

**12717-835 - Waste Management Inc. of Florida - Best and Final Offer
Years 1-7 Negotiated Pricing**

Item	Description	Quantity Per Month	# of Months	UOM	Total Annual Quantity	Unit Cost Per Month	Annual Total
MSW (Garbage)	Year 1	38,847	12	Months	466,164	\$ 15.99	\$ 7,453,962.36
	Year 2	38,847	12	Months	466,164	\$ 16.63	\$ 7,752,120.85
	Year 3	38,847	12	Months	466,164	\$ 17.29	\$ 8,062,205.69
	Year 4	38,847	12	Months	466,164	\$ 17.99	\$ 8,384,693.92
	Year 5	38,847	12	Months	466,164	\$ 18.71	\$ 8,720,081.67
	Year 6	38,847	12	Months	466,164	\$ 19.45	\$ 9,068,884.94
	Year 7	38,847	12	Months	466,164	\$ 20.23	\$ 9,431,640.34

Total: \$ 58,873,589.77

Yard Waste	Year 1	38,847	12	Months	466,164	\$ 6.99	\$ 3,258,486.36
	Year 2	38,847	12	Months	466,164	\$ 7.27	\$ 3,388,825.81
	Year 3	38,847	12	Months	466,164	\$ 7.56	\$ 3,524,378.85
	Year 4	38,847	12	Months	466,164	\$ 7.86	\$ 3,665,354.00
	Year 5	38,847	12	Months	466,164	\$ 8.18	\$ 3,811,968.16
	Year 6	38,847	12	Months	466,164	\$ 8.50	\$ 3,964,446.89
	Year 7	38,847	12	Months	466,164	\$ 8.84	\$ 4,123,024.76

Total: \$ 25,736,484.83

Recycling	Year 1	38,847	12	Months	466,164	\$ 5.50	\$ 2,563,902.00
	Year 2	38,847	12	Months	466,164	\$ 5.72	\$ 2,666,458.08
	Year 3	38,847	12	Months	466,164	\$ 5.95	\$ 2,773,116.40
	Year 4	38,847	12	Months	466,164	\$ 6.19	\$ 2,884,041.06
	Year 5	38,847	12	Months	466,164	\$ 6.43	\$ 2,999,402.70
	Year 6	38,847	12	Months	466,164	\$ 6.69	\$ 3,119,378.81
	Year 7	38,847	12	Months	466,164	\$ 6.96	\$ 3,244,153.96

Total: \$ 20,250,453.02

Bulk	Year 1	38,369	12	Months	460,428	\$ 7.95	\$ 3,660,402.60
	Year 2	38,369	12	Months	460,428	\$ 8.27	\$ 3,806,818.70
	Year 3	38,369	12	Months	460,428	\$ 8.60	\$ 3,959,091.45
	Year 4	38,369	12	Months	460,428	\$ 8.94	\$ 4,117,455.11
	Year 5	38,369	12	Months	460,428	\$ 9.30	\$ 4,282,153.31
	Year 6	38,369	12	Months	460,428	\$ 9.67	\$ 4,453,439.45
	Year 7	38,369	12	Months	460,428	\$ 10.06	\$ 4,631,577.03

* Price will be adjusted at same percent as Bulk services annually

Total: \$ 28,910,937.65

Years 1-7 Grand Total: \$ 133,771,465.27

Additional Services - Billed Separately

Bulk Additional Service	Per Cubic Yard Collected		10,000	CY		\$ 8.25	\$ 82,500.00
Bulk Code Compliance Service	Per Pick-up *		800	Pickup		\$ 100.00	\$ 80,000.00
Knuckleboom Loader w/ Debris Grapple	DISASTER SERVICES - Includes Equipment and Operator		1	Hr.		\$ 325.00	\$ 325.00

Submitted by:

Firm/Company: Waste Management Inc. of Florida
 Authorized Representative: *David M. Myhren*
 Title: President
 Date: *11/22/22*



Date: 11/14/2022

A term sheet is a summary of the negotiations containing the agreed upon key terms of an agreement. It serves as a template, references key points, and essentially lays the foundation for ensuring the pertinent aspects of the business transaction to avoid any misunderstanding and make it clear of the intent of both parties.

#	Key Term Description	Cite to Section/Clause of Solicitation, Proposal or Draft Agreement	Explanation/Agreed upon Term
1	Compensation	12717-835 - Section IV. Compensation and Price Proposal	<p>1) WM agrees to the following unit costs per month the first year: MSW: \$15.99, Yard Waste: \$6.99, Recycling: \$5.50 and Bulk: \$7.95.</p> <p>2) City agrees to a flat escalation of 4% every year for years 2-7. See attached.</p>
2	BigBelly Dual Station Units	12717-835 - WM presentation proposal: WM BigBelly Solar Compactors for Fort Lauderdale	1) WM agrees to provide and deliver at no cost to the City seven (7) BigBelly Dual Station Units by the start of the agreement, 7/31/2023.
3	Delivery location of Recycle Material	12717-835 - Solicitation Section 3.16.9 Recyclables	<p>1) The City agrees to have all recycling collected under this contract delivered to: WM's Davie Facility.</p> <p>2) WM agrees to reduce processing to \$145.00/ton, with a transportation (transfer fee) of \$9.68 and will provide 0.25/unit rate reduction to subsidize transportation cost. This reduction is recognized in their starting rate of \$5.50/month/unit for recycling collections.</p>
4	Revised Sunday Service - Event Recovery	12717-835 Agreement - To be added	<p>1) Complaints, missed pickups or service requests sent to the contractor after 4 pm on Saturday shall be serviced before 12pm noon on the following Monday.</p> <p>2) WM will show best efforts to recover the recycling (1st priority) and yard waste (2nd priority) not collected in the City of Fort</p>



			Lauderdale due to a Force Majeure event (which event did not directly impact the city) and resulted in a single day of service suspension. The recovery will be done on the next Saturday following the end of the Force Majeure event. If the event ends on a Saturday, the recovery will be done the next service day. In case of a multiple day service suspension WM will work with the city to set priorities for the recovery.
5	Performance and Payment Bond	12717-835 - Solicitation Section 2.25 Performance and Payment bond.	1) City agrees Performance and Payment bond will be based on the annual contract value.
6	Bulk Additional Services - Pricing	12717-835 - Solicitation - Cost Proposal: Bulk Additional Services - Pricing Sheet	1) WM agrees to honor Eastern Waste Services pricing of \$8.25/CY for Bulk Additional Services. 2) City confirmed that Customer is billed in advance and money will be collected prior to service.
7	Service Areas: Excel List of all addresses	12717-835 Section 3.3 Service Areas	1) The City agrees to provide one comprehensive list of resident information with WM providing the required format.
8	Hazardous Household Waste (HHW) Events and Support	12717-835 Section 3.12 Education and Community Outreach	1) WM agrees to contribute \$50,000 annually and up to 5 employees to support City HHW events.
9	Palm Frond Hauling and Collections - Las Olas Isles - Rebid with Eastern Waste Services: Align Services	2208-001 Agreement - General Conditions Section VI D: Terminate for Convenience	1) Current contract expiration is 11/21/2023. The City agrees to cancel this contract for convenience so that all Bulk collections may start on 3/1/2023. 2) WM agrees to support EWS with any equipment needs to ensure the transition of these services.



			3) CoFL agrees to no billing of Bulk Liquidated Damages prior to 7/31/2023.
10	Disposal Services for Construction and Demolition Debris with WM.	873-11922 Agreement - Amendment to contract: Section III: Term of Agreement and Section IV Compensation	<p>1) Current City and WM contract expiration is 2/14/2023. The City agrees to extend agreement through the end of the first year of agreement 12717-835 ending 7/31/2024.</p> <p>2) WM agrees to hold pricing for Clean fill (Dirt and Rock) and Mixed Construction Demolition to \$37.50 per ton through 7/31/2024.</p>

The person below is authorized to bind the parties to the agreed upon key points and terms cited above to incorporate into an agreement.

City of Fort Lauderdale	Name of Firm: Waste Management Inc. of Florida
Signature	<u>David M. Myhan</u> Signature
Print Name	<u>David M. Myhan</u> Print Name
Position/Title	<u>President</u> Position/Title
Date:	<u>11/22/22</u> Date:

Waste Management Inc. of Florida

Bid Contact **Andres Limones Cruz**
alimones@wm.com
Ph 786-261-7812

Address **3831 N Powerline Rd**
Pompano Beach, FL 33073

Bid Notes **Original Bid Bond hand delivered to procurement on 9/7/22 at 11:38am. Thank you!**

Item #	Line Item	Notes	Unit Price	Qty/Unit	Attch.	Docs
12717-835--01-01	Residential Curbside Collection Services: for the City of Fort Lauderdale	Supplier Product Code: Supplier Notes: Thank you for reviewing our proposal!	First Offer -	1 / contract	Y	Y
				Lot Total	\$0.00	
				Supplier Total	\$0.00	

Waste Management Inc. of Florida

Item: **Residential Curbside Collection Services:for the City of Fort Lauderdale**

Attachments

Waste Management Inc. of Florida RFP 12717-835_Residential Curbside Collection Services.pdf

Cost Proposal, Waste Management Inc. of Florida, RFP 12717-835.pdf

Proposal Security, Waste Management Inc12717-835.pdf



WM: COMMITTED TO SERVICE EXCELLENCE, COLLABORATION AND VALUE FOR FORT LAUDERDALE



Proposal for Residential Curbside Collection Services
Submitted by Waste Management Inc. of Florida
September 2022

CITY OF FORT LAUDERDALE, FLORIDA

Residential Curbside Collection Services

RFP # 12717-835

Sept. 8, 2022 2:00:00 PM EDT

SUBMITTED BY

Waste Management Inc. of Florida

"Experience that Counts"

CONTACT

Andres Limones Cruz
Government Affairs Manager
(786) 261-7812
alimones@wm.com





THE CITY OF FORT LAUDERDALE is where it all began for WM. It was in Fort Lauderdale that Wayne Huizenga started a garbage hauling business, as his grandfather had done in Chicago in 1894. In 1962, Huizenga started the Southern Sanitation Service, which ultimately grew into Waste Management, Inc. - today North America's leader in sustainability and environmental solutions.

We have never forgotten our roots though, with WM Southern Sanitation still providing service excellence to more municipalities in Broward County than any other. It's time for WM to come back home, and we would be honored to once again serve the residents of Fort Lauderdale.



INTRODUCTION

Cover Letter

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We're WM. Always Working For A Sustainable Tomorrow.



Fort Lauderdale, September 2022

Photo by Shiraz Kashar, WMIF Community Outreach and Education

9/8/2022

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David M. Myhan, President
Waste Management Inc. of Florida
1800 N. Military Trail, Suite 201
Boca Raton, FL 33431

Sept. 8, 2022

City Hall, Procurement Services Division
City of Fort Lauderdale
100 N. Andrews Avenue
Fort Lauderdale, FL 33301

Attn: Laurie Platkin, Procurement Specialist
RE: RFP # 12717-835, Residential Curbside Collection Services

Dear Ms. Platkin:

Waste Management Inc. of Florida (WMIF/WM), as a wholly owned subsidiary of Waste Management, Inc. (WM), is pleased to provide the enclosed bid response package, outlining its ability and commitment to provide service excellence to the City of Fort Lauderdale, as described in the City's RFP #12717-835.

WM holds extensive experience with municipalities similar to Fort Lauderdale and its unique requirements. Our operation as a municipal solid waste, recyclables, and yard waste services provider has evolved into one of the most comprehensive and responsive service packages in Broward County.

WM, headquartered in Houston, TX, is North America's leader in sustainability and environmental solutions. WMIF, headquartered in Boca Raton, is the local subsidiary that provides service across the Sunshine State, operating 84 facilities in Florida with nearly 5,000 employees. WMIF operates 32 hauling facilities, 18 landfills, 24 transfer stations, three Material Recovery Facilities, six C & D recycling centers, and one organics recycling facility. All of these facilities and their personnel stand ready to support the Senior District Manager Tom Ridder and WM's Southern Sanitation team's efforts to provide world-class service, industry-leading safety, and a high-quality customer service experience to Fort Lauderdale and its residents and businesses.

WM's Southern Sanitation Hauling District is woven into the fabric of Broward County, employing over 300 area residents who live, work, and contribute to the local economy. Our experienced professionals operate state-of-the-art equipment and facilities in support of contracts that service more than 151,000 residents and 11,000 commercial customers in the immediate area.

Please accept this as WM's formal statement warranting that the requirements of this project as described in the RFP documents, its enclosures, and all addenda, have been reviewed and WM has conducted all necessary due diligence to confirm material facts upon which our response is based. We are prepared and willing to continue performing the services described and enter into an agreement with the City of Fort Lauderdale upon contract award.

Thank you for considering our proposal. We are committed to a partnership with the City of Fort Lauderdale. Should you have any questions, please feel free to contact me at (954) 984-2035 or by email at dmyhan@wm.com.

Sincerely,


David M. Myhan, President
Waste Management Inc. of Florida

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4.2.2 | EXECUTIVE SUMMARY



Fort Lauderdale, September 2022

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4.2.2 | EXECUTIVE SUMMARY

WM - For Tomorrow

The City of Fort Lauderdale is where it all began for WM. It was in Fort Lauderdale that Wayne Huizenga started a garbage hauling business, as his grandfather had done in Chicago in 1894. In 1962, Huizenga started the Southern Sanitation Service, which ultimately grew into Waste Management, Inc., today North America’s leader in sustainability and environmental solutions, with over 48,500 employees serving more than 20 million municipal, residential, commercial, and industrial customers. We have never forgotten our roots, though, with WM Southern Sanitation still providing service excellence to more municipalities in Broward County than any other. It’s time for WM to come back home, and we would be honored to once again serve the residents of Fort Lauderdale.

Incorporated in Florida on March 30, 1964, Waste Management Inc. of Florida (WM/WMIF), headquartered at 1800 N. Military Trail, Boca Raton, FL, is the local subsidiary of Waste Management, Inc. that provides service across the Sunshine State. We operate 32 hauling facilities, 18 active landfills, 24 transfer stations, three Material Recovery Facilities, and six C & D recycling centers. Our nearly 5,000 employees provide collection, recycling, transfer, and disposal service to municipal, commercial, industrial, and residential customers, including over 180 exclusive municipal solid waste and recycling franchise agreements in Florida alone.

WM’s Southern Sanitation, located at 3831 NW 21st Avenue, Pompano Beach, is the local hauling district that would service Fort Lauderdale. Southern Sanitation is under the leadership of Senior District Manager Tom Ridder, District Manager Jean Desilus, and Senior Fleet Manager Justin Warnimont. Under the guidance of Florida Market Area President David Myhan, Tom, Jean, and Justin will lead the service efforts for Fort Lauderdale residents. Route Manager Jermaine Preal, who previously oversaw Fort Lauderdale residential service with a previous employer, will serve as the City’s direct operations liaison, along with Government Affairs Manager Andres Limones Cruz.



As Fort Lauderdale’s current predominant provider of commercial solid waste collection service in the City, WM is intimately familiar with the City’s streets and neighborhoods. We understand your area residents and how they wish to receive service, whether it is a specific cart placement location, outside-the-norm requests, or backdoor service. We know the location of every hard-to-find street, dead end, tight turnaround, low tree canopy, and soft-surface roadway. Our skilled drivers have learned how to safely and

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efficiently navigate Fort Lauderdale's streets, mindful of seasonal residents and visitors who frequent the area. We are here to help the City's visitors, too, lending a helping hand with directions, local knowledge, and always on the lookout for the little ones who are much more focused on enjoying the fun than looking both ways for oncoming traffic. We also know that some City residents need that personal touch, and we will service these residents with backdoor garbage and recycling service.



Committed to sustainability, WM is also North America's largest residential recycler and a renewable energy provider. WM's fleet of natural gas trucks is the largest heavy-duty truck fleet of its kind in North America. Furthermore, no other environmental services provider is more awarded and recognized than WM, having been named to *Corporate Responsibility* magazine's prestigious "100 Best Corporate Citizens" list for seven consecutive years, recognized as one of the Ethisphere Institute's "World's Most Ethical Companies" for 13 years, named to Barron's 2021 "100 Most Sustainable Companies List" and the "A" List for Climate Change from the Carbon Disclosure Project for five consecutive years, included as a "Top 100 Military Friendly Employer" by GI Jobs for 12 consecutive years, and one of Fortune magazine's "World's Most Admired Companies" for four consecutive years.

We currently service over 5,000 municipal contracts, making us the clear leader with a full range of experience in providing our municipalities with the individual service that best meets each area's unique needs. When it comes to service, WM truly is a local company with global resources.

When a storm or natural disaster has struck Florida, WM has proven its unwavering commitment to our municipalities in partnering with local, state, and federal authorities to provide the clean-up necessary to assist residents and the community, even if what was needed was far outside the scope of any contract. Our drivers' familiarity with Fort Lauderdale's streets and neighborhoods has proven to be an asset through the years as well. Our drivers know what's "normal" in the neighborhoods and industrial centers they service and, through special training from our pioneering Waste Watch® program, WM employees have assisted local authorities by reporting and video recording any unusual activity in the area.



Only WM has the most up-to-date routing and service technology available to develop an operational plan with pinpoint accuracy. Please do not be fooled by imitators or newcomers who say they can service the City with significantly less equipment and personnel; Fort Lauderdale is too complex to cut corners and do with less. WM's investment in top-of-the-line technology gives us the competitive edge in knowing exactly how many collection vehicles, routes, and personnel are needed to effectively service Fort Lauderdale, with a plan in place to add resources when needed to address the City's rapidly expanding

population. Our plan also outlines our commitment to add routes and expand our local workforce as needed to accommodate Fort Lauderdale's continuing growth.

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As you learn more about our management and operations teams, CNG-fueled collection fleet, safety culture, commitment to sustainability and recycling education programs, safety and routing technology, and customer service, please note the depth, experience, and unique capabilities that WM offers Fort Lauderdale - both for the expected and the unexpected. We take our role in serving our customers very seriously.

WM has proposed services and pricing for all residential services in the RFP, with no exceptions. We have a demonstrated track record of success in servicing other municipalities in the area, and have proposed a comprehensive, competitive, cost-effective service package for the City's residential customers.

While other companies may have the ability to pick up solid waste and recycling, a key question for municipalities is, "Can they do it safely?" What impact will this company have on my community? Will my residents be safe with this company's trucks on our streets? With WM, Fort Lauderdale can be assured that the answer is a resounding "yes!", and we can back it up. According to data compiled from the U.S. Department of Transportation Safety and Fitness Electronic Records (SAFER) system and the Federal Motor Carrier Safety Administration, WM holds the best driving performance safety record in the industry.



WM is committed to a drug and alcohol-free workplace, and our 10-year comprehensive background check on all employees is the most aggressive in the industry. Our fleet safety technology exceeds U.S. DOT standards, and we invest more than one-third of the cost of machinery and equipment in preventative maintenance on our vehicles. Our robust safety culture is beyond reproach and has served as a model for other industries.

WM's proposal not only incorporates all of the RFP requirements, without exception, but also enhances the services offered with a new collection fleet powered by clean-burning compressed natural gas (CNG). The investment we have made in CNG infrastructure at our local facilities demonstrates our long-term commitment to serving our customers with state-of-the-art equipment and resources.

WM fully supports giving back to the communities we service. WM will maintain its commitment to tangible contributions and in-kind services that improve the economic vitality and quality of life in our area. With 61 WM employees who reside in Fort Lauderdale, we live here too, and the success of our community is our success. The contributions of volunteer time, in-kind service, and financial support represent multi-decade commitments WM has made as a trustworthy and responsible corporate citizen and community partner. Our local team is well-known in this area, where we serve on Boards of Directors, volunteer as youth sports coaches, support community clean-up efforts, devote time and resources to our local attractions, parks, and community groups, and sponsor countless local organizations and events. For decades, WM has provided strong financial support and thousands of volunteer hours in supporting community events and organizations. We are proud to continue offering this support and excited to share in the future success of these worthwhile efforts here in Fort Lauderdale.

WM's knowledge of Fort Lauderdale, its residents and businesses, and our understanding of the community are all on display in the enclosed proposal. We have served area residents on the good days and the hard days, always with a smile, and we've tightly integrated ourselves as true members of the community. It has been 60 years since Wayne Huizenga first began WM in Fort Lauderdale, and our team would be honored to once again serve the City's residents.

Thank you for reviewing our proposal, and we aim to become Fort Lauderdale’s chosen vendor, and partner, for many years to come – and at a glance, here’s how we will do that!



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4.2.3 | EXPERIENCE AND QUALIFICATIONS

WM - Who We Are and What We Do

WM - In Florida (WMIF)

WM Southern Sanitation - Service Excellence for Fort Lauderdale

References

The WM Fort Lauderdale Team

Proof of WM's Relevant Experience

WM's Sustainable Practices in Fort Lauderdale

Financial Strength

WM Licenses and Certificates



Fort Lauderdale, September 2022

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4.2.3 | EXPERIENCE AND QUALIFICATIONS

A Company, People, and Resources You Can Count On

Since 1893 when Waste Management founder Harm Huizenga began removing trash in Chicago, WM has been working for a better tomorrow. But what started as 'Waste Management', has evolved to become WM - the world's leading provider (and innovator) of sustainability services, and the work that started over a hundred years ago continues every day, getting better, smarter, and more innovative.

We're WM. Always Working For A Sustainable Tomorrow.

WM - Who We Are and What We Do

Headquartered in Houston, TX, WM is a team of 48,500 professionals motivated by a desire to go above and beyond for our nearly 20 million municipal, commercial, industrial, and residential entities throughout North America for whom we provide a range of environmental solutions, including collection, recycling, disposal, and renewable energy production.

To serve our diverse customer base, we have developed the industry's largest network of collection operations, transfer stations, and recycling and disposal facilities. Unmatched in geographical reach and ability, our network enables us to manage every aspect of our customers' waste streams. But our broad geographical coverage and depth of experience allow us to do so much more. With our team of in-house environmental experts, we assist customers with customized sustainability plans. In response to natural disasters or unforeseen needs, we provide almost immediate support to customers by quickly assembling emergency collection services. As North America's leading post-consumer recycler, we navigate a complex international commodity market to safeguard the long-term viability of our customers' recycling programs.

For many customers, the authenticity of who we are and the depth of what we do make us more than just a service provider. We strive to be a long-term partner that our customers can trust by doing things the right way, every day.

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WM National Resources At-a-Glance

People	Operations				
48,500 team members	255 solid waste landfills	5 hazardous waste landfills	507 hauling facilities	340 transfer facilities	\$29.4B asset base
Recycling Facilities		Energy		Environmental Conservation	
52 single-stream recycling facilities		10,388 alternative fuel vehicles		75 certified wildlife habitat programs	
30 commercial facilities		171 natural gas fueling stations		63 pollinator programs	
12 bale/transfer/buy-back/ dedicated customer processing facilities		144 landfill gas-to-energy facilities		185 active habitat, species, and education certified projects	
42 organics facilities		102 landfill gas-to-electricity facilities		14,709 acres actively managed for wildlife preservation	
4 CORe® organics processing facilities		26 landfill gas-to-fuel facilities			
9 construction and demolition recycling facilities					
Community Vitality					
\$14.2M in charitable giving		\$1.2M in-kind services donated		860 community events hosted and/or participated in by WM	
				57,565 people participated in WM-hosted education and community betterment activities	

WM - In Florida (WMIF)

In Florida, Waste Management Inc. of Florida provides exclusive services to over 180 municipal and county governments in our WMIF area. Our 32 Hauling Districts located through the state, each service garbage and solid waste collections and disposal.

Incorporated in Florida on March 30, 1964, Waste Management Inc. of Florida (WM/WMIF), headquartered in Boca Raton, FL, is the local subsidiary that provides service across the Sunshine State. We operate 32 hauling facilities, 18 active landfills, 24 transfer stations, three Material Recovery Facilities, and six C & D recycling centers.

Our nearly 5,000 employees provide collection, recycling, transfer, and disposal service to municipal, commercial, industrial, and residential customers, including over 180 exclusive municipal solid waste and recycling franchise agreements.

WM Florida Area

WM's Florida Area provides collection, recycling, transfer and disposal service to municipal, commercial, industrial and residential customers throughout the State of Florida (except for the Panhandle region) and a portion of south Georgia. Our nearly 5,000 employees operate 32 hauling facilities, 18 active landfills, 24 transfer stations, three Material Recovery Facilities, and six C & D recycling centers. As the leading provider of comprehensive environmental services in North America, we are proud to provide our customers with safe, professional service every day. We are also committed to enhancing the communities where we work and live, as well as acting as stewards for the environment.

Statewide, WM is leading the way in:

Compressed Natural Gas (CNG) Fleet and Fueling Stations



WM not only works to pick up today's trash and recycling, but is helping to build a more environmentally sound and sustainable future as well. To help meet a company-wide sustainability goal as well as to reduce air pollution in Florida, the company has 1,400 trucks that run on compressed natural gas (CNG), a much cleaner burning alternative to gasoline or diesel fuel. WM has the largest fleet of CNG trucks nationwide and in Florida among all companies in the waste industry. Our CNG trucks emit nearly zero particulate emissions, cut greenhouse gas emissions by more than 20 percent and are far quieter in the communities we serve.



In order to fuel its trucks, WM has a CNG Clean N' Green Fueling Station in Pompano Beach. The fueling station is also making CNG available to commercial fleets – transit agencies, school districts, taxis, cities, and municipalities – as well as corporate CNG-equipped vehicles. WM has also financed and constructed additional CNG fueling stations in 20 other Florida cities to fuel its fleet. To date, WM has invested more than \$500 million in CNG trucks and fueling stations in Florida alone.

Single-Stream Recycling

As North America's largest residential recycler, WM is committed to making sure we extract the value from the materials we manage and that "waste no longer goes to waste." Last year, the company recycled 15 million tons of material. The recycling of paper alone (cardboard, newspaper and office paper) saved more than 110 million mature trees.

WM has 100 Material Recovery Facilities nationwide, including three in Florida. In 2021, we processed more than 500,000 tons of recyclables in Florida.

Awards and Honors

WM has been recognized by Fortune Magazine as one of its "World's Most Admired Companies 2021" and Ethisphere Institute as one of the "World's Most Ethical Companies 2021" for understanding the value of leading, making values-based decisions and remaining committed to integrity. This is the 12th year WM has been honored for holding the highest ethical standards.

WM also received the highest scores in its industry on the 2020 Dow Jones Sustainability Indices, a recognition of corporate sustainability leadership. And Newsweek honored WM as one of "America's Most Responsible Companies".

Barron's included WM on its list of "100 Most Sustainable Companies" and WM made the "A List" for leading the effort against climate change by CDP.



WM Southern Sanitation – Service Excellence for Fort Lauderdale

Indicate business structure, IE: Corp., Partnership, LLC. Firm should be registered as a legal entity in the State of Florida; Minority or Woman owned Business (if applicable); Company address, phone number, fax number, E-Mail address, web site, contact person(s), etc.

A Local Company Focused on Fort Lauderdale

Backed by global resources, WM really is a local company with hauling operations throughout Florida. We have provided superior waste and recycling services from our WM Southern Sanitation Hauling District to the surrounding area for 60 years, serving residential, municipal, commercial, and industrial customers.

WM Southern Sanitation hauling district, located in Pompano Beach, will provide Fort Lauderdale with operational, management, financial, and reserve resources as part of this Agreement. Our outstanding history of past performance, regulatory compliance, and superior safety record, along with the financial and resource backing of North America's largest environmental services company, gives us the foundation needed to not only meet but exceed Fort Lauderdale's expectations for waste and recycling services.

WM's local employees are skilled and proud of their work. A total of **13 route managers**, with a **combined industry experience of over 150 years**, an average of ten (10) years each, support the daily operation of the WM Southern Sanitation District. Our **250 drivers** with **3,400 combined years of experience**, or an average of 13 years each, currently drive over **165 routes** on a regular schedule. We have provided superior waste and recycling services from our WM Southern Sanitation Hauling District (WM SS) in Pompano Beach to the surrounding area for 60 years, serving over 162,000 residential, municipal, commercial, and industrial customers.

With 61 WM employees who live in Fort Lauderdale, your residents are also our neighbors, associates, friends, and family. The schools we serve are the same schools that teach our own children. The businesses we serve are the same businesses that serve us as customers. The hospitals, police departments, governments, and civic organizations we serve are also the same ones that care for and protect the communities we live in, too. For all these reasons, we have a personal interest in helping make Fort Lauderdale a better place to work and live. It's a responsibility we take to heart.

Waste Management Inc. of Florida has carefully evaluated the Fort Lauderdale RFP and commits to your solid waste and recycling service requirements. For 60 years, WM Southern Sanitation, as the third largest hauling district in WM, has proven we have the capacity, equipment, personnel, and expertise to meet our obligations.

Waste Management Inc. of Florida




Waste Management Inc. of Florida, an indirect subsidiary of Waste Management, Inc., was organized and incorporated in Florida in 1964.

Our headquarters for WMIF is located at 1800 N. Military Trail, Suite 201 in Boca Raton.

Our team of professionals will service Fort Lauderdale from our WM Southern Sanitation Hauling District, which is located at 3831 NW 21st Avenue. Pompano Beach, FL 33063.

We are well positioned to provide the services and operations you require on an uninterrupted basis and our WM Southern Sanitation team looks forward to the opportunity to provide WM residential services for Fort Lauderdale.

Currently, WM Southern Sanitation averages:

70 residential routes per day	
50 commercial routes per day	
45 roll off routes per day	



Last year, our WM Southern Sanitation hauling district earned the 2021 Most Outstanding Large District in Florida award. We were also awarded the coveted 2020 Best TRIR Winner in the Waste Management Inc. of Florida Market Area as we provide service excellence while keeping SAFETY FIRST.

Total Recordable Incident Rate (TRIR)

TRIR is the rate used by the Occupational Safety and Health Administration (OSHA) to track and report work-related injuries and illnesses.

Over almost two decades, our rate of injuries per employee hours worked has continued to fall. According to published U.S. Bureau of Labor Statistics (BLS) data, WM has consistently outperformed our industry on TRIR since 2005. WM continues to take active steps to further prevent injuries through our injury and illness management program, hazardous energy control program and other initiatives tied to seasonal risks, including heat illnesses in the summer and slips, trips and falls in the fall and winter.

Provide details of past projects for agencies of similar size and scope

References (WM Municipal Partners in Florida Commensurate with Fort Lauderdale)

For your convenience, the following list provides just a snapshot of some of our select local and regional exclusive residential and commercial WM-serviced communities and the level of service within each. We encourage you to contact these partners and ask about their experience with WM as it pertains to our superior service, safety, experience, and ease of transition. WM has provided the requested reference information starting on page 72 of this proposal.




**TESTED.
PROVEN.
TRUSTED.**

City of Fort Lauderdale
RFP # 12717-835 - Residential Curbside Collection Services

Contract	WM Responsibility	Project Dates	Residential Units	Annual Revenue	Contract Type
MSW: Municipal Solid Waste, RCY: Recycling, RCY PROC: Recycling Processing, YW: Yard Waste, BLK: Bulk Pickup, COMM: Commercial, RO: Roll-off, C&D: Construction & Demolition Debris, EF: Exclusive Franchise, NEF: Non-Exclusive Franchise, DISP: Disposal Operations, TS Transfer Station Operations					
 <p>City of Melbourne 900 E. Strawbridge Ave., Melbourne, FL 32901 Ralph Reigelsperger, Public Works Director (321) 608-5080 ralph.reigelsperger@mlbfl.org</p>	MSW, REC, YW, BLK, COMM	1996 - to present	27,751	~\$8M	EF
 <p>Brevard County 2725 Judge Fran Jamieson Way, Viera, FL 32940 Thomas Mulligan, Solid Waste Director (321) 633-2042 thomas.mulligan@brevardfl.gov</p>	MSW, REC, YW, COMM	1996 - to present	105,170	~\$25M	EF
 <p>Collier County 3339 Tamiami Trail E, Suite 302, Naples, FL 34112 Kari Ann Hodgson, Solid & Hazardous Waste Director (239) 252-2504 Kari.Hodgson@colliercountyfl.gov</p>	MSW, REC, YW, BLK, COMM	2005 - to present	131,000	~\$37M	EF
 <p>Hillsborough County 332 N. Falkenburg Rd., Tampa, FL 33619 Kim Byer, S.W. Director (813) 612-7718 byerk@hillsborough.org</p>	MSW, REC, YW, COMM, RO	1980 - to present	96,000	~\$37M	EF
 <p>Martin County 2401 SE Monterey Road, Stuart, FL 34996 Don Donaldson - Deputy County Administrator (772) 288-5400 Ddonalds@martin.fl.us</p>	MSW, REC, YW, COMM, RO	2007 - to present	48,000	~\$20M	EF
 <p>Osceola County 1 Courthouse Sq., Kissimmee, FL 34741 Danielle Slaterpryce, Public Works Director (407) 742-0699 danielle.slaterpryce@osceola.org</p>	MSW, REC, YW, BLK	2019 - to present	72,330	~\$19M	EF
 <p>Sarasota County 8750 Bee Ridge Road, Sarasota, FL 34286 Brian Usher, Solid Waste Director (941) 861-1532 busher@scgov.net</p>	MSW, REC, YW, BLK, COMM, RO	2004 - to present	157,000	~\$37M	EF
 <p>Charlotte County 25550 Harbor View Rd., Port Charlotte, FL 33980 Richard Allen, Solid Waste Director (941) 764-4393 Richard.Allen@charlottecountyfl.gov</p>	MSW, REC, YW, BLK, COMM	1977 - to present	89,000	~\$22M	EF
 <p>City of Tamarac 6011 Nob Hill Road, 2nd Fl., Tamarac, FL 33321 Troy Gies, Budget and Contracts Manager (954) 597-3700 troy.gies@tamarac.org</p>	MSW, REC, YW, BLK, COMM	2011 - to present	18,206	~\$7M	

**TESTED.
PROVEN.
TRUSTED.**

City of Fort Lauderdale
RFP # 12717-835 - Residential Curbside Collection Services

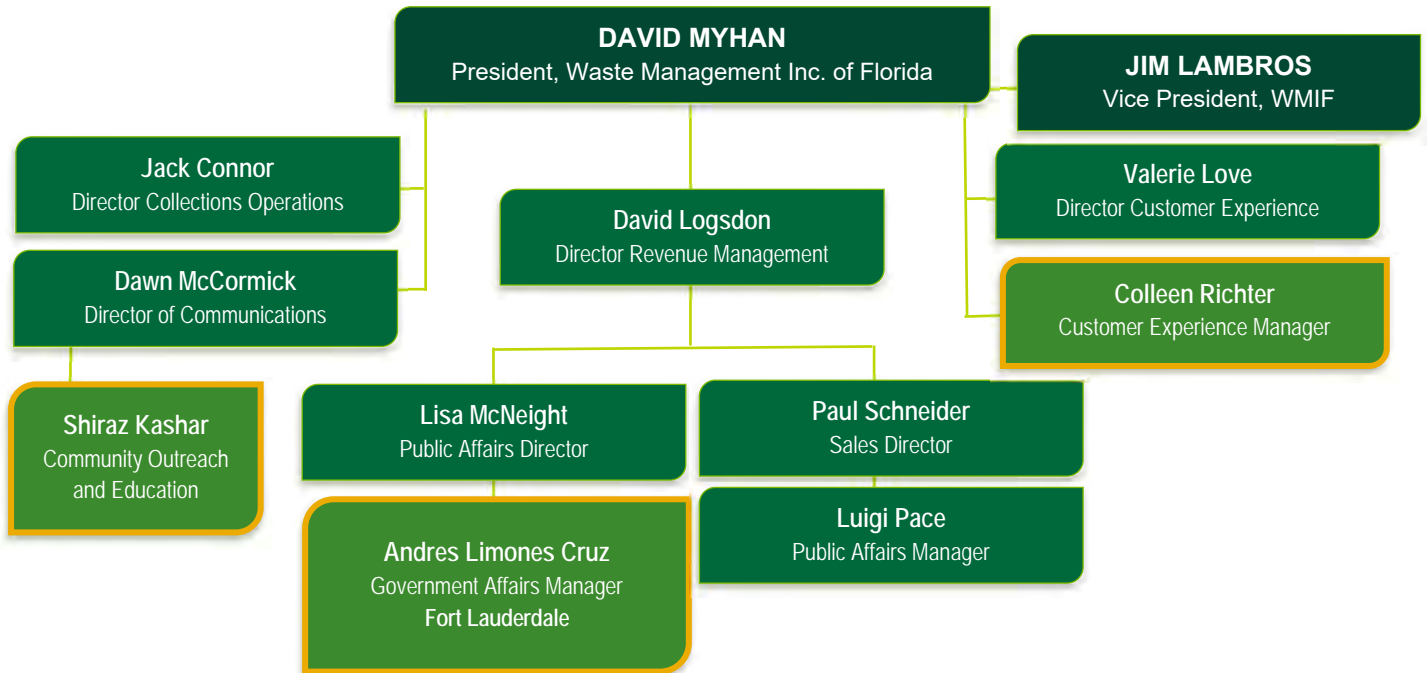
Contract	WM Responsibility	Project Dates	Residential Units	Annual Revenue	Contract Type
MSW: Municipal Solid Waste, RCY: Recycling, RCY PROC: Recycling Processing, YW: Yard Waste, BLK: Bulk Pickup, COMM: Commercial, RO: Roll-off, C&D: Construction & Demolition Debris, EF: Exclusive Franchise, NEF: Non-Exclusive Franchise, DISP: Disposal Operations, TS Transfer Station Operations					
 <p>City of Riviera Beach 600 W Blue Heron Blvd, Riviera Beach, FL 33404 Terrence Bailey, P.E. City Engineer (561) 845-4080 TBailey@rivierabeach.org</p>	MSW, REC, BLK, COMM	2003 - to present	17,000	~\$9M	EF
 <p>City of Delray Beach 100 NW 1st Ave., Delray Beach, FL 33444 Danise Cleckley, Asst. Neighborhood & Community Director (561) 243-7213 Cleckley@mydelraybeach.com</p>	MSW, REC, YW, BLK, COMM, RO	2001 - to present	15,000	~\$9M	EF
 <p>City of Key West 1300 White St., Key West, FL 33040 John Paul Castro, Utilities Director (305) 809-3902 jcastro@cityofkeywest-fl.gov</p>	MSW, REC, COMM	2015 -to present	14,600	~\$11M	EF



**TESTED.
PROVEN.
TRUSTED.**

The WM Fort Lauderdale Team

Following is an introduction to WM’s City of Fort Lauderdale Executive Team. Included here is Andres Limones Cruz who will serve as Fort Lauderdale’s primary point of contact, and who has taken the lead for the planning and administration of this project.



WM’s Fort Lauderdale Executive Management Team

David Myhan, President, Waste Management Inc. of Florida



1800 N. Military Trail, Boca Raton, FL 33431, (601) 861-0003 | dmyhan@wm.com

David’s 28-year WM career has earned him the position of President of Waste Management Inc. of Florida (WMIF), Mr. Myhan oversees the operations of WM’s Florida Area and its over 5,000 team members.

Mr. Myhan has strategic, financial, and operation responsibilities for the overall businesses for WMIF franchised and open market sectors. He has held various positions in sales and general management in FL, LA, AL, MS, TX, AR, and OK after graduating from the University of North Alabama.

Jim Lambros, Vice President, Waste Management Inc. of Florida



1800 N. Military Trail, Suite 201, Boca Raton, FL 33431, (954) 984-2007 | jlambros@wm.com

At this point in Jim's 35 years with WM, he is the Vice President of WMIF, with strategic, financial, and operational responsibilities for the overall businesses for WMIF franchised and open market sectors. He has held various financial and operational positions in FL, PA, NJ, NY, DE, MD, VA, WVA, and OH, and graduated from the University of Akron.

Jack Conner, Director of Collections Operations



1800 N Military Trail, Suite 201, Boca Raton, FL 33431, (954) 557-2325 | jconner@wm.com

Jack has been with WM for 18 years and now focuses on providing exceptional service to our South Florida customers. For the past six years he has concentrated on Palm Beach, Broward, Dade and Monroe counties, and has been actively involved in providing service to Palm Beach County Solid Waste Authority, Wellington, Delray, Riviera Beach, Palm Beach Gardens, Juno Beach and multiple other Palm Beach County municipalities. Jack's 36 combined years of progressive leadership experience have given him invaluable audit compliance, project management, regulatory compliance, and labor relations experience. Jack graduated from Centenary College of Louisiana.

