

City of Fort Lauderdale, FL RESIDENTIAL CURBSIDE COLLECTION SERVICES

Bid No. 12209-865

December 19, 2018 @ 2:00 P.M.

City of Fort Lauderdale Procurement Services Division 100 N. Andrews Avenue #619 Fort Lauderdale, FL 33301

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TAB 1 COVER PAGE



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Tab 1

Cover Page



City of Fort Lauderdale Solicitation 12209-895 Residential Curbside Collection Services

Bid Designation: Public

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TAB 3 EXECUTIVE SUMMARY



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Tab 3

Executive Summary





TAB 3. Excecutive Summary

WASTE PRO USA, INC. (Waste Pro) is headquartered in Longwood, Florida and is managed by the southeastern United States' most experienced team of waste professionals. Many years ago, we became known as a people company because our employees and our customers worked hand-in-hand to create a WIN-WIN situation. We realized that our customers signed our paychecks and we would strive to satisfy our customer needs and wishes.

When John Jennings started his first waste collection company in 1973 he didn't think about how big his company could become – he knew only that his customers paid for a service and he wanted to provide the best service he could. He wanted to distinguish himself from the other companies. And he did! His business began to grow and expand. He started in Orange County, Florida in the residential business and soon expanded into the commercial business. In 1976, he expanded into Seminole



County and in 1981 opened a site in St. Cloud in Osceola County. By 1983, he ventured into Volusia and then Flagler Counties. By 1992, the Jennings companies had expanded operations to include municipal consulting and sales. To more adequately describe the total services being offered by the group, John incorporated JENNINGS ENVIRONMENTAL SERVICES, INC. in March of 1992 and used this vehicle for expansions and acquisitions.

John Jennings met John Drury, then a Regional Vice President for BFI, in 1979. John Drury later became President of BFI and subsequently Chairman and CEO of USA Waste Services, Inc. (USA). As both companies grew, a professional friendship developed between the two men leading to the transaction in 1996 in which JENNINGS ENVIRONMENTAL SERVICES, INC. became the first tier subsidiary of USA and John Jennings headed up corporate activities for Florida and the Caribbean. JENNINGS and USA grew rapidly and, in fact, acquired Waste Management, Inc. in July of 1998. Because Waste Management dwarfed USA in size the board of directors elected to change the USA name to Waste Management.

The Jennings Team is made up of people who prefer day-to-day contact with both our employees and our customers. Our philosophy is drastically different than the corporate bureaucratic make up of the big national companies. Our adherence and dedication to customer service differed from the dictates of a corporate national policy. Our preference to deal with local vendors was deemed unacceptable. Our personal touch with our employees and their families was thought to be old fashioned.

Fred Wood, Senior Vice President has been an integral part of the JENNINGS TEAM now for over twenty-five years. Fred has been involved in every aspect of the business and now in addition to his other duties is a Senior Vice President. Seventeen years ago, Bob Hyres, Executive



Vice President and Corporate Secretary, was added to our senior management team. Bob has been involved in the solid waste business in Florida since 1984. He has served as Chairman for the Florida Chapter of the National Solid Wastes Management Association. He is also the past Chairman of the Advisory Board for the Florida Center for Solid and Hazardous Wastes Study, a University of Florida research center and currently serves as a Board Member of SWANA.

Our entire team decided that we needed to sever our relationship with Waste Management and begin to offer our type of customer service relationships to all our customers. We left en mass in January 2000 and agreed to stay out of waste collection in North and Central Florida for one year. We decided to provide consulting; demolition, land clearing, and site work in Florida and began waste collection in Georgia and South Carolina and have now expanded into Alabama, Mississippi, Louisiana, North Carolina and Tennessee. As we grew, more key personnel joined the team including Cort Sabina CFO leading accounting and financial reporting, Ron Pecora Senior Vice President and Regional Vice Presidents Keith Banasiak, Tim Dolan, Russell Mackie, Ralph Mills and David Schneider. Roland Joyner, Chip Gingles and Randy Waterlander

Today we are proud to offer services from seventy-four (81) locations in nine (9) states Alabama, Arkansas, Florida, Georgia, Louisiana, Mississippi, North Carolina, South Carolina and Tennessee. Waste Pro holds two hundred and thirty-five (242) exclusive City and County franchises. Waste Pro is currently contracted to provide solid waste and recycling services to over 2,000,000 residences and over 40,000 businesses. In addition, Waste Pro is now the largest recycling company in several of its locations including Atlanta, Birmingham, North Florida and Sarasota-Bradenton.

The trucks that are used by Waste Pro are constructed to be safe, productive and provide a comfortable work base for our employees. The trucks are kept clean and have a striking environmentally themed color scheme with customized signage to represent local themes in each district area. The trucks are equipped with closed circuit television and audio for safety purposes. The hydraulic lines are reinforced with an exterior armor to prevent leakage and hydraulic spills. Waste Pro is a well-funded private company with the resources and commitment to provide Cities, Counties and private commercial businesses. With the finest service available. We look forward to assisting in the WIN-WIN relationship that can begin TODAY!

Palm Beach, Broward and Miami Dade Municipal Qualifications

Waste Pro has had tremendous growth over the past decade. We have been awarded numerous awards and bids. We are an innovative company, having invested in many green/recycling programs and green technologies. As well as instant growth, Waste Pro has acquired well run, established waste and recycling firms throughout the Southeast.





Waste Pro is the fastest growing Solid Waste and Recycling Collection Company in Southeastern Florida and is nowhere more prevalent than Palm Beach, Broward and Miami-Dade Counties. In 2011-2016, Waste Pro has successfully transitioned Solid Waste and Recycling collection services in seventeen (17) cities:

- 1. Miramar
- 2. West Park
- 3. North Lauderdale
- 4. Pembroke Pines
- 5. Coral Springs
- 6. Lauderhill
- 7. Lauderdale By the Sea
- 8. Hillsboro Beach
- 9. Broward County (Unincorporated Area)
- 10. North Miami
- 11. Sweetwater
- 12. Biscayne Park
- 13. Palm Beach County SWA-Area 1
- 14. Loxahatchee Groves
- 15. Haverhill
- 16. City of West Palm Beach-Recycling
- 17. Southwest Ranches

Many of these Municipalities are comparable in size and service requirements to City of Fort Lauderdale. Many of them were transitioned from manual collection to automated collection. References and more transition details of these cities can be found in this RFP. Waste Pro has demonstrated its expertise in transitioning the services by formulating a comprehensive *Transitions Plan* necessary to accomplish successful transitions. Waste Pro will create a customize *Transition Plan* for City of Fort Lauderdale which will provide the safest, most efficient services while protecting the health and welfare of its school locations and environment.

For the City of Fort Lauderdale, Waste Pro will service and house all equipment and personnel out of our location in the City of Pompano located at 3101 NW 16th terrace Pompano Beach Florida 33069. Key personnel, RVP Russell Mackie, Division Manager Shawn Erias, Operators Manager Bruce Allen, Regional Customer Service Manager Shelly Nobles all will oversee day to day implementations of services in the City of Fort Lauderdale.



EXCELLENCE AWARDS AND RECOGNITION

Waste Pro USA, Inc. has had tremendous growth over the past decade. We have been awarded numerous awards and bids. We are an innovative company, having invested in many green/recycling programs & green technologies. As well as instant growth, Waste Pro has acquired well-run, established waste and recycling firms throughout the Southeast.

Our awards and activities include:

• Waste Pro proudly announces the very first Garbage Truck Museum! It is now available to the public and shows the evolution of America's solid waste collection vehicles. It is located nearby in Sanford Florida.



- Waste Pro Atlanta receives first fleet of CNG (compressed natural gas) trucks, 2012.
- Fort Pierce Florida groundbreaking for our first CNG fueling station, 2012.
- Regional VP Russell Mackie selected as a "12 People to Watch" Rising Star by Waste & Recycling News, 2012.
- Waste Pro drivers awarded \$40,000 in safety bonuses, YTD 2012.
- CEO John Jennings elected to Environmental Industry Association (EIA) Hall of Fame, 2011. John was also inducted to Hall of Fame at Alma
- Mater, Holy Cross School, Queens, NY, in 2011. He has also served on the Board of Directors at St. Johns University.
- Hollywood, FL first municipality in Broward County to institute Waste Pro recycling rewards program, 2010.
- First solid waste company in Florida to power a regional HQ (Sarasota) with solar power, 2010.
- Executive VP Bob Hyres appointed to Board of Directors of the Florida Chapter of SWANA (Solid Waste Association of North America), 2010.
- Waste Pro was presented with the first ever commendation for black bear conservation d







work from the Florida Fish and Wildlife Commission, 2010.

- The first Florida solid waste & recycling hauler to invest in Diesel/Electric Hybrid Trucks. These vehicles were delivered to our Brevard County and Sarasota/Bradenton markets, 2009.
- Instituted an indoor single stream recycling program at one of the world's busiest airports, Hartsfield-Jackson Atlanta Airport.
- Awarded the SMART (Successful, Management of Assets, Revenues and Teams) award by the Central Florida Chapter of the National Association for Corporate Growth, 2009.

We are committed toward a synergetic relationship with our communities; Waste Pro will always strife to exceed your Community's needs and be the "Distinguishable Difference."

TAB 4 EXPERIENCE AND QUALIFICATIONS



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Tab 4

Experience and Qualifications

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TAB 4. Experience and Qualifications

Waste Pro of Florida, Inc. has been a Florida corporation since January 5, 2001 (See Attached Florida Department of State Certification). Waste Pro of Florida, Inc. is a wholly owned subsidiary of Waste Pro USA, Inc. and is a Florida headquartered company out of Longwood Florida. Our local office operates from 3101 NW 16th Terrace Pompano Beach, Florida 33069

Our Executive management team is led by CEO John Jennings who has over 35 years' experience collecting solid Waste and Recycling in Florida. From 1992 to 1996, John was the CEO of Jennings Environmental Services, the largest private waste disposal company in Central Florida. In 1996, the company merged with USA Waste Services, Inc., now Waste Management, Inc., and John Jennings was named the Regional Vice President for the combined operations in



Florida and the Caribbean. During that period, Mr. Jennings and his management team (key members that are currently with Waste Pro) had direct management responsibility for over 160 municipal contracts that serve 1.8 million residents and over 20,000 businesses.

As a current City of Fort Lauderdale Licensed (Current License provided) service provider throughout the City, Waste Pro has absorbed valuable details of what is required to collect solid Waste and Recycling in the City.

Our Regional Vice President Russell Mackie, a true local expert, born, raised and current resident of the City of Fort Lauderdale, brings a unique understanding of the community both from a professional level but most importantly a personal level which we believe is an advantage in field experience that will allow for Waste Pro to deliver the "Distinguishable Difference in Service" that your residents desire.

Waste Pro's knowledge of your streets, customer needs, and unique service requirements and experienced in the transition of services that will undoubtedly reduce risks that other haulers will undoubtedly face as they attempt to meet the extraordinarily high service demands of your residents. Waste Pro is ready to implement improvements that will deliver that "Distinguishable Difference in Service" we are known for.



Project Manager Russell Mackie-Regional Vice President,

Contact no. (772) 370-3509 Email: <u>Rmackie@wasteprousa.com</u> 3101 NW 16th terrace Pompano Beach FL 33069. <u>www.wasteprousa.com</u> **Follow @Waste_Pro_USA**



His major focus for the City of Fort Lauderdale contract will be:

- Overall Project Management
- Oversight of all Company Operations with the City
- Works with Waste Pro Division Manager and City Staff to achieve maximum Customer satisfaction
- Authorized Agent for the Company
- A. Sixteen (16) years with Waste Pro, Twenty (20) years overall waste industry experience
- B. College/International Business and Finance

C. Russell has worked in all areas of the solid waste and recycling industry beginning in maintenance with South Eastern Reclamation, Sales and Marketing with Delta Recycling Corporation and operations and management with Waste Pro. Russell is responsible for the development, start up and management of twenty (20) municipal contracts, which provide solid waste and recycling to over 285,000 homes, 7,500 businesses and generates annual revenues of over \$125,000,000. In addition, Russell coordinated the entire hurricane cleanup efforts in St Lucie County for hurricanes Frances, Jeanne and Wilma and recently Irma. Russell has been the Project Manager on all municipal contracts the Waste Pro Southeast Region has launched.



