



CALIFORNIA WASTE SOLUTIONS

Recycling Specialists

CITY OF OAKLAND ZERO WASTE SERVICES

Best and Final Offer

Service Group 1 and Service Group 2



"We are absolutely committed to providing our customers with exceptional service, protecting the environment, caring for our employees in the best ways possible and keeping our facilities in peak operating condition." – David Duong, CEO

CALIFORNIA WASTE SOLUTIONS, Inc.

California Waste Solutions, Inc.

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June 13, 2014

Mr. Garrett Fitzgerald
Zero Waste Services RFP Process Coordinator
City of Oakland
Office of the Public Works Agency
250 Frank H. Ogawa Plaza, Suite 4313
Oakland, CA 94612



Dear Mr. Fitzgerald,

California Waste Solutions, Inc. (CWS) is pleased to submit this Best and Final Offer for Mixed Materials and Organics Collection Services (Service Group 1) and Best and Final Offer Residential Recycling Collection Services (Service Group 2) to the City of Oakland. These offers are made in accordance with the unanimously passed motion at the May 29, 2014, Oakland City Council Meeting to continue the consideration of the award of the Zero Waste Contracts to a future meeting and direct staff to allow bidders to submit new (best and final) bids to include all components including EBMUD, mixed materials, organics, recycling, and landfill comparable in scope to the Waste Management proposal. Council further requested bidders be allowed to include additional components including but not limited to cost saving elements, at the bidders discretion. The motion passed by eight Ayes.¹ CWS's response also addresses City Staff's instruction circulated on June 4, 2014.

CWS' BAFO – Changes in Response to City Council Direction

In light of the City Council's mandate to the bidders, CWS changed and improved its proposal to the City by rolling up its sleeves and working hard to reduce costs to rate payers. In direct response to the City Council's motion, CWS collaborated with EBMUD to provide the City with a long-term commitment of Oakland's organics to EBMUD's Oakland digestion facilities and an interim processing and transfer facility to be developed adjacent to EBMUD's West Oakland Waste Water Treatment Plant, just feet away from CWS' North Gateway site. CWS' collaboration will extend beyond the delivery of organics suitable for digestion and development of the interim processing and transfer facility, and can include taking advantage of EBMUD's ongoing communications with their City of Oakland ratepayers. CWS and EBMUD will work together to expand the collection and processing of organics with the shared goals of increasing diversion, increasing energy extraction, and decreasing long-distance transfer. EBMUD and CWS will have the interim processing and transfer facility up and running in time to accept deliveries on July 1, 2015.

CWS' collaboration with EBMUD will reach even beyond organics and solid waste processing and transfer, with EBMUD's staff having expressed a willingness to offer its expertise with respect to

¹ Text or Motion taken from e-mail dated June 2, 2014 from LaTonda Simmons to Henry Gardner, Fred Blackwell, and Brooke Levin.

coordinate customer billing and other to-be-determined areas where CWS can benefit from EBMUD's experience.

Civicorps helps the East Bay's highest risk young adults, age 18-26, embark on family sustaining careers by offering the tools and opportunities to earn a high school diploma, gain high-demand job skills, and continue onto college or other technical education. CWS met with the Executive Director of CiviCorps Schools. CiviCorps and CWS are developing plans to integrate some of CiviCorps' interns into temporary training at CWS, without any impact or displacement of permanent union jobs. CWS will help train the CiviCorps interns on safety and operations in the solid waste industry. CiviCorps will work with CWS by helping to staff diversion survey teams go into the community to optimize diversion performance and ensure compliance with program standards. CWS will not rely on CiviCorps to displace or limit the number of union employees in Oakland. Indeed, CWS hopes that CiviCorps interns will be the union employees of CWS' future. 85% of CiviCorps men and women are Oakland Residents.

In summary, the alliance between CWS and CiviCorps will help meet Oakland's Zero Waste goals and increase diversion, develop a career path in the recycling and waste industry for some of Oakland's most disadvantaged youth, and improve customer service and satisfaction. CWS views the opportunity to serve Oakland by collecting and processing MMO and RR as a "win-win" for CWS and CiviCorps.

In addition to our work with EBMUD and CiviCorps, CWS has continued to work with Republic Services on two fronts. First, and most importantly for the residents of Oakland, Republic Services offers through CWS a lower rate for disposal of mixed materials at either one of its two permitted and operating landfills in the region to achieve a lower rate for disposal than has been offered by WMAC. The lower disposal cost translates to a savings of approximately \$26 million² over twenty years for Oakland. Republic provided the greatest contingency and access to facilities in the region.

Importantly, CWS does not tie its bids for MMO and RR to its landfill proposal, so if the City were to elect for any reason to use WMAC's higher cost alternative, CWS would be willing to incorporate the additional cost and follow the City's direction with respect to disposal. CWS notes that the City Council could simply reject the WMAC proposal for disposal along with CWS' new proposal and open up a round of bidding for disposal, which could be readily completed in advance of the July 1, 2015, start date of the new MMO and RR contracts.

The second front of our work with Republic Services has been gaining its commitment to serve as an interim transfer facility in the unlikely event that the EBMUD processing and transfer facility is not completed on time. Republic Services will also be available as a back-up in the unlikely event of interruptions of access service at the EBMUD processing and transfer facility and the North Gateway facility. This "belt and suspender" approach was undertaken to provide the City absolute assurance that there will be a place for its solid waste when CWS commences collection of MMO and RR in 2015.

² Assumes 3 percent per year escalation for tonnages CWS estimates will be transported to landfill for disposal.

Thus, CWS' Best and Final Offer proposal gives the City an additional layer of assurance above and beyond its original proposal that the delay in development of the North Gateway facility will not interfere with CWS meeting its obligation to collect, process, and dispose of MMO and RR commencing July 1, 2015.

CWS' efforts to comply with the City Council's direction to reduce rate impacts to the greatest extent possible have been most rewarding in CWS' development of a graduated rate increase that will allow for lower initial rates for customers and gradually ramp up over five years as CWS completes development of its North Gateway facility and adds full scale processing of Mixed Materials to its services.

CWS proposes that customer rates be increased over the initial five-year term of the agreements in the first year by the RRI, then for next four years by the RRI plus a fixed 1.5 percent increase (the "Service Level Adjustment"), and in years following back to the RRI without any adjustment. The Service Level Adjustment will bring the rates to the level necessary to sustain full processing of Mixed Materials at the North Gateway Facility – thus giving the ratepayers the benefit of a reduced cost program up front and a full service program after five years. As a condition to the Service Level Adjustment, CWS will demonstrate annually that the completion of its North Gateway Facility is on track. By this means, CWS and the City can assure ratepayers that rate adjustments will ultimately be accompanied by an increased service level—i.e., the people of Oakland will realize real value for the rate increases.

The combination of CWS's no-holds-barred cost cutting, new and expanded partnerships with EBMUD, CiviCorps, and Republic Services, and the gradual implementation of Mixed Material processing with gradually increasing rates over the first five years has allowed CWS to offer the City of Oakland an initial rate of under \$40.00 per 32 gallon can and deliver the high quality, environmentally excellent Zero Waste program that the City Council mandated assuming the City takes advantages of accepting the use of the Republic landfills and the special discounts being offered.

Local Firm – Committed to Oakland

Oakland is our home and we are excited about the possibility of continuing and expanding our relationship with the City and with EBMUD, working hand-in-hand to provide citizens and businesses with services and programs that are second-to-none.

We consistently demonstrate our strong commitment to being a good corporate citizen by taking an active role in making Oakland a quality place to live and work. CWS has supported numerous bay area schools and local organizations such as the Rose Foundation, Creek to the Bay, and many more, thus illustrating CWS' commitment to sustaining organizations that are working to enhance Oakland's quality of life. Because we are integrated into the fabric of this city, the women and men who work for, manage, and own CWS look forward to continuing the delivery of efficient, effective and quality recycling collections and processing services to the City of Oakland through this contract.

Approximately 82,800 tons of recyclables are collected per year and processed at CWS' two Oakland Materials Recovery Facilities (MRFs) and those materials are effectively marketed to end users who convert them into new products.

CWS: Proven Experience and Entrepreneurship

CWS is a strong and well-established—yet entrepreneurial and nimble—company that was founded over 20 years ago. We have the overall corporate and operational experience, resources, and expertise to continue successfully and effectively managing the expanded responsibility of the City of Oakland's residential recycling collection contract—attributes that make us the ideal partner for the City.

With our collection and processing approach, we are confident of our ability to achieve Oakland's Zero Waste diversion mandate. Our higher-than-industry-standard material recovery rates clearly demonstrate that our focus on and approach to recycling works. Building on our successful materials marketing program, CWS will continue to positively impact Oakland's recycling dynamic.

Well-designed and -distributed public messages and education are fundamental to accomplishing Oakland's Zero Waste goals. CWS' proposal embraces the historical success of the City's leadership on environmental issues, including diversion. CWS envisions contributing the funding allocated for public education and outreach (\$250,000 associated with RR and \$500,000 with MMO) on an annual basis so that the City can take the lead in public outreach and education. CWS has enjoyed great success in its public outreach in the past with education initiatives in Oakland and San José that helped to reduce contamination in recycling while increasing the overall volume of recyclable materials.

CWS has an economic incentive to see that recycling tons increase and that recyclable materials in mixed material setouts are recovered. Therefore, we will continue to work hard to see that the City's recyclables recovery percentages increase as much as possible. Our guiding principles lead us to efficiently, cleanly, and consistently increase the volume of recyclable material collected, recover as much as possible through processing, and market the recovered material to responsible end users.

CWS is developing its North Gateway facility on the former Oakland Army Base as well as the EBMUD interim processing and transfer facility on EBMUD's property. The North Gateway facility will be a state-of-the-art mixed waste and recycling processing and transfer facility and, with its expanded capacity will allow CWS to consolidate all of its Oakland operations on one site, recover a greater quantity of recyclable materials from single-family, multi-family, commercial, City facilities, construction and demolition sources, and process organic wastes.

The EBMUD interim processing and transfer facility will serve the needs of Oakland while North Gateway is being completed. The West Oakland community has expressed support for the North Gateway facility, as it will allow CWS to redirect our collection truck traffic and processing activities away from the surrounding residential community. We are particularly proud that CWS' proposed facilities will, for the first time, place waste transfer and processing in an industrial area, away from residents yet close to the center of the City, and within Oakland's borders. Of course, CWS boasts by far the largest percentage of Oakland residents as employees – greater than 69% of our workforce.

Strong Team with Complementary Expertise

Our team includes seasoned and competent professionals to provide a level of service that Oakland residents can trust to do everything necessary to continue collecting recyclables on time and handling them in an environmentally responsible manner. David Duong and his family built CWS from the ground up. He understands the equipment, systems, and the financial and regulatory structures that support them. Kristina Duong works closely with the president/CEO on issues related to marketing, administration, profit and loss, financing, procurement, and environmental and contract compliance. Our transition team is led by these company owners and includes our capable internal staff and specialty consultants.

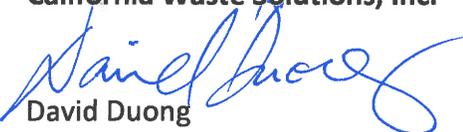
We hereby state and certify that CWS has examined, understood, and agreed to all requirements set forth in the MM&O Collection Services Contract and the RR Collection Services Contract. The requirements of the contracts as described in the RFP, its enclosures, attachments, and all addenda have been thoroughly reviewed, and necessary due diligence was conducted to confirm material facts upon which our Proposal is based.

CWS also hereby acknowledges the validity of this proposal's contents, including the proposed Maximum Collection Service Rates, through June 30, 2015 or such earlier time as the proposed Maximum Collection Service Rates may be adjusted by the City.

CWS is a growing local company that does not, and will not, take the City for granted as a client. We have dedicated considerable attention and resources to this proposal and apply the same level of commitment during the life of the contract. CWS affirmed its loyalty to the City of Oakland at the May 29 City Council meeting, saying, "CWS will not turn its back, lock out or walk out on the City of Oakland."

We look forward to the opportunity to discuss the modifications to our proposal and maximum service rates with City elected officials and staff. We are confident that our reliable, high quality and efficient service will meet and exceed the level of service that the residents, business owners, and City have come to expect and deserve. If you have any questions or need additional information, please contact me anytime.

Sincerely,
California Waste Solutions, Inc.



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President and CEO
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1. Executive Summary

On June 4, 2014, the City of Oakland provided the opportunity for California Waste Solutions to provide a best and final offer on Service Group 1 – Mixed Materials and Organics Collection Services, as published in the City of Oakland Zero Waste Services RFP, which was amended and republished on November 16, 2012. And, at the City of Oakland May 29, 2014, Oakland City Council Meeting directed staff to allow bidders to submit new (best and final) bids to include all components including EBMUD, mixed materials, organics, recycling and landfill comparable in scope to the Waste Management proposal. Council further requested bidders be allowed to include additional components including but not limited to cost saving elements, at the bidders discretion.



In accordance with the City Staff's instructions circulated on June 4, 2014, and as amended, CWS is pleased to submit the maximum service rate sheets Forms 2A – 2K for the Service Group 1 rates and Forms 2A – 2C for the Service Group 2, requested by noon on Friday June 13, 2014. The City's instructions for Service Group 1 are as follows:

- a. Attachment A – are terms allowable as amendments to the Service Group 1, MM&O Contract. In your submittal of a best and final offer, please indicate which of these terms your company intends on requesting as part of its best and final offer.
- b. Attachment B – are liquidated damages as amended.
- c. For comparison purposes, use \$50/ton for the disposal number.
- d. Provide the generation factor on Form 2 and submit.
- e. Provide any exceptions to the insurance requirements as stated in the contract dated November 16, 2012, for review and agreement by the City's Risk Manager.
- f. Provide a written description of any change in services or outcomes from your original proposal submitted on January 9, 2013.
- g. If you are offering any alternatives or any modifications to your proposal(s) for the services or requirements beginning on July 1, 2015 as defined in the final RFP

The City's instructions for Service Group 2 are as follows:

- a. Attachment B - are terms allowable as amendments to the Service Group 2 – RR Contract. In your submittal of a best and final offer, please indicate which of these terms your company intends on requesting as part of its best and final offer.
- b. Provide a written description of any change in services or outcomes from your original proposal submitted on January 9, 2013.
- c. Provide any exceptions to the insurance requirements as stated in the contract dated November 16, 2013, for review and agreement by the City's Risk Manager.

- d. If you are offering any alternatives or any modifications to your proposal(s) for the services or requirements beginning on July 1, 2015 as defined in the final RFP MM&O Contract Articles 8, 9, 10, 11 or 12, please state and indicate in your best and final offer.

CWS has also considered and incorporated pricing for these other items, as requested by City Council:

1. Local 6 wages – \$20 by 2020 and family health benefits.
2. EBMUD – commitment of commercial food scraps to East Bay Municipal District Digester.
3. Green Cart for Multi-family – See Table 5 from the Council Report from May 29, 2014 for options being considered by Council.
4. Bulky Waste Services for multi-family building tenants.

The changes CWS has had to make to its January 2013 proposals were chiefly influenced by the changes to the schedule for developing the Gateway improvement area and its effect on the North Gateway site CWS has been diligently developing for implementation in time for an operational date of July 1, 2015. With the acquisition of the North Gateway site schedule delayed, CWS initially made arrangements with Republic Services Group (RSG) to use its Richmond, CA, transfer station to direct haul there for transfer and CWS transport to the Altamont Landfill in Livermore.

Now, with further encouragement from the City of Oakland Council at their May 29, 2014, meeting, CWS has advanced its relationship with EBMUD changing it from a market for organics to more of a partner with CWS, providing land resources as well as continuing to provide organics processing and conversion services to valuable energy resources for City of Oakland ratepayers. With the property EBMUD is providing, CWS has developed an arrangement to locate an interim transfer station and processing location that can be used before the North Gateway site is developed for long-term use. In addition, RSG can provide backup transfer services at its Richmond, CA, facility in the event that the EBMUD interim transfer station operations are delayed. . A “Memorandum of Agreement for Delivery of Organic Waste and Ground Lease for Transfer Station” between EBMUD and CWS was developed and executed on June 12, 2014; it is included in its entirety in Attachment 4. In addition, RSG can provide backup transfer services at its Richmond, CA facility in the event that the EBMUD interim transfer station operations are delayed.

Organics from both multi-family dwelling and commercial customer locations will be delivered directly from routes to EBMUD’s contractor, Recology, located contiguous to the CWS interim transfer station site. CWS has also secured landfill disposal services from RSG at a lower rate than the assumption provided by the City (\$50.00 per ton) and that apparently proposed by WMAC initially (\$48.50). In a separate proposal for Service Group 3, the City will see a rate for landfill services of \$44.25 per ton. CWS is presenting an alternative set of rates that include these lower cost landfill services as well as some other alternatives, in addition to those requested by Council for your consideration.

In order to comply with the City Council’s direction to provide, to the extent possible, an apples-to-apples bid to the proposal negotiated between City Staff and WMAC referred to as “Option 1,” CWS generally accepts the contract provisions as modified in Option 1. CWS’ understanding of those modifications is based upon the information provided by City Staff (in its recommendation of Option 1

to the City Council) and the materials contained in WMAC's proposal and accompanying materials. Except where CWS specifically notes its exception, CWS presumes, in the preparation of its BAFO, that the Option 1 revised contract terms the City staff began to develop with WMAC will apply.

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2. CWS Service Modifications

CWS has made several significant changes in services from our original proposal submitted on January 9, 2013. Each of these changes is made in order to improve services to Oakland residents and businesses, address programmatic gaps and needs identified by Council since issuance of the RFP, reduce the cost of services, and strengthen CWS' West Oakland operations and community partnerships.

2.1. Adoption of Council Option Regarding Bulky Services

CWS recognizes that when multi-family residents are in need of bulky pickup service, their only option is often to schedule appointments through property managers, a process that can be burdensome for both tenants and property owners. The City expressed and understands that the bulky program is not widely used and it has not stopped the problem of illegal dumping which that program sought to solve. CWS proposes providing easier access to bulky pick-up to all multi-family residents (in addition to the property owner and manager) and believes that this enhancement can meaningfully reduce illegal dumping in Oakland.

CWS proposes to provide convenient, accessible curbside bulky waste pickup for all Oakland residents, including tenants residing in multifamily buildings. CWS' collection programs for multifamily buildings include:

- Each MFD customer will receive one (1) bulky collection each year, which they can schedule by visiting the CWS facility, website, or calling the customer call center. They will be informed about what type and how many items can be set out for collection. Beyond that collection, residents can request additional collections for a fee.
- MFD complexes have the option to order a debris box to service the whole complex.
- CWS will collect bulky items from its customers, including stoves, refrigerators, water heaters, washing machines, clothes dryers, small air conditioning units, appliances containing Freon, furniture, carpets, tires, wood, tires, mattresses, and other bulky items that cannot fit into the customer's mixed materials container.
 - CWS will bring all collected bulky items to its material recovery and transfer facility, where they will be sorted and diverted to reuse (for working appliances, usable wood, and other products), recycling and additional handling (for recyclable materials and items requiring specialty management, including items which have Freon and other refrigerants), and disposal.
- CWS will publicize its bulky collection services to MFD residents through several media and communications strategies.
 - CWS will utilize its high-quality website with an abundance of information on the new collection services, and other opportunities to support Zero Waste goals through changes in habits. The website will be fully accessible to those using assistive technology and mobile devices, and critical information will be available in English, Spanish, Chinese, and Vietnamese.

- In CWS' introductory mailer to MFD customers notifying them of the new collection service and container options will provide information about connecting residents with bulky pickup services.
- When a large MFD property manager schedules their free annual collection, CWS staff will inquire about how residents will be notified and offer signage for property managers to place by bins and cart enclosures that clearly communicates to MFD residents how they can access bulky pickup services.

Diversion and recycling achievements for the MFD bulky goods collection program will be included in monthly diversion reports to the City of Oakland.

Any surplus funds from underutilized Bulky Services will be rolled into CWS' program for illegal dumping. CWS will dedicate equipment and drivers to promptly identify, report, and collect illegally dumped materials. An important feature of this CWS program is that all CWS employees will report illegal dumping to the CWS dispatcher. The prompt reporting translates into prompt collection and reduced risk of that spot becoming a habitual dumping area. CWS has observed that areas that are neglected and have a higher probability to become habitual dumping spots, and areas where there is prompt collection have a lower probability. The cost to MFD units to provide bulky waste pickup services, and to support CWS' aggressive illegal dumping abatement program (further discussed in Section 2.2) is \$6.67 per unit.

2.2. "On-Sight" – CWS' Proactive Illegal Dumping Collection Program

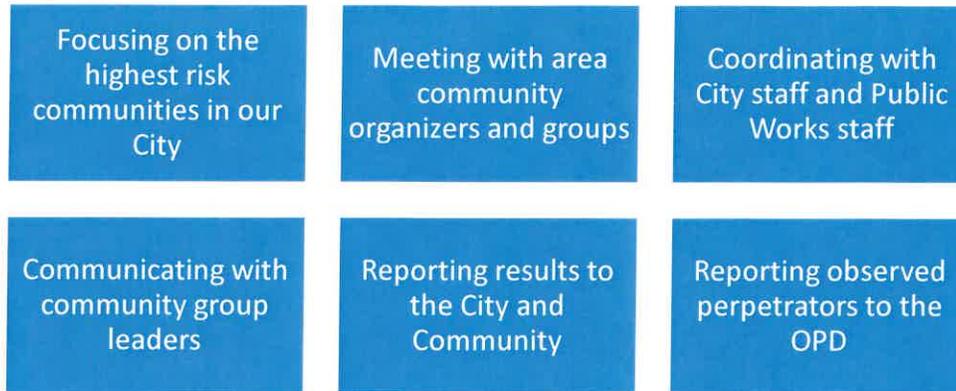
In FY 2012-2013, City Public Works received 17,624 reports of illegal dumping, causing Public Works to spend hundreds of thousands of dollars on illegal dumping removal annually.

CWS proposes a quick action team comprised of four staff members and two collection vehicles that promptly collects illegal dumped materials "on sight" from public property, and helps report dumping on private commercial property. We will operate in areas of the city with the highest historic record of illegal dumping and our team will patrol areas during a variety of times and routes. CWS collection trucks will be configured with GPS navigation, 360-degree camera, and lighting systems for nighttime operations.

The intent of the CWS On-Sight collection program is to reduce and end illegal dumping in Oakland by changing the behavior of the illegal dumpers. On-Sight can help prevent a property or street from attracting continuous illegal dumping by promptly picking-up illegally dumped materials as soon as they are spotted.

CWS listened and understood the expressed concern from City Council that the Bulky Service program is underutilized by residents and unsuccessful at stopping illegal dumping. CWS knows that much of the illegal dumping in its own west Oakland neighborhoods is perpetrated by people from outside the neighborhood and mainly by people from outside of Oakland.

CWS will continue its proposal for the optional Bulky Goods collection program, and it proposes complementing that Bulky program by applying the unused Bulky program funds toward CWS illegal dumping program. CWS' On-Sight program includes the following important features:



The On-Sight program expansion, refinement, or reduction, is selected by the City and is based on CWS' reported results and achievement. The City and CWS will be proud when we are able to discontinue the illegal dumping pick-ups because we were successful at ending that illegal dumping.

2.3. Adoption of Council Option Regarding Multi-family Organics Services

CWS understands that source-separation is vital to providing the highest-quality organic material to bio-waste to energy facilities, and is prepared to provide third-bin services for organics/compostable material to all Oakland residents, including those in multi-family buildings. This service will

- Create end-use material that can be used for more than just median and roadside cover
- Provide equal opportunity to all Oakland residents
- Protect workers from sorting organic matter from other contaminated waste
- Advance sustainability education on the importance and impact of sorting our waste and avoid sending conflicting messages
- Adhere to the adopted overall educational goals for composting that Oakland set forth in its ECAP

CWS proposes to adopt the Council-selected option for all residents, SFD and MFD to receive organics bin services. CWS is prepared to provide this option to MFD residents at no additional cost above the default level of service. The difference between the default rate and the Council selected option rate for all service levels is zero. The full rate sheet showing this level of service in the Maximum Service Rate Forms 2B and 2C.

2.4. Adoption of Council Option Regarding Wages and Benefits

CWS recognizes that the individuals who process Oakland's recyclables provide an essential public service that benefits the City's residents, businesses, and visitors, and are vital to the City's ability to meet zero waste goals.

2. CWS SERVICE MODIFICATIONS

CWS proposes to meet the goals and policy of the City Council that all workers who provide recycling services to the City of Oakland, its residents, and businesses pursuant to any new City exclusive franchise agreement or renewal/extension of any existing exclusive City franchise agreement be provided wages comparable to those wages recycling workers in Fremont, San Jose, and San Francisco currently earn or are scheduled to earn under existing agreements while maintaining wage differentials. The City Council's goal is to reach a wage of \$21 per hour by 2019, while also ensuring workers receive quality, affordable health coverage for their families.

CWS has determined the impact of this wage and benefit increase to SFD and MFD rates, and the impacts are shown in Table 1 and Table 2.

In Table 1, the ILWU rate begins at \$13.97 on 1/1/15, and increases to \$20 by 2019.

Table 1 Wage and Benefit Change Rate Impacts - \$20 by 2019

	01/01/15- 06/30/15	07/01/15- 12/31/15	01/01/16- 12/31/16	01/01/17- 12/31/17	01/01/18- 12/31/18	01/01/19- 12/31/19
Increases		\$ 0.77	\$ 1.18	\$ 1.26	\$ 1.36	\$ 1.46

Current and RR

83 Employees \$ 2,855,325			
	SFD units	MFD units	Commercial
# of accounts projected	102,274	62,965	5,724
Cost allocation	60%	40%	0%
Cost increase per allocation	\$ 1,713,195.23	\$ 1,142,130.15	\$ -
Cost Increased per account type per month	\$ 0.31	\$ 0.34	\$ -
Cost Increased per account type per year	\$ 3.72	\$ 4.03	\$ -
Example of cart type	32GAL	32GAL	1 CY 1x/week

Current and MMO

95 Employees \$ 3,268,144			
	SFD units	MFD units	Commercial
# of accounts projected	102,274	62,965	5,724
Cost allocation	40%	25%	35%
Cost increase per allocation	\$ 1,307,257.40	\$ 817,035.88	\$ 1,143,850.23
Cost Increased per account type per month	\$ 0.24	\$ 0.24	\$ 3.70
Cost Increased per account type per year	\$ 2.84	\$ 2.88	\$ 44.41
Example of cart type	32GAL	32GAL	1 CY 1x/week

2. CWS SERVICE MODIFICATIONS

Current plus RR and MMO

135 Employees \$ 4,644,204			
	SFD units	MFD units	Commercial
# of accounts projected	102,274	62,965	5,724
Cost allocation	35%	25%	40%
Cost increase per allocation	\$ 1,625,471.38	\$ 1,161,050.98	\$ 1,857,681.57
Cost Increased per account type per month	\$ 0.29	\$ 0.34	\$ 6.01
Cost Increased per account type per year	\$ 3.53	\$ 4.10	\$ 72.12
Example of cart type	32GAL	32GAL	1 CY 1x/week

In Table 2, the ILWU rate begins at \$13.97 on 1/1/15, and increases according to the report issued in support of the council resolution.

Table 2 Wage and Benefit Change Rate Impacts - \$22.94 by 2019

	01/01/15- 06/30/15	07/01/15- 12/31/15	01/01/16- 12/31/16	01/01/17- 12/31/17	01/01/18- 12/31/18	01/01/19- 12/31/19
Increases		\$ 3.71	\$ 1.18	\$ 1.26	\$ 1.36	\$ 1.46

Current and RR

83 Employees \$ 3,214,035			
	SFD units	MFD units	Commercial
# of accounts projected	102,274	62,965	5,724
Cost allocation	60%	40%	0%
Cost increase per allocation	\$ 1,928,420.87	\$ 1,285,613.91	\$ -
Cost Increased per account type per month	\$ 0.35	\$ 0.38	\$ -
Cost Increased per account type per year	\$ 4.19	\$ 4.54	\$ -
Example of cart type	32GAL	32GAL	1 CY 1x/week

Current and MMO

95 Employees \$ 3,678,715			
	SFD units	MFD units	Commercial
# of accounts projected	102,274	62,965	5,724
Cost allocation	40%	25%	35%
Cost increase per allocation	\$ 1,471,485.80	\$ 919,678.63	\$ 1,287,550.08
Cost Increased per account type per month	\$ 0.27	\$ 0.27	\$ 4.17
Cost Increased per account type per year	\$ 3.20	\$ 3.25	\$ 49.99
Example of cart type	32GAL	32GAL	1 CY 1x/week

Current plus RR and MMO

135 Employees \$ 5,227,647			
	SFD units	MFD units	Commercial
# of accounts projected	102,274	62,965	5,724
Cost allocation	35%	25%	40%
Cost increase per allocation	\$ 1,829,676.43	\$ 1,306,911.73	\$ 2,091,058.77
Cost Increased per account type per month	\$ 0.33	\$ 0.38	\$ 6.77
Cost Increased per account type per year	\$ 3.98	\$ 4.61	\$ 81.18
Example of cart type	32GAL	32GAL	1 CY 1x/week

2.5. CiviCorps

CWS and CiviCorps met to explore and determine opportunities for mutual alliance in the City of Oakland. The collaboration among CWS and CiviCorps involves the important and initial collaboration opportunities for training, development and transition of CiviCorps Interns into CWS' union solid waste sorter, operator, weigh master and driver jobs, as well as, and non-union technical and supervisory jobs.

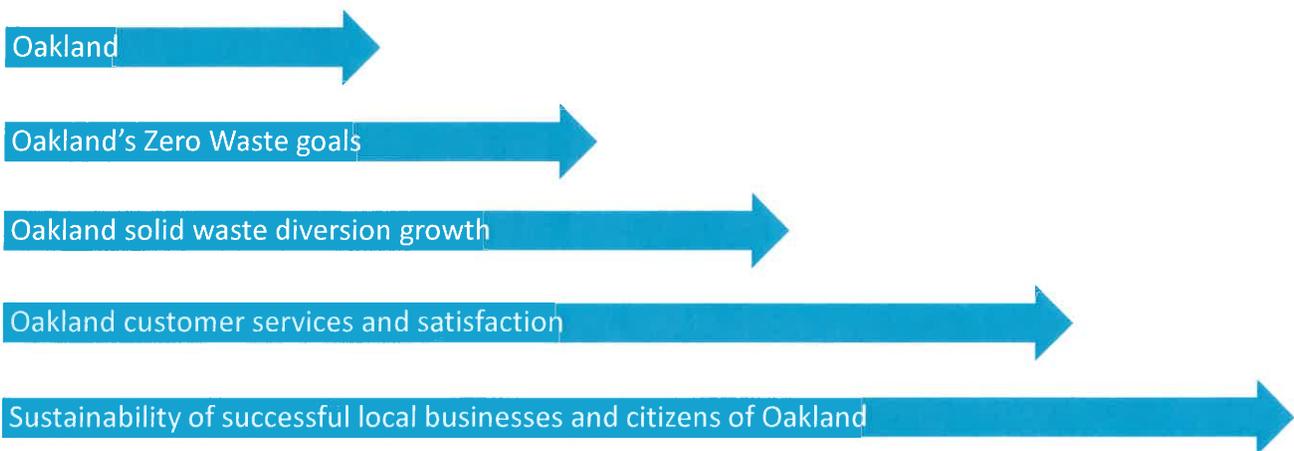
CiviCorps is a social enterprise organization that is dedicated to training young adult interns with technical, experiential, and life skills that provide a greatest path toward success and contributions. CiviCorps has a high percentage of (85%) of its Interns presently residing in the City of Oakland.

CWS' collaboration with CiviCorps provides CiviCorps interns with a unique opportunity for development of skills and preparation for a career in the solid waste industry in Oakland and other communities. CWS' goal is to maximize local-hire of Oakland residents, as CWS has already done. CWS' local-hire rate is 69%.

Among CWS and CiviCorps managers, we identified the following areas of collaboration that benefits our own local organizations, success of local youth, and the contributions all make to the City of Oakland:

- Integration of select CiviCorps Interns into temporary training jobs at CWS, without any impact or displacement of permanent union jobs
- Preparation of select CiviCorps Interns with interviews, safety and operations training at CWS
- Participation of CiviCorps for work in diversion survey teams that operate in the community to optimize diversion performance and ensure compliance program standards.

The alliance between CWS and CiviCorps is designed and engineered to improve:



CWS and CiviCorps alliance will complement the development of union and non-union industrial jobs for the next generation of solid waste men and women workers with no conflict or displacement of union jobs or employees. The alliance continues enabling CWS and CiviCorps to pursue their independent activities and goals. A letter expressing CiviCorps' commitment to alliance with CWS is provided in Attachment 4.

2.6. Adoption of Council Option Regarding East Bay Municipal Utility District

Oakland has a food waste digester facility in West Oakland at the East Bay Municipal Utility District (EBMUD), which has immediate capacity to process most of Oakland's food and green waste. After green waste and food waste is collected by CWS from the organics bins, the material is then processed to produce compost, which can be utilized for agriculture or landscaping, as well as to create energy through methane collection. Through this process, methane from Oakland's green and food waste will be captured to supply power, thus reducing the City's carbon footprint.

As this is a Council selected Alternative, CWS asserts that utilization of the EBMUD digester comes to all City residents and businesses at no additional cost, and is in fact the lowest-cost bio-waste-to-energy option under current consideration. CWS has negotiated with EBMUD regarding rates and material quality requirements, and we are confident that CWS can provide the digester with a consistent stream of high-quality source-separated product. CWS will not only deliver source-separated commercial organic materials, but will also deliver organic materials recovered from multi-

family collection, to be processed prior to being utilized by Recology (the processing partner at the facility) and EBMUD. CWS has signed a Memorandum of Agreement for Delivery of Organic Waste and Ground Lease, provided as Attachment 5.

2.7. Interim Transfer

For the first three (3) to five (5) years of Service Group 1 operations, CWS will receive, process, and transfer mixed material and organics at an interim material recovery and transfer station located on approximately 3.8 acres of land leased from EBMUD located immediately adjacent to the proposed North Gateway Facility described in CWS's original proposal. A site plan of the proposed interim facility is shown in Figure 1. **Facility Description**

The facility will process and transfer approximately 660 tons per day of mixed material and 90 tons per day of organic material. It has been designed to safely and efficiently receive process and transfer mixed material and organic material collected and delivered by CWS as part of the City of Oakland's Zero Waste Service program. The facility will consist of the following components:

Main Building Area – The proposed interim transfer station would be a newly constructed clear span galvanized steel frame building overlaid with a polyethylene tension fabric. The 69,000 square foot main building will be constructed using steel frames with fabric sidewalls and roof. This type of building has been successfully used in solid waste/recycling applications in California, and the structure technology has been used and refined for decades. The structure and foundation are each design engineered to the specific purpose. The use of this technology will substantially reduce construction time. The structure will be weather tight with no screw or nails penetrating the roof fabric. The fabric can be ordered in various levels of translucency for sustainable energy efficient natural lighting. (See Attachment 5 - Brochure for Interim Transfer Station Building Structure)

The building will be made up of the following operational and staff areas:

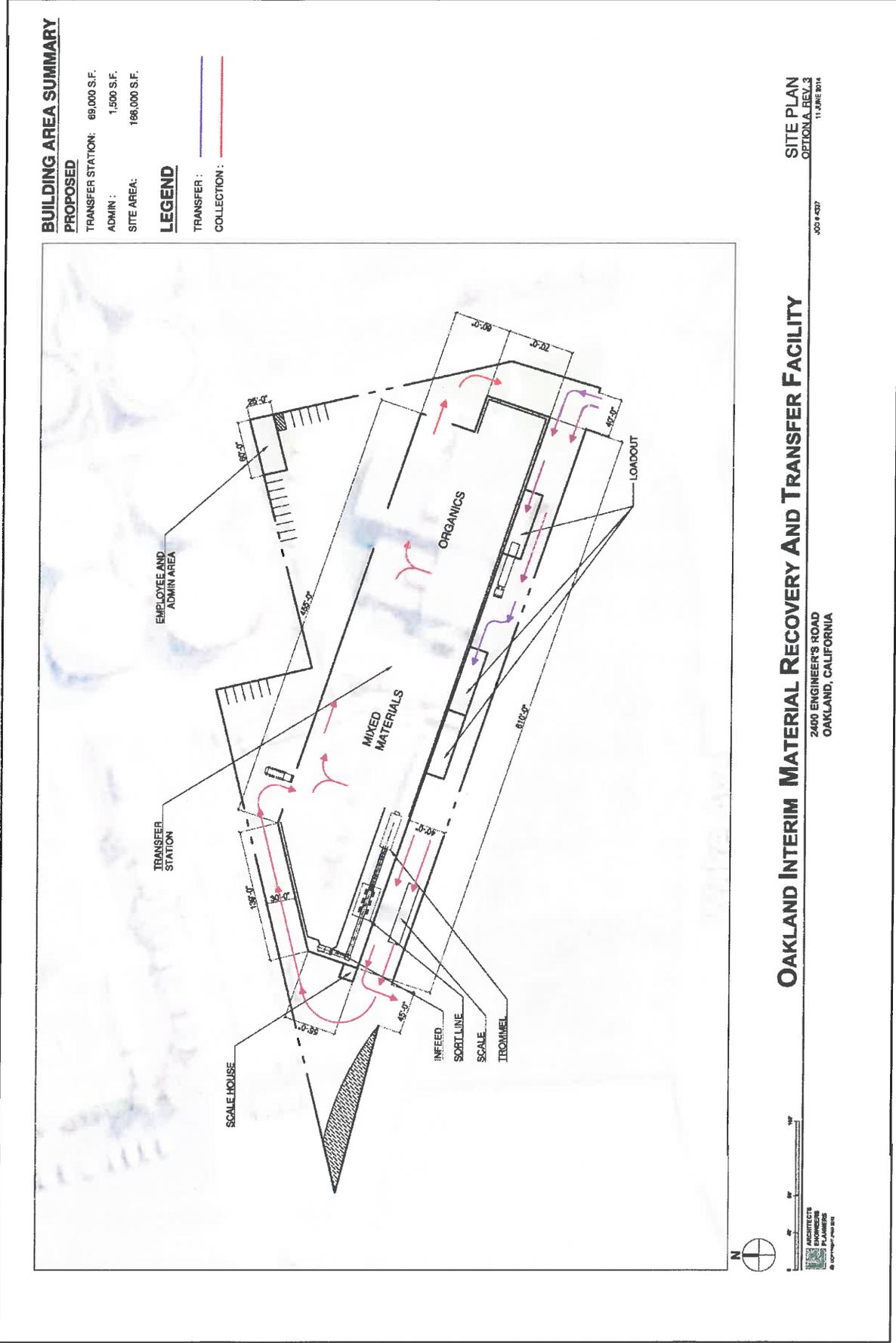
Material receiving, tipping, pre-processing and transfer area. This is where all material is received, pre-processed and floor separated for delivery by loaders to the organic material and the mixed material areas of the building. From here, material is also directed to the sort line for recovery of recyclable material for beneficial use.

