

CITY OF HUBER HEIGHTS
STATE OF OHIO

City Council Work Session
Hybrid In-Person/Remote Meeting

May 5, 2021
5:30 P.M.
City Hall – Council Chambers – 6131 Taylorsville Road

1. **Call Meeting To Order/Roll Call**

2. **Approval of Minutes**

3. **Work Session Topics Of Discussion**

   A. Trash Hauling Bids

4. **Adjournment**

AI-7604		**Topics of Discussion**	**A.**
Council Work Session			
Meeting Date:	05/05/2021		
Trash Hauling Bids			
Submitted By:	Scott Falkowski		
Department:	City Manager		
Council Committee Review?:	Council Work Session	**Date(s) of Committee Review:**	10/20/2020 and 02/16/2021 and 04/20/2021 and 05/03/2021 and 05/05/2021
Audio-Visual Needs:	None	**Emergency Legislation?:**	No
Motion/Ordinance/ Resolution No.:			

Agenda Item Description or Legislation Title

Trash Hauling Bids

Purpose and Background

City Council authorized placing the Citywide trash hauling contract out to public bid. The Request For Proposals was advertised and three responses were received. Attached are the responses and a summary sheet for discussion. The current contract ends June 30, 2021 and the current price is $11.19 per month.

Fiscal Impact

Source of Funds:	N/A
Cost:	N/A
Recurring Cost? (Yes/No):	N/A
Funds Available in Current Budget? (Yes/No):	N/A
Financial Implications:	

Attachments

Proposal - Republic
Proposal - Rumpke
Proposal - Waste Management
Bid Summary
Survey Results
Presentation



CITY OF HUBER HEIGHTS, OHIO

PROPOSAL FOR RESIDENTIAL SOLID WASTE COLLECTION

RFP 21-001 CS

REPUBLIC SERVICES

SUBMITTED BY: GREGORY M BUTLER, MANAGER, MUNICIPAL SERVICES

DATE: APRIL 1, 2021

ADDRESS: 6131 TAYLORSVILLE ROAD

HUBER HEIGHTS, OH 45424

April 1, 2021

Scott Falkowski
Interim City Manager
City of Huber Heights, OH
6131 Taylorsville Road
Huber Heights, OH 45424

RE: Proposal for Residential Solid Waste Collection (RFP 21-001 CS)

Mr. Falkowski:

Republic Services proudly presents the following proposals to continue providing excellent residential recycling and waste collection for the City of Huber Heights. We greatly value our partnership over the past eight years and hope to continue growing our relationship over the new contract period.

Republic Services is an incorporated organization with operations in 40 states. While our headquarters is in Phoenix, Arizona, our local operations are based in Dayton, OH and many of our drivers, mechanics, and support staff are lifelong Ohioans. Republic Services is an inclusive organization that does not discriminate in its employment status with regard to race, color, age, religion, sex, veteran status, sexual preference, national origin, or disability.

As the General Manager of the local division, I am authorized to make decisions and sign contractual documents for Republic Services. I affirm that Republic Services did not attempt to induce action or inaction of any other firm, and that there are no existing conflicts of interest with any of our employees and any city employee.

The proposals included meet the minimum qualifications set forth in the RFP specifications, and we accept all requirements and terms and conditions. Our legal team reviewed the RFP specifications and proposed contract, and recommends some amendments included in the Our Proposal section of this document. Please note that there is less difference for Options 2, 3, and 4 if bi-weekly recycling is selected.

Please do not hesitate to reach out to me with any questions or concerns you may have regarding our proposal.

Respectfully submitted,

Jeffrey Soulé
General Manager

THIS PAGE INTENTIONALLY BLANK

Contents

Our Proposal 1
Rates for Service 1
Contract Amendments 5
Definitions 5
Hours of Operation 5
Applicable Law 5
Title to Waste 5
Right of Refusal 5
Specifications for all Recyclable Material 6
Changes in Market Conditions 6
Wavier of Claims 6
Equipment 6
Damage to Pavement 7
Force Majeure 7
Fuel Surcharge 7
Executive Summary 8
Best Value 8
Local Leadership with National Support 9
Sustainability 10
Operations 11
Materials Management 11
Communities 11
Safety 11
People 12
Customer First 12
Our Promise 12
Company Overview 14
Local Presence 14
Our Company 14
Vision 15
Values 15
Strategy 15
Our Promise 15
Sustainability 16
People 16
Leadership 16
Ownership 17
Ownership beyond five percent 17
Credit Rating 17
Associations 17
Facilities 18

Hauling Company 18
Transfer Station 19
Recycling Center 19
Customer Resource Center (CRC) 20
Huber Heights Facilities 20
Curbside Collection 20
Waste Disposal 20
Recycling Processing 20
Collections – Operations 21
Operations Overview 21
Operations Training 21
Routing Optimization 22
Communication with the Community 22
Economy of Scale 22
Collection – Residential 23
Residential MSW Collection 23
Residential Recycle Collection 24
Residential Yard Waste Collection 24
Bulk Waste Collection 24
Service Days 24
Holiday Schedules 24
Residential Collection Equipment 25
Residential Container 25
Post Collections – Transfer Stations 26
Post-Collection Process 26
Transfer Station 26
Montgomery County Transfer Station 26
Post-Collections – Recycling Centers 27
Recycling Overview 27
Processing Cycle 27
Recycling Simplified 28
Recycling Economics 28
Recycling Overview 30
Education 32
The Future? 32
Customer Service 33
Net Promoter Score 33
We Delight Our Customers 33
Tenured Experience Delivers Satisfaction 33
Customer Access 33
Customer Service Principles 34
What to Expect … 34

Value of Three National Centers 35
Sustainability 36
Key Personnel 38
Local Leadership 38
National Backing 39
Key Personnel Bios 39
General Manager 39
Municipal Manager 39
Operations Manager 39
Operations Supervisors 40
OneFleet 41
Preventive Maintenance 41
Planning and Scheduling 41
Workplace Organization 42
Training 42
Drivers Practice 42
Parts Management 42
Vehicle Inspection Reports 42
Vehicle Appearance 43
Public Education and Outreach 44
Website 44
Republic Services App 45
Reference Guides & Collateral 45
Welcome Packet 45
Oops Tags 45
Presentations to Community Groups 45
Curbing Contamination 45
Community Engagement 46
Thought Leadership 46
Community Events 46
Volunteering 47
In-Kind or Cash Contributions 47
Awards and Recognition 47
Safety 48
Safety Overview 48
Think. Choose. Live. ® 48
ReSOP Program 48
Safety Meetings & Training 49
Safety Recognition Program 49
Quality Control 49
Together for Safer Roads 51
Focus 6 51

Personal Protective Equipment 51
Driver & Operator of the Year 52
Financials and Other Requested Information 53
Financial Overview 53
Financial Reporting 53
Labor Agreements and Wages 54
Litigation Information 55
Summary Financial Information – Income Statement & Balance Sheet 57
Bank & Credit References 60
Employee Engagement 61
Driver Training 61
Supervisor Training 62
Management Training 62
Career Development 62
Creative Offerings and Solutions 63
Electronics Recycling with BlueGuard™ 64
Sustainability 65
Safety 65
Security 65
Environmental Protection 65
Storage Space 66
Product Delivery Options 66
Collection Methods 66
Universal Recycling 67
Product Delivery Options 67
Collection Methods 67
Peace of Mind 67
Sharps 68
Environmentally responsible 68
Simple program 68
Trouble-free set up 68
Household Hazardous Waste 69
Emergency Response 70
Republic Services Responds 70
Plan Implementation 70
Requested Forms 71

THIS PAGE INTENTIONALLY BLANK

Our Proposal

Republic Services is proud to present the following pricing in response to the City of Huber Heights Request for Proposals for Residential Solid Waste Collection.

Pricing for Options 2, 3, and 4 assumes that the service offered is weekly. The variance in providing carts, summary billing, and senior rates differs depending on recycling level of service, and is significantly less for every-other-week recycling. Below are our **total proposed rates** depending on service level.

Rates for Service

Weekly Recycling

	Base	Carts	Summary	Senior
YEAR 1	$16.10	$16.69	$ 15.66	$16.61
YEAR 2	$16.58	$17.20	$ 16.13	$17.11
YEAR 3	$17.08	$17.71	$ 16.62	$17.62
YEAR 4	$17.59	$18.24	$ 17.12	$18.15
YEAR 5	$18.12	$18.79	$ 17.63	$18.69

Bi-Weekly Recycling

	Option 1	Carts	Summary	Senior
YEAR 1	$14.45	$14.62	$ 13.72	$14.54
YEAR 2	$14.88	$15.06	$ 14.13	$14.98
YEAR 3	$15.33	$15.51	$ 14.55	$15.43
YEAR 4	$15.79	$15.97	$ 14.99	$15.89
YEAR 5	$16.26	$16.45	$ 15.44	$16.37

Please note that additional or less rates (Options 2, 3, and 4) are different for Base than Option 1. All proposed rates are listed on the previous page.

Updated Pricing Sheet

CITY OF HUBER HEIGHTS
WASTE COLLECTION AND DISPOSAL SERVICES
PROPOSAL

NOTE: All Proposal prices shall include any and all applicable Federal, State, Solid Waste Management District, and other related fees in the Proposal price.

BASE PROPOSAL
Residential Solid Waste Material & Recycling Collection and Disposal
Contractor to provide ***unlimited weekly collection and disposal of residential recyclables and waste material*** including solid waste, large trash items, garbage, brush, and yard debris. Individual residents shall provide containers (except recycling containers) and/or bags. Also includes collection at listed City facilities. Pricing shall include all fees, tipping fees, dumping fees, or charges of any nature or description to Montgomery County, Ohio for the disposal of all materials collected under the terms of this Contract. Contractor is responsible for all billing.

Contract Year 2021 - 2022	$ 16.10	per month, per household
Contract Year 2022 - 2023	$ 16.58	per month, per household
Contract Year 2023 - 2024	$ 17.08	per month, per household
Contract Year 2024 - 2025	$ 17.59	per month, per household
Contract Year 2025 – 2026	$ 18.12	per month, per household

OPTION #1
Contractor to provide ***unlimited weekly collection of waste material and bi-weekly collection of residential recyclables*** ***(Residents will be provided with a large recycling toter).***

Contract Year 2021 - 2022	$ 14.45	per month, per household

Contract Year 2022 - 2023	$14.88	per month, per household
Contract Year 2023 - 2024	$15.33	per month, per household
Contract Year 2024 - 2025	$15.79	per month, per household
Contract Year 2025 – 2026	$16.26	per month, per household

OPTION #2
Contractor provided waste container.

Every resident must use contractor provided containers. (Additional or less base proposal) Please note that additional or less rate is different for Base than Option 1

If residents' own containers not allowed, state here: Republic Services Carts Only

Contract Year 2021 - 2022	$0.60	per month, per household
Contract Year 2022 - 2023	$0.62	per month, per household
Contract Year 2023 - 2024	$0.64	per month, per household
Contract Year 2024 - 2025	$0.65	per month, per household
Contract Year 2025 – 2026	$0.67	per month, per household

OPTION #3
All billing will be the responsibility of the City. (Additional or less base proposal)
Please note that additional or less rate is different for Base than Option 1

Contract Year 2021 - 2022	$(0.43)	per month, per household
Contract Year 2022 - 2023	$(0.44)	per month, per household
Contract Year 2023 - 2024	$(0.46)	per month, per household
Contract Year 2024 - 2025	$(0.47)	per month, per household
Contract Year 2025 – 2026	$(0.49)	per month, per household

OPTION #4

Qualified Senior Citizen Service – residents 65 years and older would be eligible to receive a 10% discount on service. (Additional or less base proposal)

Please note that additional or less rate is different for Base than Option 1

Contract Year 2021 - 2022	$ 0.51	per month, per household
Contract Year 2022 - 2023	$ 0.53	per month, per household
Contract Year 2023 - 2024	$ 0.54	per month, per household
Contract Year 2024 - 2025	$ 0.56	per month, per household
Contract Year 2025 – 2026	$ 0.58	per month, per household

The undersigned signatory represents and warrants that he has full and complete authority to submit this proposal to the City and to enter into a contract if this proposal is accepted.

Republic Services Company	 By (Signature)
1577 West River Road Street Address	Jeffrey Soulé Name (Please Print)
Dayton, OH 45417 City, State, Zip Code	General Manager Title
513-377-9423 Telephone	March 30, 2021 Date

4

Contract Amendments

Republic Services proposes the following amendments to the proposed contract, and requests the opportunity to negotiate terms and conditions if awarded the contract.

Definitions

Republic Services proposes the following additions or amendments to definitions in the final contract:

Unacceptable Waste. Unacceptable Waste means: (1) Hazardous Waste; (2) radioactive, volatile, corrosive, highly flammable, explosive, biomedical, infectious, biohazardous, or toxic waste as defined by Applicable Law; or (3) any otherwise regulated waste.

Hazardous Waste. Hazardous waste includes, but is not limited to, any amount of waste listed or characterized as hazardous by the United States Environmental Protection Agency or any state agency pursuant to RCRA, and including future amendments thereto, and any other Applicable Law.

Recyclable Material. Recyclable Material consists of any material or substance at District Locations that can be put to beneficial re-use or sold in recognized markets for purposes other than disposal, including, without limitation, uncontaminated non-hazardous corrugated cardboard, white paper, newsprint and other paper; plastics and plastic film; ferrous and non-ferrous metals; and glass.

Solid Waste. Solid Waste is any nonhazardous solid waste generated at City Locations that is not excluded by the provisions of this Agreement. Solid Waste shall not include any Unacceptable Waste.

Waste Material. Waste Material is all Solid Waste and Recyclable Material that are not excluded by this Agreement. Waste Material does not include any Unacceptable Waste.

Hours of Operation

Republic Services proposes to adjust hours of operation start time to 6:00 AM to align with current practices. Republic Services will continue to focus route starts in non-neighborhood areas accustomed to early morning activity.

Applicable Law

Applicable Law means any applicable law (whether statutory or common), including statutes, ordinances, regulations, rules, governmental orders, governmental decrees, judicial judgments, constitutional provisions, and requirements of any kind and nature promulgated or issued by any governmental authority claiming or having jurisdiction.

Title to Waste

Contractor shall acquire title to Waste Materials when they are loaded into Contractor's truck. Title to and liability for any Unacceptable Waste shall remain with the customer and shall at no time pass to Contractor.