Dawn McCormick, Director of Communications



1800 N. Military Trail, Suite 201, Boca Raton, FL 33431, (954) 984-2041 | dmccormick@wm.com

Dawn is an experienced broadcast journalist and communications professional with more than 30 years of experience in media relations, issues management, crisis communications and pro-active stakeholder communications. She was an award-winning broadcast journalist with NBC and ABC affiliated TV stations. Dawn graduated with a degree in Journalism from Northwestern University.

Valerie Love, Customer Experience Director



1800 N Military Trail, Suite 201, Boca Raton, FL 33431, (602) 906-7175 | vlove@wm.com

Valerie is responsible for managing the call centers across the Florida area. Her main priorities include ensuring the Florida knowledgebase is accurately updated regularly with area changes, monitoring call volumes, and customer surveys. She oversees proactive communication to customers and works with supervisors to ensure agents are delivering a superior customer service experience with a one-call resolution. Valerie's expertise and leadership has driven top customer satisfaction scores in the Florida Area. She is a Circle of Excellence winner and has also received a Professional Leadership Award. She has 15 years with WM and graduated from Miller Hawkins Business College.

Dave Logsdon, Director Revenue Management



3411 N 40th Street, Tampa, FL 33605, (813) 635-4534 | dlogsdon@wm.com

Dave has been with WM for 12 years, serving in various leadership positions. David's experience with WM ranges from digital technologies and strategy, corporate shared services (AP, AR, billing, credit and collections, payroll, etc.), business optimization, decision sciences, global labor market utilization, operations management (collections and post-collections), pricing, sales, and overall revenue management.

Prior to joining WM, Dave has held several executive leadership roles in many different industries such as financial services (Putnam Investments), industrial manufacturing (General Electric) and internet-based software-as-a-service (Monster.com). He holds degrees from F.W. Olin School of Business, Babson College (MBA), and Trinity College.

Paul Schneider, Sales Director



1800 N Military Trail, Suite 201, Boca Raton, FL 33431, Phone: (813) 927-1519 | pschneid@wm.com

Paul has been a valued member of the WM team for the past 33 years, holding various roles prior to advancing to his current Sales Leadership of 23 years. As the Director of Sales, Paul oversees a team of 71 dedicated team members throughout the Florida Area with a commitment to providing an outstanding customer experience.

Paul is a leader in focusing on a creative and innovative approach to build relationships and support customer satisfaction in the Florida Area. He graduated from Broward Community College.

Lisa McNeight, Public Affairs Director



3411 North 40th Street, Tampa, FL 33605, (716) 913-9146 | lmcneigh@wm.com

Lisa is a 27-year veteran of WM, holding progressive roles in Sales, Pricing and Public Sector over that time. She began her career with WM in 1995 as an Inside Special Waste Sales representative in Western New York. Over the next 10 years, she increased the scope of her roles and diversified her functional experience, ultimately reaching Area Public Sector Manager, Upstate New York, Western Pennsylvania and

West Virginia in 2011, and holding that position until 2015, when she relocated to the Florida Area. Over the past six years, Ms. McNeight has held the role of Public Sector Manager for North Florida. With her level of strategic planning, organization, consistency and partnership in North Florida, Lisa recently expanded her leadership role to Director, extending her managerial role across the entire Florida Area. She graduated from State University of New York.

Andres Limones Cruz, Government Affairs Manager



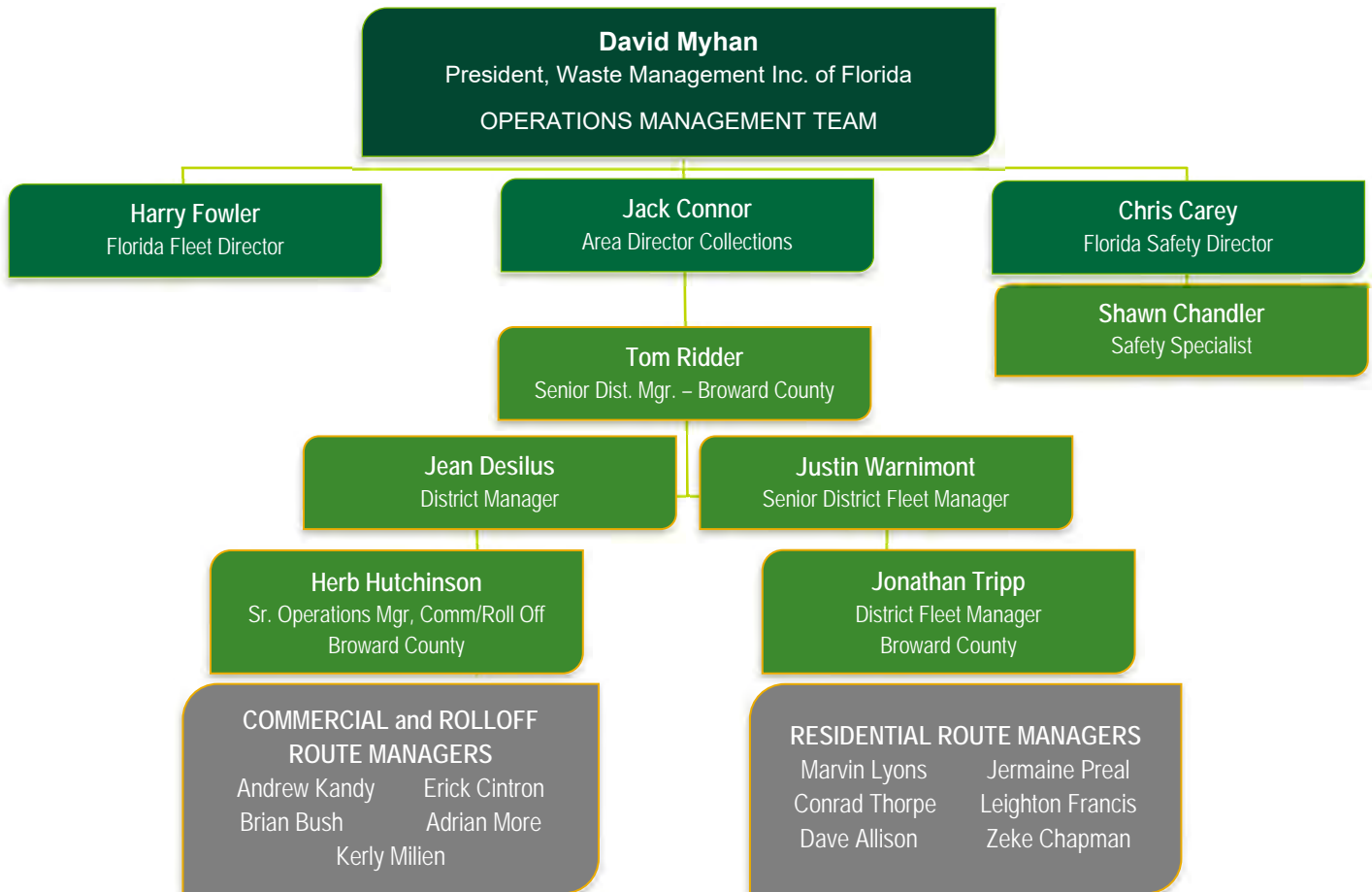
1800 N Military Trail, Suite 201, Boca Raton, FL 33431, (786) 261-7812 | alimones@wm.com

Andres will serve as WM’s government affairs liaison to the City of Fort Lauderdale. His role will include the oversight of WM’s implementation of the new agreement and the transition of service. Moreover, Andres will work collaboratively with Fort Lauderdale staff to design and implement new services in accordance with contractual requirements. He has been with WM for nearly six years.

Andres is a business executive with more than 12 years of client acquisition, account management and team development experience in diverse sectors. Recognized for demonstrating a natural aptitude for client relations, as well as for strategic initiatives and innovative marketing.

Andres received his Bachelor’s degree in Economics from the Universidad San Francisco de Quito in Ecuador, and completed his Master’s in International Studies at the University of Denver.

WM’s Fort Lauderdale Operations Management Team



How WMSS Leads the Path to More Efficient, Sustainable Collection Services



WM Southern Sanitation management team

Introducing WM Southern Sanitation's Operations leadership group, from left, Justin Warnimont (Sr. District Fleet Manager), Jean Desilus (District Manager), Tom Ridder (Sr. District Manager), Herb Hutchinson (Sr. Operations Manager Residential).

Together they have 67 years of combined previous experience.

Southern Sanitation deploys 250 drivers with over 3,400 combined years of experience, or an average of 13 years each. They currently drive 165 routes comprised of 70 residential routes, 45 roll-off/industrial routes, and 50 commercial routes on a regular schedule. They are unanimous in the goal of adding Fort Lauderdale to their efforts.

WM's WM Southern Sanitation - Fort Lauderdale Operations Team

Tom Ridder, Senior District Manager, Broward County



(817) 637-6695 | tridder1@WM.com

As our District Manager, Tom oversees the day-to-day operations of the District, including oversight of the 300 employees that are responsible for the collection of garbage, recycling, and yard waste from over 151,000 residential and 11,000 commercial customers. With 15 years at WM, and 24 years in logistics at American Airlines, he provides exceptional leadership support to his front-line managers. Tom is responsible for the District's overall service and budget performance including safety, operational, and service performance while also diagnosing and improving processes and procedures..

Tom is an experienced professional with a career of progressively increasing leadership responsibility at both WM and American Airlines. Tom was recruited to be the Senior District Manager of WM Southern Sanitation, one of WM's largest Districts, because of his proven record of attracting talented leaders and developing winning teams with high levels of employee engagement. Tom is consistently recognized for his focus on safety, logistics execution, and customer service. He earned his Bachelor Business Administration degree from Wichita State University.

Jean Desilus, District Manager, Broward County



(305) 968-5008 | JDesilus@WM.com

Jean has exemplified leadership throughout his career and personal life. He has a long-standing career in the waste industry, upwards of 16 years as a manager at WM, as well as experience in similar industries. His career at WM took him from a supervisor in Pompano Beach, through multiple promotions working in the Dade County office and eventually back being the District Manager for his home in Pompano.

His unique and vibrant personality shines as he works to lead his management team through any and all tasks, keeping work fun while holding an extremely high standard. This leadership style shows in his whole team and creates a work environment which is fast paced and customer centric.

Jean was a WM 2018 WM Circle of Excellence Winner; a 2019 Commitments and Values Winner and selected to present a 2019 Inclusion and Diversity Presentation at WM Headquarters in Houston for our Senior Leadership Team.

Justin Warnimont, Sr. District Fleet Manager, Broward County



(786) 848-8659 | jwarnimo@WM.com

Justin was recently promoted to the Sr. District Fleet Manager and now will be responsible for all initial and ongoing procurement of vehicles required for the service of Fort Lauderdale collections.. He has nine years management experience, all in the waste industry. He grew up in the industry, starting off performing maintenance tasks on trucks as a teenager, then progressing into operations after obtaining a bachelor's degree. He uses his knowledge base and calming attitude to build relationships in order to quickly solve problems and connect departments.

Justin has work experience ranging from grapple driver to supervisor in Broward, supervisor in Dade and now the Sr. District Fleet Manager in Broward County. He has managed multiple city franchise agreements of similar size, including North Miami Beach, He will oversee repairs, inspections, scheduled maintenance, and cleanliness of Fort Lauderdale's collection vehicles.

Operations and Route Managers

Herb Hutchinson and Erick Cintron are the Operations Managers for the WM Southern Sanitation District. In this position, Herb and Erick oversee daily collection services, drivers, and operational performance. They manage District personnel needs, including selection, coaching, and training drivers. They are also responsible for equipment utilization and managing all equipment needs, including cart and container inventory.

Herb and Erick will manage the operational implementation and ongoing quality of all of the City's collection programs and services, and oversee ongoing staffing, and equipment needs. They will work with Fort Lauderdale staff and our operations team to address special service requests or resolve unique customer requests.

Herb Hutchinson, Sr. Operations Manager Comm/Roll Off Broward County



(561) 436-0351 | hhutchi2@WM.com

Herb started his WMIF career in 2010 as a Residential Rear Load Driver. He transitioned in Residential Recycling where he trained multiple new hires before they were assigned to any routes. Herb was promoted to become a Roll Off driver where he worked for six years.

In 2018 Herb was promoted to be a Residential Route Manager, overseeing four municipalities. During this time, he cultivated great relationships with these cities and their residents, while building a strong team of dedicated drivers. Now with 12 years at WM, and 17 years total industry experience, Herb earned a promotion to Operations Manager for the Residential line of business and leads a group of managers who oversee 13 cities in Broward County. Herb will supervise the Fort Lauderdale residential routes.

Jermaine Preal, Dedicated Fort Lauderdale Route Manager



(561)-356-9767 | JPREALS1@wm.com

Jermaine started in the industry with another hauler as a helper in 2005. He achieved his CDL in 2010 and became a driver. Jermaine has experience as a swing driver, lead driver, and as a driver trainer. As trainer he was responsible for new driver orientation and development, all while managing some of the largest municipalities in Broward County.

In October 2021, Jermaine started with WM as route manager and has gained experience managing 13 Broward County cities. He takes pride in providing excellent communication and customer service to our municipalities. Jermaine's extensive industry experience includes the position of Operation Supervisor, managing transitions from manual collections to automated services, and complete municipal re-routes.

In 2019, Jermaine oversaw the City of Ft Lauderdale residential MSW, yard waste, and City Facility recycling collections with a former employer. **Jermaine's previous experience overseeing Fort Lauderdale's residential service makes him the ideal choice as WM's Fort Lauderdale Dedicated Route Manager!**

Erick Cintron, Logistics Operations Manager / Commercial Operations Manager



(954) 661-9293 | ecintro1@wm.com

For the past two years, Erick has been dedicated to offering exceptional service to our South Florida customers in Broward County. Erick has operated as a Logistics Route Manager in the communities of Hollywood Beach, Davie, Hallandale, Fort Lauderdale, Dania Beach, Pembroke Park, and Cooper City. Erick also ensures the safety of professional commercial haulers for the general public. He monitors and maintains OSHA and DOT compliant safety initiatives, policies, and procedures. He contributes to regulating and organizing environmental health and safety activities, including safety inspections, accident investigations, and safety training.

Tatiana Joseph, Dedicated Fort Lauderdale Customer Service Manager/Liaison



(561)-365-4716 | tjoseph@wm.com

Tatiana joined WM June 2015 as a filing clerk through a staffing agency working in HR. In October of 2015 she moved to operations to monitor driver hours, followed by an assignment to fill in for an Operations Specialist. In 2017, she was recognized for a job well done and hired full time in that position. Initially she monitored truck swaps, prepared drivers' tablets to ensure the correct routes were loaded and handed out supplies at morning huddles. In January 2020 Tatiana was promoted to Sr. Operations Specialist to manage the data for our commercial lines and WM uniforms, as well as administer bulk pickups for the District. As Fort Lauderdale's dedicated Customer Service Manager/Liaison, Tatiana will bring her firsthand WM knowledge and organizational skills to the City.

Additional Route Managers for Fort Lauderdale

In addition, a total of 13 route managers, with a combined industry experience of over 150 years, an average of 10 years each, support the daily operation of the WM Southern Sanitation District. Assigned route managers will work closely with all Fort Lauderdale drivers, assisting with morning launches, ensuring each vehicle is properly inspected at the beginning and conclusion of each route, and monitoring drivers throughout their collection routes with a focus on safety and customer service. Route Managers will work closely with the City of Fort Lauderdale during the implementation of new services, helping to develop and test new collection routes, and proactively addressing customers' unique site requirements and service.

Our Drivers - The Backbone of Our Daily Operations

WM Southern Sanitation deploys 250 drivers with over 3,400 combined years of experience, or an average of 13 years each. They currently drive 165 routes comprised of 70 residential routes, 45 roll-off/industrial routes, and 50 commercial routes on a regular schedule.

This is the ultimate testimony to effective local management, experience, expertise, and employee retention.

Approximately two weeks before the start of service, and under the supervision of their Route Managers, drivers that are selected to service the City will be issued rental cars so that they can practice driving their new routes. This will enable the drivers to become completely familiar with their routes and any potential safety issues before they are in the collection vehicles. This will also enable WM time to identify service nuances specific to Fort Lauderdale, such as pinpointing the best service time for an area and routing for traffic patterns. This proactive planning will allow for minimal service disruption for the City and its residents and ensure that the drivers are solely focused on safety and service when they start collecting instead of trying to learn their routes.

At WM, we believe our employees are our greatest assets, and if we take care of them, they will take care of our customers, our communities, our shareholders, our environment, and each other. Our team of highly trained, experienced drivers is the backbone of our daily operations and is dedicated to providing Fort Lauderdale with world-class service. These men and women are more than just your waste collection drivers - they are your friends and neighbors, and they take great pride in helping preserve your environment today and for future generations.

Collection drivers not only have to be well-trained when it comes to operating vehicles, but they have to constantly be on the lookout for other drivers on the road. We employ best-in-class safety training, standards and performance metrics to provide the safest service in the industry. Once hired, our drivers undergo intensive immersion training at our centralized training centers. Drivers gain experience through classroom training and simulated driving courses that reflect real-life obstacles. At the end of training, each driver receives a comprehensive evaluation that confirms their understanding of and commitment to WM's culture of safety.

Our diligent pre-employment screening process – the most aggressive in the industry – includes a comprehensive background check, fingerprinting, and drug testing. All candidates and employees are subject to WM's Drug and Alcohol-Free Workplace Policy, which includes regular, ongoing screenings for employees who operate company vehicles. Our employees are the lifeblood of the work we do every day. That's why we focus on developing talent at every level of the organization through career path planning and best-in-class training that is specifically designed for success in the service industry. At the heart of our engagement and retention strategy is a steadfast commitment to WM's values of people first and success with integrity.

Subcontractors

Eastern Waste Systems, Inc.

For bulky waste collections in the City, WM will team with our long-standing small business partner that collaborates with us to service multiple municipalities in the Broward County area. Eastern Waste Systems (EWS) will collect bulk material using grapple trucks in residential areas. Residential bulky waste collection will be serviced exactly as the City services residents currently, 1x per month. WM/EWS will utilize 11 collection vehicles for this service. Information regarding what types of materials are acceptable for bulk collection will be part of our initial communications strategy for the transition of service. Residents will also be informed as to the schedule and frequency of collection well in advance of start of service.

Eastern Waste Systems, Inc.

1660 NW 19th Ave., Pompano Beach, FL 33069

www.easternwaste.com



Michael C. Marzano

O: (954) 543-9800 | C: (954) 931-3021

mmarzano@easternwaste.com

Proof of WM's Relevant Experience

WM's Experience

WM's WM Southern Sanitation Hauling District has been serving customers for 60 years.

We have featured five references, and provided an extensive additional list that illustrate:

- our experience with comparable residential franchise agreements
- our ability to provide extensive automated curbside service and equipment
- our dedication to our Florida residents.

The references provided demonstrate our decades of expertise and our capacity to manage the City's residential waste streams for the life of the contract.

WM has the network of local facilities to enable us to provide a single source of responsibility, from transportation through disposal of waste.

We are proud to introduce your WM local Fort Lauderdale team!

- Tom Ridder, Senior District Manager
- Jean Desilus, District Manager
- Herb Hutchinson, Operations Manager, Residential
- Jermaine Preal, Dedicated Fort Lauderdale Residential Route Manager
- Tatiana Joseph, Dedicated Fort Lauderdale Customer Service Manager/Liaison
- Andres Limones Cruz, Fort Lauderdale Government Affairs Manager

WM will dedicate seasoned Route Manager Jermaine Preal to the City of Fort Lauderdale, as well as Tatiana Joseph, a dedicated City Customer Service Manager/Liaison who will provide required reporting and support for City service. This team has meticulously evaluated the requirements for servicing the City of Fort Lauderdale and has presented the details to our entire management staff, and we are all committed to every resident in Fort Lauderdale!



Indicate the firm's initiatives towards its own sustainable business practices that demonstrate a commitment to conservation

WM's Sustainable Practices in Fort Lauderdale



WM Will Partner with the City to Boost Recycling and Combat Contamination



Educating Customers | We're committed to improving recycling by reducing contamination through our Recycle Right campaign and community partnerships. Our 2025 goal calls for reducing inbound contamination at our MRFs to 10%.

Helping Design for Recycling | We're a leader among industry participants working to create guidelines for packaging companies designing with recyclability in mind. We're also working with brands to provide feedback on products/ packaging.

Investing in Technology | Our significant investments in recycling infrastructure are lowering operating costs and improving plant efficiency while also allowing for dynamic adjustments to respond to evolving end-market demands.

Supporting Demand Creation | WM works with the U.S. EPA to support its goal to increase the national recycling rate to 50% by 2030, and we also support minimum content legislation at the state level.

Purchasing Recycled Content | We are using our purchasing power to support demand. We signed on to The Association of Plastic Recyclers Demand Champions program and committed to purchase carts, vests, uniforms, and shoes made from post-consumer materials.

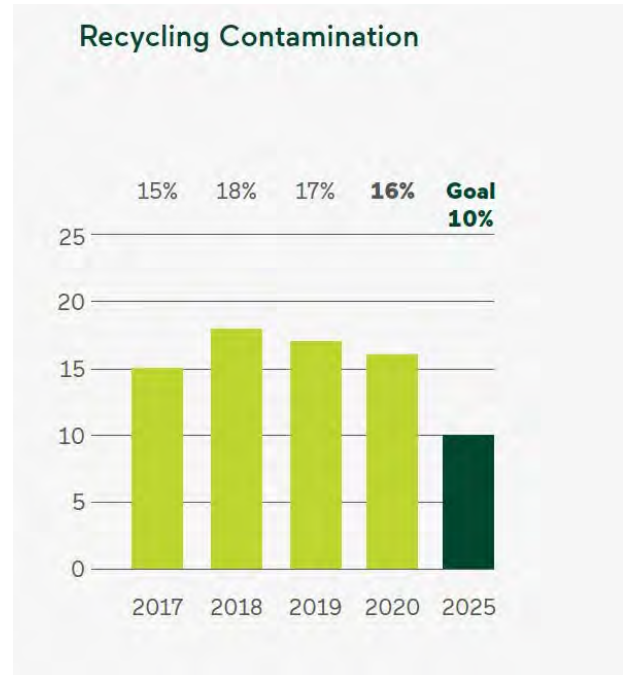
**TESTED.
PROVEN.
TRUSTED.**

Why it is So Important to Recycle Right

In the midst of the challenges facing recycling programs, we must remember to pause to think about why we recycle. We recycle to reduce our environmental impacts in a socially and economically responsible way. Recycling reduces greenhouse gas emissions, conserves resources, saves energy, and reduces landfill usage. Contamination threatens that by preventing thousands of tons of recyclables from ever seeing a second life. This, in turn, negatively impacts value and demand of recyclable materials, which dictates the growth of recycling infrastructure and the expansion of collection programs at the local level. The sustainability of all recycling programs is dependent upon collecting high quality recyclable materials free of unacceptable materials.

In order to overcome this, we must work in close collaboration with our customer partners - municipalities, businesses, education institutions, and residents - to confirm that both new and established recycling programs are sustainable given today's realities. We must all work together to develop local, effective solutions for this global problem.

Collecting materials is not the same as recycling them. It is only when a material is recycled into something else that we realize the economic and environmental benefits. Anything short of this, and we are simply creating a problem that results in a negative environmental impact. To certify that our local recycling programs remain viable, workable operations, WM has taken proactive steps to help our customers understand the new recycling paradigm and how local actions have global impacts.



Reducing inbound contamination takes everyone's help. Our efforts have helped reduce contamination levels at our recycling facilities to 16% at the end of 2020. This contributes significantly to our goal of reducing inbound contamination across all of our MRFs, excluding construction & demolition (C&D), to no more than 10% by 2025.

Recycle Right: Proactive Public Education for Fort Lauderdale

Preserving natural resources and virgin materials through recycling is at the heart of what our customers, communities, and WM want to accomplish. It is a key component of our business and it is what you, our customers, are requesting. But, recycling simply must be both environmentally and economically sustainable. By cleaning up collection, reducing contamination and limiting what we place in our carts to material that has a reliable market and can be reprocessed into new products, we can reduce the risk of recycling programs. A global effort is underway to move the needle in a more sustainable direction, and we know that this process starts with addressing contamination.

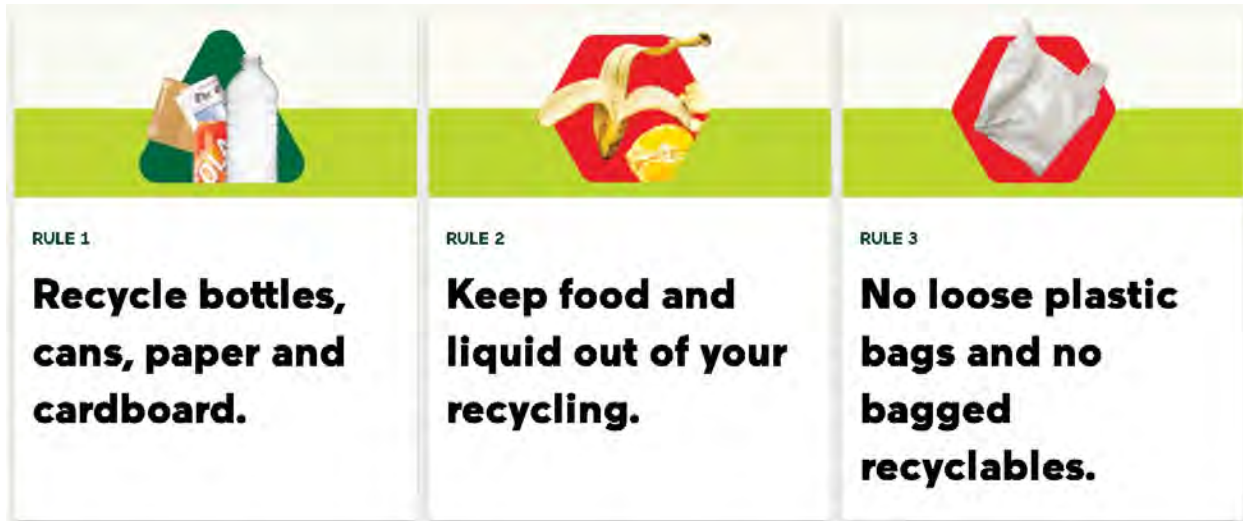


WM has dedicated manpower and made a significant investment in our Recycle Right education program. The comprehensive, complimentary offerings found on the Recycle Right website provide tailored tools

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for everyone from residents to businesses to educators to property managers as well as our government customers. Recycle Right is successful at getting customers to change their recycling habits because we:

1. Clearly define the problem (recycling confusion and contamination)
2. Simplify the message – we use 3 simple rules (see following graphic)
3. Give consumers a reason why they should do something



These customer-specific tools and resources recognize that recycling presents different challenges in different environments. Multifamily property managers need tools that are formatted in a way that makes it easy for them to educate residents - a “what goes where” doorhanger or a new resident welcome letter, while a business may really benefit from posters designed specifically for break rooms or desk side recycling tips.

Based on community-based social marketing precepts, the Recycle Right program includes educational videos, printed inserts, posters, bin decals and bookmarks, a robust social media campaign, elementary school resources that include a STEM-approved Curriculum for K-Five, and other interactive tools you can use to make recycling sustainable for future generation.

Examples of current materials include:

FOR THE HOME	<ul style="list-style-type: none"> • Recycling Get Started Guidelines, Posters, and Container Labels • Tips for Streamlining Recycling at Home • Videos designed to help customers set up successful at home recycling programs • Family recycling activities
FOR THE BUSINESS	<ul style="list-style-type: none"> • Recycling Get Started Guidelines, Posters, and Container Labels • Tips for employee engagement • Steps for setting up office place recycling • Widgets linking to educational videos - these can be posted on business webpages to help cross- promote Recycle Right resources • Resources for how to recycle without using plastic bags

FOR THE SCHOOL	<ul style="list-style-type: none"> • Educational curriculum designed for grades K-5, including: <ul style="list-style-type: none"> • Lesson plans • Activities • Worksheets and lesson extensions • Videos • Posters and Container Labels
FOR THE COMMUNITY	<ul style="list-style-type: none"> • Recycling Guidelines, Posters, Container Labels and Resident Mailings • Widgets linking to educational videos - these can be posted on municipal webpages to help cross- promote Recycle Right resources • Social media tools • Cart tags
FOR PROPERTY MANAGEMENT	<ul style="list-style-type: none"> • Recycling Get Started Guidelines, Posters, and Container Labels • Multifamily Recycling Setup Checklist • Customizable Multifamily Newsletters • New Resident Welcome Letter • Recycling Doorhangers • Staff Recycling Training Factsheet

We are constantly adding new tools and resources to our Recycle Right education program and have designed the program to be an ongoing resource for our customers with fresh materials and content appearing regularly. A valuable part of the Recycle Right website, in addition to the tools and resources, is what we call Recycling 101. Here, visitors can easily find what items are acceptable to recycle or dig into some common recycling myths to ensure that you are recycling right.

wm.com/recycleright

WM firmly believes in education – it is the foundation of everything we do regarding recycling. We invest to leverage all communication channels and maximize those channels to best fit our customers.



Our Commitment to Closing the Recycling Loop with Our Carts

EcoCart™: A Visible Commitment to the Environment and Recycling

Additional detail is provided in section 4.2.4 | APPROACH TO SCOPE OF WORK regarding WM’s cart provider, often selected because of they share our focus on sustainability.



We recognize that Fort Lauderdale works with Schaefer Systems International Inc. to provide carts for the City. We mention Cascade as an option for the future should the need arise.

In the midst of market disruptions that are threatening recycling programs across North America, WM and Cascade Cart Solutions have teamed to create the EcoCart™ - the waste industry’s first collection cart manufactured with at least 10% post-consumer plastic resin.

Award-Winning EcoCart®

Cascade Engineering was awarded the Design for Recycling® award from the Institute of Scrap Recycling Industries (ISRI) for the EcoCart®. According to ISRI, early predictions indicate that through the manufacture of the EcoCart, 2.2 million pounds of post-consumer curbside recycled materials will be removed from the waste stream annually.

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The EcoCart creates a closed loop system as it is manufactured with recycled residential curbside plastic - bulky, rigid plastics collected straight out of recycling programs across the country - without compromising durability or warranty standards.



Environmentally-Friendly, Sustainable Operations Now and Always is Our Commitment to the City

Near-Zero Emissions CNG Powered Fleet

WM will service Fort Lauderdale residents with a state-of-the-art, 2023 model year fleet powered with environmentally-friendly, clean burning, near-zero emissions CNG fuel.

CNG trucks emit nearly zero particulate emissions, reduce GHG emissions by 15%, and cut smog-producing NOx emissions by 50% compared to the cleanest diesel trucks. In another effort to improve air quality, the engines automatically turn off after five minutes of idling to further reduce emissions and conserve fuel. Also, CNG engines run much quieter than diesel trucks – something our residential customers truly appreciate!



Our state-of-the-art CNG fueling station at WM's Southern Sanitation is ready and waiting to fuel the City's new fleet at the start of service.

Proactive, Comprehensive, and Consistent Preventive Maintenance

WM's comprehensive preventive maintenance program's industry-leading practices minimizes the environmental impacts of our services by keeping our fleet in like new condition, which reduces the occurrence of spills and leaks. Prevention is our number one priority when it comes to minimizing air and water pollution and protecting Fort Lauderdale's environment.

As part of our preventive maintenance program, each driver is required to complete pre- and post-trip inspections of their vehicles that includes leak checks twice a day. Our WM Southern Sanitation District features a dedicated post-trip inspection lane to improve the overall maintenance process and its effectiveness through increased communication between our drivers and Maintenance Supervisor.

Central Location of Collection Facility

Our centrally-located, industrially-zoned hauling district provides significant environmental savings and service benefits for Fort Lauderdale due to its close proximity to designated facilities. This means:

- ✓ At the end of each day, our trucks are able to get back to the yard and off roads earlier and safer.
- ✓ Less traffic on roads.
- ✓ Fewer missed pickups because we can deploy backup vehicles quickly.
- ✓ Less miles driven = lower GHG emissions.
- ✓ We can get where you need us, quicker and more efficiently.
- ✓ Fast service recovery.

Industry-Leading Routing Efficiency Means Less Traffic on the City Roads

Our proprietary, industry-leading routing software and highly-trained and experienced routing specialists will develop and maintain the most efficient routing possible to ensure the lowest number of miles driven and the least number of trucks on your streets.

Environmental Compliance Awareness Program

As part of our commitment to sustainability, WM has a comprehensive Environmental Compliance Awareness Program (ECAP) that coordinates, plans, and delivers monthly training for all of our operational team members. A few of the key topics covered include oil spill prevention and response, stormwater, nuisance management, process water, air pollution prevention, and recognizing and reporting environmental issues.

In addition to training, our company's ECAP team conducts regular internal audits on all of our operations to make sure that all trucks, maintenance, and other operations are operating in compliance with all environmental regulations and best practices. Their efforts will continue to help safeguard Fort Lauderdale's environment by making sure all of our team members are working proactively to prevent, recognize, and immediately and effectively respond to any environmental concerns.



Minimizing Environmental and Neighborhood Impacts

As your partner in sustainability, WM's operations are designed to minimize the environmental and neighborhood impacts associated with environmental services. For Fort Lauderdale, this means reducing air emissions, maximizing route efficiencies, and protecting groundwater.

Following are just a few examples of how WM provides cleaner, greener collection services:

Reduced Air Emissions Means Cleaner Air

We will serve Fort Lauderdale with a fleet of compressed natural gas (CNG) trucks that emit nearly zero particulate emissions, reducing greenhouse gas emissions by 15%, and cutting smog-producing NOx emissions by 50% compared to the cleanest diesel trucks.



More Efficient Routes Means Less Time on Your Streets

A more efficient route means fewer miles traveled, and that translates into reduced fuel consumption, reduced emissions, and less truck traffic in Fort Lauderdale. WM's Routing & Logistics team uses the most sophisticated software in the industry, eRouteLogistics®, to map routes that maximize efficiency and safe driving while reducing total vehicle miles. In addition, all routes are customized to avoid main roads during high traffic periods, such as morning or evening commutes and school drop-offs. To further reduce trips, we help our customers right-size their containers - for example, placing larger recycling containers at multifamily complexes, allowing us to collect just once a week instead of twice or more.

Route optimization efforts have helped us to reduce miles driven by 2% - or 8.9 million miles - since 2017.

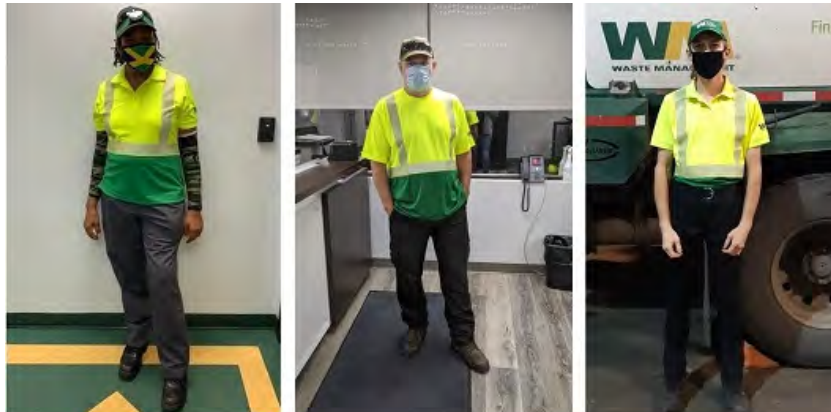


New Employee Uniforms Reflect Our Commitment to Safety and the Environment

WM is always working for a sustainable tomorrow, and that commitment is now reflected in the new uniform design for our frontline employees.

Our drivers, operators, and technicians wear safety shirts manufactured with material from recycled plastic bottles – 24 bottles help create each shirt – making WM the first in our industry to use recycled materials in employee uniforms.

The reflective shirts will ensure our personnel are easily identifiable in Fort Lauderdale while performing services.



Financial Strength: The Foundation for Our Commitment

WM's financial strength and the liability protection it offers are unparalleled in the environmental industry. All new capital requirements are internally financed by WM using cash flow from existing operations. As a publicly traded company, WM is held to the most stringent regulations for accurate and timely financial disclosure.

Revenue in 2021 was \$17.93 billion, and WM has an asset base of \$29.1 billion. The company generates strong and consistent cash flow and has access to an extensive line of credit. WM's financial strength is the foundation for our commitment to serve our customers, perform our obligations, and protect the environment in carrying out our broad services.

Full financial results are available on our website at investors.wm.com.

WM has achieved solid investment-grade credit ratings from three major rating agencies. The ratings are based on expectations that management will maintain good liquidity, pursue a moderate financial policy, and allocate capital in a disciplined manner.

This financial strength is also the foundation for WM's liability protection commitment to customers, guaranteeing Fort Lauderdale peace of mind regarding indemnification from waste-related claims. Our financial leadership allows us to invest in the safety and communication technology that enables WM to deliver innovative programs that help us provide the service excellence that Fort Lauderdale residents can expect from us.

A company's future viability is directly related to its current financial strength. WM's strength, as summarized above, gives Fort Lauderdale assurance that we can and will fulfill our obligations.

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- WM is committed and financially able to perform all operations in full compliance with applicable federal, state, and local regulations and to provide clear documentation of that compliance.
- WM offers the most extensive network providing waste management services in North America, including transportation, disposal, treatment, recovery, remediation, waste identification, and several other specialty services. This network enables us to provide a single source of responsibility, from transportation through disposal of waste.
- Typically, new capital requirements are internally financed by WM using cash flow from existing operations - freeing our new trucks, carts, containers, and facility investments from the timelines and terms of third-party creditors.

WM's financial strength helps us to continually advance services for all of the customers we serve and we are committed to maintaining that strength. Of particular relevance to the City and your future plans are:

- Our ability to maintain a dedicated focus on safety and compliance excellence
- Our ability and expertise in implementing new initiatives to enhance customer service
- Our ability to attract and keep the best employees
- Our ability to invest in technology for the management of data and improved communications

Please visit <http://investors.wm.com> for WM's full financial results, including our latest annual report.

WM Licenses and Certificates

Fort Lauderdale Business License



WM's Florida Certificate of Good Standing

State of Florida Department of State

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

The document number of this corporation is 279946.

I further certify that said corporation has paid all fees due this office through December 31, 2022, that its most recent annual report/uniform business report was filed on April 18, 2022, and that its status is active.

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

*Given under my hand and the
Great Seal of the State of Florida
at Tallahassee, the Capital, this
the Sixth day of June, 2022*



[Handwritten Signature]
Secretary of State

Tracking Number: 4679541090CU

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

<https://services.sunbiz.org/Filings/CertificateOfStatus/CertificateAuthentication>

City of Fort Lauderdale
RFP # 12717-835 - Residential Curbside Collection Services

Broward County Receipt and Licenses



Public Works Department
SOLID WASTE AND RECYCLING SERVICES
174 University Drive, Suite 400 • Ft. Lauderdale, Florida 33324 • 954-765-4999 • FAX 954-577-2381

COMMERCIAL HAULER LICENSE

BROWARD MUNICIPAL SERVICES DISTRICT

SWRS License Number: 2019-004
Renewal


APPLICANT:
James F. Lambros
Vice President
Waste Management INC. of Florida
3831 NW 21 Ave, Pompano Beach, FL. 33073

This license is issued under provisions of Chapter 14, Section 84 of the Broward County Code of Ordinances hereinafter referred to as the Code. The above-mentioned applicant, hereinafter referred to as the Licensee, is hereby authorized to perform the service of providing solid waste collection services as provided for in the License Agreement for Open Market Commercial Collection Services.

All general conditions and specific conditions, as attached, are considered to constitute the requirements of this license. The Licensee is required to fully comply with all these conditions. Any failure to comply with conditions or requirements as set forth may result in revocation or suspension of this license.