Adjacent to the receiving area are the load out area for organics and non-recyclable material, which includes push walls, and three (3) load out bays for loading non-recyclables and organic material into transfer trucks.

Sort line area. Selected mixed and organic material will be directed and loaded into the in-feed of the sort line equipment for manual and mechanical separation of recyclable material for beneficial use. Non-recyclable material from the sort line area is directed to the load out area for transfer.

Scale and scale house. Located on the south-west end of the facility is a single scale and a scale house for the weighing in bound trucks. The scale house will utilize a scale system that will be integrated with the facilities data management system to ensure accurate weights of incoming material and weights of recyclable material and organics going to market or non-recyclable material going to the landfill.

Figure 1 Interim Material Recovery and Transfer Facility Site Plan



Employee and Administration Area. Located on the northeast end of the property is a 1,500 square foot employee and administrative staff area that will consist of an office area and locker areas for on-site workers.

Parking. Employee parking will be provided as indicated on the site plan. Collection vehicles and transfer trucks will be parked at other locations at night.

Operational Description for Material Receipt and Management

Presented below is an operational description for the receipt and management of material that will occur at the Facility. Additional detail regarding the functional aspects of the building areas will also be provided. Specific operation description regarding the sorting and recovery of recyclable material using processing equipment is included in the following section of the proposal. The Facility will implement a comprehensive traffic management plan to provide for efficient and safe vehicle movement throughout the Facility.

Material Receipt and Management – Collection trucks coming in from their routes to deliver material to the facility will enter the site from Engineer Road at Wake Avenue on the southeast side of the site. The trucks will proceed to the in-bound scales that are serviced by a scale house equipped with state of the art programs for weight data management. Here customer and truck information is requested and entered into the data management system prior to the trucks being weighed. After weighing in and recording of the gross truck weight, the truck is directed to proceed to the receiving area located on the North West side of the main building. When safe and directed by a traffic management spotter (“spotter”), the trucks will turn into the building through the overhead roll-up door. Based on the type of material contained in the collection trucks, they will be directed to specific areas of the receiving area for off-loading and management of materials. When completely inside the building, the truck will unload its material and then pull forward to clean any residual material from the truck. Once clean and directed by a spotter, the truck will proceed to the east and exit the building. The truck will then exit the facility at Engineer Road and Wake Avenue.

Selected material will be delivered to the sort line for the removal of recyclable material with any non-recyclable material being delivered to the load out area for transfer to the landfill. Recyclable material will be loaded onto trucks for delivery to market. Organic material will be loaded on trucks and delivered to East Bay MUD or to a facility for composting.

All material not processed on the sort line will be delivered directly to the load out area for loading onto trucks for delivery to a compost facility or to the landfill.

2.8. Disposal Services

CWS is proposing the use of the Vasco Road Sanitary Landfill located at 4001 North Vasco Road, Livermore, owned and operated by Republic Services Group (RSG). This alternate site located in Alameda County is more cost effective than the site recommended by City staff. CWS, through the use

of this facility, can provide for the disposal needs of the City of Oakland. CWS has made arrangements for disposal of materials at the Vasco Road Landfill beginning on July 1, 2015.

In addition, CWS has also taken the extra step to secure a contingent site, the Keller Canyon Landfill located at 901 Bailey Road, Pittsburg, California, also owned and operated by RSG. RSG has also pledged additional contingent landfill sites.

Both sites are fully permitted and meet the most stringent California landfill environmental, health, and operational safety requirements. A full submittal for Service Group 3 – Disposal Services including detailed site information on both the primary and contingent landfill facilities has been submitted to the City on June 13, 2014.

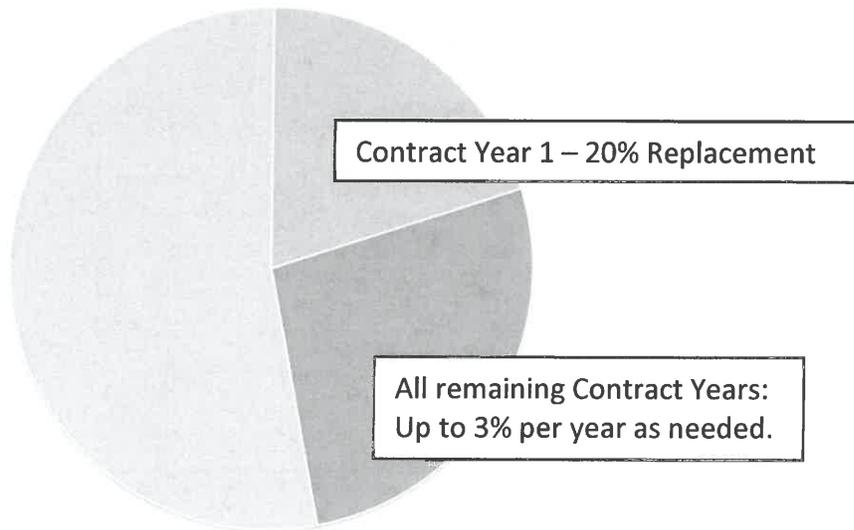
2.9. Carts and Vehicles

CWS is able to reduce vehicle requirements as a result of the proposed East Bay Municipal Utility District interim transfer station and organics processing facility. The local interim facility located on EBMUD property is described in detail in Section 2.7 of this proposal.

The use of EBMUB organics processing being performed by Recology in a facility adjacent to the CWS interim facility allowed CWS to reduce the number of vehicles required to perform the services under the contract. Other factors that resulted in a reduction in vehicle count includes the use of current collection vehicles as spares. CWS is proposing to reduce the truck count as outlined in Table 3.

CWS is proposing the following revised cart replacement program as shown in Figure 2. CWS believes services levels can be maintained through diligent cart maintenance.

Figure 2 Cart Replacement



2. CWS SERVICE MODIFICATIONS

Table 3 Vehicle Count

MM&O

Truck Type	Application	Manufacturers	Capacity	Total Vehicles	Route Vehicles	Designated Spare Vehicles	Total Vehicles	Route Vehicles	Designated Spare Vehicles	
										SFD, MFD, Comm
SFD Services										
Satellite Side loader (HTS)	Routed Collection Services	Ford/Heil	10 yd	5	4	1	5	3.8	1	
Manual/Automated Side Loader	Routed Collection Services	Peterbilt/McNeilus	31 yd	58	49	9	58	46	9	
Standard Rear Loader (REL)	Routed Collection Services	Peterbilt/McNeilus	25 Yd	5	4	1	5	3.8	1	
Claw Flat Bed	Collection Services (Bulky)	Peterbilt	22'	3	2	1	3	2	1	
Flat Bed with Lift Gate	Cart Delivery	Ford		2	2	0	2	2	0	
Service Body with Lift Gate	Service Truck	Ford	N/A	2	2	0	2	2	0	
										SFD, MFD, Comm
										MFD, Comm
Supervisor Pick up	Collection, Route Management and Customer Service Support	Ford	N/A	4	4	0	4	4	0	

2. CWS SERVICE MODIFICATIONS

MFD Services									
Roll Off Dead Lift	Roll-Off Collection	MFD, Comm	Peterbilt/Nor Cal	N/A	4	3	1	4	1
Container Carrier (Forklift)	<i>included in Commercial</i>								
Long Floor Front Loader (FEL)	Routed Collection Services		Peterbilt/McNeilus	40 yd	11	9	2	11	2
Commercial Services									
Roll Off Dead Lift	<i>included in MFD</i>								
Container Carrier (Forklift) - NCC - 4000	Container Delivery	MFD, Comm	Ford/Nor Cal	N/A	2	1	1	2	1
Long Floor Front Loader (FEL)	Collection Services		Peterbilt/McNeilus	40 yd	14	12	2	14	2
Transfer Services									
Tractor	Material Transfer	TRS	Peterbilt	N/A	13	11	2	13	2
Trailer Live Floor	Material Transfer	TRS	Western	135 yd	23	12	11	23	11

4	3	1
11	9	2

2	1	1
14	12	2

13	11	2
23	12	11

2. CWS SERVICE MODIFICATIONS

RR

Truck Type	Application	Manufacturers	Capacity	Total Vehicles	Route Vehicles	Designated Spare Vehicles
SFD Services						
Satellite Side loader (HTS)	Routed Collection Services	Ford/Heil	10 yd	3	2	1
Manual/Automated Side Loader	Routed Collection Services	Peterbilt/McNeilus	31 yd	32	27	5
Standard Rear Loader (REL)	Routed Collection Services	Peterbilt/McNeilus	25 Yd	3	2	1
Flat Bed with Lift Gate	Cart Delivery	Ford		2	2	0
Supervisor Pick up	Collection, Route Management and Customer Service Support	Ford	N/A	2	2	0
MFD Services						
Roll Off Dead Lift	Roll-Off Collection	Peterbilt/Nor Cal	N/A	2	1	1
Container Carrier (Forklift) NCC-4000	Container Delivery	Ford/Nor Cal	N/A	2	1	1
Long Floor Front Loader (FEL)	Routed Collection Services	Peterbilt/McNeilus	40 yd	2	1	1
Commercial Services						
(non-exclusive)	Assets will be based on customers serviced					
Transfer Services						
Tractor	Material Transfer	Peterbilt	N/A	1	1	0
Trailer Live Floor	Material Transfer	Western	135 yd	1	0	0

2.10. Diversion

Table 4 shows CWS' original diversion guarantees alongside CWS revised diversion guarantees.

Table 4 Diversion

	<u>North Gateway Submitted 1/9/13</u>	<u>New BAFO 6/13/14</u>
		<u>MMO</u>
7/1/2015 – 12/31/2015	<u>30.00%</u>	<u>30.00%</u>
1/1/2016 – 12/31/2016	<u>31.50%</u>	<u>31.50%</u>
1/1/2017 – 12/31/2017	<u>33.00%</u>	<u>33.00%</u>
1/1/2018 – 12/31/2018	<u>34.50%</u>	<u>34.50%</u>
1/1/2019 – 12/31/2019	<u>36.00%</u>	<u>46.00%</u>
1/1/2020 – 12/31/2020	<u>37.50%</u>	<u>47.50%</u>
1/1/2021 – 12/31/2021	<u>39.00%</u>	<u>49.00%</u>
1/1/2022 – 12/31/2022	<u>40.00%</u>	<u>50.00%</u>
1/1/2023 – 12/31/2023	<u>41.00%</u>	<u>51.00%</u>
1/1/2024 – 12/31/2024	<u>42.00%</u>	<u>52.00%</u>
1/1/2025 – 6/30/2025	<u>42.00%</u>	<u>52.00%</u>

Shown in the above table is CWS new diversion guarantees. CWS has been able to maintain similar diversion guarantees as were made in the original January 2013 proposals, assuming the North Gateway Facility was fully operational for the first five years because of the EBMUD outlet for organics. And, during the future years when at North Gateway, CWS has increased the diversion guarantees by an additional 10 percent.

2.11. Multi-Service 15-Year Term Discount

CWS proposes that the City consider a base contract term of 15 years. Lengthening the contract term allows CWS to utilize its trucks, carts, and radios for a longer term, with replacement as needed, and allow CWS to amortize these assets over the longer term.

CWS proposes to grant the City significant discounts in all service rates proposed if the City awards one or more contracts to CWS for a 15-year term:

- 7% discount for year one only for all services;
- 6% discount for year one only for MMO and RR services;

2.10. Diversion

Table 4 shows CWS’ original diversion guarantees alongside CWS revised diversion guarantees.

Table 4 Diversion

	<u>North Gateway Submitted 1/9/13</u>	<u>New BAFO 6/13/14</u> <u>MMO/MMO + RR</u>
7/1/2015 – 12/31/2015	<u>30.00%</u>	<u>32/42</u>
1/1/2016 – 12/31/2016	<u>31.50%</u>	<u>32/43</u>
1/1/2017 – 12/31/2017	<u>33.00%</u>	<u>32/44</u>
1/1/2018 – 12/31/2018	<u>34.50%</u>	<u>33/45</u>
1/1/2019 – 12/31/2019	<u>36.00%</u>	<u>33/46</u>
1/1/2020 – 12/31/2020	<u>37.50%</u>	<u>41/51</u>
1/1/2021 – 12/31/2021	<u>39.00%</u>	<u>41/52</u>
1/1/2022 – 12/31/2022	<u>40.00%</u>	<u>41/52</u>
1/1/2023 – 12/31/2023	<u>41.00%</u>	<u>41/53</u>
1/1/2024 – 12/31/2024	<u>42.00%</u>	<u>41/53</u>
1/1/2025 – 6/30/2025	<u>42.00%</u>	<u>41/53</u>

Shown in the above table is CWS original diversion guarantees alongside CWS current diversion guarantees (shown as a range). CWS has been able to maintain similar diversion guarantees as were made in the original January 2013 proposals, assuming the North Gateway Facility was fully operational. Initially, at North Gateway, CWS was conservative with its guarantees, given the uncertainty with waste composition and customer participation in separating out organics and recyclables. Moving to the current proposed interim transfer services and more significant involvement of EBMUD for taking organics directly from commercial and multi-family routes has modified the level of materials that CWS expects to divert. This change in processing level is sustained during the interim operational plan presented, until CWS moves operations to the North Gateway where MM processing can start and greater levels of diversion occur

2.11. Multi-Service 15-Year Term Discount

CWS proposes that the City consider a base contract term of 15 years. Lengthening the contract term allows CWS to utilize its trucks, carts, and radios for a longer term, with replacement as needed, and allow CWS to amortize these assets over the longer term.

CWS proposes to grant the City significant discounts in all service rates proposed if the City awards one or more contracts to CWS for a 15-year term:

- 7% discount for year one only for all services;
- 6% discount for year one only for MMO and RR services;
- 5% discount for year one only for 15-year agreement for MMO only services; **or**
- 5% discount for year one only for 15-year agreement for RR only services.

2.12. Public Outreach and Education

CWS recognizes the importance of a comprehensive public customer outreach and engagement program to achieve Oakland's goal of zero waste. CWS also recognizes that the City has a long and successful history of public outreach on solid waste issues, having enjoyed great success in encouraging diversion and having built public support for the basic concept of Zero Waste. In addition, the political leaders of Oakland have embraced the importance of environmental issues generally and diversion, in particular. As a result Oakland residents are keenly aware of the importance of environmental issues generally and diversion, in particular. To that end, CWS proposes that the City consider taking the lead in public education with funding from CWS--\$250,000 from the RR contract and \$500,000 from the MMO contract, on an annual basis. CWS believes that the City may be better able to manage and implement a public education program than a private sector company. CWS believes that the public may be more responsive to an educational campaign managed and executed by the City. Indeed, a greater percentage of CWS' funding would likely take the form of direct public contact if undertaken by City leaders than if CWS relied upon public relations firms.

CWS would enthusiastically be at the table as the City developed its public outreach program. CWS would provide necessary information regarding how customers could best be served under the Zero Waste program and CWS would count on the City to provide outreach that would assure a smooth transition for customers, establishing the foundation for a successful franchise. The City could study service needs and customer habits to determine the appropriate focus of a comprehensive public education and outreach program. CWS is confident that this publicly implemented, privately funded data-driven approach will result in greater recycling and solid waste diversion. As Oakland's Zero Waste program is implemented, customers will be able to add additional materials to their recycling cart and increase diversion. The City, with the support of CWS, will be best able to inform customers of new opportunities for diversion and to deliver customer communications and education through mailings, web and social media outreach and events throughout the City.

CWS envisions that public education and outreach will be a process, first dealing with the practical aspects of a change in service and, over time, helping to educate and motivate in order to achieve the program goal of zero waste. Of course, to the extent that the City prefers not to engage directly in public education and outreach, CWS can assist the City in securing professional public education consulting services who, with direction from the City and CWS' own long experience in the field, can use the funding offered to the City to accomplish the task. Regardless of the City's choice, public education and outreach will be a collaborative effort between CWS and the City.

CWS' Customer Service Representatives are trained to treat customer calls with the utmost professionalism and accommodation. CWS wants every caller to feel that CWS understands their needs and responds appropriately. To achieve the goal CWS uses the "World Class" customer service and marketing model. This involves extensive training on how to best respond and resolve all customer calls, including customers who may be challenging to work with. Developing, implementing and maintaining extremely high levels of customer service skills are critical in maintaining and increasing

customer satisfaction. There will be close coordination between our Customer Service staff and Public Outreach and Education.

The overall outreach program, with leadership and direction from the City, can build on the strong history of Oakland pride, taking advantage of the rich cultural and environmental consciousness of residents. The program, with City leadership and implementation, could provide individualized information on-demand, encourage good waste diversion habits through example and influence, and link recycling and waste diversion to broader environmental and civic goals. In addition to the components noted above, the City and CWS can collaborate to provide creative and compelling educational materials that will increase participation and adoption of the new environmental and diversion initiatives.

CWS has a substantive Public Education Program ready to implement.

The Public Education Program discussed below is overall applicable to both the California Waste Solutions (CWS) submissions for the RR and MMO franchises. Notable economies of scale will be realized if CWS is awarded both. Should CWS be awarded one of the two, the program will be modified to only reference and support as appropriate the awarded franchise.

CWS is proposing a comprehensive public and customer outreach and engagement program that, working in partnership with City staff, we achieve Oakland's goal of zero-waste. Our proposal is organized to reflect our public education foundation, drivers, scope and nature of work as we progress from concept, coordination and kick-off with the City, through the transition period, extensive customer engagement and broad public outreach. We herein provide an overview and detail of our proposed work in relation to community and customer engagement.

The program will build from a strong history of Oakland pride, taking advantage of the rich cultural and environmental consciousness of residents. The program will provide individualized information on demand, encourage good waste diversion habits through example and influence, and link recycling and waste diversion to broader environmental and civic goals.

CWS has been very effective and successful at encouraging diversion and recycling behaviors in the Cities of San José and Oakland through the development and distribution of public education materials and creative communication techniques. CWS will continue developing creative and compelling educational materials that will increase participation and adoption of the new environmental and diversion initiatives. The strategies described herein will utilize a breadth of available media, including ethnic media advertisements, outdoor advertisements, social media, online advertising, and retail tie-ins, in the major languages spoken in Oakland (as well as less spoken languages as needed).

Highlights of our program and team include:

- All Oakland-based public education team, with City of Oakland business certifications, who individually and collectively have delivered effective communications and outreach programs specifically in Oakland

- Specialized firms that provide a combined 60 years of public education campaign experience in California, locally and Oakland specifically, including significant experience in waste reduction and diversion programs.
- Creative services delivered by our team members who specialize in public education campaigns aimed at diverse populations with long records of success.
- Application of a data-driven approach
- Full use of cutting edge technology
- Creative and considerable use of social media
- Unique approaches to citizen involvement
- A diversion program focused on changing the way that the public thinks about the waste stream and takes the recycling process a big step forward.
- Specially designed Public Education Center
- Specialized staff specifically dedicated to public education

Fundamentally, behavior modification is about real change. Ultimately, improving responsible waste behavior to accomplish the Zero Waste goal requires behavior change on the part of individual citizens and merely delivering or increasing knowledge typically will not result in behavior change.

Our approach does not rely on cookie-cutter, trial and error pilot programs that may initially be generic in nature to see what works. Recognizing that if we want to replace the vagaries of intuition with something more reliable, data must first be gathered. Therefore, we will incorporate a data defined and driven methodology to help direct specifics of the public education program. This will allow the City and CWS together to have a targeted focus on the variety of touchpoints with the public and customers where we can most effectively educate, engage and influence individual habits and actions to achieve zero waste.

Winning and Expert Oakland-based and Committed Team

CWS will partner with local firms Circlepoint, The Next Generation, Kneal Resource System and the City to develop public education and outreach materials and campaigns. In consultation with City staff, a Public Education Plan (PEP) will be developed during the transition planning period and presented to the City for approval. Additional information on these team members is provided below.

PROGRAM GEOGRAPHIC ORIENTATION

CWS will work with each City Council member to assure that public education delivery is tailored to and appropriate for each Council District. At the same time, Oakland is a city of neighborhoods with very distinct personalities and several of these “personalities” may reside within one Council District. For example, District 2 includes Chinatown, San Antonio and part of the Lake Merritt area; or District 6 runs from the flats to the hills. Just as these each have varying personalities, they also have different cultures, economics and often different languages. For this reason, our approach to public education will work with and respect Council Districts and their representatives, but, based on the data-driven approach described below, will be specifically designed and organized for success in Oakland’s diverse communities.

DATA DRIVEN APPROACH

To achieve Oakland's Zero Waste goals, our team proposes a data-driven, highly visual, and innovative outreach program to ensure significant behavior changes and real-world success of diversion programs, especially the new organics diversion program.

This data approach will be complemented by an innovative and highly strategic outreach program that takes advantage of all available media and builds a connection to neighborhoods and communities in Oakland. Using motivational and culturally relevant techniques that prompt consumers to take action, the outreach program will utilize the latest research in behavioral economics to create lasting changes on the habits of Oakland residents and business owners. We will weave in messages designed to prompt behavioral changes, using both cutting edge and traditional media elements that will earn consumer attention.

In order to maximize the benefit of outreach, the team will conduct an initial assessment of Oakland residents' waste disposal habits through polling, focus groups and a waste stream audit. This initial effort will help to identify communities in Oakland that have the greatest opportunity for improvement in their waste disposal habits. Based on the results of early data gathering, CWS will begin to focus outreach efforts on areas where the greatest benefits are possible. This will continue and adjust as new data becomes available or unexpected changes are seen in the waste stream.

In-person focus groups and telephone polling will identify individuals' attitudes, test consumer habits, and reveal patterns of thinking about recycling, composting and waste, and cultural factors relevant to Oakland's highly diverse population. Combined with a comprehensive front-end waste stream audit, early data gathering will establish the baseline for improvement, identify target areas for tailored outreach and help guide the most effective delivery mechanisms.

Once this information has been collected, directed outreach can address specific information needs or incentive programs that would be beneficial to these communities. Information from multiple sources, outlined below, will be combined to provide a comprehensive, detailed, and multi-dimensional picture of the waste stream in Oakland. This "map" will provide a baseline for measuring progress and adjusting programs as outreach continues beyond the transitional period.

Baseline data on actual recycling and composting perspectives, motivation and habits will support ongoing evaluation of outreach tactics employed during the program. Ongoing audits and surveys will measure waste reduction and organics diversion and monitor the efficacy of outreach programs, allowing the team to continuously adjust programs and messages for maximum impact. Follow-up audits and surveys will further refine goals and benchmarks, and outreach will be designed with flexibility to take advantage of this real-time, changing information.

This initial effort will help to identify communities in Oakland that have the greatest opportunity for improvement in their waste disposal habits. Once this information has been collected, directed outreach can address specific information needs or incentive programs that would be beneficial to these communities.

Polling

A series of telephone polls will build our dataset on the attitudes of Oakland residents toward

composting. Well-crafted polls provide a scientific basis of attitudinal information and allow us to add dimension to the information, by cross-referencing demographics with geographically-based waste stream information, all the while being able to test specific messages and analyze attitudes. Combined with market research, a series of consumer profiles will be developed in concert with geographic distribution of the Oakland population to allow for micro-targeting and robust information-gathering at the street level. This level of information is vital to success in significantly increasing local recycling and composting rates.

Focus Groups

Based on the results of polling, and combined with the waste stream audit, focus groups will allow the team to focus on target communities and demographics and ensure the efficacy of brands and messages. Focus groups provide additional data to drive education around waste diversion and composting in the most effective manner. One goal of the focus groups is to understand how different communities within Oakland think about waste and compost so that the team can develop culturally-relevant and effective outreach strategies and messages.

Waste Stream Audit

Prior to the start of services and coordination of cart and vehicle purchases, CWS proposes to initiate an investigatory waste composition study in the franchise area to better understand the potential for diversion from the waste stream. This will allow CWS to better tailor education programs to target diversion of specific recyclable materials present in the waste stream, and better prepare the new Oakland Gateway Facility to process the mixed waste collected in the City, and to process materials in the organics or commercial recyclables stream as a result of increased diversion from the waste stream following directed education programs.

Ongoing Survey, Evaluation, and Program Refinement

To continue the data-driven nature of outreach on recycling and Zero Waste, the team will conduct waste audits periodically to identify successes. The targeting and messaging of the outreach program will be refined based on demographics and knowledge gained from focus groups, and ongoing audits and surveys. All interactive outreach efforts will include some level of data-gathering to provide a depth of information about consumers and the effectiveness of the programs. A database of best practices will be established and maintained to ensure a systematic approach to the campaign.

At a minimum, CWS will survey users twice a year at key times. Surveys will be offered in online and interactive form, allowing the survey itself to provide advice and behavior reinforcement to the survey taker based on responses. Other media for surveys will be provided to ensure the “digital divide” does not hamper accurate collection of information.

DELIVERY MECHANISMS

Branding

The public education team, in close collaboration with the City, will collaborate on a “brand” for Zero Waste Oakland, informed by focus groups, polling, and other data. This brand will be included on all future project materials to support program continuity and name recognition. Branding will be guided by collected data, as well as Oakland pride and environmentalism. Example taglines include:

- . Reduce Your Waste-Line
- . Oakland Composts

This campaign will be branded with a strong dose of Oakland pride. We will convey the idea that Oakland can become known nationally as a model for reducing waste. In addition, branding will be tested in multiple cultural contexts to ensure relevancy to every Oakland waste consumer.

Community Partnerships

CWS will establish contact with key community groups during the transitional period to prepare for collaborative programming in the next phase of outreach. In order to conduct this outreach, the team will develop a package with an overview of benefits to potential partners (e.g. supermarket, drug store and convenience store chains; newspapers and radio stations, including Spanish, Chinese and Vietnamese outlets; outdoor advertising companies). The team may also establish contact with local schools to introduce the educational outreach program.

Social Media

The public education team will further change consumer habits with a robust social media presence that engages Oakland residents and keeps Zero Waste goals at the forefront of public discourse. Facebook, YouTube, and Twitter will be used to connect Zero Waste goals to everyday life and habit changes, while providing information in an engaging way. Social media can be used to reinforce habits with virtual team-building.

User-Created Media

Contests or other means of spurring user-created media will further engage the public in taking advantage of recycling services and reducing the waste stream, and help consumers educate themselves and each other. Examples of this may include user-created videos, sharable Internet graphics, informational handouts, creative recycling bins, and other appropriate tools and materials to expand awareness and drive behavior change.

- ***“Countdown to Zero Waste”/“Dialing up Diversion” campaign***

The connection between new waste services and the community’s waste-reduction goals can be made by launching an Oakland “Race to Zero Waste” campaign or a project with similar branding. One tool to create and maintain a high-profile Zero Waste countdown would be a “Countdown to Zero Waste” clock, similar to the national debt clock in Times Square, which

could be implemented jointly online and with a visible, public presence in Oakland. A variation could be “Dialing up Diversion” or a “Recycling Calculator” highlighting the amount of waste diverted from the landfill. This type of overarching campaign theme will reinforce the community nature of recycling habits, helping to change consumer habits because “peer pressure,” carefully applied, remains an extremely effective means of behavior change. This program would enjoy great synergies with recycling services, as well.

- ***New Public Waste Bins & Possible Design Competition***

To raise visibility and reward the community for participation in the new recycling services, the team will partner with a local community arts organization, such as The Crucible, to create and install several new public waste bins in each City Council district of Oakland. To maximize visibility and convey that these bins are a “reward” for good waste-reduction behavior, the sites of the new bins will be determined by crowd-sourced input from Oakland residents via an online platform and promoted through the media. The bins will be distributed equitably across the city. To further associate waste reduction with community values, the team will run a community design competition for the new bins. These competitions could be held among students or be open to anyone in the community.

Web

A high-quality, easy to find web presence will be developed during the transitional period. The site will be accessible to the disabled and mobile devices, and will provide critical information in Spanish, Chinese, and Vietnamese. The site will include an abundance of information on services, the nature of recycling, the waste stream, and how one can contribute to Zero Waste goals through small habit changes.

The accessible and multi-lingual CWS website will be updated throughout the program to maintain a single source of information for customers. Tips, campaigns and events, and educational material on recyclables processing will also be available online. An interactive feature will collect comments and questions to be shared with City Representatives for response by CWS on the site. Periodic surveys conducted online will take advantage of the interactive medium to collect richer information based on responses, as well as provide messages about recycling and waste reduction customized to the user. The website will utilize best practices of Search Engine Optimization to be highly findable, and integrate with social media platforms to encourage sharing.

The site will be easily shared on social media platforms. This will help residents to prepare for the transition and access important customer service information during transition and throughout the program.

Videos

Short videos will guide consumers to best practices in the most relatable way. Collaboration with community-based organizations, schools, and art centers will help CWS achieve multiple objectives, including broadening awareness, engaging key communities, enhancing cultural relevancy, and providing useful tricks and tips through short, engaging videos. These videos can

be shared and promoted on a variety of platforms and could be a part of a cable television paid media effort, as well.

Potential Mobile App

Smartphone apps have proven to be effective tools for accomplishing behavior change. The public education team will explore the creation of a useful and behavior-changing Smartphone app based on data gathered during the transition. A complementary text message-based service would be developed in parallel for customers, and an interactive voicemail system would be provided for those who do not have cell phones.

Print and Broadcast Media

Media outreach to promote Oakland's zero waste goal is a key component of the transitional and ongoing outreach program because it is very cost-effective and has a wide reach, while also offering opportunities for targeting specific communities, such as non-English speakers. As discussed above, cost-effectiveness and cultural relevancy are vital to driving the new consumer habits that will make a significant difference to Oakland's waste stream.

Effective media outreach will build on program branding, inspiring civic pride and a shared commitment to the Zero Waste goal. CWS will begin outreach with a press release when the franchise is awarded, highlighting local job opportunities, a community-based approach to public education, and innovation in waste processing. A media event may be coordinated, where key civic speakers address Oakland's zero waste goals and CWS staff provides an overview of the new services program and the transitional outreach plan. In conjunction with this event, CWS may invite key media, especially local television news, to join on test-drives of new collection vehicles.

Spokespeople in Spanish, Chinese, and Vietnamese will be available to attract a variety of media.

The outreach team may also work with the City to develop a Media Transition Kit, which would be an education packet for local reporters for print, television, and radio.

Annual Mailer

Each year, CWS will prepare and distribute approved notices to all customers entitled or mandated to receive waste services. These notices will include:

- Approved rates for collection services
- Rates for other services
- CWS annual holiday schedule
- General summary of mandated and optional services required under the Franchise Agreement
- Messages regarding recycling and waste diversion

Neighborhood Bandwagon & District-level Competition

The neighborhood or district-level bandwagon approach uses both the example of a consumer's peers as well as the desire to be a part of a strong community to create and reinforce good waste-reduction habits. With this approach, we might send letters to Oakland residents to say that their neighbors have increased their recycling habits, and that their neighborhood or street is approaching the status of having one of the highest diversion rates in the city.

A district-level competition to increase recycling provides an opportunity for earned media, participation from community leaders and officials, and reinforces the community pride at a district level. Done equitably, the resulting awards could be in the form of district-wide grants to support sustainable projects or local schools. This type of competition also provides a variety of complimentary online and social media activities to raise awareness and further education and diversion goals.

Notifying residents that they live in a community or district where many people recycle will increase diversion rates with community reinforcement. These positive reinforcement messages use "peer pressure" to create changes in behavior, and are similar to techniques used successfully by the 2012 Obama campaign to increase voter turnout.

Customer Service Representatives

Customer Service Representatives (CSRs) are at the front line of customer engagement which provides a special interface opportunity that can add to the success of the program. Not only will our CSRs be trained to treat customer calls with the utmost professionalism and accommodation to resolve issues, they will be provided with special education messages to convey to callers.

Community Educators

Partnerships and educational training opportunities with community organizations and institutions are essential to maximizing outreach, amplifying messages, and ensuring cultural relevancy. Partnerships offer the opportunity to target outreach to communities identified by data as key opportunities for increasing diversion, and to improve the cost-effectiveness of the educational program.

The outreach team would develop and train a team of volunteer and/or paid CWS educators who would become well-versed on recycling and waste reduction. Partnerships could be pursued with other public agencies interested in conservation to provide a single community leader, for and from each council district, who can provide information and training opportunities about conservation in waste, water, energy, and other areas of conservation.

Oakland Sports Teams

Our public education team would approach local sports franchises like the Oakland A's, Raiders, and Warriors, to participate with the City to raise visibility of the recycling program while at the same time educating fans.

Community-Based Organizations, Environmental and Sustainability Groups

The team will partner with a variety of established community-based organizations and institutions to maximize access to the community and minimize outlays on paid media. These community-based organizations enjoy a high level of trust and access to communities they serve, amplifying and extending the reach of messaging about recycling and waste diversion. These partnerships will diversify outreach efforts, ensure culturally relevant messages are propagated, and connect waste services with the broadly popular environmental movement. These efforts will also drive earned media coverage.

Example partnerships include:

- Oakland Zoo: using recycling and/or yard scraps to feed the animals, drawing attention to diversion of organic materials
- Urban farmers: “farm to fork to farm” habit-creation and compost usage
- Creek to Bay Day participants: highlight the impact of waste on environment during clean-ups
- Earth Day activists: An opportunity to bring Earth Day back to Oakland with a key message about conserving and reusing resources
- Bay Area “Stop Junk Mail” promoters: Campaign, leverage publicity and pursue pro bono advertising to educate residents on how to remove their names from direct mail lists
- Artistic community: Local artists in Oakland would be encouraged to create large sculptures from recycled material. Rather than invite a single artist to work on-site, the outreach team would work with a variety of arts organizations and local artists to integrate waste reduction and recycling messaging into art projects

Engaging the community through existing arts organizations will maximize the reach of our messaging around the synergy between art and recycled materials, presenting a uniquely tactile example of waste diversion.

Schools

Oakland schools present a unique opportunity to reach the next generation and disseminate detailed, in-depth information about recycling and recycling. Using techniques similar to anti-smoking efforts in California, outreach to schools will focus on children as key drivers of familial behavior. The program will teach children to recycle, as well as encourage them to act as “ambassadors” to their household. This strategy transforms children from passive receivers of information to active members of the household decision-making process. Examples of outreach activities to schools and educational centers include the following:

- Conduct of school group facility tours; develop a curriculum for in-school education, and provide uniquely pedagogical bins for in-school student use
- Organize and conduct contests and in-school activities to tap into student creativity and unique perspective
- Develop a poster contest for 4th or 5th grade elementary school children in the District, to create a poster encouraging diversion behaviors
- Organize and run a short film competition for youth, that seeks films

demonstrating recycling techniques or drawing attention to aspects of the Zero Waste “story” that the outreach team will be emphasizing throughout all efforts

Public Education Center

The CWS Oakland Gateway Facility design includes a 6,000 square foot education area that offers public meeting and classroom space, and an enclosed and conditioned walkway and viewing area that allows safe overhead viewing of recyclables deliveries and processing. The design and functionality will allow for ongoing promotion of public awareness and environmental consciousness through real-time observation. This setting provides guests with a unique overhead view enabling the survey of all phases of material separation, recovery and solid waste diversion – from receipt of materials to generation of product for recycling. On-site messaging will emphasize environmental stewardship and conservation.

Driver Contact and Visibility

CWS drivers are a key communication link with customers. Drivers will be trained to provide education where possible, but will also be provided with a variety of tools to reinforce proper recycling and diversion techniques. Tools will include informational handouts, cards, brochures and “correctional” notices when improper sorting is witnessed, while also reporting this information back to headquarters.

CWS may also develop a visibility campaign built around collection vehicle drivers, featuring actual drivers. City-approved posters with photo of driver to be attached to trucks with personal statements of their pride in their job and requests for help from residents with reducing litter, complying with universal and hazardous waste requirements, etc. CWS will work with the City to design attractive informational signage for collection vehicles, displaying City recycling program contact information and web resource links.

▪ ***Paid Media***

Visibility is important to the success of a broad community effort, and complements direct and directed outreach. The outreach plan will look at all available media to spread tested messages, and outlays will be cost-effective and data-driven. Paid media would be creative, culturally-relevant to Oakland, and take advantage of “hooks,” or seasonal opportunities to increase attention. Media opportunities will be based on data gathered to ensure maximum cost-effectiveness. Media options include:

1. Buses & BART
2. Billboards
3. Local and Public Access TV and Radio
4. Newspapers / Media Partnerships
5. Online Advertising

Community Spokespeople

Oaklanders could be the best program-promotional spokespeople, so rather than use celebrities like is done in many advertisements, to make the media buys most habit-changing, the team would use ordinary Oaklanders as spokespeople. The audience would identify with their fellow citizens as spokespeople, and hearing about successful recycling efforts improves the efficacy of advertising in driving real consumer habit changes.

Here are a few concepts:

- A tree-planting activist could talk about reducing pollution and letting new trees thrive
- A restaurateur could talk about recycling being part of a sustainable agricultural environment
- A teacher could talk about using recycled paper and cutting material costs for schools
- An artist could discuss using recycled materials

Public Events

As it has always done, CWS will participate in a multitude of community events in Oakland. Company team members will be present at large community events, particularly in areas of the city determined by analysis to be most in need of reinforcement of recycling habits.

Diversion-specific educational handouts, and a common, customizable and portable booth design would be used at local street fairs, art festivals, concerts, and the like to highlight local environmental initiatives. CWS' diversion/education team would be responsible for setting up and staffing each event and working with the City on publicity to increase awareness and foot traffic.

CWS will continue to use its costumed character "Curby" to motivate, educate, and reach out to its customers at events and through public education programs. Curby has been a successful character in promoting CWS' recycling collection programs in Oakland and throughout its California operations as an entertaining element in event-based community education programs and can carry over to other media.

