

# Zero Waste: A Comprehensive, Integrated System for Oakland: Option 3

- ✓ Mixed Materials & Organics (SG1)
- ✓ Residential Recycling (SG2) Collection & Processing
- ✓ Landfill Disposal (SG3)

July 30, 2014



CALIFORNIA WASTE  
SOLUTIONS



OAKLAND  
RECYCLES.COM

# CWS has the Best Proposal for Oakland

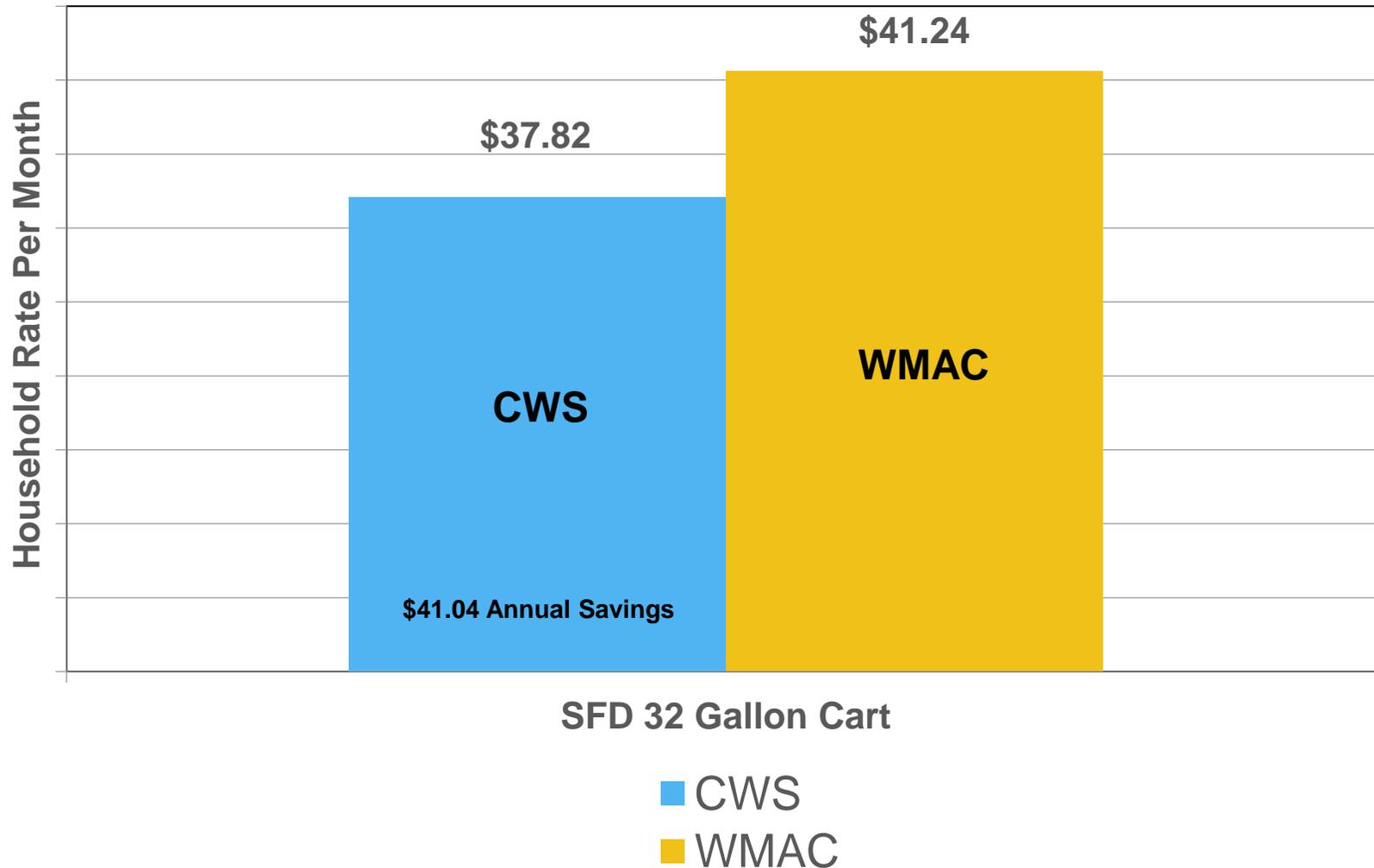
- 1) CWS will start service on July 1, 2015
- 2) CWS provides the lowest rates & best services
- 3) CWS provides the best value for Oakland
- 4) CWS is the most innovative company

