

**Appendix 7-6 Bank Letters**



Commercial and Trade Finance Division  
2350 Mission College Blvd., Suite 988, Santa Clara, CA 95054  
Tel: (408) 330-2011; Fax: (408) 588-9688

November 26, 2012

Mr. David Duong  
President and CEO  
California Waste Solutions, Inc.  
1005 Timothy Drive  
San Jose, CA 95133

RE: City of Oakland

Dear Mr. Duong,

This letter is to confirm our support to California Waste Solutions, Inc. (CWS). As you know, East West Bank has been your primary bank since 2001 and has supported all of your Company's projects, including the 2006 San Jose RFP with 6 years contract initially and additional 8 years extension for the collection and recycle contract with the City of San Jose.

Our experience with CWS over the years has been excellent. We understand that CWS will be proposing to the City of Oakland for the Residential Recycling (RR) and / or Mixed Materials and Organics (MM&O) contract. Based on your successful track record and management team, East West Bank expects to extend continued support to CWS for the proposed projects in the future and is subject to the Bank's further due diligence and Credit Committee approval.

Please feel free to share this letter with the City of Oakland and their advisors. Also, please let them know that I am available to answer any questions they may have. I can be reached at (415) 330-2011 or by e-mail at [henry.choy@eastwestbank.com](mailto:henry.choy@eastwestbank.com).

Sincerely,

A handwritten signature in blue ink, appearing to read 'Henry Choy', written over a circular stamp or watermark.

Henry Choy  
First Vice President & Manager  
Commercial and Trade Finance, Northern California

**Appendix 7-7 City of San José Reference Letter and Certificate of Commendation**

Service Group 2 - January 9, 2013

October 11, 2012

To Whom It May Concern,

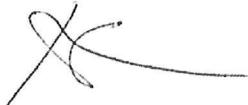
We are pleased to confirm that California Waste Solutions (CWS) currently performs residential recycling services for the City of San Jose for approximately 162,000 single family households in two service districts, generally covering the northern, eastern, and southern parts of San José.

CWS has been serving San José since 2002, initially as a subcontractor to perform recyclables processing. In 2006, the City awarded CWS with its own service agreement to provide curbside recycling collection and processing, large item collection services, and used oil and oil filter collection. Under the agreement, CWS also provided customer service as well as conducted public education and outreach to San José residents. The term of this agreement was from November 21, 2006 through June 30, 2013.

In 2010, the San José City Council extended CWS's services in San José by entering into a new eleven-year agreement with terms from July 1, 2010 through June 30, 2021. As of April 2012, CWS also assumed responsibility for billing and customer service for large item collection in their two service districts.

Please contact Donna Perala, Recycle Plus Program Manager, at (408) 975-2511 if you require additional information about CWS's services in San José.

Best Regards,



Kerrie Romanow  
Director of Environmental Services

CITY OF SAN JOSE

*Commendation*

**WHEREAS:** The Recycle Plus Transition Team included representation from the City, California Waste Solutions, Garden City Sanitation, Green Waste Recovery, GreenTeam, Noreal, R3 Consulting Group and Bearing Point; and

**WHEREAS:** The Team worked diligently and collegially to ensure that critical milestones for facilities, equipment, opening systems, data transfer, staffing and community outreach were met; and

**WHEREAS:** The Team devised extensive contingency plans with both the outgoing and new haulers to anticipate and manage any potential startup issues; and

**WHEREAS:** The Team executed the smoothest Transition to new haulers in the 14-year history of the Recycle Plus Program;

**NOW, THEREFORE, I, Chuck Reed, Mayor of the City of San Jose, and my colleagues on the City Council, do hereby recognize and give special tribute to**

**CALIFORNIA WASTE SOLUTIONS**

for outstanding foresight, organization, teamwork, collaboration, and achievement.

*Chuck Reed*

The Honorable Chuck Reed  
MAYOR



Attested to by:

*Lee Price*

Lee Price, City Clerk

**Appendix 7-8 Letters of Commendation and Reference from Recent Clients and Community Partners**

Mr. Joel Corona  
California Waste Solutions  
1820 10th St.,  
Oakland, CA 94607

Dear Mr. Corona,

On behalf of the East Bay Municipal Utility District (EBMUD), I am pleased to offer EBMUD's award-winning processing and technical assistance services to California Waste Solutions ("CWS"), in support of its response to the City of Oakland Zero Waste RFP.