We would also partner with local event venues to get recycling bins placed in prominent locations, thus "normalizing" the services and providing fans and event-goers with additional opportunities to form good recycling habits.

TRANSITION

A well-managed transition is critical to establishing the foundation for a successful franchise. In this phase, commitment to the program is developed and the groundwork for a successful program is laid. During transition, the people, systems, procedures, and resource application crucial for a smoothly-running franchise will be put in place. Baseline data, including service needs, attitudes and barriers will be measured and used to guide development and complement implementation of a comprehensive public education and outreach program.

With Oakland's Zero Waste program goals, customers will be able to add additional materials to recycling carts. CWS will inform customers of these new opportunities and deliver customer communications and education through mailings, web and social media outreach and events

throughout the City, while making efforts to ensure that all customers receive the service configuration that best suits their needs and attitudes, many as defined through data collection.

The CWS Transition Manager and public education team members will work closely with the City to establish accountability throughout the transition effort. Regular check-in meetings will be established between the two parties, ensuring fluid communication and maximum efficiency. This period will also provide an opportunity for the two parties to clarify the PEP, CWS approach, budget, and scope of work. Information gathered from our data collection activities will be shared with the City so officials can fully participate in this data-driven and highly responsive outreach approach.

Goals of Transition Education and Communications Program include:

- Prepare customers for changes in the new program and franchise, such as different trucks and/or multiple collection vehicles on their route, as well as other operational changes such as pickup times, etc.
- Educate customers about simple ways to move toward Zero Waste and create a personal connection to citywide goals
- Develop look and feel for materials and key messages
- Provide key news media with background on CWS team and approach
- Develop partnerships with organizations, corporations, etc. for full implementation of outreach programs during contract
- Establish database of national collection communications Best Practices
- Finalize outreach details and budgets

During the transition period, CWS will establish contact with new customers to introduce them to the new service program and begin the educational campaign. These communications will be coordinated with the messaging, branding and targeting that will inform the program, based on the waste stream audit, polling, and focus group data. As with all direct outreach, opportunities for gathering information will be seized to provide as much information as possible to inform this data-driven marketing program.

An introductory mailer to customers notifying them of the new collection service and container options, and requesting a response about cart choice, address verification and service levels at residences where this information needs to be updated. Customers will have the option of returning the survey by mail or completing the online version that will incorporate messages about waste diversion.

Residents and commercial tenants will receive an information packet with an overview of services, such as pickup times and different collection vehicles on their route, tips for proper disposal, and a survey of initial attitudes toward composting and recycling that will inform the data-driven transitional

outreach program. The packet will also provide contact information for CWS and opportunities for direct consultation. A questionnaire will also be included to again inquire about appropriately-sized bins for each location and inform the design of a new collection schedule.

Commercial customers will receive an educational packet that includes information addressing their particular waste stream, i.e. additional information on food waste disposal for Oakland restaurants. These materials will include an introduction to the waste-diversion branding.

The information packet, and all CWS customer communications, will prominently display the customer call-in number 1-510-OAKLAND, that CWS has reserved.

Educational materials detailing, in multi-lingual text and universal images, acceptable and non-acceptable materials for the compost bin will be distributed. Certain of these materials may be delivered in tandem with delivery of new containers to all customers. The initial educational packet will also contain CWS contact information as well as information on other waste services, including new programs to manage recycling of hazardous materials and sharps.

Informative decals embedded in all new carts and bins that illustrate acceptable and non-acceptable waste and recycling items in English, Spanish, Chinese, and Vietnamese. In later stages of the program, decals in other languages spoken in Oakland, such as Hmong, may be developed and distributed based on data about composting habits in different communities.

SPECIALIZED EDUCATION

Multi-family Dwellings

CWS will maintain open communication with MFD property managers and updates profiles to best identify and support their recycling service needs and opportunities, and develop creative and social ways to impart program information to increase awareness and maximize participation.

CWS has a considerable and successful track record in MFD servicing and support that will continue once awarded the new franchise. For existing multi-family customers, CWS will continue to work with property managers and residents to reemphasize program standards and the role each resident plays in helping Oakland achieve Zero Waste by 2030. CWS will further continue to support MFD residents by providing recycling news/tips onsite at community/resident meetings and via online communication resources.

For new MFD residents, CWS will initiate contact with property managers to provide program details for inclusion in sales presentations and move-in packets, review the Property Manager Resource kit, and provide program signage and posters for use in the sales/leasing office. CWS also began placing new, long lasting vinyl signs at the recycling carts/roll-offs/chutes in MFDs to emphasize proper recycling habits at the point of disposal.

MFD outreach efforts will continue and grow with the addition of more focused community events, new collection truck signage and social messaging related to the MFD recycling program, and on-site

presentations at MFDs. CWS will work with the City of Oakland to launch MFD programs at diverse developments that have recently transitioned into the City's program. CWS is focused on increased multi-lingual education to reduce contamination, increase participation, and achieve diversion goals.

Commercial Customers

CWS is committed to developing creative, compelling commercial outreach tools and implementing effective communications programs that promote recycling, waste reduction, reuse and resource conservation. Our strategy is to serve as a "green" educational resource to our commercial customers, in order to motivate them to embrace environmental stewardship and to learn how they can easily adopt and maximize recycling and other sustainable practices as part of their standard business operating procedures.

CWS believes that if it continually identifies and responds to opportunities, then challenges diminish. Opportunities exist to:

- Develop a service valued by business customers
- Understand what is important to different customers
- Know what service will inspire customers to participate
- Deliver a service that uses existing resources of the customers
- Communicate those services that complement the customer's business
- Implement a fast and simple service that minimizes the customer's effort
- Continue exceptional service that is appreciated as a component of success by customers

CWS understands that it must address time, space, energy, and benefit – four essential factors for each commercial customer in order to ensure and sustain overall commercial program success and have learned to increase communication with individual and groups of similar customers. Program improvements with good preparation and proactive communication turn challenges into opportunities. CWS has successfully implemented commercial recycling programs in Oakland and San José and instilled understanding with generators that participating is not onerous. Many businesses thought that separating materials normally going into the solid waste container into the recycling container would take extra time and effort and be a nuisance. CWS overcame this challenge by assuring that participation took little time, space, and energy. CWS showed that by establishing convenient collection, such as providing bins and/or simplifying sorting, results in benefits such as lower rates for garbage collection.

CWS has implemented specific steps and actions for contacting and implementing commercial solid waste and recycling programs. This process is performed for every prospective and existing customer. The high level of organization and discipline within CWS ensures that the customer will be satisfied, and in turn, the customer will require less effort and expense from CWS. These specific steps include CWS' opportunity to:

- Propose the right program for the customer

- Communicate the program features and benefits in the appropriate language or languages preferred by the owner and employees
- Show photographs and diagrams of how the service will be provided
- Educate the customer about expectations, correct, and incorrect actions
- Guide and observe the implementation of the program for the customer
- Confirm that the program is being properly used and that the customer is satisfied
- Report program progress and accomplishment to the customer

CWS will utilize a variety of methods to convey service and recycling messages to its commercial customers, including bill inserts, direct mail, container deliveries, posters, paid advertising, media relations, special events, co-marketing and community sponsorships, reply and opt-in emails, website, and other methods as appropriate. We have set up a program of email alerts and news worthy items for our commercial customers for educational matters of importance. As noted above, data collection will enable us to provide the most efficacious outreach program, with continuous adjustments based on demonstrated efficacy.

Proposed commercial education materials and programs will include, but not be limited, to the following business specific outreach tools:

- **Waste and Recycling Information:** CWS will distribute informational materials detailing, in text and through universal images, acceptable and non-acceptable solid waste, recyclable and organic materials in tandem with delivery of the new solid waste, recycling and organics carts, bins and roll-off boxes available to all commercial customers. Prior to container delivery, CWS will mail information to all commercial customers, along with a service requirement questionnaire, delivery date and process.
- **“Dos & Don’t” Decals:** CWS will work with the City of Oakland to create decals for adhering to all new carts, bins and roll off containers as part of the container assembly process. These decals will also illustrate acceptable and non-acceptable waste and recycling items and be produced in English, Spanish, and Vietnamese. CWS proposes refining and extending its successful Courtesy and Non-collection notice program that it successfully uses in the communities that it serves.
- **Bill Inserts:** CWS will collaborate with the City of Oakland on a minimum of nine (9), and up to 12, monthly bill inserts for all of its commercial customers. Examples of information contained within are:
 - Service options
 - Annual commercial recycling awards notice
 - Setout correction notice for each service sector
 - Recycling surveys and program improvement suggestions
- **Correction Notices:** When appropriate, and after being noted in the truck manifest and communicated to Customer Service, CWS drivers will be responsible for distributing set out correction notifications to all commercial customers as needed.
- **General Customer Notifications:** CWS will prepare and distribute approved notices to all commercial customers entitled or mandated to receive waste services. These notices will outline:

- Approved commercial rates for collection services
- Rates for other services
- CWS annual holiday schedule
- General summary of mandated and optional services required under the Franchise Agreement

Our team of commercial recycling coordinators will continue to focus educational efforts on high-volume waste generators by SIC code, and work directly with facilities and property managers to develop customized recycling plans and outreach tools to meet individual company needs. CWS will support these efforts with quarterly direct mail highlighting commercial recycling incentives, as well as through the development of marketing partnerships and co-sponsorships with local business organizations and service groups, including chambers of commerce, area Rotary Clubs, and other service organizations.

CWS will also hold on a regular basis, evening meetings with commercial customers. For customer convenience, these meetings will be held throughout the City and will be industry specific. Meetings will include:

- Presentation on new commercial service options
- Recycling Program handout information
- Question and answer period
- Signup Sheet and post card mailer request form for customers who want an on-site visit by CWS and/or onsite training

Other CWS approaches to ensuring the highest levels of commercial customer education, awareness and satisfaction include:

- Commercial audits, through which CWS identifies source reduction and waste diversion opportunities, researches markets for specialized materials generated by local businesses, and provides guidance on internal collection methods and training.
- Commercial recycling workshops on at least a twice-annual basis, with invited representatives from segments of the largest, medium, and smallest companies in the City, to outline program strategies, target recyclable materials, and distribute commercial recycling information and tools to attendees. These workshops will be designed separately for each service sector. The goal of the workshop will be to exchange information about building effective, successful, and sustaining diversion programs.
- Tailored education for janitorial firms and food service workers and firms, as these are two enterprises that can contribute greatly to the success of recycling programs if properly included and educated about program goals. CWS will prepare specific education information about program participation and compliance in multiple languages.

Commercial Outreach Staffing

The staffing structure for the City of Oakland Commercial Services is outlined below:

- **Outreach:** This position is key to developing and growing commercial customer education required for the new collection system surrounding new single-stream recycling. This position provides the leadership, support, and expertise to recruit and manage the Commercial Recycling Coordinators including determining strategic objectives, training, and program quality.
- **Commercial Recycling Coordinators:** Companies will be identified to visit for outreach education, manage data collected and set up commercial recycling programs. As part of their responsibilities, Coordinators will prepare and deliver presentations and educational workshops to businesses, including topics such as ways to recycle and reduce waste.
- **Neighborhood Outreach Coordinators:** These coordinators will call upon property managers of both multi-family and commercial properties with established recycling programs to reinforce program requirements.

Overall Outreach Program as Framework

Overall, the public education and outreach program will build from an established history of Oakland pride, taking advantage of the rich cultural and environmental consciousness of residents as well as specific pride in and identification with Oakland's various and strong neighborhoods. The program will provide individualized information on demand, encourage good waste diversion habits through example and influence, and link recycling and waste diversion to broader environmental and civic goals. In addition to the aspects noted above, the overall outreach program will provide creative and compelling

educational materials that will increase participation and adoption of the new environmental and diversion initiatives.

By focusing on how engagement and outreach work within the larger framework of service delivery, outreach and customer service staff will work in tandem towards our common goals. We are excited about the opportunity to move Oakland toward a zero waste future.

PUBLIC EDUCATION TEAM MEMBERS

Circlepoint

Established in 1987 as Public Affairs Management, Circlepoint has grown over the years to meet clients' ever-expanding needs, from environmental planning to social media strategy. For more than two decades, Circlepoint has been a guiding force in helping government agencies, private businesses and communities think strategically, communicate effectively, and find solutions to bring resolution on a wide range of issues and opinions. Circlepoint provides strategic communications counsel that informs and educates stakeholders, and has a focused environmental planning practice that integrates environmental assessment, design, and community outreach to produce streamlined environmental documents. The creative services team delivers a wide range of design and production services, from identity development to websites and printed collateral.

Circlepoint is a city of Oakland certified local business.

The Next Generation (TNG)

TNG is a full-service campaign consulting and management, and issue advocacy firm, specializing in the environmental and progressive issues in the Bay Area and across California. TNG helps clients to craft a smart political and outreach strategy, organize operation of information programs, and develop clear, directed, and effective messages.

Kneal Resource System (KRS)

KRS, founded in 1989, is well versed in solid waste issues and related public education initiatives, as the company president, Kathy Neal, served on the former California Integrated Waste Management Board and created and chaired its Public Education and Legislation Committee. KRS has extensive experience with project planning, management and staffing; process improvement; public affairs, public education and governmental affairs strategy and outreach; statewide permitting and regulation of solid waste facilities and programs; and creation and implementation of public education and outreach initiatives.

KRS is a city of Oakland certified small local business.

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3. Service Group 1 Negotiated Term Sheet

CWS has completed the Service Group 1 Best and Final Offer Terms, and has the following comments regarding each of the seven (7) Alternative Contract Terms, as follows:

Term of Contract

1. First extension for 5 years shall be amended to provide notice to contractor allowing contractor to accept or reject extension. If rejected, one year would be automatically added to term.
2. Second extension for 5 years shall be amended to provide notice to contractor allowing contractor to accept or reject extension. If rejected, one year would be automatically added to term.

CWS is responding “NO” to the above two items. CWS is agreeable to the conditions of the contract term in the RFP, which gives the City the sole right to extend the contract for two additional five-year terms. CWS does not desire to put the City in a position of risk regarding whether the City would have to re-procure services and be subject to significant changes in price that are likely to occur in a re-procurement of services. In this way, the ratepayer is protected from price hikes, potential service interruption, and additional procurement costs the City would incur under a rejected contract term arrangement this change could allow.

To help ensure rate stability and labor peace, any labor rate increases incurred by CWS at the extension of any agreement with the City shall be pass-throughs to the City above any amount not covered by the RRI.

CWS is also proposing a base term of 15 years if the City were to allow CWS to utilize its trucks, carts, and radios for a 15-year life. CWS could amortize these assets over a longer term and reduce its rates through the offering of a first year discount. Alternative pricing is provided regarding this alternative in Section 2.11.

Service Standards

1. In year one of contract, 20% of each cart type shall be replaced with new. Following years of contract replacement shall be up to 3%.
2. To further address potential high levels of contamination in the recycling and organics carts, City and company will meet to discuss and, if necessary, City can direct company to remove organics or recycling containers to abate a nuisance.

CWS is responding “YES” to both of these service standards. CWS has included savings in its new BAFO here that provides for the cart replacement service standard. In addition, CWS finds it acceptable to address high levels of contamination in recycling and organics as now outlined in the above language.

Charges and Rates

1. Changes to Refuse Rate Index
 - a. The annual RRI ceiling will be 6% and anything less than 8% will carry forward to next year, except in the final year when the RRI ceiling will be 8%
 - b. Floor will be -5%
 - c. Franchise and Government Fees will be included in weighted average and not subject to any cap or carry-forward.
 - d. The Bureau of Labor Statistics Index Series ID: ceu6056210008 – Service Producing Industries used to calculate changes in the RRI Labor Category will be replaced with the actual changes in the Labor and Health and Welfare Benefits of a specific employee category in each of the Collective Bargaining Agreements utilized to provide services under the MM&O Contract.
 - e. Any rate increase in Local 70 Labor Cost Category that is greater than what would be allowed under current Local 70 CBA will be included equally over three years. Differential increase will be exempt from annual cap and carry-forward.
2. Diversion requirement adjustment impact will be limited to one year.
3. In any year when Contractor gross revenues decrease from the prior year, substantiated by billing audit funded by Contractor the City will not increase the Franchise Fee component of RRI.
4. First franchise fee payment will be due August 15, 2015. Following payments will be due on 20th of the month.

CWS has answered “YES” to #1 above with a proposed modification, as follows: CWS proposes that customer rates be increased over the initial five-year term of the agreements in the first year by the RRI, then for next four years by the RRI plus a fixed 1.5 percent increase (the “Service Level Adjustment”), and in years following back to the RRI without any adjustment. The Service Level Adjustment will bring the rates to the level necessary to sustain full processing of Mixed Materials at the North Gateway Facility – thus giving the ratepayers the benefit of a reduced cost program up front and a full service program after five years. As a condition to the Service Level Adjustment, CWS will demonstrate, annually, that the completion of its North Gateway Facility is on track. By this means, CWS and the City can assure ratepayers that rate adjustments will ultimately be accompanied by an increased service level.

CWS is also agreeable to the other items (2, 3, and 4) and has kept these changes in mind as it modified its BAFO generally.

Quality of Performance of Contractor

1. Liquidated damages (per Attachment A to SG1 Best and Final Offer Terms)
 1. Prior to assessing certain liquidated damages, e.g., for failing to meet public outreach standards, City will give Contractor notice and offer to discuss correcting performance per attached.

CWS has reviewed the extensive changes to the CONTRACTOR Liquidated Damages Payments table provided by the City, including the additional stipulation regarding failing to meet public outreach standards. CWS answers “YES” with one exemption to all the changes and the public outreach stipulation. The one exception is:

- #34 – CWS will not have alternate processing capacity as this damage provision implies; new language will need to be developed that reflects the interim and long-term operations plan CWS proposes and will be consistent with the incremental increase in services and the resulting lower initial rates that CWS has proposed. CWS expects – and is agreeable to - revised language that will provide the City reasonable assurance that it can enforce the obligations of CWS with respect to interim operations.

Indemnification

Contract language requires company to indemnify City across a broad group of items. Indemnification does not extend to maximum service rates. During a pendency of service rate challenge, the City will bear its losses and the company theirs. The company is required to provide service. Contract provides that if service rates are impacted due to court action, contractor and City will meet and confer over requirement to pay Franchise Fees until determination.

1. If Contractor demonstrates actual losses due to service rate lawsuit, City will take immediate action to attempt to recover proven losses for the services rendered. This could include: modifications to program requirement; adjustment to maximum service rates.
2. Should Contractor not be able to recover their losses in 2 years following a trial court determination affecting its ability to obtain rates set forth in agreement, it could provide 12-month notice to cancel the contract.
3. Should the City find it necessary to procure services, it shall procure services from Contractor at commercially reasonable rates.

CWS answers “YES” to numbers 1 and 3 above. CWS has kept these changes in mind as it modified its BAFO generally.

For #2, CWS responded “NO” because it does not want to have the option to cancel the contract by providing a 12-month notice in the event of not being able to recover losses in 2 years following a trial.

CWS would like to develop an alternative method of recovering the losses from other sources/funds the City accumulates during the course of the Franchises and through rate adjustments. CWS wants to assure the City and its ratepayers of continued service under essentially all circumstances.

Defense of Contractor's Rights

1. City shall set forth, through municipal regulation, Contractor's rights under franchise, to include impounding violator's equipment, and allowing fees to address such actions.

CWS answers "YES" to this change. CWS has kept this change in mind as it modified its BAFO generally.

Obligation to Provide Service

1. Force Majeure – Force Majeure only applies if:
 - a. Contractor provides a labor plan prior to July 1, 2015 for restoring services in the event of a labor disruption, and meets and confers with City within three (3) days of a labor disruption with regard to implementation of the approved labor plan.
 - b. Within three (3) days of any labor disruption, Contractor provides essential services meaning collection of Mixed Materials and Organics as needed from public facilities, such as hospitals, airports, ports and certain government facilities, where a failure to so collect would impede critical public services.
 - c. Within three (3) days of a labor disruption initiated by Contractor, Contractor also provides Basic Collection Services including residential and commercial garbage and commercial organics in accordance with normal collection intervals
 - d. Within ten (10) days of a labor-initiated disruption, Contractor provides Essential Collection Services and Basic Collection Services (residential and commercial garbage and commercial organics) in accordance with the normal collection intervals.
 - e. Regardless of labor disruption cause, within twelve (12) days CONTRACTOR also provides in addition to essential and basic collection services, provide Residential Organics Services, Bulky Waste Service, and active cleanup of any accumulated waste which has been set out for collection and not properly picked up during the Labor Disruption.
2. Liquidated Damages shall not commence until 5 days after Contractor-initiated lockout or 15 days after a union initiated strike, if Contractor provides the services as outlined above.

CWS finds the definition of Force Majeure in the RFP generally acceptable provided that it is "apples to apples" with the definition in the City Staff – WMAC negotiated Option 1. CWS is agreeable to further negotiations on the definition of Force Majeure to assure fair treatment of labor over the term of the contract. Based on the foregoing, CWS answers "YES."

Default of Contract

1. Failure to meet Exhibit 8 annual diversion requirement by more than 5%, City may put Contractor on corrective action plan to achieve compliance. Failure to meet corrective action plan may result in liquidated damages not to exceed \$150 per day.
2. Repetitive Compliance Issues will replace the term Habitual Violator. Under the circumstances of repetitive material compliance issues, City and contractor will meet and confer; contractor will implement a remedial action plan with a compliance date. Only after failure during this process lead to default.

CWS answers “YES” to both these changes. CWS has kept these changes in mind as it modified its BAFO generally.

Contract Modifications and Changes in Law

1. Should there be a change in the Mixed Materials and/or Organic Materials quantity, composition, or quality that affects the Contractor’s ability to meet the Diversion Requirements, City will negotiate with Contractor, an appropriate modification to the annual Diversion requirement. Should Contractor dispose of material in a landfill, no additional cost will be borne by City rate payers. Should disposal of the material be in conflict with applicable laws, City and contractor shall meet and confer. Should contractor provide demonstrated additional costs, City shall take action to address.
2. Should there be a change in the recycling commodities markets that affects the Contractor’s ability to meet the Diversion requirements, City will negotiate with Contractor a reasonable modification to the annual Diversion requirement. Should Contractor dispose of material in a landfill, no additional cost will be borne by City rate payers. Should disposal of the material be in conflict with applicable laws, City and contractor shall meet and confer. Should contractor provide demonstrated additional costs, City shall take action to address.

CWS answers “YES” to both these changes. CWS has kept these changes in mind as it modified its BAFO generally.

CWS expects that any and all terms and conditions negotiated and recommended between the City and WMAC shall be equally offered to CWS.

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4. Service Group 2 Negotiated Term Sheet

CWS has completed the Service Group 2 Best and Final Offer Terms (see: Sheet Form (Form XXX)), and has the following comments regarding each of the three (3) Alternative Contract Terms, as follows:

Service Standards

1. Cart replacement of up to 10% per year for 10 years.
2. In year one of contract, 20% of carts shall be replaced with new. Following years of contract cart replacement shall be as needed, up to 3% replacement annually.
3. Use of existing trucks as spares in the fleet.
4. Lower pricing with a Call Center out of county and higher pricing with a Call Center in county.

CWS has answered “NO” to #1 above since it is answering “YES” to #2. An adjustment in the rates has been made as a result of lowering the cart replacement requirements.

For #3, CWS has answered “YES” to use its existing fleet as spares. An adjustment in the rates has been made as a result of being able to do this.

For #4, CWS has answered “NO” since it has already assumed a call center to be located in the City of Oakland, and not either in the County or out of the County in another state. For apples to apples, CWS believes that WMAC rates should be increased for an in-City of Oakland call center requirement and an out of county and out of state call center not be allowed.

Charges and Rates

1. Changes to Refuse Rate Index
 - a. The annual RRI ceiling will be 6% and anything less than 8% will carry forward to next year, except in the final year when the RRI ceiling will be 8%
 - b. Floor will be -5%
 - c. Franchise and Government Fees will be included in weighted average and not subject to any cap or carry-forward.
 - d. The Bureau of Labor Statistics Index Series ID: ceu6056210008 – Service Producing Industries used to calculate changes in the RRI Labor Category will be replaced with the actual changes in the Labor and Health and Welfare Benefits of a specific employee category in each of the Collective Bargaining Agreements utilized to provide services under the MM&O Contract.
 - e. Any rate increase in Local 70 Labor Cost Category that is greater than what would be allowed under current Local 70 CBA will be included equally over three years. Differential increase will be exempt from annual cap and carry-forward.
2. Per-unit per month payment instead of per-ton payment.

CWS has answered “YES” to #1 above with two proposed modification, as follows:

CWS proposes that customer rates be increased over the initial five-year term of the agreements in the first year by the RRI, then for next four years by the RRI plus a fixed 1.5 percent increase (the “Service Level Adjustment”), and in years following back to the RRI without any adjustment. The Service Level Adjustment will bring the rates to the level necessary to sustain full processing of RR Materials at the North Gateway Facility – thus giving the ratepayers the benefit of a reduced cost program up front and a full service program after five years. As a condition to the Service Level Adjustment, CWS will demonstrate, annually, that the completion of its North Gateway Facility is on track. By this means, CWS and the City can assure ratepayers that rate adjustments will ultimately be accompanied by an increased service level.

CWS proposes that the language be modified to replace MM&O with RR, as follows:

The Bureau of Labor Statistics Index Series ID: ceu6056210008 – Service Producing Industries used to calculate changes in the RRI Labor Category will be replaced with the actual changes in the Labor and Health and Welfare Benefits of a specific employee category in each of the Collective Bargaining Agreements utilized to provide services under the ~~MM&O~~ RR Contract.

Regarding #2, CWS has answered “YES” changing the payments to per unit instead of per-ton payment. An adjustment in the rates has been made as a result of being able to do this.

CWS has kept these changes in mind as it modified its BAFO generally.

CWS expects that any and all terms and conditions negotiated and recommended between the City and WMAC shall be equally offered to CWS.

Other

1. \$1 million incentive payment to City for a 20-year contract.
2. \$1.5 million incentive payment to city for a 30 year contract.

CWS has answered “YES” to both of these “Other” changes.

CWS is also proposing a base term of 15 years if the City were to allow CWS to utilize its trucks, carts, and radios for a 15-year life. CWS could amortize these assets over a longer term and reduce its rates through the offering of a first year discount. Alternative pricing is provided regarding this alternative in Section 2.11.

5. Service Group 1 and Service Group 2 Exceptions

CWS refers the City to sections 3 and 4 and notations made on Attachments 1 and 2 herein where exceptions are presented and discussed. CWS has no formal additional exceptions.

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6. Service Group 1 Best and Final Rate Proposal

CWS provides, by City instruction, the following Maximum Service Rate Forms with a Disposal Cost of \$50 per ton, assuming disposal at WMAC's Altamont Landfill.

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MM&O Collection Form 2A					
MAXIMUM MONTHLY COLLECTION SERVICE RATES					
Altamont Landfill and Resource Recovery Facility					
City of Oakland, CA					
SFD Cart Collection					
SFD Collection Service					
A		20	32	64	96
1	Mixed Material Cart Sizes (gallons)	\$50.00	\$50.00	\$50.00	\$50.00
2	Disposal Charge Per Ton - Mixed Materials	0.03	0.06	0.11	0.16
3	Monthly Unit Generation Factor (Tons per Month)	\$ 1.50	\$ 3.00	\$ 5.50	\$ 8.00
4	Disposal Element (Line A2 times Line A3)	\$ 21.73	\$ 25.30	\$ 54.63	\$ 89.02
5	Collection Element	\$ 23.23	\$ 28.30	\$ 60.13	\$ 97.02
6	Total Monthly Unit SFD Collection Service Rate (Lines A4 plus A5)				
B	SFD Collection Service - Backyard	20	32	64	96
1	Mixed Material Cart Sizes (gallons)	23.25	23.25	23.25	23.25
2	Additional Backyard Service Charge	\$ 46.48	\$ 51.55	\$ 83.38	\$ 120.27
3	Total Monthly Unit SFD Collection Service - Backyard Rate (Lines A6 plus B2)				
C	Additional Curbside Mixed Materials Cart	20	32	64	96
1	Mixed Material Cart Sizes (gallons)	13.14	13.14	13.14	13.14
2	Additional Curbside Mixed Materials Cart (decrease to Line A6)	\$ 36.37	\$ 41.44	\$ 73.27	\$ 110.16
3	Total Monthly Additional Curbside Cart Rate (Lines A6 plus C2)				
D	Additional Backyard Mixed Materials Cart	20	32	64	96
1	Mixed Material Cart Sizes (gallons)	13.14	13.14	13.14	13.14
2	Additional Backyard Mixed Materials Cart (decrease to Line B3)	\$ 59.62	\$ 64.69	\$ 96.52	\$ 133.41
3	Total Monthly Additional Backyard Cart Rate (Lines B3 plus D2)				
E	Additional Services				
1	Additional Cart Exchange	\$ 63.75	each additional cart/occurrence		
2	Additional Cart Replacement	\$ 106.25	each additional cart/occurrence		
3	Bulky Goods Overage Rate	\$ 42.50	each overage/cubic yard		
4	Pay-As-You-Go Pick Up	\$ 85.00	each appointment		
5	Extra Service Tag (32 gallon)	\$ 9.56	each tag/occurrence		
6	Mixed Materials Overage Rate	\$ 1.18	each overage/gallon		
7	Mixed Materials Overage Rate	\$ 108.38	each overage/cubic yard		
8	Sharps Collection (At City Option)	\$ 1.13	one quart mail back/per unit per month		
9	On-call HHW Subscription (Default)	\$ 165.75	each occurrence		
10	On-call HHW Collection (At City Option-Included in customer rate) - Percentage	3.60%	per Dwelling Unit/month		
	Change to Collection Element				

SFD invoices shall be delinquent when they are unpaid on the last day of the first month of the bi-monthly billing cycle. CONTRACTOR may charge a delinquent Customer a late fee which is the greater of \$5.00 or 1.5% per month (not compounded.)

MM&O Collection Form 2B (Default)												
MAXIMUM MONTHLY COLLECTION SERVICE RATES												
Altamont Landfill and Resource Recovery Facility												
City of Oakland, CA												
MFD Cart Collection												
The following rates include 1 time per week unlimited subscription to Organic Materials Collection												
MFD Cart Collection Service												
Total Monthly Rate												
	1 x/week	2 x/week	3 x/week	4 x/week	5 x/week	6 x/week	1 x/week	2 x/week	3 x/week	4 x/week	5 x/week	6 x/week
A												
1	20 Gallon Cart											
2	Disposal Charge Per Ton - Mixed Materials	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00
3	Monthly Unit Generation Factor (Tons per Month)	\$ 0.03	\$ 0.07	\$ 0.10	\$ 0.14	\$ 0.17	\$ 0.21	\$ 0.25	\$ 0.29	\$ 0.33	\$ 0.37	\$ 0.41
4	Disposal Element (line A2 times Line A3)	\$ 1.50	\$ 3.50	\$ 5.00	\$ 7.00	\$ 8.50	\$ 10.50	\$ 12.00	\$ 14.00	\$ 16.00	\$ 18.00	\$ 20.00
5	Collection Element	\$ 16.86	\$ 33.73	\$ 50.59	\$ 67.46	\$ 84.32	\$ 101.19	\$ 118.06	\$ 134.92	\$ 151.78	\$ 168.64	\$ 185.50
6	Total Monthly Unit Collection Service Rate (Lines A4 plus A5)	\$ 18.36	\$ 37.23	\$ 55.59	\$ 74.46	\$ 92.82	\$ 111.69	\$ 130.56	\$ 149.43	\$ 168.30	\$ 187.17	\$ 206.04
7	32 Gallon Cart											
8	Disposal Charge Per Ton - Mixed Materials	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00
9	Monthly Unit Generation Factor (Tons per Month)	\$ 0.06	\$ 0.12	\$ 0.18	\$ 0.24	\$ 0.30	\$ 0.36	\$ 0.42	\$ 0.48	\$ 0.54	\$ 0.60	\$ 0.66
10	Disposal Element (line A8 times Line A9)	\$ 3.00	\$ 6.00	\$ 9.00	\$ 12.00	\$ 15.00	\$ 18.00	\$ 21.00	\$ 24.00	\$ 27.00	\$ 30.00	\$ 33.00
11	Collection Element	\$ 26.96	\$ 53.93	\$ 80.89	\$ 107.85	\$ 134.81	\$ 161.78	\$ 188.74	\$ 215.70	\$ 242.66	\$ 269.63	\$ 296.59
12	Total Monthly Unit Collection Service Rate (Lines A10 plus A11)	\$ 29.96	\$ 59.93	\$ 89.89	\$ 119.85	\$ 149.81	\$ 179.78	\$ 209.74	\$ 239.70	\$ 269.66	\$ 299.62	\$ 329.58
13	64 Gallon Cart											
14	Disposal Charge Per Ton - Mixed Materials	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00
15	Monthly Unit Generation Factor (Tons per Month)	\$ 0.06	\$ 0.22	\$ 0.34	\$ 0.45	\$ 0.56	\$ 0.67	\$ 0.78	\$ 0.89	\$ 1.00	\$ 1.11	\$ 1.22
16	Disposal Element (line A14 times Line A15)	\$ 3.00	\$ 11.00	\$ 17.00	\$ 22.50	\$ 28.00	\$ 33.50	\$ 39.00	\$ 44.50	\$ 50.00	\$ 55.50	\$ 61.00
17	Collection Element	\$ 53.93	\$ 107.85	\$ 161.78	\$ 215.70	\$ 269.63	\$ 323.55	\$ 377.47	\$ 431.40	\$ 485.32	\$ 539.25	\$ 593.17
18	Total Monthly Unit Collection Service Rate (Lines A16 plus A17)	\$ 56.93	\$ 118.85	\$ 178.78	\$ 238.20	\$ 297.63	\$ 357.05	\$ 416.47	\$ 475.90	\$ 535.33	\$ 594.75	\$ 654.17
19	96 Gallon Cart											
20	Disposal Charge Per Ton - Mixed Materials	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00
21	Monthly Unit Generation Factor (Tons per Month)	\$ 0.16	\$ 0.33	\$ 0.49	\$ 0.65	\$ 0.82	\$ 0.98	\$ 1.14	\$ 1.30	\$ 1.46	\$ 1.62	\$ 1.78
22	Disposal Element (line A20 times Line A21)	\$ 8.00	\$ 16.50	\$ 24.50	\$ 32.50	\$ 41.00	\$ 49.00	\$ 57.00	\$ 65.50	\$ 74.00	\$ 82.50	\$ 91.00
23	Collection Element	\$ 80.93	\$ 161.86	\$ 242.79	\$ 323.72	\$ 404.65	\$ 485.58	\$ 566.51	\$ 647.44	\$ 728.37	\$ 809.30	\$ 890.23
24	Total Monthly Unit Collection Service Rate (Lines A22 plus A23)	\$ 88.93	\$ 178.36	\$ 267.29	\$ 356.22	\$ 445.65	\$ 534.58	\$ 624.01	\$ 712.94	\$ 801.87	\$ 890.80	\$ 979.73
B	MFD Collection Service - Backyard											
Total Monthly Rates												
1	20 Gallon Cart											
2	Additional Backyard Service Charge	23.25	46.50	69.74	92.99	116.24	139.49	162.74	186.00	209.25	232.50	255.75
3	Total MFD Collection Service - Backyard Rate (Lines A6 plus B2)	\$ 41.61	\$ 83.72	\$ 125.34	\$ 167.45	\$ 209.06	\$ 251.17	\$ 292.78	\$ 334.39	\$ 376.00	\$ 417.61	\$ 459.22
4	32 Gallon Cart											
5	Additional Backyard Service Charge	23.25	46.50	69.74	92.99	116.24	139.49	162.74	186.00	209.25	232.50	255.75
6	Total MFD Collection Service - Backyard Rate (Lines A12 plus B5)	\$ 53.21	\$ 106.42	\$ 159.63	\$ 212.84	\$ 266.05	\$ 319.26	\$ 372.47	\$ 425.68	\$ 478.89	\$ 532.10	\$ 585.31
7	64 Gallon Cart											
8	Additional Backyard Service Charge	23.25	46.50	69.74	92.99	116.24	139.49	162.74	186.00	209.25	232.50	255.75
9	Total MFD Collection Service - Backyard Rate (Lines A18 plus B8)	\$ 80.17	\$ 165.35	\$ 248.52	\$ 331.19	\$ 413.86	\$ 496.54	\$ 579.21	\$ 661.88	\$ 744.55	\$ 827.22	\$ 909.89
10	96 Gallon Cart											
11	Additional Backyard Service Charge	23.25	46.50	69.74	92.99	116.24	139.49	162.74	186.00	209.25	232.50	255.75
12	Total MFD Collection Service - Backyard Rate (Lines A24 plus B11)	\$ 112.18	\$ 224.85	\$ 337.03	\$ 449.21	\$ 561.38	\$ 674.06	\$ 786.24	\$ 898.42	\$ 1010.60	\$ 1122.78	\$ 1234.96



MM&O Collection Form 2B (Default)													
MAXIMUM MONTHLY COLLECTION SERVICE RATES													
Altamont Landfill and Resource Recovery Facility													
City of Oakland, CA													
MFD Cart Collection													
C Additional Curbside Mixed Materials Cart													
1	20 Gallon Cart	1 x/week	2 x/week	3 x/week	4 x/week	5 x/week	6 x/week	1 x/week	2 x/week	3 x/week	4 x/week	5 x/week	6 x/week
2	Additional Curbside Mixed Materials Cart (decrease to Line A6)	13.14	26.28	39.42	52.56	65.71	78.85						
3	Total Monthly Additional Cart Rate (Lines A6 plus C2)	\$ 31.51	\$ 63.51	\$ 95.02	\$ 127.02	\$ 158.53	\$ 190.53						
4	32 Gallon Cart	1 x/week	2 x/week	3 x/week	4 x/week	5 x/week	6 x/week	1 x/week	2 x/week	3 x/week	4 x/week	5 x/week	6 x/week
5	Additional Curbside Mixed Materials Cart (decrease to Line A12)	13.14	26.28	39.42	52.56	65.71	78.85						
6	Total Monthly Additional Cart Rate (Lines A12 plus C5)	\$ 43.10	\$ 86.21	\$ 129.31	\$ 172.42	\$ 215.52	\$ 258.62						
7	64 Gallon Cart	1 x/week	2 x/week	3 x/week	4 x/week	5 x/week	6 x/week	1 x/week	2 x/week	3 x/week	4 x/week	5 x/week	6 x/week
8	Additional Curbside Mixed Materials Cart (decrease to Line A18)	13.14	26.28	39.42	52.56	65.71	78.85						
9	Total Monthly Additional Cart Rate (Lines A18 plus C8)	\$ 70.07	\$ 145.13	\$ 218.20	\$ 290.77	\$ 363.33	\$ 435.90						
10	96 Gallon Cart	1 x/week	2 x/week	3 x/week	4 x/week	5 x/week	6 x/week	1 x/week	2 x/week	3 x/week	4 x/week	5 x/week	6 x/week
11	Additional Curbside Mixed Materials Cart (decrease to line A24)	13.14	26.28	39.42	52.56	65.71	78.85						
12	Total Monthly Additional Cart Rate (Lines A24 plus C11)	\$ 102.07	\$ 204.64	\$ 306.71	\$ 408.78	\$ 511.35	\$ 613.42						
D Additional Backyard Mixed Materials Cart													
1	20 Gallon Cart	1 x/week	2 x/week	3 x/week	4 x/week	5 x/week	6 x/week	1 x/week	2 x/week	3 x/week	4 x/week	5 x/week	6 x/week
2	Additional Backyard Mixed Materials Cart (decrease to Line B3)	13.14	26.28	39.42	52.56	65.71	78.85						
3	Total Monthly Additional Backyard Cart Rate (Lines B3 plus D2)	\$ 54.75	\$ 110.01	\$ 164.76	\$ 220.01	\$ 274.77	\$ 330.02						
4	32 Gallon Cart	1 x/week	2 x/week	3 x/week	4 x/week	5 x/week	6 x/week	1 x/week	2 x/week	3 x/week	4 x/week	5 x/week	6 x/week
5	Additional Backyard Mixed Materials Cart (decrease to Line B6)	13.14	26.28	39.42	52.56	65.71	78.85						
6	Total Monthly Additional Backyard Cart Rate (Lines B6 plus D5)	\$ 66.35	\$ 132.70	\$ 199.05	\$ 265.41	\$ 331.76	\$ 398.11						
7	64 Gallon Cart	1 x/week	2 x/week	3 x/week	4 x/week	5 x/week	6 x/week	1 x/week	2 x/week	3 x/week	4 x/week	5 x/week	6 x/week
8	Additional Backyard Mixed Materials Cart (decrease to Line B9)	13.14	26.28	39.42	52.56	65.71	78.85						
9	Total Monthly Additional Backyard Cart Rate (Lines B9 plus D8)	\$ 93.31	\$ 191.63	\$ 287.94	\$ 383.76	\$ 479.57	\$ 575.38						
10	96 Gallon Cart	1 x/week	2 x/week	3 x/week	4 x/week	5 x/week	6 x/week	1 x/week	2 x/week	3 x/week	4 x/week	5 x/week	6 x/week
11	Additional Backyard Mixed Materials Cart (decrease to Line B12)	13.14	26.28	39.42	52.56	65.71	78.85						
12	Total Monthly Additional Backyard Cart Rate (Lines B12 plus D11)	\$ 125.32	\$ 251.14	\$ 376.45	\$ 501.77	\$ 627.59	\$ 752.91						

MFD invoices shall be delinquent when they are unpaid on the last day of the monthly billing cycle. CONTRACTOR may charge a delinquent Customer a late fee which is the greater of \$5.00 or 1.5% per month (not compounded.)