Prepared By: Andrés Conde
Effective Date: 9/27/2019
Renewal App. Due: 6/1/2022
Expiration Date: 8/27/2022

Broward County Board of County Commissioners
Mark D. Cohen • Leland R. Fisher • Russ Felt • Steve Geller • Edie Y.C. Norvick • www.broward.org



Environmental Protection and Growth Management Department
ENVIRONMENTAL AND CONSUMER PROTECTION DIVISION
One North University Drive, Suite A102, Ft. Lauderdale, Florida 33324
Phone: 954-519-1269 • Fax: 954-619-1494

HAZARDOUS MATERIAL MANAGEMENT FACILITY LICENSE

License Number: HS-00062-20

Applicant:
Lucille Bapthelus, Sr. Ops Specialist
Waste Management of Florida
3831 N. Powerline Road
Pompano Beach, FL 33071

Facility Number: 00062
Waste Management/Southern Sanitation Service
3831 NW 21ST AVE
Pompano Beach, FL 33073

This license is issued under the provisions of Chapter 27 of the Broward County Code of Ordinances hereinafter called the Code. The above-named applicant, hereinafter called Licensee, is hereby authorized to perform the work or operate the facility shown on the approved drawings, plans, documents, and specifications submitted by the Licensee and made a part hereof and described specifically below. The issuance of this license is a final agency determination. A person with a substantial interest may file a petition to request review of or to intervene in a review of a final administrative determination, subject to the provisions of Section 27-14, Broward County Code of Ordinances. If no objection to this license is received within 14 days, this Licensee will be deemed to have accepted it and all the attached terms and conditions.

ALL GENERAL CONDITIONS and SPECIFIC CONDITIONS, on the back of the license or as attached, are considered to constitute the requirements of this license. The Licensee is required to fully comply with all these conditions. Any failure to comply with conditions or requirements as set forth may result in revocation or suspension of this license and may subject the Licensee to enforcement action in accordance with the provisions of Article 1, Division 4 of the Code.

Nature of Business: Solid Waste Collection Maintenance
Hazardous Waste Stream: Petroleum Products, Batteries, Solvents, Fluorescent Lamps, Aerosols
Well Field: N/A
Septic: Yes

BROWARD COUNTY LOCAL BUSINESS TAX RECEIPT
115 S. Andrews Ave., Rm. A-100, Ft. Lauderdale, FL 33301-1995 - 954-831-4000
VALID OCTOBER 1, 2021 THROUGH SEPTEMBER 30, 2022

DBA: WASTE MANAGEMENT INC OF FLORIDA
Business Name: WASTE MANAGEMENT INC OF FLORIDA
Owner Name: WASTE MANAGEMENT INC OF FL
Business Location: 2700 WILLES ROAD
POMPANO BEACH
Business Phone: 954-984-2000

Receipt #: 326-1399
Business Type: SOLID WASTE/TRANSPORT/DUMP/TORING
Business Opened: 08/25/1995
State/Country/Cert/Rag: EXEMPTION CODE

Rooms	Seats	Employees	Machine	Professionals
		40		

For Vending Business Only						Total Paid
Tax Amount	Transfer Fee	NSF Fee	Penalty	Prior Years	Collection Cost	
150.00	0.00	0.00	0.00	0.00	0.00	150.00

THIS RECEIPT MUST BE POSTED CONSPICUOUSLY IN YOUR PLACE OF BUSINESS

THIS BECOMES A TAX RECEIPT This tax is levied for the privilege of doing business within Broward County and is non-refundable in nature. You must meet all County and/or Municipality planning and zoning requirements. This Business Tax Receipt must be transferred when the business is sold, business name is changed or you have moved the business location. This receipt does not indicate that the business is legal or that it is in compliance with State or local laws and regulations.

WHEN VALIDATED

Mailing Address:
WASTE MANAGEMENT INC OF FL
2700 WILLES ROAD
POMPANO BCH, FL 33073

Receipt #999-20-0026089
Paid 07/23/2021 150.00

2021 - 2022

BROWARD COUNTY LOCAL BUSINESS TAX RECEIPT
115 S. Andrews Ave., Rm. A-100, Ft. Lauderdale, FL 33301-1995 - 954-831-4000
VALID OCTOBER 1, 2021 THROUGH SEPTEMBER 30, 2022

DBA: WASTE MANAGEMENT INC OF FLORIDA
Business Name: WASTE MANAGEMENT INC OF FLORIDA
Owner Name: WASTE MANAGEMENT INC OF FL
Business Location: 2700 WILLES ROAD
POMPANO BEACH
Business Phone: 954-984-2000

Receipt #: 326-1399
Business Type: SOLID WASTE/TRANSPORT/DUMP/TORING
GARBAGE COLLECTION
Business Opened: 08/25/1995
State/Country/Cert/Rag: EXEMPTION CODE

Rooms	Seats	Employees	Machine	Professionals
		40		

For Vending Business Only						Total Paid
Tax Amount	Transfer Fee	NSF Fee	Penalty	Prior Years	Collection Cost	
150.00	0.00	0.00	0.00	0.00	0.00	150.00

Receipt #999-20-0026089
Paid 07/23/2021 150.00

FOR THE FACILITY ADDRESS IDENTIFIED ABOVE, IF IN LICENSEE OR ACTIVITY, THE LICENSEE MUST:

notify the facility (and when copying a facility cannot, facility location(s) in Broward County 3-1260 for inspection, prior to installing or modifying storage tanks 3-1260 for inspection, prior to removing or moving storage tanks and until all tanks are properly closed.

any person may file a petition to request review of or to intervene in a review of a County Code of Ordinances.

NORRIS B. TAYLOR, NATURAL RESOURCES SPECIALIST
Phone: 954-519-1457 • Email: nbaylor@broward.org
ENVIRONMENTAL AND CONSUMER PROTECTION DIVISION
www.broward.org/EM/ConsumerProtection
(PLEASE SEE LICENSE CONDITIONS ON THE BACK)

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4.2.4 | APPROACH TO SCOPE OF WORK

WM RESOURCES FOR THE CITY OF FORT LAUDERDALE

A. The Equipment Planned to be Used

Technologically-Advanced Equipment from the Industry Leader

B. GPS/Surveillance System Information

WM has Advanced Tools for Fort Lauderdale’s “Green Your Routine” Success

C. Maintenance Policies and Procedures Including Equipment Replacement Policy

WM’s Fleet Preventative Maintenance Program
WM’s Safety Culture Will Keep Fort Lauderdale Safe

D. The Number of Routes to be Assigned

WM’s Fort Lauderdale Route Plans

E. Supplemental Services

Tire Collection for Residential Service
E-Waste Collection Service
Special Waste Collection for Residential Service
Custom Website for Fort Lauderdale

Customer Relations

WM’S TRANSITION COMMITMENT TO THE CITY

Transition for Fort Lauderdale
Sample Transition Timeline

WM’S VALUE ADDED OFFERINGS

SDO: An Unmatched Value-Add for Fort Lauderdale
WM Bigbelly Solar Compactors
Waste Watch®



Fort Lauderdale, September 2022

Photo by Shiraz Kashar, WMIF Community Outreach and Education



4.2.4 | APPROACH TO SCOPE OF WORK

A Seamless Implementation with a Trusted Partner

WM holds a strong tradition of service excellence in Broward County that area residents and businesses have come to know, trust, and expect. Under the direction of Senior District Manager Tom Ridder, the City of Fort Lauderdale will be serviced by WM’s Southern Sanitation hauling district, located at 3831 N. Powerline Road, Pompano Beach, FL. Furthermore, WM will dedicate Residential Route Manager Jermaine Preal and Contract Customer Service Liaison Tatiana Joseph to Fort Lauderdale who will remain in continuous contact with the City and ensure daily service and reporting requirements are met.

With a long history of service excellence and over 300 employees and 198 trucks at WM Southern Sanitation’s hauling district, no other environmental service provider understands Broward County and how to service the City of Fort Lauderdale better than Waste Management Inc. of Florida. As the City’s current leading provider of commercial solid waste collection service, WM fully understands the City’s streets, nuances, and difficult-to-service areas. WM is well-known for its commitment to customer service has proven its unwavering commitment to providing the services necessary for residents and the community, even if what is needed is far outside the contract parameters. In short, only WM can clearly demonstrate the experience and expertise to efficiently, effectively, and safely service Fort Lauderdale.

And only WM has the industry's leading routing and service technology available to execute an effective operational plan with pinpoint accuracy. Please do not be fooled by imitators or newcomers who say they can service the City with significantly less equipment and personnel; Fort Lauderdale is far too complex to cut corners and do with less. Our investment in top-of-the-line technology gives us the competitive edge in knowing exactly how many collection vehicles, routes, and personnel are needed to efficiently service Fort Lauderdale, with a plan in place to add resources as needed to address the City’s expanding population.

“Good service. Always on time!”
-MVP Group
3560 NW 56th Street

“I am happy with the service!”
-Commercial Point Center
3511 W Commercial Boulevard

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WM RESOURCES FOR THE CITY OF FORT LAUDERDALE

A THE EQUIPMENT PLANNED TO BE USED

Technologically-Advanced Equipment from the Industry Leader

WM currently houses 198 collection vehicles at its Southern Sanitation hauling facility, where we also maintain a minimum of 10% reserve vehicles of all types. Additionally, with over 2,000 trucks in the State of Florida and more than 32,000 vehicles throughout North America, only WM has the resources to handle any unforeseen circumstance in the City. WM will service Fort Lauderdale with **brand new**, clean-burning, environmentally friendly Compressed Natural Gas (CNG)-fueled trucks. CNG is one of the cleanest fuels available for use in heavy-duty trucks and the environmental benefits are significant. As our fleet vehicles reach the end of their useful life, WM’s comprehensive collection vehicle replacement program assures Fort Lauderdale that the City will be serviced with state-of-the-art, technologically-advanced vehicles at all times.

A Mission to Near-Zero Fleet Emissions

For more than two decades, WM has operated the largest heavy-duty natural gas truck fleet in North America – today, more than half of our 19,650 collection vehicles run on clean natural gas, avoiding the use of millions of gallons of diesel fuel per year.

Our mission to near-zero fleet emissions began in 1990 when WM worked with our equipment manufacturers to develop trucks powered by natural gas. In 2007, we committed to reducing our fleet’s carbon dioxide emissions by 15% by 2020 by transitioning to cleaner vehicles and fuels and minimizing the number of miles our trucks travel each day. As a result of these focused efforts, we achieved our goal in just four years – by 2011.

Now, we are setting our vision to greater heights. WM is working toward a science-based target to cut fleet emissions by 45% – against a 2010 baseline – by 2038. This includes an interim goal for 70% of our collection fleet to use compressed natural gas (CNG) engines by 2025, with 50% running on even cleaner renewable natural gas (RNG). We are well on our way to achieving this goal, having already reduced collection and support fleet emissions by 43%.

To achieve our ambitious goals, we have invested more than \$3 billion in assets and infrastructure in fuel and routing technologies and moving forward we will invest nearly \$400 million annually in near-zero-emissions trucks.

WM Collection and Support Fleet (GHG emissions per 1,000 miles driven)



By the end of 2020, for every 1,000 miles driven, we had reduced our collection and support fleet GHG emissions by 43%. We have achieved these reductions through logistical efficiencies, transitioning to natural gas vehicles, and increasing our use of renewable fuel.

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Compressed Natural Gas Trucks Mean Cleaner, Greener, Quieter Collections

WM is proud to service Fort Lauderdale with **an entire brand-new fleet of vehicles that run on compressed natural gas (CNG)**. CNG is a fuel used in place of diesel gasoline that, when combusted, produces fewer undesirable gases than gasoline or diesel, resulting in improved air quality emissions.

CNG trucks emit nearly zero particulate emissions, reduce greenhouse gas (GHG) emissions by 15%, and cut smog-producing NOx emissions by 50% compared to the cleanest diesel trucks. In another effort to improve air quality, the engines automatically turn off after five minutes of idling to further reduce emissions and conserve fuel. CNG engines run much quieter than diesel trucks – many customers have commented that they cannot even hear our CNG trucks coming down the street.

For every diesel truck we replace with natural gas, we reduce our use of diesel fuel by an average of 8,000 gallons per year along with a reduction of 14 metric tons of GHG emissions per year - the equivalent of a 15 % emissions reduction per truck.

While our “last generation” natural gas engine cuts smog-producing nitrogen oxide (NOx) emissions by up to 50% compared to the cleanest diesels, our new 2019 near zero emission natural gas engine (ISL-G “NZ”) is the cleanest heavy-duty engine ever certified by the California Air Resources Board (CARB) and the US Environmental Protection Agency (EPA).

WM helped pioneer this new engine with Cummins, and it now provides a 95% reduction in NOx emissions compared to the current 0.2 g NOx standard (EPA/CARB 2010) and a 94% reduction in NOx compared to the latest comparable diesel engine technology.

Furthermore, this new engine is already certified at 16% below the current GHG emission standard and is already 12% below the proposed 2027 standard.

A More Efficient Network

Beyond reducing tailpipe emissions, we also reduce the footprint of our fleet through proactive and constantly monitored routing to make sure that every WM vehicle completes its service route in as few miles as possible and maximizes efficiency based on traffic patterns and the location of disposal and processing facilities.

The premise of efficient logistics is simple: a more efficient route means fewer miles traveled, which translates into reduced fuel consumption and associated emissions. Since 2017, WM's fleet has reduced miles driven by approximately 8.9 million miles annually. Optimizing routes not only reduces our environmental impact, it also increases the quality of our service: we miss fewer stops for our customers.

Natural Gas Fueling Stations

Our transition to a natural gas fleet depends on the existence of fueling stations that support these types of engines. That is why a core element of our fleet transition strategy has been to build our own fueling infrastructure - both to refuel our own vehicles as well as to sell CNG to other commercial fleets and individuals at select locations.

Locally, WM invested more than \$500 million in CNG trucks and fueling stations in Florida alone, including a \$70 million investment in a state-of-the-art CNG fueling station and CNG-fueled trucks at our WM Southern Sanitation Hauling District, bringing cleaner, quieter collection vehicles to Fort Lauderdale.

We continue to grow our natural gas fueling infrastructure across North America, with fueling capabilities at 171 fueling stations, 25 of which are open to the public. WM owns and operates the stations, purchases the fuel, and finances the construction.

The following chart outlines the collection vehicles that will be dedicated to servicing the City of Fort Lauderdale.

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TYPE OF VEHICLE: AUTOMATED SIDE LOADER



MATERIALS COLLECTED: Trash, Recyclables, and Yard Waste

NEW 2023

CREW SIZE: 1 driver

TYPE OF FUEL: Cleaner, Quieter Compressed Natural Gas

CHASSIS/BODY MAKE AND MODEL:

Autocar WX/Amrep

SERVICE PROCEDURES: Services containers with mechanical arms that lift and tip contents into the body of the truck. Operated by the driver – on right hand side of cab - with controls inside the cab.

Trash in Fort Lauderdale
12 NEW Trucks

Recycling / Yard Waste
5 NEW trucks

4 new spare vehicles for Fort Lauderdale

WM SS inventories 57 ASL trucks

For the service for the Riverland Road backdowns, WM will use a miniature rear load truck to optimize safety and facilitate navigation.

TYPE OF VEHICLE: FRONT END LOADER



MATERIALS COLLECTED: Trash and Recyclables from Fort Lauderdale City facility services

TYPE OF FUEL: Cleaner, Quieter Compressed Natural Gas

CHASSIS/BODY MAKE AND MODEL:

Autocar ACX64/ McNeilus 3285

CREW SIZE: 1 driver

SERVICE PROCEDURES: Services dumpsters with two forks on the front of the truck that lift and tip contents into the body of the truck. Operated by the driver with controls inside the cab.

One FEL will be dedicated for trash and recyclables for Fort Lauderdale facility services

WM SS inventories 50 FEL trucks

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TYPE OF VEHICLE: ROLL OFF



MATERIALS COLLECTED: Services 10- to 40-yard roll off containers

TYPE OF FUEL: Cleaner, Quieter Compressed Natural Gas

CHASSIS/BODY MAKE AND MODEL:

Autocar ACX64/ McNeilus 3285

CREW SIZE: 1 driver

SERVICE PROCEDURES: Services roll off dumpsters using hydraulic lift and a cable with hook attachment. Can be controlled by driver inside or outside of the cab.

One RO will be dedicated for trash or recyclables for Fort Lauderdale City events and services

WM SS inventories 50 roll off trucks

TYPE OF VEHICLE: GRAPPLE TRUCK - *Subcontract with Eastern Waste Systems



MATERIALS COLLECTED: Bulk Waste

TYPE OF FUEL: Diesel

CHASSIS/BODY MAKE AND MODEL:

Mack, GR42 or GR64, PacMac

CREW SIZE: 1 driver

SERVICE PROCEDURES: Services roll off dumpsters using hydraulic lift and a cable with hook attachment. Can be controlled by driver inside or outside of the cab.

11 Grapple trucks will be dedicated to bulk collections for Fort Lauderdale residents

EWS inventories 40 grapple trucks

Eastern Waste Systems, Inc. Vehicles

Eastern Waste Systems uses Grapple trucks, pictured in the above chart, for residential bulk collection. All newest vehicles are Mack GR42 or Mack GR64 Knuckle Boom Grapple trucks with Dump Body. WM holds a long partnership with Eastern Waste Systems and this local small-business is committed to servicing Fort Lauderdale’s residents with bulk collection service.

Cascade Carts: WM’s Cart Supplier

Built with Durability, Convenience, and Sustainability in Mind

WM often partners with our preferred cart supplier, Cascade Cart Solutions, to manufacture and deliver new carts if ever needed for Fort Lauderdale. Our longtime partnership spans more than 30 years with more than 17 million Cascade carts set out for WM customers to date. Cascade prides itself on having

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top-of-the-class quality control and performance standards and workmanship is backed by a 10-year warranty. We have successfully utilized Cascade carts for customers throughout North America and look forward to providing them to Fort Lauderdale. Our partnership with Cascade Cart Solutions will ensure that Fort Lauderdale will have replacement garbage and recycle carts readily available, meeting the specifications described in the RFP.

Primary features and benefits include:

- **Product Quality:** Cascade carts are produced using an injection molding process that allows for exact precision and product uniformity.
- **Durability:** Cascade carts are UV-stabilized and designed for optimal compatibility and functionality with both semi and fully automated lifter systems, including a wear strip to permanently protect the bottom of the cart from abrasion.
- **Customer Convenience:** Cascade carts are easy to handle and provide an excellent balance between stability and maneuverability.
- **Customizable Design Options:** Carts are available in 20 standard color options with hot stamping and large in-mold labels to display key program instructions.

Our Commitment to Closing the Recycling Loop

NEW! EcoCart™: A Visible Commitment to the Environment and Recycling

In the midst of market disruptions that are threatening recycling programs across North America, WM and Cascade Cart Solutions have teamed to create the EcoCart™ - the waste industry's first collection cart manufactured with at least 10% post-consumer plastic resin.

The EcoCart creates a closed loop system as it is manufactured with recycled residential curbside plastic - bulky, rigid plastics collected straight out of recycling programs across the country - without compromising durability or warranty standards. Additionally, the 96-gallon EcoCart is available in a wide range of colors.

WM is prioritizing the purchase of the EcoCart - one of our largest ever purchasing commitments - as part of a new commitment to the Association of Plastic Recyclers Demand Champion Program, which seeks to expand market demand for recycled resins and improve plastic recycling in North America.

If ever required, utilizing the EcoCart, Fort Lauderdale can be a sustainability leader by being among the first communities to create a truly closed recycling loop with carts produced from consumer materials.

Cart Sustainability

It only makes sense that the carts we provide Fort Lauderdale for the collection of trash and recyclables should be made as environmentally responsible as they are durable, convenient, and long lasting. When

Tested and Proven



As the first U.S. waste container producer to be ISO 9001 registered, Cascade takes their commitment to quality manufacturing seriously. They test their carts beyond industry durability standards for performance. Cascade's cart testing procedures include:

- Cold impact test for lids and wheels
- Hot and cold wheel assembly tests
- Double pump cart tests, equivalent to three lifetimes

Award-Winning EcoCart®

Cascade Engineering was awarded the Design for Recycling® award from the Institute of Scrap Recycling Industries (ISRI) for the EcoCart®. According to ISRI, early predictions indicate that through the manufacture of the EcoCart, 2.2 million pounds of post-consumer curbside recycled materials will be removed from the waste stream annually.

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selecting Cascade Cart Solutions as our proposed cart manufacturer for Fort Lauderdale, we considered the following environmental benefits:

- **End-of-Life Cart Recovery and Recycling.** The thermoplastic resin used to make Cascade carts is recyclable at the end of the cart’s useful life. This helps create a closed loop system - reclaiming and recycling products at the end of their lifecycle for reuse in the production of new products.
- **Minimal Manufacturing Waste.** Cascade carts are injection molded and manufactured using thermoplastic resin. This allows the recyclability and reuse of any unused plastic and/or scraps. This reclaimed plastic can be melted down and reground for use in the manufacturing of new containers without compromising the structural integrity of the cart. This eliminates waste in the molding process and diverts waste from the landfill.

Cascade Certified as Women’s Business Enterprise

Doing the right thing, the right way guides everything we do, every day. This includes embracing and cultivating a diverse workforce. Likewise, we believe that our suppliers are an extension of our workforce.

WM is happy to include Cascade Engineering, Inc. to our growing list of diverse suppliers as Cascade received formal certification by the Women’s Business Enterprise National Council as a woman owned, operated, and controlled business.

Supporting diversity among our suppliers will help us build a world-class supplier network - a network truly capable of providing WM customers and communities with the best, most innovative, and cost-effective solutions.

Cascade’s product warranty meets all Fort Lauderdale specification and can be found at:

<http://www.cascadeng.com/terms-warranties>.

In-Mold Labels Educate Fort Lauderdale Residents at the Point of Disposal

Each recycling cart provided to Fort Lauderdale includes approved in-mold labels on top of the cart that list which materials to recycle in the City.

Research indicates that providing residents prompts or messages at the point of disposal are among the most effective ways to help residents recycle right. Our in-mold labels are an important tool in our Recycle Right education program - they use images to clearly show what materials are acceptable to recycle and which materials should go in the trash. Labels are available in both English and Spanish.

Here, is an example of a standardized Recycle Right in-mold label to illustrate our graphics capabilities if ever needed. Custom labels are available if the City desires.



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B. GPS/SURVEILLANCE SYSTEM INFORMATION

WM’s Advanced Tools for the City’s “Green Your Routine” Success

WM Smart TruckSM Technology: Smart Solutions to Drive Better Behavior



WM is always working for a sustainable tomorrow. The latest in these efforts is our WM Smart TruckSM program, which pairs innovative technology with strategic, targeted education to influence waste-related behaviors, making residential collection in Fort Lauderdale smarter, safer, and more efficient.

At its essence, WM Smart TruckSM consists of cameras mounted on our collection vehicles that create a record of collection events and the contents of collected containers. Data captured - including vehicle location and photo and video documentation of service - then drives a targeted education strategy to reduce recycling contamination and container overages while also improving the customer experience through service verification notification.



Our proprietary Smart TruckSM technology captures video and photo of every collection.

WM Smart TruckSM technology on your streets means a cleaner, greener, safer Fort Lauderdale with more power and efficiency in every pickup.

The Benefits and Value of Smart TruckSM



CUSTOMER SERVICE INNOVATION: WM Smart TruckSM technology documents every collection stop and shares that data – including real-time positive service verification and documentation of any collection issues – with customers through the notification channel of their choosing. This allows for a more open and transparent relationship with customers with consistent and direct communication.



COMMUNITY HEALTH & SAFETY: WM Smart TruckSM protects community aesthetics as camera monitoring allows us to proactively identify containers that are overflowing and cause unsightly litter and odors. It is safer by automating processes that keep our drivers in the cab so they can focus on operating their collection vehicle and monitoring their surroundings, decreasing injury risk as drivers are not exposed to traffic and avoid lifting containers manually.



TARGETED EDUCATION & OUTREACH: WM Smart TruckSM improves waste-related decision-making with a focused, tailored education program in response to documented issues, such as contamination or overages. Direct notification with customized education messaging makes for a more personal connection with the customer and increases the likelihood they will take real action and change behavior, improving diversion from landfills, and right sizing their trash services.



RATE STABILIZATION: WM Smart TruckSM technology allows us to identify what residents put at the curb, confirming that customers are subscribed to the appropriate service levels based on their waste generation. After an initial 60-day intensive education and outreach campaign to launch the program, customers who continually overfill containers or place contamination in recycling or organics carts could be subject to non-collection or a charge upon City request.

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A Targeted Education Strategy

Key to the WM Smart TruckSM program is pairing innovative technology with a strategic, targeted education program. To shape waste-related decision-making and effect actual change, we must create a personal connection with the customer (custom messaging) while providing real data and feedback (photos/video) and clear education to follow. These efforts increase the likelihood that residents take real action.

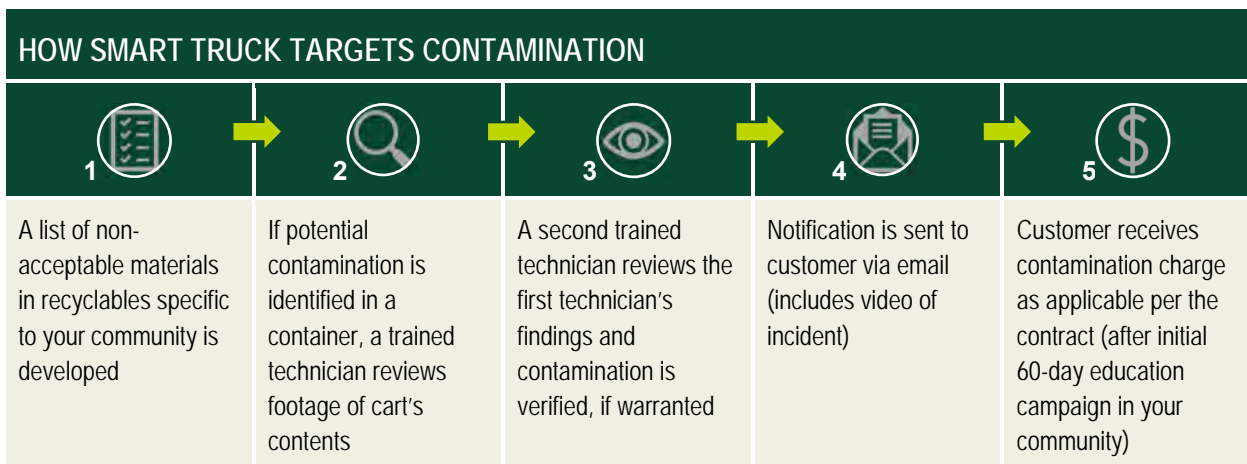


Reducing Contamination for Cleaner Recycling Streams

Contamination can ruin entire loads of recyclable materials and causes extreme problems at recycling facilities, including safety issues such as fires from hazardous materials (batteries) or tangling (plastic bags) in sorters that must be manually cut out - a dangerous task for facility workers. With WM Smart TruckSM, contamination enforcement and education are made easy with:

One in four items that consumers place in recycling containers is not recyclable.

- A standardized review process with checks and balances to identify contamination at the curb
- Account-specific photos that allow us to educate customers about contamination and recycling right
- Ability to identify top contaminants by route to target outreach in your community



Customers can be notified of any service issues via email or text within 24 to 36 hours of service. Customers can set their preferred channel of communication (email, text, or phone) online at wm.com/us/mypreferences.

QUALITY CONTROL MEASURES

How can you tell if a cart is contaminated?	<ul style="list-style-type: none"> ▪ Mounted cameras record service ▪ Every collection is reviewed and tied through GPS to a specific service address ▪ Picture at right shows sample image identifying contents of a contaminated container collected from a service address and placed in truck
What happens when a service issue is detected?	<ul style="list-style-type: none"> ▪ Dedicated team of trained technicians reviews the images from each route daily for overfilled containers, contamination, damaged containers, graffiti, recorded service levels, and more ▪ Any identified contamination is verified by a second technician
What quality control is in place to ensure accuracy?	<ul style="list-style-type: none"> ▪ Our service consultants are trained to carefully identify service issues and contamination ▪ We have standard protocols for assessing every situation with built-in checks and balances to ensure accuracy

PRIVACY & PROTECTING CUSTOMER DATA

<p>Is this the first-time cameras have been used on WM collection trucks?</p>	<p>No. WM has used cameras on trucks for almost 10 years. We use mounted cameras to improve safety by assisting our drivers with rear and side-view perspectives, and documenting driving incidents.</p>
<p>What about privacy?</p>	<p>WM will never share the images or customer information with third parties for marketing or data mining. The photographs or videos are only used to educate and inform customers to improve collection service, recycling, and diverting materials away from the landfills.</p>

Smart Truck Outreach Campaign Raises Program Awareness, Sets Expectations

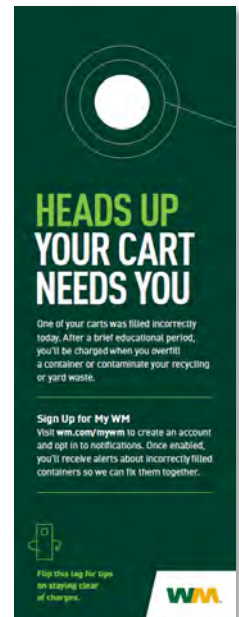
The WM Smart TruckSM program begins with a 60-day intensive outreach and education campaign focused on raising awareness of the WM Smart TruckSM program in your community. This period will set clear expectations and minimize any surprises to customers while setting a foundation for the program.

PROPOSED ROLLOUT: FUNDAMENTAL TO BEHAVIOR CHANGE & SUCCESS

<p>60-Day Education Period</p> <ul style="list-style-type: none"> • Program introduced to customers via postcard/email • Additional education: social media, municipal and WM websites, press releases, etc. • Customers guided to wm.com/mywm to enable digital communications • Customers with contamination and/or overages are warned and are advised they may be charged following education period 	<p>Evaluation Period</p> <ul style="list-style-type: none"> • WM to send key data collected during education period, including # of overage and contamination notices sent • Identify customers with multiple incidents (may require additional education) • Develop a plan to go live with enforcement charges 	<p>Go Live</p> <ul style="list-style-type: none"> • Customers with contamination and/or overages will receive electronic notifications of charges, and will see them on their next WM invoice • Continued education provided to customers on how to prevent overages and recycle right, including social media ads, newsletter articles, and more
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Suite of Education and Outreach Communication Materials

Following are samples of the Smart Truck program’s education and outreach communication materials.




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City of Fort Lauderdale
RFP # 12717-835 - Residential Curbside Collection Services

A SMART TRUCK FOR A SUSTAINABLE TOMORROW

More power in each pickup. Less materials in landfills. Cleaner, greener, safer neighborhoods. It starts with learning more about what you toss into your carts. WM's new Smart Truck™ program gives you the notifications and insights you need to make it all possible.



STAY CLEAR OF CHARGES

After a brief educational period, you'll be charged \$X when you overfill a container or contaminate your recycling or yard waste.

Here's how to pave the way for this change:

- 1 Visit wm.com/mywm, create an account and opt in to notifications about how your carts are performing.
- 2 Take care of your waste and recycling the right way – waste less by reusing, donating and recycling right to prevent contamination.
- 3 Need to add a cart? Let's find a better fit together – call **1number%** to explore your options.


TIPS FOR SMART TOSsing

Keep a lid on overages
All materials must fit in your cart, and the lid must be fully closed.

Recycle right
Put materials in the right carts – never mix trash and recyclables. Follow these three simple rules:

- Recycle empty and dry bottles, cans, papers and cardboard. ✓
- Keep food and liquid out. ✗
- No loose plastic bags and no bagged recyclables. ✗

For more information, visit wm.com/recyclerright



WM Smart Truck™ Program

More power in each pickup. Less materials in landfills. Cleaner, greener, safer neighborhoods. It starts with learning more about what you toss into your carts. The WM Smart Truck™ program gives you the notifications and insights you need to make it all possible.



How It Works

- 1 **Your Materials**
With the help of mounted cameras, WM Smart Truck™ technology captures footage of your carts as they are tipped into the truck during service.
- 2 **Your Service**
A dedicated team of technicians reviews the footage associated with your address to make sure your materials were thrown into the correct cart and were collected successfully.
- 3 **Your Notifications**
If a cart associated with your address is overloaded or non-acceptable material is found, we'll send you a notification via email, text or both. Log in to My WM to set your communication preferences.
NOTE: After one initial warning, all notifications will be sent digitally. Please ensure your contact information and preferences are updated at wm.com/mywm.

Following the educational period, you'll be charged \$1 when you overfill a trash cart or \$2 when you contaminate your recycling.






A SMART TRUCK FOR A SUSTAINABLE TOMORROW

RECYCLE RIGHT

Put materials in the right carts – never mix trash and recyclables. Follow these three simple rules:

For more information, visit wm.com/recyclerright

KEEP A LID ON OVERAGES

Steer clear of charges by taking care of your waste and recycling the right way.

All materials must fit in your cart, and the lid must be fully closed.

- 1 **NEED TO ADD A CONTAINER?**
Call **1number%** to explore your options.

- Break down boxes. ✓
- Keep recyclables loose. ✗
- No large or hazardous items. ✗



Social Media Resources

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Case Study: Monterey County Implements WM Smart TruckSM Technology

Monterey County is located on the Central coast, extends through Salinas Valley in California, and includes more than 400,000 residents. WM provides waste, recycling and organics collection to nearly 27,000 households in areas of unincorporated Monterey County.

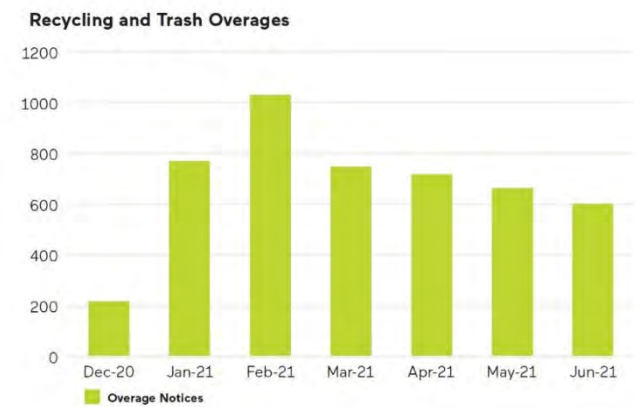
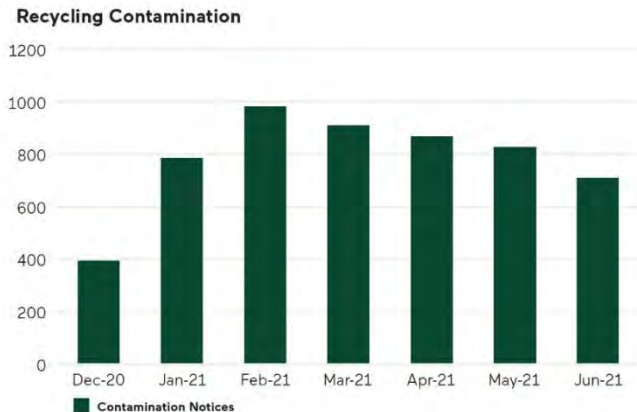
The County has an aggressive Sustainability/Climate Action Plan and must implement California State Law SB 1383. As of Jan. 1, 2022, the law requires all residential and commercial customers to have organics recycling - separating food and green waste from trash to increase diversion from landfills - in addition to recycling and trash. WM and Monterey County launched a proactive Recycle Right campaign in November 2020 in conjunction with the debut of new WM Smart TruckSM technology.

Prior to launching WM Smart TruckSM, WM and Monterey County conducted an extensive community-based social marketing campaign to educate residents and encourage them to recycle right. Residents were mailed a postcard and handy Sorting Guide with FAQs; the County promoted the campaign in its quarterly newsletter; and local community district meetings were held to answer residents' questions. Once WM Smart TruckSM was deployed, the technology enabled direct-to-customer education and communication in the event of contamination or overage instance.

Monterey County is encouraged by the early results of their recycling education campaign enabled by WM Smart TruckSM. Education combined with enforcement are proven drivers of behavior change, and the County has seen the number of contamination and overage charges steadily decline since WM Smart TruckSM was introduced.

WM Smart TruckSM data indicated that bagged recyclables and loose plastic bags were the biggest contaminants, so feedback and tips were included in contaminations notices sent to residents to place recyclables loose in carts. Residents or routes with repeat contamination or overage instances were quickly identified and the County targeted additional education to these areas as well.

WM Smart TruckSM aggregates data that enables us to link customers to their behavior and then provide targeted education to reinforce the right recycling behavior. With service verification, WM Smart TruckSM allows us to deliver on our promise to provide the best customer experience with every collection. Finally, for Monterey County, WM Smart TruckSM technology will provide a head start to help them meet SB 1383's strict route audits and contamination reporting requirements and move them more rapidly toward achieving their sustainability goals.



“WM’s Smart Truck technology has significantly raised the service standards we will hold other haulers to. This cutting-edge technology has given us access to resident insights previously unattainable.”
Robin Kimball, Monterey County Health Department

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Industry-Leading Onboard Technology for Fort Lauderdale



When it comes to collection service technology, WM is the hands-down pioneer and innovator. No other solid waste service provider has made the same level of investment in safety and routing technology as WM, which will help to ensure customer satisfaction in Fort Lauderdale for years to come.

Our fleet’s technology needs are specific to the services we perform, requiring us to custom develop and implement advancements based on what matters most to WM - our partners and customers and our ability to deliver safe and efficient collection services with outstanding customer service.



The Power of Our People and Technology

State-of-the-art trucks alone are not enough to meet expectations. Through our comprehensive operations framework, Service Delivery Optimization (SDO), we harmonize the technology used onboard our trucks with our logistics management processes, and the skills of our drivers. With technology, processes and people working in sync, we are able to maximize safety, customer service, and efficiency while collecting Fort Lauderdale routes.



Onboard Computing System Provides Real-Time Driver Feedback

Our fleet of trucks for Fort Lauderdale is equipped with our onboard computing system (OCS), which enhances communication between our operations and customer service teams. OCS replaced antiquated paper route books with electronic route sheets that are updated in real time. Collection drivers see all stops and service tickets on their touch screens, which can be updated remotely and in actual time by our route managers and dispatchers. Drivers use their OCS to log completion of each service performed.



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OCS is also a key tool for noting and communicating route exceptions such as blocked containers, extras, and contamination. Each exception has a designated code. Drivers log the appropriate code at the time of collection and have the option to add supplementary notes. The primary benefits of OCS are:

- **Service exceptions:** When a driver encounters a condition that prevents providing service or requires a service beyond emptying a container, such as noting contamination, he or she touches the “service exception” button. Drivers can touch the exception button on the customer order list or from the customer order detail screen, which triggers an “exception” pick list on the display. This technology provides Fort Lauderdale with a seamless update of any services that could not be provided due to contamination or other condition.
- **Proactive Customer Communication:** Drivers document any issues associated with attempting to service the customer account, including carts not being out, blocked access or ancillary pickups. This allows us to proactively address issues with our customers and prevent inconveniences, such as a missed collection.

Our OCS is complemented by the following industry-leading software and technology for real-time routing and dispatch communication:

Technology	Function	Benefit
eRouteLogistics®	Mapping and routing software system used to develop and modify routes	<ul style="list-style-type: none"> ✓ Considers traffic patterns in the community, vehicle capacity, location of disposal sites, and travel times to create the most efficient routes possible to provide the best value to the customer ✓ Fully integrated with our billing and customer database, Mid-America Systems (MAS), to capture new customers and service changes
Plan Versus Actual (PvA) Technology	Software that plots planned route versus actual route status	<ul style="list-style-type: none"> ✓ Identifies routes that may be running behind typical schedule that customers are accustomed to, enabling WM to proactively redistribute routes to prevent missed or late pickups
Onboard Computer System Dispatch (OCSD)	In-office software connecting dispatch and route management to driver OCS	<ul style="list-style-type: none"> ✓ Route modifications are made in real-time and instantly appear on drivers’ tablets so that any potential for service disruption is eliminated ✓ Enables dispatch and managers to electronically assign service tickets and communicate with drivers for immediate customer issue resolution (e.g., blocked container, late set out, etc.)