EBMUD proposes to provide two primary services:

1. Organics Processing: EBMUD operates the only organics processing facility in Oakland, and we are proud of our outstanding track record of community service and engagement, environmental innovation and regulatory compliance. EBMUD hereby expresses interest in receiving commercial and multi-family source-separated organics that are collected by CWS pursuant to a City of Oakland franchise agreement, provided that (A) these materials meet EBMUD's quality specifications, and (B) EBMUD's processing facility and pre-processing facility have available capacity. Subject to further consideration, EBMUD may also accept other organics. EBMUD's anaerobic digestion process will turn organics into energy that will be used in Oakland or added to the local power grid in West Oakland, and will create an end product that can be used as a soil amendment.

If CWS chooses to pre-process the organics into a liquid stream, CWS has the option of making arrangements with EBMUD's contracted pre-processor (Recology) for these services, or pre-processing the organics in some other way.

EBMUD's tip fee for solid ground organics is \$65 per ton; this tip fee is subject to adjustments by EBMUD to account for inflation consistent with the City of Oakland's collection franchise agreement.

2. Collection Outreach and Technical Assistance: EBMUD offers to provide diversion outreach and technical assistance to Oakland's commercial and other food processing and food service establishments, with concentration on providing on-the-ground technical assistance for the commercial source-separated organics program. To further the Oakland Public Works Agency's broader efforts, this service could be combined with EBMUD's existing technical assistance to businesses for fats, oil, and grease (FOG) control and expanded to include stormwater outreach services. These synergies would allow EBMUD to provide the integrated delivery of these services effectively and efficiently, which Oakland's business community values highly, particularly restaurants and other food service establishments.

Should the City of Oakland choose to enter into contract negotiations with CWS, and after consultation with the City of Oakland, the terms of EBMUD's offer will be further defined as agreed by CWS and EBMUD.

## **EBMUD's Advantages**

Fundamentally, EBMUD enhances Oakland's environment and economy. Using EBMUD for the services proposed makes the most of existing local public infrastructure.

Below is a summary of economic, social, business, and environmental benefits of choosing EBMUD as your partner:

### **Economic and Social Benefits**

- Over 1,300 Employees Based in Oakland
- Hundreds of Employees are Residents of Oakland
- Competitive Wages and Benefits (Most Staff Represented by Employee Unions)
- Ethnically Diverse Workforce
- Local and Small Business Contractor Preferences and Contract Equity Goals in EBMUD's Bids

### **Local Business Benefits**

- National Leader in Anaerobic Digestion Technology Showcasing Oakland as EnviroTech Innovator
- Additive Environmental Services for Environmental Stewardship: Combined Landfill Diversion, FOG, Stormwater Technical Assistance
- Leveraging Agency Experience in Promoting Behavior Change in Voluntary and Mandatory Programs

### **Environmental Benefits of Processing Locally at EBMUD**

- Reduced Truck Miles
- Reduced Air and GHG Emissions
- Creation of Renewable Energy from Local Organics
- Use of Energy in Oakland

## **EBMUD Is A Valued Local Partner**

EBMUD has been centered in Oakland for several generations, and has established integrated partnerships with the City of Oakland to provide its residents and businesses with valuable environmental services and infrastructure.

EBMUD has over 1,300 staff based in Oakland, of which a significant number also lives in Oakland.

EBMUD's workforce reflects Oakland and the surrounding Bay Area's workforce diversity. Each of the four major race/ethnic classifications—African American, Asian, Hispanic, and White—represent at least 13% of EBMUD's workforce. EBMUD employs over 800 African Americans, Asians, and Hispanics, with broad representation across job categories.

EBMUD maintains a deep commitment to the City of Oakland. EBMUD is prepared to be present at the interview and address its part of the proposal, if invited. EBMUD is open to discussing with CWS and the City how best to structure a firm relationship with EBMUD. It is our understanding that the proposed services EBMUD is offering may be refined through clarification, consultation, and negotiation, and then will become incorporated into a contract between EBMUD and CWS, or, if mutually agreed, directly between EBMUD and the City of Oakland.

EBMUD appreciates the opportunity to offer these services, which support CWS's goal to serve the City of Oakland more extensively. EBMUD values the commitment that CWS has shown to provide effective public-private partnerships and services. We look forward to working with CWS and the City to make greater use of EBMUD's existing local infrastructure and resources, to produce environmental and economic benefits for the City of Oakland's and EBMUD's ratepayers, many of whom we share in common.