MM&O Collection Form 2C (Default)												
MAXIMUM MONTHLY COLLECTION SERVICE RATES												
Altamont Landfill and Resource Recovery Facility												
City of Oakland, CA												
MFD Bin Collection												
The following rates include 1 time per week UNLIMITED subscription to Organic Materials Collection												
A MFD Bin Collection Service												
Total Pull Rate												
	1 x/week	2 x/week	3 x/week	4 x/week	5 x/week	6 x/week	1 x/week	2 x/week	3 x/week	4 x/week	5 x/week	6 x/week
1	1 CY Bin											
2	Disposal Charge Per Ton - Mixed Materials	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00						
3	Monthly Unit Generation Factor (Tons per Month)	\$ 0.26	\$ 0.52	\$ 0.78	\$ 1.04	\$ 1.30						
4	Disposal Element (line A2 times Line A3)	\$ 13.00	\$ 26.00	\$ 39.00	\$ 52.00	\$ 65.00						
5	Collection Element	\$ 168.58	\$ 337.17	\$ 505.75	\$ 674.34	\$ 842.92						
6	Total Monthly Unit Collection Service Rate (Lines A4 plus A5)	\$ 181.58	\$ 363.17	\$ 544.75	\$ 726.34	\$ 907.92						
7	1.5 CY Bin											
8	Disposal Charge Per Ton - Mixed Materials	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00						
9	Monthly Unit Generation Factor (Tons per Month)	\$ 0.39	\$ 0.78	\$ 1.17	\$ 1.56	\$ 1.95						
10	Disposal Element (line A8 times Line A9)	\$ 19.50	\$ 39.00	\$ 58.50	\$ 78.00	\$ 97.50						
11	Collection Element	\$ 266.71	\$ 505.72	\$ 758.58	\$ 1,011.43	\$ 1,264.29						
12	Total Monthly Unit Collection Service Rate (Lines A10 plus A11)	\$ 286.21	\$ 544.72	\$ 817.08	\$ 1,089.43	\$ 1,361.79						
13	2 CY Bin											
14	Disposal Charge Per Ton - Mixed Materials	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00						
15	Monthly Unit Generation Factor (Tons per Month)	\$ 0.52	\$ 1.04	\$ 1.56	\$ 2.08	\$ 2.60						
16	Disposal Element (line A14 times Line A15)	\$ 26.00	\$ 52.00	\$ 78.00	\$ 104.00	\$ 130.00						
17	Collection Element	\$ 338.55	\$ 674.34	\$ 1,011.50	\$ 1,348.67	\$ 1,685.84						
18	Total Monthly Unit Collection Service Rate (Lines A16 plus A17)	\$ 364.55	\$ 726.34	\$ 1,089.50	\$ 1,452.67	\$ 1,815.84						
19	3 CY Bin											
20	Disposal Charge Per Ton - Mixed Materials	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00						
21	Monthly Unit Generation Factor (Tons per Month)	\$ 0.78	\$ 1.56	\$ 2.34	\$ 3.12	\$ 3.90						
22	Disposal Element (line A20 times Line A21)	\$ 39.00	\$ 78.00	\$ 117.00	\$ 156.00	\$ 195.00						
23	Collection Element	\$ 507.82	\$ 1,011.50	\$ 1,517.26	\$ 2,023.01	\$ 2,528.76						
24	Total Monthly Unit Collection Service Rate (Lines A22 plus A23)	\$ 546.82	\$ 1,089.50	\$ 1,634.26	\$ 2,179.01	\$ 2,723.76						
25	4 CY Bin											
26	Disposal Charge Per Ton - Mixed Materials	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00						
27	Monthly Unit Generation Factor (Tons per Month)	\$ 1.04	\$ 2.08	\$ 3.12	\$ 4.16	\$ 5.20						
28	Disposal Element (line A26 times Line A27)	\$ 52.00	\$ 104.00	\$ 156.00	\$ 208.00	\$ 260.00						
29	Collection Element	\$ 674.30	\$ 1,348.60	\$ 2,022.90	\$ 2,697.20	\$ 3,371.51						
30	Total Monthly Unit Collection Service Rate (Lines A28 plus A29)	\$ 726.30	\$ 1,452.60	\$ 2,178.90	\$ 2,905.20	\$ 3,631.51						
31	6 CY Bin											
32	Disposal Charge Per Ton - Mixed Materials	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00						
33	Monthly Unit Generation Factor (Tons per Month)	\$ 1.56	\$ 3.12	\$ 4.68	\$ 6.24	\$ 7.79						
34	Disposal Element (line A32 times Line A33)	\$ 78.00	\$ 156.00	\$ 234.00	\$ 312.00	\$ 389.50						
35	Collection Element	\$ 1,011.48	\$ 2,022.95	\$ 3,034.43	\$ 4,045.90	\$ 5,057.38						
36	Total Monthly Unit Collection Service Rate (Lines A34 plus A35)	\$ 1,089.48	\$ 2,178.95	\$ 3,268.43	\$ 4,357.90	\$ 5,446.88						
37	7 CY Bin											
38	Disposal Charge Per Ton - Mixed Materials	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00						
39	Monthly Unit Generation Factor (Tons per Month)	\$ 1.82	\$ 3.64	\$ 5.46	\$ 7.27	\$ 9.09						

MM&O Collection Form 2C (Default)									
MAXIMUM MONTHLY COLLECTION SERVICE RATES									
Altamont Landfill and Resource Recovery Facility									
City of Oakland, CA									
MFD Bin Collection									
40	Disposal Element (line A38 times Line A39)	\$ 91.00	\$ 182.00	\$ 273.00	\$ 363.50	\$ 454.50	\$ 545.50		
41	Collection Element	\$ 1,180.06	\$ 2,360.12	\$ 3,540.18	\$ 4,720.24	\$ 5,900.30	\$ 7,080.36		
42	Total Monthly Unit Collection Service Rate (Lines A40 plus A41)	\$ 1,271.06	\$ 2,542.12	\$ 3,813.18	\$ 5,083.74	\$ 6,354.80	\$ 7,625.86		

MM&O Collection Form 2C (Default)						
MAXIMUM MONTHLY COLLECTION SERVICE RATES						
Altamont Landfill and Resource Recovery Facility						
City of Oakland, CA						
MFD Bin Collection						
B MFD Roll-off Box Collection Service*		Total Pull Rate				
The following rates are pull only and include UNLIMITED subscription to Organic Materials Collection						
		6 CY	10 CY	20 CY	30 CY	40 CY
1	Mixed Material Roll-Off Box Sizes (cubic yards)	\$ 629.15	\$ 679.48	\$ 733.84	\$ 990.68	\$ 1,238.19
2	Roll-Off Box Pull Rate	\$ 1,081.46	\$ 1,129.07	\$ 1,176.69	\$ 1,533.85	\$ 2,033.77
3	Compactor Pull Rate (Customer owned Compactor)	\$ 1,081.46	\$ 1,129.07	\$ 1,176.69	\$ 1,533.85	\$ 2,033.77
4	Compactor Pull Rate (Contractor owned Compactor)	\$ 1,081.46	\$ 1,129.07	\$ 1,176.69	\$ 1,533.85	\$ 2,033.77
C Push Rates		0-25 ft	26-50 ft	51-75 ft	76-100 ft	100+ ft
	Push Rate	\$ 153.00	\$ 310.25	\$ 467.50	\$ 620.50	\$ 777.75
D Bin Cleaning		1-4 CY Bin	5+ CY Bin			
	Cleaning Rate	\$ 85.00	\$ 106.25			
E Additional Services		Rates				
1	Additional Cart Exchange	\$ 63.75	each additional cart/occurrence			
2	Additional Cart Replacement	\$ 106.25	each additional cart/occurrence			
3	Additional Bin Exchange	\$ 42.50	each additional bin/occurrence			
4	Additional Bin Replacement	\$ 85.00	each additional bin/occurrence			
5	Bulky Goods Overage Rate	\$ 42.50	each overage/cubic yard			
6	Pay-As-You-Go Pick Up	\$ 85.00	each appointment			
7	Extra Service Tag (32 gallon)	\$ 9.56	each tag/occurrence			
8	Mixed Materials Overage Rate	\$ 1.18	each overage/gallon			
9	Mixed Materials Overage Rate	\$ 108.38	each overage/cubic yard			
10	Organic Materials Overage Rate	\$ 1.18	each overage/gallon			
11	Organic Materials Overage Rate	\$ 108.38	each overage/cubic yard			
12	Sharps Collection (At City Option)	\$ 1.13	per one quart mail back/ per unit per month			
13	On-call HHW Subscription (Default)	\$ 165.75	each occurrence			
14	On-call HHW Collection (At City Option-included in customer rate) - Percentage Change to Collection Element	4.64%	per Dwelling Unit/month			

Enter what the rate is based on (i.e., per collection, per event, annually,

MFD invoices shall be delinquent when they are unpaid on the last day of the monthly billing cycle. CONTRACTOR may charge a delinquent Customer a late fee which is the greater of \$5.00 or 1.5% per month (not compounded.)

* Note: All compacted and non-compacted pull rates consist of Collection rates and franchise fees only. Disposal will be based on actual disposal costs. The total customer rate will be the pull rate and disposal.

MM&O Collection Form 2D (Option 1) MAXIMUM MONTHLY COLLECTION SERVICE RATES Altamont Landfill and Resource Recovery Facility City of Oakland, CA MFD Cart Collection												
The following rates DO NOT include subscription to Organic Materials Collection												
MFD Cart Collection Service												
Total Monthly Rate												
	1 x/week	2 x/week	3 x/week	4 x/week	5 x/week	6 x/week	1 x/week	2 x/week	3 x/week	4 x/week	5 x/week	6 x/week
A												
20 Gallon Cart												
1	Disposal Charge Per Ton - Mixed Materials	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00
2	Monthly Unit Generation Factor (Tons per Month)	\$ 0.03	\$ 0.09	\$ 0.13	\$ 0.18	\$ 0.22	\$ 0.26	\$ 0.30	\$ 0.36	\$ 0.42	\$ 0.48	\$ 0.54
3	Disposal Element (line A2 times Line A3)	\$ 1.55	\$ 4.50	\$ 6.50	\$ 9.00	\$ 11.00	\$ 13.00	\$ 15.00	\$ 18.00	\$ 21.00	\$ 24.00	\$ 27.00
4	Collection Element	\$ 15.46	\$ 30.92	\$ 46.38	\$ 61.83	\$ 77.29	\$ 92.75	\$ 108.20	\$ 123.66	\$ 139.11	\$ 154.57	\$ 170.03
5	Total Monthly Unit Collection Service Rate (Lines A4 plus A5)	\$ 17.01	\$ 35.42	\$ 52.88	\$ 70.83	\$ 88.29	\$ 105.75	\$ 123.20	\$ 140.66	\$ 158.11	\$ 175.57	\$ 193.03
32 Gallon Cart												
6	Disposal Charge Per Ton - Mixed Materials	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00
7	Monthly Unit Generation Factor (Tons per Month)	\$ 0.08	\$ 0.15	\$ 0.23	\$ 0.31	\$ 0.39	\$ 0.46	\$ 0.54	\$ 0.62	\$ 0.70	\$ 0.78	\$ 0.86
8	Disposal Element (line A8 times Line A9)	\$ 4.00	\$ 7.50	\$ 11.50	\$ 15.50	\$ 19.50	\$ 23.00	\$ 27.00	\$ 31.00	\$ 35.00	\$ 39.00	\$ 43.00
9	Collection Element	\$ 24.72	\$ 49.44	\$ 74.16	\$ 98.87	\$ 123.59	\$ 148.31	\$ 173.02	\$ 197.74	\$ 222.45	\$ 247.17	\$ 271.89
10	Total Monthly Unit Collection Service Rate (Lines A10 plus A11)	\$ 28.72	\$ 56.94	\$ 85.66	\$ 114.37	\$ 143.09	\$ 171.81	\$ 200.52	\$ 229.24	\$ 257.96	\$ 286.68	\$ 315.40
64 Gallon Cart												
11	Disposal Charge Per Ton - Mixed Materials	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00
12	Monthly Unit Generation Factor (Tons per Month)	\$ 0.14	\$ 0.29	\$ 0.43	\$ 0.57	\$ 0.72	\$ 0.86	\$ 1.00	\$ 1.14	\$ 1.28	\$ 1.42	\$ 1.56
13	Disposal Element (line A14 times Line A15)	\$ 7.00	\$ 14.50	\$ 21.50	\$ 28.50	\$ 36.00	\$ 43.00	\$ 50.00	\$ 57.00	\$ 64.00	\$ 71.00	\$ 78.00
14	Collection Element	\$ 49.43	\$ 98.86	\$ 148.29	\$ 197.72	\$ 247.15	\$ 296.58	\$ 346.01	\$ 395.44	\$ 444.87	\$ 494.30	\$ 543.73
15	Total Monthly Unit Collection Service Rate (Lines A16 plus A17)	\$ 56.43	\$ 113.36	\$ 169.79	\$ 226.22	\$ 283.15	\$ 339.58	\$ 396.51	\$ 453.44	\$ 510.37	\$ 567.30	\$ 624.23
96 Gallon Cart												
16	Disposal Charge Per Ton - Mixed Materials	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00
17	Monthly Unit Generation Factor (Tons per Month)	\$ 0.21	\$ 0.42	\$ 0.63	\$ 0.84	\$ 1.05	\$ 1.26	\$ 1.47	\$ 1.68	\$ 1.89	\$ 2.10	\$ 2.31
18	Disposal Element (line A20 times Line A21)	\$ 10.50	\$ 21.00	\$ 31.50	\$ 42.00	\$ 52.50	\$ 63.00	\$ 73.50	\$ 84.00	\$ 94.50	\$ 105.00	\$ 115.50
19	Collection Element	\$ 74.18	\$ 148.37	\$ 222.55	\$ 296.73	\$ 370.92	\$ 445.10	\$ 519.28	\$ 593.46	\$ 667.64	\$ 741.82	\$ 816.00
20	Total Monthly Unit Collection Service Rate (Lines A22 plus A23)	\$ 84.68	\$ 169.37	\$ 254.05	\$ 338.73	\$ 423.42	\$ 508.10	\$ 592.78	\$ 677.46	\$ 762.14	\$ 846.82	\$ 931.50
B												
MFD Collection Service - Backyard												
Total Monthly Rates												
20 Gallon Cart												
1	Additional Backyard Service Charge	23.25	46.50	69.74	92.99	116.24	139.49	162.74	186.00	209.25	232.50	255.75
2	Total MFD Collection Service - Backyard Rate (Lines A6 plus B2)	\$ 40.26	\$ 81.91	\$ 122.62	\$ 163.82	\$ 204.53	\$ 245.24	\$ 285.95	\$ 326.66	\$ 367.37	\$ 408.08	\$ 448.79
32 Gallon Cart												
3	Additional Backyard Service Charge	23.25	46.50	69.74	92.99	116.24	139.49	162.74	186.00	209.25	232.50	255.75
4	Total MFD Collection Service - Backyard Rate (Lines A12 plus B5)	\$ 51.97	\$ 103.43	\$ 155.40	\$ 207.36	\$ 259.33	\$ 310.80	\$ 362.77	\$ 414.74	\$ 466.71	\$ 518.68	\$ 570.65
64 Gallon Cart												
5	Additional Backyard Service Charge	23.25	46.50	69.74	92.99	116.24	139.49	162.74	186.00	209.25	232.50	255.75
6	Total MFD Collection Service - Backyard Rate (Lines A18 plus B8)	\$ 79.68	\$ 159.86	\$ 239.53	\$ 319.21	\$ 399.39	\$ 479.07	\$ 558.75	\$ 638.43	\$ 718.11	\$ 797.79	\$ 877.47
96 Gallon Cart												
7	Additional Backyard Service Charge	23.25	46.50	69.74	92.99	116.24	139.49	162.74	186.00	209.25	232.50	255.75
8	Total MFD Collection Service - Backyard Rate (Lines A24 plus B11)	\$ 107.93	\$ 215.86	\$ 323.79	\$ 431.72	\$ 539.66	\$ 647.59	\$ 755.52	\$ 863.45	\$ 971.38	\$ 1079.31	\$ 1187.24



MM&O Collection Form 2D (Option 1)												
MAXIMUM MONTHLY COLLECTION SERVICE RATES												
Altamont Landfill and Resource Recovery Facility												
City of Oakland, CA												
MFD Cart Collection												
Additional Curbside Mixed Materials Cart												
C	1	20 Gallon Cart	1 x/week	2 x/week	3 x/week	4 x/week	5 x/week	6 x/week	Total Monthly Rates			
	1	Additional Curbside Mixed Materials Cart (decrease to Line A6)	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
	3	Total Monthly Additional Cart Rate (Lines A6 plus C2)	\$ 17.01	\$ 35.42	\$ 52.88	\$ 70.83	\$ 88.29	\$ 105.75				
	4		1 x/week	2 x/week	3 x/week	4 x/week	5 x/week	6 x/week				
	5	Additional Curbside Mixed Materials Cart (decrease to Line A12)	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
	6	Total Monthly Additional Cart Rate (Lines A12 plus C5)	\$ 28.72	\$ 56.94	\$ 85.66	\$ 114.37	\$ 143.09	\$ 171.31				
	7	64 Gallon Cart	1 x/week	2 x/week	3 x/week	4 x/week	5 x/week	6 x/week				
	8	Additional Curbside Mixed Materials Cart (decrease to Line A18)	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
	9	Total Monthly Additional Cart Rate (Lines A18 plus C8)	\$ 56.43	\$ 113.36	\$ 169.79	\$ 226.22	\$ 283.15	\$ 339.58				
	10	96 Gallon Cart	1 x/week	2 x/week	3 x/week	4 x/week	5 x/week	6 x/week				
	11	Additional Curbside Mixed Materials Cart (decrease to line A24)	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
	12	Total Monthly Additional Cart Rate (Lines A24 plus C11)	\$ 84.68	\$ 169.37	\$ 254.05	\$ 338.73	\$ 423.42	\$ 508.10				
D	Additional Backyard Mixed Materials Cart											
1	20 Gallon Cart	1 x/week	2 x/week	3 x/week	4 x/week	5 x/week	6 x/week					
	1	Additional Backyard Mixed Materials Cart (decrease to Line B3)	13.14	26.28	39.42	52.56	65.71	78.85				
	3	Total Monthly Additional Backyard Cart Rate (Lines B3 plus D2)	\$ 53.40	\$ 108.19	\$ 162.04	\$ 216.39	\$ 270.24	\$ 324.08				
	4	32 Gallon Cart	1 x/week	2 x/week	3 x/week	4 x/week	5 x/week	6 x/week				
	5	Additional Backyard Mixed Materials Cart (decrease to Line B6)	13.14	26.28	39.42	52.56	65.71	78.85				
	6	Total Monthly Additional Backyard Cart Rate (Lines B6 plus D5)	\$ 65.11	\$ 129.71	\$ 194.82	\$ 259.93	\$ 325.04	\$ 389.64				
	7	64 Gallon Cart	1 x/week	2 x/week	3 x/week	4 x/week	5 x/week	6 x/week				
	8	Additional Backyard Mixed Materials Cart (decrease to Line B9)	13.14	26.28	39.42	52.56	65.71	78.85				
	9	Total Monthly Additional Backyard Cart Rate (Lines B9 plus D8)	\$ 92.82	\$ 186.14	\$ 278.96	\$ 371.78	\$ 465.10	\$ 557.91				
	10	96 Gallon Cart	1 x/week	2 x/week	3 x/week	4 x/week	5 x/week	6 x/week				
	11	Additional Backyard Mixed Materials Cart (decrease to Line B12)	13.14	26.28	39.42	52.56	65.71	78.85				
	12	Total Monthly Additional Backyard Cart Rate (Lines B12 plus D11)	\$ 121.07	\$ 242.14	\$ 363.22	\$ 484.29	\$ 605.36	\$ 726.43				
E	MFD Organic Materials Collection Subscription											
	1	Organic Material Cart Sizes (gallons)	20	32	64	96						
	2	1 collection / week	\$ 27.25	\$ 36.56	\$ 79.72	\$ 122.84						
	3	Additional Cart / week	\$ 27.25	\$ 36.56	\$ 79.72	\$ 122.84						

MFD invoices shall be delinquent when they are unpaid on the last day of the monthly billing cycle. CONTRACTOR may charge a delinquent Customer a late fee which is the greater of \$5.00 or 1.5% per month (not compounded.)

MM&O Collection Form 2E (Option 1)												
MAXIMUM MONTHLY COLLECTION SERVICE RATES												
Altamont Landfill and Resource Recovery Facility												
City of Oakland, CA												
MFD Bin Collection												
The following rates DO NOT include subscription to Organic Materials Collection												
A MFD Bin Collection Service												
Total Pull Rate												
	1 x/week	2 x/week	3 x/week	4 x/week	5 x/week	6 x/week	1 x/week	2 x/week	3 x/week	4 x/week	5 x/week	6 x/week
1	1 CY Bin											
2	Disposal Charge Per Ton - Mixed Materials	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00
3	Monthly Unit Generation Factor (Tons per Month)	\$ 0.27	\$ 0.54	\$ 0.81	\$ 1.08	\$ 1.35	\$ 0.27	\$ 0.54	\$ 0.81	\$ 1.08	\$ 1.35	\$ 1.62
4	Disposal Element (line A2 times Line A3)	\$ 13.50	\$ 27.00	\$ 40.50	\$ 54.00	\$ 67.50	\$ 13.50	\$ 27.00	\$ 40.50	\$ 54.00	\$ 67.50	\$ 81.00
5	Collection Element	\$154.53	\$309.06	\$463.59	\$618.13	\$772.66	\$154.53	\$309.06	\$463.59	\$618.13	\$772.66	\$991.81
6	Total Monthly Unit Collection Service Rate (Lines A4 plus A5)	\$ 168.03	\$ 336.06	\$ 504.09	\$ 672.13	\$ 840.16	\$ 168.03	\$ 336.06	\$ 504.09	\$ 672.13	\$ 840.16	\$ 1,072.81
7	1.5 CY Bin											
8	Disposal Charge Per Ton - Mixed Materials	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00
9	Monthly Unit Generation Factor (Tons per Month)	\$ 0.41	\$ 0.81	\$ 1.22	\$ 1.62	\$ 2.03	\$ 0.41	\$ 0.81	\$ 1.22	\$ 1.62	\$ 2.03	\$ 2.44
10	Disposal Element (line A8 times Line A9)	\$ 20.50	\$ 40.50	\$ 61.00	\$ 81.00	\$ 101.50	\$ 20.50	\$ 40.50	\$ 61.00	\$ 81.00	\$ 101.50	\$ 122.00
11	Collection Element	\$231.78	\$463.57	\$695.35	\$927.13	\$1,158.92	\$231.78	\$463.57	\$695.35	\$927.13	\$1,158.92	\$1,390.70
12	Total Monthly Unit Collection Service Rate (Lines A10 plus A11)	\$ 252.28	\$ 504.07	\$ 756.35	\$ 1,008.13	\$ 1,260.42	\$ 252.28	\$ 504.07	\$ 756.35	\$ 1,008.13	\$ 1,260.42	\$ 1,512.70
13	2 CY Bin											
14	Disposal Charge Per Ton - Mixed Materials	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00
15	Monthly Unit Generation Factor (Tons per Month)	\$ 0.54	\$ 1.08	\$ 1.62	\$ 2.17	\$ 2.71	\$ 0.54	\$ 1.08	\$ 1.62	\$ 2.17	\$ 2.71	\$ 3.25
16	Disposal Element (line A14 times Line A15)	\$ 27.00	\$ 54.00	\$ 81.00	\$ 108.50	\$ 135.50	\$ 27.00	\$ 54.00	\$ 81.00	\$ 108.50	\$ 135.50	\$ 162.50
17	Collection Element	\$309.07	\$618.14	\$927.21	\$1,236.28	\$1,545.35	\$309.07	\$618.14	\$927.21	\$1,236.28	\$1,545.35	\$1,854.42
18	Total Monthly Unit Collection Service Rate (Lines A16 plus A17)	\$ 336.07	\$ 672.14	\$ 1,008.21	\$ 1,344.78	\$ 1,680.85	\$ 336.07	\$ 672.14	\$ 1,008.21	\$ 1,344.78	\$ 1,680.85	\$ 2,016.92
19	3 CY Bin											
20	Disposal Charge Per Ton - Mixed Materials	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00
21	Monthly Unit Generation Factor (Tons per Month)	\$ 0.81	\$ 1.62	\$ 2.44	\$ 3.25	\$ 4.06	\$ 0.81	\$ 1.62	\$ 2.44	\$ 3.25	\$ 4.06	\$ 4.87
22	Disposal Element (line A20 times Line A21)	\$ 40.50	\$ 81.00	\$ 122.00	\$ 162.50	\$ 203.00	\$ 40.50	\$ 81.00	\$ 122.00	\$ 162.50	\$ 203.00	\$ 243.50
23	Collection Element	\$463.60	\$927.20	\$1,390.80	\$1,854.40	\$2,317.87	\$463.60	\$927.20	\$1,390.80	\$1,854.40	\$2,317.87	\$2,781.60
24	Total Monthly Unit Collection Service Rate (Lines A22 plus A23)	\$ 504.10	\$ 1,008.20	\$ 1,512.80	\$ 2,016.90	\$ 2,520.87	\$ 504.10	\$ 1,008.20	\$ 1,512.80	\$ 2,016.90	\$ 2,520.87	\$ 3,025.10
25	4 CY Bin											
26	Disposal Charge Per Ton - Mixed Materials	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00
27	Monthly Unit Generation Factor (Tons per Month)	\$ 1.08	\$ 2.17	\$ 3.25	\$ 4.33	\$ 5.41	\$ 1.08	\$ 2.17	\$ 3.25	\$ 4.33	\$ 5.41	\$ 6.50
28	Disposal Element (line A26 times Line A27)	\$ 54.00	\$ 108.50	\$ 162.50	\$ 216.50	\$ 270.50	\$ 54.00	\$ 108.50	\$ 162.50	\$ 216.50	\$ 270.50	\$ 325.00
29	Collection Element	\$618.10	\$1,236.21	\$1,854.31	\$2,472.42	\$3,090.52	\$618.10	\$1,236.21	\$1,854.31	\$2,472.42	\$3,090.52	\$3,708.63
30	Total Monthly Unit Collection Service Rate (Lines A28 plus A29)	\$ 672.10	\$ 1,344.71	\$ 2,016.81	\$ 2,688.92	\$ 3,361.02	\$ 672.10	\$ 1,344.71	\$ 2,016.81	\$ 2,688.92	\$ 3,361.02	\$ 4,033.63
31	6 CY Bin											
32	Disposal Charge Per Ton - Mixed Materials	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00
33	Monthly Unit Generation Factor (Tons per Month)	\$ 1.62	\$ 3.25	\$ 4.87	\$ 6.50	\$ 8.12	\$ 1.62	\$ 3.25	\$ 4.87	\$ 6.50	\$ 8.12	\$ 9.74
34	Disposal Element (line A32 times Line A33)	\$ 81.00	\$ 162.50	\$ 243.50	\$ 325.00	\$ 406.00	\$ 81.00	\$ 162.50	\$ 243.50	\$ 325.00	\$ 406.00	\$ 487.00
35	Collection Element	\$961.80	\$1,854.33	\$2,781.67	\$3,708.67	\$4,635.83	\$961.80	\$1,854.33	\$2,781.67	\$3,708.67	\$4,635.83	\$5,563.00
36	Total Monthly Unit Collection Service Rate (Lines A34 plus A35)	\$ 1,042.80	\$ 2,016.83	\$ 3,025.10	\$ 4,033.63	\$ 5,041.83	\$ 1,042.80	\$ 2,016.83	\$ 3,025.10	\$ 4,033.63	\$ 5,041.83	\$ 6,050.00
37	7 CY Bin											
38	Disposal Charge Per Ton - Mixed Materials	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00
39	Monthly Unit Generation Factor (Tons per Month)	\$ 1.89	\$ 3.79	\$ 5.68	\$ 7.58	\$ 9.47	\$ 1.89	\$ 3.79	\$ 5.68	\$ 7.58	\$ 9.47	\$ 11.37
40	Disposal Element (line A38 times Line A39)	\$ 94.50	\$ 189.50	\$ 284.00	\$ 379.00	\$ 473.50	\$ 94.50	\$ 189.50	\$ 284.00	\$ 379.00	\$ 473.50	\$ 568.50

MM&O Collection Form 2E (Option 1)						
MAXIMUM MONTHLY COLLECTION SERVICE RATES						
Altamont Landfill and Resource Recovery Facility						
City of Oakland, CA						
MFD Bin Collection						
41	Collection Element	\$1,081.57	\$2,163.41	\$3,245.11	\$4,345.52	\$5,408.52
42	Total Monthly Unit Collection Service Rate (Lines A40 plus A41)	\$1,176.07	\$2,352.91	\$3,529.11	\$4,724.52	\$5,882.02
						\$7,058.73

MM&O Collection Form 2E (Option 1)									
MAXIMUM MONTHLY COLLECTION SERVICE RATES									
Altamont Landfill and Resource Recovery Facility									
City of Oakland, CA									
MFD Bin Collection									
B MFD Roll-off Box Collection Service*									
The following rates are pull only and DO NOT include subscription to Organic Materials Collection									
Total Pull Rate									
	6 CY	10 CY	20 CY	30 CY	40 CY				
1 Mixed Material Roll-Off Box Sizes (cubic yards)	\$ 629.15	\$ 679.48	\$ 733.84	\$ 990.68	\$ 1,238.19				
2 Roll-Off Box Pull Rate	\$1,081.46	\$1,129.07	\$1,176.69	\$1,533.85	\$2,033.77				
3 Compactor Pull Rate (Customer owned Compactor)	\$1,081.46	\$1,129.07	\$1,176.69	\$1,533.85	\$2,033.77				
4 Compactor Pull Rate (Contractor owned Compactor)	\$1,081.46	\$1,129.07	\$1,176.69	\$1,533.85	\$2,033.77				
C MFD Organic Materials Collection Subscription									
	1 CY	1.5 CY	2 CY	3 CY	4 CY	6 CY	7 CY		
1 Organic Material Bin Sizes (gallons)	\$ 163.05	\$ 228.17	\$ 298.32	\$ 427.49	\$ 550.91	\$ 764.07	\$ 893.68		
2 1 collection / week	\$ 163.05	\$ 228.17	\$ 298.32	\$ 427.49	\$ 550.91	\$ 764.07	\$ 893.68		
3 Additional Bin / week									
Push Rates									
0-25 ft	\$ 153.00	\$ 310.25	\$ 467.50	\$ 620.50	\$ 777.75				
26-50 ft									
51-75 ft									
76-100 ft									
100+ ft									
D Bin Cleaning									
1-4 CY Bin	\$ 85.00	\$ 106.25							
5+ CY Bin									
E Additional Services									
1 Additional Cart Exchange	\$ 63.75	each additional cart/occurrence							
2 Additional Cart Replacement	\$ 106.25	each additional cart/occurrence							
3 Additional Bin Exchange	\$ 42.50	each additional bin/occurrence							
4 Additional Bin Replacement	\$ 85.00	each additional bin/occurrence							
5 Bulky Goods Overage Rate	\$ 42.50	each overage/cubic yard							
6 Pay-As-You-Go Pick Up	\$ 382.50	each appointment							
7 Extra Service Tag (32 gallon)	\$ 9.56	each tag/occurrence							
8 Mixed Materials Overage Rate	\$ 1.18	each overage/gallon							
9 Mixed Materials Overage Rate	\$ 108.38	each overage/cubic yard							
10 Organic Materials Overage Rate	\$ 1.18	each overage/gallon							
11 Organic Materials Overage Rate	\$ 108.38	each overage/cubic yard							
12 Sharps Collection (At City Option)	\$ 1.13	per one quart mail back/ per unit per month							
13 On-call HHW Subscription (Default)	\$ 165.75	each occurrence							
14 On-call HHW Collection (At City Option-included in customer rate) - Percentage Change to Collection Element	5.07%	per Dwelling Unit/month							

Enter what the rate is based on (i.e., per collection, per event, annually, etc.)

MFD invoices shall be delinquent when they are unpaid on the last day of the monthly billing cycle. CONTRACTOR Customer a late fee which is the greater of \$5.00 or 1.5% per month (not compounded.)
* Note: All compacted and non-compacted pull rates consist of Collection rates and franchise fees only. Disposal w costs. The total customer rate will be the pull rate and disposal.