Right of Refusal

If anything listed as an Unacceptable Waste is discovered before it is collected by Contractor, Contractor may refuse to collect the entire pick-up that contains those items. In such situations, Contractor shall contact the City and the City shall promptly undertake appropriate action to ensure that such items are removed and properly disposed of by the depositor or generator of the items.

In the event such items are present but not discovered until after it has been collected by Contractor, Contractor may, in its sole discretion, remove, transport, and dispose of such items at a facility authorized to accept those items, in accordance with Applicable Law and charge the depositor or generator for all direct and indirect costs incurred due to the removal, remediation, handling, transportation, delivery, and disposal of those items. The City shall provide all reasonable assistance to Contractor to conduct an investigation to determine the identity of the depositor or generator of those items and to collect the costs incurred by Contractor in connection with such items. Subject to the City's providing all such reasonable assistance to Contractor, Contractor shall release City from any liability for any such costs incurred by Contractor in connection with excluded items, except to the extent that the items are determined to be attributed to the City.

Specifications for all Recyclable Material

Recyclable Material shall comply with any and all specifications provided by Contractor in order to meet quality thresholds for commodity markets and be free of contamination. To the extent any type of Recyclable Material is received within the City limits is rejected by the recycling facility or is not of the intended quality or grade, Contractor will notify the City and City shall pay any damages, costs, and penalties incurred by Contractor due to such rejection or lesser quality or grade, to include transportation and disposal costs for the residual material. If market conditions develop that limit or inhibit Contractor from selling some or all of the Recyclable Materials, Contractor may (i) suspend or discontinue any or all Recycling services, or (ii) dispose of the Recyclable Material in a landfill and update the City's rates accordingly.

Changes in Market Conditions

If market conditions develop that limit or inhibit Contractor from selling some or all of the Recyclable Material, Contractor may at its option and upon notice to City (i) redefine Recyclable Material, (ii) suspend or discontinue any or all Services, or (iii) dispose of the Waste Material in a landfill and update the pricing to City accordingly. Any such actions, if taken, may be reversed or further changed as market conditions dictate.

Wavier of Claims

Failure or delay by either party to enforce any provision of this Agreement will not be deemed a waiver of future enforcement of that or any other provision.

Equipment

Except as otherwise indicated in the Contract, any equipment Contractor furnishes shall remain Contractor's property. The City shall be liable for all loss or damage to such equipment (except for normal wear and tear and for loss or damage resulting from Contractor's handling of the equipment). The City shall use the equipment only for its proper and intended purpose and shall not overload (by weight or volume), move or alter the equipment. The City shall provide safe, unobstructed access to the equipment on the scheduled collection day. The Contractor may charge an additional fee for any additional collection service required by the failure to provide access.

Damage to Pavement

Contractor shall not be responsible for any damages to City's pavement, curbing or other driving surfaces resulting from Contractor's providing service at City locations, except to the extent caused by Contractor's negligence

Force Majeure

Except for City's obligation to pay amounts due to Contractor, any failure or delay in performance due to contingencies beyond a party's reasonable control, including strikes, riots, terrorist acts, compliance with Applicable Laws or governmental orders, fires, inclement weather and acts of God, shall not constitute a breach of this Agreement and shall not be subject to penalties.

Fuel Surcharge

Republic Services' proposed fuel recover fee (FRF) table is below, and is updated monthly based on the Weekly Retail On-Highway Diesel Prices (www.eia.doe.gov). Republic Services proposes to implement the FRF surcharge when fuel exceeds $4.00 per gallon, based on the average rate for the month preceding the invoice period.

Republic Services
Fuel Recovery Fee Table - Hauling
All Price Per Gallon Information From DOE

DOE Avg Price Per Gallon at Least:	Fuel Recovery Fee	DOE Avg Price Per Gallon at Least:	Fuel Recovery Fee	DOE Avg Price Per Gallon at Least:	Fuel Recovery Fee	DOE Avg Price Per Gallon at Least:	Fuel Recovery Fee	DOE Avg Price Per Gallon at Least:	Fuel Recovery Fee	DOE Avg Price Per Gallon at Least:	Fuel Recovery Fee	DOE Avg Price Per Gallon at Least:	Fuel Recovery Fee
$ 1.50	3.75%	$ 1.99	6.98%	$ 2.48	10.22%	$ 2.97	13.45%	$ 3.46	16.68%	$ 3.95	19.92%	$ 4.44	23.15%
$ 1.51	3.82%	$ 2.00	7.05%	$ 2.49	10.28%	$ 2.98	13.52%	$ 3.47	16.75%	$ 3.96	19.98%	$ 4.45	23.22%
$ 1.52	3.88%	$ 2.01	7.12%	$ 2.50	10.35%	$ 2.99	13.58%	$ 3.48	16.82%	$ 3.97	20.05%	$ 4.46	23.28%
$ 1.53	3.95%	$ 2.02	7.18%	$ 2.51	10.42%	$ 3.00	13.65%	$ 3.49	16.88%	$ 3.98	20.12%	$ 4.47	23.35%
$ 1.54	4.01%	$ 2.03	7.25%	$ 2.52	10.48%	$ 3.01	13.72%	$ 3.50	16.95%	$ 3.99	20.18%	$ 4.48	23.42%
$ 1.55	4.08%	$ 2.04	7.31%	$ 2.53	10.55%	$ 3.02	13.78%	$ 3.51	17.01%	$ 4.00	20.25%	$ 4.49	23.48%
$ 1.56	4.15%	$ 2.05	7.38%	$ 2.54	10.61%	$ 3.03	13.85%	$ 3.52	17.08%	$ 4.01	20.31%	$ 4.50	23.55%
$ 1.57	4.21%	$ 2.06	7.45%	$ 2.55	10.68%	$ 3.04	13.91%	$ 3.53	17.15%	$ 4.02	20.38%	$ 4.51	23.61%
$ 1.58	4.28%	$ 2.07	7.51%	$ 2.56	10.75%	$ 3.05	13.98%	$ 3.54	17.21%	$ 4.03	20.45%	$ 4.52	23.68%
$ 1.59	4.34%	$ 2.08	7.58%	$ 2.57	10.81%	$ 3.06	14.05%	$ 3.55	17.28%	$ 4.04	20.51%	$ 4.53	23.75%
$ 1.60	4.41%	$ 2.09	7.64%	$ 2.58	10.88%	$ 3.07	14.11%	$ 3.56	17.34%	$ 4.05	20.58%	$ 4.54	23.81%
$ 1.61	4.48%	$ 2.10	7.71%	$ 2.59	10.94%	$ 3.08	14.18%	$ 3.57	17.41%	$ 4.06	20.64%	$ 4.55	23.88%
$ 1.62	4.54%	$ 2.11	7.78%	$ 2.60	11.01%	$ 3.09	14.24%	$ 3.58	17.48%	$ 4.07	20.71%	$ 4.56	23.94%
$ 1.63	4.61%	$ 2.12	7.84%	$ 2.61	11.08%	$ 3.10	14.31%	$ 3.59	17.54%	$ 4.08	20.78%	$ 4.57	24.01%
$ 1.64	4.67%	$ 2.13	7.91%	$ 2.62	11.14%	$ 3.11	14.37%	$ 3.60	17.61%	$ 4.09	20.84%	$ 4.58	24.08%
$ 1.65	4.74%	$ 2.14	7.97%	$ 2.63	11.21%	$ 3.12	14.44%	$ 3.61	17.67%	$ 4.10	20.91%	$ 4.59	24.14%
$ 1.66	4.81%	$ 2.15	8.04%	$ 2.64	11.27%	$ 3.13	14.51%	$ 3.62	17.74%	$ 4.11	20.97%	$ 4.60	24.21%
$ 1.67	4.87%	$ 2.16	8.11%	$ 2.65	11.34%	$ 3.14	14.57%	$ 3.63	17.81%	$ 4.12	21.04%	$ 4.61	24.27%
$ 1.68	4.94%	$ 2.17	8.17%	$ 2.66	11.41%	$ 3.15	14.64%	$ 3.64	17.87%	$ 4.13	21.11%	$ 4.62	24.34%
$ 1.69	5.00%	$ 2.18	8.24%	$ 2.67	11.47%	$ 3.16	14.70%	$ 3.65	17.94%	$ 4.14	21.17%	$ 4.63	24.41%
$ 1.70	5.07%	$ 2.19	8.30%	$ 2.68	11.54%	$ 3.17	14.77%	$ 3.66	18.00%	$ 4.15	21.24%	$ 4.64	24.47%
$ 1.71	5.14%	$ 2.20	8.37%	$ 2.69	11.60%	$ 3.18	14.84%	$ 3.67	18.07%	$ 4.16	21.30%	$ 4.65	24.54%
$ 1.72	5.20%	$ 2.21	8.44%	$ 2.70	11.67%	$ 3.19	14.90%	$ 3.68	18.14%	$ 4.17	21.37%	$ 4.66	24.60%
$ 1.73	5.27%	$ 2.22	8.50%	$ 2.71	11.74%	$ 3.20	14.97%	$ 3.69	18.20%	$ 4.18	21.44%	$ 4.67	24.67%
$ 1.74	5.33%	$ 2.23	8.57%	$ 2.72	11.80%	$ 3.21	15.03%	$ 3.70	18.27%	$ 4.19	21.50%	$ 4.68	24.74%
$ 1.75	5.40%	$ 2.24	8.63%	$ 2.73	11.87%	$ 3.22	15.10%	$ 3.71	18.33%	$ 4.20	21.57%	$ 4.69	24.80%
$ 1.76	5.47%	$ 2.25	8.70%	$ 2.74	11.93%	$ 3.23	15.17%	$ 3.72	18.40%	$ 4.21	21.63%	$ 4.70	24.87%
$ 1.77	5.53%	$ 2.26	8.77%	$ 2.75	12.00%	$ 3.24	15.23%	$ 3.73	18.47%	$ 4.22	21.70%	$ 4.71	24.93%
$ 1.78	5.60%	$ 2.27	8.83%	$ 2.76	12.07%	$ 3.25	15.30%	$ 3.74	18.53%	$ 4.23	21.77%	$ 4.72	25.00%
$ 1.79	5.66%	$ 2.28	8.90%	$ 2.77	12.13%	$ 3.26	15.36%	$ 3.75	18.60%	$ 4.24	21.83%	$ 4.73	25.07%
$ 1.80	5.73%	$ 2.29	8.96%	$ 2.78	12.20%	$ 3.27	15.43%	$ 3.76	18.66%	$ 4.25	21.90%	$ 4.74	25.13%
$ 1.81	5.80%	$ 2.30	9.03%	$ 2.79	12.26%	$ 3.28	15.50%	$ 3.77	18.73%	$ 4.26	21.96%	$ 4.75	25.20%
$ 1.82	5.86%	$ 2.31	9.10%	$ 2.80	12.33%	$ 3.29	15.56%	$ 3.78	18.80%	$ 4.27	22.03%	$ 4.76	25.26%
$ 1.83	5.93%	$ 2.32	9.16%	$ 2.81	12.40%	$ 3.30	15.63%	$ 3.79	18.86%	$ 4.28	22.10%	$ 4.77	25.33%
$ 1.84	5.99%	$ 2.33	9.23%	$ 2.82	12.46%	$ 3.31	15.69%	$ 3.80	18.93%	$ 4.29	22.16%	$ 4.78	25.40%
$ 1.85	6.06%	$ 2.34	9.29%	$ 2.83	12.53%	$ 3.32	15.76%	$ 3.81	18.99%	$ 4.30	22.23%	$ 4.79	25.46%
$ 1.86	6.13%	$ 2.35	9.36%	$ 2.84	12.59%	$ 3.33	15.83%	$ 3.82	19.06%	$ 4.31	22.29%	$ 4.80	25.53%
$ 1.87	6.19%	$ 2.36	9.43%	$ 2.85	12.66%	$ 3.34	15.89%	$ 3.83	19.13%	$ 4.32	22.36%	$ 4.81	25.59%
$ 1.88	6.26%	$ 2.37	9.49%	$ 2.86	12.73%	$ 3.35	15.96%	$ 3.84	19.19%	$ 4.33	22.43%	$ 4.82	25.66%
$ 1.89	6.32%	$ 2.38	9.56%	$ 2.87	12.79%	$ 3.36	16.02%	$ 3.85	19.26%	$ 4.34	22.49%	$ 4.83	25.73%
$ 1.90	6.39%	$ 2.39	9.62%	$ 2.88	12.86%	$ 3.37	16.09%	$ 3.86	19.32%	$ 4.35	22.56%	$ 4.84	25.79%
$ 1.91	6.46%	$ 2.40	9.69%	$ 2.89	12.92%	$ 3.38	16.16%	$ 3.87	19.39%	$ 4.36	22.62%	$ 4.85	25.86%
$ 1.92	6.52%	$ 2.41	9.76%	$ 2.90	12.99%	$ 3.39	16.22%	$ 3.88	19.46%	$ 4.37	22.69%	$ 4.86	25.92%
$ 1.93	6.59%	$ 2.42	9.82%	$ 2.91	13.06%	$ 3.40	16.29%	$ 3.89	19.52%	$ 4.38	22.76%	$ 4.87	25.99%
$ 1.94	6.65%	$ 2.43	9.89%	$ 2.92	13.12%	$ 3.41	16.35%	$ 3.90	19.59%	$ 4.39	22.82%	$ 4.88	26.06%
$ 1.95	6.72%	$ 2.44	9.95%	$ 2.93	13.19%	$ 3.42	16.42%	$ 3.91	19.65%	$ 4.40	22.89%	$ 4.89	26.12%
$ 1.96	6.79%	$ 2.45	10.02%	$ 2.94	13.25%	$ 3.43	16.49%	$ 3.92	19.72%	$ 4.41	22.95%	$ 4.90	26.19%
$ 1.97	6.85%	$ 2.46	10.09%	$ 2.95	13.32%	$ 3.44	16.55%	$ 3.93	19.79%	$ 4.42	23.02%	$ 4.91	26.25%
$ 1.98	6.92%	$ 2.47	10.15%	$ 2.96	13.39%	$ 3.45	16.62%	$ 3.94	19.85%	$ 4.43	23.09%	$ 4.92	26.32%

Revised August 2013

Executive Summary

90% of municipalities extend their current contracts with Republic Services because of our partnerships and local expertise offering Simple Solutions, Reliability and Environmental Responsibility.

Best Value

We'll handle it from here™, our promise, lets customers know they can always rely on us to handle their recycling and waste needs in a way that is easy and effortless.