DriveCam®: Intelligent Dashcam Technology for Safer Collection



DriveCam®, one of the safety innovations onboard our trucks, goes beyond traditional dashcams by pairing machine vision with artificial intelligence to identify risks as they occur on the road and respond to the driver with real-time coaching. WM was the first in the industry to install this technology within our collection vehicles.

DriveCam is mounted on the windshield of the interior cab with cab-facing and road-facing cameras. When an unsafe condition is detected, such as critical following distance, lane departure, or imminent collision, the device visually and audibly alerts our drivers, providing an opportunity for self-correction.



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Additionally, if an event is detected, video data is sent to WM route managers for follow up performance coaching with the driver. Recorded events also help us appreciate the many times that our drivers avoid collisions through using proper defensive driving techniques. We believe our investment in DriveCam has contributed to reducing our reported vehicle accidents by almost 80% since 2005.

Extra Eyes on Your Roads

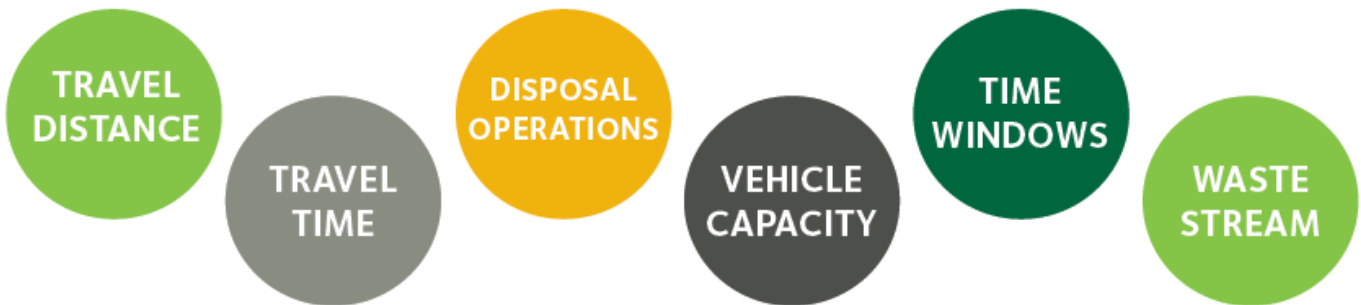
Waste Management drivers can manually trigger recording of video on the DriveCam in the event they witness an emergency situation or suspicious activity.

eRouteLogistics®: Routing Software that Reflects Real-Time Developments



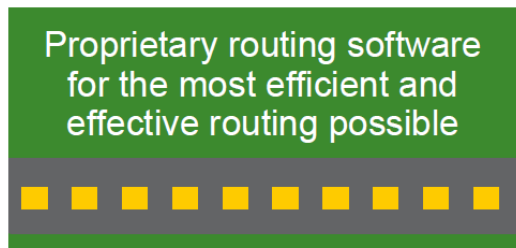
WM utilizes the most sophisticated routing software in the industry, eRouteLogistics,® to develop, manage, and modify routes. The software is used daily by our operations team to ensure that each route is well-maintained and adjusted to reflect new developments and changes in service levels, customer counts, and traffic patterns.

The eRouteLogistics program uses specialized software and a process analysis that bases routing and rerouting on:



eRouteLogistics displays customer locations in a user-friendly map through a variety of coloring and labeling options and allows users to visualize existing and future routes. Updated in near real-time, eRouteLogistics enables our route managers, drivers, dispatchers, and customer service representatives to resolve any questions or concerns our customers or municipal partners may have concerning routes.

This web-based application integrates with our billing and customer database, Mid-Atlantic Services (MAS). MAS provides daily updates to eRouteLogistics to capture new customers and service level changes. eRouteLogistics features mapping capabilities supported by Microsoft’s Bing Maps technology. Mapping is automatically updated via Bing Maps to reflect road changes and new community developments.



As WM is Fort Lauderdale’s predominant service provider for the City’s commercial customers, we are already familiar with the City’s streets and residential service areas. Furthermore, WM Southern Sanitation Route Manager Jermaine Preal is intimately familiar with Fort Lauderdale residential service, having overseen this service in the City for a number of years with a previous employer.

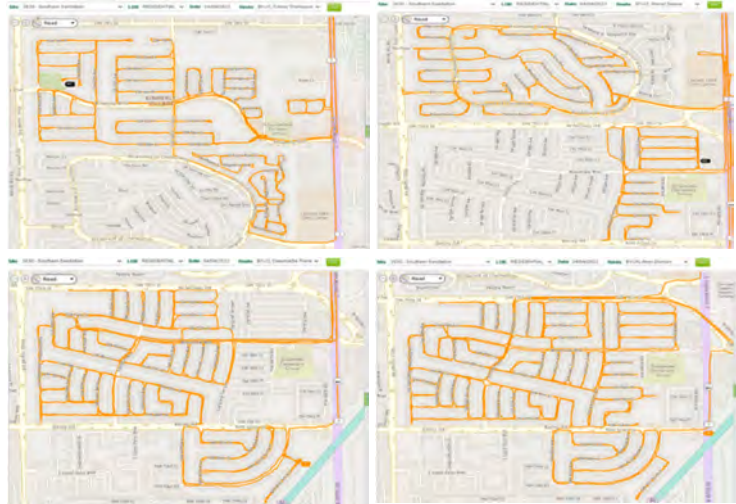
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Plan Vs. Actual Technology: Serving You Better by Managing Route Progress in Real Time

Using our Plan Versus Actual (PvA) technology, route managers and dispatchers can track every stop on the route virtually. By following the same route order every service day, we create consistency in service and increased customer satisfaction. PvA software displays how closely the driver followed the route, where there were delays of more than 10 minutes, and where the driver had to deviate from the route. Coaching consistency is important, and our general goal is to run the route at least 90% as designed.

Fewer Missed Collections

This route information, including collection status, is visible in real time. If the City should have a service question from a resident, Route Manager Jermaine Preal has the ability to immediately access service completion information. This level of data and route management dramatically decreases missed pickups and has **helped our WM Southern Sanitation Hauling District achieve and sustain a 99% collection accuracy.**



Sample Residential PvA Live Screens from the

C. MAINTENANCE POLICIES AND PROCEDURES INCLUDING EQUIPMENT REPLACEMENT POLICY

WM’s Fleet Preventative Maintenance Program

WM’s preventative maintenance program ensures all of our vehicles perform at an optimal level so there are minimal service interruptions. Our entire fleet participates in a regular, preventative maintenance program that ranks among the most aggressive in the industry.

WM invests more than one-third of the cost of machinery and equipment in preventative maintenance on its vehicles. We have also established best practices for the preventative maintenance of our vehicles to ensure the safety of our drivers and rolling stock.

WM goes well beyond the Department of Transportation 's (DOT) routine requirements (which require a full inspection every year) with our 150-hour maintenance program in which full inspections are conducted multiple times per year. Effectively, WM conducts the equivalent of a DOT inspection on its vehicles every 150 hours.



Waste Management participates in the Voluntary Protection Program (VPP) Corporate Pilot overseen by OSHA.

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The City of Fort Lauderdale would be serviced from our WM Southern Sanitation District, the third largest hauling district in the WM network. Pictured above, our facility is located at 3831 NW 21st Ave. in Pompano Beach, under 30 minutes from Fort Lauderdale. We are a local business that can assure Fort Lauderdale service reliability, equipment and personnel redundancy if ever needed, and a gateway to the WM network for additional resources.

Fleet Maintenance Facility

Our WM Southern Sanitation fleet maintenance facility has its own maintenance center to support our CNG fleet. The current maintenance property includes:

- 34 certified technicians
- 26 repair bays
- A 32,000 square-foot maintenance shop that services 215 collection vehicles
- Operates 20 hours per day Monday through Saturday

WM currently has extended capacity to expand this facility as needed.

Our WMIF facilities network enables us to provide Fort Lauderdale a single source of responsibility, from transportation through disposal of waste. With WM as Fort Lauderdale’s local experienced provider, you will have the vehicles, carts, containers, and operations procedures in place for a July 2023 start date.

WM's Safety Culture Will Keep Fort Lauderdale Safe

With the safety of the City's residents of paramount importance, not just any hauler with a truck will do. Fort Lauderdale demands a provider with the best safety record in the industry; WM is that provider, and we have the data to prove it.

(source: Federal Motor Carrier Safety Administration)

Fort Lauderdale residents deserve to have the provider with the best safety record in the industry, and WM is that provider. Our experience has shown that philosophies of "whatever it takes to get the garbage off the ground" leads to very unsafe practices and downright dangerous situations for both employees and residents. With our commitment to safety for our employees and communities, WM developed a suite of industry-leading programs that have shown increased improvements in our accident and injury rates, including:

- **Mission to Zero (M2Z):** The core of the M2Z philosophy is zero tolerance for unsafe behaviors, with a goal of zero tolerance for accidents and injuries by coaching and building knowledge. Since its launch in 2000, the M2Z program has decreased annual collision events by 70%.
- **DriveCam:** A video recording device installed in all WM vehicles used to observe indicators of collisions and coach drivers to reduce the chance of a collision.
- **Driver Certification Program:** A Waste Management-specific driver certification program which reinforces the critical tenets of defensive driving in a commercial truck.

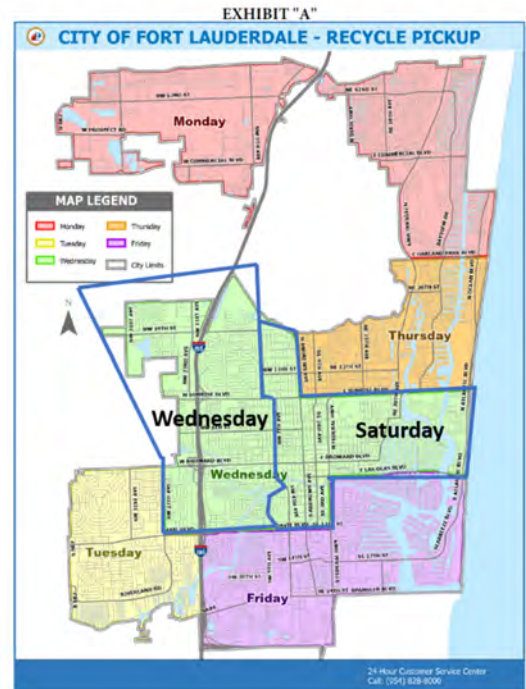
From our employee screening process on, we work hard to make sure that our staff receives the information necessary to remain safe in all aspects of their jobs.

- Extensive new employee background investigation checks, including clean operator history and **10-year criminal background check – the most aggressive in the industry**
- Three-day orientation training for all new hires and 90-day on-the-job training and evaluation
- A District Driver Trainer at each transportation location
- Random alcohol and drug testing
- Daily "Morning Huddle" Driver Safety Meetings
- Operations Supervisor conducts monthly on-the-job observations
- Hazardous Waste Identification
- Environmental Storm Water and Spill Response Training
- Facilities that meet or exceed industry and government safety standards.

No other waste company in the nation has an OSHA TRIR rating better than WM. OSHA has recognized WM for our ongoing efforts to eliminate unsafe work behaviors.

D. THE NUMBER OF ROUTES TO BE ASSIGNED WITH THE ASSOCIATED HOMES PER ROUTE PER DAY SPECIFIED BY SERVICE (MSW, YW, RCY, BULK)


WM Southern Sanitation is ready and able to service Fort Lauderdale residents. WM will service residents Monday through Saturday between 7:00 a.m. and 7:00 p.m. with automated side load, CNG-fueled trucks. WM will provide all garbage, recycle, yard waste, and bulk collection service as outlined in the RFP. Furthermore, **WM will maintain the current service day schedule**, with the exception of a small number of recycle customers which we propose, with City approval, to move to Saturday service to maximize efficiency. **Maintaining virtually the same service schedule will allow for a nearly seamless transition and minimal disruption for residential service.**



As your neighbors for 60 years, WM Southern Sanitation is very experienced in handling special events in our area. We know that Fort Lauderdale is a prime Spring Break destination, and we have the resources, personnel, and expertise to handle the largest crowds. And should a storm threaten our area, only WM has the technology, communication plan, and storm mitigation platform to assist the City and residents with pre- and post-storm service. With WM's vast network, Fort Lauderdale can be assured that communication with our WM team will be readily available.

WM is pleased to provide the following chart outlining the proposed number of routes, personnel, and homes serviced for each waste stream.

WM's Fort Lauderdale Route Plans

	MSW		RECYCLING		YARD WASTE	
	# Routes	# Homes	# Routes	# Homes	# Routes	# Homes
Monday	12	1079	6	1079	5	1177
Tuesday	12	1079	5	1295	5	1177
Wednesday	12	1079	5	1295	5	1177
Thursday	11	1177	5	1295	6	1177
Friday	11	1177	5	1295	6	1177
Saturday	11	1177	5	1295	6	1177

Bulk: 11 trucks per day, 5 days per week servicing an average ~177 house count per truck per day

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E. SUPPLEMENTAL SERVICES (SUCH AS CURBSIDE ELECTRONICS, TIRES, ETC.) INCLUDING HOW TO COLLECT, STORE, PROCESSING FACILITY, ETC.

WM has the resources, personnel, and expertise to handle any special services that Fort Lauderdale residents require. A brief outline of our approach is provided below.

Tire Collection for Residential Service

WM understands the need to keep Fort Lauderdale free from bulky waste sitting at the curb for extended periods of time. WM will manually collect up to two passenger or light truck tires with or without rims per customer, per garbage collection day, not to exceed four tires per year. Tires will be collected with a specialized vehicle and will not be commingled with other waste streams. Tires will be disposed at an appropriate WM fully-licensed facility.



E-Waste Collection Service



As the leader in sustainability, WM is committed to recycling electronic waste. With WM, residents will still have the ability to self-enter or call the City's 24-hour Customer Service Center to schedule an e-waste collection. WM will schedule the service to be collected on the resident's regular recycling service day. Electronic waste will be serviced through a convenient curbside collection method and collected manually with a separate vehicle to ensure it is delivered to the designated collection point

for recycling. WM holds partnerships with certified electronics recyclers and, with City approval, will secure an agreement with one of our partners for appropriate e-waste recycling.

Special Waste Collection for Residential Service

WM understands that sometimes residents need to discard something that is out of the norm or schedule a pick-up outside of the usual time frame. Need to dispose of fluorescent bulbs or batteries? Not a problem! WM's LampTracker and Battery Tracker services offer safe, simple recycling solutions for residents. Additionally, if resident has a need for a specialized service or for a large pickup outside of the regular service parameters, we can help! WM will work directly with the City to schedule the service and meet the customer's needs.



Facilities

Along with the City-designated facilities, WM has the following facilities nearby to service Fort Lauderdale as needed.

Owner/Operator	Facility	Operation/Materials
	WM Southern Sanitation Hauling District 3831 NW 21st Ave., Pompano Beach, FL 33063	Management / Equipment
	Reuter Transfer Station 20701 Pembroke Rd., Pembroke Pines, FL 33029	Bulk, C&D, MSW, Yard Waste
	Reuter Material Recycling Facility (MRF) 20701 Pembroke Rd., Pembroke Pines, FL 33029	Recycling

Custom Website for Fort Lauderdale

We will provide a highly effective and easy-to-use website created specifically for Fort Lauderdale that allows customers to easily find service information online. The site includes an assortment of 24/7 self-service features, which can be engaged at City request. Through WM.com, customers can:

- Access collection calendars, notifications, recycling information, holiday schedules, and estimated time of pickup
- Learn about local promotions and events such as a spring cleanup event



Our customers are on the go yet usually “connected” in some way courtesy of today’s technology. In addition to our My WM App and a custom, easy-to-use website, we offer:

- **Live Chat:** A team of customer service professionals is dedicated to this service channel. Chat sessions are initiated through our website, in real time, between the hours of 7:30 a.m. until 5 p.m. local time, Monday through Friday and 8:00 a.m. to 12:00 p.m. on Saturday.
- **Social Media:** As social media continues to increase its presence in our everyday lives, WM is committed to providing the highest level of service through these channels. Our local Facebook page and Twitter account serve as outlets for WM to keep customers informed about services, the company, events and activities, and ways they can improve their environmental footprint.

Think Outside the Plastic Bag at Home
Plastic bags & bagged recyclables don't belong in recycling containers – they pose safety hazards for workers & contaminate other recyclables. To learn more, visit wm.com/recycleright



Transformative Customer Service Technologies

Through our investment in the following key technologies, we provide our customers with world-class service with ever-increasing convenience and ease. We look forward to partnering with Fort Lauderdale and providing daily route activity information to the City. Our platform is the most sophisticated in the industry, ensuring Fort Lauderdale receives timely, accurate information regarding service on any route day.

Onboard Computer System (OCS)

A technology advancement that continues to drive customer service satisfaction is our Onboard Computer System (OCS). This technology has many operational and efficiency benefits - specifically it enhances our customer service through:

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- Obtaining near real-time information related to all truck locations, stops serviced, capacity, and service status
- Allowing one-touch service verification, identifying carts that have been serviced, and indicating a reason for any cart not being collected (e.g., cart not out, cart blocked, locked access, etc.)
- Enabling centralized customer service and dispatch to communicate with Fort Lauderdale's operations team for immediate and efficient customer issue resolution, including on-call requests, rerouting, and customer service needs
- Empowering drivers to note missing or damaged carts so tickets may be proactively generated for repair or replacement

How WM Minimizes Missed Pickups

Our Approach to Service Reliability and Recovery

Time and again our customers tell us that it is the basics that matter the most and it is no surprise that picking up trash on time and avoiding missed pickups are the most significant indicators driving overall customer satisfaction. Because missed pickups are so important to our customers, we evaluate our operations teams on their rate of missed pickups (MPU). What is important to our customers is important to us. Our MPU target is less than one miss per 1,250 pickups – that's virtually no missed pickups. To accomplish and exceed this extraordinary service standard, everyone from our drivers to our customer service representatives takes a preventive approach – here is how we do it.

If We Make a Mistake, We are Committed to Making it Right

In the event a MPU does occur, we recover the material within the contractual time frame. If a repeat MPU occurs, the route manager and driver review detailed service logs, GPS data, route completion reports, and the customer complaint. They work together to identify the root cause of the problem and arrive at a solution to prevent future misses.

Serving the customer is key, and in some cases, the route manager and driver will meet directly with the customer to seek a common understanding of expectations and resolve the situation. In the unlikely event a customer reports unwarranted missed pickup, the route manager partners with Fort Lauderdale staff to review detailed service logs, GPS data, and photo documentation prior to determining an appropriate resolution.

Transparency and Accountability to Our Customers

Through daily monitoring, WM tracks misses for each route and driver. These MPU reports create a foundation for mentoring and coaching our drivers and identifying service trends. Through root cause analysis we determine reasons for missed pickups. Managers leverage WM technology such as Plan vs. Actual (PvA), a GPS tool that gives direct access to drivers' paths and service stops. PvA allows for historical review to compare the same route week over week. This information helps determine reasons for MPUs so management can resolve specific issues through one-on-one coaching between the driver and route manager. Sometimes, another driver joins them to assist as a peer mentor. We have found this approach quickly and effectively solves service issues and prevents future missed pickups.

Notice of Non-Collection

While WM will make every effort to collect all items placed out for collection, on occasion there are items that cannot be collected for safety or regulatory reasons. In such event, WM will provide a notice of non-

collection identifying the reason the refuse cannot be collected. Route Manager Jermaine Preal will work directly with the City to inform and assist the customer in the proper methods to prepare the refuse for collection.

Customer Relations

WM’s Approach to Consistent, Reliable Customer Experience/Service

Our customer service team members will play a powerful role in our effort to create an exceptional experience for Fort Lauderdale. Should a customer reach out to WM with a service request, WM customer service representatives (CSRs) will politely and appropriately redirect the customer to the City designated Customer Service platform. However, should the City ever have a need to supplement its Customer Service interaction, WM’s highly trained CSRs will be happy assist with customer needs. Furthermore, should an emergency or natural disaster disrupt the City’s communications systems, WM can immediately step in to provide real time information to Fort Lauderdale residents. With CSRs located throughout Florida, other parts of the U.S., and even other countries, City residents can be assured of reaching a live person not affected by a natural disaster who can provide updated information regarding service.

WM’s Commitment to Fort Lauderdale

- Quick resolution of issues
- Ease of integration across communication channels
- Nationwide network of trained customer experience ambassadors
- Complete customer satisfaction

WM’S TRANSITION COMMITMENT TO THE CITY A SUCCESSFUL, STRESS-FREE SERVICE TRANSITION FOR FORT LAUDERDALE

Transition Plan

The Proposer shall also provide a scheduling methodology (timeline) for effectively managing and executing the work in the optimum time. The delivery time shall be stated in calendar days from the date of City notification of award or notice to proceed with delivery. Such timeline information and proposed dates shall include, but not necessarily be limited to delivery, installation, acceptance testing, personnel, and other related completion dates, in accordance with the RFP specifications.

WM’s approach will always prioritize safety in our service to the Fort Lauderdale community and we are currently the best in the industry for our safety record. As mentioned earlier, all of our trucks are equipped with DriveCam devices, and our drivers receive “On-the-Job” Training for a minimum of ninety (90) days. We reinforce safety and service through on-the-road training and classroom training. Additionally, drivers receive weekly safety training that emphasizes different topics related to safely operating vehicles while complying with OSHA regulations. These practices, among many others explained here, will play a significant role in our transition plans and mobilization timeframes.

WM is uniquely qualified to service the Fort Lauderdale community with seamless continuity from day one of the new agreement. With guidance from WM Route Manager Jermaine Preal, who is very familiar with residential service in Fort Lauderdale, the WM Southern Sanitation route analysts and operations team have reviewed the current residential service schedule and will provide a seamless transition for residents where nearly all service days will remain unchanged.

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Highly reliable service delivery utilizing optimized routing strategies to allow us to complete all routes in as efficient and effective a manner as possible, even when unforeseen events occur.

- **Safer streets** by using Automatic Side-Load (ASL) trucks in Fort Lauderdale that require fewer daily on-the-road hours for team members.
 - **Extended vehicle life, fewer spills and leaks, and lower environmental impacts** through a strictly regimented daily maintenance schedule.
 - **Highly-qualified team members** that are happy and stay in their positions because of improved work/life balance.
- ✓ All MSW and recycling materials will be collected and delivered to City-designated facilities for processing.
 - ✓ **Proprietary best-in-class routing methodology** to always provide efficient, on-time collections.
 - ✓ Proven routing process for **convenient, bulk waste service.**
 - ✓ **Flexibility to expand current facilities and operations** to meet the City's service needs while providing uninterrupted service delivery.



Innovative, tested, and proven easy-to-use online service verification system that will provide the City the service information you seek at your fingertips.

- ✓ **Collaborative communication** via the City's staff and driven by our highly-experienced, long-tenured, reliable operations team and Government Affairs Manager, Andres Limones Cruz.



WM's Compressed Natural Gas (CNG) fleet will provide the City the safest, most efficient, reliable, and environmentally-friendly, service possible.

- ✓ **Preventive maintenance that goes well beyond the Department of Transportation's (DOT) specifications**, which require a full inspection every year. We require routine maintenance to be conducted after every 150 operating hours, which means complete inspections are conducted on every vehicle multiple times each year.
- ✓ **All drivers check their vehicles twice a day for leaks** during pre-trip and post-trip inspections.



- ✓ Our Best-in-class 100% CNG fleet reduces negative environmental impacts from diesel spills, air pollution, and noise. It also increases fleet availability and sustainability as **the fueling station is onsite at our Southern Sanitation Hauling District in Pompano Beach.**
- ✓ Cutting-edge Smart Truck technology for residential and commercial collections to help **expand recycling and reduce contamination.**

“Was a pleasure and easy transfer from one company to Waste Management. Highly recommend Waste Management.”

-Lounge 84
1000 W. State Road 84

“Outstanding service!”

-Georgian Court Apartments North
6261 NE 19th Avenue

Service Transition

When it comes to service transitions, WM is the hands-down leader and expert. With our industry longevity, no other hauler has experienced more service changes and transitions than WM. The most important aspect of any transition is ensuring that the customer is serviced when they expect to be serviced; WM's service platform keeps the customer at the forefront.

The goal of our implementation plan and process is to ease your transition worries by listening to your needs and using what our experience has taught us.

Communication is key. We prepare for each of our implementations by assembling a fully-staffed transition team that can navigate through all the details. The City's transition team will have access to all the resources available through WM to smoothly execute the transition. Furthermore, WM will communicate and coordinate service delivery directly with the outgoing providers to ensure minimal disruption to residents.

We have introduced our services to many communities, and we have seen that a successful transition more often than not recognizes that:

- **Fort Lauderdale needs a customized plan.** We value the fact that the City is different and has specific service requirements and goals. We have learned that taking the time to ask questions, listen, and appreciate unique customer needs results in a smoother implementation. Together, we will anticipate and overcome hurdles before they become challenges. We will work directly with outgoing providers to for optimal service delivery to Fort Lauderdale's residents.
- **Relevant local experience is key.** Our local team has expertise in new contract start-ups and relevant local experience with neighboring communities. Our extensive customer lists attest to this fact.
- **A smart approach includes proven processes and technologies.** From operations to customer service, you will find tested processes and innovative new technologies that allow us to bring Fort Lauderdale a level of service reliability and customer satisfaction that is truly unmatched.

You will see these learnings intertwined throughout our implementation plan and within our entire proposal. First, we cover core administrative competencies like customer service and data integrity, and then we address our operational approach to the City-specific transition details such as how and when we will deliver new carts, develop routes, purchase trucks, and develop residential communication pieces. A transition will not be successful without both parts of the plan. Working with you, we are committed to a smooth introduction of WM, our employees, and our collection services to the City.



*Route Manager and Drivers at Maintenance Bay at WM
Southern Sanitation*

Education Shows Customers How Easy it is to do Business with WM

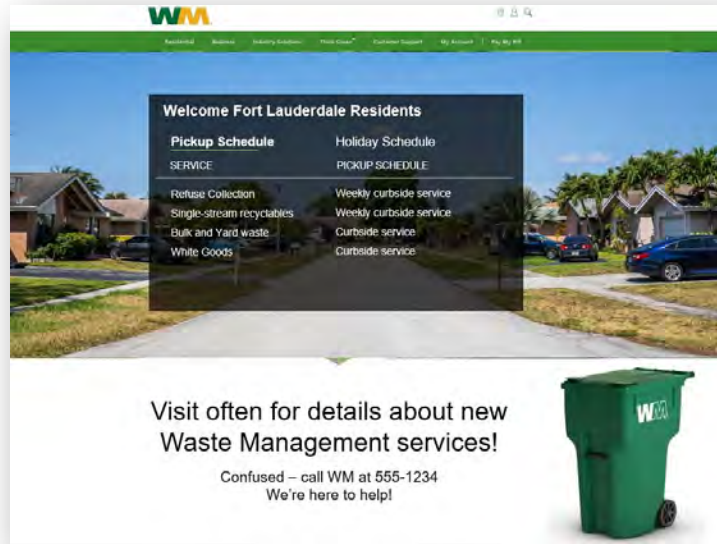
When it comes to ensuring residents are aware of and understand a service transition, multi-channel communication is key. In today’s world, we cannot rely on one form of customer communication, which is why we have many methods of connecting with our customers. All of our outreach efforts share a common goal - to provide clear, concise, and relevant service information. During a contract transition, the City residents will want to know:

- Who will be picking up their material and how to contact them
- What the major changes will be and how those changes impact them
- When new services and service-related changes go into effect
- How to properly participate in new services
- Where to go for more information

We will proactively answer these questions and engage customers in-person, online, through local news outlets, and by providing printed material via direct mail. Our public education resources and outreach efforts will include:

24/7 access to wm.com. We will collaborate with Fort Lauderdale’ staff to build out a Fort Lauderdale-specific webpage that includes meaningful service information, photos, and resources that reflect the interests of your community. Using WM’s local website, customers will easily find information about the upcoming service transition as well as service information, disposal resources, rates, and recycling resources. If Fort Lauderdale staff desires additional communication platforms for residents, the online account management functionality allows customers to:

Initiate service or request additional services	Schedule an extra pickup or bulky item collection
View pickup schedule and collection ETA	View holiday schedules
Request cart or container repair	Learn about City events or special services



City of Fort Lauderdale
RFP # 12717-835 - Residential Curbside Collection Services

This WM provided communication channel is available at no charge to Fort Lauderdale. Its value can be measured by the over 33,000 visits to other South Florida customers that have taken advantage of this offering.

Welcome Postcard. We will mail each customer a simple note to introduce ourselves, inform them of the upcoming transition, and reassure them that more information will be provided as we get closer to the implementation date. At this time, we will also direct customers to our website, customer service center, and upcoming community meetings for more information.

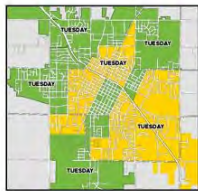
A Comprehensive Welcome Packet. We will make available a welcome packet to each residential customer that contains an overview of key implementation information and dates, an overview of new services, rates, a collection schedule, recycling guide, and information on local resources and events. In the event a customer's service day is changing, we will also notify them of their new pickup day as part of this mailing.

Here is an example of a format available to the City for customization.

Map and 2022 Recycling Collection Calendar

Please refer to the map below to determine your collection day and whether your recycling will be picked up on a Green or Gold week. Reminder, trash will be picked up weekly on the same day as recycling.

January 2022							February 2022							March 2022						
S	M	T	W	T	F	S	S	M	T	W	T	F	S	S	M	T	W	T	F	S
2	3	4	5	6	7	8	6	7	8	9	10	11	12	6	7	8	9	10	11	12
9	10	11	12	13	14	15	13	14	15	16	17	18	19	13	14	15	16	17	18	19
16	17	18	19	20	21	22	20	21	22	23	24	25	26	20	21	22	23	24	25	26
23	24	25	26	27	28	29	27	28						27	28	29	30	31		
30	31																			



Observed 2022 Holidays
Please note, if a holiday occurs on Monday, your collection will be delayed by one day that week only.
New Year's Day: Saturday January 1, 2022
Memorial Day: Monday May 30, 2022
Independence Day: Monday July 4, 2022
Labor Day: Monday September 5, 2022
Thanksgiving Day: Thursday November 24, 2022
Christmas Day: Sunday December 25, 2022



- Recycling cart with yellow lid** - use only the green 98-gallon cart with the yellow lid for recycling. See the adjacent panel for tips to Recycle Right.
- Trash cart with green lid** - bag and tie trash inside your trash cart. No materials outside the cart will be collected.
- Have your carts at the curb the night before or no later than **6:00 a.m.** on your collection day.

For More Information
Please contact WM at XXX@wm.com, call WM Customer Service (800) 123-4567, or visit the CITY/TOWN/COUNTY website at xxx.com.

RECYCLE RIGHT

To learn more visit wm.com/recycleright

Great things happen when residents Recycle Right. By recycling everyday items like those shown below, tons of raw materials, time, energy and money are saved.

- Empty recyclables loose into your cart - don't bag recyclables and no loose plastic bags. Instead, reuse or return plastic bags to local retailers.
- Containers should be empty and free from food and liquid.
- Recycling will be collected weekly on DAY.

Always Recycle
Recicla Siempre

- Plastic Bottles & Containers (botellas y envases de plástico)
- Food & Beverage Cans (latas de alimentos y bebidas)
- Glass Bottles & Containers (botellas y envases de vidrio)
- Flattened Cardboard & Paperboard (cartón y cartóns aplastados)
- Paper (papeles)

Do Not Include in Your Recycling Container
No Incluir En Su Contenedor De Reciclaje

- No Food or Liquids (No comida ni líquidos)
- No Loose Plastic Bags (No bolsas sueltas)
- No Loose Plastic, Paper, Bagged Drywall or Tiles (No bolsas o envases de plástico sueltos, ni materiales de construcción en bolsas o cartón)
- No Foam Cups & Containers (No vasos y envases de espuma)
- No Tires (No neumáticos)
- No Appliances (No electrodomésticos)
- No Stoves, Furnaces & Boilers (No hornos, estufas y calentadores)
- No Gasoline (No gasolina)
- No Aerosols (No aerosoles)
- No Car Seats (No asientos de coche)
- No Mattresses (No colchones)
- No Appliances (No electrodomésticos)
- No Stoves, Furnaces & Boilers (No hornos, estufas y calentadores)
- No Gasoline (No gasolina)
- No Aerosols (No aerosoles)
- No Car Seats (No asientos de coche)
- No Mattresses (No colchones)

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Community Meetings. WM will hold community meetings at convenient and accessible locations to introduce residents to new service offerings and review key transition information. Each meeting will include a new service overview followed by an open question and answer session. Informational meeting dates will be included in all pre-implementation press releases and resident mailings.

Throughout the transition, our Government Affairs team will also be available to attend the City Council meetings to provide updates and address questions from councilmembers, City staff, and the community.

Site Visits. We love talking about recycling! Upon request, a WM recycling specialist will meet with community groups or HOAs and provide educational tools and resources to help maximize the effectiveness of their recycling program.

Public Education and Outreach Assistance

We will serve as a proactive partner with the City of Fort Lauderdale to communicate with the residents regarding the transition of service. We will be happy to assist in any way we can, and we have a library of resources, photography, and proven best practices that will aid every effort.

We will collaborate with Fort Lauderdale's Public Information Officer to conduct outreach to local news sources. Press releases will be distributed throughout the contract implementation to promote key implementation messages and dates, new service offerings, and community educational events.

As part of the transition, we will provide notices to customers informing them that WM is their new service provider and will confirm collection days and general information related to their new residential collection services.

After the final notification is completed, we will provide written confirmation to the City that all notices were delivered to each residential unit to advise them of their new service provider and collection days per the City's required timeframe. We can also make use of the City custom local website to share pertinent information.

Contract Compliance and Reporting

Our Contract Compliance team will play an integral role in implementing new services in Fort Lauderdale. As part of our implementation team, they provide oversight so that transition and contract implementation are conducted in accordance with contract terms. Specifically, the Contract Compliance team will:

- Develop a comprehensive compliance checklist that will be used during implementation
- Review the Fort Lauderdale contract information, webpage, and promotional content to confirm accuracy
- Establish ongoing data reporting protocols
- Review, adjust, and audit rates per contract specifications
- Conduct internal contract compliance audits

Execution of Fort Lauderdale's Operational / Transition Plan

Building from the more than 50 years of experience we have with service transitions; we customize our operational tasks and timeline to your specific needs. Whether we are providing all new carts and adding new services or if we are keeping most items status quo, we still review each operation and service requirement to validate we are 100% ready to roll by day one of the new contract.

Major implementation tasks for Fort Lauderdale include:

- Implementation meetings, coordination, and course correction
- Cart deliveries, as needed
- Route development
- New collection vehicles
- Driver screening, hiring, and training
- Contingency planning

These tasks are described in more detail below. A sample timeline of implementation tasks is also included.

Implementation Meetings, Coordination and Course Correction

WM’s internal Fort Lauderdale team will meet weekly throughout planning and implementation. At the onset, these meetings will include our regional team of experts. As the contract start date approaches, the local district operations team will meet daily to review the most critical components of service delivery.

Our team is committed to keeping Fort Lauderdale informed of our implementation progress, and we will ask for your feedback as we customize our transition efforts to reflect the needs of your community. For example, if a proposed communication or outreach method is not working or does not make sense, we are not afraid to scratch the idea and discuss an alternative. From the onset of our transition, we propose meeting with the City staff regularly to review key implementation milestones, our progress, and any proposed changes. We can start with monthly meetings initially, and increase the frequency, if needed.

In addition to our internal meetings and meetings with staff, it is important for us to coordinate closely with your outgoing service provider. From our experience, the outgoing service provider has been cooperative and helpful during contract transitions, and we often make their exit easier and more efficient.

New Collection Vehicles

With more than 32,000 collection vehicles in our company-wide fleet, we have developed a strong partnership with our vehicle manufacturing and onboard technology partners allowing for continuous innovation and vehicle enhancements with dependable purchasing and delivery timelines. We will service Fort Lauderdale with a fleet of completely new compressed natural gas collection trucks. With the largest buying power in the industry, we are confident our supplier can meet our delivery schedule, ensuring our maintenance shop will receive all trucks so they can be inspected and tested to WM standards.



*Remy Felizor, Residential Driver, WM Southern Sanitation
Waste Management focuses on hiring the most qualified applicants to reduce turnover rates, and we reach out to our local communities to advertise openings.*

Cart and Container Deliveries

With direction from the City with regard to the model and design, we will stock an adequate inventory of replacement carts and containers by the start of a new contract.

Driver Screening, Hiring, and Training

Through our existing recruiting and hiring efforts, we screen driver applicants weekly, and we maintain a list of candidates to hire when positions become available. Qualified driver applicants must undergo a

comprehensive background check – the most aggressive in the industry – as well as fingerprinting and drug testing before joining our team.

At WM, new drivers participate in more than 90 hours of classroom and in-field new hire training – regardless of prior, relevant experience. Prior to a new contract, all Fort Lauderdale drivers receive contract-specific training that includes a review of our implementation education efforts, materials, and resources, as well as information regarding Fort Lauderdale's unique service requirements, collection offerings, and contractual requirements.

Route Development

WM will build Fort Lauderdale's routes to accommodate new services and changes to collection frequencies while considering current routing to minimize changes. **In fact, we have reviewed Fort Lauderdale's current service schedule, and nearly all residents' service days will remain unchanged!** All WM routes are developed using our proprietary routing software, eRouteLogistics®, to minimize customer impact and maximize safety and efficiency. New routes will be street-tested and adjusted by our route managers prior to finalization.

Onboard Tablets Eliminate Learning Curve

Each of the City collection trucks will be equipped with onboard tablets that display the driver's exact route, all scheduled collections, and relevant account notes such as container placement. The tablets include GPS technology that allows drivers to capture route data in real-time.

Collection statuses minimize the opportunity for missed collections.

Upon City approval, for the few recycle customers whose collection day will change, we will inform them of their new collection day and/or schedule via direct mail (in their Welcome Packet) and work directly with Fort Lauderdale staff to help ensure these customers are aware of the change.

Contingency Planning

Our longstanding supplier relationships, smart technologies, and our regional network of equipment and personnel make it possible to carry on with collections should a delay or unexpected event occur during a new contract implementation. Key contingency plans address:

- **Staffing.** Additional route management staff will be brought in from surrounding districts to provide in-field support during our implementation period. New drivers hired to serve Fort Lauderdale will have completed their six-week training at least two weeks prior to our start date. Our staffing plan includes personnel to fill in for employees who are sick, on vacation, in training, or to provide extra help due to spikes in collection volume.
- **Collection Vehicles.** Collection vehicles will be delivered to our maintenance shop prior to our contract implementation so that they can be inspected and prepared for service. Each of our districts across the nation maintains a spare ratio of approximately 10%, allowing us to draw from our existing fleet of backup collection vehicles if needed.
- **Carts.** We build in a 30-day buffer between when equipment begins to arrive and when we anticipate customer requests. Our selected suppliers have multiple manufacturing locations, and our order can be reassigned to a backup facility should the primary production facility experience a delay.
- **Customer Service.** Our CSRs will be available to assist City staff in answering any questions regarding the transition to WM service.

Sample Transition Timeline of Implementation Tasks

The following sample timeline illustrates the meticulous planning that will go into the transition for Fort Lauderdale. We will collaboratively complete this schedule with City staff once dates and services are selected and finalized. WM will be ready for a July 31, 2023 start date.