MM&O Collection Form 2F												
MAXIMUM MONTHLY COLLECTION SERVICE RATES												
Altamont Landfill and Resource Recovery Facility												
City of Oakland, CA												
Commercial Cart Collection												
The following rates DO NOT include subscription to Organic Materials Collection												
Commercial Cart Collection Service												
Total Monthly Rate												
	1 x/week	2 x/week	3 x/week	4 x/week	5 x/week	6 x/week		3 x/week	4 x/week	5 x/week	6 x/week	
A												
1	20 Gallon Cart											
2	Disposal Charge Per Ton - Mixed Materials	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00		\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00	
3	Monthly Unit Generation Factor (Tons per Month)	\$ 0.03	\$ 0.07	\$ 0.14	\$ 0.21	\$ 0.27		\$ 0.14	\$ 0.21	\$ 0.27	\$ 0.34	
4	Disposal Element (line A2 times Line A3)	\$ 1.50	\$ 3.50	\$ 7.00	\$ 10.50	\$ 14.00		\$ 7.00	\$ 10.50	\$ 14.00	\$ 17.50	
5	Collection Element	\$21.20	\$ 44.41	\$ 66.61	\$ 88.82	\$ 111.02		\$ 66.61	\$ 88.82	\$ 111.02	\$ 133.23	
6	Total Monthly Unit Collection Service Rate (Lines A4 plus A5)	\$ 22.70	\$ 47.91	\$ 71.61	\$ 95.82	\$ 119.52		\$ 71.61	\$ 95.82	\$ 119.52	\$ 143.73	
7	32 Gallon Cart											
8	Disposal Charge Per Ton - Mixed Materials	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00		\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00	
9	Monthly Unit Generation Factor (Tons per Month)	\$ 0.06	\$ 0.12	\$ 0.18	\$ 0.24	\$ 0.30		\$ 0.18	\$ 0.24	\$ 0.30	\$ 0.36	
10	Disposal Element (line A8 times Line A9)	\$ 3.00	\$ 6.00	\$ 9.00	\$ 12.00	\$ 15.00		\$ 9.00	\$ 12.00	\$ 15.00	\$ 18.00	
11	Collection Element	\$28.16	\$ 56.32	\$ 84.48	\$ 112.64	\$ 140.80		\$ 84.48	\$ 112.64	\$ 140.80	\$ 168.96	
12	Total Monthly Unit Collection Service Rate (Lines A10 plus A11)	\$ 31.16	\$ 62.32	\$ 93.48	\$ 124.64	\$ 155.80		\$ 93.48	\$ 124.64	\$ 155.80	\$ 186.96	
13	64 Gallon Cart											
14	Disposal Charge Per Ton - Mixed Materials	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00		\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00	
15	Monthly Unit Generation Factor (Tons per Month)	\$ 0.11	\$ 0.22	\$ 0.34	\$ 0.45	\$ 0.56		\$ 0.34	\$ 0.45	\$ 0.56	\$ 0.67	
16	Disposal Element (line A14 times Line A15)	\$ 5.50	\$ 11.00	\$ 17.00	\$ 22.50	\$ 28.00		\$ 17.00	\$ 22.50	\$ 28.00	\$ 33.50	
17	Collection Element	\$61.74	\$123.48	\$185.21	\$246.95	\$308.69		\$185.21	\$246.95	\$308.69	\$370.43	
18	Total Monthly Unit Collection Service Rate (Lines A16 plus A17)	\$ 67.24	\$ 134.48	\$ 202.21	\$ 269.45	\$ 336.69		\$ 202.21	\$ 269.45	\$ 336.69	\$ 403.93	
19	96 Gallon Cart											
20	Disposal Charge Per Ton - Mixed Materials	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00		\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00	
21	Monthly Unit Generation Factor (Tons per Month)	\$ 0.16	\$ 0.33	\$ 0.49	\$ 0.65	\$ 0.82		\$ 0.49	\$ 0.65	\$ 0.82	\$ 0.98	
22	Disposal Element (line A20 times Line A21)	\$ 8.00	\$ 16.50	\$ 24.50	\$ 32.50	\$ 41.00		\$ 24.50	\$ 32.50	\$ 41.00	\$ 49.00	
23	Collection Element	\$95.25	\$190.49	\$285.74	\$380.98	\$476.23		\$285.74	\$380.98	\$476.23	\$571.47	
24	Total Monthly Unit Collection Service Rate (Lines A22 plus A23)	\$ 103.25	\$ 206.99	\$ 310.24	\$ 413.48	\$ 517.23		\$ 310.24	\$ 413.48	\$ 517.23	\$ 620.47	
B	Additional Mixed Materials Cart											
Total Monthly Rates												
1	20 Gallon Cart											
2	Additional Mixed Materials Cart (decrease to Line A6)	13.14	26.28	39.42	52.56	65.71		39.42	52.56	65.71	78.85	
3	Total Monthly Additional Cart Rate (Lines A6 plus B2)	\$ 35.84	\$ 74.19	\$ 111.04	\$ 148.38	\$ 185.23		\$ 111.04	\$ 148.38	\$ 185.23	\$ 222.57	
4	32 Gallon Cart											
5	Additional Mixed Materials Cart (decrease to Line A12)	13.14	26.28	39.42	52.56	65.71		39.42	52.56	65.71	78.85	
6	Total Monthly Additional Cart Rate (Lines A12 plus B5)	\$ 44.30	\$ 88.60	\$ 132.91	\$ 177.21	\$ 221.51		\$ 132.91	\$ 177.21	\$ 221.51	\$ 265.81	
7	64 Gallon Cart											
8	Additional Mixed Materials Cart (decrease to Line A18)	13.14	26.28	39.42	52.56	65.71		39.42	52.56	65.71	78.85	
9	Total Monthly Additional Cart Rate (Lines A18 plus B8)	\$ 80.38	\$ 160.76	\$ 241.64	\$ 322.02	\$ 402.39		\$ 241.64	\$ 322.02	\$ 402.39	\$ 482.77	
10	96 Gallon Cart											
11	Additional Mixed Materials Cart (decrease to Line A24)	13.14	26.28	39.42	52.56	65.71		39.42	52.56	65.71	78.85	
12	Total Monthly Additional Cart Rate (Lines A24 plus B11)	\$ 116.39	\$ 233.27	\$ 349.66	\$ 466.05	\$ 582.93		\$ 349.66	\$ 466.05	\$ 582.93	\$ 699.32	

MM&O Collection Form 2F						
MAXIMUM MONTHLY COLLECTION SERVICE RATES						
Altamont Landfill and Resource Recovery Facility						
City of Oakland, CA						
Commercial Cart Collection						
Commercial Organic Materials Collection						
		1 x/week	2 x/week	3 x/week	4 x/week	5 x/week
Total Monthly Subscription Rate						
C						
1						
2	20 Gallon Cart Organic Materials Rate	\$ 27.25	\$ 54.50	\$ 81.75	\$ 109.00	\$ 136.26
3	32 Gallon Cart Organic Materials Rate	\$ 36.56	\$ 73.12	\$ 109.68	\$ 146.23	\$ 182.79
4	64 Gallon Cart Organic Materials Rate	\$ 79.72	\$ 159.44	\$ 239.16	\$ 318.89	\$ 398.61
5	96 Gallon Cart Organic Materials Rate	\$ 122.84	\$ 245.68	\$ 368.53	\$ 491.37	\$ 614.21
D						
Additional Organic Materials Cart						
1						
2	Additional 20 Gallon Organic Materials Cart	27.25	54.50	81.75	109.00	136.26
3	Additional 32 Gallon Organic Materials Cart	36.56	73.12	109.68	146.23	182.79
4	Additional 64 Gallon Organic Materials Cart	79.72	159.44	239.16	318.89	398.61
5	Additional 96 Gallon Organic Materials Cart	122.84	245.68	368.53	491.37	614.21

Commercial invoices shall be delinquent when they are unpaid on the last day of the monthly billing cycle. CONTRACTOR may charge a delinquent Customer a late fee which is the greater of \$5.00 or 1.5% per month (not compounded.)

MM&O Collection Form 2G												
MAXIMUM MONTHLY COLLECTION SERVICE RATES												
Altamont Landfill and Resource Recovery Facility												
City of Oakland, CA												
Commercial Bin Collection												
The following rates DO NOT include subscription to Organic Materials Collection												
A Commercial Bin Collection Service												
Total Pull Rate												
	1 x/week	2 x/week	3 x/week	4 x/week	5 x/week	6 x/week	1 x/week	2 x/week	3 x/week	4 x/week	5 x/week	6 x/week
1 1 CY Bin												
Disposal Charge Per Ton - Mixed Materials	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00						
Monthly Unit Generation Factor (Tons per Month)	\$ 0.27	\$ 0.54	\$ 0.81	\$ 1.08	\$ 1.35	\$ 1.62						
Disposal Element (line A2 times Line A3)	\$ 13.50	\$ 27.00	\$ 40.50	\$ 54.00	\$ 67.50	\$ 81.00						
Collection Element	\$ 144.35	\$ 281.90	\$ 422.85	\$ 553.79	\$ 694.74	\$ 835.69						
6 Total Monthly Unit Collection Service Rate (Lines A4 + A5)	\$ 157.85	\$ 308.90	\$ 463.35	\$ 607.79	\$ 762.24	\$ 916.69						
7 1.5 CY Bin												
Disposal Charge Per Ton - Mixed Materials	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00						
Monthly Unit Generation Factor (Tons per Month)	\$ 0.41	\$ 0.81	\$ 1.22	\$ 1.62	\$ 2.03	\$ 2.44						
Disposal Element (line A8 times Line A9)	\$ 20.50	\$ 40.50	\$ 61.00	\$ 81.00	\$ 101.50	\$ 122.00						
Collection Element	\$ 180.57	\$ 361.15	\$ 541.72	\$ 722.29	\$ 902.86	\$ 1,083.44						
12 Total Monthly Unit Collection Service Rate (Lines A10 + A11)	\$ 201.07	\$ 401.65	\$ 602.72	\$ 803.29	\$ 1,004.36	\$ 1,205.44						
13 2 CY Bin												
Disposal Charge Per Ton - Mixed Materials	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00						
Monthly Unit Generation Factor (Tons per Month)	\$ 0.54	\$ 1.08	\$ 1.62	\$ 2.17	\$ 2.71	\$ 3.25						
Disposal Element (line A14 times Line A15)	\$ 27.00	\$ 54.00	\$ 81.00	\$ 108.50	\$ 135.50	\$ 162.50						
Collection Element	\$ 235.71	\$ 471.42	\$ 707.13	\$ 942.84	\$ 1,178.55	\$ 1,414.26						
18 Total Monthly Unit Collection Service Rate (Lines A16 + A17)	\$ 262.71	\$ 525.42	\$ 788.13	\$ 1,051.34	\$ 1,314.05	\$ 1,576.76						
19 3 CY Bin												
Disposal Charge Per Ton - Mixed Materials	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00						
Monthly Unit Generation Factor (Tons per Month)	\$ 0.81	\$ 1.62	\$ 2.44	\$ 3.25	\$ 4.06	\$ 4.87						
Disposal Element (line A20 times Line A21)	\$ 40.50	\$ 81.00	\$ 122.00	\$ 162.50	\$ 203.00	\$ 243.50						
Collection Element	\$ 336.43	\$ 672.85	\$ 1,009.28	\$ 1,345.71	\$ 1,682.13	\$ 2,018.56						
24 Total Monthly Unit Collection Service Rate (Lines A22 + A23)	\$ 376.93	\$ 753.85	\$ 1,131.28	\$ 1,508.21	\$ 1,885.13	\$ 2,262.06						
25 4 CY Bin												
Disposal Charge Per Ton - Mixed Materials	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00						
Monthly Unit Generation Factor (Tons per Month)	\$ 1.08	\$ 2.17	\$ 3.25	\$ 4.33	\$ 5.41	\$ 6.50						
Disposal Element (line A26 times Line A27)	\$ 54.00	\$ 108.50	\$ 162.50	\$ 216.50	\$ 270.50	\$ 325.00						
Collection Element	\$ 432.21	\$ 864.41	\$ 1,296.62	\$ 1,728.82	\$ 2,161.03	\$ 2,593.23						
30 Total Monthly Unit Collection Service Rate (Lines A28 + A29)	\$ 486.21	\$ 972.91	\$ 1,459.12	\$ 1,945.32	\$ 2,431.53	\$ 2,918.23						
31 6 CY Bin												
Disposal Charge Per Ton - Mixed Materials	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00						
Monthly Unit Generation Factor (Tons per Month)	\$ 1.62	\$ 3.25	\$ 4.87	\$ 6.50	\$ 8.12	\$ 9.74						
Disposal Element (line A32 times Line A33)	\$ 81.00	\$ 162.50	\$ 243.50	\$ 325.00	\$ 406.00	\$ 487.00						
Collection Element	\$ 594.87	\$ 1,189.75	\$ 1,784.62	\$ 2,379.50	\$ 2,974.37	\$ 3,569.25						
36 Total Monthly Unit Collection Service Rate (Lines A34 + A35)	\$ 675.87	\$ 1,352.25	\$ 2,028.12	\$ 2,704.50	\$ 3,380.37	\$ 4,056.25						
37 7 CY Bin												
Disposal Charge Per Ton - Mixed Materials	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00						
Monthly Unit Generation Factor (Tons per Month)	\$ 1.89	\$ 3.79	\$ 5.68	\$ 7.58	\$ 9.47	\$ 11.37						
Disposal Element (line A38 times Line A39)	\$ 94.50	\$ 189.50	\$ 284.00	\$ 379.00	\$ 473.50	\$ 568.50						

MM&O Collection Form 2G	
MAXIMUM MONTHLY COLLECTION SERVICE RATES	
Altamont Landfill and Resource Recovery Facility	
City of Oakland, CA	
Commercial Bin Collection	
Collection Element	Collection Element
41	\$ 695.97
42	\$ 790.47
	\$ 1,391.94
	\$ 1,581.44
	\$ 2,087.92
	\$ 2,371.92
	\$ 2,783.89
	\$ 3,162.89
	\$ 3,479.86
	\$ 3,953.36
	\$ 4,175.83
	\$ 4,744.33

MM&O Collection Form 2G													
MAXIMUM MONTHLY COLLECTION SERVICE RATES													
Altamont Landfill and Resource Recovery Facility													
City of Oakland, CA													
Commercial Bin Collection													
Commercial Roll-off Box Collection Service*													
The following rates are pull only and DO NOT include subscription to Organic Materials Collection													
Total Pull Rate													
Per CY (For Other Sizes)													
6 CY													
10 CY													
20 CY													
30 CY													
40 CY													
1	Mixed Material Roll-Off Box Sizes (cubic yards)	\$	641.90	\$	693.25	\$	748.71	\$	1,010.76	\$	1,263.45	\$	37.43
2	Roll-Off Box Pull Rate	\$	1,094.21	\$	1,141.82	\$	1,189.44	\$	1,546.60	\$	2,046.52	\$	59.47
3	Compactor Pull Rate (Customer owned Compactor)	\$	1,094.21	\$	1,141.82	\$	1,189.44	\$	1,100.57	\$	2,046.52	\$	59.47
4	Compactor Pull Rate (Contractor owned Compactor)	\$	1,094.21	\$	1,141.82	\$	1,189.44	\$	1,100.57	\$	2,046.52	\$	59.47
C Commercial Organic Materials Collection Subscription													
Total Monthly Rate													
1	1 CY Bin	1 x/week	2 x/week	3 x/week	4 x/week	5 x/week	6 x/week						
2	Total 1 CY Organic Materials Collection Service Rate	\$	134.14	\$	326.09	\$	489.14	\$	652.19	\$	815.24	\$	978.28
3	Total 1.5 CY Organic Materials Collection Service Rate	\$	228.17	\$	456.35	\$	684.52	\$	912.70	\$	1,140.87	\$	1,369.04
4	Total 2 CY Organic Materials Collection Service Rate	\$	298.32	\$	596.63	\$	894.95	\$	1,193.26	\$	1,491.58	\$	1,789.90
5	Total 3 CY Organic Materials Collection Service Rate	\$	427.49	\$	854.98	\$	1,282.47	\$	1,709.96	\$	2,137.45	\$	2,564.94
6	Total 4 CY Organic Materials Collection Service Rate	\$	550.91	\$	1,101.82	\$	1,652.73	\$	2,203.64	\$	2,754.55	\$	3,305.46
7	Total 6 CY Organic Materials Collection Service Rate	\$	594.07	\$	1,528.13	\$	2,292.20	\$	3,056.26	\$	3,820.33	\$	4,584.39
8	Total 7 CY Organic Materials Collection Service Rate	\$	893.68	\$	1,787.36	\$	2,681.04	\$	3,574.73	\$	4,468.42	\$	5,362.09
C Push Rates													
	0-25 ft	\$	153.00	\$	310.25	\$	467.50	\$	620.50	\$	777.75		
D Bin Cleaning													
	1-4 CY Bin	\$	85.00	\$	106.25								
E Additional Services													
Rates													
1	Additional Cart Exchange	\$	63.75	each additional cart/occurrence									
2	Additional Cart Replacement	\$	106.25	each additional cart/occurrence									
3	Additional Bin Exchange	\$	42.50	each additional bin/occurrence									
4	Additional Bin Replacement	\$	85.00	each additional bin/occurrence									
5	Pay-As-You-Go Pick Up	\$	382.50	each appointment									
6	Extra Service Tag (32 gallon)	\$	9.56	each tag/occurrence									
7	Mixed Materials Overage Rate	\$	1.18	each overage/gallon									
8	Mixed Materials Overage Rate	\$	108.38	each overage/cubic yard									
9	Organic Materials Overage Rate	\$	1.18	each overage/gallon									
10	Organic Materials Overage Rate	\$	108.38	each overage/cubic yard									

Commercial invoices shall be delinquent when they are unpaid on the last day of the monthly billing cycle. CONTRACTOR may charge a delinquent Customer a late fee which is the greater of \$5.00 or 1.5% per month (not compounded.)

* Note: All compacted and non-compacted pull rates consist of Collection rates and franchise fees only. Disposal will be based on actual disposal costs. The total customer rate will be the pull rate and disposal.

MM&O Collection Form 2H MAXIMUM MONTHLY COLLECTION SERVICE RATES City of Oakland, CA												
Non-Exclusive Commercial Recyclable Materials Collection												
A Commercial Recyclable Materials - Cart												
Recyclable Materials Cart Sizes (gallons)												
	20	32	64	96	Total Monthly Rate							
1	1 collection / week	\$ 25.89	\$ 34.73	\$ 75.74	\$ 116.70							
2	2 collections / week	\$ 51.77	\$ 69.46	\$ 151.47	\$ 233.40							
3	3 collections / week	\$ 77.66	\$ 104.19	\$ 227.21	\$ 350.10							
4	4 collections / week	\$ 103.56	\$ 138.92	\$ 302.94	\$ 477.00							
5	5 collections / week	\$ 129.45	\$ 173.66	\$ 378.68	\$ 604.00							
B Commercial Recyclable Materials - Bin												
Recyclable Materials Bin Sizes (Cubic Yard)												
	1	1.5	2	3	4	6	7	Total Monthly Rate				
1	1 collection / week	\$ 128.72	\$ 180.14	\$ 235.51	\$ 283.49	\$ 365.34	\$ 506.69	\$ 592.65				
2	2 collections / week	\$ 257.45	\$ 360.28	\$ 471.02	\$ 566.98	\$ 730.68	\$ 1,013.39	\$ 1,185.31				
3	3 collections / week	\$ 386.17	\$ 540.42	\$ 706.53	\$ 850.48	\$ 1,096.02	\$ 1,520.08	\$ 1,777.96				
4	4 collections / week	\$ 514.90	\$ 720.56	\$ 942.04	\$ 1,133.97	\$ 1,461.35	\$ 2,026.77	\$ 2,370.62				
5	5 collections / week	\$ 643.62	\$ 900.70	\$ 1,177.55	\$ 1,417.46	\$ 1,826.69	\$ 2,533.47	\$ 2,963.27				
C Commercial Recyclable Materials - Roll-off Box Collection Service												
Recyclable Materials Roll-Off Box Sizes (cubic yards)												
	6 CY	10 CY	20 CY	30 CY	40 CY	Per CY (For Other Sizes)						
1	Roll-Off Box Pull Rate	\$ 641.90	\$ 693.25	\$ 748.71	\$ 1,010.76	\$ 1,263.45	\$ 36.69					
2	Compactor Pull Rate (Customer owned Compactor)	\$ 1,094.21	\$ 1,141.82	\$ 1,189.44	\$ 1,546.60	\$ 2,046.52	\$ 58.84					
3	Compactor Pull Rate (Contractor owned Compactor)	\$ 1,094.21	\$ 1,141.82	\$ 1,189.44	\$ 1,546.60	\$ 2,046.52	\$ 58.84					
D Push Rates												
1	Push Rate	\$ 153.00	\$ 26-50 ft	\$ 310.25	\$ 467.50	\$ 620.50	\$ 777.75					
E Bin Cleaning												
1	Bin Cleaning	\$ 85.00	\$ 106.25	\$ 106.25	\$ 106.25	\$ 106.25	\$ 106.25					
F Additional Services												
1	Key Service	\$ 42.50	each month/customer									
2	Difficult to Service Rate	\$ 85.00	each month/customer									

Commercial invoices shall be delinquent when they are unpaid on the last day of the monthly billing cycle. CONTRACTOR may charge a delinquent Customer a late fee which is the greater of \$5.00 or 1.5% per month (not compounded.)



MM&O Collection Form 2I MAXIMUM TEMPORARY ROLL-OFF BOX COLLECTION SERVICE RATES City of Oakland, CA						
Temporary Roll-Off Box Collection						
A Temporary Roll-off Box Collection Service	Total Pull Rate					
	6 CY	10 CY	20 CY	30 CY	40 CY	Per CY (For Other Sizes)
1 Recyclable Materials Roll-Off Box Sizes (cubic yards)	\$ 512.64	\$ 553.65	\$ 597.94	\$ 807.22	\$ 1,009.03	\$ 26.91
2 Roll-Off Box Pull Rate	\$ 881.19	\$ 919.98	\$ 958.78	\$ 1,249.80	\$ 1,657.15	\$ 41.66
3 Compactor Pull Rate (Customer owned Compactor)	\$ 881.19	\$ 919.98	\$ 958.78	\$ 1,249.80	\$ 1,657.15	\$ 41.66
4 Compactor Pull Rate (Contractor owned Compactor)	\$ 881.19	\$ 919.98	\$ 958.78	\$ 1,249.80	\$ 1,657.15	\$ 41.66

Temporary Roll-off Box Collection Service invoices shall be delinquent when they are unpaid on the last day of the monthly billing cycle. CONTRACTOR may charge a delinquent Customer a late fee which is the greater of \$5.00 or 1.5% per month (not compounded.)

* Note: All pull rates consist of Collection rates and franchise fees only. Disposal will be based on actual disposal costs. The total customer rate will be the pull rate and disposal.

MM&O Collection Form 2I-A MAXIMUM SPECIAL EVENT COLLECTION SERVICE RATES City of Oakland, CA						
Temporary Collection						
A Temporary Special Event Collection Service	Cart Collection Rate			Roll-off Box Collection Rate		
	64 gallon	96 gallon	6 CY	10 CY	20 CY	30 CY
1 Collection Container Sizes	\$ 39.94	\$ 42.49	\$ 629.15	\$ 679.48	\$ 733.84	\$ 990.68
2 Recyclable Materials	\$ 46.74	\$ 49.29	\$ 629.15	\$ 679.48	\$ 733.84	\$ 990.68
3 Mixed Materials	\$ 46.74	\$ 49.29	\$ 629.15	\$ 679.48	\$ 733.84	\$ 990.68
4 Organic Materials	\$ 46.74	\$ 49.29	\$ 629.15	\$ 679.48	\$ 733.84	\$ 990.68

MM&O Collection Form 2J MAXIMUM EMERGENCY COLLECTION SERVICE RATES City of Oakland, CA Emergency Service Rates			
A Emergency Service Rates - Employees			
Labor Position			Hourly Rate
1	Collection/Transfer Driver		\$ 125.00
2	Equipment loader/operator		\$ 100.00
3	General laborer		\$ 50.00
4	Mechanic		\$ 125.00
5	Traffic Control		\$ 50.00
6	Dispatcher		\$ 75.00
7	Manager		\$ 125.00
8	Safety Officer		\$ 125.00
9	Supervisor		\$ 100.00
10	Admin support		\$ 75.00
B Emergency Service Rates - Equipment			
	Equipment Type	Make & Model	Hourly Rate
1	Transfer Truck	Freightliner / Western Trailer	\$ 100.00
2	Rear End Loader	Witkke, McNeilus / Peterbilt	\$ 75.00
3	Front End Loader / Rear End Loader	Witkke, McNeilus / Peterbilt	\$ 75.00
4	Roll Off Truck	Witkke, McNeilus	\$ 65.00
5	Flat Bed Truck / Hoist	Heil	\$ 45.00
6	Loader Large and Small	CAT	\$ 150.00
7	Excavator	CAT	\$ 100.00
8	Pick Up	Ford	\$ 40.00
9	Service Truck	Ford	\$ 100.00
10	Forklift	Toyota	\$ 50.00

MM&O Collection Form 2K City of Oakland, CA Multiple Service Discount	
Agreement Year 1	
Proposers proposing to offer MM&O Collection Services and Disposal Services shall complete line 1 of MM&O Collection Form 2K to indicate the discount, if any, that will be applied to all proposed rates proposed on MM&O Collection Forms 2A through 2J* in the event both services are awarded to the proposer.	
1	Discount to all proposed rates on MM&O Collection Forms 2A through 2J* 3.00%
Proposers proposing to offer MM&O Collection Services and RR Collection Services shall complete line 2 of MM&O Collection Form 2K to indicate the discount, if any, that will be applied to all proposed rates proposed on MM&O Collection Forms 2A through 2J* in the event both services are awarded to the proposer.	
2	Discount to all proposed rates on MM&O Collection Forms 2A through 2J* 3.00%
Proposers proposing to offer MM&O Collection Services, RR Collection Services and Disposal Services shall complete line 1, 2, and 3 of MM&O Collection Form 2K to indicate the discount, if any, that will be applied to all proposed rates proposed on MM&O Collection Forms 2A through 2J* in the event multiple services are awarded to the proposer.	
3	Discount to all proposed rates on MM&O Collection Forms 2A through 2J* ** 4.00%

* Note to proposers: Award of multiple services will not reduce the total franchise fees due to the City.

** Note to proposers proposing on all three services: In the event all three services are awarded the discount on line 3 will apply, in the event a combination of 2 services are awarded, the discount on line 1 or 2 as appropriate will apply.

CWS provides, the following Maximum Service Rate Forms with a Disposal Cost of \$44.25 per ton, assuming lower-cost disposal at RSG's Vasco Road Landfill/Keller Canyon Landfill.

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MM&O Collection Form 2A						
MAXIMUM MONTHLY COLLECTION SERVICE RATES						
Vasco Rd Landfill / Keller Canyon Landfill						
City of Oakland, CA						
SFD Cart Collection						
SFD Collection Service						
A		20	32	64	96	
1	Mixed Material Cart Sizes (gallons)					
2	Disposal Charge Per Ton - Mixed Materials	\$44.25	\$44.25	\$44.25	\$44.25	\$44.25
3	Monthly Unit Generation Factor (Tons per Month)	0.03	0.06	0.11	0.16	0.16
4	Disposal Element (Line A2 times Line A3)	\$ 1.33	\$ 2.66	\$ 4.87	\$ 7.08	\$ 7.08
5	Collection Element	\$ 21.73	\$ 25.30	\$ 54.63	\$ 89.02	\$ 89.02
6	Total Monthly Unit SFD Collection Service Rate (Lines A4 plus A5)	\$ 23.06	\$ 27.96	\$ 59.50	\$ 96.10	\$ 96.10
SFD Collection Service - Backyard						
B		20	32	64	96	
1	Mixed Material Cart Sizes (gallons)					
2	Additional Backyard Service Charge	23.25	23.25	23.25	23.25	23.25
3	Total Monthly Unit SFD Collection Service - Backyard Rate (Lines A6 plus B2)	\$ 46.31	\$ 51.20	\$ 82.75	\$ 119.35	\$ 119.35
Additional Curbside Mixed Materials Cart						
C		20	32	64	96	
1	Mixed Material Cart Sizes (gallons)					
2	Additional Curbside Mixed Materials Cart (decrease to Line A6)	13.14	13.14	13.14	13.14	13.14
3	Total Monthly Additional Curbside Cart Rate (Lines A6 plus C2)	\$ 36.20	\$ 41.10	\$ 72.64	\$ 109.24	\$ 109.24
Additional Backyard Mixed Materials Cart						
D		20	32	64	96	
1	Mixed Material Cart Sizes (gallons)					
2	Additional Backyard Mixed Materials Cart (decrease to Line B3)	13.14	13.14	13.14	13.14	13.14
3	Total Monthly Additional Backyard Cart Rate (Lines B3 plus D2)	\$ 59.45	\$ 64.34	\$ 95.89	\$ 132.49	\$ 132.49
Additional Services						
E		20	32	64	96	
1	Additional Cart Exchange	\$ 63.75	each additional cart/occurrence			
2	Additional Cart Replacement	\$ 106.25	each additional cart/occurrence			
3	Bulky Goods Coverage Rate	\$ 42.50	each overage/cubic yard			
4	Pay-As-You-Go Pick Up	\$ 85.00	each appointment			
5	Extra Service Tag (32 gallon)	\$ 9.56	each tag/occurrence			
6	Mixed Materials Coverage Rate	\$ 1.18	each overage/gallon			
7	Mixed Materials Coverage Rate	\$ 108.38	each overage/cubic yard			
8	Sharps Collection (At City Option)	\$ 1.13	one quart mail back/per unit per month			
9	On-call HHW Subscription (Default)	\$ 165.75	each occurrence			
10	On-call HHW Collection (At City Option-included in customer rate) - Percentage					
	Change to Collection Element		3.60%	per Dwelling	Unit/month	

SFD invoices shall be delinquent when they are unpaid on the last day of the first month of the bi-monthly billing cycle. CONTRACTOR may charge a delinquent Customer a late fee which is the greater of \$5.00 or 1.5% per month (not compounded.)

MM&O Collection Form 2B (Default)													
MAXIMUM MONTHLY COLLECTION SERVICE RATES													
Vasco Rd Landfill / Keller Canyon Landfill													
City of Oakland, CA													
MFD Cart Collection													
The following rates include 1 time per week unlimited subscription to Organic Materials Collection													
MFD Cart Collection Service													
Total Monthly Rate													
	1 x/week	2 x/week	3 x/week	4 x/week	5 x/week	6 x/week		1 x/week	2 x/week	3 x/week	4 x/week	5 x/week	6 x/week
A													
1	20 Gallon Cart												
2	Disposal Charge Per Ton - Mixed Materials	\$ 44.25	\$ 44.25	\$ 44.25	\$ 44.25	\$ 44.25		\$ 44.25	\$ 44.25	\$ 44.25	\$ 44.25	\$ 44.25	\$ 44.25
3	Monthly Unit Generation Factor (Tons per Month)	\$ 0.03	\$ 0.07	\$ 0.10	\$ 0.14	\$ 0.17		\$ 0.03	\$ 0.07	\$ 0.10	\$ 0.14	\$ 0.17	\$ 0.21
4	Disposal Element (line A2 times Line A3)	\$ 1.33	\$ 3.10	\$ 4.43	\$ 6.20	\$ 7.52		\$ 1.33	\$ 3.10	\$ 4.43	\$ 6.20	\$ 7.52	\$ 9.29
5	Collection Element	\$ 16.86	\$ 33.73	\$ 50.59	\$ 67.46	\$ 84.32		\$ 16.86	\$ 33.73	\$ 50.59	\$ 67.46	\$ 84.32	\$ 101.19
6	Total Monthly Unit Collection Service Rate (Lines A4 plus A5)	\$ 18.19	\$ 36.83	\$ 55.02	\$ 73.65	\$ 91.85		\$ 18.19	\$ 36.83	\$ 55.02	\$ 73.65	\$ 91.85	\$ 110.48
7	32 Gallon Cart												
8	Disposal Charge Per Ton - Mixed Materials	\$ 44.25	\$ 44.25	\$ 44.25	\$ 44.25	\$ 44.25		\$ 44.25	\$ 44.25	\$ 44.25	\$ 44.25	\$ 44.25	\$ 44.25
9	Monthly Unit Generation Factor (Tons per Month)	\$ 0.06	\$ 0.12	\$ 0.18	\$ 0.24	\$ 0.30		\$ 0.06	\$ 0.12	\$ 0.18	\$ 0.24	\$ 0.30	\$ 0.36
10	Disposal Element (line A8 times Line A9)	\$ 2.66	\$ 5.31	\$ 7.97	\$ 10.62	\$ 13.28		\$ 2.66	\$ 5.31	\$ 7.97	\$ 10.62	\$ 13.28	\$ 15.93
11	Collection Element	\$ 26.96	\$ 53.93	\$ 80.89	\$ 107.85	\$ 134.81		\$ 26.96	\$ 53.93	\$ 80.89	\$ 107.85	\$ 134.81	\$ 161.78
12	Total Monthly Unit Collection Service Rate (Lines A10 plus A11)	\$ 29.62	\$ 59.24	\$ 88.85	\$ 118.47	\$ 148.09		\$ 29.62	\$ 59.24	\$ 88.85	\$ 118.47	\$ 148.09	\$ 177.71
13	64 Gallon Cart												
14	Disposal Charge Per Ton - Mixed Materials	\$ 44.25	\$ 44.25	\$ 44.25	\$ 44.25	\$ 44.25		\$ 44.25	\$ 44.25	\$ 44.25	\$ 44.25	\$ 44.25	\$ 44.25
15	Monthly Unit Generation Factor (Tons per Month)	\$ 0.06	\$ 0.22	\$ 0.34	\$ 0.45	\$ 0.56		\$ 0.06	\$ 0.22	\$ 0.34	\$ 0.45	\$ 0.56	\$ 0.67
16	Disposal Element (line A14 times Line A15)	\$ 2.66	\$ 9.74	\$ 15.05	\$ 19.91	\$ 24.78		\$ 2.66	\$ 9.74	\$ 15.05	\$ 19.91	\$ 24.78	\$ 29.65
17	Collection Element	\$ 53.93	\$ 107.85	\$ 161.78	\$ 215.70	\$ 269.63		\$ 53.93	\$ 107.85	\$ 161.78	\$ 215.70	\$ 269.63	\$ 323.55
18	Total Monthly Unit Collection Service Rate (Lines A16 plus A17)	\$ 56.58	\$ 117.59	\$ 176.82	\$ 235.61	\$ 294.41		\$ 56.58	\$ 117.59	\$ 176.82	\$ 235.61	\$ 294.41	\$ 353.20
19	96 Gallon Cart												
20	Disposal Charge Per Ton - Mixed Materials	\$ 44.25	\$ 44.25	\$ 44.25	\$ 44.25	\$ 44.25		\$ 44.25	\$ 44.25	\$ 44.25	\$ 44.25	\$ 44.25	\$ 44.25
21	Monthly Unit Generation Factor (Tons per Month)	\$ 0.16	\$ 0.33	\$ 0.49	\$ 0.65	\$ 0.82		\$ 0.16	\$ 0.33	\$ 0.49	\$ 0.65	\$ 0.82	\$ 0.98
22	Disposal Element (line A20 times Line A21)	\$ 7.08	\$ 14.60	\$ 21.68	\$ 28.76	\$ 36.29		\$ 7.08	\$ 14.60	\$ 21.68	\$ 28.76	\$ 36.29	\$ 43.37
23	Collection Element	\$ 80.93	\$ 161.86	\$ 242.79	\$ 323.72	\$ 404.65		\$ 80.93	\$ 161.86	\$ 242.79	\$ 323.72	\$ 404.65	\$ 485.58
24	Total Monthly Unit Collection Service Rate (Lines A22 plus A23)	\$ 88.01	\$ 176.46	\$ 264.47	\$ 352.48	\$ 440.93		\$ 88.01	\$ 176.46	\$ 264.47	\$ 352.48	\$ 440.93	\$ 528.94
B	MFD Collection Service - Backyard												
Total Monthly Rates													
1	20 Gallon Cart												
2	Additional Backyard Service Charge	23.25	46.50	69.74	92.99	116.24		23.25	46.50	69.74	92.99	116.24	139.49
3	Total MFD Collection Service - Backyard Rate (Lines A6 plus B2)	\$ 41.44	\$ 83.32	\$ 124.76	\$ 166.64	\$ 208.08		\$ 41.44	\$ 83.32	\$ 124.76	\$ 166.64	\$ 208.08	\$ 249.97
4	32 Gallon Cart												
5	Additional Backyard Service Charge	23.25	46.50	69.74	92.99	116.24		23.25	46.50	69.74	92.99	116.24	139.49
6	Total MFD Collection Service - Backyard Rate (Lines A12 plus B5)	\$ 52.87	\$ 105.73	\$ 158.60	\$ 211.46	\$ 264.33		\$ 52.87	\$ 105.73	\$ 158.60	\$ 211.46	\$ 264.33	\$ 317.19
7	64 Gallon Cart												
8	Additional Backyard Service Charge	23.25	46.50	69.74	92.99	116.24		23.25	46.50	69.74	92.99	116.24	139.49
9	Total MFD Collection Service - Backyard Rate (Lines A18 plus B8)	\$ 79.83	\$ 164.08	\$ 246.56	\$ 328.60	\$ 410.64		\$ 79.83	\$ 164.08	\$ 246.56	\$ 328.60	\$ 410.64	\$ 492.68
10	96 Gallon Cart												
11	Additional Backyard Service Charge	23.25	46.50	69.74	92.99	116.24		23.25	46.50	69.74	92.99	116.24	139.49
12	Total MFD Collection Service - Backyard Rate (Lines A24 plus B11)	\$ 111.26	\$ 222.96	\$ 334.21	\$ 445.47	\$ 557.17		\$ 111.26	\$ 222.96	\$ 334.21	\$ 445.47	\$ 557.17	\$ 668.43

MM&O Collection Form 2B (Default)																
MAXIMUM MONTHLY COLLECTION SERVICE RATES																
Vasco Rd Landfill / Keller Canyon Landfill																
City of Oakland, CA																
MFD Cart Collection																
Additional Curbside Mixed Materials Cart																
Total Monthly Rates																
C	1	20 Gallon Cart	1 x/week	2 x/week	3 x/week	4 x/week	5 x/week	6 x/week	1	20 Gallon Cart	1 x/week	2 x/week	3 x/week	4 x/week	5 x/week	6 x/week
	2	Additional Curbside Mixed Materials Cart (decrease to Line A6)	13.14	26.28	39.42	52.56	65.71	78.85								
	3	Total Monthly Additional Cart Rate (Lines A6 plus C2)	\$ 31.33	\$ 63.11	\$ 94.44	\$ 126.22	\$ 157.55	\$ 189.33								
	4	32 Gallon Cart	1 x/week	2 x/week	3 x/week	4 x/week	5 x/week	6 x/week								
	5	Additional Curbside Mixed Materials Cart (decrease to Line A12)	13.14	26.28	39.42	52.56	65.71	78.85								
	6	Total Monthly Additional Cart Rate (Lines A12 plus C5)	\$ 42.76	\$ 85.52	\$ 128.28	\$ 171.04	\$ 213.79	\$ 256.55								
	7	64 Gallon Cart	1 x/week	2 x/week	3 x/week	4 x/week	5 x/week	6 x/week								
	8	Additional Curbside Mixed Materials Cart (decrease to Line A18)	13.14	26.28	39.42	52.56	65.71	78.85								
	9	Total Monthly Additional Cart Rate (Lines A18 plus C8)	\$ 69.72	\$ 143.87	\$ 216.24	\$ 288.18	\$ 360.11	\$ 432.05								
	10	96 Gallon Cart	1 x/week	2 x/week	3 x/week	4 x/week	5 x/week	6 x/week								
	11	Additional Curbside Mixed Materials Cart (decrease to line A24)	13.14	26.28	39.42	52.56	65.71	78.85								
	12	Total Monthly Additional Cart Rate (Lines A24 plus C11)	\$ 101.15	\$ 202.74	\$ 303.89	\$ 405.05	\$ 506.64	\$ 607.79								
D	Additional Backyard Mixed Materials Cart															
Total Monthly Rates																
	1	20 Gallon Cart	1 x/week	2 x/week	3 x/week	4 x/week	5 x/week	6 x/week								
	2	Additional Backyard Mixed Materials Cart (decrease to Line B3)	13.14	26.28	39.42	52.56	65.71	78.85								
	3	Total Monthly Additional Backyard Cart Rate (Lines B3 plus D2)	\$ 54.58	\$ 109.60	\$ 164.18	\$ 219.21	\$ 273.79	\$ 328.81								
	4	32 Gallon Cart	1 x/week	2 x/week	3 x/week	4 x/week	5 x/week	6 x/week								
	5	Additional Backyard Mixed Materials Cart (decrease to Line B6)	13.14	26.28	39.42	52.56	65.71	78.85								
	6	Total Monthly Additional Backyard Cart Rate (Lines B6 plus D5)	\$ 66.01	\$ 132.01	\$ 198.02	\$ 264.03	\$ 330.03	\$ 396.04								
	7	64 Gallon Cart	1 x/week	2 x/week	3 x/week	4 x/week	5 x/week	6 x/week								
	8	Additional Backyard Mixed Materials Cart (decrease to Line B9)	13.14	26.28	39.42	52.56	65.71	78.85								
	9	Total Monthly Additional Backyard Cart Rate (Lines B9 plus D8)	\$ 92.97	\$ 190.36	\$ 285.99	\$ 381.17	\$ 476.35	\$ 571.53								
	10	96 Gallon Cart	1 x/week	2 x/week	3 x/week	4 x/week	5 x/week	6 x/week								
	11	Additional Backyard Mixed Materials Cart (decrease to Line B12)	13.14	26.28	39.42	52.56	65.71	78.85								
	12	Total Monthly Additional Backyard Cart Rate (Lines B12 plus D11)	\$ 124.40	\$ 249.24	\$ 373.64	\$ 498.04	\$ 622.88	\$ 747.27								

MFD invoices shall be delinquent when they are unpaid on the last day of the monthly billing cycle. CONTRACTOR may charge a delinquent Customer a late fee which is the greater of \$5.00 or 1.5% per month (not compounded.)