Sincerely,



David R. Williams  
Director of Wastewater



BUILDING SUSTAINING LEADING

BRIDGE HOUSING  
CORPORATION

BRIDGE PROPERTY  
MANAGEMENT COMPANY

BAY AREA SENIOR SERVICES, INC.

BRIDGE ECONOMIC  
DEVELOPMENT CORPORATION

December 7, 2012

Dear Glenn,

The 16<sup>th</sup> Street Station is very appreciative of the support we have received from California Waste Solutions the last two years. The Station has been boarded up and closed for twenty years and we have opened it for the community at several community celebrations, the most recent commemorating the building's centennial. Our partnership with CWS has been invaluable at these events. CWS has managed all the waste at the events with appropriate containers for recycling. Because we had food trucks serving food, this was critical to the success of our event. And because CWS managed the set-up and the monitoring of the containers throughout the events, it freed up our volunteers and staff to work on other critical functions. In addition, CWS provided small cash grants to help us offset other required expenditures for hosting the events.

We are extremely appreciative of the relationship with California Waste Solutions and hope we can continue to work together on behalf of the West Oakland community in the future.

Sincerely,

Frankie Whitman



December 7, 2012

California Waste Solutions  
Mr. Glenn Ledet  
1005 Timothy Dr.  
San Jose, CA 95133

Hello Glenn –

On behalf of the board of directors, volunteers and staff at Christmas in the Park, we wanted to thank you and California Waste Solutions for your continued support of our event year after year. Companies like yours, who step up and truly get involved with the local community, are so valuable.

As a non-profit organization, support from our community partners is something that we rely on in order to keep our event going year after year. More than 500,000 visitors will attend Christmas in the Park this year – that is half of the people in our city. We are celebrating our 33<sup>rd</sup> year in downtown San Jose and love having your company as a partner each year.

Thank you again and see you at the park!

Sincerely,

Jason Minsky  
Executive Director



February 13, 2012

Mr. Victor Duong  
California Waste Solutions  
1005 Timothy Drive  
San Jose, CA 95133

Dear Victor:

On behalf of the Silicon Valley Black Chamber of Commerce (SVBCC) we would like to thank you for your past support of what we think is the best youth entrepreneurial program in our city...The Next Gen Business Academy (NGBA). We are asking for your help and to be a part and support this great program geared to developing our young high school students into tomorrow's business leaders. Your last contribution of \$8,000.00 dollars was a major help in expanding from two to four high schools in the East Side Union District. Once again, we are asking for your support. Aside from being a corporate partner to the program that gives away cash prizes to over 30 students each year for their business plan and product ideas; we would like to present a special CWS recognition award to the best business plan that uses recycled materials in their product. Simply put this year's CWS award goes to...

Your contribution of \$8000.00 would be as follows:

**1. CWS - Next Gen Business Academy Sponsorship Opportunities**

- Classroom Speaker "My Story" at NGBA High Schools
- Business Plan Judge
- Golf Dinner hosted by "CWS" with Banner Placement w/ Complimentary golf tournament foursome includes dinner.
- NGBA Awards Presenter (w/special CWS award for best recycling product)
- Your company logo will be included on all our NGBA marketing material including 2012 brochures
- We will run a link from our website to your company site.

Please look over NGBA program information. If you have any questions, please feel free to contact me, at 408 288-8806 or e-mail at [pres@blackchamber.com](mailto:pres@blackchamber.com) Thank you for the consideration and being a past community partner to the City of San Jose and the Next Gen Business Academy.

Sincerely,

Joel Wyrick  
President

Expanded Financial Literacy Training and Business Ownership Opportunities for  
Disadvantaged Youth Ages 13-18

Educational Assistance Initiative  
Request for Funding Proposal

Inquiry Letter Prepared by

The Silicon Valley Center for Entrepreneurial Development  
25 North 14<sup>th</sup> Street Suite 400  
San Jose, CA 95112  
Federal ID #: 77-0574409

Joel Wyrick, CED Executive Director, [pres@blackchamber.com](mailto:pres@blackchamber.com) (contact person)  
(408) 288-8806

Sponsorship Request: \$5,000

**Our mission...** Our mission is to assist, outreach, and provide financial and business literacy skill sets to underserved students and adults within the city of San Jose. To teach entrepreneurship to high school students (including low-income and high-risk students) by empowering them with business planning tools to improve their academic, financial, interpersonal and technological skills to make them more productive members of our society. .