Municipal Marketing Manager/Contract Specialist- Kenneth Rivera

Contact no. (954) 445-9214 Email: <u>Krivera@wasteporusa.com</u> 3101 NW 16th terrace Pompano Beach FL 33069 <u>www.wasteprousa.com</u>

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His major focus for City of Fort Lauderdale

- Maintain working relationship with the city and serve as a liaison to the City for Waste Pro's participation in community sponsored events.
- Consults with municipal officials and community groups to foster Key City relationships and business partnerships.
- Involvement with complaint resolution as requested by municipal staff and elected officials.
- A. Eight (8) Years with Waste Pro of Florida, Inc., 25 years of Waste Industry Experience.
- B. College/ Political Science and Philosophy

C. Kenneth has worked in most areas of solid waste management. He has extensive knowledge of Customer Service Improvement and is well versed in daily operations.

Division Manager- Shawn Eiras

Contact no. (954) 899-9811 3101 Email: <u>Seiras@wasteprousa.com</u> 3101 NW 16th terrace Pompano Beach FL 33069 <u>www.wasteprousa.com</u>

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His major focus for the City of Fort Lauderdale contract will be:

- Oversees and manages all aspects of the hauling operations for the division in with strong focus on customer service delivery.
- Formulates, manages and monitors operating metrics while diagnosing and improving processes, procedures, operational and customer service performance.
- Participates in hiring, developing, coaching and disciplining of front line employees (drivers and supervisors).
- Assists with the development, implementation and coordination of Safety programs.
- Monitors routing information to minimize missed collections and customer complaints.
 A. A recent addition to the Waste Pro Family 09/2017,
 - **B.** Fifteen (15) years of experience in the collection, disposal, sales and management of solid waste and recycling services, **B**. Waste Industry training classes

C. Shawn is an expert in operational efficiencies and engages the workforce to ensure the best practices. His knowledge of safety awareness programs has resulted in avoiding injuries and accidents in the communities where Waste Pro operates. Shawn has successfully engaged with





Cities and County agencies to ensure customer satisfaction. He is a leader in promoting green efforts with a specialization in methods to increase community recycling. Shawn will be responsible for the overall day to day operations in City of Fort Lauderdale. All Waste Pro personnel assigned to work in City of Fort Lauderdale will report to him.

Maintenance Manager-Enrique Cordero

Contact cell no. (270) 312-1175 Email: <u>ecordero@wasteprousa.com</u> 3101 NW 16th terrace Pompano Beach FL 33069

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His major focus for the City of Fort Lauderdale contract will be:

- Maintains an ongoing preventive/corrective maintenance program which sets the standard for service excellence.
- Education of driver responsibilities as it relates to DVIR's, operation of fleet vehicles, and basic CDL requirements.
- Verifies implementation of required DOT, OSHA, EPA regulations and monitors conformance as required on an ongoing basis. Coordinates efforts with local Safety, Corporate Safety and Regional Maintenance Manager.
- Maintains Fleet inventory/condition reporting, including out of service listing, matched to asset list.
- Responsible for implementation/monitoring of all fleet maintenance activities (e.g. Pre/Post pretrip, safety lane, warranty recovery, tire standards, oil/lubricants, major component failure, and all new initiatives).
- Evaluates equipment performance and recommends modifications and/or alternate vendors based on maintenance/costing information.





Operations Manager- Bruce Allen

Contact no. (954) 662-7564 Email: <u>ballen@wasteprousa.com</u> 3101 NW 16th terrace Pompano Beach FL 33069 <u>www.wasteprousa.com</u> **V** Follow @Waste_Pro_USA



Bruce will be accountable for the daily evaluation of the truck and manpower needs for the City of Fort Lauderdale collection contract and to ensure that all trash is picked up as scheduled and the routes are completed for the day. He will also perform the duties listed below.

- Directly responsible for the supervision of drivers and helpers and performance of daily operations. Greet drivers upon their arrival to the yard, ensuring that pre / post trips are conducted, talking with drivers / helpers to share key service, safety, and equipment issues. Plan routes and address special needs for the day. Communicate daily with drivers and helpers making them part of the Waste Pro team.
- Follow the routes to ensure that Waste Pro provides a Distinguishably Different level of service to customers. Responds to dispatch, city staff and customer calls or messages submitted via the Trac-Ez system. Address customer service requests, complaints and inquiries by speaking with the resident or leaving a notice in their absence. Check on and pick up late put outs or missed pickups. Talk to the driver to clarify any unique requirements and to make him/her aware of the situation for the same day's pickup. Interact with city government employees as needed.
- Perform route observations to ensure safety procedures are followed. Complete route observation reports and discuss observations with drivers and helpers including safety issues, customer calls, route cleanliness and truck appearance. Identify training needs and review with drivers. Maintain extra gloves/safety glasses, flyers, door hangers, pads, recycling bins and carts as applicable in vehicle.
- Review weekly demand / volume for routes, determine potential gains from re-routing, and recommend re-routes to the routing specialist.
- Ensure that all daily, weekly and monthly reporting required by the City of Fort Lauderdale
- Share "Decision Driving" techniques and ensures that employees adhere to and are knowledgeable of Waste Pro service and safety guidelines.
- A. One (1) year with Waste Pro,
- B. Twenty (20) Years of Solid Waste Industry Experience
- C. Miami Tech
- **D.** Phillip has over 20 years of hands on management experience in the solid waste industry. This experience includes customer service, dispatch, routing, truck driving hauling operations and safety.



Regional Customer Service Manager- Shelly Noble

Contact no. (561)248-3641 Email: <u>snobles@wasteprousa.com</u> 3101 NW 16th terrace Pompano Beach FL 33069

www.wasteprousa.com

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Shelly is the Region Customer Service Manager who will be dedicated to the City of Fort Lauderdale on service related matters and reporting requirements.



Her major focus for the City of Fort Lauderdale contract will be:

- Insure all residential calls are addressed and resolved within 24-hour service period.
- Communicate with key City of North Miami Personnel on all City related questions / concerns.
- Monitor and Manage all City of North Miami Trac Ez entries and report progress reports on a daily, weekly and monthly basis.
- Coordinate special City Items such as illegal dump request, cart exchanges and deliveries
- A. Twelve (12) Years with Waste Pro of Florida, Inc.
- B. College / Business Administration, Finance

C. She has extensive experience in Contract Start-ups of all administration duties and data conversions. She has worked with Municipal staff employees during contract implementations, new process implementation.



TAB 4Experience and QualificationsPast Performance in Similar Activities in Florida

Waste Pro of Florida, Inc.-Southeast Florida Region

The following listing is for Waste Pro's current exclusive municipal contracts in Southeast Florida that have experienced service transitions with Waste Pro in the past 6 years. Waste Pro can provide excellent references from these customers.

Contract Name	Types of Service	Contact Person
Palm Beach County SWA Area 1	Residential Garbage Residential Yard Waste Residential Recycling Commercial Front Load Commercial Roll Off	John Archambo Direct. Customer Relations Solid Waste Authority 7501 N. Jog Rd. West Palm Beach, FL 33412 Ph. 561/315-2010 Fax561/640-4000
Commercial Businesses: 1.8	00	

Commercial Businesses: 1,800 Annual Contract Amount \$10,000,000 Date: 2008-Present

Town Loxahatchee Groves

Residential Garbage Residential Yard Waste Residential Recycling Commercial Roll-Off William Underwood Town Manager Loxahatchee Groves 14579 Southern Blvd. Suite 2 Loxahatchee Groves, FL 33412 Ph. 561/793-2418 Fax561/793-2420

Commercial Businesses: 65 Annual Contract Amount: \$800,000 Date: 2008-Present

City of Miramar

Residential Garbage Residential Yard Waste Residential Recycling Commercial Front Load Commercial Roll off

Michael Moore Assistant City Manager City of Miramar 2300 Civic Center Place Miramar, FL 33025



Ph. 954/602-3117 Fax 954/602-3750

Commercial Businesses: 1,070 Annual Contract Amount: \$11,000,000 Date: 2011-Present

City of North Lauderdale	Residential Garbage Residential Yard Waste Residential Recycling Commercial Front Load Commercial Roll off	Jack Brady City Mayor City North Lauderdale 701 SW 71 st Avenue North Lauderdale, FL 33027 Ph. 954/444-3194			
Commercial: 550 Fax 954-720-2151 Annual Contract Amount: \$1,400,000 Fax 954-720-2151 Date: 2012-Present Fax 954-720-2151					
City of Pembroke Pines	Residential Garbage Residential Yard Waste Residential Recycling Commercial Front Load Commercial Roll off Commercial Recycling	Frank Ortis Mayor. City of Pembroke Pines 13975 Pembroke Rd. Pembroke Pines, FL 33027 Ph. 954/224-4477			
Commercial Businesses: Annual Contract Amount: \$13 Date: 2013-Present	1,050 3,000,000				
City of Coral Springs	Residential Garbage Residential Yard Waste Residential Recycling Commercial Front Load Commercial Roll off Commercial Recycling	Peter Foye Solid Waste Contract Adm. City of Coral Springs 9551 W. Sample Road Coral Springs, FL 33065 Ph. 954/344-1165 Fax: 954/344-5959			
Commercial Businesses: Annual Contract Amount: \$1 Date: 2014-Present	1.200 0,000,000				
City of North Miami	Residential Garbage Residential Yard Waste Residential Recycling	Larry Spring City Manager City North Miami			

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Commercial Roll Off

450

4,000,000

Commercial Businesses:

Date: 2012-Present

Annual Contract Amount:

North Miami, FL 33161 Ph. 786/256-1459

1

City of Port St. Lucie	Residential Garbage Residential Yard Waste Residential Recycling Commercial Front Load Commercial Roll Off	Carmen Capezutto MPA Project Manager Port St. Lucie 450 SW Thornhill Dr. Port St. Lucie, FL 33905 Ph. 772/871-5163 Fax 772/871-5248
Commercial Businesses: Annual Contract Amount: Date: 2009-Present	2,285 \$19,000,000	
St. Lucie County	Residential Garbage Residential Recycling Residential Yard Waste Commercial Front Load Commercial Roll Off	Ron Roberts Solid Waste Manager St. Lucie County 2300 Virginia Avenue Fort Pierce, FL 34982 Ph. 772/462-1827 For 772/462-6087
Commercial Businesses: Annual Contract Amount: Date: 2009-Present	385 \$6,000,000	Fax 772/462-6987

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	20074 License #	This ce limits o all pert commit	This is the req Chapte with th Essenti	Р			
	09/19/2016 Issue Date	rtificate duly license f Fort Lauderdale fi inent City Ordinanc ments, as stipulated	This is to certify that the priv the requirements prescribed Chapter 24, Article III – Priv with the City of Fort Lauder Essential Municipal Services.	UBLIC WORKS DE License		city of Fort	
	09/18/2019 Expiration Date	This certificate duly licenses the private refuse collector to operate within the corporat limits of Fort Lauderdale from the date of issuance for three calendar years, providing all pertinent City Ordinances, rules and regulations are adhered to, as well as other commitments, as stipulated by contractual agreement. Waste Pro of Florida, Inc. 2101 West State Road 434 Longwood, Florida 32779	This is to certify that the private refuse collector named below, having met all the requirements prescribed by the City of Fort Lauderdale Code of Ordinances, Chapter 24, Article III – Private Collection Services; and having executed a contra with the City of Fort Lauderdale attesting to same, is hereby granted a License for Essential Municipal Services.	PUBLIC WORKS DEPARTMENT	Venice of America		
	9 Mul	e t	r named below, having met all t Lauderdale Code of Ordinan vices; and having executed a c me, is hereby granted a Licens	BILITY ervices		auderda	
A CONTRACTOR OF	Doyle, Program Manager	to operate within the corporate hree calendar years, providing adhered to, as well as other	below, having met all lale Code of Ordinances, l having executed a contract eby granted a License for	DIVISION		lar	

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TAB 5 APPROACH TO SCOPE OF WORK



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Tab 5

Approach to Scope of Work





Tab 5 Approach to Scope of Work

Waste Pro understands the importance of transitioning the services in a seamless and orderly fashion. As the only service provider with extensive recent experience with new Cities for their solid waste and recycling services, our approach will focus on ensuring key metric milestones are met prior to the start of the new service contract. Below are some of those Milestones.