MM&O Collection Form 2C (Default)												
MAXIMUM MONTHLY COLLECTION SERVICE RATES												
Vasco Rd Landfill / Keller Canyon Landfill												
City of Oakland, CA												
MFD Bin Collection												
The following rates include 1 time per week UNLIMITED subscription to Organic Materials Collection												
A MFD Bin Collection Service												
Total Pull Rate												
	1 x/week	2 x/week	3 x/week	4 x/week	5 x/week	6 x/week	1 x/week	2 x/week	3 x/week	4 x/week	5 x/week	6 x/week
1	1 CY Bin											
2	Disposal Charge Per Ton - Mixed Materials	\$ 44.25	\$ 44.25	\$ 44.25	\$ 44.25	\$ 44.25	\$ 44.25	\$ 44.25	\$ 44.25	\$ 44.25	\$ 44.25	\$ 44.25
3	Monthly Unit Generation Factor (Tons per Month)	\$ 0.26	\$ 0.52	\$ 0.78	\$ 1.04	\$ 1.30	\$ 0.26	\$ 0.52	\$ 0.78	\$ 1.04	\$ 1.30	\$ 1.56
4	Disposal Element (line A2 times Line A3)	\$ 11.51	\$ 23.01	\$ 34.52	\$ 46.02	\$ 57.53	\$ 11.51	\$ 23.01	\$ 34.52	\$ 46.02	\$ 57.53	\$ 69.03
5	Collection Element	\$ 168.58	\$ 337.17	\$ 505.75	\$ 674.34	\$ 842.92	\$ 168.58	\$ 337.17	\$ 505.75	\$ 674.34	\$ 842.92	\$ 1,011.50
6	Total Monthly Unit Collection Service Rate (Lines A4 plus A5)	\$ 180.09	\$ 360.18	\$ 540.27	\$ 720.36	\$ 900.44	\$ 180.09	\$ 360.18	\$ 540.27	\$ 720.36	\$ 900.44	\$ 1,080.53
7	1.5 CY Bin											
8	Disposal Charge Per Ton - Mixed Materials	\$ 44.25	\$ 44.25	\$ 44.25	\$ 44.25	\$ 44.25	\$ 44.25	\$ 44.25	\$ 44.25	\$ 44.25	\$ 44.25	\$ 44.25
9	Monthly Unit Generation Factor (Tons per Month)	\$ 0.39	\$ 0.78	\$ 1.17	\$ 1.56	\$ 1.95	\$ 0.39	\$ 0.78	\$ 1.17	\$ 1.56	\$ 1.95	\$ 2.34
10	Disposal Element (line A8 times Line A9)	\$ 17.26	\$ 34.52	\$ 51.77	\$ 69.03	\$ 86.29	\$ 17.26	\$ 34.52	\$ 51.77	\$ 69.03	\$ 86.29	\$ 103.55
11	Collection Element	\$ 266.71	\$ 533.42	\$ 800.13	\$ 1,066.84	\$ 1,333.55	\$ 266.71	\$ 533.42	\$ 800.13	\$ 1,066.84	\$ 1,333.55	\$ 1,517.15
12	Total Monthly Unit Collection Service Rate (Lines A10 plus A11)	\$ 283.97	\$ 567.94	\$ 851.91	\$ 1,135.88	\$ 1,419.85	\$ 283.97	\$ 567.94	\$ 851.91	\$ 1,135.88	\$ 1,419.85	\$ 1,620.70
13	2 CY Bin											
14	Disposal Charge Per Ton - Mixed Materials	\$ 44.25	\$ 44.25	\$ 44.25	\$ 44.25	\$ 44.25	\$ 44.25	\$ 44.25	\$ 44.25	\$ 44.25	\$ 44.25	\$ 44.25
15	Monthly Unit Generation Factor (Tons per Month)	\$ 0.52	\$ 1.04	\$ 1.56	\$ 2.08	\$ 2.60	\$ 0.52	\$ 1.04	\$ 1.56	\$ 2.08	\$ 2.60	\$ 3.12
16	Disposal Element (line A14 times Line A15)	\$ 23.01	\$ 46.02	\$ 69.03	\$ 92.04	\$ 115.05	\$ 23.01	\$ 46.02	\$ 69.03	\$ 92.04	\$ 115.05	\$ 138.06
17	Collection Element	\$ 338.55	\$ 677.10	\$ 1,015.65	\$ 1,354.20	\$ 1,692.75	\$ 338.55	\$ 677.10	\$ 1,015.65	\$ 1,354.20	\$ 1,692.75	\$ 2,031.30
18	Total Monthly Unit Collection Service Rate (Lines A16 plus A17)	\$ 361.56	\$ 723.12	\$ 1,084.68	\$ 1,446.24	\$ 1,807.80	\$ 361.56	\$ 723.12	\$ 1,084.68	\$ 1,446.24	\$ 1,807.80	\$ 2,169.36
19	3 CY Bin											
20	Disposal Charge Per Ton - Mixed Materials	\$ 44.25	\$ 44.25	\$ 44.25	\$ 44.25	\$ 44.25	\$ 44.25	\$ 44.25	\$ 44.25	\$ 44.25	\$ 44.25	\$ 44.25
21	Monthly Unit Generation Factor (Tons per Month)	\$ 0.78	\$ 1.56	\$ 2.34	\$ 3.12	\$ 3.90	\$ 0.78	\$ 1.56	\$ 2.34	\$ 3.12	\$ 3.90	\$ 4.68
22	Disposal Element (line A20 times Line A21)	\$ 34.52	\$ 69.03	\$ 103.55	\$ 138.06	\$ 172.58	\$ 34.52	\$ 69.03	\$ 103.55	\$ 138.06	\$ 172.58	\$ 207.09
23	Collection Element	\$ 507.82	\$ 1,015.64	\$ 1,523.46	\$ 2,031.28	\$ 2,539.10	\$ 507.82	\$ 1,015.64	\$ 1,523.46	\$ 2,031.28	\$ 2,539.10	\$ 3,046.92
24	Total Monthly Unit Collection Service Rate (Lines A22 plus A23)	\$ 542.34	\$ 1,084.68	\$ 1,627.02	\$ 2,169.36	\$ 2,711.70	\$ 542.34	\$ 1,084.68	\$ 1,627.02	\$ 2,169.36	\$ 2,711.70	\$ 3,254.04
25	4 CY Bin											
26	Disposal Charge Per Ton - Mixed Materials	\$ 44.25	\$ 44.25	\$ 44.25	\$ 44.25	\$ 44.25	\$ 44.25	\$ 44.25	\$ 44.25	\$ 44.25	\$ 44.25	\$ 44.25
27	Monthly Unit Generation Factor (Tons per Month)	\$ 1.04	\$ 2.08	\$ 3.12	\$ 4.16	\$ 5.20	\$ 1.04	\$ 2.08	\$ 3.12	\$ 4.16	\$ 5.20	\$ 6.24
28	Disposal Element (line A26 times Line A27)	\$ 46.02	\$ 92.04	\$ 138.06	\$ 184.08	\$ 230.10	\$ 46.02	\$ 92.04	\$ 138.06	\$ 184.08	\$ 230.10	\$ 276.12
29	Collection Element	\$ 674.30	\$ 1,348.60	\$ 2,022.90	\$ 2,697.20	\$ 3,371.50	\$ 674.30	\$ 1,348.60	\$ 2,022.90	\$ 2,697.20	\$ 3,371.50	\$ 4,045.80
30	Total Monthly Unit Collection Service Rate (Lines A28 plus A29)	\$ 720.32	\$ 1,440.64	\$ 2,160.96	\$ 2,881.28	\$ 3,601.60	\$ 720.32	\$ 1,440.64	\$ 2,160.96	\$ 2,881.28	\$ 3,601.60	\$ 4,321.92
31	6 CY Bin											
32	Disposal Charge Per Ton - Mixed Materials	\$ 44.25	\$ 44.25	\$ 44.25	\$ 44.25	\$ 44.25	\$ 44.25	\$ 44.25	\$ 44.25	\$ 44.25	\$ 44.25	\$ 44.25
33	Monthly Unit Generation Factor (Tons per Month)	\$ 1.56	\$ 3.12	\$ 4.68	\$ 6.24	\$ 7.79	\$ 1.56	\$ 3.12	\$ 4.68	\$ 6.24	\$ 7.79	\$ 9.35
34	Disposal Element (line A32 times Line A33)	\$ 69.03	\$ 138.06	\$ 207.09	\$ 276.12	\$ 344.71	\$ 69.03	\$ 138.06	\$ 207.09	\$ 276.12	\$ 344.71	\$ 413.74
35	Collection Element	\$ 1,011.48	\$ 2,022.96	\$ 3,034.44	\$ 4,045.92	\$ 5,057.40	\$ 1,011.48	\$ 2,022.96	\$ 3,034.44	\$ 4,045.92	\$ 5,057.40	\$ 6,068.88
36	Total Monthly Unit Collection Service Rate (Lines A34 plus A35)	\$ 1,080.51	\$ 2,161.02	\$ 3,241.53	\$ 4,322.04	\$ 5,402.55	\$ 1,080.51	\$ 2,161.02	\$ 3,241.53	\$ 4,322.04	\$ 5,402.55	\$ 6,482.59
37	7 CY Bin											
38	Disposal Charge Per Ton - Mixed Materials	\$ 44.25	\$ 44.25	\$ 44.25	\$ 44.25	\$ 44.25	\$ 44.25	\$ 44.25	\$ 44.25	\$ 44.25	\$ 44.25	\$ 44.25
39	Monthly Unit Generation Factor (Tons per Month)	\$ 1.82	\$ 3.64	\$ 5.46	\$ 7.27	\$ 9.09	\$ 1.82	\$ 3.64	\$ 5.46	\$ 7.27	\$ 9.09	\$ 10.91

MM&O Collection Form 2C (Default)										
MAXIMUM MONTHLY COLLECTION SERVICE RATES										
Vasco Rd Landfill / Keller Canyon Landfill										
City of Oakland, CA										
MFD Bin Collection										
40	Disposal Element (line A38 times Line A39)	\$ 80.54	\$ 161.07	\$ 241.61	\$ 321.70	\$ 402.23	\$ 482.77			
41	Collection Element	\$ 1,180.06	\$ 2,360.12	\$ 3,540.18	\$ 4,720.24	\$ 5,900.30	\$ 7,080.36			
42	Total Monthly Unit Collection Service Rate (Lines A40 plus A41)	\$ 1,260.60	\$ 2,521.19	\$ 3,781.79	\$ 5,041.94	\$ 6,302.53	\$ 7,563.13			

MM&O Collection Form 2C (Default)						
MAXIMUM MONTHLY COLLECTION SERVICE RATES						
Vasco Rd Landfill / Keller Canyon Landfill						
City of Oakland, CA						
MFD Bin Collection						
B MFD Roll-off Box Collection Service*		Total Pull Rate				
The following rates are pull only and include UNLIMITED subscription to Organic Materials Collection						
		6 CY	10 CY	20 CY	30 CY	40 CY
1	Mixed Material Roll-Off Box Sizes (cubic yards)	\$ 629.15	\$ 679.48	\$ 733.84	\$ 990.68	\$ 1,238.19
2	Roll-Off Box Pull Rate	\$ 1,081.46	\$ 1,129.07	\$ 1,176.69	\$ 1,533.85	\$ 2,033.77
3	Compactor Pull Rate (Customer owned Compactor)	\$ 1,081.46	\$ 1,129.07	\$ 1,176.69	\$ 1,533.85	\$ 2,033.77
4	Compactor Pull Rate (Contractor owned Compactor)	\$ 1,081.46	\$ 1,129.07	\$ 1,176.69	\$ 1,533.85	\$ 2,033.77
C Push Rates		0-25 ft	26-50 ft	51-75 ft	76-100 ft	100+ ft
	Push Rate	\$ 153.00	\$ 310.25	\$ 467.50	\$ 620.50	\$ 777.75
D Bin Cleaning		1-4 CY Bin	5+ CY Bin			
	Cleaning Rate	\$ 85.00	\$ 106.25			
E Additional Services		Rates				
1	Additional Cart Exchange	\$ 63.75	each additional cart/occurrence			
2	Additional Cart Replacement	\$ 106.25	each additional cart/occurrence			
3	Additional Bin Exchange	\$ 42.50	each additional bin/occurrence			
4	Additional Bin Replacement	\$ 85.00	each additional bin/occurrence			
5	Bulky Goods Overage Rate	\$ 42.50	each overage/cubic yard			
6	Pay-As-You-Go Pick Up	\$ 85.00	each appointment			
7	Extra Service Tag (32 gallon)	\$ 9.56	each tag/occurrence			
8	Mixed Materials Overage Rate	\$ 1.18	each overage/gallon			
9	Mixed Materials Overage Rate	\$ 108.38	each overage/cubic yard			
10	Organic Materials Overage Rate	\$ 1.18	each overage/gallon			
11	Organic Materials Overage Rate	\$ 108.38	each overage/cubic yard			
12	Sharps Collection (At City Option)	\$ 1.13	per one quart mail back/ per unit per month			
13	On-call HHW Subscription (Default)	\$ 165.75	each occurrence			
14	On-call HHW Collection (At City Option-included in customer rate)					
	Percentage Change to Collection Element		4.64%	per Dwelling Unit/month		

Enter what the rate is based on (i.e., per collection, per event, annually,

MFD invoices shall be delinquent when they are unpaid on the last day of the monthly billing cycle. CONTRACTOR may charge a delinquent Customer a late fee which is the greater of \$5.00 or 1.5% per month (not compounded.)

* Note: All compacted and non-compacted pull rates consist of Collection rates and franchise fees only. Disposal will be based on actual disposal costs. The total customer rate will be the pull rate and disposal.



MM&O Collection Form 2D (Option 1)												
MAXIMUM MONTHLY COLLECTION SERVICE RATES												
Vasco Rd Landfill / Keller Canyon Landfill												
City of Oakland, CA												
MFD Cart Collection												
The following rates DO NOT include subscription to Organic Materials Collection												
MFD Cart Collection Service												
A	Total Monthly Rate											
	1 x/week	2 x/week	3 x/week	4 x/week	5 x/week	6 x/week	1 x/week	2 x/week	3 x/week	4 x/week	5 x/week	6 x/week
1	20 Gallon Cart											
2	Disposal Charge Per Ton - Mixed Materials \$ 44.25 \$ 44.25 \$ 44.25 \$ 44.25 \$ 44.25 \$ 44.25											
3	Monthly Unit Generation Factor (Tons per Month) \$ 0.03 \$ 0.09 \$ 0.13 \$ 0.18 \$ 0.22 \$ 0.26											
4	Disposal Element (line A2 times Line A3) \$ 1.37 \$ 3.98 \$ 5.75 \$ 7.97 \$ 9.74 \$ 11.51											
5	Collection Element \$ 15.46 \$ 30.92 \$ 46.38 \$ 61.83 \$ 77.29 \$ 92.75											
6	Total Monthly Unit Collection Service Rate (Lines A4 plus A5) \$ 16.83 \$ 34.90 \$ 52.13 \$ 69.80 \$ 87.03 \$ 104.26											
7	32 Gallon Cart											
8	Disposal Charge Per Ton - Mixed Materials \$ 44.25 \$ 44.25 \$ 44.25 \$ 44.25 \$ 44.25 \$ 44.25											
9	Monthly Unit Generation Factor (Tons per Month) \$ 0.08 \$ 0.15 \$ 0.23 \$ 0.31 \$ 0.39 \$ 0.46											
10	Disposal Element (line A8 times Line A9) \$ 3.54 \$ 6.64 \$ 10.18 \$ 13.72 \$ 17.26 \$ 20.36											
11	Collection Element \$ 24.72 \$ 49.44 \$ 74.16 \$ 98.87 \$ 123.59 \$ 148.31											
12	Total Monthly Unit Collection Service Rate (Lines A10 plus A11) \$ 28.26 \$ 56.07 \$ 84.33 \$ 112.59 \$ 140.85 \$ 168.67											
13	64 Gallon Cart											
14	Disposal Charge Per Ton - Mixed Materials \$ 44.25 \$ 44.25 \$ 44.25 \$ 44.25 \$ 44.25 \$ 44.25											
15	Monthly Unit Generation Factor (Tons per Month) \$ 0.14 \$ 0.29 \$ 0.43 \$ 0.57 \$ 0.72 \$ 0.86											
16	Disposal Element (line A14 times Line A15) \$ 6.20 \$ 12.83 \$ 19.03 \$ 25.22 \$ 31.86 \$ 38.06											
17	Collection Element \$ 49.43 \$ 98.86 \$ 148.29 \$ 197.72 \$ 247.15 \$ 296.58											
18	Total Monthly Unit Collection Service Rate (Lines A16 plus A17) \$ 55.63 \$ 111.69 \$ 167.32 \$ 222.94 \$ 279.01 \$ 334.64											
19	96 Gallon Cart											
20	Disposal Charge Per Ton - Mixed Materials \$ 44.25 \$ 44.25 \$ 44.25 \$ 44.25 \$ 44.25 \$ 44.25											
21	Monthly Unit Generation Factor (Tons per Month) \$ 0.21 \$ 0.42 \$ 0.63 \$ 0.84 \$ 1.05 \$ 1.26											
22	Disposal Element (line A20 times Line A21) \$ 9.29 \$ 18.59 \$ 27.88 \$ 37.17 \$ 46.46 \$ 55.76											
23	Collection Element \$ 74.18 \$ 148.37 \$ 222.55 \$ 296.73 \$ 370.92 \$ 445.10											
24	Total Monthly Unit Collection Service Rate (Lines A22 plus A23) \$ 83.48 \$ 166.95 \$ 250.43 \$ 333.90 \$ 417.38 \$ 500.86											
B	MFD Collection Service - Backyard											
1	20 Gallon Cart											
2	Additional Backyard Service Charge \$ 23.25 \$ 46.50 \$ 69.74 \$ 92.99 \$ 116.24 \$ 139.49											
3	Total MFD Collection Service - Backyard Rate (Lines A6 plus B2) \$ 40.08 \$ 81.39 \$ 121.87 \$ 162.79 \$ 203.27 \$ 243.74											
4	32 Gallon Cart											
5	Additional Backyard Service Charge \$ 23.25 \$ 46.50 \$ 69.74 \$ 92.99 \$ 116.24 \$ 139.49											
6	Total MFD Collection Service - Backyard Rate (Lines A12 plus B5) \$ 51.51 \$ 102.97 \$ 154.08 \$ 205.58 \$ 257.09 \$ 308.15											
7	64 Gallon Cart											
8	Additional Backyard Service Charge \$ 23.25 \$ 46.50 \$ 69.74 \$ 92.99 \$ 116.24 \$ 139.49											
9	Total MFD Collection Service - Backyard Rate (Lines A18 plus B8) \$ 78.87 \$ 158.19 \$ 237.06 \$ 315.93 \$ 395.25 \$ 474.12											
10	96 Gallon Cart											
11	Additional Backyard Service Charge \$ 23.25 \$ 46.50 \$ 69.74 \$ 92.99 \$ 116.24 \$ 139.49											
12	Total MFD Collection Service - Backyard Rate (Lines A24 plus B11) \$ 106.72 \$ 213.45 \$ 320.17 \$ 426.89 \$ 533.62 \$ 640.34											

MM&O Collection Form 2D (Option 1)												
MAXIMUM MONTHLY COLLECTION SERVICE RATES												
Vasco Rd Landfill / Keller Canyon Landfill												
City of Oakland, CA												
MFD Cart Collection												
Additional Curbside Mixed Materials Cart												
C	Total Monthly Rates											
1	20 Gallon Cart	1 x/week	2 x/week	3 x/week	4 x/week	5 x/week	6 x/week	5 x/week	4 x/week	3 x/week	2 x/week	1 x/week
2	Additional Curbside Mixed Materials Cart (decrease to Line A6)	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
3	Total Monthly Additional Cart Rate (Lines A6 plus C2)	\$ 16.83	\$ 34.90	\$ 52.13	\$ 69.80	\$ 87.03	\$ 104.26	\$ 87.03	\$ 69.80	\$ 52.13	\$ 34.90	\$ 16.83
4	Additional Curbside Mixed Materials Cart (decrease to Line A12)	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
5	Total Monthly Additional Cart Rate (Lines A12 plus C5)	\$ 28.26	\$ 56.07	\$ 84.33	\$ 112.59	\$ 140.85	\$ 168.67	\$ 140.85	\$ 112.59	\$ 84.33	\$ 56.07	\$ 28.26
7	64 Gallon Cart	1 x/week	2 x/week	3 x/week	4 x/week	5 x/week	6 x/week	5 x/week	4 x/week	3 x/week	2 x/week	1 x/week
8	Additional Curbside Mixed Materials Cart (decrease to Line A18)	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
9	Total Monthly Additional Cart Rate (Lines A18 plus C8)	\$ 55.63	\$ 111.69	\$ 167.32	\$ 222.94	\$ 279.01	\$ 334.64	\$ 279.01	\$ 222.94	\$ 167.32	\$ 111.69	\$ 55.63
10	96 Gallon Cart	1 x/week	2 x/week	3 x/week	4 x/week	5 x/week	6 x/week	5 x/week	4 x/week	3 x/week	2 x/week	1 x/week
11	Additional Curbside Mixed Materials Cart (decrease to line A24)	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
12	Total Monthly Additional Cart Rate (Lines A24 plus C11)	\$ 83.48	\$ 166.95	\$ 250.43	\$ 333.90	\$ 417.38	\$ 500.86	\$ 417.38	\$ 333.90	\$ 250.43	\$ 166.95	\$ 83.48
D	Total Monthly Rates											
1	20 Gallon Cart	1 x/week	2 x/week	3 x/week	4 x/week	5 x/week	6 x/week	5 x/week	4 x/week	3 x/week	2 x/week	1 x/week
2	Additional Backyard Mixed Materials Cart (decrease to Line B3)	13.14	26.28	39.42	52.56	65.71	78.85	65.71	52.56	39.42	26.28	13.14
3	Total Monthly Additional Backyard Cart Rate (Lines B3 plus D2)	\$ 53.22	\$ 107.68	\$ 161.29	\$ 215.35	\$ 268.97	\$ 322.59	\$ 268.97	\$ 215.35	\$ 161.29	\$ 107.68	\$ 53.22
4	32 Gallon Cart	1 x/week	2 x/week	3 x/week	4 x/week	5 x/week	6 x/week	5 x/week	4 x/week	3 x/week	2 x/week	1 x/week
5	Additional Backyard Mixed Materials Cart (decrease to Line B6)	13.14	26.28	39.42	52.56	65.71	78.85	65.71	52.56	39.42	26.28	13.14
6	Total Monthly Additional Backyard Cart Rate (Lines B6 plus D5)	\$ 64.65	\$ 128.85	\$ 193.50	\$ 258.15	\$ 322.79	\$ 387.00	\$ 322.79	\$ 258.15	\$ 193.50	\$ 128.85	\$ 64.65
7	64 Gallon Cart	1 x/week	2 x/week	3 x/week	4 x/week	5 x/week	6 x/week	5 x/week	4 x/week	3 x/week	2 x/week	1 x/week
8	Additional Backyard Mixed Materials Cart (decrease to Line B9)	13.14	26.28	39.42	52.56	65.71	78.85	65.71	52.56	39.42	26.28	13.14
9	Total Monthly Additional Backyard Cart Rate (Lines B9 plus D8)	\$ 92.01	\$ 184.47	\$ 276.48	\$ 368.50	\$ 460.96	\$ 552.97	\$ 460.96	\$ 368.50	\$ 276.48	\$ 184.47	\$ 92.01
10	96 Gallon Cart	1 x/week	2 x/week	3 x/week	4 x/week	5 x/week	6 x/week	5 x/week	4 x/week	3 x/week	2 x/week	1 x/week
11	Additional Backyard Mixed Materials Cart (decrease to Line B12)	13.14	26.28	39.42	52.56	65.71	78.85	65.71	52.56	39.42	26.28	13.14
12	Total Monthly Additional Backyard Cart Rate (Lines B12 plus D11)	\$ 119.86	\$ 239.73	\$ 359.59	\$ 479.46	\$ 599.32	\$ 719.19	\$ 599.32	\$ 479.46	\$ 359.59	\$ 239.73	\$ 119.86
E	Total Monthly Rate											
1	MFD Organic Materials Collection Subscription	20	32	64	96							
2	Organic Material Cart Sizes (gallons)	\$ 27.25	\$ 36.56	\$ 79.72	\$ 122.84							
3	Additional Cart / week	\$ 27.25	\$ 36.56	\$ 79.72	\$ 122.84							

MFD invoices shall be delinquent when they are unpaid on the last day of the monthly billing cycle. CONTRACTOR may charge a delinquent Customer a late fee which is the greater of \$5.00 or 1.5% per month (not compounded.)

MM&O Collection Form 2E (Option 1) MAXIMUM MONTHLY COLLECTION SERVICE RATES Vasco Rd Landfill / Keller Canyon Landfill City of Oakland, CA MFD Bin Collection												
The following rates DO NOT include subscription to Organic Materials Collection												
A MFD Bin Collection Service												
											Total Pull Rate	
1	1 CY Bin	1 x/week	2 x/week	3 x/week	4 x/week	5 x/week	6 x/week	5 x/week	4 x/week	3 x/week	2 x/week	
2	Disposal Charge Per Ton - Mixed Materials	\$ 44.25	\$ 44.25	\$ 44.25	\$ 44.25	\$ 44.25	\$ 44.25	\$ 44.25	\$ 44.25	\$ 44.25	\$ 44.25	\$ 44.25
3	Monthly Unit Generation Factor (Tons per Month)	\$ 0.27	\$ 0.54	\$ 0.81	\$ 1.08	\$ 1.35	\$ 1.62	\$ 1.89	\$ 2.16	\$ 2.43	\$ 2.70	\$ 2.97
4	Disposal Element (line A2 times Line A3)	\$ 11.95	\$ 23.90	\$ 35.84	\$ 47.79	\$ 59.74	\$ 71.69	\$ 83.64	\$ 95.59	\$ 107.54	\$ 119.49	\$ 131.44
5	Collection Element	\$154.53	\$309.06	\$463.59	\$618.13	\$772.66	\$927.19	\$1,081.72	\$1,236.25	\$1,390.78	\$1,545.31	\$1,700.84
6	Total Monthly Unit Collection Service Rate (Lines A4 plus A5)	\$ 166.48	\$ 332.96	\$ 499.44	\$ 665.92	\$ 832.39	\$ 998.87	\$ 1,165.34	\$ 1,331.82	\$ 1,498.29	\$ 1,664.77	\$ 1,831.24
7	1.5 CY Bin											
8	Disposal Charge Per Ton - Mixed Materials	\$ 44.25	\$ 44.25	\$ 44.25	\$ 44.25	\$ 44.25	\$ 44.25	\$ 44.25	\$ 44.25	\$ 44.25	\$ 44.25	\$ 44.25
9	Monthly Unit Generation Factor (Tons per Month)	\$ 0.41	\$ 0.81	\$ 1.22	\$ 1.62	\$ 2.03	\$ 2.44	\$ 2.84	\$ 3.25	\$ 3.66	\$ 4.07	\$ 4.48
10	Disposal Element (line A8 times Line A9)	\$ 18.14	\$ 35.84	\$ 53.99	\$ 71.69	\$ 89.83	\$ 107.97	\$ 126.11	\$ 144.25	\$ 162.39	\$ 180.53	\$ 198.67
11	Collection Element	\$231.78	\$463.57	\$695.35	\$927.13	\$1,158.92	\$1,390.70	\$1,622.48	\$1,854.26	\$2,086.04	\$2,317.82	\$2,549.60
12	Total Monthly Unit Collection Service Rate (Lines A10 plus A11)	\$ 249.93	\$ 499.41	\$ 749.33	\$ 998.82	\$ 1,248.74	\$ 1,498.23	\$ 1,747.71	\$ 1,997.20	\$ 2,246.68	\$ 2,496.16	\$ 2,745.64
13	2 CY Bin											
14	Disposal Charge Per Ton - Mixed Materials	\$ 44.25	\$ 44.25	\$ 44.25	\$ 44.25	\$ 44.25	\$ 44.25	\$ 44.25	\$ 44.25	\$ 44.25	\$ 44.25	\$ 44.25
15	Monthly Unit Generation Factor (Tons per Month)	\$ 0.54	\$ 1.08	\$ 1.62	\$ 2.17	\$ 2.71	\$ 3.25	\$ 3.79	\$ 4.33	\$ 4.87	\$ 5.41	\$ 5.95
16	Disposal Element (line A14 times Line A15)	\$ 23.90	\$ 47.79	\$ 71.69	\$ 96.02	\$ 119.92	\$ 143.81	\$ 167.71	\$ 191.60	\$ 215.50	\$ 239.39	\$ 263.28
17	Collection Element	\$309.07	\$618.14	\$927.21	\$1,236.28	\$1,545.35	\$1,854.42	\$2,163.49	\$2,472.56	\$2,781.63	\$3,090.70	\$3,400.77
18	Total Monthly Unit Collection Service Rate (Lines A16 plus A17)	\$ 332.96	\$ 665.93	\$ 998.89	\$ 1,332.30	\$ 1,665.26	\$ 1,998.23	\$ 2,331.19	\$ 2,664.16	\$ 2,997.12	\$ 3,330.09	\$ 3,663.05
19	3 CY Bin											
20	Disposal Charge Per Ton - Mixed Materials	\$ 44.25	\$ 44.25	\$ 44.25	\$ 44.25	\$ 44.25	\$ 44.25	\$ 44.25	\$ 44.25	\$ 44.25	\$ 44.25	\$ 44.25
21	Monthly Unit Generation Factor (Tons per Month)	\$ 0.81	\$ 1.62	\$ 2.44	\$ 3.25	\$ 4.06	\$ 4.87	\$ 5.68	\$ 6.49	\$ 7.30	\$ 8.11	\$ 8.92
22	Disposal Element (line A20 times Line A21)	\$ 35.84	\$ 71.69	\$ 107.97	\$ 143.81	\$ 179.66	\$ 215.50	\$ 251.34	\$ 287.19	\$ 323.03	\$ 358.88	\$ 394.72
23	Collection Element	\$463.60	\$927.20	\$1,390.80	\$1,854.40	\$2,317.87	\$2,781.60	\$3,245.33	\$3,709.06	\$4,172.79	\$4,636.52	\$5,100.25
24	Total Monthly Unit Collection Service Rate (Lines A22 plus A23)	\$ 499.44	\$ 998.89	\$ 1,498.77	\$ 1,998.22	\$ 2,497.52	\$ 2,996.97	\$ 3,496.42	\$ 3,995.87	\$ 4,495.32	\$ 4,994.77	\$ 5,494.22
25	4 CY Bin											
26	Disposal Charge Per Ton - Mixed Materials	\$ 44.25	\$ 44.25	\$ 44.25	\$ 44.25	\$ 44.25	\$ 44.25	\$ 44.25	\$ 44.25	\$ 44.25	\$ 44.25	\$ 44.25
27	Monthly Unit Generation Factor (Tons per Month)	\$ 1.08	\$ 2.17	\$ 3.25	\$ 4.33	\$ 5.41	\$ 6.50	\$ 7.58	\$ 8.67	\$ 9.75	\$ 10.84	\$ 11.92
28	Disposal Element (line A26 times Line A27)	\$ 47.79	\$ 96.02	\$ 143.81	\$ 191.60	\$ 239.39	\$ 287.18	\$ 334.97	\$ 382.76	\$ 430.55	\$ 478.34	\$ 526.13
29	Collection Element	\$618.10	\$1,236.21	\$1,854.31	\$2,472.42	\$3,090.52	\$3,708.63	\$4,326.73	\$4,944.84	\$5,562.94	\$6,181.04	\$6,799.15
30	Total Monthly Unit Collection Service Rate (Lines A28 plus A29)	\$ 665.89	\$ 1,332.23	\$ 1,998.13	\$ 2,664.02	\$ 3,329.91	\$ 3,995.80	\$ 4,661.69	\$ 5,327.58	\$ 5,993.47	\$ 6,659.36	\$ 7,325.25
31	6 CY Bin											
32	Disposal Charge Per Ton - Mixed Materials	\$ 44.25	\$ 44.25	\$ 44.25	\$ 44.25	\$ 44.25	\$ 44.25	\$ 44.25	\$ 44.25	\$ 44.25	\$ 44.25	\$ 44.25
33	Monthly Unit Generation Factor (Tons per Month)	\$ 1.62	\$ 3.25	\$ 4.87	\$ 6.50	\$ 8.12	\$ 9.74	\$ 11.36	\$ 12.98	\$ 14.60	\$ 16.22	\$ 17.84
34	Disposal Element (line A32 times Line A33)	\$ 71.69	\$ 143.81	\$ 215.50	\$ 287.63	\$ 359.76	\$ 431.89	\$ 504.02	\$ 576.15	\$ 648.28	\$ 720.41	\$ 792.54
35	Collection Element	\$961.80	\$1,854.33	\$2,746.86	\$3,639.39	\$4,531.92	\$5,424.45	\$6,316.98	\$7,209.51	\$8,102.04	\$8,994.57	\$9,887.10
36	Total Monthly Unit Collection Service Rate (Lines A34 plus A35)	\$1,033.48	\$1,998.15	\$2,962.82	\$3,927.49	\$4,892.16	\$5,856.83	\$6,821.50	\$7,786.17	\$8,750.84	\$9,715.51	\$10,680.18
37	7 CY Bin											
38	Disposal Charge Per Ton - Mixed Materials	\$ 44.25	\$ 44.25	\$ 44.25	\$ 44.25	\$ 44.25	\$ 44.25	\$ 44.25	\$ 44.25	\$ 44.25	\$ 44.25	\$ 44.25
39	Monthly Unit Generation Factor (Tons per Month)	\$ 1.89	\$ 3.79	\$ 5.68	\$ 7.58	\$ 9.47	\$ 11.37	\$ 13.26	\$ 15.15	\$ 17.04	\$ 18.93	\$ 20.82
40	Disposal Element (line A38 times Line A39)	\$ 83.63	\$ 167.71	\$ 251.34	\$ 335.42	\$ 419.05	\$ 503.12	\$ 587.19	\$ 671.27	\$ 755.34	\$ 839.42	\$ 923.49

MM&O Collection Form 2E (Option 1)							
MAXIMUM MONTHLY COLLECTION SERVICE RATES							
Vasco Rd Landfill / Keller Canyon Landfill							
City of Oakland, CA							
MFD Bin Collection							
41	Collection Element	\$1,081.57	\$2,163.41	\$3,245.11	\$4,345.52	\$5,408.52	\$6,490.23
42	Total Monthly Unit Collection Service Rate (Lines A40 plus A41)	\$1,165.20	\$2,331.12	\$3,496.45	\$4,680.93	\$5,827.57	\$6,993.35

MM&O Collection Form 2E (Option 1)						
MAXIMUM MONTHLY COLLECTION SERVICE RATES						
Vasco Rd Landfill / Keller Canyon Landfill						
City of Oakland, CA						
MFD Bin Collection						
B MFD Roll-off Box Collection Service*		Total Pull Rate				
The following rates are pull only and DO NOT include subscription to Organic Materials Collection						
		6 CY	10 CY	20 CY	30 CY	40 CY
1	Mixed Material Roll-Off Box Sizes (cubic yards)	\$ 629.15	\$ 679.48	\$ 733.84	\$ 990.68	\$ 1,238.19
2	Roll-Off Box Pull Rate	\$1,081.46	\$1,129.07	\$1,176.69	\$1,533.85	\$2,033.77
3	Compactor Pull Rate (Customer owned Compactor)	\$1,081.46	\$1,129.07	\$1,176.69	\$1,533.85	\$2,033.77
4	Compactor Pull Rate (Contractor owned Compactor)	\$1,081.46	\$1,129.07	\$1,176.69	\$1,533.85	\$2,033.77
C MFD Organic Materials Collection Subscription		Total Monthly Rate				
		1 CY	1.5 CY	2 CY	3 CY	4 CY
1	Organic Material Bin Sizes (gallons)	\$ 163.05	\$ 228.17	\$ 298.32	\$ 427.49	\$ 550.91
2	1 collection / week	\$ 163.05	\$ 228.17	\$ 298.32	\$ 427.49	\$ 550.91
3	Additional Bin / week					
C Push Rates		Total Monthly Rate				
		0-25 ft	26-50 ft	51-75 ft	76-100 ft	100+ ft
	Push Rate	\$ 153.00	\$ 310.25	\$ 467.50	\$ 620.50	\$ 777.75
D Bin Cleaning		Total Monthly Rate				
		1-4 CY Bin	5+ CY Bin			
	Cleaning Rate	\$ 85.00	\$ 106.25			
E Additional Services		Rates				
1	Additional Cart Exchange	\$ 63.75	each additional cart/occurrence			
2	Additional Cart Replacement	\$ 106.25	each additional cart/occurrence			
3	Additional Bin Exchange	\$ 42.50	each additional bin/occurrence			
4	Additional Bin Replacement	\$ 85.00	each additional bin/occurrence			
5	Bulky Goods Coverage Rate	\$ 42.50	each coverage/cubic yard			
6	Pay-As-You-Go Pick Up	\$ 382.50	each appointment			
7	Extra Service Tag (32 gallon)	\$ 9.56	each tag/occurrence			
8	Mixed Materials Coverage Rate	\$ 1.18	each coverage/gallon			
9	Mixed Materials Coverage Rate	\$ 108.38	each coverage/cubic yard			
10	Organic Materials Coverage Rate	\$ 1.18	each coverage/gallon			
11	Organic Materials Coverage Rate	\$ 108.38	each coverage/cubic yard			
12	Sharps Collection (At City Option)	\$ 1.13	per one quart mail back/ per unit per month			
13	On-call HHW Subscription (Default)	\$ 165.75	each occurrence			
14	On-call HHW Collection (At City Option-included in customer rate) - Percentage Change to Collection Element	5.07% per Dwelling Unit/month				

Enter what the rate is based on (i.e., per collection, per event, annually, etc.)