Sponsorship/Grant Proposal

Dear Victor Duong  
President  
California Waste Solutions  
1005 Timothy Drive  
San Jose, CA 95133

As Executive Director of the Silicon Valley Center for Entrepreneurial Development (CED) a 501(c) (3) organization I would like to share with you an innovative and educational, economic outreach program for youth here in the city of San Jose.

**I. Purpose:**

We are asking California Waste Solutions (CWS) to support our Next Gen Business Academy during the 2011-2012 school year. The Center for Entrepreneurial Development would like to see underserved/at-risk youth and adults be given the opportunity to participate in a program designed to focus on increasing their knowledge about starting and operating a business, hence increasing their career and higher education options. Currently the Next Gen program serves over 270 students in the Eastside Union High School District and city of San Jose. Funds from CWS would enable us to continue our excellence in financial literacy training and entrepreneurship for the remaining school year.

**II. History:**

Started in 1989 the Silicon Valley Black Chamber of Commerce has sought to promote economic development, provide quality technical consultation, business development assistance and training programs, serving as an effective clearinghouse for minority owned business opportunities, and serving as a resource center for minority businesses and organizations seeding convention and visitor information. The Silicon Valley Black Chamber of Commerce (SVBCC) and its 501(c) (3) organization, The San Jose/Silicon Valley Center for Entrepreneurial (CED) are not-for-profit organizations dedicated to the economical developmental advancement of adults and students alike in the city of San Jose. The Next Gen Business Academy (NGBA) is one of our flagship programs that specifically target our youth in creating a curriculum that teaches high school students and younger children how to start their own business.

We are currently operating The Next Gen Business Academy within the East Side Union High School District. We have a strong history of accomplishing our goals in an efficient and timely manner. We have successfully run our Tech Q program for four years consecutively, and our business incubator program for more than ten. We currently have 15 businesses operating out of the Black Chamber of Commerce. Other major projects we complete annually are the Bay Area Black Yellow Pages (the first of its kind in the Bay Area), a comprehensive resource guide to the African-American community.

**III. Program Description:**

The Next Gen Business Academy is a yearlong in school business program based upon a model developed by the National Foundation for Teaching Entrepreneurship. The NGBA is comprised of 2 main components; (1) Business Training: We use a text-based business curriculum, hands-on business learning activities, and interactive lessons. Students will create a business plan and operate a real business. The curriculum covers business concepts necessary to starting and keeping a business successful. Students will present their plans to venture capitalists, bankers and angel financiers. (2) Technology training: Students will learn essential computer skills when writing a business plan using software such as Microsoft Power Point and Microsoft Excel.

#### **IV. Community Need:**

Silicon Valley has been fortunate to be at the forefront at creating world-recognized entrepreneurs for many years. The digital age has enabled other countries to catch up as we are seeing jobs and businesses building elsewhere. We must prepare our youth to be “business literate” in order to maintain our competitive edge. The Next Gen Business Academy gives our youth the financial and business skill sets needed to be tomorrow’s entrepreneurs or at the very least NGBA creates a workforce with a better understanding on how their company operates.

##### **□ Population Served:**

The NGBA works with students from various ethnicities in the cities of San Jose. Nearly 90% of our students are identified as Title I students, which means that they are eligible to receive free or reduced lunches at their respective schools. 40% of students are Asian, 40% Latino, 10% African-American, 5% Caucasian and 5% other. We use visual aids and hands-on lessons to help all students, learn abstract business concepts. All participating high schools are equipped to provide access for students with disabilities. Furthermore, the program includes guest lectures from entrepreneurs reflective of the backgrounds of our students.

##### **□ Program Outcome(s):**

First, it is our goal that 10% of our students participating in the program will learn and apply the necessary business concepts to start and operate their own business during the summer. Second, 100% of our students will present a professional business plan to a group of investors, bankers and other angel financiers using a variety of multimedia presentation formats.

##### **□ Program Accomplishments:**

During the 2005-2006 school year we had over 20 students receive full start-up funding for their own business. Two of our students won a regional business plan competition held in San Francisco and received \$1,500.00. Those same two students won a trip to New York to participate in the National Business Plan Competition for a chance to win \$10,000. In 2008, we entered another student in the same national business plan competition and she was awarded first place and \$10,000. Every year 30+ students receive money for business plan presentations and/or start-up money for their respective business.