There is an undeniable energy of excellence at Republic Services, and it is surging through everything we do. Excellence is the essence of our Growth through Differentiation strategy.

We believe that excellence means being better than competitors at everything we do, every day. We begin by actively listening to our customers. We seek out thousands of conversations each month, mining for insights into customer wants and needs. Those insights lead to innovation. Our innovation brings about simple solutions for our customers.

Republic Services is your low-risk, best value partner

- Our employees live, work, and spend within Huber Heights limits
- 8 years continuously serving Huber Heights
- Reliable – 99.9% pickup rate
- Environmental Responsibility – over 3,200 CNG trucks nationwide
- Safer – 40% fewer incidents than industry average
- Simple Solutions – manage your account with the Republic Services app
- Sole recycling and solid waste services company in the world to be included on the first and second annual Barron's 100 Most Sustainable Companies list
- Named to the Dow Jones Sustainability Indices – North America and World - for the fourth straight year
- Named to the 2019 World's Most Ethical Companies List® by the Ethisphere® Institute for the third year in a row
- 3 fully-staffed, US-based, national Customer Resource Centers

We configure products and services to the individual customer at the right price.

*Figure 1. **Your Low-Risk, Best Value Partner.** Republic Services is proud to lead the industry in many key factors that make us your preferred partner for municipal recycling and waste services.*

Strengths of our Company	Benefits to Municipality
99.9% On-time reliability rate	Happy community; fewer calls to city hall
40% safer than industry average	Fewer incidents; safer community streets for children at play
Simple Solutions for your community waste and recycling needs	Easy access to solutions for the growing number of waste streams
Recognized globally on Dow Jones Sustainability Index	Peace of mind that you have a global leader in sustainable initiatives as your partner
Most advanced, integrated Customer Resource Centers in the industry	Longer customer service hours, with hundreds of trained agents networked together nationwide
Web- and smartphone-based apps for easy access by community residents to relevant information	Stronger communications, and ease of alert and news dissemination
Robust community education and outreach	Communities educated on recycling produce less contamination and greater diversion

Next, we make it an effortless and enjoyable experience. We enable customers to interact with us on their terms: online, in-person or by phone. Then, the best people deliver a superior product or service, fulfilling and exceeding our promise, every time.

This zeal for our customers has brought forth new and exciting changes. From operations to talent to technology, we are focused on not just meeting the needs of our 14 million customers but exceeding them.

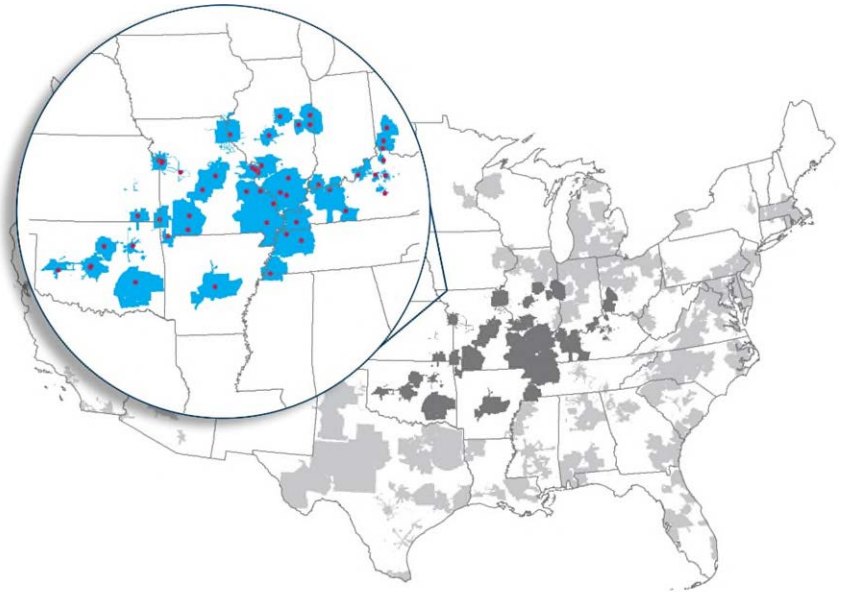
Low cost providers in the industry sacrifice one or more of these elements, translating to risk to your municipality. Republic Services is your best-value partner, through our proven and demonstrated balance of these factors, while serving over 2,400 municipal contracts today.

Local Leadership with National Support

Our local team is vital to the continued successful delivery of this contract and its daily operations. This team's unique combination of collection experience, recycling expertise, and innovative management systems ensure quality service for the duration of the contract. Our local and area management teams have extensive industry experience operating and managing solid waste companies and have substantial experience in the region.

Because we retain experienced managers with extensive knowledge of their local communities, we are proactive in anticipating customers' needs and adjusting to changes in the markets. We also seek to implement the best practices of our various business units throughout our operations to continue improving our operations and service to our customers.

*Figure 2. **Local accountability backed by national support.** Our Huber Heights operations are backed by our corporate-wide strength and experience, incorporating best practices from other local operations.*



While our local business operation is fully empowered and accountable for delivering on our commitments, they are also backed by the support and breadth of our area and corporate leadership teams, capable of amassing expertise and corporate support to assist or respond to any challenge. An example of this benefit to you is the response capabilities during times of crisis, such as hurricanes, tornados, or other disasters. In times of challenges like this, our area and corporate teams activate to ensure our people are safe and our assets are operational, so we can return to normal operations quickly. This is a considerable benefit and risk mitigation to Huber Heights that many other providers in the industry are unable to stand behind.

Sustainability

The breadth and scope of our sustainability platform is earning noteworthy recognition. From products that create solutions for our customers to an industry-leading safety program, and a fleet that reduces its carbon impact to landfills that generates renewable energy, we are leading in every way possible. Sustainability contributes to a cleaner world, while also providing opportunities to improve brand awareness, increase customer loyalty, grow our business, motivate our employees and differentiate Republic Services from our competitors.

We are guardians of our environment and have a responsibility to regenerate our planet with the materials we are entrusted to handle every day by driving increased recycling, generating renewable energy, and helping our customers to be more resourceful.

We must lead by example, working diligently to improve our relationship with the environment and society through decreased vehicle emissions, innovative landfill technologies, use of renewable energy, community engagement and employee growth opportunities. We are privileged to serve more than 14 million customers in 240 markets across the country, creating effortless experiences that support your evolving needs and honor your unique commitments to improving your communities.

*Figure 3. **Five Elements of Sustainability.** These commitments are reflected in the way we do business and guided by the five elements of our sustainability platform.*



Operations

We exercise the utmost responsibility in our operations. This includes our fleet, buildings, landfill technology and the day-to-day activities we conduct in our communities. We are working hard to understand and measure our impact on air, land and water to minimize or eliminate any negative consequences, where possible.

Materials Management

We recognize the responsibility and opportunity we have in managing the nation's waste stream to provide a source of recovered and renewable materials and energy to the economy. We are innovative and constantly exploring new options to capture value and energy from materials in the waste stream, while ensuring environmental responsibility and sustainability.

Communities

We are dedicated to being a good neighbor in the communities in which we live and work. This includes investing back into our communities through customer engagement, philanthropic giving, volunteerism, environmentally-responsible infrastructure, and operating in over 240 markets at the highest standards.

Republic Services' community engagement plan is based on the needs of the community-based organizations and civic and business entities of Huber Heights. Republic Services has a track record of giving to and spending in Huber Heights and will continue to do so in the future.

Safety

We prioritize safety above all else. When people feel safe, they can fully participate every day in the opportunities that are available to them.

Republic Services has a consistently low and trending lower occurrence of incidents and accidents and is known for our strict focus on safety and corresponding best in industry, multi-faceted, and well-organized safety program. Republic Services' average OSHA scores are lower than the average OSHA scores for the waste industry according to Department of Labor, Bureau and Statistics Data. Employees, the public, and rate payers all benefit from Republic Services' dedication to safety. We have been, and will continue to strive to be, the safest waste services company in America. We are 40 percent safer than our competition.

Figure 4. ***An industry leading safety program*** *that has been 40% better than the industry average.*

People

Engaged employees are the greatest indicator of our success. We provide ongoing job training, growth and development opportunities for our employees at every level. We are invested in them and continue to look for meaningful ways to demonstrate our appreciation for the hard work and dedication they show every day.

Republic Services is a local company staffed with a committed team of nearly 200 professionals who take personal responsibility for serving customers with care. Republic Services is also an industry leader providing the strength of our national network, decades of experience, diversified capabilities and expertise serving clients of all sizes—including, proudly, Huber Heights.

Customer First

A few years ago, Republic Services made a major commitment to further differentiate from our competitors by investing in the enhancement of the quality and reliability of our customer service capabilities.

To accomplish this, we consolidated hundreds of small call centers into three state-of-the-art, fully integrated Customer Resource Centers located in Phoenix, AZ, Indianapolis, IN, and Charlotte, NC. These facilities are strategically located across the country to ensure we can deliver call support for 15 hours per day (7:00 am Eastern to 7:00 pm Pacific) on weekdays, and 5 hours on Saturday.

Our Promise

We'll handle it from here™, our promise is backed by the details of this proposal submittal to you. In summary, we take pride in offering you a best-value partnership that consists of Simple Solutions, which are Reliable and Environmentally Responsible.

- **Simple Solutions** – We offer a wide range of tailored products to assist the community in the responsible recycling or disposal of unique waste streams that include electronics, universal waste, or household hazardous waste. Additionally, our investments in customer-facing web- and smartphone-based apps allow simple interaction between customers and Republic Services, offering service details, alerts, as well as delivery schedules and billing information.

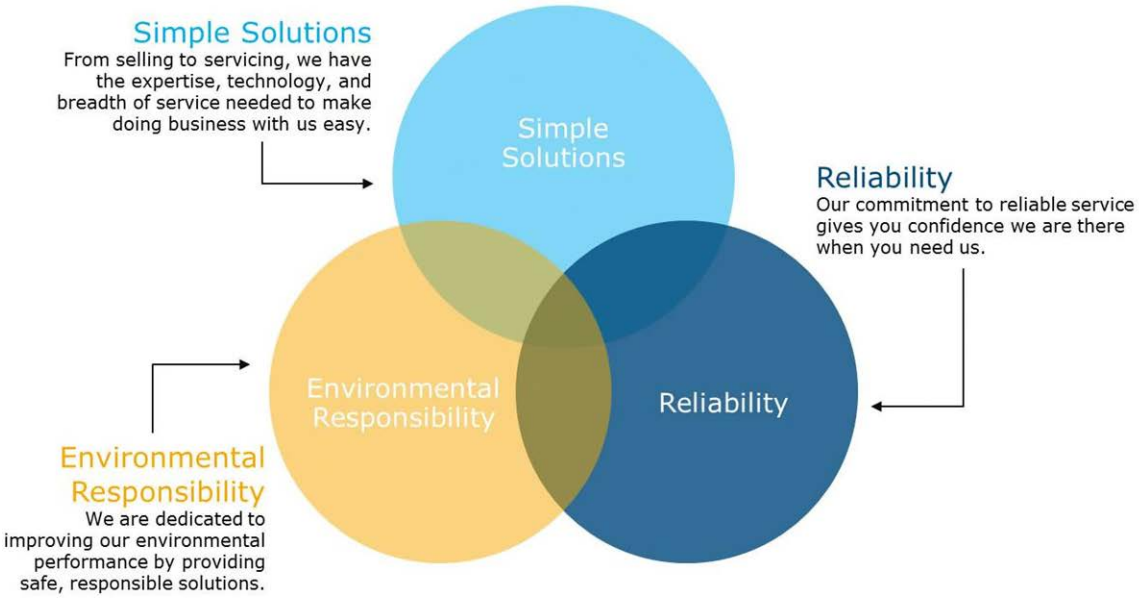
Figure 5. ***Recognition supports our approach.*** *Engaged employees and leadership make Republic Services an employer of choice.*



- **Reliability** – Our operations and performance metrics prove that we are your most reliable partner. Our 99.9% pickup reliability rate means that you face fewer calls from the community regarding service, and when callers reach out to us for any needs, we strive for first call resolution through our fully integrated customer resource centers. Our drivers are the safest in the industry, which means your residents are better off with our team on your streets.
- **Environmental Responsibility** – We are globally recognized as a leader in sustainability. Our investments in recycling infrastructure, compressed natural gas-powered trucks, and landfill gas-to-energy plants are all examples of how we drive to be a good neighbor in every municipality we partner with.

It is through these initiatives and recognitions that we reiterate our commitment to Huber Heights. On behalf of the 36,000 employees at Republic Services, we appreciate the opportunity to earn your business through this submittal and look forward to a long and continued partnership for years to come.

Figure 6. Republic Services focuses on these characteristics enabling us to be your preferred recycling and waste partner.



Company Overview

Republic Services is one of the country's leading providers of municipal recycling and waste services, serving over 2,400 communities, with over 14 million customers in 40 states and Puerto Rico.

Local Presence

For over thirty years, Republic Services has partnered with municipalities, residents, and businesses in Ohio to provide residential solid waste, recycling, and bulky waste collection.

Republic Services is integrated in the community, employing approximately nearly 100 people in the Dayton area.

We place great importance on our human capital and recognize that our employees are our most important asset. Republic Services endeavors to provide the very best working conditions, including a safe environment, competitive pay and benefits, and many opportunities for professional growth. In fact, all of our Dayton supervisors began their careers at Republic Services as drivers, landfill operators, or technicians.

Our Company

Republic Services is an industry leader in the non-hazardous solid waste industry with revenues more than $10 billion and over 36,000 dedicated employees. Figure 7 shows our lineage, which includes three of the industries most recognized brands, who combined in 2008. All our legacy brands operate today as a part of the Republic Services family.

Republic Services invests in our communities by continuing to provide customers with safe, customer service-focused solutions

- Municipalities that partner with Republic Services choose to renew or extend approximately 90% of their contracts
- Our 15,000 drivers execute 4.9M pickups/day
- Average tenure of Republic Services Municipal customer is over 12 years
- As a corporate partner, we sponsor and are present in the communities we serve
- (insert #) residential customers, (insert #) commercial, and (insert #) industrial customers in Market
- Republic Services deploys (insert #) trucks daily from its local collection operations

Republic Services' collection companies, transfer stations, recycling centers and landfills focus on providing effortless solutions for our more than 14 million commercial, industrial, and residential customers. Republic Services responsibly operates 349 collection operations, 207 transfer stations, 190 active solid waste landfills and 91 recycling centers across 41 states and Puerto Rico. We also have 75 landfill gas and renewable energy projects and are adding new facilities every year. In our Energy Services vertical, we have 7 treatment, recovery, and disposal facilities as well as 11 salt water disposal wells.