## Option 3: Start on July 1, 2015!

- ✓ Collection trucks arriving: March to May 2015 – w/ back-up
- ✓ Carts and bins arriving: February to May – w/ back-up
- ✓ Processing and Transfer: at EBMUD – w/ back-up at Republic's Golden Bear Transfer Station
- ✓ Vehicle Parking and Fueling in East and West Oakland – w/ back-ups
- ✓ Routing, Customer Service, Billing, Data transition – w/ back up
- ✓ Supported with robust transition resources

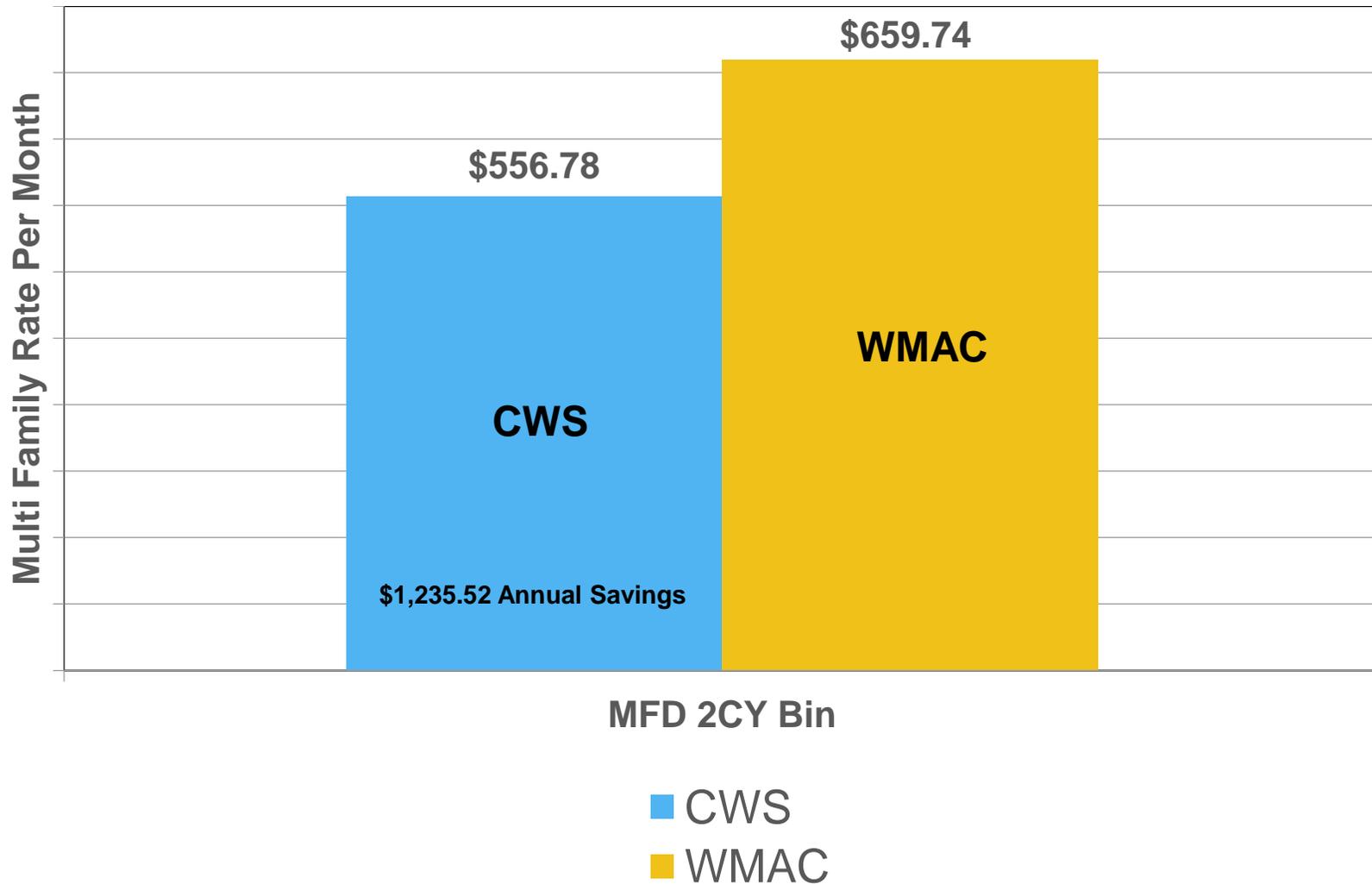
# Option 3 - CWS's Lowest Residential Rates