Tasks	Start Date	Completion Date
Notice of award		
Contract negotiations		
Council contract execution		
Operations		
Carts and Containers		
<ul style="list-style-type: none"> Development and City-approval of all cart/container graphics/messaging Procurement of cart inventory Finalize removal, assembly, delivery, vendor staging facility, and schedule Conduct cart and container transition 		
Trucks and Fueling		
<ul style="list-style-type: none"> Place order for new collection vehicles Develop and seek approval of contract-specific truck signage Delivery of new collection vehicles Conduct pre-implementation vehicle and onboard computer testing 		
Routing		
<ul style="list-style-type: none"> Develop routes using existing routes where possible New route field-testing (prior to go-live) Creation of final route maps 		
Staffing		
<ul style="list-style-type: none"> Conduct driver recruitment, interviews, and screening Conduct classroom-based driver training and onboarding Conduct field-based driver training 		
Data Integrity and Ongoing Data Transfer Requirements		
Coordinate and conduct data transfers with outgoing service provider		
Audit and verify data accuracy, upload to MAS, and assign WM account numbers, and if applicable link each account to its respective City-account number		
Request and establish codes for all services		
Establish ongoing data transfer, reporting, and City-invoice protocols with Fort Lauderdale		
Contract Compliance		

City of Fort Lauderdale
RFP # 12717-835 - Residential Curbside Collection Services

Tasks	Start Date	Completion Date
Develop comprehensive contract compliance checklist for implementation		
Establish reporting process and template in accordance with contract specifications		
Renew local business license, insurance, and performance bond		
Review all updates to wm.com and City website for accuracy and compliance with contract terms and maximize cross-promotion		
Customer Experience		
Update Green Pages to reflect changes to contract requirements and new services		
Review and approve Green Pages with all key departments		
Upload all transition public education materials to Green Pages for CSRs' reference		
Develop detailed new contract curriculum		
Management conducts pre-implementation training		
Management conducts small group CSR training with emphasis on new contract terms and new services		
New Green Pages content goes-live		
Public Outreach and Communication Efforts		
Communication with the City		
Present implementation programs, services, and timeline to City Council at a scheduled time		
Schedule month or bi-weekly meetings with key implementation staff and City contacts		
Designate a dedicated implementation contact for the City's Public Information Officer		
Finalize strategic communications plan with emphasis on promotion of new services and attain feedback/approval		
Communication with Residents		
Design and distribute Welcome Postcard		
Conduct media outreach with Fort Lauderdale' Public Information Officer		
Continually update wm.com with key service info		
Conduct commercial/multifamily site visits		
Design and distribute customer Welcome Packet		
Design and distribute collection cart delivery promotional materials		
Design and order supply of enforcement tags/ "oops" tags		
Design and order supply of cart labels		
Pitch press releases with new contract start date, new programs, and other important transition information		
Conduct community meetings to distribute educational materials and allow residents an opportunity to ask questions		
Update City webpage with new Welcome Packet materials, new service information, and transition announcements		

Also provide information on your firm's current workload and how this award will fit into your workload. Describe available facilities, technological capabilities, and other available resources you offer for the project.

WM Service Capacity and Value Add for Fort Lauderdale

As North America's largest environmental and sustainability services provider, WM is a team of 48,500 professionals motivated by a desire to go above and beyond for our nearly 20 million municipal, commercial, industrial, and residential entities throughout North America for whom we provide a range of environmental solutions, including collection, recycling, disposal, and renewable energy production.

To serve our diverse customer base, we have developed the industry's largest network of collection operations, transfer stations, and recycling and disposal facilities. Unmatched in geographical reach and ability, our network enables us to manage every aspect of our customers' waste streams. But our broad geographical coverage and depth of experience allow us to do so much more. With our team of in-house environmental experts, we assist customers with customized sustainability plans. In response to natural disasters or unforeseen needs, we provide almost immediate support to customers by quickly assembling emergency collection services. As North America's leading post-consumer recycler, we navigate a complex international commodity market to safeguard the long-term viability of our customers' recycling programs.

WM holds a strong tradition of service excellence in Broward County that area residents and businesses have come to know, trust, and expect. Under the direction of Senior District Manager Tom Ridder, the City of Fort Lauderdale will be serviced by WM's Southern Sanitation hauling district, located at 3831 N. Powerline Road, Pompano Beach, FL. Furthermore, WM will dedicate Residential Route Manager Jermaine Preal and Contract Customer Service Liaison Tatiana Joseph to Fort Lauderdale who will remain in continuous contact with the City and ensure daily service and reporting requirements are met.

Southern Sanitation is WM's third largest hauling district and holds ample personnel, equipment, collection vehicles, capacity, and technological capabilities to effectively and efficiently service the City. Our local facility is backed by the full complement of Waste Management Inc. of Florida facilities, as well as the entire WM network.

Incorporated in Florida on March 30, 1964, Waste Management Inc. of Florida, headquartered in Boca Raton, FL, is the local subsidiary that provides service across the Sunshine State. In Florida alone, we operate 32 hauling facilities, 18 active landfills, 24 transfer stations, three Material Recovery Facilities, and six C & D recycling centers, all of which stand ready to assist WM Southern Sanitation in servicing Fort Lauderdale as needed.

Our nearly 5,000 employees provide collection, recycling, transfer, and disposal service to municipal, commercial, industrial, and residential customers, including over 180 exclusive municipal solid waste and recycling franchise agreements.

As detailed previously, WM's technological capabilities are unparalleled in the industry. We are the pioneer and innovator of the latest safety, routing, and customer service technology. From our safety-infused, environmentally-friendly CNG-fueled trucks, to our OCS onboard service platform, PvA and eRouteLogistics routing systems, and DriveCam technology in all of our vehicles, no other hauler has made the same level of investment in safety and routing technology as WM.

WM'S VALUE ADDED OFFERINGS

SDO: An Unmatched Value-Add for Fort Lauderdale



WM focuses on four performance principles in all our operations: **Safety, Service, Savings, and Satisfaction**. To meet the goals of each of these principles, we use a comprehensive operations framework - Service Delivery Optimization (SDO) - to define, track, and measure every aspect of our operations to enable us to monitor for continuous improvement.

SDO is a marriage of technology and management to drive employee engagement, knowledge sharing, and accountability, which give all our team members the mindset to meet and exceed our customers' expectations. SDO was developed based on our extensive research of best practice operations from businesses with expertise in logistics, employee engagement, and service delivery. The system, which is unique to WM, will help us meet the benchmarks set by Fort Lauderdale.



SDO creates an environment that focuses on continuous improvement and provides metrics so we can coach everyone from our drivers to our district managers. The SDO mindset encourages all employees to communicate their setbacks as well as their successes, which helps them unleash their potential. While a setback means that something went wrong, it also offers an opportunity for improvement by figuring out why it happened, learning from it, and making changes to prevent it from happening in the future. Alternatively, when something goes right, we celebrate success to encourage repeat behavior and share best practices. Rather than seeing the success of others as a threat, we want our employees to consider their successes as inspiring and a source for learning.

By integrating technology and logistics management processes with the skills of our drivers, we improve safety, facilitate real-time accountability, set clearer expectations, and enhance employee communications, all of which ultimately maximize customer service and satisfaction.

Four Performance Principles

Safety Results for the City of Fort Lauderdale

Safety is woven into SDO because safety is our core value. For example, every Wednesday, managers review videos from our trucks; on-board camera system, DriveCam®. If a manager notices a driver has, for instance, violated the requirement for a four-second following distance in traffic, our route managers role play a discussion with the driver. When the scenario is well-rehearsed, the managers and drivers review the footage together. The manager asks the driver to describe what they see, recall the rule on following distance, and explain why he or she was in violation. Next, the driver is asked how they will avoid repeating the mistake and commit to abiding by our four-second following distance. Through DriveCam and role playing, drivers are held accountable and are empowered to become better at what they do, which makes Fort Lauderdale a safer place to live, work, and play.

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Service Results for the City’s Residents

SDO encourages drivers to share their thoughts with each other on how to provide better service. During their daily morning huddles, managers might show a brief video of garbage scattered in the street. Drivers are asked to come up with a daily nugget on service improvement. A recent example: “Leave it better than you found it.” It is a win-win for Fort Lauderdale and WM.

Savings Results for Fort Lauderdale

SDO helps us be consistent and efficient in our service delivery, which saves time wasted on returning to collect missed containers. All routes are carefully planned to adhere to a schedule and are typically handled by the same drivers from week to week. They know which customers need backyard collections, so they have fewer missed collections. Also, they know the streets, giving them insights into each route to provide the safest possible service delivery.

Customer and Employee Satisfaction

SDO has given us a highly trained team, yielded better performance, and increased driver satisfaction, which has reduced turnover. Because our entire operation is highly organized and predictable, drivers know what to expect. They will typically drive the same route. Their day runs smoothly. They get back to the hauling site on schedule. Drivers work as a team, using peer-to-peer advice to foster individual improvements that make the whole company stronger. If a recycle driver accidentally leaves spilled paper on a route, then the garbage driver who follows will call him to mention the problem. By keeping tabs on each other, drivers provide better service for Fort Lauderdale. Through SDO we actively engage with our drivers. Our drivers are our frontline employees, and their feedback from the streets is vital to meeting your performance expectations.

SDO Management Procedures

We take pride in providing exemplary service. To manage and track our performance, we utilize SDO as our proprietary best practices management tool. If an issue does arise, our SDO management procedures are:

Service Metric	SDO Procedure	SDO Value
Safety	Safety metrics, both present and past, are summarized weekly and monthly. The report includes the total recordable injury rate (TRIR) and the vehicle accident rate report (VARR), which address injuries and accidents, respectively.	Our goal is to return every employee home safely to their family and friends at the end of every day. As part of SDO, we use established safety metrics to measure and manage our operational performance. Managers and drivers discuss these metrics at daily launches.
Missed pickups	Our operations team creates a report on a daily, weekly, and monthly basis. The results are posted by route and driver name in the drivers’ meeting room to inform all our drivers where we are missing customers.	This creates transparency and peer-to-peer accountability. Our route managers actively engage with drivers regarding missed collections. Drivers also participate in coaching and mentoring their team members.
Noise and spills	We track noise and spill complaints through our customer service complaint log and report them to Fort Lauderdale as required.	Tracking noise and spill complaints gives our management team insight into incidents that need to be resolved before they become a nuisance for your community.

Service Metric	SDO Procedure	SDO Value
No can out percentage (NCO)	The daily NCO report tracks the percentage of a route that was reported as "no can out." This data helps to inform operational compliance and identify trends.	If the route is showing a high percentage of "no can out," route managers will conduct a "walk and talk" with our drivers on the route. High percentages of NCOs may signal missed collections, a situation requiring immediate correction.
Daily efficiencies dashboard	All efficiency data is combined into one daily dashboard report, including homes collected per hour based on each route's efficiency goal, total daily idle time by truck, and route sequence compliance (Plan vs. Actual).	To confirm we are routing for safety, service, and savings, our operations team meets every morning to review and discuss the daily dashboard and make route adjustments, if necessary.
Truck weights	This daily report lists the weight of every load from the previous day by truck.	The report enables the operations team to review truck weights to confirm they are within legal limits.
Fleet/maintenance reports	Every morning, we track the number of trucks that depart for collections versus those needing repair. This data is summarized weekly.	Route managers use this report to coach drivers on proper maintenance protocol. We need drivers to anticipate repairs to avoid disrupting collections.

SDO Drives Real Results

While the information we capture is critical to each aspect of our business, what sets WM procedures apart is the automated integration of that information into all aspects of our operations. The data from our drivers not only provides task completion details, but it is also then automatically integrated throughout all WM systems. Our significant investment in the technology that facilitates this provides the information we need for improved safety, timely and detailed service reporting, cost savings, and ultimately enhanced employee and customer satisfaction for Fort Lauderdale.

WM Bigbelly Solar Compactors Value-Added Service Offering for Fort Lauderdale



As North America's sustainability leader, WM shares Fort Lauderdale's commitment to sustainability, which is why WM is the ideal partner for Fort Lauderdale. As such, WM is pleased to present the following information on our Bigbelly solar compactors and recycling companions as a value-added service for Fort Lauderdale. Hundreds of municipalities across the country have engaged our Bigbelly solar compactors as part of their public refuse service plan. Not only do these attractive units provide increased refuse capacity for public areas, they also send a strong message to residents and visitors that the City is committed to sustainability. We welcome the opportunity to speak more with City staff about an introductory implementation plan to bring these units into the City.



As a strategic partner, WM is uniquely positioned to represent the Bigbelly Waste and Recycling Solution and is able to offer Fort Lauderdale a comprehensive solution for smart public space recycling and waste needs that combines a completely enclosed design that eliminates overflows, pest access, and

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windblown litter with smart, self-powered, sensor-equipped stations that communicate their real-time status thereby eliminating unneeded collections.

With a deployment of smart waste and recycling stations, Fort Lauderdale would benefit from:

- **Cleaner Public Spaces.** Bigbelly transforms public space cleanliness and aesthetics with total waste containment to eliminate overflows, visible waste, windblown litter, and pest access. This leads to cleaner, greener, safer pedestrian spaces and a more welcoming environment for everyone.
- **More Efficient Collections with Less Truck Traffic.** On average, Bigbelly customers experience up to 80% collection reductions from deploying a smart waste fleet and compaction technology. This results in decreased truck rolls, vehicle wear, and fuel consumption. Informed decision making with data and analytics enables labor to be reallocated to more meaningful projects.
- **Measurable Sustainability.** With Bigbelly, Fort Lauderdale can offer multiple waste streams at each station to encourage proper recycling on-the-go and measure the diversion rate of public space recycling.

The Bigbelly Smart Waste and Recycling System

- All stations are self-powered (compactors are solar-powered)
- Each smart station analyzes and monitors its status to make decisions about communications, fullness, and alerts.
- Sensors located inside each station continuously measure the fullness status, door opens, and collection activity.
- On-board GPS provides accurate and up-to-date geolocation for the most precise location-based data.
- Smart stations communicate their real-time status and activity to the cloud management system, CLEAN Management Console Software, via cellular connection.
- Auto-generated email, text, and online notifications indicate which stations need to be collected to drive increased productivity while eliminating overflows and unnecessary collections.
- Users can optimize collection routines, measure and benchmark operations, and realize location-based waste patterns (volume, fill rate, collection activity).



Waste Watch® Collaborating with Local Law Enforcement to Keep Fort Lauderdale’s Neighborhoods Safe



Serving the same neighborhoods each week allows WM drivers to become familiar with their routes. This level of familiarity enables drivers to identify when a situation does not feel right. Our drivers are in a unique position to act as an extra set of eyes and ears on the street.

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This is why we implemented Waste Watch® and will bring this program to Fort Lauderdale as a value-added service.

The Waste Watch program formally teaches our drivers how to observe and report suspicious activity or an emergency to authorities. DriveCam® has also helps make our Waste Watch program successful, as drivers can manually start the camera if they witness an incident. WM developed Waste Watch in 2004 and has expanded the program to more than 270 communities nationwide and has been recognized by the National Sheriff's Association.



4.2.5 | REFERENCES

- City of Melbourne
- Brevard County
- Collier County
- Hillsborough County
- Martin County



Fort Lauderdale, September 2022

Photo by Shiraz Kashar, WMF Community Outreach and Education



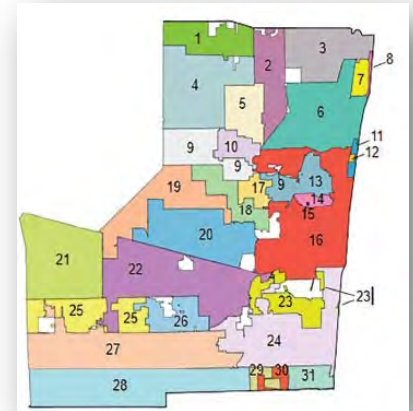
4.2.5 | REFERENCES

Working Alongside Our Customers

WM services more municipalities in Broward County than any other hauler, and there's a reason for that. WM is unmatched in safety and service excellence. We have provided requested references on the following pages. We have also provided an at-a-glance chart of municipalities similar in scope and size to Fort Lauderdale. We encourage you to contact our municipal partners to learn more about why more municipalities place their trust in WM than any other.

For your convenience, we have included an at-a-glance listing of other WM-serviced municipalities that are our neighbors here in Broward County.

WM in Broward County		
1 Parkland	3 Deerfield Beach	30 Pembroke Park
4 Coral Springs	6 Pompano Beach	7 Lighthouse Point
9 Tamarac	10 North Lauderdale	11 Lauderdale-by-the-Sea
12 Sea Ranch Lakes	13 Oakland Park	14 Wilton Manors
15 Lazy Lake	16 Fort Lauderdale	17 Lauderdale Lakes
18 Lauderhill	20 Plantation	23 Dania Beach
25 Southwest Ranches	26 Cooper City	



WM is pleased to provide the following references for this proposal to feature our capabilities with customers of comparable size.

- City of Melbourne**
- Brevard County**
- Collier County**
- Hillsborough County**
- Martin County**

“This is to confirm that in the last ten years of our contract with Waste Management, our service has been consistently excellent. Your drivers are professional and polite. When we do have issues, they are addressed promptly. Should anyone wish to speak with me directly, they can call me at 954-661-2125.”

—Tam A. English, Executive Director
Housing Authority of the City of Fort Lauderdale

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REFERENCES

A minimum of three (3) references shall be provided:

- 1. Company Name:** City of Melbourne

900 E. Strawbridge Ave.
Melbourne, FL 32901

Address:

Contact: Ralph Reigelsperger, P.E.

Phone #: (321) 608-5080 Email: ralph.reigelsperger@mlbfl.org

Contract Value: \$8,348,052/yr. Year: 1/1/2022-12/31/2028

Description: WM provides exclusive residential solid waste, recycling, and yard waste collection, exclusive commercial solid waste collection service, and non-exclusive roll-off service. WM services approximately 27,000 single family homes. WM has serviced Melbourne for more than 45 years.

- 2. Company Name:** Hillsborough County

332 N. Falkenberg Rd.
Tampa, FL 33619

Address:

Contact: Kimberly Byer

Phone #: (813) 612-7718 Email: byerk@hillsboroughcounty.org

Contract Value: \$42,249,948/yr. Year: 1/1/2022-9/30/2030

Description: Exclusive franchise for twice-a-week automated collection of residential solid waste and weekly automated collection of recycling. Weekly collection of yard waste. Special waste is on call. WM services 96,000 residential units and has serviced Hillsborough County for more than 40 years.

- 3. Company Name:** Collier County

3339 Tamiami Trail East, Suite 302
Naples, FL 34112

Address:

Contact: Kari Ann Hodgson, P.E.

Phone #: (239) 252-2504 Email: kari.hodgson@colliercountyfl.gov

Contract Value: \$38,478,096/yr. Year: 10/1/2005-9/30/2027

Description: WM has been a long-time service provider providing curbside collections of msw, recycling, yard waste and bulk for Collier County. WM services approximately 137,000 residential units as part of this franchise.

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4. Company Name: Brevard County

2725 Judge Fran Jamieson Way
Viera, FL 32940

Address:

Contact: Thomas Mulligan, SW Director

Phone #: (321) 633-2042 Email: thomas.mulligan@brevardfl.gov

Contract Value: \$25,943,232/yr. Year: 10/1/2013-9/30/2027

Description: WM has serviced Brevard County for more than 45 years with an exclusive residential and commercial franchise agreement. WM services over 103,000 residential single family homes and more than 18,000 multifamily units as part of this franchise.

5. Company Name: Martin County

2401 SE Monterey Road
Stuart, FL 34996

Address:

Contact: Don Donaldson

Phone #: (772) 288-5400 Email: Ddonalds@martin.fl.us

Contract Value: \$18,415,224/yr. Year: 10/1/2007- 9/30/2029

Description: WM holds an exclusive residential and commercial franchise agreement with Martin County. WM services more than 48,000 single family homes as part of this franchise.






City of Fort Lauderdale
RFP # 12717-835 - Residential Curbside Collection Services

WM is pleased reiterate our select references, similar in size and scope to Fort Lauderdale, as well as select municipalities in Broward County. We encourage you to contact our partners to learn more about the service excellence and ease of transition with WM.

Contract	WM Responsibility	Project Dates	Residential Units	Annual Revenue	Contract Type
MSW: Municipal Solid Waste, RCY: Recycling, RCY PROC: Recycling Processing, YW: Yard Waste, BLK: Bulk Pickup, COMM: Commercial, RO: Roll-off, C&D: Construction & Demolition Debris, EF: Exclusive Franchise, NEF: Non-Exclusive Franchise, DISP: Disposal Operations, TS Transfer Station Operations					
 <p>City of Melbourne 900 E. Strawbridge Ave., Melbourne, FL 32901 Ralph Reigelsperger, Public Works Director (321) 608-5080 ralph.reigelsperger@mlbfl.org</p>	MSW, REC, YW, BLK, COMM	1996 - to present	27,751	~\$8M	EF
 <p>Brevard County 2725 Judge Fran Jamieson Way, Viera, FL 32940 Thomas Mulligan, Solid Waste Director (321) 633-2042 thomas.mulligan@brevardfl.gov</p>	MSW, REC, YW, COMM	2013 - to present	105,170	~\$25M	EF
 <p>Collier County 3339 Tamiami Trail E, Naples, FL 34112 Kari Ann Hodgson, Solid & Hazardous Waste Director (239) 252-2504 Kari.Hodgson@colliercountyfl.gov</p>	MSW, REC, YW, BLK, COMM	2005 - to present	131,000	~\$37M	EF
 <p>Hillsborough County 332 N. Falkenburg Rd., Tampa, FL 33619 Kim Byer, S.W. Director (813) 612-7718 byerk@hillsborough.org</p>	MSW, REC, YW COMM, RO	1980 - to present	96,000	~\$37M	EF
 <p>Martin County 2401 SE Monterey Road, Stuart, FL 34996 Don Donaldson - Deputy County Administrator (772) 288-5400 Ddonalds@martin.fl.us</p>	MSW, REC, YW COMM, RO	2007 - to present	48,000	~\$20M	EF
Broward County References					
 <p>City of Lauderdale Lakes 4300 NW 36 S, Lauderdale Lakes, FL 33319 Ronald Desbrunes, Public Works Director (954) 535-2700 ronaldd@lauderdalelakes.org</p>	MSW, REC, RCY PROC, BLK, COMM, RO, C&D	1992 - to present	4,791	~\$5M	EF
 <p>City of Parkland 6600 University Drive, Parkland FL 33067 Sabrina Baglieri, Public Works Director (954) 757-4108 sbaglieri@cityofparkland.org</p>	MSW, REC, RCY PROC, BLK, COMM, RO, DISP	2008 - to present	11,000	~\$4M	EF

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City of Fort Lauderdale
RFP # 12717-835 - Residential Curbside Collection Services

Contract	WM Responsibility	Project Dates	Residential Units	Annual Revenue	Contract Type
MSW: Municipal Solid Waste, RCY: Recycling, RCY PROC: Recycling Processing, YW: Yard Waste, BLK: Bulk Pickup, COMM: Commercial, RO: Roll-off, C&D: Construction & Demolition Debris, EF: Exclusive Franchise, NEF: Non-Exclusive Franchise, DISP: Disposal Operations, TS Transfer Station Operations					
 <p>City of North Lauderdale 701 S.W. 71st Ave., North Lauderdale, FL 33068 Sam May, Public Works Director (954-724-7070) smay@nlauderdale.org</p>	MSW, REC, BLK COMM, RO, C&D	2021 – to present	8,350	~\$7M	EF
 <p>City of Lauderdale 5581 W. Oakland Park Blvd., Lauderdale, FL 33313 Desorae Giles-Smith, City Manager (954) 730-3002 dgiles@lauderdale-fl.gov</p>	MSW, REC, BLK, COMM, RO	2016 - to present	12,802	~\$7.2M	
 <p>City of Cooper City 9090 SW 50th Place, Cooper City, FL 33328 Joseph Napoli, City Manager (954) 434-4300 JNapoli@coopercityfl.org</p>	MSW, REC, BLK, COMM	2006 - to present	10,383	~ \$5 M	EF
 <p>City of Lighthouse Point 2200 NE 38th St., Lighthouse Point, FL 33064 John Lavisky, City Administrator (954) 784-3434 jlavisky@lighthousepoint.com</p>	MSW, REC, BLK, COMM	2013 - to present	4,473	~ \$2 M	EF
 <p>City of Wilton Manors 2100 N. Dixie Hwy., Wilton Manors, FL 33305 David Archaki, Emergency Mgmt/Utilities Director (954) 390-2190 darchacki@wiltonmanors.com</p>	MSW, REC, BLK, COMM	2003 - to present	3,853	~\$5.6M	EF

Should proposer have provided service in the past 5 years for the City of Fort Lauderdale or be a current service provider, proposer must indicate what work was performed, contract number if available and contract/project value of the work performed in addition to three outside references. Additionally, the City reserves the right to contact other municipalities for references at its sole discretion.

WM Service Excellence in Fort Lauderdale

WM holds a strong tradition of service excellence in Fort Lauderdale that City businesses have come to know, trust, and expect. As commercial solid waste service in Fort Lauderdale is currently open competitive market, WM is the predominant service provider of the City’s businesses, providing service excellence for several years.

As the City’s current leading provider of commercial solid waste collection service, WM fully understands the City’s streets, nuances, and difficult-to-service areas. WM is well-known for its commitment to customer service has proven its unwavering commitment to providing the services necessary for residents and the community, even if what is needed is far outside the contract parameters. In short, only WM can clearly demonstrate the experience and expertise to efficiently, effectively, and safely service Fort Lauderdale.

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Our customers are also our neighbors, associates, friends, and family. The schools we serve are the same schools that teach our own children. The businesses we serve are the same businesses that serve us as customers. The hospitals, police departments, governments, and civic organizations we serve are also the same ones that care for and protect the communities we live in, too. For all these reasons, we have a personal interest in helping make Fort Lauderdale a better place to work and live. It's a responsibility we take to heart.



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4.2.6 | MINORITY/WOMEN (M/WBE) PARTICIPATION

Cascade Engineering, Inc.

WM's Commitment to a Diverse and Inclusive Workplace



Fort Lauderdale, September 2022

Photo by Shiraz Kashar, WMIF Community Outreach and Education

BidSync

CAM #22-1172
Exhibit 4
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4.2.6 | MINORITY/WOMEN (M/WBE) PARTICIPATION

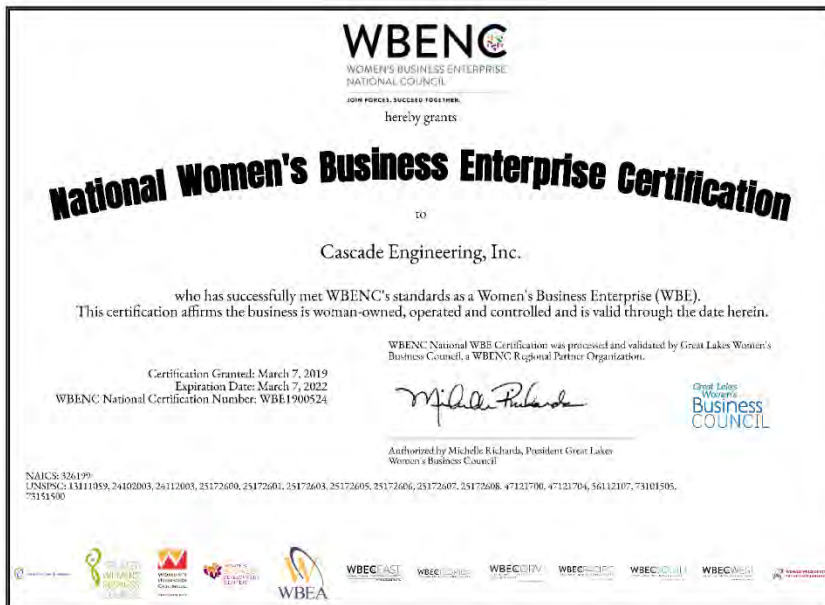
A Company Committed to Inclusion, Equity and Diversity

If Fort Lauderdale should ever require the services of Cascade Engineering, Inc., they are a woman-owned, operated, and controlled business.

Cascade Engineering, Inc.



Cascade Cart Solutions' parent company, Cascade Engineering, Inc., is formally certified as a woman owned, operated, and controlled business by the Women's Business Enterprise National Council, the largest certifier of women-owned businesses in the U.S. and a leading advocate for women business owners and entrepreneurs.



Cascade Certified as Women's Business Enterprise

Doing the right thing, the right way guides everything we do, every day. This includes embracing and cultivating a diverse workforce. Likewise, we believe that our suppliers are an extension of our workforce.

WM is happy to include Cascade Engineering, Inc. to our growing list of diverse suppliers as Cascade received formal certification by the Women's Business Enterprise National Council as a woman owned, operated, and controlled business.

Supporting diversity among our suppliers will help us build a world-class supplier network - a network truly capable of providing WM customers and communities with the best, most innovative, and cost-effective solutions.

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At WM, we are committed to promoting and fostering a workplace where everyone is valued and respected. Only by fully embracing diversity and the well-being of our 48,500 employees can we drive superior innovation and service for the customers we serve.

It is also essential that our workforce, from the frontline to executive leadership, reflect the diverse customers and neighbors who make up our communities. Inclusion and Diversity are fundamental values for WM and a core part of our company Code of Conduct.

OUR COMMITMENT TO IE&D (as of Dec. 31, 2021)	
Senior Leadership Team	Workforce
30% ethnic minorities	45% ethnic minorities
30% women	19% women

WM’s Commitment to a Diverse and Inclusive Workplace

WM has maintained or increased representation of minority groups compared to peer industries in all categories. Among our key efforts in recent years, we identified senior leadership sponsors for diversity initiatives and assembled diverse candidate slates for positions at the Area Vice President level and above.

In 2020 we launched our Inclusion, Equity and Diversity leadership council, sponsored by members of WM’s senior leadership team. The council works to evaluate policies, practices and procedures, and offers recommendations in the areas of education, training, talent development, recruitment and partnerships to ensure that our Inclusion, Equity, and Diversity (IE&D) efforts are sustainable and are tied to the business strategy.



Since its creation, the group has developed a framework and structure for rolling out business impact groups and company-wide IE&D training. Enterprise results are reported to the senior leadership team quarterly, and our Board of Directors receives an annual report on IE&D strategy and progress.

Raising Our Ambitions

To further embed IE&D as a central pillar and continued cultural focus, we added two aspirational goals to achieve by 2025:

- Achieve ethnic and racial diversity in each segment of our workforce, with an emphasis on leadership, that is greater than or equal to the estimated availability of minority talent in the marketplace.
- Lead the industry in female representation at all levels, with a special emphasis on frontline and women in leadership.

In 2020 we identified policies, practices, and procedures that could enhance our ability to meet these goals; incorporated IE&D metrics into each market’s monthly and quarterly business reviews; and launched internal and external campaigns to highlight employees from underrepresented groups in an

effort to inspire existing and future employees. In addition to these goals, we are growing our focus on recruiting employees who identify as LGBTQ, as veterans or as having a disability. WM is committed to a diverse Board of Directors. This is evidenced by the fact that one-third of our Board members are women, and 22% self-identify as ethnic minorities.

Putting ‘People First’ Into Practice

WM’s efforts to create a more diverse and inclusive workforce represent a long-term commitment. As the U.S. grapples with long-standing issues related to racial injustice, inequality and fairness, we have also been confronting these hard realities.

For example, we launched the Power of One, a movement focused on the impact one person can have, designed to enable all employees to commit to doing one thing to be part of the solution and improve IE&D at WM. Employees have pledged to educate themselves on IE&D issues, share what they learn with family members, and mentor and guide diverse emerging leaders. With nearly 50,000 employees, we believe that many small actions can add up to powerful change.

Another way we are continuing the dialogue is through a Courageous Conversation series. During these webinar-style events, employees across the enterprise come together to discuss topics such as Latino identity and tips for women seeking careers in trucking and transportation. We also shared a candid conversation between WM leaders about how we must move forward as a company to address racial injustice and held a town hall session where employees could pose questions to leadership about WM’s IE&D efforts.



Our female drivers at Southern Sanitation celebrating International Women's Day

**TESTED.
PROVEN.
TRUSTED.**

4.2.7 | SUBCONTRACTORS

Eastern Waste Systems, Inc.
Superior Wash
Clean Harbors



MUSEUM OF DISCOVERY & SCIENCE	FRIENDS OF BIRCH STATE PARK	PARKS RULE!	LIVE WORK PLAY	LOVE OUR CITY	CITY ON THE MOVE
	#RIVERWALK	VENICE OF AMERICA	MAKING A DIFFERENCE	#GORIVERWALK	



Fort Lauderdale, September 2022
Photo by Shiraz Kashar, WMIF Community Outreach and Education

9/8/2022

BidSync

CAM #22-1172
Exhibit 4
Page 99 of 145

p. 162



4.2.7 | SUBCONTRACTORS

A History of Working Together

Proposer must clearly identify any subcontractors that may be utilized during the term of this contract.

Eastern Waste Systems, Inc.

For bulky waste collection in the City, WM will team with our long-standing business partner that collaborates with us to service multiple municipalities in the Broward County area. Eastern Waste Systems (EWS) will collect bulk material using grapple trucks in residential areas. Residential bulk items will be collected 1x per month as the City prescribes. Information regarding what types of materials are acceptable for bulk collection will be part of our initial communications strategy for the transition of service. Residents will also be informed as to the schedule and frequency of collection well in advance of commencement of service. Below is the organizational structure for EWS.

Eastern Waste Systems, Inc.

1660 NW 19th Ave., Pompano Beach, FL 33069

www.easternwaste.com



Michael C. Marzano

O: (954) 543-9800 | C: (954) 931-3021

mmarzano@easternwaste.com

WMIF will subcontract with our established partner Eastern Waste Systems, Inc. for the City's bulky collections. WM Southern Sanitation currently partners with EWS in 10 local cities and has had an established partnership for many years.

With no disruption to existing schedules, EWS will provide bulky waste service 1x per month with 11 vehicles providing service in defined zones five days per week.

Michael Marzano
Owner

Gerald Walker
Operations Manager

Ron Johnson
Route Manager

**TESTED.
PROVEN.
TRUSTED.**

City of Fort Lauderdale
RFP # 12717-835 - Residential Curbside Collection Services

Superior Wash

WM will partner with another long-standing service provider for spill remediation.



Superior Wash

1020 NE 44th St, Oakland Park, FL 33334

www.superiorwash.com

Jody Scott

(954) 818-9845

support@superiorwash.com

Clean Harbors

If Fort Lauderdale wishes to engage in HHW collection events, WM will subcontract with Clean Harbors for these events.



Clean Harbors.

1400 NW 13th Ave., Pompano Beach, FL 33069

www.cleanharbors.com

Patrick Ethridge

(c) 954.465.6469

ethridge.patrick@cleanharbors.com

4.2.8 | REQUIRED FORMS AND DOCUMENTS

- A. Proposal Certification
- B. Cost Proposal
- C. Non-Collusion Statement
- D. Non-Discrimination Certification Form
- E. Contract Payment Method
- F. E-Verify Affirmation Statement
- G. Sample Insurance Certificate
- H. W-9 for Proposing Firm
- I. Active Status Page from Sunbiz
- J. Proposal Security
- Addendum 1
- Addendum 2



Fort Lauderdale, September 2022

Photo by Shiraz Kashar, WMF Community Outreach and Education

9/8/2022

BidSync

CAM #22-1172
Exhibit 4
Page 102 of 145

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4.2.8 | REQUIRED FORMS AND DOCUMENTS

Attention to Details - Always

WM's forms follow within this section.

A. Proposal Certification

9/7/22, 8:59 AM

DPX Form

Supplier Response Form

BID/PROPOSAL CERTIFICATION

Please Note: It is the sole responsibility of the bidder to ensure that his bid is submitted electronically through www.BidSync.com prior to the bid opening date and time listed. Paper bid submittals will not be accepted. All fields below must be completed. If the field does not apply to you, please note N/A in that field.

If you are a foreign corporation, you may be required to obtain a certificate of authority from the department of state, in accordance with Florida Statute §607.1501 (visit <http://www.dos.state.fl.us/>).

Company: (Legal Registration) Waste Management Inc. of Florida * EIN (Optional): 59-1094518

Address: 1800 N. Military Trail, Suite 201 *

City: Boca Raton * State: FL * Zip: 33431 *

Telephone No.: (954) 984-2035 * FAX No.: (954) 984-2057 * Email: dmyhan@wm.com *

Delivery: Calendar days after receipt of Purchase Order (section 1.02 of General Conditions): N/A

Total Bid Discount (section 1.05 of General Conditions): N/A

Check box if your firm qualifies for MBE / SBE / WBE (section 1.09 of General Conditions):

ADDENDUM ACKNOWLEDGEMENT - Proposer acknowledges that the following addenda have been received and are included in the proposal:

Addendum No.	Date Issued	Addendum No.	Date Issued	Addendum No.	Date Issued
1	8/31/2022	2	8/31/2022		

VARIANCES: If you take exception or have variances to any term, condition, specification, scope of service, or requirement in this competitive solicitation you must specify such exception or variance in the space provided below or reference in the space provided below all variances contained on other pages within your response. Additional pages may be attached if necessary. No exceptions or variances will be deemed to be part of the response submitted unless such is listed and contained in the space provided below. The City does not, by virtue of submitting a variance, necessarily accept any variances. If no statement is contained in the below space, it is hereby implied that your response is in full compliance with this competitive solicitation. If you do not have variances, simply mark N/A. **You must also click the "Take Exception" button.**

N/A

The below signatory hereby agrees to furnish the following article(s) or services at the price(s) and terms stated subject to all instructions, conditions, specifications addenda, legal advertisement, and conditions contained in the bid/proposal.

I have read all attachments including the specifications and fully understand what is required. By submitting this signed proposal, I will accept a contract if approved by the City and such acceptance covers all terms, conditions, and specifications of this bid/proposal. The below signatory also hereby agrees, by virtue of submitting or attempting to submit a response, that in no event shall the City's liability for respondent's direct, indirect, incidental, consequential, special or exemplary damages, expenses, or lost profits arising out of this competitive solicitation process, including but not limited to public advertisement, bid conferences, site visits, evaluations, oral presentations, or award proceedings exceed the amount of Five Hundred Dollars (\$500.00). This limitation shall not apply to claims arising under any provision of indemnification or the City's protest ordinance contained in this competitive solicitation.