Residential Curbside Garbage-Automated Collection

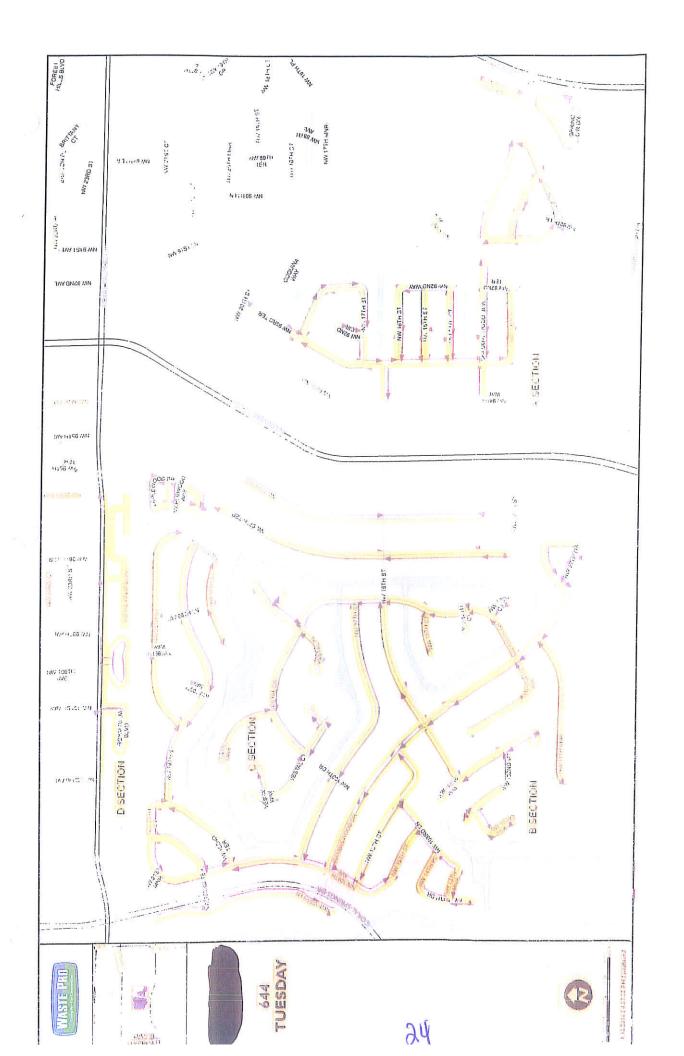
All residential single-family garbage carts will be serviced at curbside two (2) times per week. Waste Pro proposes to keep the residential garbage route service days the same as the current schedule with specific start points and end points for each route. All solid waste placed at the curb will be collected in the carts already in service and provided by the City. Waste Pro will provide and replacement garbage carts as needed and new garbage carts for new residents.



Side-Boor/Back-Door service will be available for disabled residents and to those residents who request the service. There will be no charge for this service to. The collection method and equipment will be the same as detailed in the above garbage collection. The collection vehicles for this service will be a total of (12) TWELVE CNG Vehicles, (Side Load Automated Truck. Twelve (12) of the vehicles will be powered by (CNG) compressed natural gas fuel.

Service will be provided between the hours of 7:00 a.m. and 6:00 p.m. and will be completed with minimal amount of noise and disturbance. All routes will be created in a manner that is focused on efficiency and fuel conservation as well as getting to the hard service areas at the appropriate time of day. All residential garbage routes will consist of 4 sections. Each section will be categorized **as Section A, Section B, Section C & Section D. Section A (start of the route)** will contain a specific starting point of the route with Section D representing end of the route. <u>See attached example</u>

The Routes will be executed the same daily for efficient and consistent service. City and Waste Pro staff will be able to locate vehicles easily, response and times are being cut by half. All carts will be thoroughly emptied and returned to their original location prior to service. If any solid waste placed at the curb does not conform to collection standards, the resident, City Staff, Waste Pro's Customer Service Department, field supervisors and Waste Pro Management will be notified. The residential notification of non-collection notice will be left at the home. All others will be notified via E-mail and the use of our Trac-Ez system. These notices will identify the reason for non-collection and will provide a contact phone number for the resident to obtain additional collection information. All solid waste





collection vehicles will have one CDL class A or B licensed driver. All collection personnel will be full time employees and will be in company uniform always.

Residential Curbside Recycling-Fully Automated Collection

All residential single-family recycling carts will be serviced at curbside one (1) time per week. Waste Pro proposes to keep residential recycling route service days, with specific start points and end points for each route All recycling materials placed at the curb will be collected in the carts already in service and provided by the City. Waste Pro will provide new account and replacement recycling carts as needed.



Side-Boor/Back-Door service will be available for disabled residents and to those residents who request the service. There will be no charge for this service to disabled residents. The collection method and equipment will be the same as detailed in the above garbage collection.

The collection vehicles for this service will be a total of (6) SIX high compaction Vehicles (CNG) compressed natural gas, *Side* Load Automated Trucks.

Service will be provided between the hours of 7:00 a.m. and 6:00 p.m. and will be completed with minimal amount of noise and disturbance. All routes will be created in a manner that is focused on efficiency and fuel conservation as well as getting to the hard service areas at the appropriate time of day. All residential recycling routes will consist of 4 sections. Each section will be categorized **as Section A, Section B, Section C & Section D. Section A (start of the route)** will contain a specific starting point of the route with Section D representing end of the route. <u>See attached example</u>

In the event the residents have additional materials such as corrugated boxes, newspaper contained in a paper bag, placed next to the City provided Recycling cart, will be collected as part of the recycling services following holidays. If any recycling placed at the curb does not conform to collection standards, the resident, City Staff, Waste Pro's Customer Service Department, field supervisors and Waste Pro Management will be notified. The residential notification of non-collection notice will be left at the home. All others will be notified via E-mail and the use of our Trac-Ez system. These notices will identify the reason for non-collection information. All solid waste collection vehicles will have one CDL class A or B licensed driver. All collection personnel will be full time employees and will be in company uniform always. In addition, all collection personnel will receive comprehensive safety and operational training prior to working on vehicles.





Residential Curbside Automated Yard Waste Collection Service

All residential single-family recycling carts will be serviced at curbside one (1) time per week. Waste Pro proposes to keep residential recycling route service days, with specific start points and end points for each route All recycling materials placed at the curb will be collected in the carts already in service and provided by the City. Waste Pro will provide new account and replacement recycling carts as needed.

Side-Boor/Back-Door service will be available for disabled residents and to those residents who request the service. There will be no charge for this service to disabled residents. The collection method and equipment will be the same as detailed in the above garbage collection.

The collection vehicles for this service will be a total of (6) SIX high compaction Vehicles (CNG) compressed natural gas, *Side* Load Automated Trucks.



Service will be provided between the hours of 7:00 a.m. and 6:00 p.m. and will be completed with minimal amount of noise and disturbance. All routes will be created in a manner that is focused on efficiency and fuel conservation as well as getting to the hard service areas at the appropriate time of day. All residential recycling routes will consist of 4 sections. Each section will be categorized **as Section A, Section B, Section C & Section D. Section A (start of the route)** will contain a specific starting point of the route with Section D representing end of the route. <u>See attached example</u>

If any yard waste carts set out by the resident at the curb does not conform to collection standards, the resident, City Staff, Waste Pro's Customer Service Department, field supervisors and Waste Pro Management will be notified. The residential notification of non-collection notice will be left at the home. All others will be notified via E-mail and the use of our Trac-Ez system. These notices will identify the reason for non-collection and will provide a contact phone number for the resident to obtain additional collection information. All solid waste collection vehicles will have one CDL class A or B licensed driver. All collection personnel will be full time employees and will be in company uniform always. In addition, all collection personnel will receive comprehensive safety and operational training prior to working on vehicles.



 γa



Commercial Garbage Cart Collection Service

Waste Pro will provide cart collection service for commercial businesses with existing cart collection service. Commercial garbage carts service will be performed twice a week

These garbage carts will be serviced by the same Waste Pro trucks that collect the single-family garbage carts as detailed in the Residential Curbside Garbage section listed above.

Current City Facility Service-No Cost to the City

Waste Pro will provide collection garbage and recycling collection services for all City locations. Cities. These services will be integrated into our daily route collections and we will utilize our City assigned truck fleet to service all solid waste and recycling sites.

Disposal Facility

Waste Pro will deliver all solid waste and recycling materials generated and collected in the City of Fort Lauderdale to the designated facilities identified as directed by the City of Fort Lauderdale, or any other facility as directed by City.



(MASTER)

Route Supervisors

There will be 2 assigned operations supervisor who oversees the daily operations and collection route personnel in the City. They will be equipped with a smart phone and a tablet computer for communications with route drivers, Customer Service, residential customers and City Staff. Their major responsibility is to ensure a rapid reply to customer and staff inquiries. They will meet with residents to resolve issues, retrieve misses or late set outs. They will be available to the city Monday through Saturday from 7:00 a.m. to 7:00 p.m. He will be available by phone or email.

4



Educational Services



Waste Pro has a long-standing reputation of facilitating a smooth transition for residents when service levels and technologies change. Waste Pro is proposing to provide the same garbage and recycling schedules for single family, multi-family and commercial units the same but a strong focus on route balance. Waste Pro will conduct a focused and intense educational campaign to introduce Waste Pro to the community and its residents and inform them of service enhancements and confirm

collection schedules.

During the 60-90 days prior to the contract start, Waste Pro will work with the City staff to develop and all-inclusive Community outreach program that utilizes, including but not limited to, **City's Public relations staff**, external resources such as **local printing** companies to develop **tri-lingual flyers**, **local community leaders** to reach out to their respective HOA's for educational meetings and any and **all local resources** available throughout the City to guarantee a seamless transitions. Waste Pro believes this approach will result in a much better organized consistent and customize **local message** throughout the City resulting in a successful transition.

Garbage and Maintenance Facility

Waste Pro will service the City of Fort Lauderdale from our fully equipped operations center at 3101 NW 16 TER Pompano Beach, Florida 33069. With a backup fully functional facility located at 17302 Pembroke. Both facilities are fully equipped with six (6) truck maintenance service bays; a staff of over 35 fully trained truck mechanics (at current capacity);



three (3) mechanics helper and all equipment necessary to maintain a fleet of over 90 front line waste removal trucks and support vehicles. Both locations also house a dispatch operations center and administrative office. Residential Carts and Commercial Carts storage and maintenance are also performed at this location.



New Hire Job Creation Positions for City of Fort Lauderdale

Waste Pro, we clearly recognize it is our dedicated employees who make us the leaders in the industry. Employees from all backgrounds bring excellent skills and new ideas to their jobs and we value our talented team.

Waste Pro understands that we are only as good as the people that we put in position to service the municipalities we work in. Waste Pro is committed to hiring the very best LOCAL people available. We strive to create a positive work environment for our employees and provide numerous incentives to reward them for a job well done.

Waste Pro will proactively City of Fort Lauderdale residents for all available positions. City of Fort Lauderdale residents will be given top preference in our hiring process. Waste Pro will conduct job **fairs** in the City with the objective of identifying and hiring qualified residents. We will place job advertisements in as many outlets as possible to reach residents for open positions.

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Tab 5. Approach to Scope of Work **Customer Service Plan**

Waste Pro is committed to be the "Distinguishable Difference" in serving the City of Fort Lauderdale residents. Our management and customer service teams are dedicated to customer service and we have a proven track record as our current customers and municipalities can attest to. We strive to have zero complaints and treat each customer on an equal and fair basis.



All customer complaints, compliments and requests will be handled by our

Customer Service staff in our Pembroke Pines Customer Service Center. Our Customer Service Staff is prepared to manage Creole, English and Spanish speaking customers. A non-toll telephone service line will be available for the City residents and businesses to contact Waste Pro. The telephone service will be staffed from 7:00 a.m. to 7:00 p.m. Monday through Friday and

8:00 a.m. -12:00 pm. on Saturday. Supervisory staff will be available 24 hours daily by cell phone.