Includes Oakland Call Center



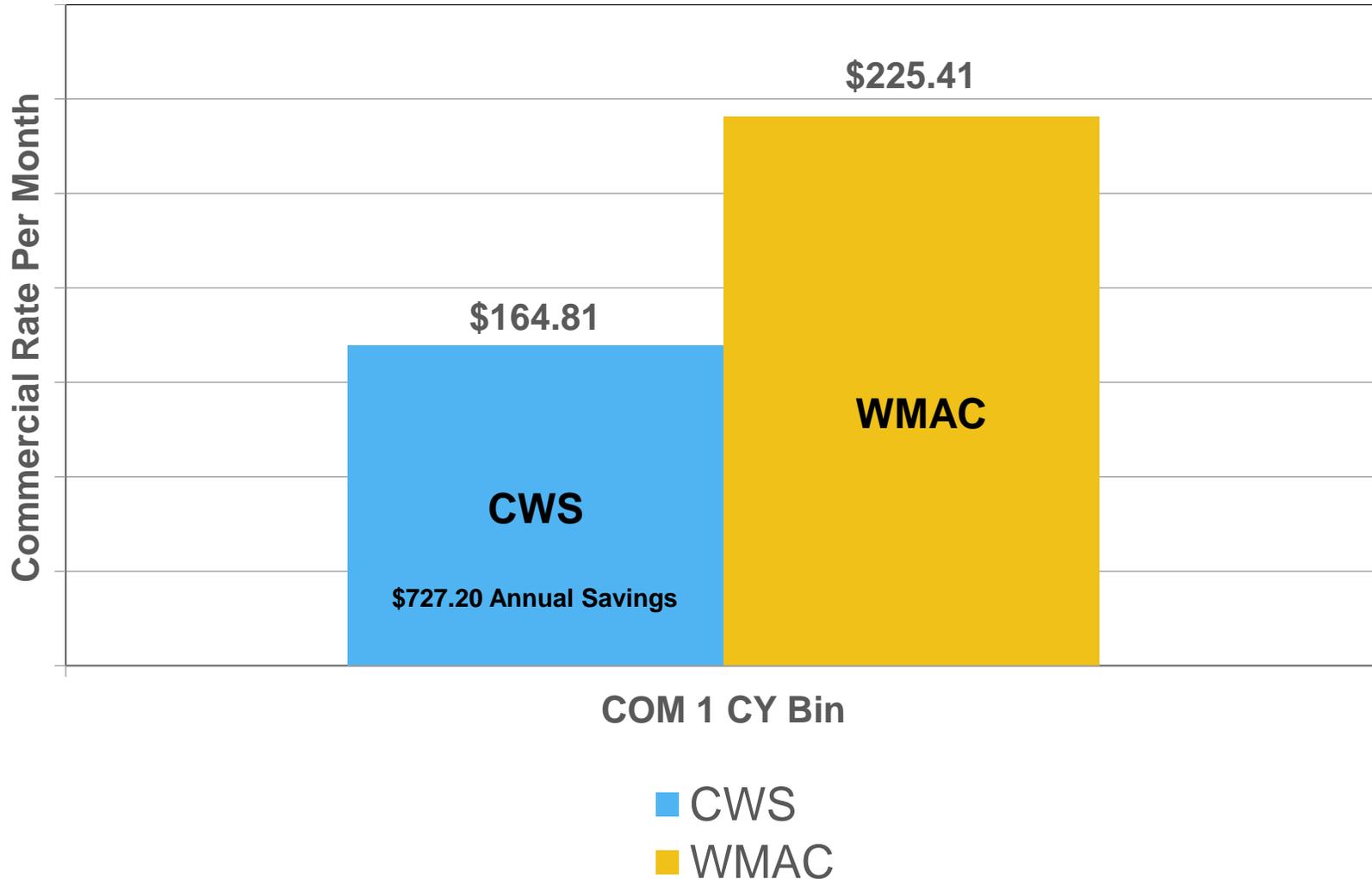
# Option 3 - CWS's Lowest MFD Rates

Includes Oakland Call Center and  
MFD Green Bin



# Option 3 - CWS's Lowest Commercial Rates

Includes Oakland Call Center and  
EBMUD Organics Processing

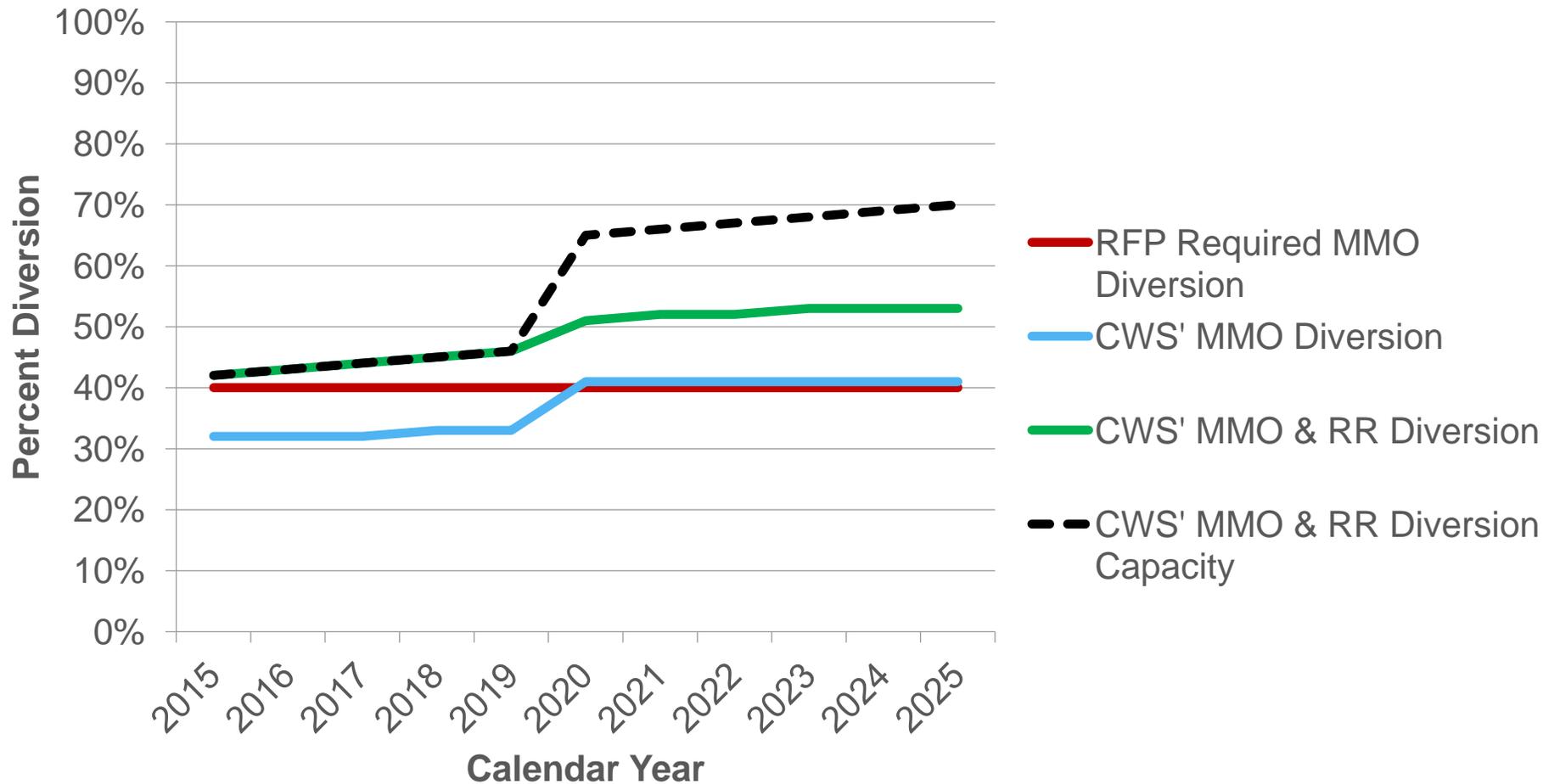


# CWS's Best Services - Comparison of Rates, Terms and Conditions

Description	CWS	WMAC
Oakland Call Center	+\$0.00	+\$0.45
“No Opt Out” MFD Green Bin 2 CY Bin 1x/Week	+\$0.00	+\$60.20
Commercial Organics Processing at EBMUD 1CY Bin 1x/Week	+\$0.00	+\$23.48
Containers	All new for MM&O	20% new and up to 3% replaced/year
Labor Force Majeure	No	Yes
City's Discretion to Extend Contract for Two-5 Year Terms	Yes	No
Contractor Terminate in 12 Months if City Sued Over Franchise	No	Yes
RR diversion	90%	85%

# CWS's Diversion

6-13-14 BAFO



# CWS's Highest Value Proposal

- ✓ **Local Hiring** – demonstrated 69%
- ✓ **Local Union Jobs** – direct access for Oaklanders
- ✓ **Collaboration** – Civicorps, EBMUD, Republic Services
- ✓ **Control** – regulation & fees
- ✓ **Economic multiplier** – local suppliers and vendors, Oakland Jobs
- ✓ **Robust transition resources**

# CWS's Greatest Proven Innovation

- ✓ **1<sup>st</sup> Single Stream Process** – decade before WMAC
- ✓ **1<sup>st</sup> Optical Sorting** - Years before WMAC
- ✓ **1<sup>st</sup> Organic agreement with EBMUD and specification** – MFD & SFD
- ✓ **1<sup>st</sup> Social Enterprise Alliance** – develop Local Union Jobs
- ✓ **1<sup>st</sup> Organic composting** – experienced, diversified, redundant
- ✓ **1<sup>st</sup> Organic digestion** – EBMUD demonstrated success
- ✓ **1<sup>st</sup> Regional alliance** – EBMUD, RSG, Labor, Civicorps
- ✓ **1<sup>st</sup> inter-Teamster MOU** -- commitment to Local 70 drivers
- ✓ **1<sup>st</sup> ILWU Local 6 Signed Agreement** – Labor Peace & City terms