Submitted by:

https://www.bidsync.com/DPXViewer/Bid_Proposal_Certification_Page_04-28-2020_8365013.htm?ac=supresponse&auc=2103479&docid=8367107&... 1/3

City of Fort Lauderdale
RFP # 12717-835 - Residential Curbside Collection Services

9/7/22, 8:59 AM

DPX Form

David M. Myhan
Name (printed)

David M. Myhan
Signature

Date *09/07/22*

President
Title

Revised 4/28/2020

https://www.bidsync.com/DPXViewer/Bid_Proposal_Certification_Page_04-28-2020_8365013.htm?ac=supresponse&auc=2103479&docid=8367107&... 2/3

B. Cost Proposal

Individual Pricing Per Service

Item	Description	Quantity Per Month	# of Months	UOM	Total Annual Quantity	Unit Cost Per Month	Annual Total
MSW (Garbage)	Year 1	38,847	12	Months	466,164	\$ 19.50	\$ 9,090,198.00
	Year 2	38,847	12	Months	466,164	\$ 20.87	\$ 9,728,842.68
	Year 3	38,847	12	Months	466,164	\$ 22.33	\$ 10,409,442.12
	Year 4	38,847	12	Months	466,164	\$ 23.89	\$ 11,136,657.96
	Year 5	38,847	12	Months	466,164	\$ 25.56	\$ 11,915,151.84
	Year 6	38,847	12	Months	466,164	\$ 27.35	\$ 12,749,585.40
	Year 7	38,847	12	Months	466,164	\$ 29.26	\$ 13,639,958.64
Total:							\$ 78,669,836.64

Yard Waste	Year 1	38,847	12	Months	466,164	\$ 9.98	\$ 4,652,316.72
	Year 2	38,847	12	Months	466,164	\$ 10.68	\$ 4,978,631.52
	Year 3	38,847	12	Months	466,164	\$ 11.43	\$ 5,328,254.52
	Year 4	38,847	12	Months	466,164	\$ 12.23	\$ 5,701,185.72
	Year 5	38,847	12	Months	466,164	\$ 13.09	\$ 6,102,086.76
	Year 6	38,847	12	Months	466,164	\$ 14.01	\$ 6,530,957.64
	Year 7	38,847	12	Months	466,164	\$ 14.99	\$ 6,987,798.36
Total:							\$ 40,281,231.24

Recycling	Year 1	38,847	12	Months	466,164	\$ 5.95	\$ 2,773,675.80
	Year 2	38,847	12	Months	466,164	\$ 6.37	\$ 2,969,464.68
	Year 3	38,847	12	Months	466,164	\$ 6.82	\$ 3,179,238.48
	Year 4	38,847	12	Months	466,164	\$ 7.30	\$ 3,402,997.20
	Year 5	38,847	12	Months	466,164	\$ 7.81	\$ 3,640,740.84
	Year 6	38,847	12	Months	466,164	\$ 8.36	\$ 3,897,131.04
	Year 7	38,847	12	Months	466,164	\$ 8.95	\$ 4,172,167.80
Total:							\$ 24,035,415.84

Bulk	Year 1	38,369	12	Months	460,428	\$ 8.00	\$ 3,683,424.00
	Year 2	38,369	12	Months	460,428	\$ 8.56	\$ 3,941,263.68
	Year 3	38,369	12	Months	460,428	\$ 9.16	\$ 4,217,520.48
	Year 4	38,369	12	Months	460,428	\$ 9.80	\$ 4,512,194.40
	Year 5	38,369	12	Months	460,428	\$ 10.49	\$ 4,829,889.72
	Year 6	38,369	12	Months	460,428	\$ 11.22	\$ 5,166,002.16
	Year 7	38,369	12	Months	460,428	\$ 12.01	\$ 5,529,740.28
Bulk Additional Service	Per Cubic Yard Collected		10,000	CY		\$ 100.00	\$ 1,000,000.00
Bulk Code Compliance Service	Per Pick-up *		800	Pickup		\$ 100.00	\$ 80,000.00
Knuckleboom Loader w/ Debris Grapple	DISASTER SERVICES - Includes Equipment and Operator		1	Hr.		\$ 325.00	\$ 325.00
Total:							\$ 32,960,359.72

* Price will be adjusted at same percent as Bulk services annually

Submitted by:

Firm/Company: Waste Management Inc. of Florida
 Authorized Representative: *David M. Myhan*
 Title: David M. Myhan, President
 Date: *09/06/22*

City of Fort Lauderdale
RFP # 12717-835 - Residential Curbside Collection Services

All Services Combined

All Services Cobined	Description	Quantity Per Month	# of Units	UOM	Total Annual Quantity	Unit Cost	Annual Total
MSW (Garbage), Yard Waste, Recycling, Bulk	Year 1	38,847	12	Months	466,164	\$ 43.43	\$ 20,245,502.52
MSW (Garbage), Yard Waste, Recycling, Bulk	Year 2	38,847	12	Months	466,164	\$ 46.48	\$ 21,667,302.72
MSW (Garbage), Yard Waste, Recycling, Bulk	Year 3	38,847	12	Months	466,164	\$ 49.74	\$ 23,186,997.36
MSW (Garbage), Yard Waste, Recycling, Bulk	Year 4	38,847	12	Months	466,164	\$ 53.22	\$ 24,809,248.08
MSW (Garbage), Yard Waste, Recycling, Bulk	Year 5	38,847	12	Months	466,164	\$ 58.95	\$ 26,548,039.80
MSW (Garbage), Yard Waste, Recycling, Bulk	Year 6	38,847	12	Months	466,164	\$ 60.94	\$ 28,408,034.16
MSW (Garbage), Yard Waste, Recycling, Bulk	Year 7	38,847	12	Months	466,164	\$ 65.21	\$ 30,398,554.44
Bulk Additional Service	Per Cubic Yard Collected		10,000	CY		\$ 100.00	\$ 1,000,000.00
Bulk Code Compliance Service	Per Pick-up *		800	Pickup		\$ 100.00	\$ 80,000.00
Knuckleboom Loader w/ Debris Grapple	DISASTER SERVICES - Includes Equipment and Operator		1	Hr		\$ 325.00	\$ 325.00

* Price will be adjusted at same percent as Bulk services annually

Total: \$ 176,344,004.08

Submitted by:

Firm/Company: Waste Management Inc. of Florida
 Authorized Representative: *David M. Myhan*
 Title: David M. Myhan, President
 Date: *09/06/22*

City of Fort Lauderdale
RFP # 12717-835 - Residential Curbside Collection Services

Sale of Bulk Fleet - Peterson Lightning Grapple Loaders

Item	Description	Quantity	Offer
1	V10119	1	
2	V10120	1	\$ -
3	V10121	1	\$ -
4	V10122	1	\$ -
5	V10123	1	\$ -
6	V10235	1	\$ -
7	V10236	1	\$ -
8	V10237	1	\$ -
9	V10238	1	\$ -
10	V10239	1	\$ -
11	V10240	1	\$ -
12	V10241	1	\$ -
13	V10242	1	\$ -
14	V10475	1	\$ -
15	V7071	1	\$ -
16	V7072	1	\$ -
17	V7073	1	\$ -
18	V7089	1	\$ -
19	V7090	1	\$ -
20	V7091	1	\$ -
21	V7092	1	\$ -

Total Combined Offer \$ -

Submitted by:

Firm/Company: Waste Management Inc. of Florida
 Authorized Representative: *David M. Myhan*
 Title: David M. Myhan, President
 Date: 09/06/22

SECTION VI - COST PROPOSAL PAGE

Proposer Name: Waste Management Inc. of Florida

Proposer agrees to supply the products and services at the prices proposed in accordance with the terms, conditions and specifications contained in this RFP.

Cost to the City: Contractor shall quote firm, fixed, costs for all services/products identified in this request for proposal. These firm fixed costs for the project include any costs for travel and miscellaneous expenses. No other costs will be accepted.

Notes:

- 1) Fill in all costs on Excel Pricing Sheets included in this Solicitation.
- 2) Attach a breakdown of costs including but not limited to labor, equipment, materials, and parts.

Submitted by:

David M. Myhan
 Name (printed)
 8-25-2022
 Date

David M. Myhan
 Signature
 President
 Title

Version 12-2021

Exceptions/Clarifications

WM, WMIF, those at WM Southern Sanitation, and all the WM professionals who would provide services to the City of Fort Lauderdale want to reiterate our commitment to you - that WM is prepared to meet the service expectations for your RFP. We aim to strengthen community ties and a business relationship by implementing this proposal.

WM is prepared to implement all services requested in this RFP. We are taking no exceptions.

**TESTED.
PROVEN.
TRUSTED.**

C. Non-Collusion Statement

NON-COLLUSION STATEMENT:

By signing this offer, the vendor/contractor certifies that this offer is made independently and free from collusion. Vendor shall disclose below any City of Fort Lauderdale, FL officer or employee, or any relative of any such officer or employee who is an officer or director of, or has a material interest in, the vendor's business, who is in a position to influence this procurement.

Any City of Fort Lauderdale, FL officer or employee who has any input into the writing of specifications or requirements, solicitation of offers, decision to award, evaluation of offers, or any other activity pertinent to this procurement is presumed, for purposes hereof, to be in a position to influence this procurement.

For purposes hereof, a person has a material interest if they directly or indirectly own more than 5 percent of the total assets or capital stock of any business entity, or if they otherwise stand to personally gain if the contract is awarded to this vendor.

In accordance with City of Fort Lauderdale, FL Policy and Standards Manual, 6.10.8.3,

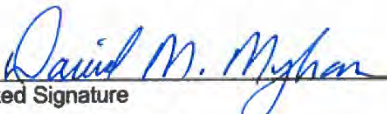
3.3. City employees may not contract with the City through any corporation or business entity in which they or their immediate family members hold a controlling financial interest (e.g. ownership of five (5) percent or more).

3.4. Immediate family members (spouse, parents and children) are also prohibited from contracting with the City subject to the same general rules.

Failure of a vendor to disclose any relationship described herein shall be reason for debarment in accordance with the provisions of the City Procurement Code.

<u>NAME</u>	<u>RELATIONSHIPS</u>
N/A	N/A
_____	_____
_____	_____
_____	_____

In the event the vendor does not indicate any names, the City shall interpret this to mean that the vendor has indicated that no such relationships exist.


Authorized Signature
David M. Myhan
Name (Printed)

President
Title
8-25-2022
Date

Rev 05-2020

D. Non-Discrimination Certification Form

**CONTRACTOR'S CERTIFICATE OF COMPLIANCE WITH
NON-DISCRIMINATION PROVISIONS OF THE CONTRACT**

The completed and signed form should be returned with the Contractor's submittal. If not provided with submittal, the Contractor must submit within three business days of City's request. Contractor may be deemed non-responsive for failure to fully comply within stated timeframes.

Pursuant to City Ordinance Sec. 2-17(a)(i)(ii), bidders must certify compliance with the Non-Discrimination provision of the ordinance.

- (a) Contractors doing business with the City shall not discriminate against their employees based on the employee's race, color, religion, gender (including identity or expression), marital status, sexual orientation, national origin, age, disability or any other protected classification as defined by applicable law.

Contracts. Every Contract exceeding \$100,000, or otherwise exempt from this section shall contain language that obligates the Contractor to comply with the applicable provisions of this section.

The Contract shall include provisions for the following:

- (i) The Contractor certifies and represents that it will comply with this section during the entire term of the contract.
- (ii) The failure of the Contractor to comply with this section shall be deemed to be a material breach of the contract, entitling the City to pursue any remedy stated below or any remedy provided under applicable law.

David M. Myhan
Authorized Signature

David M. Myhan
Print Name and Title

8-25-2022
Date

Form No-ISO 09/22/2017

E. Contract Payment Method

9/7/22, 8:57 AM

DPX Form

Supplier Response Form

CONTRACT PAYMENT METHOD

The City of Fort Lauderdale has implemented a Procurement Card (P-Card) program which changes how payments are remitted to its vendors. The City has transitioned from traditional paper checks to credit card payments via MasterCard or Visa as part of this program.

This allows you as a vendor of the City of Fort Lauderdale to receive your payments fast and safely. No more waiting for checks to be printed and mailed.

In accordance with the contract, payments on this contract will be made utilizing the City's P-Card (MasterCard or Visa). Accordingly, bidders must presently have the ability to accept these credit cards or take whatever steps necessary to implement acceptance of a card before the start of the contract term, or contract award by the City.

All costs associated with the Contractor's participation in this purchasing program shall be borne by the Contractor. The City reserves the right to revise this program as necessary.

By signing below you agree with these terms.

Please indicate which credit card payment you prefer:

MasterCard

Visa

Waste Management Inc. of Florida
Company Name

David M. Myhan
Name (Printed)



Signature

Date 09/07/22

President
Title

https://www.bidsync.com/DPXViewer/Contract_Payment_Method.P-Card_Form_06-27-19_9560763.htm?ac=supresponse&auc=2103479&docid=956... 1/2

City of Fort Lauderdale
RFP # 12717-835 - Residential Curbside Collection Services

F. E-Verify Affirmation Statement

9/7/22, 8:59 AM

DPX Form

Supplier Response Form

E-VERIFY AFFIRMATION STATEMENT

RFP/Bid /Contract No: RFP #12717-835

Project Description: Residential Curbside
Collection Services

Contractor/Proposer/Bidder acknowledges and agrees to utilize the U.S. Department of Homeland Security's E-Verify System to verify the employment eligibility of,

- (a) all persons employed by Contractor/Proposer/Bidder to perform employment duties within Florida during the term of the Contract, and,
- (b) all persons (including subcontractors/vendors) assigned by Contractor/Proposer/Bidder to perform work pursuant to the Contract.

The Contractor/Proposer/Bidder acknowledges and agrees that use of the U.S. Department of Homeland Security's E-Verify System during the term of the Contract is a condition of the Contract.

Contractor/Proposer/ Bidder Company Name: Waste Management Inc. of Florida

Authorized Company Person's Signature: *David M. Myhan*

Authorized Company Person's Title: David M. Myhan, President

Date: *09/07/22*

https://www.bidsync.com/DPXViewer/E-Verify_Affirmation_Statement.9-15-2020.htm?ac=supresponse&auc=2103479&docid=9570041&punchout=true 1/2

**TESTED.
PROVEN.
TRUSTED.**

City of Fort Lauderdale
RFP # 12717-835 - Residential Curbside Collection Services

G. Sample Insurance Certificate

WM secures gold-standard insurance coverage to protect our partners. Going above and beyond, we provide environmental site liability coverage, which covers all active sites that are owned or operated by WM. It offers third-party liability for bodily injury and property damage, and off-site clean-up coverage, coverage for both sudden and non-sudden pollution incidents, and transportation coverage including the loading and unloading of the vehicle. Fort Lauderdale can rest easy with WM as your service provider knowing that you are always protected by best-in-class insurance. Copies of our certificates of insurance are included on the following pages.

ACORD CERTIFICATE OF LIABILITY INSURANCE DATE (MM/DD/YYYY) 8/30/2022

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

IMPORTANT: If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must have ADDITIONAL INSURED provisions or be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

PRODUCER: LOCKTON COMPANIES
3657 BRIARPARK DRIVE, SUITE 700
HOUSTON TX 77042

INSURED: WASTE MANAGEMENT HOLDINGS, INC. & ALL AFFILIATED RELATED & SUBSIDIARY COMPANIES INCLUDING: WASTE MANAGEMENT INC. OF FLORIDA
3411 NORTH 40TH STREET
TAMPA FL 33605

INSURER A: ACE American Insurance Company 22667
INSURER B: Indemnity Insurance Co of North America 43575
INSURER C: ACE Fire Underwriters Insurance Company 20702
INSURER D: ACE Property & Casualty Insurance Co 20699

CERTIFICATE NUMBER: 18836890 REVISION NUMBER: XXXXXXXX

LINE	TYPE OF INSURANCE	ACORD FORM (IND)	POLICY NUMBER	POLICY EFF. DATE (MM/DD/YYYY)	POLICY EXP. DATE (MM/DD/YYYY)	LIMITS
A	COMMERCIAL GENERAL LIABILITY CLAIMS MADE <input checked="" type="checkbox"/> OCCUR <input checked="" type="checkbox"/> X UCLL INCLUDED X ISO FORM C 000010413 GENERAL AGGREGATE LIMIT APPLIES PER: POLICY <input checked="" type="checkbox"/> PER <input checked="" type="checkbox"/> LOC <input checked="" type="checkbox"/> OTHER:	Y	HDO G73492365	1/1/2022	1/1/2023	EACH OCCURRENCE: \$ 5,000,000 DAMAGE TO RENTED PREMISES: \$ 5,000,000 MED EXP (Any one person): \$ XXX,000.00 PERSONAL & ADV INJURY: \$ 5,000,000 GENERAL AGGREGATE: \$ 6,000,000 PRODUCTS - COMP/OP AGG: \$ 6,000,000
A	AUTOMOBILE LIABILITY ANY AUTO OWNED <input checked="" type="checkbox"/> X AUTOS ONLY <input checked="" type="checkbox"/> SCHEDULED AUTOS <input type="checkbox"/> X HRSV <input checked="" type="checkbox"/> AUTOS ONLY <input checked="" type="checkbox"/> NON-OWNED AUTOS ONLY <input type="checkbox"/> X MCS-90	Y	MMT H25550338	1/1/2022	1/1/2023	COMBINED SINGLE LIMIT (EA ACCIDENT): \$ 1,000,000 BODILY INJURY (Per person): \$ XXX,000.00 BODILY INJURY (Per accident): \$ XXX,000.00 PROPERTY DAMAGE (Per accident): \$ XXX,000.00
D	UMBRELLA LIAB EXCESS LIAB <input checked="" type="checkbox"/> CLAIMS-MADE <input checked="" type="checkbox"/> SIC: RETENTIONS:	Y	XEU G27929241 007	1/1/2022	1/1/2023	EACH OCCURRENCE: \$ 15,000,000 AGGREGATE: \$ 15,000,000 PER STATUTE: OTHER: \$ XXX,000.00
B	WORKERS COMPENSATION AND EMPLOYERS LIABILITY ANY PROFESSIONAL SERVICE OR EXECUTIVE OFFICER/BOARD MEMBER EXCLUDED? <input checked="" type="checkbox"/> Mandatory in HR: YES <input checked="" type="checkbox"/> NO <input type="checkbox"/> DESCRIPTION OF OPERATIONS below:	Y	WLR C68918585 (AOS) WLR C68918538 (AZ, CA & MA) SCF C68918697 (MT)	1/1/2022	1/1/2023	EL EACH ACCIDENT: \$ 3,000,000 EL DISEASE - EMPLOYEE: \$ 3,000,000 EL DISEASE - POLICY LIMIT: \$ 3,000,000
A	EXCESS AUTO LIABILITY	Y	XSA H25500286	1/1/2022	1/1/2023	COMBINED SINGLE LIMIT (EACH ACCIDENT): \$9,000,000

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)
BLANSETT WAIVER OF SUBROGATION IS GRANTED BY CERTIFICATE HOLDER ON ALL POLICIES WHERE AND TO THE EXTENT REQUIRED BY WRITTEN CONTRACT, WHERE PERMISSIBLE BY LAW. CERTIFICATE HOLDER IS NAMED AS AN ADDITIONAL INSURED ON ALL POLICIES (EXCEPT FOR WORKERS' COMP) WHERE AND TO THE EXTENT REQUIRED BY WRITTEN CONTRACT. THE INSURANCE AFFORDED TO THE ADDITIONAL INSURED AS DESCRIBED IN THIS CERTIFICATE OF INSURANCE FOR WORK PERFORMED BY THE NAMED INSURED IS PRIMARY AND NON-CONTRIBUTORY TO ANY SINGLE COVERAGE MAINTAINED BY THE ADDITIONAL INSURED WHERE AND TO THE EXTENT REQUIRED BY CONTRACT. 30 DAYS NOTICE OF CANCELLATION IS INCLUDED ON THE POLICIES.

CERTIFICATE HOLDER: 18836890 CITY OF FORT LAUDERDALE PROCUREMENT SERVICES DIVISION 100 N. ANDREWS AVENUE, SUITE 619 FORT LAUDERDALE FL 33301

CANCELLATION: SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.

AUTHORIZED REPRESENTATIVE: Kelly

ACORD 25 (2016/03) The ACORD name and logo are registered marks of ACORD. © 1988-2015 ACORD CORPORATION. All rights reserved.

ACORD CERTIFICATE OF LIABILITY INSURANCE DATE (MM/DD/YYYY) 06/30/2022

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

IMPORTANT: If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must have ADDITIONAL INSURED provisions or be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

PRODUCER: AORN Risk Services Southwest, Inc.
dallas tx office
5005 Lyndon B Johnson Freeway
Suite 1500
dallas tx 75244 USA

INSURED: Waste Management, Inc.
800 Capitol Street
Suite 3000
Houston TX 77002 USA

INSURER A: Ironshore Specialty Insurance Company 25445
INSURER B:
INSURER C:
INSURER D:
INSURER E:
INSURER F:

CERTIFICATE NUMBER: 570094263820 REVISION NUMBER:

LINE	TYPE OF INSURANCE	ACORD FORM (IND)	POLICY NUMBER	POLICY EFF. DATE (MM/DD/YYYY)	POLICY EXP. DATE (MM/DD/YYYY)	LIMITS
A	COMMERCIAL GENERAL LIABILITY CLAIMS MADE <input type="checkbox"/> OCCUR <input type="checkbox"/> X UCLL INCLUDED X ISO FORM C 000010413 GENERAL AGGREGATE LIMIT APPLIES PER: POLICY <input type="checkbox"/> PER <input type="checkbox"/> LOC <input type="checkbox"/> OTHER:	Y	HEFLPV/CAT/07002	07/01/2022	07/01/2023	EACH OCCURRENCE: \$24,000,000 DAMAGE TO RENTED PREMISES: \$5,000,000 MED EXP (Any one person): \$50,000.00 PERSONAL & ADV INJURY: \$5,000,000 GENERAL AGGREGATE: \$24,000,000 PRODUCTS - COMP/OP AGG: \$24,000,000
A	UMBRELLA LIAB EXCESS LIAB <input checked="" type="checkbox"/> CLAIMS-MADE <input checked="" type="checkbox"/> SIC: RETENTIONS:	Y	HEFLPV/CAT/07002	07/01/2022	07/01/2023	EACH OCCURRENCE: \$24,000,000 AGGREGATE: \$24,000,000
A	EXCESS AUTO LIABILITY	Y	HEFLPV/CAT/07002	07/01/2022	07/01/2023	EACH OCCURRENCE: \$1,000,000 AGGREGATE: \$2,000,000

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)
FOR INFORMATION PURPOSES ONLY
The enclosed policies cover all sites that are owned or operated by Waste Management, Inc. and that are scheduled for coverage. The policies provide Pollution Legal Liability.

CERTIFICATE HOLDER: Waste Management, Inc.
800 Capitol Street
Suite 3000
Houston TX 77002 USA

CANCELLATION: SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.

AUTHORIZED REPRESENTATIVE: AORN Risk Services Southwest, Inc.

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TESTED.
PROVEN.
TRUSTED.

H. W-9 for Proposing Firm

Form W-9 (Rev. October 2018) Department of the Treasury Internal Revenue Service	Request for Taxpayer Identification Number and Certification ▶ Go to www.irs.gov/FormW9 for instructions and the latest information.	Give Form to the requester. Do not send to the IRS.																	
1 Name (as shown on your income tax return). Name is required on this line; do not leave this line blank. Waste Management Inc. of Florida																			
2 Business name/disregarded entity name, if different from above																			
See Specific Instructions on page 3.	3 Check appropriate box for federal tax classification of the person whose name is entered on line 1. Check only one of the following seven boxes. <input type="checkbox"/> Individual/sole proprietor or single-member LLC <input checked="" type="checkbox"/> C Corporation <input type="checkbox"/> S Corporation <input type="checkbox"/> Partnership <input type="checkbox"/> Trust/estate <input type="checkbox"/> Limited liability company. Enter the tax classification (C=C corporation, S=S corporation, P=Partnership) ▶ _____ Note: Check the appropriate box in the line above for the tax classification of the single-member owner. Do not check LLC if the LLC is classified as a single-member LLC that is disregarded from the owner unless the owner of the LLC is another LLC that is not disregarded from the owner for U.S. federal tax purposes. Otherwise, a single-member LLC that is disregarded from the owner should check the appropriate box for the tax classification of its owner. <input type="checkbox"/> Other (see instructions) ▶ _____																		
4 Exemptions (codes apply only to certain entities, not individuals; see instructions on page 3): Exempt payee code (if any) <u>5</u> Exemption from FATCA reporting code (if any) _____ <small>(Applies to accounts maintained outside the U.S.)</small>		5 Address (number, street, and apt. or suite no.) See instructions. 800 Capitol St., Suite 3000																	
6 City, state, and ZIP code Houston, TX 77002		Requester's name and address (optional)																	
7 List account number(s) here (optional) Remit to WM Corporate Services, Inc., as Payment Agent, PO BOX 4648, CAROL STREAM, IL 60197-4648																			
Part I Taxpayer Identification Number (TIN) Enter your TIN in the appropriate box. The TIN provided must match the name given on line 1 to avoid backup withholding. For individuals, this is generally your social security number (SSN). However, for a resident alien, sole proprietor, or disregarded entity, see the instructions for Part I, later. For other entities, it is your employer identification number (EIN). If you do not have a number, see <i>How to get a TIN</i> , later. Note: If the account is in more than one name, see the instructions for line 1. Also see <i>What Name and Number To Give the Requester</i> for guidelines on whose number to enter.																			
		Social security number <table border="1" style="width:100%; text-align: center;"> <tr><td> </td><td> </td><td> </td><td>-</td><td> </td><td> </td><td> </td></tr> </table> or Employer identification number <table border="1" style="width:100%; text-align: center;"> <tr><td>5</td><td>9</td><td>-</td><td>1</td><td>0</td><td>9</td><td>4</td><td>5</td><td>1</td><td>8</td></tr> </table>				-				5	9	-	1	0	9	4	5	1	8
			-																
5	9	-	1	0	9	4	5	1	8										
Part II Certification Under penalties of perjury, I certify that: 1. The number shown on this form is my correct taxpayer identification number (or I am waiting for a number to be issued to me); and 2. I am not subject to backup withholding because: (a) I am exempt from backup withholding, or (b) I have not been notified by the Internal Revenue Service (IRS) that I am subject to backup withholding as a result of a failure to report all interest or dividends, or (c) the IRS has notified me that I am no longer subject to backup withholding; and 3. I am a U.S. citizen or other U.S. person (defined below); and 4. The FATCA code(s) entered on this form (if any) indicating that I am exempt from FATCA reporting is correct. Certification instructions. You must cross out item 2 above if you have been notified by the IRS that you are currently subject to backup withholding because you have failed to report all interest and dividends on your tax return. For real estate transactions, item 2 does not apply. For mortgage interest paid, acquisition or abandonment of secured property, cancellation of debt, contributions to an individual retirement arrangement (IRA), and generally, payments other than interest and dividends, you are not required to sign the certification, but you must provide your correct TIN. See the instructions for Part II, later.																			
Sign Here	Signature of U.S. person ▶ <i>Rachel Spears</i>	Date ▶ 1/20/2022																	
General Instructions Section references are to the Internal Revenue Code unless otherwise noted. Future developments. For the latest information about developments related to Form W-9 and its instructions, such as legislation enacted after they were published, go to www.irs.gov/FormW9 . Purpose of Form An individual or entity (Form W-9 requester) who is required to file an information return with the IRS must obtain your correct taxpayer identification number (TIN) which may be your social security number (SSN), individual taxpayer identification number (ITIN), adoption taxpayer identification number (ATIN), or employer identification number (EIN), to report on an information return the amount paid to you, or other amount reportable on an information return. Examples of information returns include, but are not limited to, the following: • Form 1099-DIV (dividends, including those from stocks or mutual funds) • Form 1099-MISC (various types of income, prizes, awards, or gross proceeds) • Form 1099-B (stock or mutual fund sales and certain other transactions by brokers) • Form 1099-S (proceeds from real estate transactions) • Form 1099-K (merchant card and third party network transactions) • Form 1098 (home mortgage interest), 1098-E (student loan interest), 1098-T (tuition) • Form 1099-C (canceled debt) • Form 1099-A (acquisition or abandonment of secured property) Use Form W-9 only if you are a U.S. person (including a resident alien), to provide your correct TIN. If you do not return Form W-9 to the requester with a TIN, you might be subject to backup withholding. See What is backup withholding, later.																			
Cat. No. 10231X		Form W-9 (Rev. 10-2018)																	

I. Active Status Page from Division of Corporations – Sunbiz.org

Florida Division of Corporations Records - Sunbiz



[Department of State](#) / [Division of Corporations](#) / [Search Records](#) / [Search by Entity Name](#) /

Waste Management Inc. of F

[Previous On List](#) [Next On List](#) [Return to List](#)

[Events](#) [Name History](#)

Detail by Entity Name
 Florida Profit Corporation
 WASTE MANAGEMENT INC. OF FLORIDA

Filing Information

Document Number	279946
FEI/EIN Number	59-1094518
Date Filed	03/30/1964
State	FL
Status	ACTIVE
Last Event	CORPORATE MERGER
Event Date Filed	01/03/2022
Event Effective Date	12/31/2021

Principal Address
 800 CAPITOL STREET,
 SUITE 3000
 HOUSTON, TX 77002

 Changed: 04/13/2021

Mailing Address
 800 CAPITOL STREET,
 SUITE 3000
 HOUSTON, TX 77002

 Changed: 04/13/2021

Registered Agent Name & Address
 CT CORPORATION SYSTEM
 1200 SOUTH PINE ISLAND ROAD
 PLANTATION, FL 33324

 Name Changed: 06/23/1992

 Address Changed: 04/19/2011

Officer/Director Detail

Name & Address

Title President, Director

MYHAN, DAVID M
 800 CAPITOL STREET,
 SUITE 3000
 HOUSTON, TX 77002

 Title VP

FARMER, DOMENICA
 800 CAPITOL STREET,
 SUITE 3000
 HOUSTON, TX 77002

 Title VP

CARROLL, THOMAS G
 800 CAPITOL STREET,
 SUITE 3000
 HOUSTON, TX 77002

 Title VP, CFO, Controller

NAGY, LESLIE K
 800 CAPITOL STREET,
 SUITE 3000
 HOUSTON, TX 77002

NAGY, LESLIE K
 800 CAPITOL STREET,
 SUITE 3000
 HOUSTON, TX 77002

 Title VP, Treasurer

REED, DAVID L
 800 CAPITOL STREET,
 SUITE 3000
 HOUSTON, TX 77002

 Title VP, Asst. Treasurer

LOCKETT, MARK A
 800 CAPITOL STREET,
 SUITE 3000
 HOUSTON, TX 77002

 Title VP, Asst. Secretary

LAMBROS, JAMES F
 800 CAPITOL STREET,
 SUITE 3000
 HOUSTON, TX 77002

 Title Asst. Secretary

FOSTER, JANNE C
 800 CAPITOL STREET,
 SUITE 3000
 HOUSTON, TX 77002

 Title Asst. Secretary

KAPLAN, RONALD M
 800 CAPITOL STREET,
 SUITE 3000
 HOUSTON, TX 77002

Title VP, Secretary, Director

TIPPY, COURTNEY A
 800 CAPITOL STREET,
 SUITE 3000
 HOUSTON, TX 77002

 Title VP

Wilson, James A
 800 CAPITOL STREET,
 SUITE 3000
 HOUSTON, TX 77002

 Title Asst. Treasurer

BENNETT, JEFF R
 800 CAPITOL STREET,
 SUITE 3000
 HOUSTON, TX 77002

 Title Asst. Secretary

SILVA, LISA
 800 CAPITOL STREET,
 SUITE 3000
 HOUSTON, TX 77002

 Title Asst. Secretary

LONGO, ROBERT E
 800 CAPITOL STREET,
 SUITE 3000
 HOUSTON, TX 77002

Annual Reports

Report Year	Filed Date
2019	01/02/2019
2020	04/08/2020
2021	04/13/2021

**TESTED.
PROVEN.
TRUSTED.**

City of Fort Lauderdale
RFP # 12717-835 - Residential Curbside Collection Services

J. Proposal Security

AIA Document A310™ - 2010

Bid Bond

CONTRACTOR:
(Name, legal status and address)
WASTE MANAGEMENT INC. OF FLORIDA
3831 NW 21st Ave.
Fort Lauderdale, FL 33373

OWNER:
(Name, legal status and address)
CITY OF FORT LAUDERDALE
100 N. Andrews Avenue, Fort Lauderdale, FL 33301
100 N. Andrews Avenue, Fort Lauderdale, FL 33301

BOND AMOUNT: Five percent of the total proposed amount (5%)

PROJECT:
(Name, location or address, and Project number, if any)
RFP # 12717-835: Residential Curbside Collection Services

The Contractor and Surety are bound to the Owner in the amount set forth above, for the payment of which the Contractor and Surety bind themselves, their heirs, executors, administrators, successors and assigns, jointly and severally, as provided herein. The conditions of this Bond are such that if the Owner accepts the bid of the Contractor within the time specified in the bid documents, or within such time period as may be agreed to by the Owner and Contractor, and the Contractor either: (1) enters into a contract with the Owner in accordance with the terms of such bid, and gives such bond or bonds as may be specified in the bidding or Contract Documents, with a surety admitted in the jurisdiction of the Project and otherwise acceptable to the Owner, for the faithful performance of such Contract and for the prompt payment of labor and material furnished in the prosecution thereof; or (2) pays to the Owner the difference, not to exceed the amount of this Bond, between the amount specified in said bid and such larger amount for which the Owner may in good faith contract with another party to perform the work covered by said bid, then this obligation shall be null and void, otherwise to remain in full force and effect. The Surety hereby waives any notice of an agreement between the Owner and Contractor to extend the time to which the Owner may accept the bid. Waiver of notice by the Surety shall not apply to any extension exceeding sixty (60) days in the aggregate beyond the time for acceptance of bids specified in the bid documents, and the Owner and Contractor shall obtain the Surety's consent for an extension beyond sixty (60) days.

If this Bond is issued in connection with a subcontractor's bid to a Contractor, the term Contractor in this Bond shall be deemed to be Subcontractor and the term Owner shall be deemed to be Contractor.

When this Bond has been furnished to comply with a statutory or other legal requirement in the location of the Project, any provision in this Bond conflicting with said statutory or legal requirement shall be deemed deleted herefrom and provisions conforming to such statutory or other legal requirement shall be deemed incorporated herein. When so furnished, the intent is that this Bond shall be construed as a statutory bond and not to a common law bond.

Signed and sealed this 8th day of September, 2022

(Witness) Each Granda, Witness
(Witness) Cindy Walsh, Witness

WASTE MANAGEMENT INC. OF FLORIDA
(Title) David C. Rosenber, Attorney-in-Fact
(Title) David A. Johnson, P. Resident Agent, FL License No. 114902

CAUTION: You should sign an original AIA Contract Document, on which this seal appears in RED, in duplicate. The American Institute of Architects' legal counsel, copyright@aia.org

POWER OF ATTORNEY

KNOWN ALL MEN BY THESE PRESENTS that Waste Management, Inc. and each of its direct and indirect majority owned subsidiaries (the "WM Entities"), have constituted and appointed and do hereby appoint Elizabeth P. Cervini, Melissa J. Hinde, David C. Rosenberg, Matthew J. Rosenberg, and Julia R. Burnet of Rosenberg and Parker, each its true and lawful Attorney-in-fact to execute under such designation in its name, to affix the corporate seal approved by the WM Entities for such purpose, and to deliver for and on its behalf as surety thereon or otherwise, bonds of any of the following classes, to wit:

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

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

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

IN WITNESS WHEREOF, the WM Entities have caused these presents to be signed by the Vice President and Treasurer and its corporate seal to be hereto affixed. This power of attorney is in effect as of September 8, 2022.

Witness:
Dinosbury

On behalf of Waste Management, Inc. and each of the other WM Entities
D.R. Reed
David Reed
Vice President and Treasurer

SWISS RE CORPORATE SOLUTIONS

SWISS RE CORPORATE SOLUTIONS AMERICA INSURANCE CORPORATION (SAC) NORTH AMERICAN SPECIALTY INSURANCE COMPANY (SRCSAC) SWISS RE CORPORATE SOLUTIONS PREMIER INSURANCE CORPORATION (PIC) WASHINGTON INTERNATIONAL INSURANCE COMPANY (SRCSPIC) WESTPORT INSURANCE CORPORATION (WIC)

GENERAL POWER OF ATTORNEY

KNOW ALL MEN BY THESE PRESENTS, THAT SRCSAC, a corporation duly organized and existing under laws of the State of Missouri, and having its principal office in the City of Kansas City, Missouri, and SRCSPIC, a corporation organized and existing under the laws of the State of Missouri and having its principal office in the City of Kansas City, Missouri, and WIC, organized under the laws of the State of Missouri, and having its principal office in the City of Kansas City, Missouri, each do hereby make, execute and appoint:

HARRY C. ROSENBERG, DAVID C. ROSENBERG, MATTHEW J. ROSENBERG, JOHN E. ROSENBERG, JOYCE M. HOUGHTON, JULIA R. BURNET, DENISE M. BRUNO, STEPHANIE S. HELMIG, JONATHAN F. BLACK, ELIZABETH P. CERVINI, DAVID A. JOHNSON, MELISSA J. HINDE AND JAMES M. DISCULLO JOINTLY or SEVERALLY

to be true and lawful Attorney(s)-in-Fact, to make, execute, seal and deliver, for and on its behalf and as its true and lawful, agent or other writings obligatory in the nature of a bond on behalf of said Corporation, as surety, on contracts of suretyship as set or may be required or permitted by law, regulation, contract or otherwise, provided that no bond or undertaking or contract or suretyship executed under this authority shall exceed the amount of:

ONE HUNDRED TWENTY-FIVE MILLION (\$125,000,000.00) DOLLARS

This Power of Attorney is granted and is signed by facsimile under and by the authority of the following Resolutions adopted by the Boards of Directors of each SRCSAC and SRCSPIC at meetings duly called and held on the 18th of November 2021 and WIC by written consent of its Executive Committee dated July 18, 2011.

"RESOLVED, that any two of the President, any Managing Director, any Senior Vice President, any Vice President, the Secretary or any Assistant Secretary be, and each of them hereby is, authorized to execute a Power of Attorney qualifying the attorney named in the given Power of Attorney to execute on behalf of the Corporation bonds, undertakings and all contracts of surety, and that each of any of them hereby is authorized to attest to the execution of any such Power of Attorney and to attach thereto the seal of the Corporation, and it is

FURTHER RESOLVED, that the signature of each officer and the seal of the Corporation may be affixed to any such Power of Attorney or to any certificate relating thereto by facsimile, and any such Power of Attorney or certificate bearing such facsimile signatures or facsimile seal shall be binding upon the Corporation when so affixed and in the future with regard to any bond, undertaking or contract of surety to which it is attached."

IN WITNESS WHEREOF, SRCSAC, SRCSPIC, and WIC have caused their official seals to be hereto affixed, and these presents to be signed by their authorized officers

the 27th day of APRIL, 2022

Swiss Re Corporate Solutions America Insurance Corporation
Swiss Re Corporate Solutions Premier Insurance Corporation
Westport Insurance Corporation

On this 27th day of APRIL, 2022, before me, a Notary Public personally appeared Erik Johnson, Senior Vice President of SRCSAC and Senior Vice President of SRCSPIC and Senior Vice President of WIC and David Johnson, Vice President of SRCSAC and Vice President of SRCSPIC and Vice President of WIC, personally known to me, who being by me duly sworn, acknowledged that they signed the above Power of Attorney as officers and acknowledged and instrument to be the voluntary act and deed of their respective companies.

Yvesita A. Patel, Notary
Jeffrey Oudweg, Senior Vice President and Assistant Secretary of SRCSAC and SRCSPIC and WIC, do hereby certify that the above and foregoing is a true and correct copy of a Power of Attorney given by and for SRCSAC and SRCSPIC and WIC, which is still in full force and effect. IN WITNESS WHEREOF, I have set my hand and affixed the seal of the Company this 8th day of September, 2022.

AM Best Rating Services

Swiss Re Corporate Solutions America Insurance Corporation

AM Best Rating: **A-1** (Superior)

Assigned to insurance companies that have, in our opinion, a superior ability to meet their ongoing insurance obligations.

View additional rates, reports and products for this company.

Based on AM Best's analysis, SRCSAC - Swiss Re Ltd is the AM Best Ultimate Parent and identifies the ultimate entity of the corporate structure. View a list of corporate insurance entities in this structure.

Best's Credit Ratings

Financial Strength View Definition	Best's Credit Rating Analyst
Rating Rating Category: A-1 (Superior)	Rating Office: A.M. Best Rating Services, Inc.
Additional Code: 8 (Super)	Resour: Financial Analyst: Theobald, CFA, FRM, CMA, CFOU, AIA, AE, AFA
Outlook (or Impairment): Stable	Senior Director: Carla Wing-Lay
Action: Affirmed	Mark: See the Disclosure Information Form or Press Release below for the office and analyst at the time of the rating event.
Effective Date: August 18, 2022	
Initial Rating Date: June 30, 1984	
Long-Term Issuer Credit View Definition	Disclosure Information
Rating Rating Category: A-1 (Superior)	Disclosure Information Form
Outlook (or Impairment): Negative	View AM Best's Rating Disclosure Form
Action: Affirmed	Press Release
Effective Date: August 18, 2022	AM Best's Annual Credit Outlook of Swiss Reinsurance Company Limited States Affiliates
Initial Rating Date: August 23, 2008	View AM Best's Rating Review Form
Financial Size Category View Definition	
Financial Size Category: XV (\$2 Billion or greater)	
Derivative Underwritten Best's Rating	
Rating History	
AM Best has provided ratings & analysis on this company since 1984.	
Financial Strength Rating	Long-Term Issuer Credit Rating

TESTED.
PROVEN.
TRUSTED.

City of Fort Lauderdale
RFP # 12717-835 - Residential Curbside Collection Services

iii Swiss Re Corporate Solutions We're smarter together

CONSENT OF SURETY

CITY OF FORT LAUDERDALE
100 N. Andrews Avenue
Fort Lauderdale, FL 33301

SWISS RE CORPORATE SOLUTIONS AMERICA INSURANCE CORPORATION, duly qualified to
transact business in the State of Florida, agrees that if
WASTE MANAGEMENT INC. OF FLORIDA
is the successful Bidder for RFP # 12717-835: Residential Curbside Collection Services

It is surety, will provide the Bidder with bonds in such form and sum as required in the advertisement or in the specifications.