**V. Program budget and grant request amount:**

The Center for Entrepreneurship requests \$8,000 from CWS to help successfully implement the program throughout the current school year. We have the following outside funding sources for implementation of this program:

Other Grant/Contributions/Fees: (also see Excel Program Budget)

- Bank of The West - \$10,000 (committed)
- Avant Foundation - \$5,000 (committed)
- Citibank - \$5,000 (pending)
- Meriwest - \$1,000 (pending)
- Union Bank - \$1,500 (committed)
- Wells Fargo Foundation=\$10,000 (committed)

**VI. Allocation of Contribution: See Excel Program Budget**

Funding for the student business plans is variable and dependent on the amount of classes and business plans worthy and deserving of funding for start-up costs.

Leverage – The Silicon Valley Black Chamber contributes in many ways to the Next Gen Business Academy by providing staffing, office space, telecommunication, etc that is not reflected in the actual NGBA program budget.

Additional Information – The following requested items are attached: Tax Exempt Letter, Board of Director's Roster, Organization and Project Budgets,

Amount requested from California Waste Solutions = \$8,000.

Next Gen Business Academy Projections Budget				Projected 2011/12	NOTES
<b>REVENUE</b>					
<b>CONTRIBUTED INCOME</b>					
Grants					
	City/Government				
	Healthy Neighborhood Venture Fund				no longer available
	Corporate/Foundations				
	Proposed Grant(s)			-	see sponsorships
<b>SUBTOTAL - GRANTS</b>				-	
Projects & Events					
	Golf Tournament & Banquet			4,500	based on last year's revenue
	Miscellaneous Fundraising			-	
<b>SUBTOTAL - PROJECTS &amp; EVENTS</b>				<b>4,500</b>	
Sponsorships					
	Avant Foundation			5,000	committed based on past 3 years
	Bank of the West			10,000	committed based on past 3 years
	California Waste Solutions			8,000	pending
	Citibank			5,000	pending
	Comerica			5,000	committed based on past 3 years
	Meriwest			1,000	pending
	Union Bank			1,500	committed based on last year
	Wells Fargo			10,000	committed based on past 3 years
<b>SUBTOTAL - CONTRIBUTIONS</b>				<b>45,500</b>	
<b>TOTAL REVENUE</b>				<b>50,000</b>	
<b>EXPENSES</b>					
	Advertising, Promotion & Marketing			2,500	
	Contract Labor			17,000	instructors
	Curriculum Materials			3,000	
	Overhead			12,500	
	Start-Up Funding, Presentation Prize Money & Scholarships			9,600	incl. Business plan competition
	Supplies (non-office)			500	
	Travel, Seminars & Entertainment			1,000	incl. Field trips and bus rental
<b>TOTAL EXPENSES</b>				<b>46,100</b>	
<b>Contingency</b>				<b>4,610</b>	
<b>NET PROFIT / LOSS</b>				<b>(710)</b>	



**McClymonds Alumni Association**  
P.O. Box 22010 Oakland, CA 94623  
(510) 992-3302 [mackites@gmail.com](mailto:mackites@gmail.com)  
[www.mcclymondsalumni.org](http://www.mcclymondsalumni.org)

Brian McGhee  
*President*

June 27, 2012

Letitia Henderson  
*Vice President*

Ms. Treva Reid  
California Waste Solutions  
1820 10<sup>th</sup> Street  
Oakland, Ca 94607

Relonda McGhee  
*Parliamentarian*

Michael Marquez  
*Treasurer*

Shomari Carter  
*Asst. Treasurer*

Dear Ms. Reid:

Ron Mohammed  
*Sergeant at Arms*

On behalf of the McClymonds Alumni Association, we would like to thank you for your donation for the McClymonds High School Seniors, Class of 2012. With your donation, our organization was able to purchase 13 Kindle Fire Tablets for deserving students. The students were very excited about the tablets and were thankful for the gesture. The students will be able to utilize the Kindles while pursuing their academic endeavors. Again, the McClymonds Alumni Association thanks you for your contribution and we look forward to maintaining a healthy community relationship with your business.