With over 16,000 vehicles, Republic Services deploys the 7th largest vocational fleet in the U.S. to collect approximately 100 million tons of waste and over eight million tons of recyclables.

Vision

Republic Services' vision is to be America's preferred recycling and waste services partner. We earn this by providing our customers with simple solutions, reliability and environmental responsibility, wrapped with a level of service unmatched anywhere else in our industry.

Values

We believe that empowered and engaged employees are the greatest indicator of our success. We are guided by the principles we have adopted as our core values – to be Respectful, Responsible, Reliable, Resourceful and Relentless in all we do, every day. We are reminded of these principles every time we see the five R's joined together to form the Republic Services' Star.

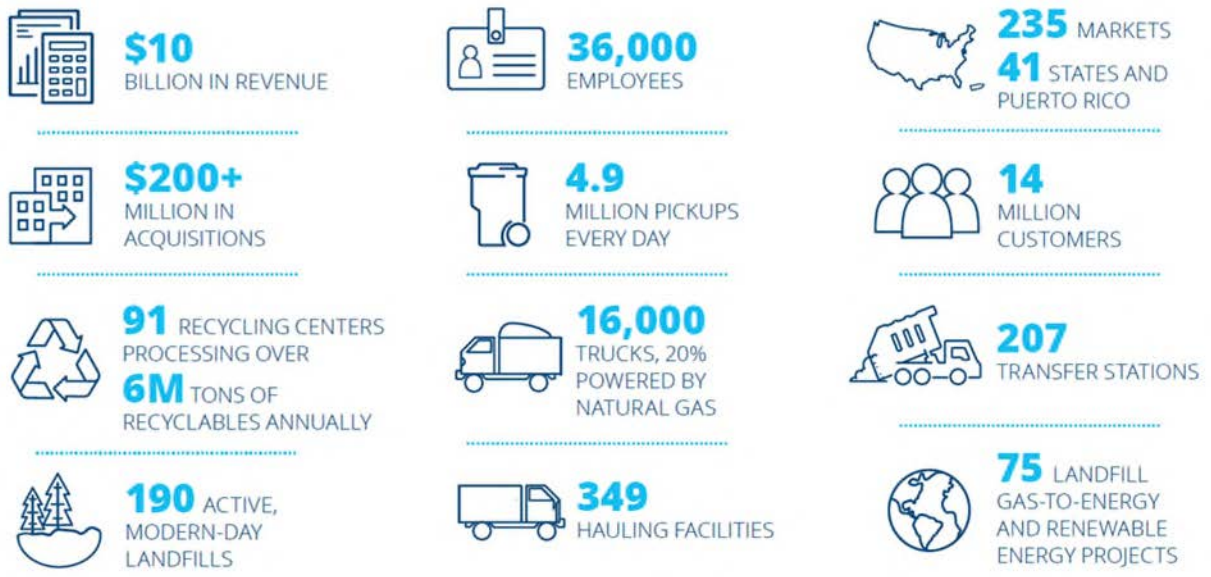
Strategy

Our strategy is profitable Growth through Differentiation. Simply put, we hire the best people that deliver the best products that best meet our customers' needs.

Our Promise

We'll handle it from here™, our promise, lets customers know they can always rely on us to handle their recycling and waste needs in a way that is easy and effortless for them.

*Figure 7. **Key Company Statistics**. Republic Services is an industry leader in the U.S. non-hazardous solid waste industry*



Sustainability

At Republic Services, we are dedicated environmental stewards entrusted to properly handle materials every day by driving increased recycling, generating renewable energy, and helping our customers be more resourceful. Republic Services leads by example, working diligently to improve our relationship with the environment and society through decreased vehicle emissions, innovative landfill technologies, use of renewable energy, community engagement and employee growth opportunities.

Sustainability contributes to a cleaner world, while also providing opportunities to increase customer loyalty, grow our business, motivate our employees and differentiate Republic Services from our competitors.

*Figure 8. **Environmental Responsibility**. As stewards of our Blue Planet™ we have a responsibility to regenerate our planet with materials we are entrusted to handle every day.*



People

Our people are the center of our success. Attracting, developing and engaging the best talent is critical to our strategy of profitable growth through differentiation. Whether it's through our dedication to safety, robust learning and talent development programs or expanding our diversity and inclusion initiative, Mosaic, we are committed to making Republic Services an employer of choice where the best and brightest come to work.

Leadership

Republic Services' operations are national in scope, but the physical collection and disposal of waste is very much a local business, and the dynamics and opportunities differ in each of our markets.

Our national presence allows us to identify and incorporate best practices that drive greater overall operating efficiency across the company while maintaining day-to-day operating decisions at the local level, closest to the customer. We manage our operations through ten geographic operating areas, consisting of multiple divisions that each provides recycling and waste collection, transportation and disposal services.

Your municipal contract will be executed locally, by our seasoned team located in nearby Dayton, Kentucky. This team is fully empowered within our company structure to deliver on our promise to be your preferred recycling and waste provider. This local team is only two levels removed from our corporate staff, which means the backing and support of a national company is accessible in a moment's notice.

Ownership

Republic Services, Inc. is a publicly traded company on the New York Stock Exchange

(NYSE symbol: RSG).

Ownership beyond five percent

The following table shows certain information as of May 1, 2019 with respect to the ownership of common stock by each shareholder who is known by Republic Services to own more than 5 percent of our outstanding common stock:

Figure 9. Ownership beyond five percent

Name of Owner	% Outstanding Shares
Cascade Investment, LLC	33.83%
BlackRock, Inc.	6.62%
The Vanguard Group, Inc.	5.93%

Credit Rating

Republic Services, Inc. has an “investment grade” rating. No creditor is owed a debt greater than 10 percent of the company’s total assets.

Associations

Republic Services is a member of the following associations and organizations, among others. Our employees are actively engaged in these organizations and, in many cases, serve on the board of directors and are elected officers.

- National Waste & Recycling Association (NWRA)
- Solid Waste Association of North America (SWANA)
- Environmental Research and Education Foundation (EREF)
- United States Green Building Council (USGBC)
- Public Affairs Council
- U.S. Conference of Mayors, Solid Waste Advisory Council
- National League of Cities (NLC)
- International City Managers Association (ICMA)
- Kentucky League of Cities
- Keep the Bluegrass Beautiful

*Figure 10. **Republic Services is a proud member** of our industry association as well as many other trade associations.*

National Waste & Recycling Association℠
Collect. Recycle. Innovate.

Facilities

It is our business to help you and your residents to be environmentally responsible in their homes and workplaces. As you would expect, we strive to be exemplary in our own environmental compliance and responsibility.

Our facilities are engineered for safe, environmentally-friendly operations. We use sustainable materials that facilitate energy and water conservation, as well as design principles to enhance employee and guest safety and comfort.

Providing outstanding recycling and waste services to your community requires the existence of multiple types of facilities, which typically include:

- Hauling company
- Transfer station
- Recycling center
- Landfill
- Customer Resource Center

*Figure 11. **Hauling Company**. Our hauling operations are the core of the collection service to your community, offering a truck fleet with the most tenured drivers in the industry*



Facilities that work with the environment are basic design elements at Republic Services

- Our newest recycling center was constructed of 75 percent recycled steel and uses 1,776 solar panels
- More than half of the materials in our new Customer Resource Center are from repurposed materials and it uses LED and natural lighting throughout
- Low-flow water fixtures and xeriscaping in our newest facility in the southwest reduces water consumption by 20 percent
- Republic Services has operations in 240 markets across the US
- Responsibly operate 349 collection operations across the country

Following is a brief description of each of our most common facility types. One or more of these facility types may reside at the same physical address/location in a city.

Hauling Company

A hauling company is where the recycling and waste collection services are based. These facilities typically serve several important functions that are critical to delivering exceptional service to your residents:

- A yard for housing all the vehicles that serve the community, including fueling infrastructure, if possible
- Storage yard for spare containers and containers used to serve the residential, commercial and industrial customers in the community
- An industry leading maintenance facility, which delivers service for the trucks and containers
- Training facilities to keep our workforce at the forefront of learning and safety

- Administrative offices to interact with your municipal staff

It is typical that our largest workforce presence exists at a hauling company, to support the complex operation that goes into serving your community with a 99.9% pickup reliability rate.

Transfer Station

A transfer station is frequently used in communities that are located outside the recommended drive time to a landfill or other post-collection facility. The purpose of transfer stations is to enable the efficient transfer of recycling and municipal solid waste from the collection trucks to tractor trailer trucks that can more efficiently transport the material to the appropriate post-collection facility. Typical transfer stations consist of a large concrete tip floor, where collection trucks deposit the material after their trucks reach capacity on a route. Once on the tip floor, material is transferred to larger tractor trailers where it is hauled to the local recycling center, landfill or other post-collection facility.

At Republic Services, our transfer stations are designed and operated to focus on safety, environmental responsibility, and being a good neighbor.

Figure 13 ***Transfer Stations****. Reduce wear on roads and trucks by offering an efficient and local transfer of material for transport to post-collection facilities.*



We invest frequently in Republic Services-operated facilities to ensure they meet appropriate standards for operations and fit well within the areas in which they are located.

Recycling Center

Recycling Centers are very complex facilities that are designed to receive, process, and package the various recyclable commodities that are collected in the community. Material collected on recycling routes is brought to the Recycling Centers, where it is deposited on the tip floor. From there, the material is loaded onto a large conveyor belt that progresses through multiple stations in the facility. Each station of a Recycling Center is specifically engineered to separate unique types of material from the recycling stream on the belt, such that all material is uniquely separated by the time it reaches the end of the Recycling Centers line. Once each commodity is separated, it is baled to assist in transportation and sale to end market buyers.

Even in times of crisis, when end market buyers are stopping or limiting their purchase of commodities, Republic Services is looking to alternative markets to ensure the continued success of our programs.

Figure 12. ***Recycling Centers*** *- Republic Services operates some of the most advanced Recycling Centers in the country.*



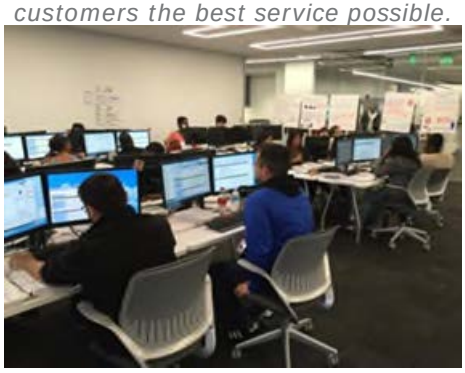
When it comes to recycling, everyone has a part to play. When we all work together we can make sure recyclable materials don't end up in our lakes and landfills. At Republic Services, we believe in the preservation of a Blue Planet, a cleaner, safer and healthier world where people thrive – not just for today, but for generations to come.

Customer Resource Center (CRC)

A few years ago, Republic Services consolidated hundreds of small call centers into three state-of-the-art, fully integrated Customer Resource Centers (CRCs) located in Phoenix AZ, Indianapolis IN, and Charlotte NC. These facilities are strategically located across the country to ensure we can deliver call support for 15 hours per day (7:00 am Eastern to 7:00 pm Pacific) on weekdays, and 5 hours on Saturday.

These facility locations were also selected in markets known for a high population of call center agents, which means they are staffed with a highly-trained and carefully-selected staff who have each passed a rigorous 5-week training course. Additionally, every agent is equipped with industry-leading technology to ensure a superior customer experience when they call with questions or to request additional service.

*Figure 14. **Customer Resource Centers** combine state-of-the-art technology to give customers the best service possible.*



Huber Heights Facilities

Curbside Collection

Republic Services fleet and maintenance facilities are in nearby Dayton, Ohio on River Road.

Waste Disposal

Republic Services will dispose of all waste collected in Huber Heights at the Montgomery County Transfer Station, as required by the RFP specifications.

Recycling Processing

Republic Services will deliver recyclables collected in Huber Heights to the Rumpke Material Recovery Facility (MRF) for processing, marketing, and eventual sale.

Collections – Operations

Great operations come from great people. Republic Services' locally-based operations team draws from extensive training and the backing of a seasoned corporate support team. The result is a 99.9% on-time service record, with an emphasis on safety, sustainable practices, and low-risk operations.

Operations Overview

Successful collection operations begin with a skillful operations supervisor who knows the business as well as your community. Your Republic Services local operations supervisor is responsible for the day-to-day collection operations, including development and evaluation of routing (in conjunction with the general manager), training and oversight of drivers, and implementation and enforcement of safety procedures.

We ensure our operations supervisors are not overloaded, nor tied to a desk. On average, we maintain a 15:1 ratio of routes to supervisors, which means that items needing attention are dealt with immediately and that the supervisor knows your community intimately. In addition, our supervisors are out on the routes regularly. At least twice per week, they conduct ride-a longs with drivers on their routes. This creates great opportunities for driver mentoring, ensures quality control on the route, and keeps the supervisor directly aware and familiar with the nuances of the route and the community. Few, if any other companies in the industry, dedicate their operations staff to success in this manner.

*Figure 15. **Operational Excellence**. Our rigorous supervisor training program yields highly skilled operations teams.*



Republic Services' operations team is market-leading through training, collaboration and hands-on experience

- The most robust operations supervisor training in the industry
- Average of 15:1 route to dedicated supervisors' ratio – means prompt response and oversight for your community
- Proven optimized routing process ensures efficiency, safety and minimal impact on city streets
- Republic Services executes 4.9M pickups per day

Operations Training

Our operations supervisor training programs are second to none. Every supervisor, upon starting employment at Republic Services, attends a rigorous 2-week boot camp training course. Regardless of prior industry experience, this boot camp level sets all our supervisors on The Republic Services Way of running operations and builds a strong peer network with those who attend the training together. After the initial training boot camp, supervisors engage in regular refresher and new training opportunities, between 2 and 4 times per year. This yields an operations supervisory team that shares best practices and constantly look for ways to improve on the level of service in your community.

Routing Optimization

Establishing the most optimized routes for a community has dramatic effects on the quality of service, safety and efficiency of the collection operation through shorter routes, safety in the neighborhoods, and ultimately the wear and tear on the streets within the municipality.