# More Oakland Jobs for Union Trades

- ✓ Oakland-centric - 69% Oakland resident-employees
- ✓ Labor Peace & Union Proud:
  - Contracts: Teamsters, Longshoreman, Machinists
- ✓ Partnering for Oakland Jobs
  - East Bay MUD/Recology organics
  - Civicorps & other social enterprises
  - Solving illegal dumping
  - Opportunity for youth



# CWS's Domestic & International Experience

- Collection and recycling processing services for local residents and commercial customers since 1993



- Successful financing, design, development, and operation
  - Subtitle-D Landfill in Vietnam built to U.S. environmental and OSHA standards, currently managing over 3,000 TPD
  - MRF facilities in Vietnam and California



# Strong Support from Cart Suppliers: Toter/Otto

**Toter**<sup>®</sup>

841 Mescham Road, Statesville, NC 28677 | Phone: 704.872.8177 | www.toter.com

July 23, 2014

Mr. David Duong  
California Waste Solutions  
1820 10<sup>th</sup> St.  
Oakland, CA 94607

Mr. Duong

Thank you

This letter will serve as our commitment to manufacture and supply California Waste Solutions, of various size carts and dumpsters for their new contract with the City of Oakland. Specific to your request to manufacture up to 400,000 residential carts and front load containers (count to be determined), subject to timely notification and contract award, Toter maintains manufacturing capacity to implement this project. All containers would deliver prior to March 1st, 2015, in preparation for a July 1st, 2015 start date.

Based on our current capacity, we can manufacture and deliver the following:

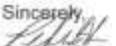
A few of our customers include:

San Francisco: 500,000 units manufactured and delivered in 2009  
San Mateo, CA: 300,000 units manufactured and delivered in 2010  
Washington, DC: 200,000 units manufactured and delivered in July, 2014

Enclosed is information including:

- Toter LLC, Company
- Assembly and Distribution Plan

Thank you for considering Toter on this project and look forward to a successful rollout.

Sincerely,  
  
Pedro Gella  
Regional Sales Manager  
Toter, LLC



July 24, 2014

Mr. Michael Duong  
California Waste Solutions  
1820 10<sup>th</sup> St.  
Oakland, CA 94607

RE: Oakland

**“This letter will serve as our commitment to manufacture and supply California Waste Solutions, of various size carts and dumpsters for their new contract with the City of Oakland. Specific to your request to manufacture up to 400,000 residential carts and front load containers (count to be determined), subject to timely notification and contract award, Toter maintains manufacturing capacity to implement this project. All containers would deliver prior to March 1st, 2015, in preparation for a July 1st, 2015 start date.”**

- Step 1: Explore how Otto's product offerings can transform your collection program. Otto manufactures high-quality, cost-competitive containers for residential and commercial applications.
- Step 2: Trust Otto with the A&D (Assembly & Distribution) and recovery of your containers. Our experienced and dedicated Project Managers provide daily communication and project reporting while managing our trained service teams.
- Step 3: Put the focus back on your core business by allowing Otto Container Management (OCM) to manage your container fleet. OCM programs include container logistics, inventory and warranty management, cost-saving container repairs, asset re-branding, and route auditing.
- Step 4: Complete your container's life cycle with Otto's sustainable recycling program. Otto will purchase containers at the end of their useful life and reuse the material in our manufacturing processes.



# Strong Support from Vehicle Suppliers: McNeilus/Peterbilt

**McNeilus**

An Oshkosh Corporation Company

McNeilus Truck and Manufacturing Co.

July 23, 2014

Mr. Joel Corona, COO  
California Waste Solutions  
1820 10<sup>th</sup> Street, Oakland California 94607

Dear Mr. Corona,

McNeilus appreciates CWS' continuous business and are glad that your firm is pleased with the performance and productivity of the McNeilus trucks that we have sold to CWS during the past fifteen years. McNeilus remains a leader in the solid waste collection industry. Together we have made improvement to the material handling, application and efficiency of collection trucks for the industry.