Waste Pro is proactive in the education of our employees and we will provide them with the knowledge and tools to give the absolute best and most courteous service to your City.

Complaints, Missed Collection and Compliments Requests

During regular business hours we always have "real LOCAL people" to answer the telephones; we do not use automated or contracted services. After hours and on weekends and holidays we have our voice mail system with an emergency contact name and number for residential customers to activate. All calls left on our voice mail system are answered and recorded no later than 9:00 am the following business day. When we receive a call, no matter the nature, our customer service representatives will handle the call from start to finish. If the matter needs additional or special attention any of our management staff is available and happy to assist. We want to leave the customer feeling that their problem has been solved and that it will not recur. We welcome our customers to call or email us at any time for any concerns or suggestions they may have.



- All complaints, compliments or requests are logged into our computer system and attached to the customer account by our customer service reps.
- If the collection of any Residential or Commercial Service Unit is missed during the regular route collection, Waste Pro will ensure that the missed collection will be picked up on the same day if notification was received by Waste Pro from the City, business or the residents by 3:00 p.m. Any reported misses after 3:00 pm will





be handled the next work day before 12:00 p.m., however we always try to address and resolve issues of this nature on the same day.

- Waste Pro will be responsible for cleaning up any solid waste, bulk waste, recyclable materials or other refuse materials including leakage of fluids spilled
- from garbage cans, containers, recycling bins/carts, and collection vehicles or employees.
- Our field supervisors are equipped with tablets and smart phones so that all communications are in real time. This system allows us to immediately resolve any concerns that our customers may have.

trac EZ.

TRAC EZ-Waste Pro's method to 100% complaint resolution within 24 hours

TRAC EZ is an on-line web-based system that was created and designed to help municipalities like Fort Lauderdale and Waste Pro to provide greater control and communication services to their residents. Streamlining and offering "Real Time" communication gives all parties the ability to resolve complaints and requests for services in an organized, timely and cost saving manner.

All complaints, compliments or requests are logged into our **TRAC-EZ** system and attached to the customer's account by our customer service reps. Any calls that come in when the local office is closed will be entered **TRAC-EZ** within two hours after the office opens the next operating day.



Because all parties have access to this online program, residents, City of Fort Lauderdale staff and Waste Pro can access the information simultaneously to resolve issues or retrieve information. Additional benefits of this TRAC-EZ include:

- We provide this tracking system at no cost to the municipality through the <u>http://www.tracezonline.com</u> website. This site allows the City Staff and Waste Pro supervisors to track any issues from the time they are registered to the time they are resolved.
- We can provide the City with customized reports for all issues and they will have full access to our tracking system through TRAC EZ. (See Attached at end of this section)
- Easy comparison of information by the day, week, month and year
- Limits the follow up telephone calls because all parties are using the system. No expensive equipment is necessary for implementation. Login to the website is all that needs to be done.
- Our system also allows us to add notes from the drivers such as "cart blocked by car" or "recycling not out".
- We track our customer service history and have the ability to attach pictures to the customer's account. The City would also have access to these photos.



Customer Service is a priority with Waste Pro. It is at the core of our business and we have proven to our customers that we are the **"Distinguishable Difference"**.



Tab 5

Approach to Scope of Work Transition Plan

A "Transition Team" will be assembled to complete all steps necessary for a successful start up. A representative from each of Waste Pro's areas of responsibility will be deployed to this team. The team will meet weekly to discuss implementation tasks completed and progress on items not yet finalized. (See Proposed Mock Draft Implementation Schedule at end of this section). Waste Pro's lead representative will develop a meeting schedule (monthly or bi-weekly) to meet with City Staff for regular



progress updates. The lead representative will also be in contact and work with the existing hauler to coordinate transition efforts.

As we near the startup deadline major community communications utilizing all local resources such as local printers for Flyer productions, City of Fort Lauderdale Public relations Staff members for the their use of public information outlets, local community leaders and HOA presidents will be necessary for focused and targeted communications for the transition.

A series of flyers will be developed and delivered to residences for educational purposes. Six weeks prior to the start of the contract a post card will be mailed to each resident. This post card will notify them of changes in their service provider, provide telephone and website information for their use.

These communication steps have proven to make transitions run smoothly. By distributing multiple notifications, we are better able to canvas the City with information.

	s Resource Name	Russell Mackie Russell Mackie / Shawn Erias competed Mackie	s Responsible	Shawn Erias Shawn Erias Shawn Erias	s Responsible	s Responsible completed completed completed completed Ken rivera	Linda Madernini/Esther Arana Linda Madernini/Esther Arana
	Key Dates	tbd tbd completed tbd	Key Dates	3/1/2019 3/1/2019 7/1/2019	Key Dates	Key Dates 3/1/2019 3/1/2019 7/1/2019 3/1/2019 3/1/2019	3/7/2020
City of Fort Luaderdale Transition Schedule Eexample	Trucks	Order New Trucks Provide Town with truck orders or verification of vehicle source Review Additional Support vehicles for Metal Container deliveries Secure vehicles	Metal Containers	Decaling of all Compactors, and also order Open tops for open top customers Identify Front Load compactors Identify staging areas for all metal containers with City and work with Republic	Miscellaneous	Billing and Reporting Discussion on Billing Process with Town Implement report/financial statement for payment of franchise fees implement method to report tracking recyclable materials and weight tickets implement a billing method for Waste Pro billed service such as roll-off, extra pick ups etc. New CO's	Input free service for City and identify areas Develop Trac EZ reports for the City

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Schedule and conduct training of Town personnel on TRACE2 Usage and reporting	3/8/2020	Linda Madernini/Esther Arana
Routing/Sales/Disposal	Key Dates	Responsible
Review all existing residential garbage, recycle and bulk maps and input in Tower Route City services and identify recycling services provided to the City Route City Office Locations	3/1/2019 3/1/2019 7/1/2019	completed completed completed
Establish starting points in residential routing or identify current resi route starting points. Request for the "hot list" including all side door service areas Conduct Site Survey of all front load container accounts Finalize Routes and confirm to City for posting on City web sites Upload all commercial customers to tower Submit residential curbside routing to Town	3/1/2019 3/1/2019 7/1/2019 3/1/2019 3/1/2019 7/1/2019	bruce allan completed completed completed COMPLETED COMPLETED
Drivers and supervisors run routes	5/1/2018 5/1/2018	COMPLETED
Office Staff hired and in place Drivers Hired and in place	Key Dates	COMPLETED COMPLETED
Hire Supervisor and provide verification to Town Resident Education Prepare Solid Waste Notices Flvers of scheduled Services	Key Dates 3/15/2019	COMPLETED Responsible ken rivera
Create and Print Introduction Notice Communications document mailed to all customers	3/16/2019 3/17/2019	ken rivera ken rivera
Provide transition report to Town outlining plan to minimize disruptions during transition	9/1/2017	Mackie/Rivera

Page 2

Accounting For the City

Payments to the Town Accounts with Disposal Broward CountyFacility Billing of Incentive program Commercial Accounts Establish Service Agreements Prepare Rate Schedule Payments for Collection Establish PO; monthly invoice

Administrative for the City

List of Property managers List of City Properties SOP for Town Requesting Service License agreement for Dade County Disposal

Key Dates 9/15/2017 Linda Madernini 6/1/2017 Already in Place

Agramonte Agramonte Arana	completed completed completed completed
N/A 8/1/2018 8/2/2018 8/3/2018	Key Dates 5/1/2018 5/2/2018 5/3/2018 5/4/2018



Tab 5.Approach to scope of WorkVehicle Communication Systems

Third Eye System-Cameras & GPS System

Waste Pro's fleet of collection trucks spends most of its time on the road. Truck drivers need to know their routes, so they can effectively navigate the streets, and run their routes efficiently and safely. This is where fleet tracking comes into play. With

the combination of the 3rd Eye Camera System and GPS tracking, vehicle monitoring for garbage/recycling trucks, will give both Waste Pro and the City the tools they need to properly serve the residents and businesses in North Miami.

GPS vehicle tracking for collection vehicles provides real-time and historical information, allowing the garbage/recycling business to maximize efficiency. This system also minimizes travel times between routes and collection centers, which reduces fuel costs and on-road travel times. The safety-conscious garbage/recycling company can monitor speeds and driver behavior helping to ensure neighborhood children are not at risk. The **3rd Eye Camera** system will allow drivers to take pictures of overloaded carts and other service related issues and share this information to effectively resolve customer service issues.

Waste Pro has already implemented the **3rd Eye System** on all of its vehicles in Miami County. The North Miami service vehicles would be equipped with this equipment and the residents and City staff would realize the benefits of this system. The program features are:

FEATURES

- Real-time view of fleet using any web enabled device: desktop, mobile device or tablet
- Historical views of trucks up to 6 months after routes/trips for residential, multifamily and commercial services
- Stores collection event date, time and latitude and longitude coordinates
- Bread Crumb trail replay of all historical routes
- Service verification; receive notifications of predetermined geo located customers
- Geo Locate service areas on the maps
- Series of Video Cameras mounted inside vehicle will provide HD video clips
- Dispatch a new vehicle when one is broken down
- Ensure that drivers are held accountable for their whereabouts while on the job
- Handle customer disputes with real-time information about where vehicles are
- Keep customers satisfied with prompt service and safe driving habits
- Send specialty vehicles to the right locations for large item pickups

Employees working for Waste Pro are now held accountable for each trip they take with scheduled stops and more efficient routes. Waste Pro has seen a higher level of customer service



due to the GPS device's ability to confirm employee visits. The daily activities and tasks are entered the GPS device, which includes unique software specifically designed for Waste Pro. This database includes scheduled routes with detailed maps and tasks entered for assigned vehicles.

Improved Customer Service is the bottom line. Waste Pro is better able to accurately predict arrival times for our customers resulting in satisfied customers. We will create a win-win situation for our municipalities and residents. Our customers are sure to have a favorable overall experience when doing business with our company.

Truck -Nextels

All Waste Pro trucks are equipped with Nextel handheld units which facilitate immediate communication with the base customer service office. Waste Pro is convinced that excellent customer service to our customers is our biggest asset. When customers call our office with issues it is essential that we have immediate contact with the driver to meet customer needs.

Field Supervisors Communication-Smart Phone, Tablets and Laptops

Our field supervisors are equipped with tablets, Nextel Units and/or Smart Phone devices so that all communications are in real time. This allows City Staff and Customer Service real time access to Field Supervisors to immediately resolve any concerns that our customers may have.

TRAC EZtm – For City of Fort Lauderdale Staff, Fort Lauderdale residents and Fort Lauderdale business

This On Line Web Based system was created and designed to help Municipalities like City of fort Lauderdale and Waste Pro provide greater control and communication services to their residents and business owners. Streamlining and offering "Real Time" communication gives all parties the ability to resolve complaints and requests for services in an organized, timely and cost saving manner. All complaints, compliments or requests are logged into our TRAC EZ system and attached to the customer account by our customer service reps.

Because all parties have access to this online program, residents, business owners, City of Fort Lauderdale Staff and Waste Pro can access the information simultaneously to resolve issues or retrieve information.

Customer Service Communication is a priority with Waste Pro. It is at the core of our business and we have proven to our customers that we are the "Distinguishable Difference".