MFD invoices shall be delinquent when they are unpaid on the last day of the monthly billing cycle. CONTRACTOR Customer a late fee which is the greater of \$5.00 or 1.5% per month (not compounded.)
* Note: All compacted and non-compacted pull rates consist of Collection rates and franchise fees only. Disposal w costs. The total customer rate will be the pull rate and disposal.

MM&O Collection Form 2F MAXIMUM MONTHLY COLLECTION SERVICE RATES Vasco Rd Landfill / Keller Canyon Landfill City of Oakland, CA Commercial Cart Collection												
The following rates DO NOT include subscription to Organic Materials Collection												
Commercial Cart Collection Service												
A	Total Monthly Rate											
	1 x/week	2 x/week	3 x/week	4 x/week	5 x/week	6 x/week	1 x/week	2 x/week	3 x/week	4 x/week	5 x/week	6 x/week
1	20 Gallon Cart											
2	Disposal Charge Per Ton - Mixed Materials	\$ 44.25	\$ 44.25	\$ 44.25	\$ 44.25	\$ 44.25	\$ 44.25	\$ 44.25	\$ 44.25	\$ 44.25	\$ 44.25	\$ 44.25
3	Monthly Unit Generation Factor (Tons per Month)	\$ 0.03	\$ 0.07	\$ 0.10	\$ 0.14	\$ 0.17	\$ 0.03	\$ 0.07	\$ 0.10	\$ 0.14	\$ 0.17	\$ 0.21
4	Disposal Element (line A2 times Line A3)	\$ 1.33	\$ 3.10	\$ 4.43	\$ 6.20	\$ 7.52	\$ 1.33	\$ 3.10	\$ 4.43	\$ 6.20	\$ 7.52	\$ 9.29
5	Collection Element	\$21.20	\$ 44.41	\$66.61	\$88.82	\$111.02	\$21.20	\$ 44.41	\$66.61	\$88.82	\$111.02	\$133.23
6	Total Monthly Unit Collection Service Rate (Lines A4 plus A5)	\$ 22.53	\$ 47.51	\$ 71.04	\$ 95.01	\$ 118.55	\$ 22.53	\$ 47.51	\$ 71.04	\$ 95.01	\$ 118.55	\$ 142.52
7	32 Gallon Cart											
8	Disposal Charge Per Ton - Mixed Materials	\$ 44.25	\$ 44.25	\$ 44.25	\$ 44.25	\$ 44.25	\$ 44.25	\$ 44.25	\$ 44.25	\$ 44.25	\$ 44.25	\$ 44.25
9	Monthly Unit Generation Factor (Tons per Month)	\$ 0.06	\$ 0.12	\$ 0.18	\$ 0.24	\$ 0.30	\$ 0.06	\$ 0.12	\$ 0.18	\$ 0.24	\$ 0.30	\$ 0.36
10	Disposal Element (line A8 times Line A9)	\$ 2.66	\$ 5.31	\$ 7.97	\$ 10.62	\$ 13.28	\$ 2.66	\$ 5.31	\$ 7.97	\$ 10.62	\$ 13.28	\$ 15.93
11	Collection Element	\$28.16	\$56.32	\$84.48	\$112.64	\$140.80	\$28.16	\$56.32	\$84.48	\$112.64	\$140.80	\$168.96
12	Total Monthly Unit Collection Service Rate (Lines A10 plus A11)	\$ 30.82	\$ 61.63	\$ 92.45	\$ 123.26	\$ 154.08	\$ 30.82	\$ 61.63	\$ 92.45	\$ 123.26	\$ 154.08	\$ 184.89
13	64 Gallon Cart											
14	Disposal Charge Per Ton - Mixed Materials	\$ 44.25	\$ 44.25	\$ 44.25	\$ 44.25	\$ 44.25	\$ 44.25	\$ 44.25	\$ 44.25	\$ 44.25	\$ 44.25	\$ 44.25
15	Monthly Unit Generation Factor (Tons per Month)	\$ 0.11	\$ 0.22	\$ 0.34	\$ 0.45	\$ 0.56	\$ 0.11	\$ 0.22	\$ 0.34	\$ 0.45	\$ 0.56	\$ 0.67
16	Disposal Element (line A14 times Line A15)	\$ 4.87	\$ 9.74	\$ 15.05	\$ 19.91	\$ 24.78	\$ 4.87	\$ 9.74	\$ 15.05	\$ 19.91	\$ 24.78	\$ 29.65
17	Collection Element	\$61.74	\$123.48	\$185.21	\$246.95	\$308.69	\$61.74	\$123.48	\$185.21	\$246.95	\$308.69	\$370.43
18	Total Monthly Unit Collection Service Rate (Lines A16 plus A17)	\$ 66.61	\$ 133.21	\$ 200.26	\$ 266.86	\$ 333.47	\$ 66.61	\$ 133.21	\$ 200.26	\$ 266.86	\$ 333.47	\$ 400.07
19	96 Gallon Cart											
20	Disposal Charge Per Ton - Mixed Materials	\$ 44.25	\$ 44.25	\$ 44.25	\$ 44.25	\$ 44.25	\$ 44.25	\$ 44.25	\$ 44.25	\$ 44.25	\$ 44.25	\$ 44.25
21	Monthly Unit Generation Factor (Tons per Month)	\$ 0.16	\$ 0.33	\$ 0.49	\$ 0.65	\$ 0.82	\$ 0.16	\$ 0.33	\$ 0.49	\$ 0.65	\$ 0.82	\$ 0.98
22	Disposal Element (line A20 times Line A21)	\$ 7.08	\$ 14.60	\$ 21.68	\$ 28.76	\$ 36.29	\$ 7.08	\$ 14.60	\$ 21.68	\$ 28.76	\$ 36.29	\$ 43.37
23	Collection Element	\$95.25	\$190.49	\$285.74	\$380.98	\$476.23	\$95.25	\$190.49	\$285.74	\$380.98	\$476.23	\$571.47
24	Total Monthly Unit Collection Service Rate (Lines A22 plus A23)	\$ 102.33	\$ 205.09	\$ 307.42	\$ 409.74	\$ 512.51	\$ 102.33	\$ 205.09	\$ 307.42	\$ 409.74	\$ 512.51	\$ 614.84
B	Additional Mixed Materials Cart											
Total Monthly Rates												
1	20 Gallon Cart											
2	Additional Mixed Materials Cart (decrease to Line A6)	13.14	26.28	39.42	52.56	65.71	13.14	26.28	39.42	52.56	65.71	78.85
3	Total Monthly Additional Cart Rate (Lines A6 plus B2)	\$ 35.67	\$ 73.79	\$ 110.46	\$ 147.58	\$ 184.25	\$ 35.67	\$ 73.79	\$ 110.46	\$ 147.58	\$ 184.25	\$ 221.37
4	32 Gallon Cart											
5	Additional Mixed Materials Cart (decrease to Line A12)	13.14	26.28	39.42	52.56	65.71	13.14	26.28	39.42	52.56	65.71	78.85
6	Total Monthly Additional Cart Rate (Lines A12 plus B5)	\$ 43.96	\$ 87.91	\$ 131.87	\$ 175.83	\$ 219.79	\$ 43.96	\$ 87.91	\$ 131.87	\$ 175.83	\$ 219.79	\$ 263.74
7	64 Gallon Cart											
8	Additional Mixed Materials Cart (decrease to Line A18)	13.14	26.28	39.42	52.56	65.71	13.14	26.28	39.42	52.56	65.71	78.85
9	Total Monthly Additional Cart Rate (Lines A18 plus B8)	\$ 79.75	\$ 159.49	\$ 239.68	\$ 319.43	\$ 399.17	\$ 79.75	\$ 159.49	\$ 239.68	\$ 319.43	\$ 399.17	\$ 478.92
10	96 Gallon Cart											
11	Additional Mixed Materials Cart (decrease to Line A24)	13.14	26.28	39.42	52.56	65.71	13.14	26.28	39.42	52.56	65.71	78.85
12	Total Monthly Additional Cart Rate (Lines A24 plus B11)	\$ 115.47	\$ 231.38	\$ 346.84	\$ 462.31	\$ 578.22	\$ 115.47	\$ 231.38	\$ 346.84	\$ 462.31	\$ 578.22	\$ 693.68

MM&O Collection Form 2F						
MAXIMUM MONTHLY COLLECTION SERVICE RATES						
Vasco Rd Landfill / Keller Canyon Landfill						
City of Oakland, CA						
Commercial Cart Collection						
Commercial Organic Materials Collection		Total Monthly Subscription Rate				
C		1 x/week	2 x/week	3 x/week	4 x/week	5 x/week
1						
2	20 Gallon Cart Organic Materials Rate	\$ 27.25	\$ 54.50	\$ 81.75	\$ 109.00	\$ 136.26
3	32 Gallon Cart Organic Materials Rate	\$ 36.56	\$ 73.12	\$ 109.68	\$ 146.23	\$ 182.79
4	64 Gallon Cart Organic Materials Rate	\$ 79.72	\$ 159.44	\$ 239.16	\$ 318.89	\$ 398.61
5	96 Gallon Cart Organic Materials Rate	\$ 122.84	\$ 245.68	\$ 368.53	\$ 491.37	\$ 614.21
D	Additional Organic Materials Cart	Total Monthly Rates				
1		1 x/week	2 x/week	3 x/week	4 x/week	5 x/week
2	Additional 20 Gallon Organic Materials Cart	27.25	54.50	81.75	109.00	136.26
3	Additional 32 Gallon Organic Materials Cart	36.56	73.12	109.68	146.23	182.79
4	Additional 64 Gallon Organic Materials Cart	79.72	159.44	239.16	318.89	398.61
5	Additional 96 Gallon Organic Materials Cart	122.84	245.68	368.53	491.37	614.21

Commercial invoices shall be delinquent when they are unpaid on the last day of the monthly billing cycle. CONTRACTOR may charge a delinquent Customer a late fee which is the greater of \$5.00 or 1.5% per month (not compounded.)



MM&O Collection Form 2G MAXIMUM MONTHLY COLLECTION SERVICE RATES Vasco Rd Landfill / Keller Canyon Landfill City of Oakland, CA Commercial Bin Collection												
The following rates DO NOT include subscription to Organic Materials Collection												
A Commercial Bin Collection Service												
Total Pull Rate												
	1 x/week	2 x/week	3 x/week	4 x/week	5 x/week	6 x/week	1 x/week	2 x/week	3 x/week	4 x/week	5 x/week	6 x/week
1	1 CY Bin											
2	Disposal Charge Per Ton - Mixed Materials	\$ 44.25	\$ 44.25	\$ 44.25	\$ 44.25	\$ 44.25	\$ 44.25	\$ 44.25	\$ 44.25	\$ 44.25	\$ 44.25	\$ 44.25
3	Monthly Unit Generation Factor (Tons per Month)	\$ 0.27	\$ 0.54	\$ 0.81	\$ 1.08	\$ 1.35	\$ 1.62	\$ 1.89	\$ 2.16	\$ 2.43	\$ 2.70	\$ 2.97
4	Disposal Element (line A2 times Line A3)	\$ 11.95	\$ 23.90	\$ 35.84	\$ 47.79	\$ 59.74	\$ 71.69	\$ 83.63	\$ 95.58	\$ 107.52	\$ 119.47	\$ 131.42
5	Collection Element	\$ 144.35	\$ 281.90	\$ 422.85	\$ 553.79	\$ 694.74	\$ 835.69	\$ 976.64	\$ 1117.59	\$ 1258.54	\$ 1399.49	\$ 1540.44
6	Total Monthly Unit Collection Service Rate (Lines A4 + A5)	\$ 156.30	\$ 305.80	\$ 458.69	\$ 601.58	\$ 754.48	\$ 907.38	\$ 1060.28	\$ 1213.17	\$ 1366.06	\$ 1518.96	\$ 1671.85
7	1.5 CY Bin											
8	Disposal Charge Per Ton - Mixed Materials	\$ 44.25	\$ 44.25	\$ 44.25	\$ 44.25	\$ 44.25	\$ 44.25	\$ 44.25	\$ 44.25	\$ 44.25	\$ 44.25	\$ 44.25
9	Monthly Unit Generation Factor (Tons per Month)	\$ 0.41	\$ 0.81	\$ 1.22	\$ 1.62	\$ 2.03	\$ 2.44	\$ 2.84	\$ 3.25	\$ 3.66	\$ 4.06	\$ 4.47
10	Disposal Element (line A8 times Line A9)	\$ 18.14	\$ 35.84	\$ 53.99	\$ 71.69	\$ 89.83	\$ 107.97	\$ 126.11	\$ 144.26	\$ 162.40	\$ 180.55	\$ 198.69
11	Collection Element	\$ 180.57	\$ 361.15	\$ 541.72	\$ 722.29	\$ 902.86	\$ 1,083.44	\$ 1,264.01	\$ 1,444.58	\$ 1,625.16	\$ 1,805.73	\$ 1,986.31
12	Total Monthly Unit Collection Service Rate (Lines A10 + A11)	\$ 198.72	\$ 396.99	\$ 595.70	\$ 793.98	\$ 992.69	\$ 1,191.41	\$ 1,390.13	\$ 1,588.84	\$ 1,787.55	\$ 1,986.26	\$ 2,184.97
13	2 CY Bin											
14	Disposal Charge Per Ton - Mixed Materials	\$ 44.25	\$ 44.25	\$ 44.25	\$ 44.25	\$ 44.25	\$ 44.25	\$ 44.25	\$ 44.25	\$ 44.25	\$ 44.25	\$ 44.25
15	Monthly Unit Generation Factor (Tons per Month)	\$ 0.54	\$ 1.08	\$ 1.62	\$ 2.17	\$ 2.71	\$ 3.25	\$ 3.79	\$ 4.33	\$ 4.87	\$ 5.41	\$ 5.95
16	Disposal Element (line A14 times Line A15)	\$ 23.90	\$ 47.79	\$ 71.69	\$ 96.02	\$ 119.92	\$ 143.81	\$ 167.71	\$ 191.60	\$ 215.50	\$ 239.39	\$ 263.28
17	Collection Element	\$ 235.71	\$ 471.42	\$ 707.13	\$ 942.84	\$ 1,178.55	\$ 1,414.26	\$ 1,649.97	\$ 1,885.68	\$ 2,121.39	\$ 2,357.10	\$ 2,592.81
18	Total Monthly Unit Collection Service Rate (Lines A16 + A17)	\$ 259.61	\$ 519.21	\$ 778.82	\$ 1,038.86	\$ 1,298.47	\$ 1,558.07	\$ 1,817.68	\$ 2,077.29	\$ 2,336.89	\$ 2,596.50	\$ 2,856.11
19	3 CY Bin											
20	Disposal Charge Per Ton - Mixed Materials	\$ 44.25	\$ 44.25	\$ 44.25	\$ 44.25	\$ 44.25	\$ 44.25	\$ 44.25	\$ 44.25	\$ 44.25	\$ 44.25	\$ 44.25
21	Monthly Unit Generation Factor (Tons per Month)	\$ 0.81	\$ 1.62	\$ 2.44	\$ 3.25	\$ 4.06	\$ 4.87	\$ 5.68	\$ 6.50	\$ 7.31	\$ 8.12	\$ 8.93
22	Disposal Element (line A20 times Line A21)	\$ 35.84	\$ 71.69	\$ 107.97	\$ 143.81	\$ 179.66	\$ 215.50	\$ 251.35	\$ 287.19	\$ 323.04	\$ 358.88	\$ 394.73
23	Collection Element	\$ 336.43	\$ 672.85	\$ 1,009.28	\$ 1,345.71	\$ 1,682.13	\$ 2,018.56	\$ 2,354.99	\$ 2,691.42	\$ 3,027.85	\$ 3,364.28	\$ 3,700.71
24	Total Monthly Unit Collection Service Rate (Lines A22 + A23)	\$ 372.27	\$ 744.54	\$ 1,117.25	\$ 1,489.52	\$ 1,861.79	\$ 2,234.06	\$ 2,606.33	\$ 2,978.60	\$ 3,350.87	\$ 3,723.14	\$ 4,095.41
25	4 CY Bin											
26	Disposal Charge Per Ton - Mixed Materials	\$ 44.25	\$ 44.25	\$ 44.25	\$ 44.25	\$ 44.25	\$ 44.25	\$ 44.25	\$ 44.25	\$ 44.25	\$ 44.25	\$ 44.25
27	Monthly Unit Generation Factor (Tons per Month)	\$ 1.08	\$ 2.17	\$ 3.25	\$ 4.33	\$ 5.41	\$ 6.50	\$ 7.58	\$ 8.66	\$ 9.74	\$ 10.82	\$ 11.90
28	Disposal Element (line A26 times Line A27)	\$ 47.79	\$ 96.02	\$ 143.81	\$ 191.60	\$ 239.39	\$ 287.19	\$ 334.98	\$ 382.77	\$ 430.56	\$ 478.35	\$ 526.14
29	Collection Element	\$ 432.21	\$ 864.41	\$ 1,296.62	\$ 1,728.82	\$ 2,161.03	\$ 2,593.23	\$ 3,025.43	\$ 3,457.63	\$ 3,889.83	\$ 4,322.03	\$ 4,754.23
30	Total Monthly Unit Collection Service Rate (Lines A28 + A29)	\$ 480.00	\$ 960.43	\$ 1,440.43	\$ 1,920.42	\$ 2,400.42	\$ 2,880.86	\$ 3,361.30	\$ 3,841.74	\$ 4,322.18	\$ 4,802.62	\$ 5,283.06
31	6 CY Bin											
32	Disposal Charge Per Ton - Mixed Materials	\$ 44.25	\$ 44.25	\$ 44.25	\$ 44.25	\$ 44.25	\$ 44.25	\$ 44.25	\$ 44.25	\$ 44.25	\$ 44.25	\$ 44.25
33	Monthly Unit Generation Factor (Tons per Month)	\$ 1.62	\$ 3.25	\$ 4.87	\$ 6.50	\$ 8.12	\$ 9.74	\$ 11.36	\$ 12.98	\$ 14.60	\$ 16.22	\$ 17.84
34	Disposal Element (line A32 times Line A33)	\$ 71.69	\$ 143.81	\$ 215.50	\$ 287.63	\$ 359.31	\$ 431.00	\$ 502.69	\$ 574.37	\$ 646.05	\$ 717.74	\$ 789.42
35	Collection Element	\$ 594.87	\$ 1,189.75	\$ 1,784.62	\$ 2,379.50	\$ 2,974.37	\$ 3,569.25	\$ 4,164.12	\$ 4,759.00	\$ 5,353.88	\$ 5,948.76	\$ 6,543.64
36	Total Monthly Unit Collection Service Rate (Lines A34 + A35)	\$ 666.56	\$ 1,333.56	\$ 2,000.12	\$ 2,667.12	\$ 3,333.68	\$ 4,000.24	\$ 4,666.80	\$ 5,333.36	\$ 6,000.00	\$ 6,666.56	\$ 7,333.12
37	7 CY Bin											
38	Disposal Charge Per Ton - Mixed Materials	\$ 44.25	\$ 44.25	\$ 44.25	\$ 44.25	\$ 44.25	\$ 44.25	\$ 44.25	\$ 44.25	\$ 44.25	\$ 44.25	\$ 44.25
39	Monthly Unit Generation Factor (Tons per Month)	\$ 1.89	\$ 3.79	\$ 5.68	\$ 7.58	\$ 9.47	\$ 11.37	\$ 13.26	\$ 15.15	\$ 17.04	\$ 18.93	\$ 20.82
40	Disposal Element (line A38 times Line A39)	\$ 83.63	\$ 167.71	\$ 251.34	\$ 335.42	\$ 419.05	\$ 503.12	\$ 587.19	\$ 671.27	\$ 755.34	\$ 839.42	\$ 923.49



MM&O Collection Form 2G													
MAXIMUM MONTHLY COLLECTION SERVICE RATES													
Vasco Rd Landfill / Keller Canyon Landfill													
City of Oakland, CA													
Commercial Bin Collection													
41	Collection Element	\$	695.97	\$	1,391.94	\$	2,087.92	\$	2,783.89	\$	3,479.86	\$	4,175.83
42	Total Monthly Unit Collection Service Rate (Lines A40 + A41)	\$	779.60	\$	1,559.65	\$	2,339.26	\$	3,119.30	\$	3,898.91	\$	4,678.96

MM&O Collection Form 2G MAXIMUM MONTHLY COLLECTION SERVICE RATES Vasco Rd Landfill / Keller Canyon Landfill City of Oakland, CA Commercial Bin Collection										
Commercial Roll-off Box Collection Service*										
The following rates are pull only and DO NOT include subscription to Organic Materials Collection										
Total Pull Rate										
	6 CY	10 CY	20 CY	30 CY	40 CY	Per CY (For Other Sizes)				
1	Mixed Material Roll-Off Box Pull Rate	\$ 641.90	\$ 693.25	\$ 748.71	\$ 1,010.76	\$ 1,263.45	\$ 37.43			
2	Roll-Off Box Pull Rate	\$ 1,094.21	\$ 1,141.82	\$ 1,189.44	\$ 1,546.60	\$ 2,046.52	\$ 59.47			
3	Compactor Pull Rate (Customer owned Compactor)	\$ 1,094.21	\$ 1,141.82	\$ 1,189.44	\$ 1,546.60	\$ 2,046.52	\$ 59.47			
4	Compactor Pull Rate (Contractor owned Compactor)	\$ 1,094.21	\$ 1,141.82	\$ 1,189.44	\$ 1,546.60	\$ 2,046.52	\$ 59.47			
C Commercial Organic Materials Collection Subscription										
Total Monthly Rate										
1	1 CY Bin	1 x/week	2 x/week	3 x/week	4 x/week	5 x/week	6 x/week			
2	Total 1 CY Organic Materials Collection Service Rate	\$ 134.14	\$ 326.09	\$ 489.14	\$ 652.19	\$ 815.24	\$ 978.28			
3	Total 1.5 CY Organic Materials Collection Service Rate	\$ 228.17	\$ 456.35	\$ 684.52	\$ 912.70	\$ 1,140.87	\$ 1,369.04			
4	Total 2 CY Organic Materials Collection Service Rate	\$ 298.32	\$ 596.63	\$ 894.95	\$ 1,193.26	\$ 1,491.58	\$ 1,789.90			
5	Total 3 CY Organic Materials Collection Service Rate	\$ 427.49	\$ 854.98	\$ 1,282.47	\$ 1,709.96	\$ 2,137.45	\$ 2,564.94			
6	Total 4 CY Organic Materials Collection Service Rate	\$ 550.91	\$ 1,101.82	\$ 1,652.73	\$ 2,203.64	\$ 2,754.55	\$ 3,305.46			
7	Total 6 CY Organic Materials Collection Service Rate	\$ 594.07	\$ 1,528.13	\$ 2,292.20	\$ 3,056.26	\$ 3,820.33	\$ 4,584.39			
8	Total 7 CY Organic Materials Collection Service Rate	\$ 893.68	\$ 1,787.36	\$ 2,681.04	\$ 3,574.73	\$ 4,468.42	\$ 5,362.09			
C Push Rates										
	Push Rate	0-25 ft	26-50 ft	51-75 ft	76-100 ft	100+ ft				
		\$ 153.00	\$ 310.25	\$ 467.50	\$ 620.50	\$ 777.75				
D Bin Cleaning										
	Cleaning Rate	1-4 CY Bin	5+ CY Bin							
		\$ 85.00	\$ 106.25							
E Additional Services										
1	Additional Cart Exchange	\$ 63.75	each additional cart/occurrence							
2	Additional Cart Replacement	\$ 106.25	each additional cart/occurrence							
3	Additional Bin Exchange	\$ 42.50	each additional bin/occurrence							
4	Additional Bin Replacement	\$ 85.00	each additional bin/occurrence							
5	Pay-As-You-Go Pick Up	\$ 382.50	each appointment							
6	Extra Service Tag (32 gallon)	\$ 9.56	each tag/occurrence							
7	Mixed Materials Overage Rate	\$ 1.18	each overage/gallon							
8	Mixed Materials Overage Rate	\$ 108.38	each overage/cubic yard							
9	Organic Materials Overage Rate	\$ 1.18	each overage/gallon							
10	Organic Materials Overage Rate	\$ 108.38	each overage/cubic yard							

Commercial invoices shall be delinquent when they are unpaid on the last day of the monthly billing cycle. CONTRACTOR may charge a delinquent Customer a late fee which is the greater of \$5.00 or 1.5% per month (not compounded.)

* Note: All compacted and non-compacted pull rates consist of Collection rates and franchise fees only. Disposal will be based on actual disposal costs. The total customer rate will be the pull rate and disposal.

MM&O Collection Form 2H										
MAXIMUM MONTHLY COLLECTION SERVICE RATES										
City of Oakland, CA										
Non-Exclusive Commercial Recyclable Materials Collection										
Total Monthly Rate										
Total Monthly Rate										
Total Monthly Rate										
Total Monthly Rate										
A Commercial Recyclable Materials - Cart										
1	Recyclable Materials Cart Sizes (gallons)	20	32	64	96					
2	1 collection / week	\$ 25.89	\$ 34.73	\$ 75.74	\$ 116.70					
3	2 collections / week	\$ 51.77	\$ 69.46	\$ 151.47	\$ 233.40					
4	3 collections / week	\$ 77.66	\$ 104.19	\$ 227.21	\$ 350.10					
5	4 collections / week	\$ 103.56	\$ 138.92	\$ 302.94	\$ 477.00					
6	5 collections / week	\$ 129.45	\$ 173.66	\$ 378.68	\$ 553.10					
B Commercial Recyclable Materials - Bin										
Commercial Recyclable Materials Bin Sizes (Cubic Yard)										
1	1 collection / week	\$ 128.72	\$ 180.14	\$ 235.51	\$ 283.49	\$ 365.34	\$ 506.69	\$ 592.65		
2	2 collections / week	\$ 257.45	\$ 360.28	\$ 471.02	\$ 566.98	\$ 730.68	\$ 1,013.39	\$ 1,185.31		
3	3 collections / week	\$ 386.17	\$ 540.42	\$ 706.53	\$ 850.48	\$ 1,096.02	\$ 1,520.08	\$ 1,777.96		
4	4 collections / week	\$ 514.90	\$ 720.56	\$ 942.04	\$ 1,133.97	\$ 1,461.35	\$ 2,026.77	\$ 2,370.62		
5	5 collections / week	\$ 643.62	\$ 900.70	\$ 1,177.55	\$ 1,417.46	\$ 1,826.69	\$ 2,533.47	\$ 2,963.27		
C Commercial Recyclable Materials - Roll-off Box Collection Service										
Total Pull Rate										
1	Recyclable Materials Roll-Off Box Sizes (cubic yards)	6 CY	10 CY	20 CY	30 CY	40 CY	Per CY (For Other Sizes)			
2	Roll-Off Box Pull Rate	\$ 641.90	\$ 693.25	\$ 748.71	\$ 1,010.76	\$ 1,263.45	\$ 36.69			
3	Compactor Pull Rate (Customer owned Compactor)	\$ 1,094.21	\$ 1,141.82	\$ 1,189.44	\$ 1,546.60	\$ 2,046.52	\$ 58.84			
4	Compactor Pull Rate (Contractor owned Compactor)	\$ 1,094.21	\$ 1,141.82	\$ 1,189.44	\$ 1,546.60	\$ 2,046.52	\$ 58.84			
D Push Rates										
1	Push Rate	\$ 193.00	\$ 310.25	\$ 467.50	\$ 620.50	\$ 777.75				
E Bin Cleaning										
1	Bin Cleaning	\$ 85.00	\$ 106.25							
F Additional Services										
1	Key Service	\$ 42.50	each month/customer							
2	Difficult to Service Rate	\$ 85.00	each month/customer							

Commercial invoices shall be delinquent when they are unpaid on the last day of the monthly billing cycle. CONTRACTOR may charge a delinquent Customer a late fee which is the greater of \$5.00 or 1.5% per month (not compounded.)

MM&O Collection Form 2I MAXIMUM TEMPORARY ROLL-OFF BOX COLLECTION SERVICE RATES City of Oakland, CA Temporary Roll-Off Box Collection						
A Temporary Roll-off Box Collection Service		Total Pull Rate				Per CY (For Other Sizes)
		6 CY	10 CY	20 CY	30 CY	40 CY
1	Recyclable Materials Roll-Off Box Sizes (cubic yards)	\$ 512.64	\$ 553.65	\$ 597.94	\$ 807.22	\$ 1,009.03
2	Roll-Off Box Pull Rate	\$ 881.19	\$ 919.98	\$ 958.78	\$ 1,249.80	\$ 1,657.15
3	Compactor Pull Rate (Customer owned Compactor)	\$ 881.19	\$ 919.98	\$ 958.78	\$ 1,249.80	\$ 1,657.15
4	Compactor Pull Rate (Contractor owned Compactor)	\$ 881.19	\$ 919.98	\$ 958.78	\$ 1,249.80	\$ 1,657.15

Temporary Roll-off Box Collection Service invoices shall be delinquent when they are unpaid on the last day of the monthly billing cycle. CONTRACTOR may charge a delinquent Customer a late fee which is the greater of \$5.00 or 1.5% per month (not compounded.)

* Note: All pull rates consist of Collection rates and franchise fees only. Disposal will be based on actual disposal costs. The total customer rate will be the pull rate and disposal.

MM&O Collection Form 2I-A MAXIMUM SPECIAL EVENT COLLECTION SERVICE RATES City of Oakland, CA Temporary Collection						
A Temporary Special Event Collection Service		Cart Collection Rate		Roll-off Box Collection Rate		
		64 gallon	96 gallon	6 CY	10 CY	20 CY
1	Collection Container Sizes	\$ 39.94	\$ 42.49	\$ 629.15	\$ 679.48	\$ 733.84
2	Recyclable Materials	\$ 46.74	\$ 49.29	\$ 629.15	\$ 679.48	\$ 733.84
3	Mixed Materials	\$ 46.74	\$ 49.29	\$ 629.15	\$ 679.48	\$ 733.84
4	Organic Materials	\$ 46.74	\$ 49.29	\$ 629.15	\$ 679.48	\$ 733.84

MM&O Collection Form 2J MAXIMUM EMERGENCY COLLECTION SERVICE RATES City of Oakland, CA Emergency Service Rates			
A Emergency Service Rates - Employees			
Labor Position			Hourly Rate
1	Collection/Transfer Driver		\$ 125.00
2	Equipment loader/operator		\$ 100.00
3	General laborer		\$ 50.00
4	Mechanic		\$ 125.00
5	Traffic Control		\$ 50.00
6	Dispatcher		\$ 75.00
7	Manager		\$ 125.00
8	Safety Officer		\$ 125.00
9	Supervisor		\$ 100.00
10	Admin support		\$ 75.00
B Emergency Service Rates - Equipment			
	Equipment Type	Make & Model	Hourly Rate
1	Transfer Truck	Freightliner / Western Trailer	\$ 100.00
2	Rear End Loader	Witkko, McNeilus / Peterbilt	\$ 75.00
3	Front End Loader / Rear End Loader	Witkko, McNeilus / Peterbilt	\$ 75.00
4	Roll Off Truck	Witkko, McNeilus	\$ 65.00
5	Flat Bed Truck / Hoist	Heil	\$ 45.00
6	Loader Large and Small	CAT	\$ 150.00
7	Excavator	CAT	\$ 100.00
8	Pick Up	Ford	\$ 40.00
9	Service Truck	Ford	\$ 100.00
10	Forklift	Toyota	\$ 50.00

MM&O Collection Form 2K City of Oakland, CA Multiple Service Discount Agreement Year 1	
Proposers proposing to offer MM&O Collection Services and Disposal Services shall complete line 1 of MM&O Collection Form 2K to indicate the discount, if any, that will be applied to all proposed rates proposed on MM&O Collection Forms 2A through 2J* in the event both services are awarded to the proposer.	
1	Discount to all proposed rates on MM&O Collection Forms 2A through 2J* 3.00%
Proposers proposing to offer MM&O Collection Services and RR Collection Services shall complete line 2 of MM&O Collection Form 2K to indicate the discount, if any, that will be applied to all proposed rates proposed on MM&O Collection Forms 2A through 2J* in the event both services are awarded to the proposer.	
2	Discount to all proposed rates on MM&O Collection Forms 2A through 2J* 3.00%
Proposers proposing to offer MM&O Collection Services, RR Collection Services and Disposal Services shall complete line 1, 2, and 3 of MM&O Collection Form 2K to indicate the discount, if any, that will be applied to all proposed rates proposed on MM&O Collection Forms 2A through 2J* in the event multiple services are awarded to the proposer.	
3	Discount to all proposed rates on MM&O Collection Forms 2A through 2J* ** 4.00%

* Note to proposers: Award of multiple services will not reduce the total franchise fees due to the City.

** Note to proposers proposing on all three services: In the event all three services are awarded the discount on line 3 will apply, in the event a combination of 2 services are awarded, the discount on line 1 or 2 as appropriate will apply.

7. Service Group 2 Best and Final Rate Proposal

CWS provides, by City instruction, the following Maximum Service Rate Forms.

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RR Collection Form 2A			
MAXIMUM RECYCLING SERVICE RATES			
City of Oakland, CA			
Residential Recycling Collection Service			
A Residential Recycling Collection Services - Maximum Revenue			
1	Cost Per Collected Ton	\$ 566.22	per ton
2	Projected Tonnage Cap (July 1, 2015-December 31, 2015)	36,000	Tons
3	Projected Tonnage Cap (January 1, 2016-December 31, 2016)	36,000	Tons
4	Cost Per Unit Per Month	\$ 10.28	per unit per month
5	Material Diversion Standard	90.00%	Percent of Collected Tons
B Ancillary Services			
1	Additional SFD Recyclable Materials Cart	12.00	each additional cart/month
2	MFD Cart Excess Frequency Collection	44.13	each additional cart/occurrence
3	MFD Bin Excess Frequency Collection	75.80	each additional bin/occurrence
4	Additional Cart Exchange	60.00	each additional cart/occurrence
5	Additional Cart Replacement	90.00	each additional cart/occurrence
6	Additional Bin Exchange	65.00	each additional bin/occurrence
7	Additional Bin Replacement	400.00	each additional bin/occurrence
8	Premium Backyard SFD Recycling Services	28.00	monthly
C Push Rates			
1	Push Rate	0-25 feet	26-50 feet
		\$ 153.00	\$ 310.25
		\$ 467.50	\$ 620.50
		\$ 777.75	\$ 777.75
		1-4 CY Bin	5+ CY Bin
		\$ 85.00	\$ 106.25
D Bin Cleaning			
1	Cleaning Rate	Rates	
E Additional Services			
1	Key Service	\$ 42.00	each month/customer
2	Difficult to Service Rate	\$ 85.00	each month/customer

RR Collection Form 2B MAXIMUM RECYCLING SERVICE RATES City of Oakland, CA										
Commercial Non-Exclusive Recyclable Materials Collection										
		Total Monthly Rate			Total Monthly Rate					
		20	32	64	96			4	6	7
A Commercial Recyclable Materials - Cart										
1	Recyclable Materials Cart Sizes (gallons)									
2	1 collection / week	\$ 25.89	\$ 34.73	\$ 75.74	\$ 116.70			\$ 365.34	\$ 506.69	\$ 484.63
3	2 collections / week	\$ 51.77	\$ 69.46	\$ 151.47	\$ 233.40			\$ 730.68	\$ 1,013.39	\$ 901.71
4	3 collections / week	\$ 77.66	\$ 104.19	\$ 227.21	\$ 350.10			\$ 1,096.02	\$ 1,520.09	\$ 1,318.80
5	4 collections / week	\$ 103.56	\$ 138.92	\$ 302.94	\$ 466.80			\$ 1,461.35	\$ 2,026.78	\$ 1,835.89
6	5 collections / week	\$ 129.45	\$ 173.66	\$ 378.68	\$ 583.50			\$ 1,826.70	\$ 2,533.48	\$ 2,452.98
B Commercial Recyclable Materials - Bin										
1	Recyclable Materials Bin Sizes (Cubic Yard)		1.5	2	3	4	7			
2	1 collection / week	\$ 128.72	\$ 180.14	\$ 235.51	\$ 283.49	\$	\$	\$	\$	\$
3	2 collections / week	\$ 257.45	\$ 360.28	\$ 471.03	\$ 566.98	\$	\$	\$	\$	\$
4	3 collections / week	\$ 386.17	\$ 540.41	\$ 706.54	\$ 850.48	\$	\$	\$	\$	\$
5	4 collections / week	\$ 514.90	\$ 720.55	\$ 942.05	\$ 1,133.98	\$	\$	\$	\$	\$
6	5 collections / week	\$ 643.62	\$ 900.69	\$ 1,177.56	\$ 1,417.47	\$	\$	\$	\$	\$
C Commercial Recyclable Materials - Roll-Off Box Collection Service										
1	Recyclable Materials Roll-Off Box Sizes (cubic yards)	6 CY	10 CY	20 CY	30 CY	40 CY	Per CY (For Other Sizes)			
2	Roll-Off Box Pull Rate	\$ 629.15	\$ 679.48	\$ 733.84	\$ 990.68	\$ 1,238.36	\$	\$	\$	\$
3	Compactor Pull Rate (Customer owned Compactor)	\$ 1,081.46	\$ 1,129.07	\$ 1,176.69	\$ 1,533.85	\$ 2,033.77	\$	\$	\$	\$
4	Compactor Pull Rate (Contractor owned Compactor)	\$ 1,081.46	\$ 1,129.07	\$ 1,176.69	\$ 1,533.85	\$ 2,033.77	\$	\$	\$	\$
D Push Rates										
1	Push Rate	0-25 ft	26-50 ft	51-75 ft	76-100 ft	100+ ft				
		\$ 153.00	\$ 310.25	\$ 467.50	\$ 620.50	\$ 777.75				
E Bin Cleaning										
1	Cleaning Rate	1-4 CY Bin	5+ CY Bin							
		\$ 85.00	\$ 106.25							
F Additional Services										
1	Key Service									
		\$ 42.50	each month/customer							
2	Difficult to Service Rate									
		\$ 85.00	each month/customer							

RR Collection Form 2C City of Oakland, CA Multiple Service Discount Agreement Year 1	
Proposers proposing to offer RR Collection Services and Disposal Services shall complete line 1 of RR Collection Form 2C to indicate the discount, if any, that will be applied to all proposed rates proposed on RR Collection Forms 2A through 2B* in the event both services are awarded to the proposer.	
1 Discount to all proposed rates on RR Collection Forms 2A through 2B*	3.00%
Proposers proposing to offer RR Collection Services and MM&O Collection Services shall complete line 2 of RR Collection Form 2C to indicate the discount, if any, that will be applied to all proposed rates proposed on RR Collection Forms 2A through 2B* in the event both services are awarded to the proposer.	
2 Discount to all proposed rates on RR Collection Forms 2A through 2B*	3.00%
Proposers proposing to offer RR Collection Services, MM&O Collection Services and Disposal Services shall complete line 1, 2, and 3 of RR Collection Form 2C to indicate the discount, if any, that will be applied to all proposed rates proposed on RR Collection Forms 2A through 2B* in the event multiple services are awarded to the proposer.	
3 Discount to all proposed rates on MM&O Collection Forms 2A through 2B*†	4.00%

* Note to proposers: Award of multiple services will not reduce the total franchise fees due to the City.