Vanessa Jennings  
*Secretary*

Lance Smith  
*Corresponding Secretary*

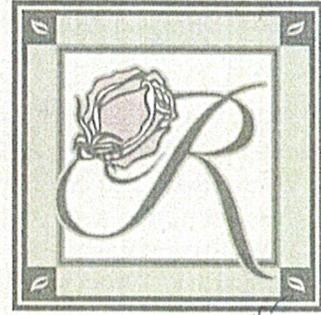
Sincerely,

Brian McGhee  
President  
McClymonds Alumni Association  
"School of Champions"  
(510) 329-5821

THE ROSE FOUNDATION

For Communities & The Environment

*Celebrating 20 Years of Inspiring Community Action  
for Environmental and Social Justice*



December 6, 2012

David Duong  
California Waste Solutions  
1005 Timothy Drive  
San Jose, CA 95133

Dear David,

Thank David — you so much for your support. You've been from the start! Can you help us make this year a special one? Thanks for all you do!

**Where were you 20 years ago?** That question is front and center for us here at the Rose Foundation because 20 years ago we sat around a dining room table in Los Angeles with a small group of friends and colleagues and hammered out the vision that became the Rose Foundation for Communities and the Environment.

We built on **the legacy of Rose Ratner's family**, who fled persecution in Czarist Russia to pursue **their belief in the power and fundamental justice of American democracy**. We crystalized a philosophy stressing the value of community involvement in shaping the governmental and business decisions that affect our lives. And we decided that we could find a way to attract some of the money that we all knew was out there, and steer it toward social justice and building the grassroots base of the environmental movement.

Our first year's budget was \$12,000 – a lot of it raised in backyard garden parties in Los Angeles and Oakland. We didn't have an office and, for the first couple of years, we weren't paid salaries either. But what we had then – and still have today – is **our belief in the power of community**. We believe that good information plus good organizing can be the basis for huge wins for communities and the environment. **We believe that every neighborhood matters, that every vote counts, and that every young person has the potential to be an effective leader of our society.**

The fall elections showed that solid organizing and hard work by people committed to social justice can still beat big money and the big lie. But we all know that if we care about people and the planet, **our work only intensifies now that the election is over. We need your help now more than ever.**

This past November, California voters passed Proposition 30, a short-term budget solution to save vital funding for education. Your support now ensures that in 2013 our *New Voices Are Rising* program will reach hundreds of students in Bay Area high schools with our new *Budget Jeopardy* curriculum unit. With your help, we'll

6008 College Avenue, Suite 10 • Oakland, California 94618  
(510) 658-0702 • fax: (510) 658-0732  
email: [rose@rosefdn.org](mailto:rose@rosefdn.org) • [www.rosefdn.org](http://www.rosefdn.org)



start to educate the next generation of California's leaders about state budget myths and realities, and about long-term solutions that support health, human services, education, the environment, and more. Students will apply what they learn to their own schools, analyzing real-world strategies – like rainwater harvesting and installing solar panels – that can save schools money while also making schools more sustainable and resilient in the face of future budget shortfalls and climate change.

Hurricane Sandy reminded us how vulnerable our inner cities are to climate impacts. *New Voices Are Rising* reaches out to students in neighborhoods that are already hit hardest by pollution – where climate impacts are likely to be felt first and most painfully – to build a new generation of environmental activists who can lead their generation's fight against climate change.

The fiscal cliff looms over our recession-damaged economy like a bad hangover, and the non-profits we work with report having to compete even harder for what's left of foundations' funding. That makes our *Grassroots Funds* more critical than ever, because **we support community-based organizations** that tackle all the important environmental issues – but are **too small, too new or too risky for the big foundations to touch**. Your support helps us kick-off 2013 with high-impact grants, training, and other resources to help protect forests, restore riparian zones, insist on safe drinking water, and integrate sustainability into the DNA of local governments.

We know that **our recipe of timely investment in youth development and local environmental activism reaps huge rewards**. Over the past 20 years, our grantees have credited the Rose Foundation with saving special places throughout California. Our New Voices students credit us with helping them stay in school, get into college, and enter careers where they can pay forward what we have given them.