TAB 6 REFERENCES



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Tab 6

References



<u>Tab 6</u>

References

 Ralph Trapani, City of Miramar Solid Waste Manager Public Works Department City of Miramar | 13900 Pembroke Road Building L, Miramar, Florida 33027 O: 954.883.6832 | F: 954.602.3485 | ratrapani@miramarfl.gov Services Residential Solid Waste 2x a week Residential Recycling 1x a week Residential Recycling 1x a week Residential Bulk/yard Waste 1x a month Approximate Contract value \$ 12,000,000.00 yearly

 2) Charles Lassiter, City of Hollywood Assistant Public Works Public Works
 1600 S. Park Road
 P.O. Box 229045
 Hollywood, FL 33022-9045
 Office: 954-967-4207
 E-mail: CLassiter@hollywoodfl.org
 Services

Residential Solid Waste 2x a week Residential Recycling 1x a week Residential Bulk/yard Waste 1x a week Approximate Contract value \$ 7,500,000.00 yearly



References Continued

3) Rose Colombo City of Pembroke Pines Utilities Director/Contract Mgr. Utilities Department 300 South Palm Drive Pembroke Pines, FL 33025 Office 954-518-9060 E-mail: rcolombo@ppines.com Services Residential Solid Waste 2x a week Residential Recycling 1x a week Residential Recycling 1x a week Residential Bulk/yard Waste 2x a month Approximate Contract value \$ 13,500,000.00 yearly

TAB 7 OPTIONAL BENEFITS



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Tab 7

Optional Benefits



<u>Tab 7.</u>

Optional Benefits

One of the many benefits the City of Fort Lauderdale will have by selecting Waste Pro of Florida Inc. would be our ability to have recent strong contract start up experience in all our Cities in Broward County. We use the latest routing technology in the industry that provide the ability to take a city such as Fort Lauderdale and provide routing with maximum efficiency. The level of input from City Staff can be large to little input yet

North Miami Residential Startup Brochure

there will be proactive participation through the change process. The successful path of major service provider, depends on the level of details both the service provider and the city provide during planning stages.

We use several platforms to communicate service days changes in the city such as; Local community newspapers, brochures, door hangers all done in tri-lingual format if needed. Additionally, attend local HOA meetings with information pertaining to changes. Local radio spot ads would be used to communicate information.



Pembroke Pines Startup Brochure



Of course, none of these types of changes can occur without the community acceptance and One of Waste Pro's many understanding. successful accomplishments in our relatively short history is our commitment of community involvement. We understand the City of Fort Lauderdale has many City events that brings out Waste Pro Assists with MS Coastal Cleanup 10entire communities and we will use those venues to communicate changes, but Waste Pro goes beyond that. Caring for our Communities is the mantra we live by. Waste Pro will be involved in local community events we feel fits the needs of the community and serves the City of Fort Lauderdale well.

Saturday



2014





Environmental Sustainability Green Initiatives

CNG Trucks

Environmental sustainability is not simply Waste Pro adding CNG (Compressed Natural Gas) vehicles to operate in the City of Fort Lauderdale, the most important and operative word is SUSTAINABILITY and how can we create an Environment in the entire City environment of GREEN to attain an EXCELENCE. Waste Pro is proud to say it is an industry leader in staying ahead of the curve with green



initiatives and as such operate the greenest technology available.

Additional Green Initiatives throughout Waste Pro:

- In 2011 Waste Pro committed \$100 million to begin the conversion of a large portion of our heavy-duty truck diesel fleet to clean, cost efficient compressed natural gas (CNG) power.
- Waste Pro has FIVE CNG fueling facilities on the east coast of Florida more than any other hauler
- Waste Pro has invested \$15 million to convert its St. Lucie County diesel fleet to CNG and also constructed a CNG (Clean Natural Gas) fueling station for its St. Lucie County area operations.
- Waste Pro has a current CNG facility at our Pompano Beach Location.

<u>EnviroLogic Bio Hydraulic Fluid</u>

Waste collection fleets are facing not only ever-increasing regulatory and safety requirements for their operations, but also the public's need for environmentally friendly, low-impact waste management. To this end, the waste industry has long been looking for effective ways to minimize and manage hydraulic fluid spills in the event of leaks or line failures.

Waste Pro already has a program to place anti-wear armoring around all of its hydraulic hoses to reduce hydraulic spills into the environment. The company was



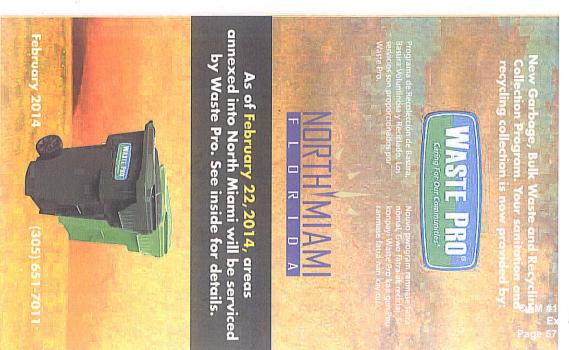


still looking for a hydraulic fluid solution that would improve performance efficiency while decreasing risk in the event of leaks and line failures for its fleet of solid waste collection, recycling, processing and disposal equipment. A large part of spills or leaks involve costly remediation and loss of goodwill in the community.

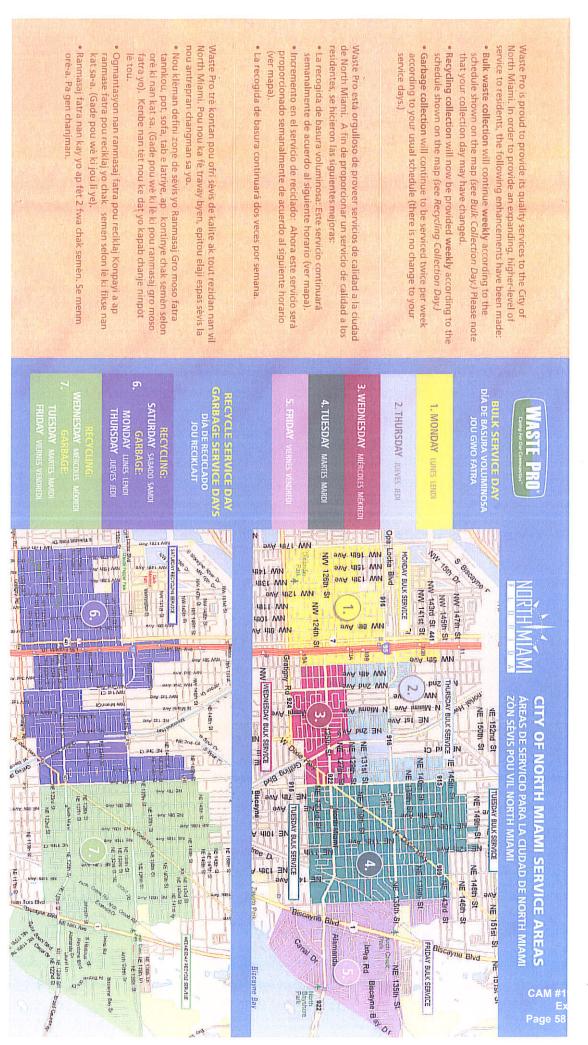
Readily biodegradable fluid suppliers look to formulate products that meet a wide variety of environmental regulations and standards. Spills of readily biodegradable products are often viewed by regulatory agencies differently than petroleum-based spills.

 Sevis Kezidansyei TANPRI SUIV RÉGLEMAN SO YA Fök bwat fatra yo sou bò lari a avan 7è dimaten nan jou yo ranmase fatra a. Tout fatra ki pa ka rantre nan bwat 56 galon an, ou dwe mete yo nan bwat fatra a. Si w gen bagay ki pa twò gwo ournon fatra lakou ki ka rantre nan bwat fatra a. Si w gen bagay ki pa twò gwo ournon fatra lakou ki ka rantre nan bwat fatra a. Fök bwat la byen femen net, epi, fö flech yo sou bò lari a. Bwat yo pa sipoze twò pre bwat lapòs la ousnon machine. Ou dwe mete tout gwo atik ak fatra lakou ki pa ka rantre nan bwat fatra a deyò jou yo prai ranmase gwo atik ak si yo. 		 Residential Services PLEASE OBSERVE THE FOLLOWING GUDELINES: Carts must be placed curbside before 7 a.m. on your collection day. All household garbage that does not fit in your 96-gallon garbage cart must be placed in your cart on the next scheduled collection day. Small bulk or yard waste may be placed in the garbage cart, as long as it fits in the cart with the lid closed. All bulk or yard waste that does not fit in your garbage cart must be placed out on your next bulk waste collection day. The olive green cart is for recycling collection only. The following items are accepted for recycling: paper, glass, metal cans (aluminum, steel and tin), and plastics #1-7. Cart lids must be closed and the arrows must be facing the street. Carts shall not be placed by mailboxes, vehicles or other objects. Maintain space between the recycling and garbage carts to allow for automated pickup.
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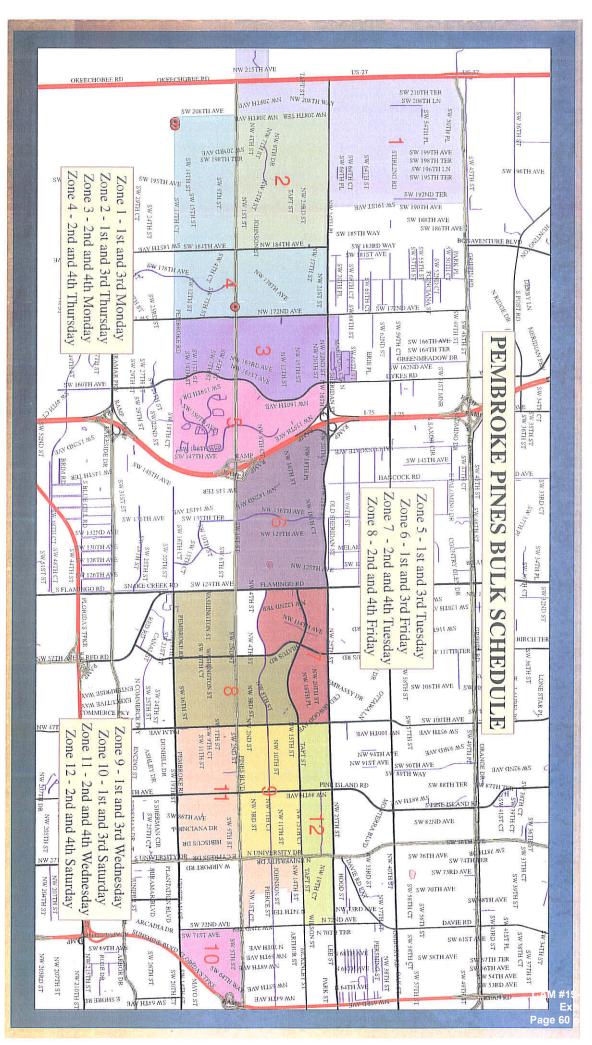
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17302 Pines Blvd. Pembroke Pines, Fl 33029





TAB 8 MINORITY/WOMEN (M/WBE) PARTICIPATION



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Tab 8

Minority/Women (M/WBE) Participation





<u>Tab 8</u>

(1)

Minority / Women (M/WBE) Participation

Waste Pro of Florida Inc. does not meet/qualify the MWBE participation qualifications.

TAB 9 SUBCONTRACTORS



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Tab 9

Subcontractors





<u>Tab 9</u>

Subcontractors

Waste Pro of Florida Inc. will not be utilizing subcontractors for Solicitation 12209-895 Residential Curbside Collection Services.

TAB 10 REQUIRED FORMS AND DOCUMENTATION



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Tab 10

Required Forms and Documents





Tab 10.A

Proposal Certification

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City of Fort Lauderdale

BID/PROPOSAL CERTIFICATION

<u>Please Note:</u> If responding to this solicitation through BidSync, the electronic version of the bid response will prevail, unless a paper version is clearly marked by the bidder in some manner to indicate that it will supplant the electronic version. 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 Pro of Florida, Inc.	EIN (Optional):			
Address: 3101 NW 16th terrace				
City: _Pompano Beach	State: Florida Zip: 33069			
Telephone No. 954-445-9214 FAX No	Email: <u></u> Email:			
Delivery: Calendar days after receipt of Purchase Order (se	ction 1.02 of General Conditions):			
Total Bid Discount (section 1.05 of General Conditions): _				
Does your firm qualify for MBE or WBE status (section 1.09	of General Conditions): MBE <u>n/a</u> WBE <u>n/a</u>			

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

<u>Addendum No.</u>	Date Issued	Addendum No.	Date Issued	Addendum No.	Date Issued
1	11/30/2018	4	12/12/18		
2	12/4/2018			1	
3	12/7/2018				

<u>VARIANCES</u>: 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. If submitting your response electronically through BIDSYNC you must also click the "Take Exception" button.