Signed, sealed and dated this 8th day of September, 2022

SWISS RE CORPORATE SOLUTIONS AMERICA INSURANCE CORPORATION

By: *David A. Johnson*
David A. Johnson, FL Resident Agent, AR License No. P113936

SWISS RE CORPORATE SOLUTIONS

SWISS RE CORPORATE SOLUTIONS AMERICA INSURANCE CORPORATION (SWISS RE)
SWISS RE CORPORATE SOLUTIONS PREMIER INSURANCE CORPORATION (SRCSAIC)
WESTPORT INSURANCE CORPORATION (WIC)

GENERAL POWER OF ATTORNEY

KNOW ALL MEN BY THESE PRESENTS, THAT SRCSAIC, a corporation duly organized and existing under laws of the State of Missouri, and having its principal office in the City of Kansas City, Missouri, and SRCSAIC, a corporation organized and existing under the laws of the State of Missouri and having its principal office in the City of Kansas City, Missouri, and WIC, organized under the laws of the State of Missouri, and having its principal office in the City of Kansas City, Missouri, each do hereby make, constitute and appoint:

HARRY C. ROSENBERG, DAVID C. ROSENBERG, MATTHEW J. ROSENBERG, JOHN E. ROSENBERG, JOYCE M. HOUGHTON,
JULIA R. BURNET, DENISE M. BRUNO, STEPHANIE S. HELMIG, JONATHAN F. BLACK, ELIZABETH P. CERVINI,
DAVID A. JOHNSON, MELISSA J. HINDE AND JAMES M. DISCULLO JOINTLY or SEVERALLY

to be and lawful Attorney-in-Fact, to make, execute, seal and deliver, for and on its behalf and as its set and deed, bonds or other writings obligatory in the nature of a bond on behalf of each of said Companies, as surety, on contracts of suretyship as are or may be required or permitted by law, regulation, contract or otherwise, provided that no bond or undertaking or contract of suretyship executed under this authority shall exceed the amount of:

ONE HUNDRED TWENTY-FIVE MILLION (\$125,000,000.00) DOLLARS

This Power of Attorney is granted and is signed by facsimile under seal by the authority of the following Resolutions adopted by the Boards of Directors of both SRCSAIC and SRCSAIC at meetings duly called and held on the 18th of November 2021 and WIC by written consent of its Executive Committee dated July 18, 2011.

"RESOLVED, that any two of the President, any Managing Director, any Senior Vice President, any Vice President, the Secretary or any Assistant Secretary be, and each or any of them hereby is, authorized to execute a Power of Attorney qualifying the attorney named in the given Power of Attorney to execute on behalf of the Corporation bonds, undertakings and all contracts of surety, and that each or any of them hereby is authorized to attend to the execution of any such Power of Attorney and to attach therein the seal of the Corporation; and it is

FURTHER RESOLVED, that the signature of such officers and the seal of the Corporation may be affixed to any such Power of Attorney or to any certificates relating thereto by facsimile, and any such Power of Attorney or certificate bearing such facsimile signatures or facsimile seal shall be binding upon the Corporation when so affixed and in the future with regard to any bond, undertaking or contract of surety to which it is attached."

By: *Erik Jonsson*, Senior Vice President of SRCSAIC & Senior Vice President of SRCSAIC & Senior Vice President of WIC
By: *David A. Johnson*, General Agent, Vice President of SRCSAIC & Vice President of SRCSAIC & Vice President of WIC

IN WITNESS WHEREOF, SRCSAIC, SRCSAIC, and WIC have caused their official seals to be hereto affixed, and these presents to be signed by their authorized officers

this 29th day of APRIL, 2022

State of Illinois
County of Cook

Swiss Re Corporate Solutions America Insurance Corporation
Swiss Re Corporate Solutions Premier Insurance Corporation
Westport Insurance Corporation

On this 29th day of APRIL, 2022, before me, a Notary Public personally appeared Erik Jonsson, Senior Vice President of SRCSAIC and Senior Vice President of SRCSAIC and Senior Vice President of WIC and David A. Johnson, Vice President of SRCSAIC and Vice President of SRCSAIC and Vice President of WIC, personally known to me, who being by me duly sworn, acknowledged that they signed the above Power of Attorney as officers of and acknowledged said instrument to be the voluntary act and deed of their respective companies.

By: *Jeffrey Goldberg*
Jeffrey Goldberg, Senior Vice President and Assistant Secretary of SRCSAIC and SRCSAIC and WIC, do hereby certify that the above and foregoing is a true and correct copy of a Power of Attorney given by said SRCSAIC and SRCSAIC and WIC, which is still in full force and effect.

IN WITNESS WHEREOF, I have set my hand and affixed the seal of the Commission this 8th day of September, 2022.

Jeffrey Goldberg, Senior Vice President and Assistant Secretary of SRCSAIC and SRCSAIC and WIC

FLORIDA DEPARTMENT OF FINANCIAL SERVICES

DAVID A JOHNSON
License Number : P113936

Resident Insurance License
• 0220 - GENERAL LINES (PROP & CAS)


Issue Date
11/24/2015

Please Note: A licensee may only receive insurance with an active appointment by an eligible broker or employer; if you are acting as a surplus lines agent, public adjuster, or insurance intermediary manager/broker, you should have an appointment registered in your own name or firm with the Commission. If you are exempt of your license each time of license held, at each expiration date, the individual will be required to re-qualify as a licensee applicant. If the license was obtained by passing a CE 2015 or 2015-2016 Florida Statutes. A licensee may track their continuing education requirements completed or needed in their MyFlorida account at MyFlorida.Fin.Sec. To verify the accuracy of the license you may review the individual license record under "License Search" on the Florida Department of Financial Services website at <http://www.MyFloridaFD.com/ConsumerAgents>

Jeff Atwater
Jeff Atwater
Chief Financial Officer
State of Florida

TESTED.
PROVEN.
TRUSTED.

Addendum 1, 8/31/2022



City of Fort Lauderdale • Procurement Services Division
100 N. Andrews Avenue, 619 • Fort Lauderdale, Florida 33301
954-828-5933 Fax 954-828-5576
purchase@fortlauderdale.gov

ADDENDUM NO. 1

RFP No. 12717-835
Residential Curbside Collection Services

ISSUED: 8/31/2022

This addendum is being issued to make the following change(s):

- In response to question 48: change in Section 2.37.

WAS:
2.37 Service Test Period
If the Contractor has not previously performed the services to the City, the City reserves the right to require a test period to determine if the Contractor can perform in accordance with the requirements of the contract, and to the City's satisfaction. Such test period can be from thirty to ninety days, and will be conducted under all specifications, terms and conditions contained in the contract. This trial period will then become part of the initial contract period.

A performance evaluation will be conducted prior to the end of the test period and that evaluation will be the basis for the City's decision to continue with the Contractor or to select another Contractor (if applicable).


REVISED:
2.37 Service Test Period – N/A

- In response to question 74: change in Section 2.29

WAS:
2.29 Damage to Public or Private Property
Extreme care shall be taken to safeguard all existing facilities, site amenities, irrigation systems, vehicles, etc. on or around the job site. Damage to public and/or private property shall be the responsibility of the Contractor and shall be repaired and/or replaced at no additional cost to the City.

REVISED:
2.29 Damage to Public or Private Property
Extreme care shall be taken to safeguard all existing facilities, site amenities, irrigation systems, vehicles, etc. on or around the job site. Damage to public and/or private property shall be the responsibility of the Contractor and shall be repaired and/or replaced at no additional cost to the City.

Except in the case of Contractor's negligence or misconduct, Contractor shall not be liable for any damages to pavement, curbing or other driving surface resulting from the weight of its trucks and equipment.



City of Fort Lauderdale • Procurement Services Division
100 N. Andrews Avenue, 619 • Fort Lauderdale, Florida 33301
954-828-5933 Fax 954-828-5576
purchase@fortlauderdale.gov

- In response to questions 122 and 129: Multi-Family Account List Provided
- In response to questions 123: Commercial Account List Provided

All other terms, conditions, and specifications remain unchanged.

Laurie Platkin
Senior Procurement Specialist

Company Name: Waste Management Inc. of Florida
(please print)

Bidder's Signature: David M. Mylon

Date: 9/1/2022

Addendum 2, 8/31/2022

Added on Aug 31, 2022:

ADDENDUM 2

Report of error message with Excel File. No information has changed. New Excel Pricing Sheets_R2 swapped out with R1.

All other terms, conditions, and specifications remain unchanged

**TESTED.
PROVEN.
TRUSTED.**

CONCLUSION

Resources, People, and a Plan for Fort Lauderdale
WM - Tested. Proven. Trusted



Fort Lauderdale, September 2022

Photo by Shiraz Kashar, WMIF Community Outreach and Education

9/8/2022

BidSync

CAM #22-1172
Exhibit 4
Page 119 of 145

p. 182



CONCLUSION

Resources, People, and a Plan for Fort Lauderdale

Waste Management Inc. of Florida (WM/WMIF) is a proactive partner with proven results. Our work throughout Florida and North America is a testament to our professional approach over the long term and we are committed to the opportunity to work with you in managing your environmental needs.

We have fulfilled the individual tenets and each requirement of your RFP and have organized this response to provide our proposal in response to each element outlined.

We believe this to be a significant opportunity for both WM and the City of Fort Lauderdale. We strongly invest in our partner customers and want to be your waste solutions provider of the future. We understand your priorities and are well-equipped to provide the services and resources you need to achieve your collection and disposal goals. We will provide tailored services to meet your operational needs and aim to work with you for the life of the contract.

Secondly, we are committed to building a strong partnership by providing high quality, reliable service for the entire term of the Agreement. We have shown ourselves to be a dependable partner in our long-term agreements with neighboring communities/customers with similar needs to the City. We have the resources to make needed adjustments, when necessary, to facilitate continued satisfaction for you and your residents and businesses. WM will provide uninterrupted stability backed by innovation, value, and best practices stemming from over five decades of experience. We are committed to being a proactive partner to help you achieve your goals of dependable automated collections from a qualified and experienced firm, reliable route completions, and consistent and efficient communications.

Lastly, entering into a partnership with WM will provide your City with high-quality, reliable service delivery for an essential and highly regulated responsibility. We have the experience to develop a collaborative implementation plan to provide a smooth and seamless transition. Our best-in-class collection, processing, and disposal operations, along with our industry-leading safety and environmental practices, will give you peace of mind that your wastes are being managed in full compliance with all regulatory requirements and standards.

WM is dedicated to being the best environmental solutions partner for the City now and in the future. We are hopeful that the information presented has earned WM the honor to come back home to Fort Lauderdale.

Thank you for considering our proposal.

**TESTED.
PROVEN.
TRUSTED.**

Individual Pricing Per Service

Item	Description	Quantity Per Month	# of Months	UOM	Total Annual Quantity	Unit Cost Per Month	Annual Total
MSW (Garbage)	Year 1	38,847	12	Months	466,164	\$ 19.50	\$ 9,090,198.00
	Year 2	38,847	12	Months	466,164	\$ 20.87	\$ 9,728,842.68
	Year 3	38,847	12	Months	466,164	\$ 22.33	\$ 10,409,442.12
	Year 4	38,847	12	Months	466,164	\$ 23.89	\$ 11,136,657.96
	Year 5	38,847	12	Months	466,164	\$ 25.58	\$ 11,915,151.84
	Year 6	38,847	12	Months	466,164	\$ 27.35	\$ 12,749,585.40
	Year 7	38,847	12	Months	466,164	\$ 29.26	\$ 13,639,958.64

Total: \$ 78,669,836.64

Yard Waste	Year 1	38,847	12	Months	466,164	\$ 9.98	\$ 4,652,316.72
	Year 2	38,847	12	Months	466,164	\$ 10.68	\$ 4,978,631.52
	Year 3	38,847	12	Months	466,164	\$ 11.43	\$ 5,328,254.52
	Year 4	38,847	12	Months	466,164	\$ 12.23	\$ 5,701,185.72
	Year 5	38,847	12	Months	466,164	\$ 13.09	\$ 6,102,086.76
	Year 6	38,847	12	Months	466,164	\$ 14.01	\$ 6,530,957.64
	Year 7	38,847	12	Months	466,164	\$ 14.99	\$ 6,987,798.36

Total: \$ 40,281,231.24

Recycling	Year 1	38,847	12	Months	466,164	\$ 5.95	\$ 2,773,675.80
	Year 2	38,847	12	Months	466,164	\$ 6.37	\$ 2,969,464.68
	Year 3	38,847	12	Months	466,164	\$ 6.82	\$ 3,179,238.48
	Year 4	38,847	12	Months	466,164	\$ 7.30	\$ 3,402,997.20
	Year 5	38,847	12	Months	466,164	\$ 7.81	\$ 3,640,740.84
	Year 6	38,847	12	Months	466,164	\$ 8.36	\$ 3,897,131.04
	Year 7	38,847	12	Months	466,164	\$ 8.95	\$ 4,172,167.80

Total: \$ 24,035,415.84

Bulk	Year 1	38,369	12	Months	460,428	\$ 8.00	\$ 3,683,424.00
	Year 2	38,369	12	Months	460,428	\$ 8.56	\$ 3,941,263.68
	Year 3	38,369	12	Months	460,428	\$ 9.16	\$ 4,217,520.48
	Year 4	38,369	12	Months	460,428	\$ 9.80	\$ 4,512,194.40
	Year 5	38,369	12	Months	460,428	\$ 10.49	\$ 4,829,889.72
	Year 6	38,369	12	Months	460,428	\$ 11.22	\$ 5,166,002.16
	Year 7	38,369	12	Months	460,428	\$ 12.01	\$ 5,529,740.28
Bulk Additional Service	Per Cubic Yard Collected		10,000	CY		\$ 100.00	\$ 1,000,000.00
Bulk Code Compliance Service	Per Pick-up *		800	Pickup		\$ 100.00	\$ 80,000.00
Knuckleboom Loader w/ Debris Grapple	DISASTER SERVICES - Includes Equipment and Operator		1	Hr.		\$ 325.00	\$ 325.00

* Price will be adjusted at same percent as Bulk services annually

Total: \$ 32,960,359.72

Submitted by:

Firm/Company: Waste Management Inc. of Florida

Authorized Representative: *David M. Myhan*

Title: David M. Myhan, President

Date: 09/06/22

All Services Combined

All Services Cobined	Description	Quantity Per Month	# of Units	UOM	Total Annual Quantity	Unit Cost	Annual Total
MSW (Garbage), Yard Waste, Recycling, Bulk	Year 1	38,847	12	Months	466,164	\$ 43.43	\$ 20,245,502.52
MSW (Garbage), Yard Waste, Recycling, Bulk	Year 2	38,847	12	Months	466,164	\$ 46.48	\$ 21,667,302.72
MSW (Garbage), Yard Waste, Recycling, Bulk	Year 3	38,847	12	Months	466,164	\$ 49.74	\$ 23,186,997.36
MSW (Garbage), Yard Waste, Recycling, Bulk	Year 4	38,847	12	Months	466,164	\$ 53.22	\$ 24,809,248.08
MSW (Garbage), Yard Waste, Recycling, Bulk	Year 5	38,847	12	Months	466,164	\$ 56.95	\$ 26,548,039.80
MSW (Garbage), Yard Waste, Recycling, Bulk	Year 6	38,847	12	Months	466,164	\$ 60.94	\$ 28,408,034.16
MSW (Garbage), Yard Waste, Recycling, Bulk	Year 7	38,847	12	Months	466,164	\$ 65.21	\$ 30,398,554.44
Bulk Additional Service	Per Cubic Yard Collected		10,000	CY		\$ 100.00	\$ 1,000,000.00
Bulk Code Compliance Service	Per Pick-up *		800	Pickup		\$ 100.00	\$ 80,000.00
Knuckleboom Loader w/ Debris Grapple	DISASTER SERVICES - Includes Equipment and Operator		1	Hr.		\$ 325.00	\$ 325.00

* Price will be adjusted at same percent as Bulk services annually

Total: \$176,344,004.08

Submitted by:

Firm/Company:	Waste Management Inc. of Florida
Authorized Representative:	<i>David M. Myhan</i>
Title:	David M. Myhan, President
Date:	<i>09/06/22</i>

Sale of Bulk Fleet - Peterson Lightning Grapple Loaders

Item	Description	Quantity	Offer
1	V10119	1	
2	V10120	1	\$ -
3	V10121	1	\$ -
4	V10122	1	\$ -
5	V10123	1	\$ -
6	V10235	1	\$ -
7	V10236	1	\$ -
8	V10237	1	\$ -
9	V10238	1	\$ -
10	V10239	1	\$ -
11	V10240	1	\$ -
12	V10241	1	\$ -
13	V10242	1	\$ -
14	V10475	1	\$ -
15	V7071	1	\$ -
16	V7072	1	\$ -
17	V7073	1	\$ -
18	V7089	1	\$ -
19	V7090	1	\$ -
20	V7091	1	\$ -
21	V7092	1	\$ -

Total Combined Offer \$ -

Submitted by:

Firm/Company: Waste Management Inc. of Florida

Authorized Representative: *David M. Myhan*

Title: David M. Myhan, President

Date: *09/06/22*

AIA Document A310™ – 2010

Bid Bond

CONTRACTOR:

(Name, legal status and address)

WASTE MANAGEMENT INC. OF FLORIDA

3831 NW 21st Ave.

Pompano Beach, FL 33073

OWNER:

(Name, legal status and address)

CITY OF FORT LAUDERDALE

100 N. Andrews Avenue, Fort Lauderdale, FL 33301

BOND AMOUNT:

Five percent of the total proposed amount (5%)-----

PROJECT:

(Name, location or address, and Project number, if any)

RFP # 12717-835: Residential Curbside Collection Services

SURETY:

(Name, legal status and principal place of business)

SWISS RE CORPORATE SOLUTIONS

AMERICA INSURANCE CORPORATION

1200 Main Street

Suite 800

Kansas City, MO 64105-2478

This document has important legal consequences. Consultation with an attorney is encouraged with respect to its completion or modification.

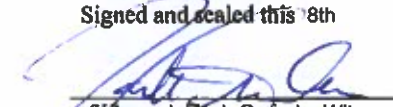
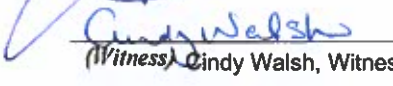
Any singular reference to Contractor, Surety, Owner or other party shall be considered plural where applicable.

The Contractor and Surety are bound to the Owner in the amount set forth above, for the payment of which the Contractor and Surety bind themselves, their heirs, executors, administrators, successors and assigns, jointly and severally, as provided herein. The conditions of this Bond are such that if the Owner accepts the bid of the Contractor within the time specified in the bid documents, or within such time period as may be agreed to by the Owner and Contractor, and the Contractor either (1) enters into a contract with the Owner in accordance with the terms of such bid, and gives such bond or bonds as may be specified in the bidding or Contract Documents, with a surety admitted in the jurisdiction of the Project and otherwise acceptable to the Owner, for the faithful performance of such Contract and for the prompt payment of labor and material furnished in the prosecution thereof; or (2) pays to the Owner the difference, not to exceed the amount of this Bond, between the amount specified in said bid and such larger amount for which the Owner may in good faith contract with another party to perform the work covered by said bid, then this obligation shall be null and void, otherwise to remain in full force and effect. The Surety hereby waives any notice of an agreement between the Owner and Contractor to extend the time in which the Owner may accept the bid. Waiver of notice by the Surety shall not apply to any extension exceeding sixty (60) days in the aggregate beyond the time for acceptance of bids specified in the bid documents, and the Owner and Contractor shall obtain the Surety's consent for an extension beyond sixty (60) days.

If this Bond is issued in connection with a subcontractor's bid to a Contractor, the term Contractor in this Bond shall be deemed to be Subcontractor and the term Owner shall be deemed to be Contractor.

When this Bond has been furnished to comply with a statutory or other legal requirement in the location of the Project, any provision in this Bond conflicting with said statutory or legal requirement shall be deemed deleted herefrom and provisions conforming to such statutory or other legal requirement shall be deemed incorporated herein. When so furnished, the intent is that this Bond shall be construed as a statutory bond and not as a common law bond.

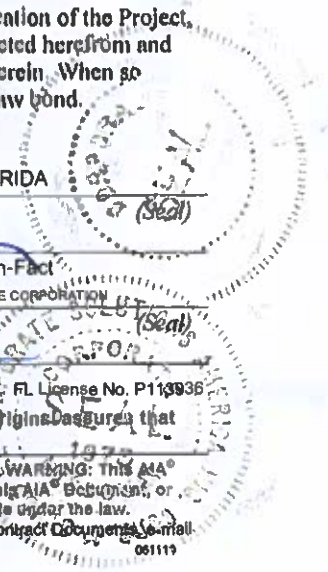
Signed and sealed this 8th day of September 2022


(Witness) Zach Granda, Witness

(Witness) Cindy Walsh, Witness

WASTE MANAGEMENT INC. OF FLORIDA
(Principal)

(Title) David C. Rosenberg, Attorney-in-Fact
SWISS RE CORPORATE SOLUTIONS AMERICA INSURANCE CORPORATION
(Surety)

(Title) David A. Johnson, FL Resident Agent, FL License No. P113938



CAUTION: You should sign an original AIA Contract Document, on which this text appears in RED. An Original Surety that changes will not be obscured.

Int. /

AIA Document A310™ – 2010. Copyright © 1983, 1970 and 2010 by The American Institute of Architects. All rights reserved. **WARNING: This AIA Document is protected by U.S. Copyright Law and International Treaties. Unauthorized reproduction or distribution of this AIA Document, or any portion of it, may result in severe civil and criminal penalties, and will be prosecuted to the maximum extent possible under the law.** Purchasers are permitted to reproduce ten (10) copies of this document when completed. To report copyright violations of AIA Contract Documents, e-mail The American Institute of Architects' legal counsel, copyright@aia.org. 061119

POWER OF ATTORNEY

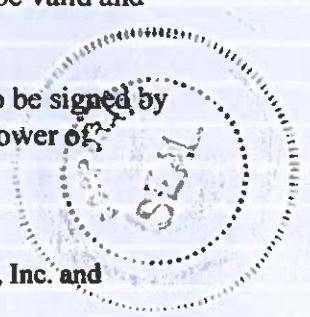
KNOWN ALL MEN BY THESE PRESENTS that Waste Management, Inc. and each of its direct and indirect majority owned subsidiaries (the "WM Entities"), have constituted and appointed and do hereby appoint Elizabeth P. Cervini, Melissa J. Hinde, David C. Rosenberg, Matthew J. Rosenberg, and Julia R. Burnet of Rosenberg and Parker, each its true and lawful Attorney-in-fact to execute under such designation in its name, to affix the corporate seal approved by the WM Entities for such purpose, and to deliver for and on its behalf as surety thereon or otherwise, bonds of any of the following classes, to wit:

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

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

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

IN WITNESS WHEREOF, the WM Entities have caused these presents to be signed by the Vice President and Treasurer and its corporate seal to be hereto affixed. This power of attorney is in effect as of September 8, 2022.



Witness:

Dianna Bay

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

David Reed
David Reed
Vice President and Treasurer

SWISS RE CORPORATE SOLUTIONS

SWISS RE CORPORATE SOLUTIONS AMERICA INSURANCE CORPORATION F/K/A NORTH AMERICAN SPECIALTY INSURANCE COMPANY ("SRCSAIC")
SWISS RE CORPORATE SOLUTIONS PREMIER INSURANCE CORPORATION F/K/A WASHINGTON INTERNATIONAL INSURANCE COMPANY ("SRCSPIC")
WESTPORT INSURANCE CORPORATION ("WIC")

GENERAL POWER OF ATTORNEY

KNOW ALL MEN BY THESE PRESENTS, THAT SRCSAIC, a corporation duly organized and existing under laws of the State of Missouri, and having its principal office in the City of Kansas City, Missouri, and SRCSPIC, a corporation organized and existing under the laws of the State of Missouri and having its principal office in the City of Kansas City, Missouri, and WIC, organized under the laws of the State of Missouri, and having its principal office in the City of Kansas City, Missouri, each does hereby make, constitute and appoint:

HARRY C. ROSENBERG, DAVID C. ROSENBERG, MATTHEW J. ROSENBERG, JOHN E. ROSENBERG, JOYCE M. HOUGHTON,
JULIA R. BURNET, DENISE M. BRUNO, STEPHANIE S. HELMIG, JONATHAN F. BLACK, ELIZABETH P. CERVINI,
DAVID A. JOHNSON, MELISSA J. HINDE AND JAMES M. DISCIULLO JOINTLY or SEVERALLY

Its true and lawful Attorney(s)-in-Fact, to make, execute, seal and deliver, for and on its behalf and as its act and deed, bonds or other writings obligatory in the nature of a bond on behalf of each of said Companies, as surety, on contracts of suretyship as are or may be required or permitted by law, regulation, contract or otherwise, provided that no bond or undertaking or contract or suretyship executed under this authority shall exceed the amount of:

ONE HUNDRED TWENTY-FIVE MILLION (\$125,000,000.00) DOLLARS

This Power of Attorney is granted and is signed by facsimile under and by the authority of the following Resolutions adopted by the Boards of Directors of both SRCSAIC and SRCSPIC at meetings duly called and held on the 18th of November 2021 and WIC by written consent of its Executive Committee dated July 18, 2011.

"RESOLVED, that any two of the President, any Managing Director, any Senior Vice President, any Vice President, the Secretary or any Assistant Secretary be, and each or any of them hereby is, authorized to execute a Power of Attorney qualifying the attorney named in the given Power of Attorney to execute on behalf of the Corporation bonds, undertakings and all contracts of surety, and that each or any of them hereby is authorized to attest to the execution of any such Power of Attorney and to attach therein the seal of the Corporation; and it is

FURTHER RESOLVED, that the signature of such officers and the seal of the Corporation may be affixed to any such Power of Attorney or to any certificate relating thereto by facsimile, and any such Power of Attorney or certificate bearing such facsimile signatures or facsimile seal shall be binding upon the Corporation when so affixed and in the future with regard to any bond, undertaking or contract of surety to which it is attached."



By Erik Janssens, Senior Vice President of SRCSAIC & Senior Vice President of SRCSPIC & Senior Vice President of WIC

By Gerald Jagrowski, Vice President of SRCSAIC & Vice President of SRCSPIC & Vice President of WIC

IN WITNESS WHEREOF, SRCSAIC, SRCSPIC, and WIC have caused their official seals to be hereunto affixed, and these presents to be signed by their authorized officers

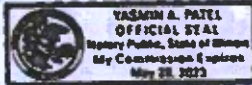
this 29TH day of APRIL, 2022

State of Illinois
County of Cook



Swiss Re Corporate Solutions America Insurance Corporation
Swiss Re Corporate Solutions Premier Insurance Corporation
Westport Insurance Corporation

On this 29TH day of APRIL, 2022, before me, a Notary Public personally appeared Erik Janssens, Senior Vice President of SRCSAIC and Senior Vice President of SRCSPIC and Senior Vice President of WIC and Gerald Jagrowski, Vice President of SRCSAIC and Vice President of SRCSPIC and Vice President of WIC, personally known to me, who being by me duly sworn, acknowledged that they signed the above Power of Attorney as officers of and acknowledged said instrument to be the voluntary act and deed of their respective companies.

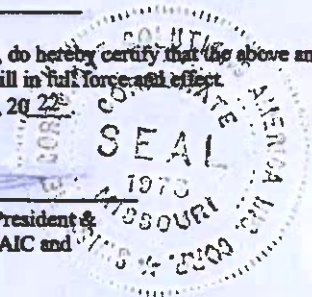


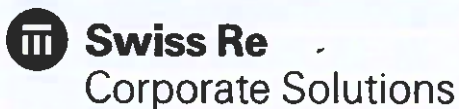
Yasmin A. Patel

Yasmin A. Patel, Notary

I, Jeffrey Goldberg, the duly elected Senior Vice President and Assistant Secretary of SRCSAIC and SRCSPIC and WIC, do hereby certify that the above and foregoing is a true and correct copy of a Power of Attorney given by said SRCSAIC and SRCSPIC and WIC, which is still in full force and effect. IN WITNESS WHEREOF, I have set my hand and affixed the seals of the Companies this 8th day of September, 2022

Jeffrey Goldberg, Senior Vice President & Assistant Secretary of SRCSAIC and SRCSPIC and WIC





We're smarter together

CONSENT OF SURETY

CITY OF FORT LAUDERDALE
100 N. Andrews Avenue
Fort Lauderdale, FL 33301

SWISS RE CORPORATE SOLUTIONS AMERICA INSURANCE CORPORATION
duly qualified to
transact business in the State of Florida
agrees that if
WASTE MANAGEMENT INC. OF FLORIDA
is the successful Bidder for RFP # 12717-835: Residential Curbside Collection Services

it as surety, will provide the Bidder with bonds in such form and sum as required in the advertisement or in the specifications.

Signed, sealed and dated this 8th day of September, 2022

SWISS RE CORPORATE SOLUTIONS AMERICA INSURANCE CORPORATION

By: David A. Johnson
David A. Johnson, FL Resident Agent, FL License No. P113936
Circular stamp: SWISS RE CORPORATE SOLUTIONS AMERICA INS. CO. INC. 6083

SWISS RE CORPORATE SOLUTIONS

SWISS RE CORPORATE SOLUTIONS AMERICA INSURANCE CORPORATION F/K/A NORTH AMERICAN SPECIALTY INSURANCE COMPANY ("SRCSAIC")
SWISS RE CORPORATE SOLUTIONS PREMIER INSURANCE CORPORATION F/K/A WASHINGTON INTERNATIONAL INSURANCE COMPANY ("SRCSPIC")
WESTPORT INSURANCE CORPORATION ("WIC")

GENERAL POWER OF ATTORNEY

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HARRY C. ROSENBERG, DAVID C. ROSENBERG, MATTHEW J. ROSENBERG, JOHN E. ROSENBERG, JOYCE M. HOUGHTON,
JULIA R. BURNET, DENISE M. BRUNO, STEPHANIE S. HELMIG, JONATHAN F. BLACK, ELIZABETH P. CERVINI,
DAVID A. JOHNSON, MELISSA J. HINDE AND JAMES M. DISCIULLO JOINTLY or SEVERALLY

Its true and lawful Attorney(s)-in-Fact, to make, execute, seal and deliver, for and on its behalf and as its act and deed, bonds or other writings obligatory in the nature of a bond on behalf of each of said Companies, as surety, on contracts of suretyship as are or may be required or permitted by law, regulation, contract or otherwise, provided that no bond or undertaking or contract or suretyship executed under this authority shall exceed the amount of:

ONE HUNDRED TWENTY-FIVE MILLION (\$125,000,000.00) DOLLARS

This Power of Attorney is granted and is signed by facsimile under and by the authority of the following Resolutions adopted by the Boards of Directors of both SRCSAIC and SRCSPIC at meetings duly called and held on the 18th of November 2021 and WIC by written consent of its Executive Committee dated July 18, 2011.

"RESOLVED, that any two of the President, any Managing Director, any Senior Vice President, any Vice President, the Secretary or any Assistant Secretary be, and each or any of them hereby is, authorized to execute a Power of Attorney qualifying the attorney named in the given Power of Attorney to execute on behalf of the Corporation bonds, undertakings and all contracts of surety, and that each or any of them hereby is authorized to attest to the execution of any such Power of Attorney and to attach therein the seal of the Corporation; and it is

FURTHER RESOLVED, that the signature of such officers and the seal of the Corporation may be affixed to any such Power of Attorney or to any certificate relating thereto by facsimile, and any such Power of Attorney or certificate bearing such facsimile signatures or facsimile seal shall be binding upon the Corporation when so affixed and in the future with regard to any bond, undertaking or contract of surety to which it is attached."



By Erik Janssens, Senior Vice President of SRCSAIC & Senior Vice President of SRCSPIC & Senior Vice President of WIC

By Gerald Jagrowski, Vice President of SRCSAIC & Vice President of SRCSPIC & Vice President of WIC



IN WITNESS WHEREOF, SRCSAIC, SRCSPIC, and WIC have caused their official seals to be hereunto affixed, and these presents to be signed by their authorized officers

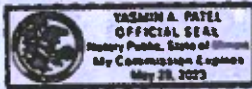
this 29TH day of APRIL, 2022

State of Illinois
County of Cook



Swiss Re Corporate Solutions America Insurance Corporation
Swiss Re Corporate Solutions Premier Insurance Corporation
Westport Insurance Corporation

On this 29TH day of APRIL, 2022, before me, a Notary Public personally appeared Erik Janssens, Senior Vice President of SRCSAIC and Senior Vice President of SRCSPIC and Senior Vice President of WIC and Gerald Jagrowski, Vice President of SRCSAIC and Vice President of SRCSPIC and Vice President of WIC, personally known to me, who being by me duly sworn, acknowledged that they signed the above Power of Attorney as officers of and acknowledged said instrument to be the voluntary act and deed of their respective companies.

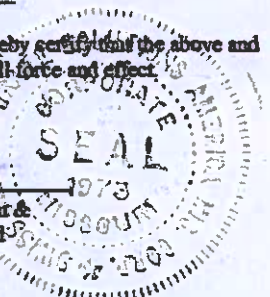


Signature of Notary Public

Yasmin A. Patel, Notary

I, Jeffrey Goldberg, the duly elected Senior Vice President and Assistant Secretary of SRCSAIC and SRCSPIC and WIC, do hereby certify that the above and foregoing is a true and correct copy of a Power of Attorney given by said SRCSAIC and SRCSPIC and WIC, which is still in full force and effect. IN WITNESS WHEREOF, I have set my hand and affixed the seals of the Companies this 8th day of September, 2022.

Signature of Jeffrey Goldberg
Jeffrey Goldberg, Senior Vice President & Assistant Secretary of SRCSAIC and SRCSPIC and WIC



FLORIDA DEPARTMENT OF FINANCIAL SERVICES

DAVID A JOHNSON

License Number : P113936

Resident Insurance License

- 0220 - GENERAL LINES (PROP & CAS)

Issue Date

11/24/2015

Please Note:

A licensee may only transact insurance with an active appointment by an eligible insurer or employer. If you are acting as a surplus lines agent, public adjuster, or reinsurance intermediary manager/broker, you should have an appointment recorded in your own name on file with the Department. If you are unsure of your license status you should contact the Florida Department of Financial Services immediately. This license will expire if more than 48 months elapse without an appointment for each class of insurance listed. If such expiration occurs, the individual will be required to re-qualify as a first-time applicant. If this license was obtained by passing a licensure examination offered by the Florida Department of Financial Services, the licensee is required to comply with continuing education requirements contained in 626.2815 or 648.385, Florida Statutes. A licensee may track their continuing education requirements completed or needed in their MyProfile account at <https://fdof.fdfs.com>. To validate the accuracy of this license you may review the individual license record under "Licensee Search" on the Florida Department of Financial Services website at <http://www.MyFloridaCFO.com/Division/Agents>



Jeff Atwater
 Chief Financial Officer
 State of Florida

AM Best Rating Services

Swiss Re Corporate Solutions America Insurance Corporation

[BestLink](#)  AMB #: 001866 NAIC #: 29874 FEIN #: 020311919

Domiciliary Address

1200 Main Street Suite 800
 Kansas City, Missouri 64105-2478
United States

Assigned to insurance companies that have, in our opinion, a superior ability to meet their ongoing insurance obligations.



Web: www.swissre.com
 Phone: 816-235-3700
 Fax: 816-235-3738

View additional [news, reports and products](#) for this company.

AM Best Rating Unit: [AMB #: 058595 - Swiss Re Ltd](#)

Based on AM Best's analysis, [058838 - Swiss Re Ltd](#) is the **AMB Ultimate Parent** and identifies the topmost entity of the corporate structure. View a list of [operating insurance entities](#) in this structure.

Best's Credit Ratings

Financial Strength [View Definition](#)

Rating (Rating Category): A+ (Superior)
Affiliation Code: g (Group)
Outlook (or Implication): Stable
Action: Affirmed
Effective Date: August 18, 2022
Initial Rating Date: June 30, 1984

Best's Credit Rating Analyst

Rating Office: A.M. Best Rating Services, Inc.
Senior Financial Analyst: Dan Hofmeister, CFA, FRM, CAIA, CPCU, ARe, AIS, AIAF
Senior Director: Carlos Wong-Fupuy
Note: See the Disclosure information Form or Press Release below for the office and analyst at the time of the rating event.

Long-Term Issuer Credit [View Definition](#)

Rating (Rating Category): aa (Superior)
Outlook (or Implication): Negative
Action: Affirmed
Effective Date: August 18, 2022
Initial Rating Date: August 23, 2006

Disclosure Information

Disclosure Information Form
 View AM Best's [Rating Disclosure Form](#)
Press Release
[AM Best Affirms Credit Ratings of Swiss Reinsurance Company Ltd and Rated Affiliates](#)
 August 18, 2022
 View AM Best's [Rating Review Form](#)

Financial Size Category [View Definition](#)

Financial Size Category: XV (\$2 Billion or greater)

u Denotes [Under Review Best's Rating](#)

Rating History

AM Best has provided ratings & analysis on this company since 1984.

Financial Strength Rating

Long-Term Issuer Credit Rating

**CITY OF FORT
LAUDERDALE GENERAL
CONDITIONS**

These instructions and conditions are standard for all contracts for commodities or services issued through the City of Fort Lauderdale Procurement Services Division. The City may delete, supersede, or modify any of these standard instructions for a particular contract by indicating such change in the Invitation to Bid (ITB) Special Conditions, Technical Specifications, Instructions, Proposal Pages, Addenda, and Legal Advertisement. In this General Conditions document, Invitation to Bid (ITB), Request for Qualifications (RFQ), and Request for Proposal (RFP) are interchangeable.

PART I BIDDER PROPOSAL PAGE(S) CONDITIONS:

- 1.01 BIDDER ADDRESS:** The City maintains automated vendor address lists that have been generated for each specific Commodity Class item through our bid issuing service, BidSync. Notices of Invitations to Bid (ITB'S) are sent by e-mail to the selection of bidders who have fully registered with BidSync or faxed (if applicable) to every vendor on those lists, who may then view the bid documents online. Bidders who have been informed of a bid's availability in any other manner are responsible for registering with BidSync in order to view the bid documents. There is no fee for doing so. If you wish bid notifications be provided to another e-mail address or fax, please contact BidSync. If you wish purchase orders sent to a different address, please so indicate in your bid response. If you wish payments sent to a different address, please so indicate on your invoice.
- 1.02 DELIVERY:** Time will be of the essence for any orders placed as a result of this ITB. The City reserves the right to cancel any orders, or part thereof, without obligation if delivery is not made in accordance with the schedule specified by the Bidder and accepted by the City.
- 1.03 PACKING SLIPS:** It will be the responsibility of the awarded Contractor, to attach all packing slips to the OUTSIDE of each shipment. Packing slips must provide a detailed description of what is to be received and reference the City of Fort Lauderdale purchase order number that is associated with the shipment. Failure to provide a detailed packing slip attached to the outside of shipment may result in refusal of shipment at Contractor's expense.
- 1.04 PAYMENT TERMS AND CASH DISCOUNTS:** Payment terms, unless otherwise stated in this ITB, will be considered to be net 45 days after the date of satisfactory delivery at the place of acceptance and receipt of correct invoice at the office specified, whichever occurs last. Bidder may offer cash discounts for prompt payment but they will not be considered in determination of award. If a Bidder offers a discount, it is understood that the discount time will be computed from the date of satisfactory delivery, at the place of acceptance, and receipt of correct invoice, at the office specified, whichever occurs last.
- 1.05 TOTAL BID DISCOUNT:** If Bidder offers a discount for award of all items listed in the bid, such discount shall be deducted from the total of the firm net unit prices bid and shall be considered in tabulation and award of bid.
- 1.06 BIDS FIRM FOR ACCEPTANCE:** Bidder warrants, by virtue of bidding, that the bid and the prices quoted in the bid will be firm for acceptance by the City for a period of one hundred twenty (120) days from the date of bid opening unless otherwise stated in the ITB.
- 1.07 VARIANCES:** For purposes of bid evaluation, Bidders must indicate any variances, no matter how slight, from ITB General Conditions, Special Conditions, Specifications or Addenda in the space provided in the ITB. No variations or exceptions by a Bidder will be considered or deemed a part of the bid submitted unless such variances or exceptions are listed in the bid and referenced in the space provided on the bidder proposal pages. If variances are not stated, or referenced as required, it will be assumed that the product or service fully complies with the City's terms, conditions, and specifications.