We look forward to partnering with CWS and provide you collection trucks for the City of Oakland. This letter



July 25, 2014

Mr. Joel Corona  
California Waste Solutions  
1820 10<sup>th</sup> Street  
Oakland, CA 94607

Dear Joel:

Thank you for the opportunity to work with you on your potential upcoming truck needs for the Oakland area refuse contract that CWS is bidding on. As you know, we have enjoyed the relationship that has been forged between CWS, Peterbilt Motors, and our local dealer, Coast

When McNeilus is able to receive a commitment from CWS after the City award in August, 2014, we plan the following schedule:

- 1) CWS orders for up to 135 collection trucks. The overall mix of the type of collection vehicle to be determined.
- 2) Conservative production rate: 12 trucks per week allocated for CWS (McNeilus' capacity is 40-50 trucks per week)
- 3) Based on the above rate, the production spots allocated for CWS will exceed the 135 truck requirement.
- 4) Conservative delivery schedule for complete truck order: March through May 2015
- 5) Production and delivery of completed trucks may be earlier if opening become available in the production Queue.

the specific date given by provider and that the chassis conforms to specifications upon receipt. The chassis required for the "drop frame" manual / automated bodies will require longer production times and should be the initial chassis provided to us. We would require these chassis a minimum of 90 days prior to scheduled completion. We will require chassis for other body types 60 days prior. Peterbilt provides McNeilus the majority of the solid waste chassis used in the Western region and their reliability for delivery is excellent. Additionally, we and Peterbilt began a nationwide search to identify available Peterbilt chassis that conform to CWS specifications. These can contribute to your order and provide you flexibility. We will continue to coordinate our effort with Peterbilt.

Please contact me if you have any questions and when you are ready to order your new McNeilus trucks.

Sincerely,

Dale Matsumoto, Regional Sales Manager for McNeilus Truck and Manufacturing

CC: Mr. Tim Lopez and Mr. Craig Archer -- Coast Counties Peterbilt

secure this business as soon as is practical.

Regards,

Jim Zito  
Vocational Products Manager

PETERBILT MOTORS COMPANY  
A PACCAR COMPANY

1700 WOODBROOK STREET DENTON, TEXAS 76205-7864 940-591-4000  
P.O. BOX 90391 DENTON, TEXAS 76203-5208





101 Myrtle Street  
Oakland, California 94607

Tel: 510 992 7800  
Fax: 510 992 7550  
www.civcorps.org

24 July 2014

Oakland City Council  
Oakland City Hall  
Oakland, CA 94612

To the esteemed Oakland City Council Members:

For the last year, Civicorps has successfully collected and diverted about 25 tons/day of commercial source-separated food scraps in the City of Oakland. This enterprise was built on our commercial single-stream recycling collections, processing and sales since 2005.

After reviewing the current proposals for the franchise agreements, we saw that there was a significant role we could play with the inclusion of Oakland's unemployed young adults for providing a cost-effective services with greater environmental. Thus we submitted a proposal to Council and Public Works Department on June 25 and made presentation to the City Council Public Works Committee on July 22. Our proposal will collect more organics, provide a better environmental alternative and expand our training and development of local Oakland youth to enable their transition into good paying, high demand skilled employment.

In addition, Civicorps has uniquely developed relationships with California Waste Solutions (CWS) and with Teamsters Local 70. WE discussed ways of collaborating on training and work experiences for our trainees. On July 22, 2014 CWS provided the Mayor, City Counsel and Administrator a letter and made a presentation in support for Civicorps operations. Waste Management of Alameda County has not reached out to us.

California Waste Solutions has offered to work with Civicorps in the areas of training of our interns and in helping them to transition into union jobs, as operators and drivers. CWS also offered to provide similar development of our customer service representative interns, especially as they plan a local call center in Oakland.

In the next years, we look forward working with California Waste Solutions and Teamsters Local 70 to create family sustaining careers for the youth of Oakland.

Sincerely,

Alan Lessik  
Executive Director

## Strong Local Partner: Civicorps

“Waste Management of Alameda County has not reached out to us.”



# Strong Local Partner: East Bay Municipal Utility District

## 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  
EBMUD  
Water Treatment  
referred

**B. Oakland**  
Oakland  
City of Oakland  
Material  
develop

**C. Agreement**  
understand  
final terms  
Parties for  
Permitted  
EBMUD

**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”).

**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.

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.

# Strong Support from National/Regional Partner: Republic Services Group

Memorandum of Understanding

Between West County Resource Recovery, Inc (a Republic Services Solutions (CWS) for Contingent Transfer, Transport and Disposal of Materials

May 29, 2014

Republic Services, Inc. (RSG) owns and operates the subsidiaries of the Inc., Golden Bear Transfers Station (GBST), West Contra Costa Landfill Road Landfill. All are fully permitted Solid Waste Facilities in the greater facilities offer recycling, composting, transfer, and disposal services.

into an agreement with California Waste Solutions, Inc. (CWS) for the collection, materials, and commences to service when CWS begins

These RSG facilities necessary permit from CWS that will tons per day of refuse to agreement on

RSG and CWS have Memorandum of intentions contain This Memorandum negotiation of a Oakland Material commit any Parties have negotiated

California Waste



Mr. Joel Corona  
California Waste Solutions, Inc.