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, 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:

Russell Mackie

Name (printed)

12/28/2018

Signature

Regional Vice President

Title

revised 04/10/15

Date:



Tab 10.B Cost Proposal

SECTION VI - COST PROPOSAL PAGE

Proposer Name: ______Waste Pro of Florida, Inc.

Proposer agrees to supply the products and services at the prices bid below 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:

Attach a breakdown of costs including but not limited to labor, equipment, materials and parts.

We are requesting you to provide us the UNIT price per each residential and commercial account for the following service:

37,433 + 563 = 37,996 37,996 Accounts x 12 Months = 455,952 Units

Option A: Individual Pricing

Provide an Individual Price for Each:

		QUANTITY		UNIT COST		TOTAL
1.	MSW (garbage)	455,952 Units	X	\$ <u>14.41</u>	=	\$ <u>6,570,268.32</u>
2.	Yard Waste	455,952 Units	X	<u>\$_7.43</u>	÷	\$ <u>3,387,723.36</u>
3.	Recycling	455,952 Units	X	5 <u>6.10</u>	÷	\$ <u>2,781,307,20</u>

Option B: Combined Pricing for MSW (garbage), Yard Waste and Recycling

Provide an All Inclusive Price:

QUANTITY	UNIT COST	TOTAL
455,952 Units	x \$ <u>27.94</u>	= \$ <u>12,739,298.38</u> \$12,739,298.88
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	Mari	$I \sim ($
	MAN	
	Signature	

Submitted by:

Russell Mackie

Name (printed)

12/26/2018

Date

Regional Vice President

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SECTION VI - COST PROPOSAL PAGE

Proposer Name: Waste Pro of Florida, Inc.

Proposer agrees to supply the products and services at the prices bid below 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:

Attach a breakdown of costs including but not limited to labor, equipment, materials and parts.

We are requesting you to provide us the UNIT price per each residential and commercial account for the following service:

37,433 + 563 = 37,996 37,996 Accounts x 12 Months = 455,952 Units

Option A: Individual Pricing

Provide an Individual Price for Each:

	QUANTITY		UNIT COST		TOTAL
1. MSW (garbage)	455,952 Units	х	\$ <u>14.41</u>	\equiv	\$ <u>6,570,268.32</u>
2. Yard Waste	455,952 Units	х	\$_7.43	=	\$_3,387,723.36
3. Recycling	455,952 Units	х	\$ <u>6.10</u>	=	\$ _2,781,307,.20

Option B: Combined Pricing for MSW (garbage), Yard Waste and Recycling

Provide an All Inclusive Price:

QUANTITY		UNIT COST		TOTAL	_
455,952 Units	х	\$_27.94	=	\$_12,739,298.38	-

Submitted by:

Russell Mackie

Name (printed)

12/26/2018

Date

Signature Regional Vice President

Title



Tab 10.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.

NAME

RELATIONSHIPS

WASTE PRO OF FLORIDA INC. HAS NO DISCLOSURES

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.



Tab 10.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.

Authorized Signature

Print Name and Title

Russell Mackie, Regional Vice President

12/28/2018

Forms Non-ISO 09/22/2017



Tab 10.E

E-Verify



E-VERIFY AFFIRMATION STATEMENT

RFP/Bid /Contract No:	12209-895
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 Pro of Florida, Inc.

Authorized Company Person's Signature:

Authorized Company Person's Title: Regional Vice President

Date: 12/28/2018



Tab 10.F

Contract Payment Method



CONTRACT PAYMENT METHOD BY P-CARD

THIS FORM MUST BY SUBMITTED WITH YOUR RESPONSE

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 payment by credit card via MasterCard or Visa. This allows you as a vendor of the City of Fort Lauderdale to receive your payment fast and safely. No more waiting for checks to be printed and mailed.

Payments will be made utilizing the City's P-Card (MasterCard or Visa). Accordingly, firms must presently have the ability to accept credit card payment or take whatever steps necessary to implement acceptance of a credit card before the commencement of a contract.

Please indicate which credit card payment you prefer:

_____ Master Card

_____ Visa Card

Company Name: _ Waste Pro of Florida Inc

Russell Mackie

Name (Printed)

12/28/2018 Date

Signature

Regional Vice President

Title



Tab 10.G

Sample Insurance Certificate



CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY) 11/30/2018

`ERTIF ELOV REPRE IMPOR	ERTIFICATE IS ISSUED AS A M FICATE DOES NOT AFFIRMATI W. THIS CERTIFICATE OF INS SENTATIVE OR PRODUCER, AN TANT: If the certificate holder is ROGATION IS WAIVED, subject	VEL) URA ID TH s an	OR NCE HE CI	NEGATIVELY AMEND, DOES NOT CONSTITUT ERTIFICATE HOLDER. ITIONAL INSURED, the p	EXTEN TE A C	ID OR ALTI ONTRACT I	ER THE CON BETWEEN T	VERAGE AFFORDED B HE ISSUING INSURER(IAL INSURED provision	Y THE S), AU	POLICIES ITHORIZED
this ce	rtificate does not confer rights to	o the	certi	ficate holder in lieu of su	ich enc	lorsement(s).	equire an endorsement	. A SI	atement on
PRODUCER		o the	ourt	noute noticer in neu or st	CONTAC		,.			
Ma	rsh USA Inc.				NAME: PHONE			FAX		2
15	60 Sawgrass Corporate Pkwy, Suite 300				(A/C, No E-MAIL	, Ext):		(A/C, No):		
Su	nrise, FL 33323				ADDRES	SS:				
						INS	SURER(S) AFFOR	DING COVERAGE		NAIC #
CN1050585	54-All*-GAWU-18-19				INSURE	RA: Greenwich	Insurance Compa	any		22322
INSURED	nte Des UCA las				INSURE	R в : XL Insurand	ce America, Inc.			24554
	aste Pro USA, Inc. 01 W. SR 434, Suite #305				INSURE	RC:N/A				N/A
	ngwood, FL 32779				INSURE	RD · XI Special	ty Insurance Com	nany		37885
				- 25	INSURE)		
				10 B	INSURE					
COVED	CER CER	TIEIC	ATE	NUMBER:		004884158-01		REVISION NUMBER: 6		
COVERA	TO CERTIFY THAT THE POLICIES	_				an apply of the state of point the point of the				
INDICA CERTIF	TED. NOTWITHSTANDING ANY RE ICATE MAY BE ISSUED OR MAY F SIONS AND CONDITIONS OF SUCH I	QUIF PERT POLIC	REMEI AIN, CIES.	NT, TERM OR CONDITION THE INSURANCE AFFORD LIMITS SHOWN MAY HAVE	OF ANY	CONTRACT	OR OTHER I S DESCRIBEI PAID CLAIMS.	DOCUMENT WITH RESPEC	CT TO	WHICH THIS
INSR	TYPE OF INSURANCE	ADDL	SUBR WVD	POLICY NUMBER		POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMIT	S	
	COMMERCIAL GENERAL LIABILITY			GEC300138201		11/22/2018	11/22/2019	EACH OCCURRENCE	\$	1,000,000
	CLAIMS-MADE X OCCUR							DAMAGE TO RENTED PREMISES (Ea occurrence)	S	500,000
								MED EXP (Any one person)	S	5,000
								PERSONAL & ADV INJURY	S	1,000,000
										2,000,000
	L AGGREGATE LIMIT APPLIES PER:							GENERAL AGGREGATE	S	2,000,000
X	POLICY PRO- JECT LOC							PRODUCTS - COMP/OP AGG	S	2,000,000
	OTHER:			D15010300101		11/00/0010	11/00/0010	COMBINED SINGLE LIMIT	S	
AUTO	DMOBILE LIABILITY			RAE943788401		11/22/2018	11/22/2019	(Ea accident)	\$	2,000,000
19251	ANY AUTO			SIR: \$1,000,000				BODILY INJURY (Per person)	S	
	OWNED SCHEDULED AUTOS ONLY AUTOS							BODILY INJURY (Per accident)	S	
X	HIRED X NON-OWNED AUTOS ONLY							PROPERTY DAMAGE (Per accident)	S	
	Autos oner								S	
	UMBRELLA LIAB OCCUR		-			W		EACH OCCURRENCE	S	
	EXCESS LIAB CLAIMS-MADE							AGGREGATE	s	
	CEAIMS-MADE							AGGREGATE	s	
	DED RETENTION S			RWD300138001 (AOS)		11/22/2018	11/22/2019	X PER OTH- STATUTE ER	2	
AND	EMPLOYERS' LIABILITY Y / N			11112000100001 (100)			THEFEOTO			1.000.000
	ROPRIETOR/PARTNER/EXECUTIVE	N/A		10				E.L. EACH ACCIDENT	S	
(Mano	fatory in NH)							E.L. DISEASE - EA EMPLOYEE	S	1,000,000
DESC	describe under RIPTION OF OPERATIONS below							E.L. DISEASE - POLICY LIMIT	S	1,000,000
D Work	ers Compensation			RWE943549701 (FL)		11/22/2018	11/22/2019	Employers Liability:		1,000,000
							lit.	SIR:		. 500,000
DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required) City of Fort Lauderdale is/are included as additional insured where required by written contract with respect to general liability and auto liability. Waiver of subrogation is applicable where required by written contract and subject to policy terms and conditions.										
L										
CERTIF	ICATE HOLDER				CAN	CELLATION				
City of Fort Lauderdale Procurement Services Division 100 N. Andrews Avenue Fort Lauderdale, FL 33301		THE	EXPIRATIO	N DATE TH	DESCRIBED POLICIES BE C EREOF, NOTICE WILL I CY PROVISIONS.					
AUTHORIZED REPRESENTATIVE										
1					of Marsh USA Inc.					
	ĺ			9) 	Juan H	Hernandez	N	Juan Kerna	ude	en
						@ 1	988-2016 AC	ORD CORPORATION	All rig	hts reserved

The ACORD name and logo are registered marks of ACORD

11

ENDORSEMENT #

This endorsement, effective 12:01 a.m., November 22, 2018 forms a part of

Policy No.RAE943788401 issued to WASTE PRO USA, INC.

by Greenwich Insurance Company

THIS ENDORSEMENT CHANGES THE POLICY. PLEASE READ IT CAREFULLY.

CANCELLATION NOTIFICATION TO OTHERS ENDORSEMENT

In the event coverage is cancelled for any statutorily permitted reason, other than nonpayment of premium, advanced written notice will be mailed or delivered to person(s) or entity(ies) according to the notification schedule shown below:

Name of Person(s) or Entity(ies)	Mailing Address:	Number of Days Advanced Notice of Cancellation:
Per the most current schedule maintained by Marsh USA, Inc. and furnished to AXA XL Insurance no less than 45 days prior to the effective date of cancellation.		30 Days

All other terms and conditions of the Policy remain unchanged.

IXI 405 0910

This endorsement, effective 12:01 a.m., November 22, 2018 forms a part of

Policy No. GEC3001382-01 issued to Waste Pro USA, Inc.

by Greenwich Insurance Company.

THIS ENDORSEMENT CHANGES THE POLICY. PLEASE READ IT CAREFULLY.

CANCELLATION NOTIFICATION TO OTHERS ENDORSEMENT

In the event coverage is cancelled for any statutorily permitted reason, other than nonpayment of premium, advanced written notice will be mailed or delivered to person(s) or entity(ies) according to the notification schedule shown below:

-

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h1 1

Name of Person(s) or Entity(ies)	Mailing Address:	Number of Days Advanced Notice of Cancellation:
Name of Entity: Any person(s) or entity(ies) requiring by written contract that the Named Insured provide advanced written notice of cancellation. The person or entity must be listed on a spreadsheet from the broker that includes the person's or entity's name and a valid mailing address. This spreadsheet must be received by the company within five days of the company's request to the broker. Otherwise, the company will bear no liability or responsibility for such advanced written notice of cancellation.	The person or entity must be listed on a spreadsheet from the broker that includes the person's or entity's name and a valid mailing address.	30

All other terms and conditions of the Policy remain unchanged.