By receiving a bid, City does not necessarily accept any variances contained in the bid. All variances submitted are subject to review and approval by the City. If any bid contains material variances that, in the City's sole opinion, make that bid conditional in nature, the City reserves the right to reject the bid or part of the bid that is declared by the City as conditional.

- 1.08 NO BIDS:** If you do not intend to bid please indicate the reason, such as insufficient time to respond, do not offer product or service, unable to meet specifications, schedule would not permit, or any other reason, in the space provided in this ITB. Failure to bid or return no bid comments prior to the bid due and opening date and time, indicated in this ITB, may result in your firm being deleted from our Bidder's registration list for the Commodity Class Item requested in this ITB.
- 1.09 MINORITY AND WOMEN BUSINESS ENTERPRISE PARTICIPATION AND BUSINESS DEFINITIONS:** The City of Fort Lauderdale wants to increase the participation of Minority Business Enterprises (MBE), Women Business Enterprises (WBE), and Small Business Enterprises (SBE) in its procurement activities. If your firm qualifies in accordance with the below definitions, please indicate in the space provided in this ITB.

Minority Business Enterprise (MBE) "A Minority Business" is a business enterprise that is owned or controlled by one or more socially or economically disadvantaged persons. Such disadvantage may arise from cultural, racial, chronic economic circumstances or background or other similar cause. Such persons include, but are not limited to: Blacks, Hispanics, Asian Americans, and Native Americans.

The term "Minority Business Enterprise" means a business at least 51 percent of which is owned by minority group members or, in the case of a publicly owned business, at least 51 percent of the stock of which is owned by minority group members. For the purpose of the preceding sentence,

CAM #22-1172
Exhibit 4

minority group members are citizens of the United States who include, but are not limited to: Blacks, Hispanics, Asian Americans, and Native Americans.

Women Business Enterprise (WBE) a “Women Owned or Controlled Business” is a business enterprise at least 51 percent of which is owned by females or, in the case of a publicly owned business, at least 51 percent of the stock of which is owned by females.

Small Business Enterprise (SBE) “Small Business” means a corporation, partnership, sole proprietorship, or other legal entity formed for the purpose of making a profit, which is independently owned and operated, has either fewer than 100 employees or less than \$1,000,000 in annual gross receipts.

BLACK, which includes persons having origins in any of the Black racial groups of Africa.

WHITE, which includes persons whose origins are Anglo-Saxon and Europeans and persons of Indo-European decent including Pakistani and East Indian.

HISPANIC, which includes persons of Mexican, Puerto Rican, Cuban, Central and South American, or other Spanish culture or origin, regardless of race.

NATIVE AMERICAN, which includes persons whose origins are American Indians, Eskimos, Aleuts, or Native Hawaiians.

ASIAN AMERICAN, which includes persons having origin in any of the original peoples of the Far East, Southeast Asia, the Indian subcontinent, or the Pacific Islands.

1.10 MINORITY-WOMEN BUSINESS ENTERPRISE PARTICIPATION

It is the desire of the City of Fort Lauderdale to increase the participation of minority (MBE) and women-owned (WBE) businesses in its contracting and procurement programs. While the City does not have any preference or set aside programs in place, it is committed to a policy of equitable participation for these firms. Proposers are requested to include in their proposals a narrative describing their past accomplishments and intended actions in this area. If proposers are considering minority or women owned enterprise participation in their proposal, those firms, and their specific duties have to be identified in the proposal. If a proposer is considered for award, he or she will be asked to meet with City staff so that the intended MBE/WBE participation can be formalized and included in the subsequent contract.

1.11 SCRUTINIZED COMPANIES

Subject to *Odebrecht Construction, Inc., v. Prasad*, 876 F.Supp.2d 1305 (S.D. Fla. 2012), affirmed, *Odebrecht Construction, Inc., v. Secretary, Florida Department of Transportation*, 715 F.3d 1268 (11th Cir. 2013), with regard to the "Cuba Amendment," the Contractor certifies that it is not on the Scrutinized Companies with Activities in Sudan List or the Scrutinized Companies with Activities in the Iran Petroleum Energy Sector List, and that it does not have business operations in Cuba or Syria, as provided in Section 287.135, Florida Statutes (2021), as may be amended or revised. The Contractor certifies that it is not on the Scrutinized Companies that Boycott Israel List created pursuant to Section 215.4725, Florida Statutes (2021), as may be amended or revised, and that it is not engaged in a boycott of Israel. The City may terminate this Agreement at the City's option if the Contractor is found to have submitted a false certification as provided under subsection (5) of Section 287.135, Florida Statutes (2021), as may be amended or revised, or been placed on the Scrutinized Companies with Activities in Sudan List or the Scrutinized Companies with Activities in the Iran Petroleum Energy Sector List or the Scrutinized Companies that Boycott Israel List created pursuant to Section 215.4725, Florida Statutes (2021), as may be amended or revised, or is engaged in a boycott of Israel or has been engaged in business operations in Cuba or Syria, as defined in Section 287.135, Florida Statutes (2021), as may be amended or revised.

By submitting a proposal or response, the company, principals, or owners certify that it is not listed on the Scrutinized Companies with Activities in Sudan List or listed on the Scrutinized Companies with Activities in the Iran Petroleum Energy Sector List or is engaged in business operations in Cuba or Syria.

1.12 DEBARRED OR SUSPENDED BIDDERS OR PROPOSERS

The bidder or proposer certifies, by submission of a response to this solicitation, that neither it nor its principals and subcontractors are presently debarred or suspended by any Federal department or agency.

Part II DEFINITIONS/ORDER OF PRECEDENCE:**2.01 BIDDING DEFINITIONS** The City will use the following definitions in its general conditions, special conditions, technical specifications, instructions to bidders, addenda and any other document used in the bidding process:

INVITATION TO BID (ITB) The solicitation document used for soliciting competitive sealed bids for goods or services.

INVITATION TO NEGOTIATE (ITN) All solicitation documents, regardless of medium, whether attached to or incorporated by reference in solicitations for responses from firms that invite proposals from interested and qualified firms so the city may enter into negotiations with the firm(s) determined most capable of providing the required goods or services.

REQUEST FOR PROPOSALS (RFP) A solicitation method used for soliciting competitive sealed proposals to determine the best value among proposals for goods or services for which price may not be the prevailing factor in award of the contract, or the scope of work, specifications or contract terms and conditions may be difficult to define. Such solicitation will consider the qualifications of the proposers along with evaluation of each proposal using identified and generally weighted evaluation criteria. RFPs may include price criteria whenever feasible, at the discretion of the city.

REQUEST FOR QUALIFICATIONS (RFQ) A solicitation method used for requesting statements of qualifications in order to determine the most qualified proposer for professional services.

BID – a price and terms quote received in response to an ITB.

PROPOSAL – a proposal received in response to an RFP.

BIDDER – Person or firm submitting a Bid.

PROPOSER – Person or firm submitting a Proposal.

RESPONSIVE BIDDER – A firm who has submitted a bid, offer, quote, or response which conforms in all material respects to the competitive solicitation document and all of its requirements.

RESPONSIBLE BIDDER – A firm who is fully capable of meeting all requirements of the solicitation and subsequent contract. The respondent must possess the full capability, including financial and technical, ability, business judgment, experience, qualifications, facilities, equipment, integrity, capability, and reliability, in all respects to perform fully the contract requirements and assure good faith performance as determined by the city.

FIRST RANKED PROPOSER – That Proposer, responding to a City RFP, whose Proposal is deemed by the City, the most advantageous to the City after applying the evaluation criteria contained in the RFP.

SELLER – Successful Bidder or Proposer who is awarded a Purchase Order or Contract to provide goods or services to the City.

CONTRACTOR – Any firm having a contract with the city. Also referred to as a "Vendor".

CONTRACT – All types of agreements, including purchase orders, for procurement of supplies, services, and construction, regardless of what these agreements may be called.

CONSULTANT – A firm providing professional services for the city.

2.02 SPECIAL CONDITIONS: Any and all Special Conditions contained in this ITB that may be in variance or conflict with these General Conditions shall have precedence over these General Conditions. If no changes or deletions to General Conditions are made in the Special Conditions, then the General Conditions shall prevail in their entirety,**PART III BIDDING AND AWARD PROCEDURES:****3.01 SUBMISSION AND RECEIPT OF BIDS:** To receive consideration, bids must be received prior to the bid opening date and time. Unless otherwise specified, Bidders should use the proposal forms provided by the City. These forms may be duplicated, but failure to use the forms may cause the bid to be rejected. Any erasures or corrections on the bid must be made in ink and initialed by Bidder in ink. All information submitted by the Bidder shall be printed, typewritten or filled in with pen and ink. Bids shall be signed in ink. Separate bids must be submitted for each ITB

issued by the City. Only send bids via facsimile transmission (FAX) if the ITB specifically states that bids sent via FAX will be considered. If such a statement is not included in the ITB, bids sent via FAX will be rejected. Bids will be publicly opened in the Procurement Office, or other designated area, in the presence of Bidders, the public, and City staff. Bidders and the public are invited and encouraged to attend bid openings. Bids will be tabulated and made available for review by Bidders and the public in accordance with applicable regulations.

- 3.02 MODEL NUMBER CORRECTIONS:** If the model number for the make specified in this ITB is incorrect, or no longer available and replaced with an updated model with new specifications, the Bidder shall enter the correct model number on the bidder proposal page. In the case of an updated model with new specifications, Bidder shall provide adequate information to allow the City to determine if the model bid meets the City's requirements.
- Page 2 Rev. 8/2022
- 3.03 PRICES QUOTED:** Deduct trade discounts, and quote firm net prices. Give both unit price and extended total. In the case of a discrepancy in computing the amount of the bid, the unit price quoted will govern. All prices quoted shall be F.O.B. destination, freight prepaid (Bidder pays and bears freight charges, Bidder owns goods in transit and files any claims), unless otherwise stated in Special Conditions. Each item must be bid separately. No attempt shall be made to tie any item or items contained in the ITB with any other business with the City.
- 3.04 TAXES:** The City of Fort Lauderdale is exempt from Federal Excise and Florida Sales taxes on direct purchase of tangible property. Exemption number for EIN is 59-6000319, and State Sales tax exemption number is 85-8013875578C-1.
- 3.05 WARRANTIES OF USAGE:** Any quantities listed in this ITB as estimated or projected are provided for tabulation and information purposes only. No warranty or guarantee of quantities is given or implied. It is understood that the Contractor will furnish the City's needs as they arise.
- 3.06 APPROVED EQUAL:** When the technical specifications call for a brand name, manufacturer, make, model, or vendor catalog number with acceptance of APPROVED EQUAL, it shall be for the purpose of establishing a level of quality and features desired and acceptable to the City. In such cases, the City will be receptive to any unit that would be considered by qualified City personnel as an approved equal. In that the specified make and model represent a level of quality and features desired by the City, the Bidder must state clearly in the bid any variance from those specifications. It is the Bidder's responsibility to provide adequate information, in the bid, to enable the City to ensure that the bid meets the required criteria. If adequate information is not submitted with the bid, it may be rejected. The City will be the sole judge in determining if the item bid qualifies as an approved equal.
- 3.07 MINIMUM AND MANDATORY TECHNICAL SPECIFICATIONS:** The technical specifications may include items that are considered minimum, mandatory, or required. If any Bidder is unable to meet or exceed these items, and feels that the technical specifications are overly restrictive, the bidder must notify the Procurement Services Division immediately. Such notification must be received by the Procurement Services Division prior to the deadline contained in the ITB, for questions of a material nature, or prior to five (5) days before bid due and open date, whichever occurs first. If no such notification is received prior to that deadline, the City will consider the technical specifications to be acceptable to all bidders.
- 3.08 MISTAKES:** Bidders are cautioned to examine all terms, conditions, specifications, drawings, exhibits, addenda, delivery instructions and special conditions pertaining to the ITB. Failure of the Bidder to examine all pertinent documents shall not entitle the bidder to any relief from the conditions imposed in the contract.
- 3.09 SAMPLES AND DEMONSTRATIONS:** Samples or inspection of product may be requested to determine suitability. Unless otherwise specified in Special Conditions, samples shall be requested after the date of bid opening, and if requested, should be received by the City within seven (7) working days of request. Samples, when requested, must be furnished free of expense to the City and if not used in testing or destroyed, will upon request of the Bidder, be returned within thirty (30) days of bid award at Bidder's expense. When required, the City may request full demonstrations of units prior to award. When such demonstrations are requested, the Bidder shall respond promptly and arrange a demonstration at a convenient location. Failure to provide samples or demonstrations as specified by the City may result in rejection of a bid.
- 3.10 LIFE CYCLE COSTING:** If so specified in the ITB, the City may elect to evaluate equipment proposed on the basis of total cost of ownership. In using Life Cycle Costing, factors such as the following may be considered: estimated useful life, maintenance costs, cost of supplies, labor intensity, energy usage, environmental impact, and residual value. The City reserves the right to use those or other applicable criteria, in its sole opinion that will most accurately estimate total cost of use and ownership.
- 3.11 BIDDING ITEMS WITH RECYCLED CONTENT:** In addressing environmental concerns, the City of Fort Lauderdale encourages Bidders to submit bids or alternate bids containing items with recycled content. When submitting bids containing items with recycled content, Bidder shall provide documentation adequate for the City to verify the recycled content. The City prefers packaging consisting of materials that are degradable or able to be recycled. When specifically stated in the ITB, the City may give preference to bids containing items manufactured with recycled material or packaging that is able to be recycled.

- 3.12 **USE OF OTHER GOVERNMENTAL CONTRACTS:** The City reserves the right to reject any part or all of any bids received and utilize other available governmental contracts, if such action is in its best interest.
- 3.13 **QUALIFICATIONS/INSPECTION:** Bids will only be considered from firms normally engaged in providing the types of commodities/services specified herein. The City reserves the right to inspect the Bidder’s facilities, equipment, personnel, and organization at any time, or to take any other action necessary to determine Bidder’s ability to perform. The Chief Procurement Officer reserves the right to reject bids where evidence or evaluation is determined to indicate inability to perform.
- 3.14 **BID SURETY:** If Special Conditions require a bid security, it shall be submitted in the amount stated. A bid security can be in the form of a bid bond or cashier’s check. Bid security will be returned to the unsuccessful bidders as soon as practicable after opening of bids. Bid security will be returned to the successful bidder after acceptance of the performance bond, if required; acceptance of insurance coverage, if required; and full execution of contract documents, if required; or conditions as stated in Special Conditions.
- 3.15 **PUBLIC RECORDS/TRADE SECRETS/COPYRIGHT:** The Proposer’s response to the RFP is a public record pursuant to Florida law, which is subject to disclosure by the City under the State of Florida Public Records Law, Florida Statutes Chapter 119.07 (“Public Records Law”). The City shall permit public access to all documents, papers, letters or other material submitted in connection with this RFP and the Contract to be executed for this RFP, subject to the provisions of Chapter 119.07 of the Florida Statutes.

Any language contained in the Proposer’s response to the RFP purporting to require confidentiality of any portion of the Proposer’s response to the RFP, except to the extent that certain information is in the City’s opinion a Trade Secret pursuant to Florida law, shall be void. If a Proposer submits any documents or other information to the City which the Proposer claims is Trade Secret information and exempt from Florida Statutes Chapter 119.07 (“Public Records Laws”), the Proposer shall clearly designate that it is a Trade Secret and that it is asserting that the document or information is exempt. The Proposer must specifically identify the exemption being claimed under Florida Statutes 119.07. The City shall be the final arbiter of whether any information contained in the Proposer’s response to the RFP constitutes a Trade Secret. The city’s determination of whether an exemption applies shall be final, and the proposer agrees to defend, indemnify, and hold harmless the City and the City’s officers, employees, and agents, against any loss or damages incurred by any person or entity as a result of the City’s treatment of records as public records. In addition, the proposer agrees to defend, indemnify, and hold harmless the City and the City’s officers, employees, and agents, against any loss or damages incurred by any person or entity as a result of the City’s treatment of records as exempt from disclosure or confidential. Proposals bearing copyright symbols or otherwise purporting to be subject to copyright protection in full or in part may be rejected. The proposer authorizes the City to publish, copy, and reproduce any and all documents submitted to the City bearing copyright symbols or otherwise purporting to be subject to copyright protection.

EXCEPT FOR CLEARLY MARKED PORTIONS THAT ARE BONA FIDE TRADE SECRETS PURSUANT TO FLORIDA LAW, DO NOT MARK YOUR RESPONSE TO THE RFP AS PROPRIETARY OR CONFIDENTIAL. DO NOT MARK YOUR RESPONSE TO THE RFP OR ANY PART THEREOF AS COPYRIGHTED.

- 3.16 **PROHIBITION OF INTEREST:** No contract will be awarded to a bidding firm which has City elected officials, officers or employees affiliated with it, unless the bidding firm has fully complied with current Florida State Statutes and City Ordinances relating to this issue. Bidders must disclose any such affiliation. Failure to disclose any such affiliation will result in disqualification of the Bidder and removal of the Bidder from the City’s bidder lists and prohibition from engaging in any business with the City.
- 3.17 **RESERVATIONS FOR AWARD AND REJECTION OF BIDS:** The City reserves the right to accept or reject any or all bids, part of bids, and to waive minor irregularities or variations to specifications contained in bids, and minor irregularities in the bidding process. The City also reserves the right to award the contract on a split order basis, lump sum basis, individual item basis, or such combination as shall best serve the interest of the City. The City reserves the right to make an award to the responsive and responsible bidder whose product or service meets the terms, conditions, and specifications of the ITB and whose bid is considered to best serve the City’s interest. In determining the responsiveness of the offer and the responsibility of the Bidder, the following shall be considered when applicable: the ability, capacity and skill of the Bidder to perform as required; whether the Bidder can perform promptly, or within the time specified, without delay or interference; the character, integrity, reputation, judgment, experience and efficiency of the Bidder; the quality of past performance by the Bidder; the previous and existing compliance by the Bidder with related laws and ordinances; the sufficiency of the Bidder’s financial resources; the availability, quality and adaptability of the Bidder’s supplies or services to the required use; the ability of the Bidder to provide future maintenance, service or parts; the number and scope of conditions attached to the bid.

If the ITB provides for a contract trial period, the City reserves the right, in the event the selected bidder does not perform satisfactorily, to award a trial period to the next ranked bidder or to award a contract to the next ranked bidder; if that bidder has successfully provided services to the City in the past. This procedure to continue until a bidder is selected or the contract is re-bid, is at the sole option of the City.

- 3.18 **LEGAL REQUIREMENTS:** Applicable provisions of all federal, state, county laws, and local ordinances, rules and regulations, shall govern development, submittal and evaluation of all bids received in response hereto and shall govern any and all claims and disputes which may arise between person(s) submitting a bid response hereto and the City by and through its officers, employees and authorized representatives, or any other person, natural or otherwise; and lack of knowledge by any bidder shall not constitute a cognizable defense against the legal effect thereof.
- 3.19 **BID PROTEST PROCEDURE:** Any proposer or bidder who is not recommended for award of a contract and who alleges a failure by the City to follow the City’s Procurement Ordinance or any applicable law may protest to the Procurement Division – Deputy Director of Finance, by

delivering a letter of protest within five (5) days after a Notice of Intent to award is posted on the City's website at the following link:
<https://www.fortlauderdale.gov/government/departments-a-h/finance/procurement-services/notices-of-intent-to-award>

The complete protest ordinance may be found on the City's web site at the following link:

https://library.municode.com/fl/fort_lauderdale/codes/code_of_ordinances?nodeId=COOR_CH2AD_ARTVFI_DIV2PR_S2-182DIREPRAWINAW

PART IV BONDS AND INSURANCE

- 4.01 PERFORMANCE BOND:** If a performance bond is required in Special Conditions, the Contractor shall, within fifteen (15) working days after notification of award, furnish to the City a Performance Bond, payable to the City of Fort Lauderdale, Florida, in the face amount specified in Special Conditions as surety for faithful performance under the terms and conditions of the contract. If the bond is on an annual coverage basis, renewal for each succeeding year shall be submitted to the City thirty (30) days prior to the termination date of the existing Performance Bond. The Performance Bond must be executed by a surety company of recognized standing, authorized to do business in the State of Florida and having a resident agent.

Acknowledgement and agreement is given by both parties that the amount herein set for the Performance Bond is not intended to be nor shall be deemed to be in the nature of liquidated damages nor is it intended to limit the liability of the Contractor to the City in the event of a material breach of this Agreement by the Contractor.

- 4.02 INSURANCE:** The Contractor shall assume full responsibility and expense to obtain all necessary insurance as required by City or specified in Special Conditions.

The Contractor shall provide to the Procurement Services Division original certificates of coverage and receive notification of approval of those certificates by the City's Risk Manager prior to engaging in any activities under this contract. The Contractor's insurance is subject to the approval of the City's Risk Manager. The certificates must list the City as an **ADDITIONAL INSURED for General Liability Insurance** and shall have no less than thirty (30) days written notice of cancellation or material change. Further modification of the insurance requirements may be made at the sole discretion of the City's Risk Manager if circumstances change or adequate protection of the City is not presented. Bidder, by submitting the bid, agrees to abide by such modifications.

PART V PURCHASE ORDER AND CONTRACT TERMS:

- 5.01 COMPLIANCE WITH SPECIFICATIONS, LATE DELIVERIES/PENALTIES:** Items offered may be tested for compliance with bid specifications. Items delivered which do not conform to bid specifications may be rejected and returned at Contractor's expense. Any violation resulting in contract termination for cause or delivery of items not conforming to specifications, or late delivery may also result in:
- Bidder's name being removed from the City's bidder's mailing list for a specified period and Bidder will not be recommended for any award during that period.
 - All City Departments being advised to refrain from doing business with the Bidder.
 - All other remedies in law or equity.
- 5.02 ACCEPTANCE, CONDITION, AND PACKAGING:** The material delivered in response to ITB award shall remain the property of the Seller until a physical inspection is made and the material accepted to the satisfaction of the City. The material must comply fully with the terms of the ITB, be of the required quality, new, and the latest model. All containers shall be suitable for storage and shipment by common carrier, and all prices shall include standard commercial packaging. The City will not accept substitutes of any kind. Any substitutes or material not meeting specifications will be returned at the Bidder's expense. Payment will be made only after City receipt and acceptance of materials or services.
- 5.03 SAFETY STANDARDS:** All manufactured items and fabricated assemblies shall comply with applicable requirements of the Occupation Safety and Health Act of 1970 as amended.
- 5.04 ASBESTOS STATEMENT:** All material supplied must be 100% asbestos free. Bidder, by virtue of bidding, certifies that if awarded any portion of the ITB the bidder will supply only material or equipment that is 100% asbestos free.
- 5.05 OTHER GOVERNMENTAL ENTITIES:** If the Bidder is awarded a contract as a result of this ITB, the bidder may, if the bidder has sufficient capacity or quantities available, provide to other governmental agencies, so requesting, the products or services awarded in accordance with the terms and conditions of the ITB and resulting contract. Prices shall be F.O.B. delivered to the requesting agency.

- 5.06 VERBAL INSTRUCTIONS PROCEDURE:** No negotiations, decisions, or actions shall be initiated or executed by the Contractor as a result of any discussions with any City employee. Only those communications which are in writing from an authorized City representative may be considered. Only written communications from Contractors, which are assigned by a person designated as authorized to bind the Contractor, will be recognized by the City as duly authorized expressions on behalf of Contractors.

- 5.07 INDEPENDENT CONTRACTOR:** The Contractor is an independent contractor under this Agreement. Personal services provided by the Proposer shall be by employees of the Contractor and subject to supervision by the Contractor, and not as officers, employees, or agents of the City. Personnel policies, tax responsibilities, social security, health insurance, employee benefits, procurement policies unless otherwise stated in this ITB, and other similar administrative procedures applicable to services rendered under this contract shall be those of the Contractor.
- 5.08 INDEMNITY/HOLD HARMLESS AGREEMENT:** Contractor shall protect and defend at Contractor's expense, counsel being subject to the City's approval, and indemnify and hold harmless the City and the City's officers, employees, volunteers, and agents from and against any and all losses, penalties, fines, damages, settlements, judgments, claims, costs, charges, expenses, or liabilities, including any award of attorney fees and any award of costs, in connection with or arising directly or indirectly out of any act or omission by the Contractor or by any officer, employee, agent, invitee, subcontractor, or sublicensee of the Contractor. Without limiting the foregoing, any and all such claims, suits, or other actions relating to personal injury, death, damage to property, defects in materials or workmanship, actual or alleged violations of any applicable statute, ordinance, administrative order, rule or regulation, or decree of any court shall be included in the indemnity hereunder.
- 5.09 TERMINATION FOR CAUSE:** If, through any cause, the Contractor shall fail to fulfill in a timely and proper manner its obligations under this Agreement, or if the Contractor shall violate any of the provisions of this Agreement, the City may upon written notice to the Contractor terminate the right of the Contractor to proceed under this Agreement, or with such part or parts of the Agreement as to which there has been default, and may hold the Contractor liable for any damages caused to the City by reason of such default and termination. In the event of such termination, any completed services performed by the Contractor under this Agreement shall, at the option of the City, become the City's property and the Contractor shall be entitled to receive equitable compensation for any work completed to the satisfaction of the City. The Contractor, however, shall not be relieved of liability to the City for damages sustained by the City by reason of any breach of the Agreement by the Contractor, and the City may withhold any payments to the Contractor for the purpose of setoff until such time as the amount of damages due to the City from the Contractor can be determined.
- 5.10 TERMINATION FOR CONVENIENCE:** The City reserves the right, in the City's best interest as determined by the City, to cancel any contract by giving written notice to the Contractor thirty (30) days prior to the effective date of such cancellation.
- 5.11 CANCELLATION FOR UNAPPROPRIATED FUNDS:** The obligation of the City for payment to a Contractor is limited to the availability of funds appropriated in a current fiscal period, and continuation of the contract into a subsequent fiscal period is subject to appropriation of funds, unless otherwise authorized by law.
- 5.12 RECORDS/AUDIT:** The Contractor shall maintain during the term of the contract all books of account, reports and records in accordance with generally accepted accounting practices and standards for records directly related to this contract. The Contractor agrees to make available to the City Auditor or the City Auditor's designee, during normal business hours and in Broward, Miami-Dade or Palm Beach Counties, all books of account, reports, and records relating to this contract. The Contractor shall retain all books of account, reports, and records relating to this contract for the duration of the contract and for three years after the final payment under this Agreement, until all pending audits, investigations or litigation matters relating to the contract are closed, or until expiration of the records retention period prescribed by Florida law or the records retention schedules adopted by the Division of Library and Information Services of the Florida Department of State, whichever is later.
- 5.13 PERMITS, TAXES, LICENSES:** The successful Contractor shall, at his/her/its own expense, obtain all necessary permits, pay all licenses, fees and taxes, required to comply with all local ordinances, state and federal laws, rules and regulations applicable to business to be carried out under this contract.
- 5.14 LAWS/ORDINANCES:** The Contractor shall observe and comply with all Federal, state, local and municipal laws, ordinances rules and regulations that would apply to this contract.

NON-DISCRIMINATION: The Contractor shall not, in any of its activities, including employment, discriminate against any individual on the basis of race, color, national origin, age, religion, creed, sex, disability, sexual orientation, gender, gender identity, gender expression, marital status, or any other protected classification as defined by applicable law.

1. The Contractor certifies and represents that the Contractor will comply with Section 2-187, Code of Ordinances of the City of Fort Lauderdale, Florida, (2019), as may be amended or revised, ("Section 2-187"), during the entire term of this Agreement.
2. The failure of the Contractor to comply with Section 2-187 shall be deemed to be a material breach of this Agreement, entitling the City to pursue any remedy stated below or any remedy provided under applicable law.
3. The City may terminate this Agreement if the Contractor fails to comply with Section 2-187.
4. The City may retain all monies due or to become due until the Contractor complies with Section 2-187.
5. The Contractor may be subject to debarment or suspension proceedings. Such proceedings will be consistent with the procedures in section 2-183 of the Code of Ordinances of the City of Fort Lauderdale, Florida.

- 5.15 UNUSUAL CIRCUMSTANCES:** If during a contract term where costs to the City are to remain firm or adjustments are restricted by a percentage or CPI cap, unusual circumstances that could not have been foreseen by either party of the contract occur, and those circumstances significantly affect the Contractor's cost in providing the required prior items or services, then the Contractor may request adjustments to the costs to the City to

reflect the changed circumstances. The circumstances must be beyond the control of the Contractor, and the requested adjustments must be fully documented. The City may, after examination, refuse to accept the adjusted costs if they are not properly documented, increases are considered to be excessive, or decreases are considered to be insufficient. In the event the City does not wish to accept the adjusted costs and the matter cannot be resolved to the satisfaction of the City, the City will reserve the following options:

1. The contract can be canceled by the City upon giving thirty (30) days written notice to the Contractor with no penalty to the City or Contractor. The Contractor shall fill all City requirements submitted to the Contractor until the termination date contained in the notice.
2. The City requires the Contractor to continue to provide the items and services at the firm fixed (non-adjusted) cost until the termination of the contract term then in effect.
3. If the City, in its interest and in its sole opinion, determines that the Contractor in a capricious manner attempted to use this section of the contract to relieve Contractor of a legitimate obligation under the contract, and no unusual circumstances had occurred, the City reserves the right to take any and all action under law or equity. Such action shall include, but not be limited to, declaring the Contractor in default and disqualifying Contractor from receiving any business from the City for a stated period of time.

If the City does agree to adjusted costs, these adjusted costs shall not be invoiced to the City until the Contractor receives notice in writing signed by a person authorized to bind the City in such matters.

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- 5.16 ELIGIBILITY:** If applicable, the Contractor must first register with the Florida Department of State in accordance with Florida Statutes, prior to entering into a contract with the City.
- 5.17 PATENTS AND ROYALTIES:** The Contractor, without exception, shall defend, indemnify, and hold harmless the City and the City's employees, officers, employees, volunteers, and agents from and against liability of any nature and kind, including cost and expenses for or on account of any copyrighted, patented or un-patented invention, process, or article manufactured or used in the performance of the contract, including their use by the City. If the Contractor uses any design, device, or materials covered by letters, patent or copyright, it is mutually agreed and understood without exception that the bid prices shall include any and all royalties or costs arising from the use of such design, device, or materials in any way involved in the work.
- 5.18 ASSIGNMENT:** Contractor shall not transfer or assign the performance required by this ITB without the prior written consent of the City. Any award issued pursuant to this ITB, and the monies, which may become due hereunder, are not assignable except with the prior written approval of the City Commission or the City Manager or City Manager's designee, depending on original award approval.
- 5.19 GOVERNING LAW; VENUE:** The Contract shall be governed by and construed in accordance with the laws of the State of Florida. Venue for any lawsuit by either party against the other party or otherwise arising out of the Contract, and for any other legal proceeding, shall be in the courts in and for Broward County, Florida, or in the event of federal jurisdiction, in the Southern District of Florida.
- 5.20 PUBLIC RECORDS:**

IF THE CONTRACTOR HAS QUESTIONS REGARDING THE APPLICATION OF CHAPTER 119, FLORIDA STATUTES, TO THE CONTRACTOR'S DUTY TO PROVIDE PUBLIC RECORDS RELATING TO THIS CONTRACT, CONTACT THE CUSTODIAN OF PUBLIC RECORDS AT PRRCONTRACT@FORTLAUDERDALE.GOV, 954-828-5002, CITY CLERK'S OFFICE, 100 N. ANDREWS AVENUE, FORT LAUDERDALE, FLORIDA 33301.

Contractor shall comply with public records laws, and Contractor shall:

1. Keep and maintain public records required by the City in order to perform the service.
2. Upon request from the City's custodian of public records, provide the City with a copy of the requested records or allow the records to be inspected or copied within a reasonable time at a cost that does not exceed the cost provided in Chapter 119, Florida Statutes (2021), as may be amended or revised, or as otherwise provided by law.
3. Ensure that public records that are exempt or confidential and exempt from public records disclosure requirements are not disclosed except as authorized by law for the duration of the contract term and following completion of this Agreement if the Contractor does not transfer the

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records to the City.

4. Upon completion of the Agreement, transfer, at no cost, to the City all public records in possession of the Contractor or keep and maintain public records required by the City to perform the service. If the Contractor transfers all public records to the City upon completion of this Agreement, the Contractor shall destroy any duplicate public records that are exempt or confidential and exempt from public records disclosure requirements. If the Contractor keeps and maintains public records upon completion of this Agreement, the Contractor shall meet all applicable requirements for retaining public records. All records stored electronically must be provided to the City, upon request from the City's custodian of public records, in a format that is compatible with the information technology systems of the City.

REFERENCES

A minimum of three (3) references shall be provided:

1. Company Name: City of Melbourne

Address: **900 E. Strawbridge Ave.**

Melbourne, FL 32901

Contact: **Ralph Reigelsperger, P.E.**

Phone #: **(321) 608-5080** Email: **ralph.reigelsperger@mlbfl.org**

Contract Value: **\$8,348,052/yr.** Year: **1/1/2022-12/31/2028**

Description: **WM provides exclusive residential solid waste, recycling, and yard waste collection, exclusive commercial solid waste collection service, and non-exclusive roll-off service. WM services approximately 27,000 single family homes. WM has serviced Melbourne for more than 45 years.**

2. Company Name: Hillsborough County

Address: **332 N Falkenberg Rd.**

Tampa, FL 33619

Contact: **Kimberly Byer**

Phone #: **(813) 612-7718** Email: **byerk@hillsboroughcounty.org**

Contract Value: **\$42,249,948/yr.** Year: **1/1/2022-9/30/2030**

Description: **Exclusive franchise for twice-a-week automated collection of residential solid waste and weekly automated collection of recycling. Weekly collection of yard waste. Special waste is on call. WM services 96,000 residential units and has serviced Hillsborough County for more than 40 years.**

3. Company Name: Collier County

Address: **3339 Tamiami Trail East, Suite 302**

Naples, FL 34112

Contact: **Kari Ann Hodgson, P.E.**

Phone #: **(239) 252-2504** Email: **kari.hodgson@colliercountyfl.gov**

Contract Value: **\$38,478,096/yr.** Year: **10/1/2005-9/30/2027**

Description: **WM has been a long-time service provider providing curbside collections of MSW, recycling, yard waste and bulk for Collier County. WM services approximately 137,000 residential units as part of this franchise.**

4. Company Name: Brevard County

Address: **2725 Judge Fran Jamieson Way**

Viera, FL 32940

Contact: **Thomas Mulligan, SW Director**

Phone #: **(321) 633-2042** Email: **thomas.mulligan@brevardfl.gov**

Contract Value: **\$25,943,232/yr.** Year: **10/1/2013-9/30/2027**

Description: **WM has serviced Brevard County for more than 45 years with an exclusive residential and commercial franchise agreement. WM services over 103,000 residential single family homes and more than 18,000 multifamily units as part of this franchise.**

5. Company Name: Martin County

Address: **2401 SE Monterey Road**

Stuart, FL 34996

Contact: **Don Donaldson**

Phone #: **(772) 288-5400** Email: **Ddonalds@martin.fl.us**

Contract Value: **\$18,415,224/yr.** Year: **10/1/2007- 9/30/2029**

Description: **WM holds an exclusive residential and commercial franchise agreement with Martin County. WM services more than 48,000 single family homes as part of this franchise.**

CONTRACT PAYMENT METHOD

The City of Fort Lauderdale has implemented a Procurement Card (P-Card) program which changes how payments are remitted to its vendors. The City has transitioned from traditional paper checks to credit card payments via MasterCard or Visa as part of this program.

This allows you as a vendor of the City of Fort Lauderdale to receive your payments fast and safely. No more waiting for checks to be printed and mailed.

In accordance with the contract, payments on this contract will be made utilizing the City's P-Card (MasterCard or Visa). Accordingly, bidders must presently have the ability to accept these credit cards or take whatever steps necessary to implement acceptance of a card before the start of the contract term, or contract award by the City.

All costs associated with the Contractor's participation in this purchasing program shall be borne by the Contractor. The City reserves the right to revise this program as necessary.

By signing below you agree with these terms.

Please indicate which credit card payment you prefer:

MasterCard

Visa

Waste Management Inc. of Florida
Company Name

David M. Myhan
Name (Printed)

09/07/22
Date

David M. Myhan
Signature

President
Title

E-VERIFY AFFIRMATION STATEMENT

RFP/Bid /Contract No:

Project Description: **RFP #12717-835**
Residential Curbside Collection Services

Contractor/Proposer/Bidder acknowledges and agrees to utilize the U.S. Department of Homeland Security's E-Verify System to verify the employment eligibility of,

- (a) all persons employed by Contractor/Proposer/Bidder to perform employment duties within Florida during the term of the Contract, and,
- (b) all persons (including subcontractors/vendors) assigned by Contractor/Proposer/Bidder to perform work pursuant to the Contract.

The Contractor/Proposer/Bidder acknowledges and agrees that use of the U.S. Department of Homeland Security's E-Verify System during the term of the Contract is a condition of the Contract.

Contractor/Proposer/ Bidder Company Name:

Authorized Company Person's Signature:

Authorized Company Person's Title:

Date:

BID/PROPOSAL CERTIFICATION

Please Note: It is the sole responsibility of the bidder to ensure that his bid is submitted electronically through www.BidSync.com prior to the bid opening date and time listed. Paper bid submittals will not be accepted. All fields below must be completed. If the field does not apply to you, please note N/A in that field.

If you are a foreign corporation, you may be required to obtain a certificate of authority from the department of state, in accordance with Florida Statute §607.1501 (visit http://www.dos.state.fl.us/).

Company: (Legal Registration) **Waste Management Inc. of Florida**EIN (Optional): **59-1094518**

Address: **1800 N. Military Trail, Suite 201**

City: **Boca Raton**State: **FL**Zip: **33431**

Telephone No.: **(954) 984-2035**FAX No.: **(954) 984-2057**Email: **dmyhan@wm.com**

Delivery: Calendar days after receipt of Purchase Order (**section 1.02 of General Conditions**): **N/A**

Total Bid Discount (**section 1.05 of General Conditions**): **N/A**

Check box if your firm qualifies for MBE / SBE / WBE (**section 1.09 of General Conditions**):

ADDENDUM ACKNOWLEDGEMENT - Proposer acknowledges that the following addenda have been received and are included in the proposal:

<u>Addendum No.</u>	<u>Date Issued</u>	<u>Addendum No.</u>	<u>Date Issued</u>	<u>Addendum No.</u>	<u>Date Issued</u>
1	8/31/2022	2	8/31/2022		

VARIANCES: If you take exception or have variances to any term, condition, specification, scope of service, or requirement in this competitive solicitation you must specify such exception or variance in the space provided below or reference in the space provided below all variances contained on other pages within your response. Additional pages may be attached if necessary. No exceptions or variances will be deemed to be part of the response submitted unless such is listed and contained in the space provided below. The City does not, by virtue of submitting a variance, necessarily accept any variances. If no statement is contained in the below space, it is hereby implied that your response is in full compliance with this competitive solicitation. If you do not have variances, simply mark N/A. **You must also click the "Take Exception" button.**

N/A

The below signatory hereby agrees to furnish the following article(s) or services at the price(s) and terms stated subject to all instructions, conditions, specifications addenda, legal advertisement, and conditions contained in the bid/proposal.

I have read all attachments including the specifications and fully understand what is required. By submitting this signed proposal, I will accept a contract if approved by the City and such acceptance covers all terms, conditions, and specifications of this bid/proposal. The below signatory also hereby agrees, by virtue of submitting or attempting to submit a response, that in no event shall the City's liability for respondent's direct, indirect, incidental, consequential, special or exemplary damages, expenses, or lost profits arising out of this competitive solicitation process, including but not limited to public advertisement, bid conferences, site visits, evaluations, oral presentations, or award proceedings exceed the amount of Five Hundred Dollars (\$500.00). This limitation shall not apply to claims arising under any provision of indemnification or the City's protest ordinance contained in this competitive solicitation.

Submitted by:

David M. Myhan
Name (printed)

David M. Myhan
Signature

9/7/2022
Date

President
Title

Revised 4/28/2020