*As a troubled kid growing up in West Oakland, I learned that if you had a problem you solved it with your fists – or a gun. But the Rose Foundation believed in me and taught me to believe in myself. I saw we can't solve problems in our community or our environment with fists or guns, but we can solve them by understanding how the process works and by speaking out through the process. The Rose Foundation taught me how to find my voice, and how to speak for my community so we can find the solutions.*  
Devilla Ervin – 2005 New Voices Advocacy Training Institute graduate and current peer leader

Join us in celebrating 20 years of building community leadership and grassroots activism, and **please make the largest contribution you can to help extend our impact into the next 20 years**. Your tax-deductible donation – by check, by credit card, or online at [www.rosefdn.org/donate](http://www.rosefdn.org/donate) – will enable us to train a new cohort of students in Oakland and keep investing in grassroots environmental groups throughout California. Your belief in the power of our work in the community sustains and inspires us to make the next 20 years even better.

Thank you for your generous support! And thank you for believing in the Rose Foundation for Communities and the Environment.

For the future,

  
Tim Little  
Executive Director

  
Jill Ratner  
President

PS: Thank you – and stay tuned for more information on our 20<sup>th</sup> Anniversary Party this spring!



**TEMESCAL**  
**STREET FAIR**

[www.temescaldistrict.org](http://www.temescaldistrict.org)

Dear Glenn,

Thanks so much for both your monetary and in-kind donation for the last 3 years to both the Temescal Street Fair and Rockridge Street Fairs held in North Oakland.

California Waste Solutions has been an important sponsor of these events and has helped make them possible. Your supplying containers for trash, recycling and compost have allowed us to make these events truly sustainable and green and have helped us divert a lot of waste from the landfills. In addition, we have appreciated you having a booth at all the events to educate the public about the benefits of composting and recycling.

We will look to working with you in the future.

Best Regards,

Karen Hester  
Co-coordinator, Temescal Street Fair  
Coordinator, Rockridge Out and About  
[Karen@hestemet.net](mailto:Karen@hestemet.net)  
510-654-6346

13 December 2012

To Whom It May Concern:

California Waste Solutions is a member in good standing of the Oakland Metropolitan Chamber of Commerce and has been since 1994.

Vibrant, thriving communities depend on people and businesses to contribute to more than just the activities they need to survive. The Oakland Metropolitan Chamber of Commerce creates many of those opportunities whether it is the annual Children's Holiday Parade in downtown Oakland every December or our annual economic development summit held every spring. California Waste Solutions has been a sponsor and supporter of those two events. The company is also a member of another group in the Chamber – East Bay Women in Business, promoting economic opportunity for women.

In another effort to celebrate the power of the individual and our ideals of freedom and justice the Chamber has raised over \$8 million to create Remember Them: Champions for Humanity, the largest bronze sculpture west of the Mississippi which is on display in Henry J. Kaiser Park next to the Fox Theater. California Waste Solutions has been a sponsor of this worthy project as well.

Sincerely,

  
Joseph J. Haraburda  
President & CEO



*Environmental Services*

INTEGRATED WASTE MANAGEMENT

October 11, 2012

To Whom It May Concern,

We are pleased to confirm that California Waste Solutions (CWS) currently performs residential recycling services for the City of San Jose for approximately 162,000 single family households in two service districts, generally covering the northern, eastern, and southern parts of San José.

CWS has been serving San José since 2002, initially as a subcontractor to perform recyclables processing. In 2006, the City awarded CWS with its own service agreement to provide curbside recycling collection and processing, large item collection services, and used oil and oil filter collection. Under the agreement, CWS also provided customer service as well as conducted public education and outreach to San José residents. The term of this agreement was from November 21, 2006 through June 30, 2013.

In 2010, the San José City Council extended CWS's services in San José by entering into a new eleven-year agreement with terms from July 1, 2010 through June 30, 2021. As of April 2012, CWS also assumed responsibility for billing and customer service for large item collection in their two service districts.

Please contact Donna Perala, Recycle Plus Program Manager, at (408) 975-2511 if you require additional information about CWS's services in San José.

Best Regards,

Kerrie Romanow  
Director of Environmental Services

October 11, 2012

To Whom It May Concern,

We are pleased to confirm that California Waste Solutions (CWS) currently performs residential recycling services for the City of San Jose for approximately 162,000 single family households in two service districts, generally covering the northern, eastern, and southern parts of San José.

CWS has been serving San José since 2002, initially as a subcontractor to perform recyclables processing. In 2006, the City awarded CWS with its own service agreement to provide curbside recycling collection and processing, large item collection services, and used oil and oil filter collection. Under the agreement, CWS also provided customer service as well as conducted public education and outreach to San José residents. The term of this agreement was from November 21, 2006 through June 30, 2013.

