncollins528@gmail.com)>  
**Date:** June 11, 2015 at 1:23:28 PM EDT  
**To:** "McCormick, Dawn" <[DMcCorm2@wm.com](mailto:DMcCorm2@wm.com)>  
**Subject:** Thank you so much

Dear Waste Management:

Thank you so much for your generous donation of \$500.00 to Margate All Stars Shetland Baseball Team.

As you know, all of us are struggling to balance limited incomes with the desire to give our children all of the opportunities life offers. With the generous support of people like you, we will be able to help many of these families and individuals not only to meet essential daily needs, but to work toward a brighter future with programs in the many sports related educational fields.

With help and support from companies such as yours and individuals the Margate Shetland All Stars Team has in the past advanced from County, and state playoffs, all the way to Junior World series in Texas. With hard work, and some community help, we will again be able to represent the great city of Margate again at the Junior World Series when they are played in Louisiana this year.

For more information on how your donation is helping to make a difference in the lives of the young Margate baseball community, we invite you to visit our Facebook page at Margate 2015 Shetland All Star Team. You can also find information there on our upcoming events for this year and volunteer opportunities.

Please know that your generous donation has opened the door allow these great families to pursue the baseball dream that all seven year olds have.

Thank you again, and we look forward to your continued support.

Sincerely,

Margate 2015 All Stars Shetland Team.





## Waste Management Community Partnerships in Margate

Waste Management Inc. of Florida is proud to be a longtime, generous community partner supporting the organizations that make the City of Margate a special place to live, work and play.

As an involved corporate citizen and service provider, Waste Management has been a positive presence in the community providing sponsorships and charitable gifts to a variety of local non-profit organizations, schools and community groups including:

### City of Margate High School Scholarships

Each year, beginning in 2012, Waste Management has partnered with the City of Margate to provide \$5,000 in high school scholarships to two deserving students for their college studies. Winners include:



2012: Kaitlin Smith-Norman  
and Michael Trotman



2013: Ashley Garrison and Caleb Jacobsen



2014: Kavelle Gosine  
and Demittre Sorenson





### Earth Day at Monarch Hill Renewable Energy Park

Beginning in 2010 and now in its sixth year, Waste Management hosts an annual Earth Day Open House at

Monarch Hill Renewable Energy Park to benefit local elementary schools including Atlantic West and Margate Elementary Schools. Each year, schools are awarded grant money based on attendance (ranging from \$1,500 to \$3,000).

Schools also participate in the Art Dumpster Contest portion of the festivities earning several hundred dollars in prize money and supplies for their Art Departments.





**WM also supports:**

City of Margate 4th of July Celebration



City of Margate Police Department "Night Against Crime"



Margate Chamber of Commerce Field of Honor Celebration of our Veterans



Margate Chamber of Commerce Breakfast, BBQ and Oktoberfest events



Margate Fire Rescue Community Emergency Team event



Margate Lions Club



American Cancer Society Relay for Life

Alzheimer's Family Center



## CHAPTER 22: RECYCLING REWARDS PROGRAM

### Recycling Rewards Program

#### Waste Management's Recyclebank Pays Back Residents for Doing the Right Thing!

Here is a brief recap of how Waste Management's recycling rewards program, Recyclebank, which is currently in place can continue to help The City of Margate create a more sustainable future by rewarding residents with discounts and deals for taking every day green actions. In addition to rewarding residents the program works on increasing foot traffic in local businesses, which are the economic heart of the city.



Here is how the program works:

Residents recycle their paper, metal, plastic, and glass through their curbside recycling program. The weight of the recycled materials converts into Recyclebank points. Residents can use the points for valuable everyday rewards from hundreds of local and national businesses.

Recyclebank can be an impactful program for Margate

- It rewards residents for recycling
- It promotes a greener community through recycling and reuse
- It educates and empowers citizens through the use of the program

Recyclebank also benefits Margate residents:

- Residents have the satisfaction knowing they are doing the right thing for the community
- Reward points are redeemable at more than 3,000 local and national businesses, including such national brands as:
  - McDonald's
  - Olive Garden
  - Bed, Bath, and Beyond
  - Dick's Sporting Goods
  - Coca-Cola, Dole, and many other national brands

The program can be implemented in two different ways:

- **Community Weight Based Model**- Recyclables are collected by route. Tonnage is calculated and divided by all households on the route. Program points are awarded to households who are members of program. This option is the most cost efficient option.
- **Self-Reporting** – A bit lower tech -- residents log-in to the Recyclebank site regularly to state they have set out recycling. Points are awarded based on the resident's online commitment.