July

SCOTT W. GORDON  
SWGORDON@729SLAW.COM  
REPLY TO: WALNUT CREEK

LAW OFFICES OF  
**SCOTT W. GORDON**  
A PROFESSIONAL CORPORATION  
1990 NORTH CALIFORNIA BLVD., SUITE 620  
WALNUT CREEK, CALIFORNIA 94596

215 W. 7TH STREET, NO. 509  
LOS ANGELES, CALIFORNIA 90014  
PHONE: 925-295-3133  
FAX: 925-295-3132

ENVIRONMENTAL, LAND USE  
PUBLIC AGENCY PRACTICE  
MUNICIPAL CONTRACTS

July 10, 2014

**“The purpose of this letter is to communicate RSG’s complete faith in the skill and ability of CWS to be up and running on July 1, 2015, performing all of the services required for the collection, processing and disposal of solid waste in Oakland. CWS is a talented, experienced and competent local company. It has included EBMUD and RSG in its service provider team. The assertion that the City of Oakland would face a risk of garbage piling up in the streets by selecting CWS as its Zero Waste contractor is wrong. If the City finds, as RSG does, that CWS presents the best option price wise and service wise, then the City should select CWS. Claims by competitors and even staff that CWS is a risky choice are simply wrong.”**

need any further information from me, and we

Very truly yours,

*Shawn Moberg*  
Shawn Moberg  
General Manager

SM:oc

Management of Alameda County (“WMI”) had also previously noted exceptions to the draft Disposal Contract. All of the exceptions previously noted by WMI are included in my list of Disposal Contract provisions that should either be deleted or revised.

In the interests of time, I have enclosed the WMI exceptions identifying the areas of the Disposal Agreement where revisions are necessary. Please include these WMI exceptions as exceptions to the Disposal Contract that are taken by Republic Services as well in your Best and Final RFP response to the City.

*Michael Caputo*

5/29/14

West County Resource Recovery, Inc.

Date

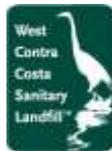
A Republic Services Company





Republic Services (RSG) is the parent company of a group of local companies providing over 200 local well paying jobs offering Bay Area-based integrated and comprehensive waste management services that include:

- RICHMOND SANITARY SERVICE** – solid waste, recycling and organics collection
- WEST COUNTY RESOURCE RECOVERY** – recyclables processing
- WEST CONTRA COSTA SANITARY LANDFILL** - C & D recycling and organics composting
- HOUSEHOLD HAZARDOUS WASTE CENTER** – HHW collection and management
- GOLDEN BEAR TRANSFER STATION**– recyclables recovery and waste transfer
- NOVE POWER**– landfill methane gas recovery and energy production
- VASCO ROAD LANDFILL** – residual waste disposal
- KELLER CANYON LANDFILL**– residual waste disposal



RICHMOND  
SANITARY  
SERVICE





June 26, 2014

SENT VIA EMAIL & U.S. MAIL

Kristina Duong  
California Waste Solutions  
1820 10<sup>th</sup> Street  
Oakland, California 94607

Dear Ms. Duong:

Viridis Fuels (VF) is pleased to acknowledge our proposed support of California Waste Solutions' (CWS) expansion and operations. We appreciate the opportunity to work with your team as your reputation is exemplary.

As you are aware, our company has site control of a 6 acre parcel in the North Gateway Area of the former Army Base. The site is fully CEQA approved and would provide a complimentary co-location of our operations. We clearly understand your needs and concur with your request to secure a VF is willing to provide to you adequate land to accommodate at least 130 collection trucks, a rest, meals, meetings, locker room and bath and wash room areas; and, operational offices. Further, the site is fully capable of accommodating maintenance and compressed natural gas (CNG) fueling station (9) trucks at the time and related compressor and storage tanks. Finally adequate space is available for the containers that will be required. The site would be a fully secure location with 24 hours per day, 7 days per week. Access to the site would be subject to our agreed upon security measures.

As we shared, our project construction will be done under an already in-place Community Benefit Agreement with the Building and Construction Trades of Alameda County. Any construction activities will be in full adherence to the terms of that agreement.

Attached is a conceptual layout clearly demonstrating and confirming the ability of the subject site to adequately accommodate your parking, operations and storage requirements.

CWS project will complement of the environmental and sustainable ecosystem of new development in the EBWUD / OAB area. This collaboration greatly benefits the City of Oakland and its citizens by bringing good union jobs and state-of-art construction, operation and innovation to Oakland.