† Note to proposers proposing on all three services: In the event all three services are awarded the discount on line 3 will apply, in the event a combination of 2 services are awarded, the discount on line 1 or 2 as appropriate will apply.

8. *Service Group 1 and 2 Best and Final Proposal – Associated Forms and Attachments*

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Attachment 1 – City Addenda Regarding BAFO

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CITY OF OAKLAND



DALZIEL BUILDING · 250 Frank H. Ogawa Plaza · Suite 5301 · OAKLAND, CALIFORNIA 94612-2034

Oakland Public Works
Bureau of Facilities and Environment

FAX (510) 238-7286
TDD (510) 238-3254

ADDENDUM NO. 1

June 6, 2014

Subject: Best and Final Offer Instructions and Term Sheets
To: All Eligible Proposers

The clarifications, additions and/or deletions contained in this **ADDENDUM** shall be made a part of the best and final offer for the Zero Waste Services RFP.

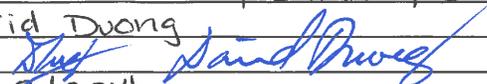
Clarification: Replace the Best and Final Offer Term Sheet SG1 and the Best and Final Offer Term Sheet SG2, dated June 4, 2014, with the attached Best and Final Offer Term Sheet SG1 REVISED, Best and Final Offer Term Sheet SG2 REVISED. These revised documents incorporate changes to the RRI provisions, which are shown in their correct form here:

1. Changes to Refuse Rate Index
 - a. The annual RRI ceiling will be 6% and anything less than 8% will carry forward to next year, except in the final year when the RRI ceiling will be 8%
 - b. Floor will be -5%
 - c. Franchise and Government Fees will be included in weighted average and not subject to any cap or carry-forward.
 - d. Any rate increase in Local 70 Labor Cost Category that is greater than what would be allowed under current Local 70 CBA will be included equally over three years. Differential increase will be exempt from annual cap and carry-forward.

Proposers are required to note this Addendum No. 1, and sign this Addendum No. 1 and submit it with their best and final offers.

Sincerely,


for Susan Kattchee
Zero Waste Services RFP Project Manager

ADDENDUM NO. 1 DATED: 6-6-14
 COMPANY / AGENCY NAME: California Waste Solutions, Inc.
 COMPANY ADDRESS: 1820 10th Street, Oakland, CA 94607.
 REPRESENTATIVE'S NAME: David Duong
 SIGNATURE: 
 DATE: 6/12/2014



CITY OF OAKLAND



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Oakland Public Works
Bureau of Facilities and Environment

FAX (510) 238-7286
TDD (510) 238-3254

ADDENDUM NO. 2

June 11, 2014

Subject: Best and Final Offer Maximum Service Rate Sheets and Term Sheets
To: All Eligible Proposers

The clarifications, additions and/or deletions contained in this **ADDENDUM** shall be made a part of the best and final offer (BAFO) for the Zero Waste Services RFP.

1. Clarification: For the purposes of resubmitting Maximum Collection Service Rate Forms reflecting a proposer's BAFO as requested in the City's instructions dated June 4, 2014, Service Group 1 (MM&O) proposers should assume Disposal Services will be provided at the Altamont Landfill and Resource Recovery Facility, the sole proposed Disposal Facility at this time. In the event that a proposer submits a new or revised location for Disposal Services, the City may request the MM&O proposers to resubmit Maximum Collection Service Rate Proposal Forms for such newly proposed disposal facility.
2. Clarification: For the purposes of resubmitting Maximum Collection Service Rate Proposal Forms reflecting a proposer's BAFO as requested in the City's instructions dated June 4, 2014, proposers shall note the following:
 - Service Group 1 (MM&O): All rates provided on Forms 2A through 2J must be based on the BAFO terms selected by the proposer, and not shown as separate percentage discounts. Proposers shall provide percentage figures for the Multi-Service Discounts on Form 2K, and the Lien Process/Property Assessment Adjustment and Call Center Adjustment required on Form 2, which must be submitted with the BAFO.
 - Service Group 2 (RR): All rates provided on Forms 2A and 2B must be based on the BAFO terms and conditions selected by each proposer, and not shown as separate percentage discounts. Proposers shall provide percentage figures for the Multi-Service Discounts on Form 2C.
3. Clarification: Replace the RR Collection Services Form 2 Maximum Recycling Service Rates Proposal with the RR Collection Services Form 2 Maximum Recycling Service Rates Proposal REVISED, which adds an option to provide pricing on the basis of dollars per household per month.



4. Clarification: Replace the Best and Final Offer Term Sheet SG1 REVISED, dated June 6, 2014, with the attached Best and Final Offer Term Sheet SG1 REVISION #2. This revised document incorporates the following addition to the RRI provision:

- The Bureau of Labor Statistics Index Series ID: ceu6056210008 – Service Producing Industries used to calculate changes in the RRI Labor Category is replaced by the actual changes in the Labor and Health and Welfare Benefits of a specific employee category in each of the Collective Bargaining Agreements utilized to provide services under the MM&O Contract.

5. Clarification: Replace the Best and Final Offer Term Sheet SG2 REVISED, dated June 6, 2014, with the attached Best and Final Offer Term Sheet SG2 REVISION #2. This revised document incorporates the following:

- Addition to the RRI provision:
 - The Bureau of Labor Statistics Index Series ID: ceu6056210008 – Service Producing Industries used to calculate changes in the RRI Labor Category is replaced by the actual changes in the Labor and Health and Welfare Benefits of a specific employee category in each of the Collective Bargaining Agreements utilized to provide services under the MM&O Contract.
- Change to Charges and Rates provision
 - Per-unit per month payment for ~~Multi-family Dwellings~~ instead of per-ton payment.

Sincerely,


Susan Kattchee
Zero Waste Services RFP Project Manager

ADDENDUM NO. 2	DATED: 6-11-14
COMPANY / AGENCY NAME:	California Waste Solutions, Inc.
COMPANY ADDRESS:	1820 10th St, Oakland, CA 94607.
REPRESENTATIVE'S NAME:	David Duong
SIGNATURE:	
DATE:	6/12/2014



CITY OF OAKLAND



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Oakland Public Works
Bureau of Facilities and Environment

FAX (510) 238-7286
TDD (510) 238-3254

ADDENDUM NO. 3
June 12, 2014

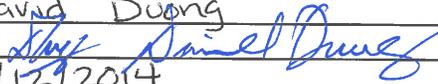
Subject: Best and Final Offer Submittal Instructions
To: All Eligible Proposers

The clarifications, additions and/or deletions contained in this **ADDENDUM** shall be made a part of the best and final offer for the Zero Waste Services RFP.

Clarification: Submittal of Best and Final Offers for the City of Oakland Zero Waste Services RFP, which are due by noon on Friday June 13, 2014, shall be by email simultaneously to both the zerowasterfp@oaklandnet.com email box and to the City Clerk at CityClerk@oaklandnet.com.

Sincerely,


for Susan Kattchee
Zero Waste Services RFP Project Manager

ADDENDUM NO. 3 DATED: 6-12-14
COMPANY / AGENCY NAME: California Waste Solutions, Inc.
COMPANY ADDRESS: 1820 10th Street, Oakland, CA 94607
REPRESENTATIVE'S NAME: David Duong
SIGNATURE: 
DATE: 6/12/2014



Attachment 2 – Service Group 1 Best and Final Offer Terms

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Service Group 1
Best and Final Offer Terms – REVISION #2

Alternative Contract Terms	Accept	Initial
<u>Term of Contract</u>		
1. First extension for 5 years shall be amended to provide notice to contractor allowing contractor to accept or reject extension. If rejected, one year would be automatically added to term.	YES <input type="checkbox"/> NO <input checked="" type="checkbox"/>	<u></u>
2. Second extension for 5 years shall be amended to provide notice to contractor allowing contractor to accept or reject extension. If rejected, one year would be automatically added to term.	YES <input type="checkbox"/> NO <input checked="" type="checkbox"/>	<u></u>
<u>Service Standards</u>		
1. In year one of contract, 20% of each cart type shall be replaced with new. Following years of contract replacement shall be up to 3%.	YES <input checked="" type="checkbox"/> NO <input type="checkbox"/>	<u></u>
2. To further address potential high levels of contamination in the recycling and organics carts, City and company will meet to discuss and, if necessary, City can direct company to remove organics or recycling containers to abate a nuisance.	YES <input checked="" type="checkbox"/> NO <input type="checkbox"/>	<u></u>

Service Group 1

Best and Final Offer Terms – REVISION #2

<u>Charges and Rates</u>		
<p>1. Changes to Refuse Rate Index</p> <p style="margin-left: 20px;">a. The annual RRI ceiling will be 6% and anything less than 8% will carry forward to next year, <u>except in the final year when the RRI ceiling will be 8%</u></p> <p style="margin-left: 20px;">b. Floor will be -5%</p> <p style="margin-left: 20px;">c. Franchise and Government Fees will be included in weighted average and not subject to any cap or carry-forward.</p> <p style="margin-left: 20px;">e-d. <u>The Bureau of Labor Statistics Index Series ID: ceu6056210008 – Service Producing Industries used to calculate changes in the RRI Labor Category will be replaced with the actual changes in the Labor and Health and Welfare Benefits of a specific employee category in each of the Collective Bargaining Agreements utilized to provide services under the MM&O Contract.</u></p> <p style="margin-left: 20px;">d-e. Any rate increase in Local 70 Labor Cost Category that is greater than what would be allowed under current Local 70 CBA will be included equally over three years. Differential increase will be exempt from annual cap and carry-forward.</p>	<p>YES <input checked="" type="checkbox"/></p> <p>NO <input type="checkbox"/></p>	
<p>2. Diversion requirement adjustment impact will be limited to one year.</p>	<p>YES <input checked="" type="checkbox"/></p> <p>NO <input type="checkbox"/></p>	
<p>3. In any year when Contractor gross revenues decrease from the prior year, substantiated by billing audit funded by Contractor the City will not increase the Franchise Fee component of RRI.</p>	<p>YES <input checked="" type="checkbox"/></p> <p>NO <input type="checkbox"/></p>	
<p>4. First franchise fee payment will be due August 15, 2015. Following payments will be due on 20th of the month.</p>	<p>YES <input checked="" type="checkbox"/></p> <p>NO <input type="checkbox"/></p>	
<u>Quality of Performance of Contractor</u>		
<p>1. Liquidated damages (per Attachment A to SG1 Best and Final Offer Terms)</p>	<p>YES <input checked="" type="checkbox"/></p> <p>NO <input type="checkbox"/></p>	
<p>2. Prior to assessing <u>certain</u> liquidated damages, e.g., for failing to meet public outreach standards, City will give Contractor notice and offer to discuss correcting performance per attached.</p>	<p>YES <input checked="" type="checkbox"/></p> <p>NO <input type="checkbox"/></p>	

Service Group 1
Best and Final Offer Terms – REVISION #2

<p><u>Obligation to Provide Service</u></p> <p>1. Force Majeure – Force Majeure only applies if:</p> <p>Contractor provides a labor plan prior to July 1, 2015 for restoring services in the event of a labor disruption, and meets and confers with City within three (3) days of a labor disruption with regard to implementation of the approved labor plan.</p> <p>Within three (3) days of any labor disruption, Contractor provides essential services meaning collection of Mixed Materials and Organics as needed from public facilities, such as hospitals, airports, ports and certain government facilities, where a failure to so collect would impede critical public services.</p> <p>Within three (3) days of a labor disruption initiated by Contractor, Contractor also provides Basic Collection Services including residential and commercial garbage and commercial organics in accordance with normal collection intervals</p> <p>Within ten (10) days of a labor-initiated disruption, Contractor provides Essential Collection Services and Basic Collection Services (residential and commercial garbage and commercial organics) in accordance with the normal collection intervals.</p> <p>Regardless of labor disruption cause, within twelve (12) days CONTRACTOR also provides in addition to essential and basic collection services, provide Residential Organics Services, Bulky Waste Service, and active cleanup of any accumulated waste which has been set out for collection and not properly picked up during the Labor Disruption.</p> <p>Liquidated Damages shall not commence until 5 days after Contractor-initiated lockout or 15 days after a union initiated strike, if Contractor provides the services as outlined above.</p>	<p>YES <input checked="" type="checkbox"/></p> <p>NO <input type="checkbox"/></p>	<p style="text-align: center;"></p>
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Service Group 1
Best and Final Offer Terms – REVISION #2

<p><u>Default of Contract</u></p> <p>1. Failure to meet Exhibit 8 annual diversion requirement by more than 5%, City may put Contractor on corrective action plan to achieve compliance. Failure to meet corrective action plan may result in liquidated damages not to exceed \$150 per day.</p> <p>2. <i>Repetitive Compliance Issues</i> will replace the term <i>Habitual Violator</i>. Under the circumstances of repetitive material compliance issues, City and contractor will meet and confer; contractor will implement a remedial action plan with a compliance date. Only after failure during this process lead to default.</p>	<p>YES <input checked="" type="checkbox"/></p> <p>NO <input type="checkbox"/></p> <p>YES <input checked="" type="checkbox"/></p> <p>NO <input type="checkbox"/></p>	<p style="text-align: center;"></p> <p style="text-align: center;"></p>
<p><u>Contract Modifications and Changes in Law</u></p> <p>1. Should there be a change in the Mixed Materials and/or Organic Materials quantity, composition, or quality that affects the Contractor's ability to meet the Diversion Requirements, City will negotiate with Contractor, an appropriate modification to the annual Diversion requirement. Should Contractor dispose of material in a landfill, no additional cost will be borne by City rate payers. Should disposal of the material be in conflict with applicable laws, City and contractor shall meet and confer. Should contractor provide demonstrated additional costs, City shall take action to address.</p> <p>2. Should there be a change in the recycling commodities markets that affects the Contractor's ability to meet the Diversion requirements, City will negotiate with Contractor a reasonable modification to the annual Diversion requirement. Should Contractor dispose of material in a landfill, no additional cost will be borne by City rate payers. Should disposal of the material be in conflict with applicable laws, City and contractor shall meet and confer. Should contractor provide demonstrated additional costs, City shall take action to address.</p>	<p>YES <input checked="" type="checkbox"/></p> <p>NO <input type="checkbox"/></p> <p>YES <input checked="" type="checkbox"/></p> <p>NO <input type="checkbox"/></p>	<p style="text-align: center;"></p> <p style="text-align: center;"></p>

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Attachment 3 – Service Group 2 Best and Final Offer Terms

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Service Group 2
Best and Final Offer Terms – REVISION #2

Alternative Contract Terms	Accept	Initial
<u>Service Standards</u>		
1. Cart replacement of up to 10% per year for 10 years.	YES <input type="checkbox"/> NO <input checked="" type="checkbox"/>	
2. In year one of contract, 20% of carts shall be replaced with new. Following years of contract cart replacement shall be as needed, up to 3% replacement annually.	YES <input checked="" type="checkbox"/> NO <input type="checkbox"/>	
3. Use of existing trucks as spares in the fleet.	YES <input checked="" type="checkbox"/> NO <input type="checkbox"/>	
4. Lower pricing with a Call Center out of county and higher pricing with a Call Center in county.	YES <input type="checkbox"/> NO <input checked="" type="checkbox"/>	
<u>Charges and Rates</u>		
1. Changes to Refuse Rate Index		
a. The annual RRI ceiling will be 7.5%-6% and anything less than 8% will carry forward to next year, except in the final year when the RRI ceiling will be 8%		
b. Any year where adjustment is greater than 7.5% up to 10% will carry forward to following year		
c. Floor will be 0 -5%		
c. Franchise and Government Fees will be included in weighted average and not subject to any cap or carry-forward.	YES <input checked="" type="checkbox"/> NO <input type="checkbox"/>	
d. <u>The Bureau of Labor Statistics Index Series ID: ceu6056210008 – Service Producing Industries used to calculate changes in the RRI Labor Category will be replaced with the actual changes in the Labor and Health and Welfare Benefits of a specific employee category in each of the Collective Bargaining Agreements utilized to provide services under the MM&O Contract.</u>		
e. Any rate increase in Local 70 Labor Cost Category <u>that is greater than what would be</u> allowed under current Local 70 CBA will be included <u>equally over three years. Differential increase will be exempt from annual cap and carry-forward.</u>		
2. Per-unit <u>per month</u> payment for Multi-family Dwellings instead of per-ton payment.	YES <input checked="" type="checkbox"/> NO <input type="checkbox"/>	

Service Group 2
Best and Final Offer Terms – REVISION #2

<u>Other</u>		
1. \$1 million incentive payment to City for a 20-year contract.	YES <input checked="" type="checkbox"/> NO <input type="checkbox"/>	
2. \$1.5 million incentive payment to city for a 30 year contract.	YES <input checked="" type="checkbox"/> NO <input type="checkbox"/>	

Attachment 4 – CiviCorps Commitment Letter

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101 Myrtle Street
Oakland, California 94607

Tel: 510 992 7800
Fax: 510 992 7950
www.cvcorps.org

12 June 2014

Joel Corona
Chief Operations Officer
California Waste Solutions
1820 10th St
Oakland, CA 95607

Dear Mr. Corona:

I would like to express my support for California Waste Solutions (CWS) Zero Waste Services Franchise proposal.

We recently explored and identified opportunities for mutual alliance of CWS and Civicorps in Oakland. Collaboration between our two organizations in training, development and transition of Civicorps Corpsmember trainees into CWS' union solid waste sorter, operator, and driver jobs, as well as, non-union technical and supervisory jobs will create a pathway to family-sustaining careers for our Corpsmembers.

Civicorps is the only accredited high school and job training program in the East Bay for young adults aged 18-26 who have previously dropped out of school. Participants can earn high school diplomas, prepare for college, participate in paid job training and internships from in our two social enterprises—horticultural/fire mitigation and recycling. It provides with technical, experiential and life-skills that provide a greatest path toward family sustaining careers. About 85% of Civicorps corpsmembers reside in the City of Oakland.

CWS collaboration with Civicorps will complement the development of union and non-union industrial jobs for the next generation of Oakland residents.

This alliance is a model for the way green businesses can provide economic opportunities in disadvantaged communities.

Sincerely,

A handwritten signature in blue ink that reads "Alan Lessik".

Alan Lessik
Executive Director

Attachment 5 – Memorandum of Agreement for Delivery of Organic Waste and Ground Lease

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**MEMORANDUM OF AGREEMENT FOR DELIVERY OF ORGANIC WASTE
AND
GROUND LEASE FOR TRANSFER STATION**

Introduction.

A. General Purpose of Agreement. California Waste Solutions, Inc., a California corporation (“CWS”), proposes to East Bay Municipal Utility District, a political subdivision of the State of California (“EBMUD”) that CWS and EBMUD enter into agreements that will provide for long term cooperation between EBMUD and CWS (collectively, the “Parties”) towards the end of i) bringing organic waste suitable for EBMUD’s digesters (“Covered Material”) to EBMUD’s West Oakland Waste Water Facility; and ii) locating a transfer and waste processing facility to serve the residents of the City of Oakland and the East Bay, to be built and operated by CWS on EBMUD property known as the “West End Property” adjacent to EBMUD’s Municipal Waste Water Treatment Plant in West Oakland (Assessor’s Parcel Number 000-0305-003-16) (hereafter referred to as the “Permitted Property”).

B. Oakland Zero Waste Program. CWS is one of two finalists involved in the City of Oakland’s Zero Waste Program procurement. CWS’ proposal to EBMUD is contingent upon the City of Oakland electing to award contracts to CWS for the collection and processing of Mixed Material, Organics and Residential Recycling and on CWS securing entitlements for development of the facilities described below.

C. Agreement and Lease. This Memorandum of Agreement is intended to express the initial understanding of the Parties as to terms of an agreement for the use of Permitted Property. The final terms for the use of the property shall be set forth in a detailed agreement between the Parties for the use of the permitted property and an accompanying Ground Lease for the Permitted Property. The final agreement and ground lease shall be subject to approval by the EBMUD Board of Directors.

1. Collaboration on Organics

1.01 Delivery of Organics by CWS. CWS will deliver all of the Covered Material collected within the City of Oakland that is suitable for processing at EBMUD’s digestion facilities to the Recology facility located on the Permitted Property, adjacent to the Leased Property and, as may be directed by EBMUD and pay a tipping fee to Recology (which includes the tipping fee to be received by EBMUD from Recology after processing). The rates and specifications for material will be generally as set forth on Exhibit A to this Memorandum of Agreement.

1.02 Cooperation to Expand Multi-Family Residential Organics Collections. CWS and EBMUD will cooperate in encouraging the City of Oakland to maximize the collection of organics from commercial and multi-family customers suitable for EBMUD’s digestion facilities.

1.03 Collaboration of Increase in Organics Collections, Generally. CWS and EBMUD will collaborate on increasing the collection and utilization of organics from Oakland. The parties will each be obligated to the other to work together in good faith to increase the tonnage of appropriate organics from the City of Oakland coming to EBMUD for digestion. The initial goal will be to increase the volume of incoming organics suitable for digestion to 100 TPD.

1.04 Collaboration among EBMUD, Recology and CWS. EBMUD will invite Recology to participate with EBMUD and CWS in expanding collection (by CWS) and processing (by Recology) of organics suitable for digestion at EBMUD's digestion facility ("Covered Organics"). Other organics, especially single family source separated green waste, would be transferred off site, but the parties would collaborate on other potential organics processing in the future. CWS will work with EBMUD to bring fines from mixed materials processing to EBMUD.

1.05 Residuals Recycling. At the time EBMUD begins accepting Covered Organics generated in Alameda County (including City of Oakland organics) for processing, all digestate will be land applied as an agricultural soil amendment for growing crops. This method of recycling residuals is in compliance with City policy and Alameda County Waste Management Authority Ordinance 2012-1.

2. Lease of Real Property

2.01 Ground Lease For Transfer Station Site. Working with EBMUD, CWS has identified a parcel that is adequate for the siting of a Transfer Station with limited processing capabilities within the Permitted Property (the "Transfer Station Site"). The parcel is approximately three acres and is identified as Parcel X on Exhibit B to this Memorandum of Agreement.

2.02 Rent. CWS will pay fair market rent for a ground lease for the Transfer Station Site. Rent for the Transfer Station Site is estimated to be \$22,000/month once the property is available to CWS. This rate would be adjusted annually by CPI or fixed amount. CWS would be expected to pay a security deposit, amount to be agreed.

2.03 Term. The term of the ground lease for the Transfer Station Site is proposed to be five years with five, five year options exercisable by CWS (for a total of up to thirty years). Notwithstanding the foregoing, each option that comes due on a date after the later of i) fifteen years from the execution of the ground lease; and ii) the date on which CWS shall have acquired and completed development of its planned solid waste facility on the North Gateway site shall be exercisable only upon the mutual consent of both parties.

2.04 Demolition. CWS will demolish, at its sole cost, any of the existing structures on the Transfer Station Site that CWS desires to remove and as to which EBMUD authorizes demolition in writing.

2.05 Development of Facilities. CWS will build, at its sole cost and expense, a solid waste transfer and processing facility on the Transfer Station Site. CWS shall be responsible, at its sole

cost and expense, for all CEQA and permitting requirements for the development, construction and operation of any improvements on the Transfer Station Site.

2.06 Entitlements. CWS will, at its sole cost and expense, secure entitlements, including but not limited to a Solid Waste Facilities Permit, for receiving and transferring the volume of organics and MSW generated in Oakland and meeting EBMUD's other requirements for organics (up to approx. 950 TPD). Nothing in this Memorandum of Agreement limits the sole discretion of EBMUD with respect to its compliance with applicable law.

In witness thereof, the Parties subscribed below have entered into this Memorandum of Agreement on the date first written above:

EAST BAY MUNICIPAL UTILITY DISTRICT:

By  6.12.14
Alexander R. Coate, General Manager Date

Approved as to form and legality:

 6/12/14
Derek McDonald, Attorney Date

CALIFORNIA WASTE SOLUTIONS, INC.:

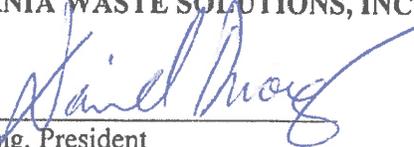
By  6/12/14
David Duong, President Date

EXHIBIT A

PRICING AND SPECIFICATIONS FOR ORGANIC MATERIAL

This Exhibit summarizes the principal terms that are intended for inclusion in a contract, subject to the Oakland City Council's decision on whether to proceed, between the City of Oakland or its agent ("Oakland's franchised hauler") and EBMUD that covers EBMUD's processing of source-separated organics ("SSO") collected by California Waste Solutions, Inc. ("CWS").

The term of such contract shall be the same as the Oakland franchise agreement between the City and its franchised hauler.

Definitions (as per City RFP):

Food Scraps: Raw or cooked vegetable, fruit, grain, fish, and other items, including meat, bones, dairy products, cooking fats, oil or kitchen grease; paper, cardboard, and other compostable items that have been contaminated with food, cooking fats, oil or kitchen grease; compostable paper or plastics associated with food preparation or consumption such as paper towels, paper plates, paper cups, tissue, waxed paper and waxed cardboard; and other materials designated by CITY that are capable of being composted and that are set out separate from Mixed Materials for Collection as Organic Materials.

Unacceptable Waste: Any and all waste, including but not limited to, Hazardous Waste, and Household Hazardous Waste, the acceptance or handling of which would cause a violation of any permit condition or legal or regulatory requirement, damage or threatened damage to CONTRACTOR'S equipment or facilities, or present a substantial endangerment to the health or safety of the public or CONTRACTOR'S employees; provided, that de minimis quantities or waste of a type and amount normally found in Garbage or Mixed Materials after implementation of programs for the safe Collection, Processing, treatment, and Disposal of Household Hazardous Waste in compliance with Sections 41500 and 41802 of the California Public Resources Code shall not constitute Unacceptable Waste. Unacceptable Waste does not include Used Oil, Used Oil Filters, dry cell household batteries, Household Hazardous Waste or Sharps when placed for Collection as set forth in this Contract or as otherwise directed by CITY.

Terms for As Collected and Delivered Material:

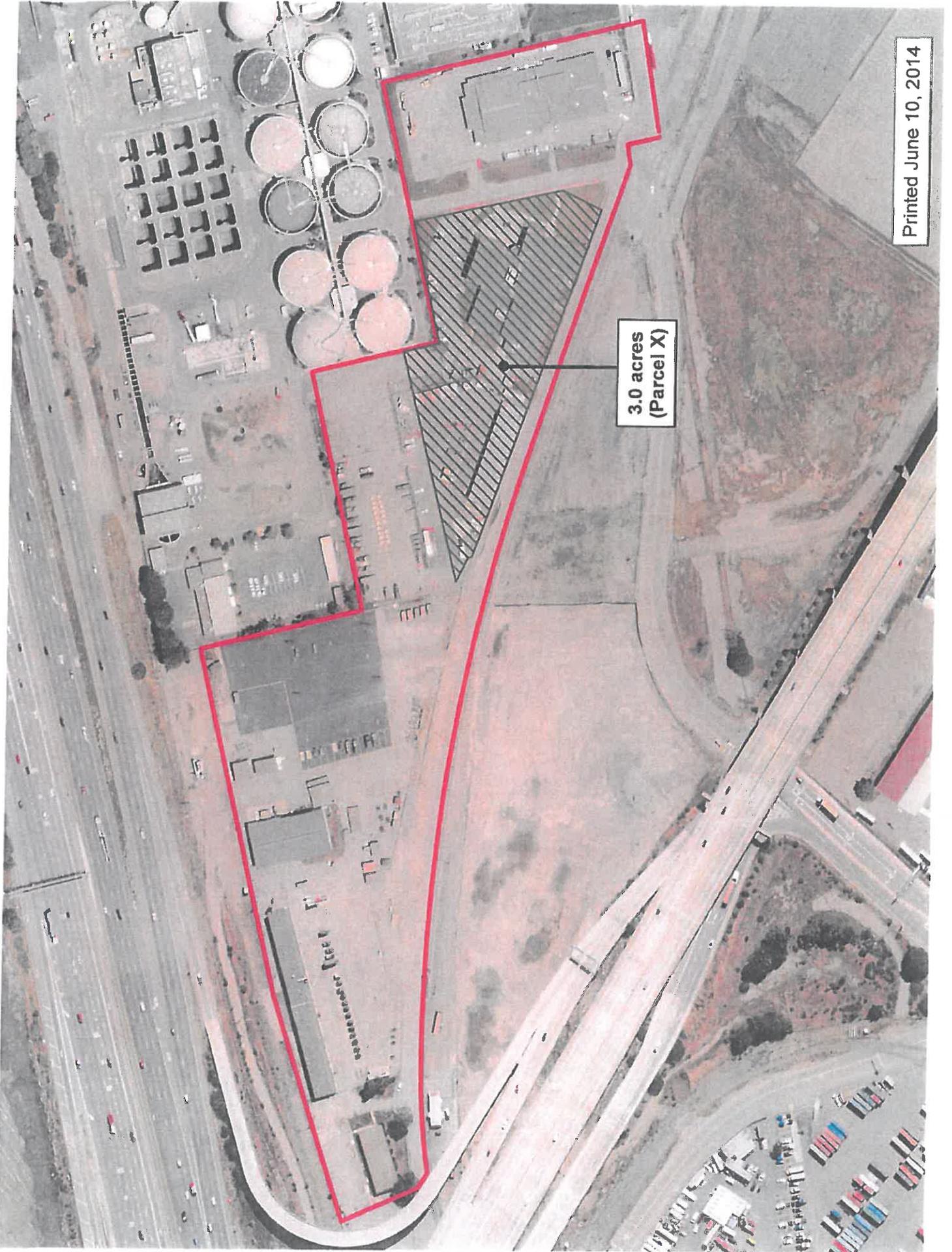
FEEDSTOCK	<p>All SSO that is collected by CWS would be delivered to EBMUD as Feedstock straight from collection routes.</p> <p>CWS shall deliver to EBMUD and EBMUD shall accept Feedstock that meets the quality specifications.</p> <p>Feedstock shall initially include commercial and multi-family SSO consisting of Food Scraps. CWS and EBMUD would collaborate on other potential organics processing in the future. CWS will work with EBMUD to bring fines from mixed materials (MM) processing to EBMUD.</p>
EBMUD PROCESSING SERVICES	<p>EBMUD would accept and process Feedstock into products. EBMUD may reject any loads that do not meet the quality specifications.</p> <p>EBMUD would arrange for residual of digested SSO to be beneficially used under City policy and applicable local ordinances. Residual of digested SSO will not be used as landfill alternative daily cover.</p>
QUALITY SPECIFICATIONS	<p>Feedstock shall contain less than 5% contamination by weight and shall not contain Unacceptable Waste.</p> <p>Contaminants are non-organic, non-biodegradable materials including but not limited to dirt, sod, plastic, rock, metal, rubber, textiles, polystyrene, plastic and polyethylene coated paper, glass in greater than de-minimus amounts, and prohibited materials including hazardous materials.</p>
MINIMUM QUANTITY REQUIREMENTS	<p>CWS shall deliver to EBMUD and EBMUD will accept all Feedstock from SSO collected pursuant to the City of Oakland's collection franchise agreement throughout the Term, unless EBMUD experiences changes in law or regulation, serious equipment failure that poses risk of harm to human health or the environment, and/or emergencies. The Parties agree that EBMUD will be the sole designated facility for SSO collected pursuant to the City's franchise agreement.</p>
PRICE	<p>\$96 per ton of pre-processed Feedstock delivered to EBMUD and meeting quality specifications.</p> <p>Discussion of allowable contamination and related pricing will include consideration of responsibility for residue transport and disposal, and the related cost.</p> <p>The index used to adjust inflation annually, beginning on July 1, 2016, will be the Consumer Price Index for Urban Wage Earners and Clerical Workers (CPI-W) or reasonably equivalent index.</p>

Terms for Pre-Processed Material:

<p>FEEDSTOCK</p>	<p>Before delivery to EBMUD, CWS will ensure that SSO collected from Oakland intended for delivery to EBMUD shall be pre-processed into Feedstock to meet quality specifications.</p> <p>CWS shall deliver to EBMUD and EBMUD shall accept feedstock that meets the quality specifications.</p> <p>Feedstock shall initially include commercial and multi-family SSO consisting of Food Scraps. CWS and EBMUD would collaborate on other potential organics processing in the future. CWS will work with EBMUD to bring fines from mixed materials (MM) processing to EBMUD.</p>
<p>EBMUD PROCESSING SERVICES</p>	<p>EBMUD would accept and process Feedstock into products. EBMUD may reject any loads that do not meet the quality specifications.</p> <p>EBMUD would arrange for residual of digested SSO to be beneficially used under City policy and applicable local ordinances. Residual of digested SSO will not be used as landfill alternative daily cover.</p>
<p>QUALITY SPECIFICATIONS</p>	<p>The particle size of ground Feedstock shall be less than or equal to two (2) inches in all dimensions. Feedstock shall contain less than 5% contamination by weight and shall not contain Unacceptable Waste.</p> <p>Contaminants are non-organic, non-biodegradable materials including but not limited to dirt, sod, plastic, rock, metal, rubber, textiles, polystyrene, plastic and polyethylene coated paper, glass in greater than de-minimus amounts, and prohibited materials including hazardous materials.</p>
<p>MINIMUM QUANTITY REQUIREMENTS</p>	<p>CWS shall deliver to EBMUD and EBMUD will accept all Feedstock from SSO collected pursuant to the City of Oakland's collection franchise agreement throughout the Term, unless EBMUD experiences changes in law or regulation, serious equipment failure that poses risk of harm to human health or the environment, unfavorable economics, and/or emergencies. The Parties agree that EBMUD will be the sole designated facility for SSO collected pursuant to the City's franchise agreement.</p>

PRICE	<p>\$45 per ton of pre-processed Feedstock delivered to EBMUD and meeting quality specifications.</p> <p>Discussion of allowable contamination and related pricing will include consideration of responsibility for residue transport and disposal, and the related cost.</p> <p>The index used to adjust inflation annually, beginning on July 1, 2016, will be the Consumer Price Index for Urban Wage Earners and Clerical Workers (CPI-W) or reasonably equivalent index.</p>
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EXHIBIT B



3.0 acres
(Parcel X)

Attachment 6 – Brochure for Interim Transfer Station Building Structure

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THE LEGACY ADVANTAGE

By selecting **Legacy Building Solutions**, you are not only receiving a configurable fabric building with multiple foundation options, you're selecting a dynamic structural steel facility tailored to your exact specifications. These low maintenance and superiorly designed buildings create a practical solution for waste, recycling and contamination buildings.



Customized Building - Create and design a structure specific to your operational needs. There is no limit to what we can build. Our tall sidewall clearances provide a safe area for equipment operation. With Legacy, you are not confined to any width, length or height restraints.

Steel Frame Finishes - Our frames are offered in a grey primer finish, powder coat painted or for the ultimate protection, hot dip galvanized. Our structures can be lined for an additional corrosion barrier.

Translucent Cover - Our polyethylene or PVC fabric cover is non-conductive, which reduces condensation and sweating. The fabric roof also allows natural light to filter through, virtually eliminating the need for additional lighting during daylight hours.

Cost Efficient - Our clear span interior provides you with the maximum usable floor space available. Our reduced construction times allow quicker occupancy often resulting in an economical advantage.

Versatility - Each building can be designed to support conveyors, overhead cranes, fire suppression and lighting systems from the frame. The structures can also be relocated, reduced or extended and accommodate any size door.

Structural Steel - With our rigid frame building design, we are using a proven method of engineering that has withstood the test of time. Our structural steel will outlast and outperform widely used hollow tube steel.

Endurance - Backed by an exclusive 15-year warranty on the steel and fabric, our structures are engineered to handle any local wind, snow and seismic loads. Additionally, our buildings can be insulated (up to R-38).



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