IXI 405 0910

WORKERS COMPENSATION AND EMPLOYERS LIABILITY INSURANCE POLICY

WC 99 06 57

(Ed. 12/10)

ENDORSEMENT #

This endorsement, effective 12:01 a.m., 11/22/2018

forms a part of

Policy No. RWD300138001 issued to Waste Pro USA, Inc.

by XL Insurance America, Inc.

THIS ENDORSEMENT CHANGES THE POLICY. PLEASE READ IT CAREFULLY.

CANCELLATION NOTIFICATION TO OTHERS ENDORSEMENT

This endorsement modifies insurance provided under the following:

WORKERS' COMPENSATION AND EMPLOYERS' LIABILITY INSURANCE POLICY

In the event coverage is cancelled for any statutorily permitted reason, other than nonpayment of premium, advanced written notice will be mailed or delivered to person(s) or entity(ies) according to the notification schedule shown below:

Name of Person(s) or Entity(ies)	Mailing Address:	Number of Days Advanced Notice of Cancellation:
Per the most current schedule maintained by Marsh USA Inc. and furnished to AXA XL Insurance no less than 45 days prior to effective date of cancellation		30

All other terms and conditions of the Policy remain unchanged.

This endorsement changes the policy to which it is attached and is effective on the date issued unless otherwise stated.

(The information below is required only when this endorsement is issued subsequent to preparation of the policy.)

Endorsement Effective 11/22/2018 Insured VVaste Pro USA, Inc. Policy No. RWD300138001 Endorsement No. Premium Included

Sagler Ton

Insurance Company XL Insurance America, Inc.

Countersigned by

WC 99 06 57 Ed. 12/10

ENDORSEMENT #012

This endorsement, effective 12:01 a.m., 11/22/2018 forms a part of

Policy No. RWE943549701 issued to Waste Pro USA, Inc.

by XL Specialty Insurance Company.

THIS ENDORSEMENT CHANGES THE POLICY. PLEASE READ IT CAREFULLY.

CANCELLATION NOTIFICATION TO OTHERS ENDORSEMENT

In the event coverage is cancelled for any statutorily permitted reason, other than nonpayment of premium, advanced written notice will be mailed or delivered to person(s) or entity(ies) according to the notification schedule shown below:

Name of Person(s) or Entity(ies)	Mailing Address:	Number of Days Advanced Notice of Cancellation:
Per the most current schedule maintained by Marsh USA Inc. and furnished to AXA XL Insurance no less than 45 days prior to the effective date of cancellation.		30 Days
phor to the effective date of cancellation.		

All other terms and conditions of the Policy remain unchanged.

IXI 405 0910



Tab 10.H Proposal Security



THE AMERICAN INSTITUTE OF ARCHITECTS

AIA Document A310 Bid Bond

KNOW ALL MEN BY THESE PRESENTS, THAT WE 3101 NW 16th Terace, Pompano Beach, FL 33064	ste Pro of Florida, Inc.			
as Principal, hereinafter called the Principal, and RLI Insur 9025 N. Lindbergh Drive, Peoria, IL 61615	ance Company			
a corporation duly organized under the laws of the State of	IL			
as Surety, hereinafter called the Surety, are held and firmly t	bound unto City of Fort Lauderdale			
100	N. Andrews Avenue, #619, Fort Lauderdale, FL 33301			
as Obligee, hereinafter called the Obligee, in the sum of	Five (5%) Percent of Amount Bid			
	Dollars (\$ 5% of Amount Bid),			
for the payment of which sum well and truly to be made, the said Principal and the said Surety, bind ourselves, our heirs, executors, administrators, successors and assigns, jointly and severally, firmly by these presents.				
WHEREAS, the Principal has submitted a bid forRFP #12	2209-895 Residential Curbside Collection Services			

NOW, THEREFORE, if the Obligee shall accept the bid of the Principal and the Principal shall enter into a Contract with the Obligee in accordance with the terms of such bid, and give such bond or bonds as may be specified in the bidding or Contract Documents with good and sufficient surety for the faithful performance of such Contract and for the prompt payment of labor and materials furnished in the prosecution thereof, or in the event of the failure of the Principal to enter such Contract and give such bond or bonds, if the Principal shall pay to the Obligee the difference not to exceed the penalty hereof between the amount specified in said bid and such larger amount for which the Obligee 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.

Signed and sealed this	8th day of	January	, 2019
\mathcal{V}	а Л	Waste Pro of Florida, Inc.	
Anth for With	1e55)	By:	(Seal) Rup.
			(Title)
I a		RLI Insurance Company	
MAL PLISA	2	(Surety)	(Seal)
Lisa Pless (With	ess)	By Chaup MW UDD	
		Attomey-in-Fact Chaun M. Wilson	(Title)

AIA DOCUMENT A310 ● BID BOND ● AIA ● FEBRUARY 1970 ED. ● THE AMERICAN INSTITUTE OF ARCHITECTS, 1735 N.Y. AVE., N.W., WASHINGTON, D.C. 20006

POWER OF ATTORNEY

RLI Insurance Company Contractors Bonding and Insurance Company

9025 N. Lindbergh Dr. Peoria, IL 61615 Phone: 800-645-2402

Know All Men by These Presents:

That this Power of Attorney is not valid or in effect unless attached to the bond which it authorizes executed, but may be detached by the approving officer if desired.

That **RLI Insurance Company** and/or **Contractors Bonding and Insurance Company**, each an Illinois corporation, (separately and together, the "Company") do hereby make, constitute and appoint:

Lisa Pless, Chaun M. Wilson, jointly or severally

in the City of <u>Atlanta</u>, State of <u>Georgia</u> its true and lawful Agent(s) and Attorney(s) in Fact, with full power and authority hereby conferred, to sign, execute, acknowledge and deliver for and on its behalf as Surety, in general, any and all bonds and undertakings in an amount not to exceed <u>Twenty Five Million</u> Dollars (\$25,000,000.00) for any single obligation.

The acknowledgment and execution of such bond by the said Attorney in Fact shall be as binding upon the Company as if such bond had been executed and acknowledged by the regularly elected officers of the Company.

RLI Insurance Company and/or **Contractors Bonding and Insurance Company**, as applicable, have each further certified that the following is a true and exact copy of a Resolution adopted by the Board of Directors of each such corporation, and is now in force, to-wit:

"All bonds, policies, undertakings, Powers of Attorney or other obligations of the corporation shall be executed in the corporate name of the Company by the President, Secretary, any Assistant Secretary, Treasurer, or any Vice President, or by such other officers as the Board of Directors may authorize. The President, any Vice President, Secretary, any Assistant Secretary, or the Treasurer may appoint Attorneys in Fact or Agents who shall have authority to issue bonds, policies or undertakings in the name of the Company. The corporate seal is not necessary for the validity of any bonds, policies, undertakings, Powers of Attorney or other obligations of the corporation. The signature of any such officer and the corporate seal may be printed by facsimile."

IN WITNESS WHEREOF, the **RLI Insurance Company** and/or **Contractors Bonding and Insurance Company**, as applicable, have caused these presents to be executed by its respective <u>Vice President</u> with its corporate seal affixed this <u>27th</u> day of <u>November</u>, <u>2018</u>.



Contraction of the second seco

INO

State of Illinois

County of Peoria

On this <u>27th</u> day of <u>November</u>, <u>2018</u>, before me, a Notary Public, personally appeared <u>Barton W. Davis</u>, who being by me duly sworn, acknowledged that he signed the above Power of Attorney as the aforesaid officer of the **RLI Insurance Company** and/or **Contractors Bonding and Insurance Company** and acknowledged said instrument to be the voluntary act and deed of said corporation.

By: then Gretchen L. Johnigk Notary Public



RLI Insurance Company Contractors Bonding and Insurance Company

Barton W. Davis

Vice President

CERTIFICATE

I, the undersigned officer of **RLI Insurance Company** and/or **Contractors Bonding and Insurance Company**, do hereby certify that the attached Power of Attorney is in full force and effect and is irrevocable; and furthermore, that the Resolution of the Company as set forth in the Power of Attorney, is now in force. In testimony whereof, I have hereunto set my hand and the seal of the **RLI Insurance Company** and/or **Contractors Bonding and Insurance Company** this <u>b</u> day of <u>MMMM</u>, <u>MUP</u>.

RLI Insurance Company Contractors Bonding and Insurance Company

By: Open M. St	Ephenson
Jean M Stephenson	Corporate Secretary

18



RLI Insurance Company P.O. Box 3967 Peoria IL 61612-3967 Phone: 309-692-1000 Fax: 309-683-1610

RLI Insurance Company

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542,522,964

240,260,847

47,884,457

411,639

6,607,102

79,749,934

11,642,583

3,150,927

1,158,071

15,503,756

1,057,036

2,203,975

952,481,321

10,000,375

242.451.084

612,102,176

864,553,635

\$ 1,817,034,956

\$

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61 0

306,200

21,769

\$

December 31, 2017

Admitted Assets		Liabilities and Surplus
Investments:		Liabilities:
Fixed maturities	\$ 726,425,539	Reserve for unpaid losses and loss
Equity securities	909,076,741	adjustment expenses
Short-term investments	0	Unearned premiums
Real estate	30,737,849	Accrued expenses
Properties held to produce income	0	Funds held
Cash on hand and on deposit	19,085,934	Advance premiums
Other invested assets	27,547,981	Amounts withheld
Receivables for securities	701,886	Dividends declared and unpaid
Agents' balances	72,135,132	Ceded reinsurance premium payable
Investment income due and accrued	6,763,014	Payable for securities
Funds held	0	Statutory penalties
Reinsurance recoverable on paid losses	5,945,781	Current federal & foreign income taxes
Federal income taxes receivable	0	Federal income tax payable
Net deferred tax asset	0	Borrowed money and accrued interest
Guarantee funds receivable or on deposit	60,064	Drafts outstanding
Electronic data processing equipment,		Payable to affiliate
net of depreciation	4,222,394	Other liabilities
Receivable from affiliates	9,329,145	
Other admitted assets	5,003,496	Total Liabilities
Total Admitted Assets	\$ 1,817,034,956	Surplus:
		Common stock
		Additional paid-in capital
		Unassigned surplus
State of Illinois		
5		Total Surplus
County of Peoria 丿		
		Total Liabilities and Sumlus

The undersigned, being duly sworn, says: That he is the President of RLI Insurance Company; that said Company is a corporation duly organized, in the State of Illinois, and licensed and engaged in business in the State of

Total Liabilities and Surplus

and has duly complied with all the requirements of the laws of said State applicable of said Company and is duly qualified to act as Surety under such laws; that said Company has also complied with and is duly qualified to act as Surety under the Act of Congress approved July 1947, 6U.S.C sec. 6-13; and that to the best of his knowledge and belief the above statement is a full, true, and correct statement of the financial condition of the said Company on the 31st day of December 2017.

Attest:

Swol

Corporate SEAL SEAL	Craig Kliethermes Craig Kliethermes Chinic & Montgloming Cherie L. Montgomery	
rn to before me this 23rd day of February, 2018.		

OFFICIAL SEAL UBLIC My Commission Expires May 26, 2020 Notarial STATE OF Seal Affixed

Motchen L	6	Vehnigk.
Gretchen L. Johnigk	1	Notary Public, Stata of Itteois

WillisTowersWatson

Website: www.willistowerswatson.com

December 27, 2018

RE: Waste Pro of Florida, Inc. 3101 NW 16th Terrace Pompano Beach, FL 33069

Project: RFP No. 12209-895 – Residential Curbside Collection Services

To Whom ItMay Concern:

Waste Pro of Florida, Inc. (Waste Pro) is bonded by RLI Insurance Company. RLI Insurance Company maintains an "A+"/ XI rating with A.M. Best Company and has a U.S. Treasury listing of \$73,602,000.

If Waste Pro is the successful bidder on the above referenced project under consideration and requests that we provide a Performance and Payment bond, renewed annually, in the amount equal to the total contract amount under the Agreement, then we will be prepared to execute such bonds subject to our normal underwriting.

Our consideration of each bond is subject to acceptance of bond forms, terms and conditions of each contract to be considered as well as confirmation that the current financial position supports such an obligation.