We conduct a proven route optimization process, which involves a tight collaboration between the local team and our corporate route optimization team. Through several iterations, these teams collaborate, sharing local knowledge and details, while running our optimization processes to yield the best routes possible for your community. An example of this process, we evaluate planned routes to ensure that trucks are not conducting collection on streets during times that are known for congestion or traffic.

Communication with the Community

In addition to the regular collaboration between the routing teams, our operations team can communicate with the residents and commercial customers easily using several forms of technology. Our Republic Services web- and smartphone-based app enables customers to see their accounts, make service requests, or raise issues for resolution. This app also enables our operations team to offer alerts or emails to customers regarding changes in service for holidays or inclement weather. We also employ a technology known as Call-Em-All, which is a phone-based capability for distributing operations updates when needed to customers on effected routes.

Economy of Scale

Another benefit of Republic Services as your partner is our economy of scale. As an industry leader with a national operation, we obtain trucks and equipment at a better price due to discounting, which allows us to refresh our assets more frequently than smaller companies. This applies to many of our vendors, including our uniforms, so our drivers and operations teams are better representatives of your city when out in the community.

*Figure 16. **Route Optimization**. Our optimized routes yield safer, more efficient collection for your municipality.*

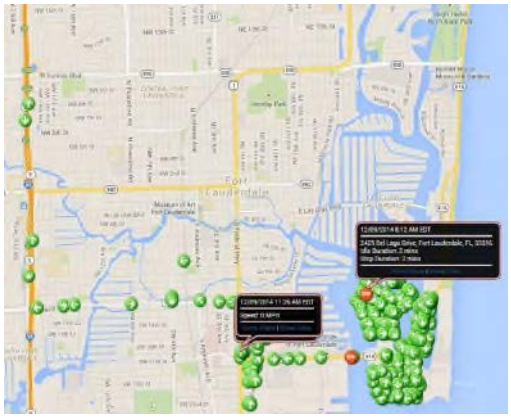


*Figure 17. **In Cab Technology.** Our operations teams are in direct contact with our drivers in your community through our in-cab technology.*



Collection – Residential

When it comes to handling your waste needs, Republic Services knows how important safe and dependable curbside pickup is to you. We work to exceed your expectations with quality containers and outstanding customer service.

Residential MSW Collection

We intend to service all single-family containers using an automated side loader (ASL) truck. The ASL is proven to retrieve and return containers in even the most hard-to-reach locations such as narrow streets, courts and alleyways, enabling the industry's most efficient, safe, and environmentally responsible curbside automated collection services.

The largest provider of municipal residential collection services in the US

- Over 12 million homes collected every week nationwide
- 99.9% on-time pickup
- 4.9M pickups each day
- Comprehensive collection services, including solid waste, recycling, yard waste, and bulk

Each collection vehicle is operated by a single driver and will be painted in a uniform manner, featuring our logo and company contact information.

We propose to use blue containers with black lids for residential trash collection. Residents will be offered a 96-gallon container. If a customer needs more than one collection container, we will provide an additional

*Figure 18. **Residential Collection process**. Our residential collection service is simple, reliable, and environmentally responsible.*



container for a fee to accommodate the customer's needs.

The ASL container collection methodology is fast and efficient and requires approximately 8 to 12 seconds completing the cycle (pick up container, deposit contents, place container back onto the curbside) before the driver moves to the next stop.

Residential Recycle Collection

We will offer all single-family customers every-other-week or weekly fully automated single-stream recycling collection services, depending on the option selected by Huber Heights. Recycling containers will be serviced with the same equipment and manner as residential solid waste containers.

All single-family customers will be issued a blue container with a light blue lid 96-gallon wheeled recycle container.

Figure 19. ***Automated Side Load Collection.*** *Provides a cleaner, safer, more efficient residential collection*



Residential Yard Waste Collection

Yard waste will be serviced with the same equipment and manner as residential solid waste. Materials should either be placed in the container or placed in bundles or bags for collection.

Bulk Waste Collection

White goods, with chlorofluorocarbons (CFCs) removed, and bulk items will be serviced weekly. A clam shell or boom type of truck will service these items.

We propose to negotiate bulk collection limitations with the City of Huber Heights, if selected, to include a limitation on number, size, and weight of items, and to promote a scheduling component that will lead to more efficient routing of bulk items.

Service Days

Collection will be provided on the same schedule as current, five days per week.

Holiday Schedules

Republic Services will be closed on Thanksgiving and Christmas, if your service day falls on one of these days, we will service you on your next scheduled service day.

Residential Collection Equipment

Republic Services will use up to seven (7) collection vehicles to service Huber Heights

Figure 21. Automated collection is safer, more efficient, and better for the environment.



Figure 20 Residential Automated Side Load Equipment

Truck #	Make	Model	Body	Year	Capacity
2220	Mack	LEU 613	Heil	2016	32 yards
2221	Mack	LEU 616	Heil	2016	32 yards
2224	Mack	LR 613	Heil	2016	32 yards
2230	Mack	LR 613	Heil	2020	32 yards
2233	Mack	LR 613	Heil	2020	32 yards
2355	Autocar	ACX64	Heil	2015	28 yards
2217	Mack	LEU 613	Heil	2013	28 yards

*Figure 22. **Carted Communities** are aesthetically pleasing, clean, and are safer for both residents and drivers.*

Residential Container

Republic Services will supply 96 gallon carts to residents who request them, unless carted service is selected by the City of Huber Heights.



Post Collections – Transfer Stations

Responsible waste disposal requires science, engineering and technology to manage an evolving waste stream in a manner that is protective of the air, land and water upon which our communities depend.

Post-Collection Process

After waste is collected the material will be delivered to one of two places - a transfer station for further consolidation and further transportation to a landfill or it will be directly hauled to a landfill for final disposal.

Transfer Station

Republic Services owns or operates 207 transfer stations throughout the United States, and has disposal partnerships with non-Republic Services' sites across the country.

In its simplest form, a transfer station is a facility with a designated receiving area where waste collection vehicles empty their loads. The waste is then consolidated and loaded into larger vehicles for more efficient transport to an area landfill. No overnight storage of waste occurs at a transfer station; waste is quickly consolidated and loaded into larger vehicles and moved offsite.

A transfer station allows waste to be efficiently transported long distances, driving down costs for businesses and residents and positively impacting the environment through reduced air emissions and energy usage. Benefits of transfer stations include more efficient route completion, reduction in traffic, and decreases in green house gasses.

Montgomery County Transfer Station

Republic Services will direct all Huber Heights waste to the Montgomery County Transfer Station as required by the RFP specifications.

*Figure 23. **Transfer Stations** reduce greenhouse gasses and traffic congestion in your community.*



Post-Collections – Recycling Centers

We are committed to investing in recycling processing infrastructure where appropriate as evidenced by our addition of 150K tons of recycling capacity in 2018.

Recycling Overview

We believe we have a responsibility to regenerate our planet with the materials we are entrusted to handle everyday by driving increased recycling, generating renewable energy, and helping our customers be more resourceful. Republic Services owns or operates 91 recycling centers nationwide, the largest in the U.S. As consumer demand for recycling services has increased, we have met the demand by integrating recycling components to each of our collection service offerings. Based on an industry trade publication, approximately 34% of municipal solid waste is recycled.

Communities have increasingly committed to their residents to enhance and expand their recycling programs. We continue to focus on innovative waste disposal processes and programs to help our customers achieve their goals related to sustainability.

Processing Cycle

Recycling trucks collect from curbside or commercial locations, take their loads to the recycling centers, weigh in and continue to the tipping area. Trucks tip their loads and the loads are pushed by a rubber-tire loader into stockpiles in preparation for processing.

The mixed material travels to a quality control station where contaminants and undesirable material are removed. Material goes over an old corrugated cardboard triple deck screen that has a series of shafts with discs that remove cardboard from the material stream.

Remaining materials travel through the old newsprint screens which pull the lighter newsprint material over the deck while heavier materials (plastic, steel, glass, and aluminum) fall onto a debris roll screen and larger plastic and steel containers roll off onto a conveyor. The spacing of the old newsprint screens allows the glass to fall through and then is conveyed to the glass screening system. An electromagnet pulls any metal cans out of the paper stream and the paper stream continues for further separation.

For additional recovery there are more screens and optical scanners to capture and detect material types at the molecular level.

Figure 24 ***Committed to Sustainability****. Our state-of-the-art equipment minimizes residual waste.*



Recycling Simplified

As a leader in the recycling industry, Republic Services is committed to educating consumers on how and what to recycle – we call it Recycling Simplified.

Recycling Economics

For many municipalities, recycling is a core service that residents expect. Republic Services is committed to offer curbside recycling with the framework of a new business model.

A general knowledge of the history of how we arrived at the current state provides the basis for the change. In late, 2017, China disrupted the global industry by changing their rules and regulations on imported recyclable material. From total bans on some material to un realistic quality restrictions on other material had monumental impacts on the sale of recyclable material. China accounted for buying about 40% of the recycling commodities. While China's direction was disruptive, it was only a matter of time before the "old" business model was destined to fail.

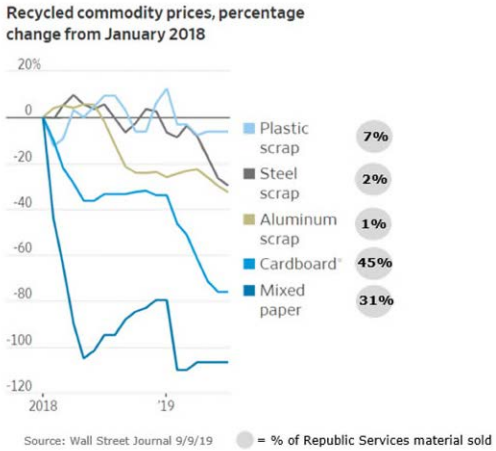
Republic Services is creating durable and sustainable processes to ensure municipalities can offer this service to their communities

- On average 1/3 of what consumers put in recycling container doesn't belong
- Collection of recycling commodities should be limited to 3 or 4 items
- The business model has to change to make curbside recycling sustainable
- Prior to the disruption to the industry, 30% of Republic's material went to China – today it is less than 1%
- We continue to invest in technology and equipment

Recycling has never been free. But for a long time, the cost of collecting and processing recycling was covered by the value created by selling the recycled material. What many people don't realize is, even though something is technically recyclable, that doesn't mean there's an end market for it.

The average American household pays about $20 a month for weekly garbage and recycling services. You may be surprised to learn that most of this goes toward the cost of collecting garbage, even though the cost of collecting and processing recycled material is actually much higher.

*Figure 25. **Plunging Commodity Prices** as published by the Wall Street Journal in Sept. 2019. About 76% of the material we sell has declined in value 78-105%.*



We are actively transitioning our municipal customers to a more durable and sustainable pricing model with an equitable risk-sharing arrangement. These new contracts ensure we are paid for the collection and processing of material, and then share the value of the commodity with the municipality.

We know consumers care about recycling, and they have demonstrated a willingness to pay for the service. Paying around just $1 more a week for your weekly recycling service will help keep these services sustainable for future generations.

Despite these recent challenges, we continue to invest in it the recycling business. Recycling is one of the fastest growing segments of the waste stream, in large part due to e-commerce. We're also committed to helping create a cleaner, safer and more sustainable environment for the future.

What's changed over the past 25 years is that recycling in the U.S. has never been simpler for consumers, and participation is at an all-time high. This success, however, has resulted in a pricing model that doesn't come close to covering the actual costs of recycling collection and processing, as well as increased contamination rates.

For example, when curbside programs were first introduced, they were largely what we call "source separated," meaning the customer placed different materials in different bins.

- Material was collected in specialized trucks that had multiple compartments and needed to be loaded manually, which was a safety hazard.
- Once a compartment was filled, the truck had to leave the route to dispose of it - this was inefficient and resulted in more fuel usage, traffic, etc. It was also difficult for customers, so participation was low.

*Figure 26. **The Recommend Business Model** is one where the cost of a recycling program is the sum of fees for the two services – Collection Fee and the Net Processing Fee*



- Admittedly, the quality of recycled materials was much higher than it is today. But given the low participation rates, "source separated" programs were unable to satisfy public policy and regulatory requirements in many markets.

Today, in most markets we offer "single-stream" recycling, in which all recyclables are placed in a single container. However, the downside is that the quality of the material has decreased dramatically – contamination rates are much higher. On average, more than 30% of what Americans put in their recycling containers doesn't belong there, and that material often exposes good recyclables, like cardboard, to residue from food, liquid, or other waste. This results in more recyclables going to landfills despite the good intentions of consumers.

Another change we've experienced over the decades is the "light-weighting" of packaging. As packaging becomes lighter, we need to process more material to achieve the same weight.

In the past we collected 40K water bottles to recycle 1 ton of plastic; with today's lighter bottles, we need to collect 90K water bottles to recycle that same ton of plastic.

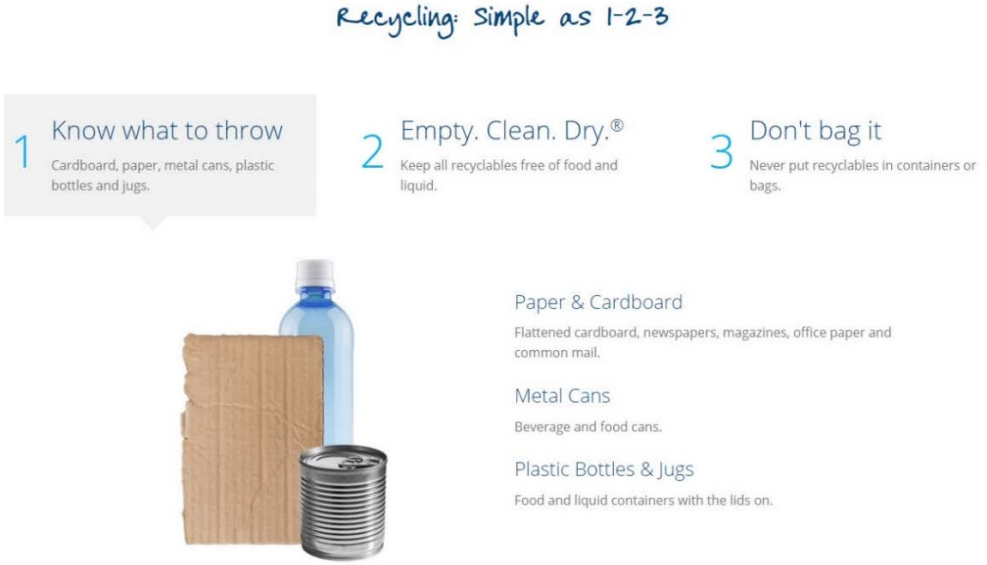
Recycling Overview

We believe we have a responsibility to educate our customers when it comes to recycling the right way. We understand recycling can be confusing at time, so we have created a campaign to educate people how and what to recycle.