In 2010, the San José City Council extended CWS's services in San José by entering into a new eleven-year agreement with terms from July 1, 2010 through June 30, 2021. As of April 2012, CWS also assumed responsibility for billing and customer service for large item collection in their two service districts.

Please contact Donna Perala, Recycle Plus Program Manager, at (408) 975-2511 if you require additional information about CWS's services in San José.

Best Regards,



Kerrie Romanow  
Director of Environmental Services



# san jose holiday parade

one of the top 25 parades in the u.s.

Mr. Glenn Ledet  
California Waste Solutions  
1005 Timothy Dr.  
San Jose, CA 95133

Dear Glenn:

Thank you for your outstanding support of our community programs through the years. CWS and yourself has been instrumental in ensuring quality programs have been brought to the community, while educating the attendees in recycling, environmental and eco-friendly

In 2009, the San Jose Holiday Parade developed an objective of becoming a champion for environment. However, the new objective would not successful unless we found the right partner. Together with California Waste Solutions, we launched a new eco-friendly campaign. The environmental program was the first of its kind for the parade, since its inception 28 years ago.

California Waste Solutions refined this vision to educate parade viewers on saving our environment by stressing the importance of recycling plastic materials, reducing the amount of plastic bags used, and using reusable bags as an alternative. The company created a fun, exciting and interactive way to translate this message across to all spectators.

With this comprehensive partnership with California Waste Solutions, the San Jose Holiday Parade has jumpstarted the process of becoming environmentally friendly in daily operations. The parade now offers application and registration forms online for various events; no paper is necessary. In addition, when individuals buy "tickets" to our various auxiliary events, they receive a receipt through email. No actual printed tickets are printed or mailed out. Instead, guests who attend each respective event are simply checked off a guest list before entering.

The San Jose Holiday Parade, in partnership with parade sponsor California Waste Solutions, unveiled a very successful eco-friendly/recycle/reuse plastic bag campaign during the San Jose Holiday Parade. The campaign's educational was seen by over 125,000 parade enthusiasts along the parade route, along with home viewership throughout the Bay Area via the parade's live broadcast on NBC Bay Area. California Waste Solutions created an energetic float that captured the core message that plastic bags damage our delicate environment. In addition, a 20 second PSA touting reusable bags appeared during all of the television and radio broadcasts.

Additionally during ParadeFest, an all-day sponsor outreach event occurring immediately following

**be the excitement...**



1300 Senter Road | San José, CA 95112 | T: 408.794.6200 F: 408.292.6435 | [sanjoseholidayparade.com](http://sanjoseholidayparade.com)

*Parks, Recreation and  
Neighborhood Services*

The San Jose Holiday Parade is a program of the City of San José, Department of Parks, Recreation and Neighborhood Services and is presented in cooperation with Christmas in the Park, Inc. and NBC Bay Area.

the parade, California Waste Solutions had the opportunity to directly engage over 5,000 attendees in a discussion, focused on the pros and cons of using plastic bags for grocery shopping. California Waste Solutions used ParadeFest as a vehicle to distribute information and coupons for discounted reusable bags, encouraging them to be part of the solution for a better environment.

The success we had in 2009 jumpstarted the partnership that continued through major events in 2010 and 2011. The outreach and community engagement, we partnered in, were at the forefront of the City of San Jose's efforts to improve our environment and increasing our green footprint.

It takes excellent partners willing to engage, to be creative and understand the importance of investing into their community. California Waste Solutions has been a leading partner in those efforts. Thank you for your support of quality, family-friendly community events and your continued investment into the community you serve.



Edgar E. Bautista, CFEE  
Executive Director



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Dec. 10, 2012

To Whom It May Concern:

The Oakland Zoo confirms that CWS, has volunteered with the Oakland Zoo Creek Crew for the past three years. Their team of 8-12 staff has worked with our project and other community volunteers to clean garbage, pull invasive species and pitch in to restore this beautiful local creek. We appreciate their efforts to support the mission of the Oakland Zoo and to keep their local watershed healthy.

Amy Gotliffe  
Conservation Director  
The Oakland Zoo  
9777 Golf Links Road  
Oakland CA 94605

[www.oaklandzoo.org](http://www.oaklandzoo.org)