We look forward to formalizing our agreement and providing CWS with our full support for the period of time that you may require.

In service,

Mario Juarez  
President

P. 510-821-6699 / e. mjuarez@viridisfuels.com

1241 High Street, Oakland, CA 94601  
www.viridisfuels.com

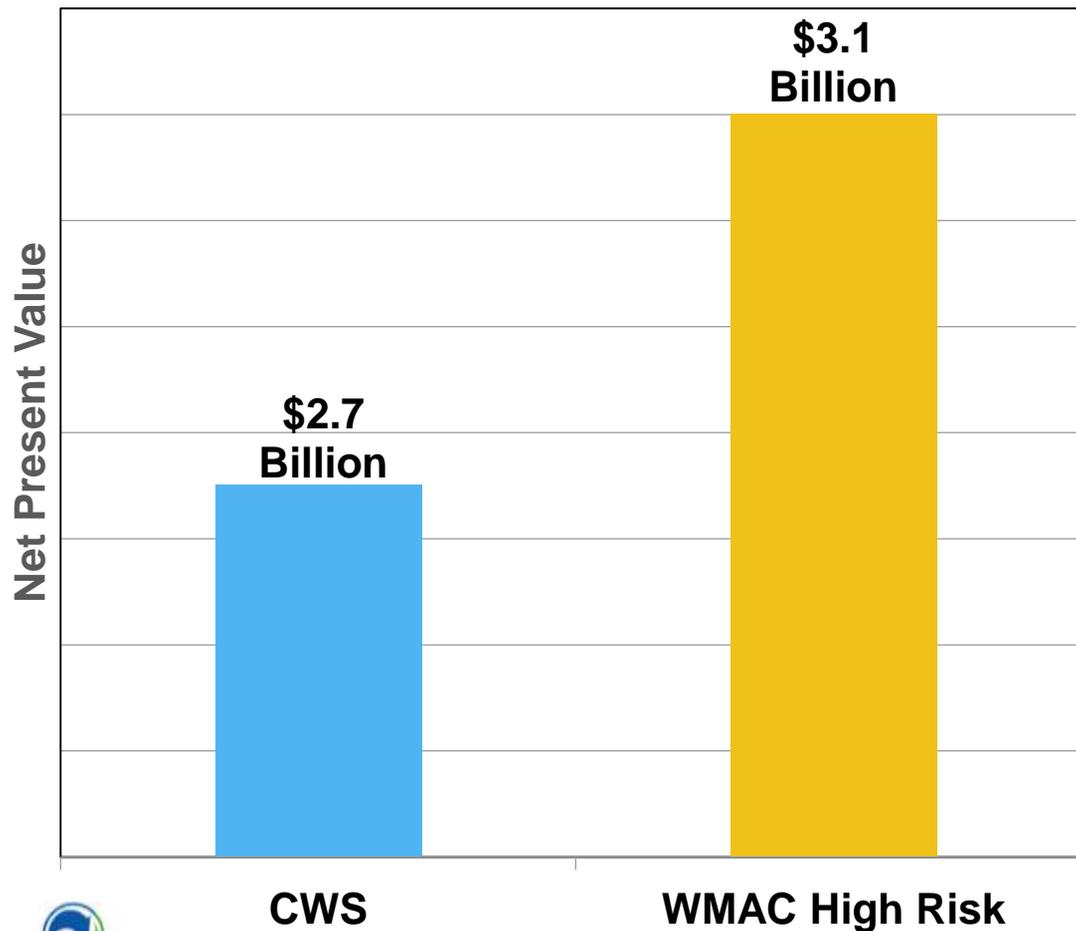
# Strong Support from Local Partner: Viridis Fuels

**Viridis fuels will provide CWS with “...land to accommodate at least 130 collection trucks; employee rest, meals meetings, locker room and bath and wash room areas; and operational offices. ... the site is fully capable of accommodating maintenance and compressed natural gas (CNG) fueling...”**



# 20 Year Comparison of Rate Impact - CWS vs. WMAC

CWS is **LOWEST COST** for the City and its Residents



- WMAC negotiated the ability to unilaterally reject extension
- WMAC High-Risk estimates costs City: WMAC rejects extension, results in new RFP and rates rise 10%.
- CWS did NOT agree with franchisee unilateral reject of extension

# Thank you!

- 1) CWS and our partners will achieve Oakland's Zero Waste goals
- 2) Our solution is triple local, triple bottom line:
  - Triple local - Republic, EBMUD, and Civicorps on the CWS team
  - Triple bottom line - economic, environmental, and social value to the City of Oakland

Vote for Option 3, Vote for Oakland!