On average, one-third of what consumers put in their recycling containers doesn't belong there. And there aren't enough resources or technology to reverse contamination once it takes place. Some of these items are contaminated with food or another residue. Think of a ketchup bottle – if there's still ketchup inside, it's contaminated and can ruin an entire load of recyclables.

Other items people put into their recycling containers simply shouldn't be there. From dirty diapers to garden hoses to bowling balls, non-recyclable materials should be disposed of or donated.

Figure 27. Republic Services is making recycling as simple as 1-2-3



We know people want to be responsible and do the right thing to ensure the local recycling programs they know, and love, are sustainable for future generations. We encourage consumers to take a couple extra minutes a day to think about what they are putting in their containers, and for them to recognize there is a true cost to local recycling programs.

Many people are "wish-cycling" – throwing items in their recycling bin that they hope can be recycled. Remember: When in doubt, throw it out.

There also shouldn't be 50 different items in your recycling container! Stick to these materials, and you'll be doing it right:

- Paper and cardboard
- Metal or aluminum cans
- Plastic bottles and jugs
- Glass

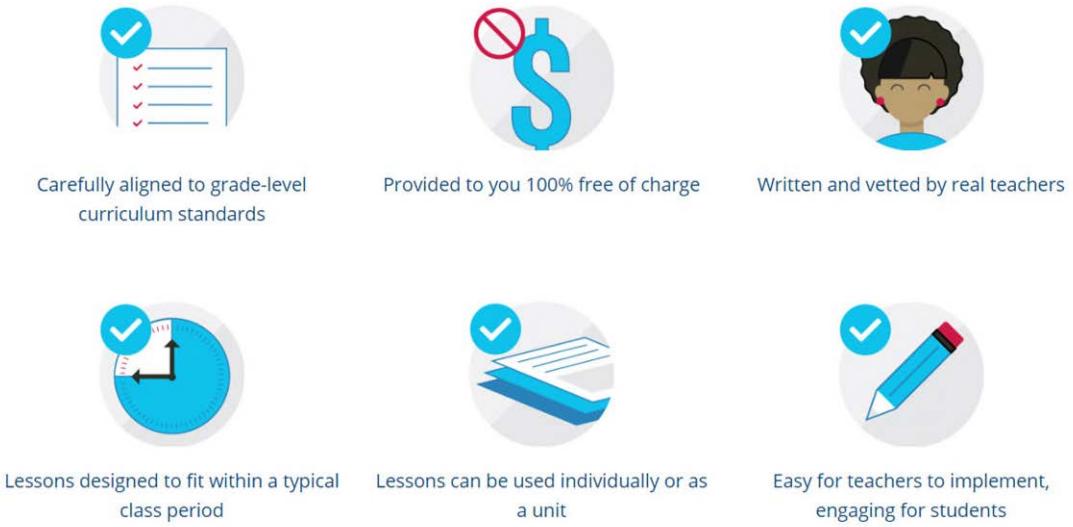
We mean it when we say we are making recycling simple. Follow three important rules:

- Know what to throw – Only recycle the few items that are recyclable in Huber Heights.
- Make sure recyclables are Empty. Clean. Dry.
- Don't bag it. Recyclables should be placed loosely in your container – and plastic bags never belong.

To help consumers know how and what to recycle, we launched our Recycling Simplified campaign. Visit RecyclingSimplified.com for tips, videos and resources to become a better recycler and reduce contamination rates. Prior to the recent changes, 30% of our recyclable material used to go to China, now it's less than 1%.

The good news is that we are moving all of our recycled material – we have new markets for recyclables both domestically and internationally. But the prices paid for recycled commodities are nowhere near where they were just one year ago.

*Figure 28. **Republic Services is proud** to partner with communities to offer lessons and activities for educators built by educators.*



Education

We are partnering with communities to help reduce contamination and the best way to do this is through education. We also know that the children are integral in driving behaviors in the home. We are extremely proud to offer a free service to the schools to assist in this effort. The Recycling Simplified Education Program contains everything needed to teach students about recycling. You'll find step-by-step lesson plans and supporting materials including activities, videos, student certificates, and handouts for students to bring home. The curriculum is based on grade level. There are four categories – PreK-2, 3rd-5th, 6-8th and 9-12th grade.

Lessons within each grade range build upon students' understanding and help them gain greater awareness of the broader environmental, sustainability, and societal issues related to recycling and its role in conserving natural resources. The lessons can be taught as a unit or individually – whatever fits best for your students and your curriculum.

The Future?

Republic Services doesn't know where the recycling commodity markets will be next year or the next 10 years. We do know that we're making recycling simpler for customers, and if Americans take the necessary steps now, the model will be profitable and sustainable for generations to come.

We believe we can transform the business model from one that largely relies on the value of the recovered commodities to one that fully acknowledges the cost of collecting and processing the recycled material and shares the value of the commodities. We are actively transitioning our municipal customers to a more durable and sustainable pricing model with an equitable risk-sharing arrangement.

Municipalities also need to join us in shifting their focus to extracting materials that have positive environmental (life cycle) benefits and have end markets. Diversion needs to be about re-introducing materials into production and manufacturing systems, not about hitting a number.

Everyone wants to do the right thing, but recycling is a business. Over the past 25 years, state legislatures have been racing to 50%, 75%, or even Zero Waste goals.

For Americans, recycling will be much simpler and more convenient in the future. Consumers will better understand what and how to recycle properly. We launched a new website, RecyclingSimplified.com, to help them learn what to recycle while minimizing contamination. We want to simplify the entire process to make it easy for Americans to feel good about what they do to protect our environment.

Figure 29. Visit us at ***Recyclingsimplified.com*** *for more information*



Customer Service

We strive for first-call resolution when customers contact us for service. We provide a superior experience through integrated facilities, technology, and highly knowledgeable employees.

Net Promoter Score

Our Net Promoter Score, or NPS, measures our customers' willingness to recommend a company's products and services. Republic Services' NPS has improved year-over-year for the fifth consecutive year, which means our customers are seeing a difference in our product and service offerings.

We Delight Our Customers

Our approach to customer service is to ask daily, "how have we delighted our customers?" For most customers, this means that our front-line customer service representatives—our professional drivers—collect everything on schedule. That also means drivers return containers in a safe and tidy manner—whether it's walking around a car to get to a container or rolling the container up a steep driveway for a disabled or elderly customer.

*Figure 30. **Outstanding Customer Service Talent**. We take pride in hiring and developing talented staff to exceed our customer's expectations.*



We provide an exceptional customer experience when your residents or businesses contact us for assistance

- Three fully staffed, US-based, national call centers
- Powerful, integrated technology, enabling you to talk to a real person
- 1M customers expertly served each month via text, email, or phone
- Extended hours 7am EST to 7pm PST Monday thru Friday, until 12 pm PST Saturday
- Web-based applications for 24/7 access
- Well-trained staff
- Net Promoter Score has improved year-over-year for 5 consecutive years

We recognize that, sometimes, customers have questions regarding scheduled service or would like to order additional services and expect a speedy response. We strive for first call resolution—from call, email, mobile app, website or in-person request.

Tenured Experience Delivers Satisfaction

Our representatives' experience and knowledge does not just come from the customer interactions, our representatives spend time in a classroom environment and participate in monthly/weekly training sessions to ensure our agents are in touch with the customer's needs and the ever-changing conditions of the waste disposal industry. Therefore, our representatives are always ready, willing and able to help our customers and exceed their expectations.

Customer Access

Our customer resource centers are fully networked together, allowing them to support callers from 7 am EST to 7 pm PST Monday

through Friday and 7 am EST to 12 pm PST on Saturday.

In addition to the call center hours, customers can reach us 24/7 via our website, *www.Republic Services.com*, or the Republic Services app. Our self-service options are designed to improve overall response and resolution to customer inquiries and needs anytime, anywhere with the least amount of customer inconvenience as possible.

Customer Service Principles

Republic Services' customer service programs are based on the following five principles that guide our daily business operations and excellent service. These principles also pave the way in development of the customer service program for Huber Heights

1. **Employ the highest quality personnel**. We retain highly-skilled and experienced personnel and compensate them accordingly.

2. **Ensure easy and immediate access for customers and Huber Heights staff.** Appropriate staffing is critical to ensure easy and streamlined access to our professional staff for both customers and Huber Heights staff.

3. **Ensure timely and efficient issue resolution and follow-up.** We have detailed policies/procedures for our customer service systems and controls which facilitate expeditious issue resolution and follow-up. Our use of appropriate methods, field communication, and same-day resolution goals translate into timely and efficient turnaround from point-of-contact to resolution. All concerns are responded to within eight business hours of receiving the customer's phone call or message.

4. **The customer is always right**. Our employees are taught to give the benefit of the doubt to every customer, even if the facts may imply customer error.

5. **Train all employees in customer service.** To ensure a high level of quality service, every Republic Services employee—whether a driver, administrative, or manager—is trained in customer service. This ensures all customer interactions, whether internal or external, are processed efficiently, professionally and up to Republic Services' standards. Employees are evaluated annually on their performance in this area.

What to Expect …

When you call our Customer Resource Center (CRC), a sophisticated series of actions begin:

- Often, the phone number you are dialing from is associated in our database and triggers the integrated system to populate with a map of your service address, level of service, past service requests, and your city-specific contract information. This knowledge-based system even shows the agent your current weather.
- The customer service representative's computer screen instantly populates with the information above and (in just a few seconds from the moment the customer calls), which ensures the agent has all possible information available in an instant to be ready for the caller.
- The agent confirms the customer's name and service address and begins to assist the customer with the reason for their call.
- Often the call is about a billing question, service-level change or "what do I do with" inquiry. If the question requires communication with the local operations team (such as, missed pick-up or container exchange), the agent can instantly connect

with the local Huber Heights operations team through our national network.

- Often, the customer's concern is handled by the time s/he hangs up the phone. For those issues requiring operations support (such as container delivery or collection of a missed pick up), the issue will be addressed in the timeliest manner possible**.** Republic Services tracks hundreds of performance metrics to ensure continuous improvement.

Value of Three National Centers

US-based agents are available 15 hours every weekday (7 a.m. Eastern time to 7 p.m. Pacific time) and five hours on Saturdays. Our CRC agents across the country enjoy the same training, follow the same protocols, and have access to each customers' specific contract details, regardless of their location.

At a time when many service companies are handling billing or service calls through call centers based outside of the United States, we are extremely proud to be delivering high quality customer service with a commitment to keeping jobs here at home.

Republic Services' three sites (Phoenix, Indianapolis and Charlotte) were selected after exhaustive research and employ more than 600 call center experts, trained and staffed to serve your community.

Our siting team looked for cities renowned as call center markets, knowing that there would be a large population of prospective employees with the temperament and skills necessary to seamlessly integrate into Republic Services' Customer Resource Center.

Figure 31. ***Industry Leading Customer Resource Centers****. Our centers are strategically located within the US and networked together to support any call from any location.*



Sustainability

We invest more than $100 million per year in our sustainability initiatives, as a commitment to our BluePlanet™.

Republic Services is the **only** solid waste company selected to the prestigious Dow Jones Index for Sustainability in both the North American and World indices.

Our industry-leading sustainability platform is focused on increasing recycling, decreasing vehicle emissions, generating renewable energy, and enabling our customers to be more resourceful. In 2018-19, Republic Services has been steadily building upon our sustainability achievements, including:

- The gold standard in corporate sustainability, Republic Services was named to the Dow Jones Sustainability – North America and World Index™ (DJSI) - for the fourth straight year.

Republic Services' BluePlanet™ initiative strives for a cleaner, safer and healthier world

- Named to the Dow Jones Sustainability Index for fourth straight year
- Added 150K tons of recycling capability in 2018
- Scored 98 out of 100 in the Carbon Disclosure Project S&P 500 Climate Change Assessment
- More than a quarter of a million homes can be powered by our 75 landfill-gas-to-energy plants
- 3,200 (and counting) compressed natural gas vehicles

- Inclusion on two elite lists by the Carbon Disclosure Project (CDP), including the Global Climate A List as well as the Supplier A List. The CDP is an organization based in the United Kingdom which works with shareholders and corporations to disclose the greenhouse emissions of major corporations. In the last assessment, we scored 98 out of 100 in the S&P 500 Climate Change Assessment

Figure 32 Committed to Sustainability. Republic Services' sustainability goals trace to five key areas



- Recognized with the Gold Class Award in the 2018 RobecoSAM's Sustainability Yearbook - only eight North American companies achieved this top-tier status, and Republic is the sole recycling and solid waste services provider to earn the Gold Class standing.
- Receiving the industry's top awards for Recycling Facility of the Year. Republic Services' Southern Nevada Recycling Center, the largest and smartest residential recycling facility in North America, was recognized by the top two industry associations for its excellence
- Recognition for landfill gas utilization excellence by the Georgia Chapter of the Solid Waste Association of North America. Three Republic Services facilities in the metro-Atlanta area generate more than 24 megawatts of renewable energy, capable of powering more than 15,600 homes
- For the third year in a row, Republic Services was named as a World's Most Ethical Company® by the Ethisphere® Institute – Republic Services is the sole recycling and solid waste services provider to be listed under the Environmental Services category.

We continue to find new avenues for sustainability success. Consider our five-point sustainability platform (see Figure 69):

Operations We are working to minimize the impact of our operations around our fleet and our facilities. We have established aggressive sustainability goals now through the year 2030.

Materials Management When we extract materials from the waste stream (commodities and/or energy), we reduce greenhouse gas emissions and your community's carbon footprint.

Communities Our Empty, Clean, Dry recycling outreach and education program help your residents and business people recycle more and waste less.

Safety We are committed to creating a safe environment for our customers, communities and employees. A recent national study found that Republic Services is the safest solid waste company – by a 40 percent margin.

People We employ and develop talented professionals who are committed to sustainability, our customers and each other.

*Figure 33.**Five Elements of Sustainability**. Republic Services is the lowest risk, best-value partner for your municipality, focusing our sustainability platform around these five areas*



Key Personnel

Our operations are run locally, by seasoned industry veterans who live in your community, and are backed by the experience and strength of their area and corporate leadership teams.