The deployment of the Recyclebank program has a proven, structured, 90-day implementation process to successfully launch the Recyclebank rewards program in Margate. The residents in single-family homes in Margate have been utilizing Recyclebank for the past 3 years. If Waste Management is awarded this contract and the City selects to continue the Recyclebank program, Waste Management will roll-out Recyclebank to the multi-family units. Following a similar 90-day implementation listed below:

Days	Activities
Project Commencement	<ul style="list-style-type: none"> <li>Agreement signed and received by all parties</li> <li>Recyclebank program team identified</li> </ul>
1-30	<ul style="list-style-type: none"> <li>Kickoff meeting               <ul style="list-style-type: none"> <li>Route &amp; address lists</li> <li>Marketing &amp; communication plan</li> <li>Local reward partner recruitment</li> <li>Ongoing weekly status calls scheduled</li> </ul> </li> <li>Implementation timeline confirmed</li> <li>Communications plan developed</li> <li>Cart delivery plan developed</li> </ul>
31-60	<ul style="list-style-type: none"> <li>Communication pieces designed</li> <li>Initial press released distributed</li> <li>Local reward partner outreach</li> <li>City letter to residents sent</li> </ul>
61-90	<ul style="list-style-type: none"> <li>Recyclebank program information sent</li> <li>Customer service introduction &amp; training</li> <li>Local reward partner outreach</li> <li>Account registration begins</li> </ul>
91+	<ul style="list-style-type: none"> <li>First rewarded pick-up begins</li> <li>Community outreach events</li> <li>Account registration continues</li> </ul>

Waste Management provides multi-channel marketing support to introduce and promote the Recyclebank program, including direct mail, out-of-home advertising, and door hangers. Community outreach is also an opportunity, leveraging existing community groups, providing support, communication tools, and making appearances at community events.

Recyclebank is a simple, exciting program that gets residents excited about recycling and helping to green the community.



The residents of the City of Margate are currently enjoying the use of RecycleBank's program. Below is a short list of some of the local businesses that offer rewards through RecycleBank.

Avon Beauty Center (Local rep offers discount)  
Barks and Bubbles Pet Grooming Salon (franchise)  
Bash Wine Cafe & Catering  
Beauty of Wax3  
Big Wheel Cycles  
Broward Elite All Stars  
CC & E Alterations and Custom Made  
Cell Phone Repair  
Jean's Jamaican Restaurant  
Kenpo Karate Care  
Kingshead Pub & Restaurant  
Live Love Yogurt (franchise)  
La Bamba Mexican and Spanish Restaurant  
Lou Scalia's Pro Shop  
Louie K's Club Sandwich  
Mazzola's Restaurant  
Mike's Bigger Guys  
Museum of Science and Discovery  
Nikicreations Salon

**Form 20**  
**Compliance with Occupational Safety and Health Act**

Proposer certifies that all material, equipment, etc. contained in this proposal meets all O.S.H.A. requirements. Proposer further certifies that if he/she is the Successful Proposer, and the material, equipment, etc., delivered is subsequently found to be deficient in any O.S.H.A. requirement in effect on date of delivery, all costs necessary to bring the material, equipment, etc. into compliance with the aforementioned requirements shall be borne by the Proposer.

**OCCUPATIONAL HEALTH AND SAFETY MATERIAL SAFETY DATA SHEET  
REQUIRED:**

In compliance with Chapter 442, Florida Statutes, any item delivered from a contract resulting from this proposal must be accompanied by a MATERIAL SAFETY DATA SHEET (MSDS). The MSDS must include the following information:

- A. The chemical name and the common name of the toxic substance.
- B. The hazards or other risks in the use of the toxic substances, including:
  - 1. The potential for fire, explosion, corrosivity and reactivity;
  - 2. the known acute and chronic health effects of risks from exposure, including the medical conditions which are generally recognized as being aggravated by exposure to the toxic substance; and
  - 3. the primary routes of entry and symptoms of overexposure.
- C. The proper precautions, handling practices, necessary personal protective equipment, and other safety precautions in the use of or exposure to the toxic substances, including appropriate emergency treatment in case of overexposure.
- D. The emergency procedure for spills, fire, disposal and first aid.
- E. A description in lay terms of the known specific potential health risks posed by the toxic substances intended to alert any person reading this information.
- F. The year and month, if available, that the information was compiled and the name, address and emergency telephone number of the manufacturer responsible for preparing the information.

SIGNATURE: \_\_\_\_\_

Timothy B. Hawkins, President

DATE: 5-18-15