It is understood, of course, that any arrangement for the Performance and Payment bond is a matter between Waste Pro and ourselves and we assume no liability to you or to your third parties if for any reason we do not execute said bonds.

RLI Insurance Company is duly authorized to do business in all States including Florida.

Very truly yours,

RLI INSURANCE COMPANY

hammwilson

Chaun M. Wilson Attorney-in-Fact

Willis Insurance Services of Georgia, Inc. Concourse Corporate Center 5 18th Floor Atlanta, GA 30328

POWER OF ATTORNEY

RLI Insurance Company Contractors Bonding and Insurance Company

9025 N. Lindbergh Dr. Peoria, IL 61615 Phone: 800-645-2402

Know All Men by These Presents:

That this Power of Attorney is not valid or in effect unless attached to the bond which it authorizes executed, but may be detached by the approving officer if desired.

That **RLI Insurance Company** and/or **Contractors Bonding and Insurance Company**, each an Illinois corporation, (separately and together, the "Company") do hereby make, constitute and appoint:

Lisa Pless, Chaun M. Wilson, jointly or severally

in the City of <u>Atlanta</u>, State of <u>Georgia</u> its true and lawful Agent(s) and Attorney(s) in Fact, with full power and authority hereby conferred, to sign, execute, acknowledge and deliver for and on its behalf as Surety, in general, any and all bonds and undertakings in an amount not to exceed <u>Twenty Five Million</u> Dollars (\$25,000,000.00) for any single obligation.

The acknowledgment and execution of such bond by the said Attorney in Fact shall be as binding upon the Company as if such bond had been executed and acknowledged by the regularly elected officers of the Company.

RLI Insurance Company and/or **Contractors Bonding and Insurance Company**, as applicable, have each further certified that the following is a true and exact copy of a Resolution adopted by the Board of Directors of each such corporation, and is now in force, to-wit:

"All bonds, policies, undertakings, Powers of Attorney or other obligations of the corporation shall be executed in the corporate name of the Company by the President, Secretary, any Assistant Secretary, Treasurer, or any Vice President, or by such other officers as the Board of Directors may authorize. The President, any Vice President, Secretary, any Assistant Secretary, or the Treasurer may appoint Attorneys in Fact or Agents who shall have authority to issue bonds, policies or undertakings in the name of the Company. The corporate seal is not necessary for the validity of any bonds, policies, undertakings, Powers of Attorney or other obligations of the corporation. The signature of any such officer and the corporate seal may be printed by facsimile."

IN WITNESS WHEREOF, the **RLI Insurance Company** and/or **Contractors Bonding and Insurance Company**, as applicable, have caused these presents to be executed by its respective <u>Vice President</u> with its corporate seal affixed this <u>27th</u> day of <u>November</u>, <u>2018</u>.

MILLIN

LINO



County of Peoria On this <u>27th</u> day of <u>November</u>, <u>2018</u>, before me, a Notary Public, personally appeared <u>Barton W. Davis</u>, who being by me duly sworn, acknowledged that he signed the above Power of Attorney as the aforesaid officer of the **RLI Insurance Company** and/or **Contractors**

the voluntary act and deed of said corporation.

By: <u>Mitthen & Gebruigk</u> Gretchen L. Johnigk Notary Public

Bonding and Insurance Company and acknowledged said instrument to be

RLI Insurance Company Contractors Bonding and Insurance Company

By:

Barton W. Davis

Vice President

CERTIFICATE

RLI Insurance Company Contractors Bonding and Insurance Company

Hav M. Stephenson By: Jean M/ **Corporate Secretary**

1024965020212

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Admitted Accete

RLI Insurance Company P.O. Box 3967 Peoria IL 61612-3967 Phone: 309-692-1000 Fax: 309-683-1610

RLI Insurance Company

\$

542,522,964

240,260,847

47,884,457

411,639

21,769

6,607,102

79,749,934

11,642,583

3,150,927

306,200

61

0

1,158,071

15,503,756

1,057,036

2,203,975

952,481,321

10,000,375

242,451,084

612,102,176

864,553,635

\$ 1,817,034,956

\$

\$

\$

\$

December 31, 2017

Liabilities and Surplus

Admitted Assets		Liabilities and Surplus
Investments:		Liabilities:
Fixed maturities	\$ 726,425,539	Reserve for unpaid losses and loss
Equity securities	909,076,741	adjustment expenses
Short-term investments	0	Unearned premiums
Real estate	30,737,849	Accrued expenses
Properties held to produce income	0	Funds held
Cash on hand and on deposit	19,085,934	Advance premiums
Other invested assets	27,547,981	Amounts withheld
Receivables for securities	701,886	Dividends declared and unpaid
Agents' balances	72,135,132	Ceded reinsurance premium payable
Investment income due and accrued	6,763,014	Payable for securities
Funds held	0	Statutory penalties
Reinsurance recoverable on paid losses	5,945,781	Current federal & foreign income taxes
Federal income taxes receivable	0	Federal income tax payable
Net deferred tax asset	0	Borrowed money and accrued interest
Guarantee funds receivable or on deposit	60,064	Drafts outstanding
Electronic data processing equipment,		Payable to affiliate
net of depreciation	4,222,394	Other liabilities
Receivable from affiliates	9,329,145	
Other admitted assets	5,003,496	Total Liabilities
Total Admitted Assets	\$ 1,817,034,956	Surplus:
		Common stock
		Additional paid-in capital
		Unassigned surplus
State of Illinois		
5		Total Surplus
County of Peoria		

The undersigned, being duly sworn, says: That he is the President of **RLI Insurance Company**; that said Company is a corporation duly organized, in the State of Illinois, and licensed and engaged in business in the State of ______

and has duly complied with all the requirements of the laws of said State applicable of said Company and is duly qualified to act as Surety under such laws; that said Company has also complied with and is duly qualified to act as Surety under the Act of Congress approved July 1947, 6U.S.C sec. 6-13; and that to the best of his knowledge and belief the above statement is a full, true, and correct statement of the financial condition of the said Company on the 31st day of December 2017.

Attest:

Corporate SEAL	Craig Kliethermes President
LINOIS MUNICIPALITY	Cherie L. Montgomery
Sworn to before me this 23rd day of February, 2018.	



Motchen L (phulgh Notary Public, State of Elizois Gretchen L. Johnigk

M0058318



Tab 10

H1

Financial Stability



Wells Fargo Capital Finance 1100 Abernathy Road Suite 1600 Atlanta, GA 30328

December 27th, 2018



Laurie D. Platkin, CPPB Procurement Specialist II City of Fort Lauderdale 100 N. Andrews Avenue Fort Lauderdale, FL 33301

RE: RFP #12209-895; Residential Curbside Collections Services

Dear Ms. Platkin,

We have been advised that Waste Pro of Florida, Inc. ("the Company") is submitting a response to the RFP #12209-895; Residential Curbside Collections Services. They have asked us to provide you with a letter which addresses the Company's financing for this process. Please use this letter for that purpose, noting however that, as customary in letters of this nature, no other parties can rely on this letter.

In that respect, we hereby advise you that, Waste Pro of Florida, Inc. (along with certain other of the Parent's subsidiaries) have been customers of Wells Fargo Bank, National Association (the "Bank") since 2014. The Bank currently serves as the administrative agent for a syndicate of lenders for the Parent's and its subsidiaries' \$215.0 million senior revolving credit facility (the Senior Credit Facility"), of which approximately \$95 million is available to borrow as of this date. Any borrowings under the Senior Credit Facility are subject to the satisfaction of certain conditions precedent to funding. If the conditions to funding are met, the Senior Credit Facility may be utilized for direct borrowing and issuance of standby letters of credit, with direct borrowings allowed to be used to finance the following: (i) permitted acquisitions; (ii) capital expenditures; (iii) working capital; and, (iv) other general corporate purposes. The current maturity date of Senior Credit Facility is May 2nd, 2022.

Should you have any questions, or require additional information on our relationship with Waste Pro USA, Inc. please do not hesitate to contact Zack Buchanan at: Tel: 770-508-1357, or email: zachary.s.buchanan@wellsfargo.com.

Thank you for your time and consideration.

Sincerely,

Wehn,

Zachary S. Buchanan Vice President Wells Fargo Bank, National Association 1100 Abernathy Road, Suite 1600 Atlanta, GA 30328





December 27th, 2018

Laurie D. Platkin, CPPB Procurement Specialist II City of Fort Lauderdale 100 N. Andrews Avenue Fort Lauderdale, FL 33301

RE: RFP #12209-895; Residential Curbside Collection Services

Dear Ms. Platkin,

Waste Pro of Florida, Inc. is a financially stable company that has assets in excess of \$278 million and generated \$62 million in cash flows from operations in 2017. We have operated profitably since 2006 are profitable thus far in 2018. We have approximately \$95 million of borrowing availability (with an additional capacity of \$23.2 million should the borrowing base expand) through our \$215 million revolving ABL credit facility, led by Wells Fargo. All of our debts are paid currently and I see no circumstances that would change that situation.

I can assure you that we have the necessary financial resources to honor all requirements of the City of Fort Lauderdale. We are not currently nor have we ever been involved in any bankruptcy proceedings. Should you have any questions regarding these matters, please feel free to contact me.

Sincerely,

Con fali

Cort Sabina Vice President & Chief Financial Officer Waste Pro of Florida, Inc.





Tab H.2 Addendums

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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. 12209-895 TITLE: Residential Curbside Collection Services

ISSUED: (11/30/2018)

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

- 1. For Question 9: Providing list of disabled customers
- 2. For Question 13: Providing current rates for municipal solid waste, yard waste and recycling services
- 3. For Question 17: Providing list of liquidated damages levied in FY2016, 2017, and 2018.
- 4. Updated RFP document.

All other terms, conditions, and specifications remain unchanged.

Company Name: V	laste Pro of Florida, Inc.
Bidder's Signature:	(please print)
Date:	11/30/2018



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. 2

RFP No. 12209-895 TITLE: Residential Curbside Collection Services

ISSUED: (12/04/2018)

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

- 1. For Question: Providing list of Commercial Customers All are serviced twice weekly.
- 2. Providing copy of sign-in sheets from pre-proposal conference on 12/4/2018.

All other terms, conditions, and specifications remain unchanged.

Company Name: WASte Pro of Florida, Inc.	
(please print)	
Date: 12 4/2018	



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. 3

RFP No. 12209-895 TITLE: Residential Curbside Collection Services

ISSUED: (12/7/18)

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

- 1. Due Dates Changed:
 - a. Last Day for Questions: Was 12/11/201/ and now 12/18/2018
 - b. Proposals due: Was 12/19/2018 and now 1/8/2019
- 2. For Question 28: Providing list of yard waste tons in FY2016, FY2017, and FY2018.
- 3. For Question 39: Updated wording for section 4.1.6:

4.1.6 One (1) original and one (1) copy plus five (5) separate electronic (soft) copies (Flash Drives) of your proposal shall be delivered in a sealed package with the RFP number, due and open date, and RFP title clearly marked on the outside by the due date and time (deadline) to the address specified in Section I, 1.2 – Submission Deadline. It is the sole responsibility of the respondent to ensure their proposal is received on or before the date and time stated, in the specified number of copies and in the format stated herein.

All other terms, conditions, and specifications remain unchanged.

Company Name: WASter Pie OF FLORIDA Inc
(please print)
Company Name:
Date: 12/7/2018



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. 4

RFP No. 12209-895 TITLE: Residential Curbside Collection Services

ISSUED: (12/12/18)

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

1. Per Question 40 : Section 2.24.3 - Contractors Pollution Liability Coverage changed to:

Transporters Pollution Liability Coverage For sudden and gradual occurrences and in an amount not less than \$1,000,000 per claim arising out of this Agreement, including but not limited to, all hazardous materials identified under the Agreement.

2. Posted revised solicitation to reflect the change to sections 2.24.3 and 4.1.6

All other terms, conditions, and specifications remain unchanged.

Company Name: Waste PRO OF Flored Inc.
Bidder's Signature: Kunel Mu
Date: 12/12/18



3101 NW 16th Ter Pompano Beach, FL 33069

wasteprousa.com | 🈏 @Waste_Pro_USA

CAM #19-0306 Exhibit 3 Page 103 of 103