Republic Services is structured along functional lines, which allows for local decision-making by managers with direct responsibility and experience relevant to the contract operations. They are knowledgeable of local collection and post-collection processing activities and are supported by the extensive resource recovery technical expertise and financial strength of our parent company, Republic Services, Inc.

Republic Services' in-house training, personnel advancement, recruitment programs, and workforce development are some of the most comprehensive in the industry. This enables Republic Services to attract and retain the most highly qualified, dedicated, and experienced professionals in the business today.

*Figure 34 **Empowered Leadership**. The local business unit is fully empowered, with full support of area and corporate staff.*



Local Leadership

Our local personnel are vital to the successful delivery of this contract and its daily operations. We will manage the various operational and administrative components of contract implementation and ongoing service to the Huber Heights. This team's unique combination of collection experience, recycling expertise, and innovative management systems will ensure quality service for the duration of the contract.

Our local and area management teams have extensive industry experience in operating and managing solid waste companies and have substantial experience in the region. This allows us to quickly respond and meet your needs; all-the-while staying in touch with your local businesses and residents. We believe our strong area management team allows us to effectively and efficiently drive our initiatives and helps ensure consistency across the organization. These teams have extensive authority, responsibility and autonomy for operations within their geographic markets. Because of retaining experienced managers with extensive knowledge of their local communities, we are proactive in anticipating customers' needs and adjusting to changes in the markets. We also seek to implement the best practices of our various business units throughout our operations to continue improving our operations and service to our customers.

National Backing

Each of our local business operations is fully empowered and accountable for delivering on our commitments to our customers. They are also backed by the support and breadth of our area and corporate leadership teams, capable of massing expertise and corporate might to assist or respond to any challenge during the term of the contract. An example of this benefit to you is the response capabilities during times of crisis such as hurricanes, tornados, or other disasters. In times of challenges like this, our area and corporate teams activate to ensure people are safe and our assets are operational, so we can return to normal operations as soon as possible.

Key Personnel Bios

Your local team has years of industry experience, serving over 15 municipalities in your area. The key positions and roles involved in the delivery of this contract are listed below:

General Manager

Jeff Soulé started with Republic Services in 2017, having spent a full career at UPS and in the Marine Corps Reserves prior to joining our team. Jeff is responsible for leading the business units in Dayton, Cincinnati, and Covington.. Jeff comes to Republic Services with a wealth of management skills including operations, P&L management, risk management, customer relations and satisfaction, sales, and marketing management.

Local Business Unit has over X years of combined industry experience

- We provide jobs to over 36,000 people nationwide, including several who live and work in your community
- The local General Manager and their business unit are fully empowered to serve your needs
- Every business unit is supported by area and corporate staff

Municipal Manager

Gregory Butler has over 15 years experience working with and for local governments across the United States. Greg is responsible for governmental and community affairs with our local, state, and federal partners in Kentucky and Ohio, Additional responsibilities include marketing, public education, facility development, governmental relations and negotiations.

Operations Manager

Tonia Hance has 20 years of experience in municipal daily operations. Tonia manages the daily operations for the hauling division and ensures maximum productivity and route management systems for commercial, roll-off and residential routes and establishes productivity improvement goals where needed.

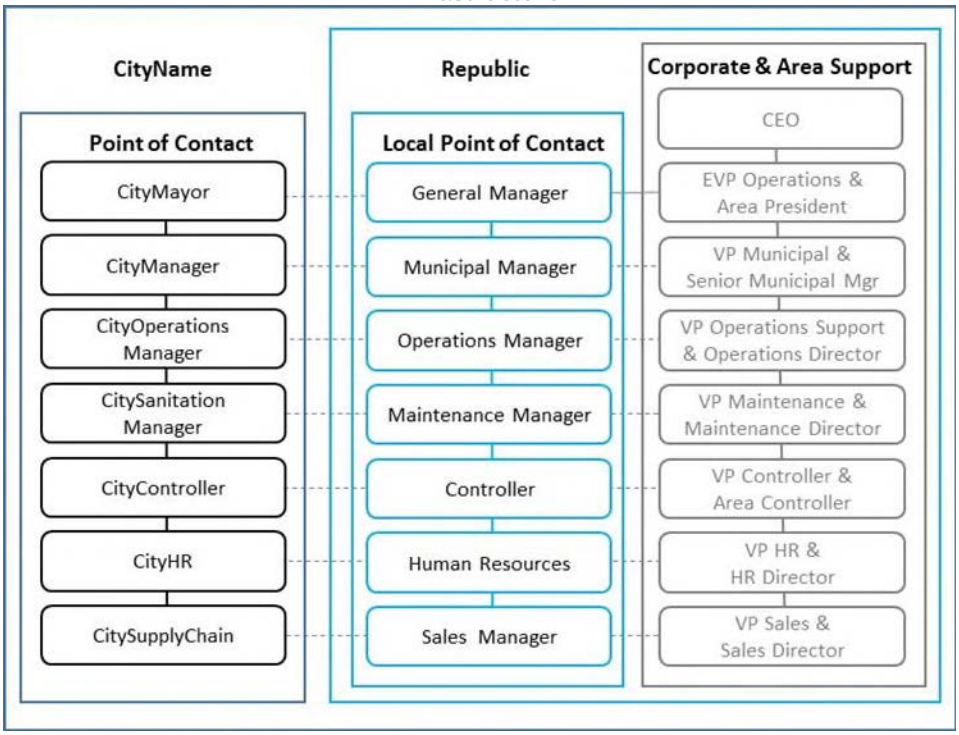
Operations Supervisors

Rob Maurath and Pam Mirizzi collectively have over 15 years in the solid waste industry. They are responsible for district route maps, route restructuring and supervision of drivers.

This allows us to quickly respond and meet your needs; all the while staying in touch with your staff, as well as local businesses and residents. Our strong area management team allows us to effectively and efficiently drive initiatives that help ensure consistency across the organization. These teams have extensive authority, responsibility and autonomy for operations within their geographic markets

Responsibilities include the development of supervisory goals and objectives, management of labor hours, and disposal expenses. Tonia directly manages the budget for the operations department, which includes approval of purchase orders and vendor pricing. Tonia and Rob also interact with customers and local government employees to resolve customer service concerns and ensure regulatory compliance standards are met.

*Figure 35. **Personal and Powerful**. Your dedicated local support backed by Republic Services infrastructure*



OneFleet

The OneFleet management system enhances quality of service, maintains a reliable fleet and ultimately improves customer experience at the curb.

Republic Services is dedicated to operating the best running, safest and most environmentally friendly vehicles in the industry. This goal is achieved through a coordinated vehicular operation maintenance system called OneFleet.

With standardized procedures and consistent execution, the OneFleet system improves safety for the fleet, decreases repair downtime and improves customer satisfaction.

Preventive Maintenance

Preventive Maintenance (PM) is the hallmark of One Fleet. Republic Services prescribes six levels of PM activity at varying truck hour markers.

- Every 150 hours - full inspection, including nuts/bolts/fluids/no cracks
- Every 450 hours – 1, plus full lubrication service
- Every 1,350 hours - transmission, front suspension, air-to-air, hydraulics, CNG inspection
- Every 2,700 hours – 1- 3, plus drain transmission, new filters and fluids; crank ventilation filters; exhaust system inspection/service, cleaning, catalyst inspection/service
- Every 5,400 hours – 1-4, plus differential fluids, DPF system, overhead valve adjustment, fuel systems inspection/service
- Every Year – Annual Federal Safety Inspection

Our OneFleet system leads the industry in creating a safer, more reliable fleet - both operationally and environmentally

- A scheduled preventive maintenance program enables us to offer a superior fleet traveling on your roads
- Regular preventive maintenance contributes to our 99.9% reliability rate and 40% safer than industry average
- OneFleet allows us to keep costs low and efficiency high, which ultimately benefits the communities we serve

Planning and Scheduling

Standardized planning and scheduling leads to increased shop capacity and reduced fleet down time. Planning preventive repairs also make certain that parts are on hand and technicians are scheduled accordingly. This also keeps the shop proactive and prepared and provides the benefit of prioritizing repairs and keeping the fleet ready at route time.

*Figure 36. **OneFleet.** Our preventive maintenance system contains six pillars*



Workplace Organization

A clean and organized workplace makes for a safer and more efficient environment. At Republic Services, we abide by the Five S's:

- Sort
- Straighten
- Sanitize
- Standardize
- Sustain

Training

The Republic Services OneFleet initiative is built on the foundation of an educated work force. Ongoing tech training, on-the-job projects, as well as formal classroom clinics, are all part of the "Republic Services Way".

Drivers Practice

Joint accountability and proper communication between maintenance crews and operations personnel (drivers and supervisors) fosters fewer unscheduled repairs and breakdowns. Each day, drivers:

- Perform a pre/post-trip driver quality control inspection
- Ensure that any issues they identify are accurately communicated to the shop
- Ensure that customer & route expectations are understood in the mornings

*Figure 37. **Our highly-specialized technicians** deliver a best–in-class fleet for your municipality*



Parts Management

The right part at the right time is critical to maintaining a fleet. With proper inventory management, parts are on hand for all scheduled repairs. That decreases truck and labor down time and reduces overall costs for the customer. Integral to the parts maintenance program is a maintenance bay. The floors and shelves are kept clean and orderly. With proper scheduling, parts are also staged on containers in advance of a technician's arrival.

The real benefit of OneFleet is the positive impact to the customers. Republic Services drivers begin each day with a safe and reliable fleet. A reliable fleet allows the frontline employees to focus outwards and onto the MSW and recycling needs of the community.

Vehicle Inspection Reports

The key to the preventive maintenance program is daily completion of vehicle inspection reports. This is done by the collection vehicle's assigned CDL driver and includes both a pre-trip inspection and post-trip inspection. Drivers check fluid levels, lights, tires and other safety related areas of their truck and indicate on the inspection report any defects or deficiencies found that day.

*Figure 38. **Parts Management** is a key component of our successful OneFleet program*



Shop personnel review the report and check any items marked by the driver as being questionable or problematic. Technicians then make any needed repairs before the vehicle returns to the route.

Furthermore, each vehicle undergoes a through and comprehensive preventative maintenance inspection (PMI) every 150 hours of service. This inspection is conducted by a trained and certified brake inspector, according to USDOT requirements.

Vehicle Appearance

It is a fact that vehicles that are clean in appearance are usually well-maintained as well. Republic Services washes its collection vehicles weekly, utilizing biodegradable cleansing products, high- and low-pressure washers using a brush.

*Figure 39. **Clean, well maintained trucks**. Our well-maintained fleet is a direct reflection of your municipality*



Public Education and Outreach

Public education is critical to maintaining an efficient and cost-effective service for recycling and waste in your community.

The goal of Republic Services Public Education and Outreach Program is to educate residents on industry trends and the services offered by Republic Services. We do this by engaging community groups and business associations, to educate residents and businesses about the key elements of the program, including relevant program changes, and highlighting customer service, cost, environmental benefits and state requirements.

Website

The Republic Services website is designed to be a one-stop resource for current and potential customers. Here they will find news updates, collection information and educational tools. The educational program provides in-depth information for both residential and commercial customers, and the programs are downloadable and can be used for outreach and environmental initiatives. When a resident enters their service address, they will find news and resources specific to Huber Heights.

*Figure 40. **Republic Services' Website**. RepublicServices.com is a one-stop resource*



We develop and maintain a library of public education programs and materials that our partners can leverage in their communities

- Instant access to information via website and My Resource™ app
- Facility tours
- School education and take-home materials
- Videos and public service announcements
- Community newsletters

RepublicServices.com provides in-depth content specific to residential and commercial needs. Residential pages allow

the user to enter their address to receive information specific to them, including the ability to schedule pick-up, or change service. If the customer is direct-billed by Republic Services, they can also inquire into billing related questions or even view and securely pay their bill. Residential customers will also find resources on recycling and environmental needs.

Business pages allow users to login and view/pay their bills, view billing history, and schedule pick-ups. Commercial users will also find resources on how to responsibly dispose of electronics waste, hazardous household material, and other environmentally harmful materials.

On the main page of RepublicServices.com, visitors will be able to view a video clip of recycling education that features our "closed loop" recycling collection program. This video can easily be edited to focus on any new initiatives agreed upon with Huber Heights.

Republic Services App

Our application for mobile devices can be used to schedule a pick-up, report a missed pick-up, receive service notifications, search additional products and services, and much more. It can be easily downloaded from the App Store for Apple users or for Android users from Google Play.

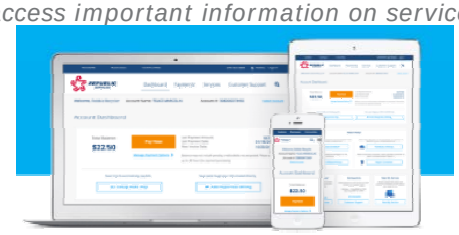
Reference Guides & Collateral

As part of the initial program implementation our ongoing education efforts, we will provide the following materials to ensure that residents are fully aware of the services provided by Republic Services and how to properly use these services.

Welcome Packet

At the commencement of service, Republic Services will provide an initial information packet to residents. This packet will contain information on the services offered and proper preparation procedures. In addition, the packet will contain information on additional services and products offered by Republic Services as well as a collection day reminder for their specific location. This packet will also be made available to new residents that move into Huber Heights.

*Figure 41. **Mobile App**. Over 1.8M customers use the Republic Services app to instantly access important information on services*



Oops Tags

Oops tags are our first line of education for residents that have placed unacceptable items at the curb for collection. Drivers and route supervisors will leave an oops tag with the resident if a material cannot be picked up. Oops tags will provide the reason why the item was not picked up as well as a phone number to call for further follow up information.

Presentations to Community Groups

Republic Services frequently presents at conferences and before community groups in the Dayton area, regarding everything from the future of waste disposal, to the how's and why's of recycling.

Curbing Contamination

The best way to reduce contamination is at the source, with both restricted access container lids and container spot checks.

Our drivers are well trained to check for and document contamination every time they service a container. The driver can then remotely update the account to reflect the contamination note, allowing our dedicated staff to notify the customer and offer one-on-one assistance. We work closely with each customer to develop a solution to their contamination problem. We can also provide resources to the city they can share with residents and property staff.

Community Engagement

Serving our 14 million customers goes beyond handing their recycling and waste needs. Service is about being a good neighbor to the communities where we live, work, and raise our families. Whether we are volunteering or donating our time or resources, our willingness to give back is yet another way we make a difference.

At Republic Services, our customers can always rely on us to handle their recycling and waste needs in a way that is easy and effortless. But our promise goes far beyond our business. We pride ourselves on being a good neighbor and supporting the communities where we live and work. We want to do our part to help build stronger, safer communities.

Thought Leadership

Delivering exceptional services to a community requires that we remain a thought leader in the complex topics that our industry requires. We understand the complex regulations and requirements to responsibly manage and dispose of the nation's recycling and waste.

We are heavily engaged in the top municipal associations in the country, as well as important local organizations, which include:

- National League of Cities (NLC)
- International City Manager's Association (ICMA)
- Council of Mayors
- National Waste and Recycling Association (NWRA)

We are a committed, visible partner for your municipality

- We're watching out for your program - partnering with local law enforcement
- $5M donated annually - cash or in-kind
- $6.7M in local sponsorships nationwide

- Solid Waste Association of North America (SWANA)

Through these forums, we can contribute as a thought leader, as well as listen and understand the critical and emerging topics within our communities. This enables us to continue to tell our customers that "We'll handle it from here™".

Community Events

Helping the local community and leaders understand the complexity of the industry is a big part of our role. We frequently execute events that enable increased awareness and understanding of how to responsibly dispose of recycling and waste, as well as hold events that assist the community in doing the right thing for our environment.

Shred events help the disposal of large volumes of recyclable paper. Recycling events can educate the community on what and how to recycle properly, using our Empty, Clean

Figure 42 ***We are a visible*** *and highly engaged partner, because we live and work in your community.*



and Dry methodology. Lastly, we offer tours of our facilities, to help educate the community on how the operations work, and to show how much effort and care goes into ensuring that the recycling and waste material from your community is properly handled and disposed in a responsible manner.

Volunteering

Many of our employees live, work, and are committed to being involved in your community. We frequently dedicate time to volunteering at community events, local charities, and with initiatives that are important to the municipality. As a partner in your community, we engage with your staff to ensure we understand the initiatives and events that our employees can align with, so that our volunteer efforts can help advance your goals and visions.

In-Kind or Cash Contributions

As a good neighbor, we often support community events and initiatives through in-kind donation of recycling and waste services, or cash donations.

Large community events involve large crowds of people. Our event boxes are easily distributed throughout community events, offering easy and environmentally conscious solutions for recycling and waste disposal. Where needed and appropriate, larger containers can be utilized to manage the consolidation and removal of recycling and waste from an event.

Figure 43 ***Good neighbors*** *help build stronger neighborhoods, which is why we volunteer in our communities.*



Awards and Recognition

Because of our efforts, Republic Services has been recognized numerous times for our actions as a business and a community partner. Some of these awards and recognition include:

- Sole recycling and solid waste services company in the world to be included on the annual Barron's 100 Most Sustainable Companies list for 2018 and 2019
- Only recycling and solid waste services company in the world to be included on both the Dow Jones Sustainability World and North America indices
- Named to the 2019 World's Most Ethical Companies List® by the Ethisphere® Institute for the third year in a row
- 2019 NWRA National Commercial Driver of the Year, Mike J.
- 2019 NWRA National Operator of the Year, Roberto H.
- 30 Most Meaningful Companies to Work for in America – Business Insider

Safety

Safety is Republic Services' highest priority. We adhere to a strict policy of safety protocols with supporting infrastructure, where employees are trained to Think. Choose. Live. ®

Safety Overview

Republic Services has an industry leading safety program that has been 40% better than the industry average for the past nine years, based on OSHA data. In addition, we have been recipients of 75% of industry Driver of the Year awards for the large truck category since 2009.

Republic Services maintains strict compliance with all applicable OSHA and Federal, State, and Local safety requirements while performing all work-related functions.

We recognize that a safe workforce is not simply a discussion with a new hire, but a dedicated plan to review, educate, and verify employee practices throughout their career.

Republic Services has the lowest occurrence of incidents and crashes in the industry due to our company-wide emphasis on safety, extensive employee training and ongoing educational development programs. Republic Services requires all operations personnel to participate in extensive classroom training and testing, as well as, on-road auditing and policy reinforcement.

Republic Services offers full-spectrum safety initiatives and award-winning safety training programs to all employees. We are an industry leader in safety and we are very proud of our safety track record.

Our employees are our greatest asset, and our dedication to every employee's safety is second to none

- 40% safer than the industry average, while maintaining the 7th largest vocational fleet in the United States
- Think. Choose. Live. ® embodies our company culture
- Winners of 75% of industry Driver of the Year awards since 2009

Think. Choose. Live. ®

Every day, drivers face a multitude of challenges and are required to make decisions that can greatly impact their safety, as well as the safety of those in the communities we serve. Our best-in-class driver training program focuses on continual improvement of all our 15,000 drivers.

Our Think. Choose. Live. ® philosophy helps navigate these situations by encouraging employees to *Think* about their actions, *Choose* the safest approach and *Live* to go home to their families at the end of each day.

ReSOP Program

The Republic Services Observation Program (ReSOP) is paramount to decreasing safety incidents. Supervisors are required to conduct a minimum of two in-person employee observations per week.

Figure 44. ***Republic Services ReSOP.*** *Program decreased safety incidents since implementation*



The purpose is to improve safety, customer experience and productivity. The employee and their leader work together towards excellence

Safety Meetings & Training

Republic Services provides weekly, monthly and annual safety training for all our employees.

Safety topics are developed based on subject matter required under OSHA regulation. Republic Services prepares well-developed tailgate sessions, provides translators to engage all employees and encourages open discussion and participation.

Meeting topics may include:

- Injury and illness prevention/safety rules
- Back injury prevention
- Emergency response/fire safety
- Exposure control plan
- Drug and alcohol program
- Personal protective equipment
- Employee right-to-know
- Hearing conservation safety
- Lock out and tag out safety
- Slips, trips, and falls
- Confined space entry

Safety Recognition Program

The Republic Services Dedicated to Safety and Dedicated to Excellence programs are designed to identify, recognize and reward safety-sensitive employees who are dedicated to safety and excellence in their workplace.

Employee safety and excellence is measured on six criteria including having no preventable crashes or injuries, no unscheduled lost time and no safety warning letters. Each employee who qualifies is recognized monthly, quarterly and annually.

Quality Control

To ensure extreme reliability and a consistently high level of customer service, Republic Services has a quality control program called Driver Service Management (DSM).

DSM includes an extensive driver-lead reporting process, accompanied by regular auditing, that is focused on safeguarding against procedural failures. DSM standards guarantee that all driver issues will be addressed and completely resolved by supervisors or management within seven days of discovery.

Other key benefits of this program include:

- Increased driver communication and accountability with Republic Services management

*Figure 45. **Continually Improving Safety** is Top Goal for Republic Services*



- Improved documentation and resolution of driver issues
- Improved customer service
- Improved on-route safety

The program is monitored and conducted by a Driver Service Coordinator responsible for:

- Conducting pre- and post-route briefings with drivers
- Entering and monitoring DSM issues
- Running and distributing reports

Drivers must observe and record issues while performing collection duties, and report findings to the Driver Service Coordinator during the pre- and post-route briefings daily.

The objective of the pre-route briefing is to ensure all drivers have the necessary tools to run their routes safely, competently, and accurately each day. The Driver Service Coordinator reviews the following topics during the briefing:

- Confirms the driver is wearing the proper uniform and gear: clean uniform and personal protective equipment (PPE)
- Confirms the driver has the necessary route paperwork: sequenced route sheets and special/extra paperwork
- Confirms the driver has completed the pre-trip vehicle inspection report
- Ensures route completion by end of day

During collection activities, drivers are instructed to make notes on their route sheets throughout the day. The objective of the post-route briefing is to collect all valuable route information from each driver. Driver Service Coordinators must complete the post-route briefing section of the Driver Check-In form and drivers must sign the form before clocking out each day.

Finally, Driver Service Coordinators must submit any findings to the appropriate department that same day. For example, customer service will receive issues such as billing concerns and questions; operations will receive issues such as poorly sequenced routes; sales will receive items such as commercial overage issues; safety will receive information pertaining to safety items such as low hanging wires or dangerous container locations; and maintenance will be forwarded issues such as container repair and replacement needs.

Should an item remain open for longer than seven days, it is forwarded to the General Manager to bring matters to an immediate resolution.

Figure 46. ***Driver performs pre-route inspection*** *to ensure vehicle is safe for operating.*



To track items, the following reports are produced:

- Driver Service Issues Cover Sheets are printed automatically each day for any route that has associated issues and is distributed to drivers along with their daily route sheets
- Open Issue Reports are run daily by department managers and includes the day's new issues
- Aged Open Issue Reports are run by the Driver Service Coordinator, as needed, and is intended to bring awareness to the General Manager of challenging issues that need to be resolved
- Closed Issue Reports are posted weekly in the driver break room to increase driver awareness

Together for Safer Roads

As the operator of the 7th largest vocational fleet in the country, with an industry leading safety record, we have a direct effect on roadway safety each day. While our strong safety performance is significant in the communities we serve, we aspire for more.

Today, we are proud to be the only recycling and waste services provider associated with Together for Safer Roads. This innovative coalition brings together global private-sector companies across industries to collaborate on improving road safety and reducing deaths and injuries caused by road traffic crashes.

The Coalition's mission to provide guidelines and processes to keep employees, partners and contractors safe on the road closely aligns with our continuous work in fostering an environment that provides ongoing road safety education.

Focus 6

Our Focus 6 program provides employees with tips and techniques to reduce the frequency of our six most common types of serious incidents. This industry-leading program involves in-class training and practical skills course exercises that have helped to reduce crashes and injuries.

Personal Protective Equipment

Republic Services is committed to providing the safest collection and disposal processes possible. We recognize that effective management of worker safety and health protection is a decisive factor in reducing the extent, severity, and cost of work-related injuries and illnesses.

Eye, face, head, hand and high visibility PPE is required to be worn when applicable.

*Figure 47. **Our Focus 6 safety program** assists with tips and techniques to reduce our top 6 most common incident types*



Driver & Operator of the Year

We believe strong safety records should be acknowledged and celebrated. Each year, drivers who meet our stringent safety criteria are eligible for the National Waste & Recycling Association's Driver & Operator of the Year awards.

With more than 1,000 nominations each year, the awards are the most coveted in the industry and demonstrates winners' commitment to safety. Since 2009, Republic Services' drivers have won 75 percent of the NWRA Driver of the Year awards, an honor that celebrates exemplary customer service and superior driver safety records. This year's winner was Mike Juhan from Winder, GA. This is Republic Services' first year to have an NWRA Operator of the Year winner – Roberto Hernandez from Lake Havasu City, AZ.

Mike Juhan has spent more than 20 years in the industry and is a certified residential and small container collection truck driver. He has had no preventable crashes or injuries throughout his entire career. Mike is also the two-time reigning local ROAD-EO champion – Republic's local skills competition for drivers and operators.

Mike takes great pride in the communities he serves but is also willing to go above and beyond for the Company. Mike is part of a Republic's SOS program that consists of volunteer drivers from across the country who are deployed to service routes in the aftermath of natural disasters.

For 25 years, Roberto Hernandez has been an essential part of Republic's landfill operations team. He has maintained a flawless safety record with no crashes or injuries, in addition to a perfect attendance record. He was a three-time NWRA Operator of the Year finalist before his win this year.

Roberto is a model employee and takes great pride in his profession. He is a selfless leader and has mentored countless other employees, inspiring team members to approach each day with a willingness to go above and beyond for customers. He is admired company-wide for his commitment to excellence. Republic's relentless commitment to safety has led to the formation of comprehensive, industry-leading safety programs that rely on continual training to reduce incident frequency.

Last year, roughly 14,000 employees earned Republic's Dedicated to Safety Award, and 4,000 employees received the Dedicated to Excellence recognition. Over the past 10 years, Republic's safety performance, based on Occupational Safety and Health Administration (OSHA) data, has been 40 percent better than the industry average.

Figure 48. Our 2019 Driver & Operator of the Year – Mike Juhan and Roberto Hernandez





Financials and Other Requested Information

Republic Services is among the leading recycling and waste services companies in the United States, with the financial strength and stability to exceed Huber Heights's expectations for the duration of the contract and beyond.

Financial Overview

Republic Services' financial stability allows us to guarantee our commitments and obligations presented to Huber Heights in our proposal. We have the capacity to continually invest in equipment and preventive maintenance, as evidenced by having one of the youngest fleets in the industry.

Republic Services does not use third party financing, meaning Republic Services owns all assets used to perform the duties of this agreement. Huber Heights will not need to be concerned with the potential for adverse business or performance conditions affecting the ability of our company to perform or obtain financing.

We implore Huber Heights to take financial stability into serious consideration when choosing a long-term partner for your recycling and waste needs. In many instances, the success of a service provider is dependent on their ability to invest in necessary equipment or personnel.

Financial Reporting

Republic Services, Inc. provides audited financial statements on behalf of its subsidiaries. Republic Services, Inc. is a publicly traded (NYSE: RSG), Fortune 300 Company and will be the signatory for the corporate guarantee.

The financial strength you need in a long-term partner for your municipality

- Financial capacity to continually invest in equipment and preventive maintenance
- One of the youngest fleets in the industry
- Reinvesting in state-of-the-art equipment and facilities
- Republic Services contributes over $5 million to charities annually

Our most recently completed audited financial statements can be found on our website at RepublicServices.com

The Annual Reports to Shareholders have been prepared in accordance with Securities and Exchange Commission requirements, with New York Stock Exchange Commission requirements, and in accordance with generally accepted accounting principles (GAAP).

Figure 49 ***Excellence Driven****. Republic Services takes pride in being excellence driven, which includes continuous investment in new vehicles, containers, and technologies.*



Labor Agreements and Wages

Republic Services offers a safe, respectful and rewarding workplace for our employees and provides the best training and safety programs in the industry.

Republic Services focuses on maintaining a positive and professional relationship with its workforce through continuous training and consistent communication. We utilize this approach with both our represented and non-represented employees. Nearly 40 percent of Republic Services' over 36,000 employees are represented under various collective bargaining agreements across the country.

We negotiate fairly with our labor unions, carefully balancing the needs of the workforce with the cost to provide service and the ultimate impact it will have upon the municipality we are partnering with.

Republic Services works tirelessly with our labor partners to ensure labor peace and, although the parties do not always agree, both sides work respectfully and relentlessly to reach an expeditious resolution.

Republic Services will commit to the Huber Heights that the organization will take every reasonable measure to avoid a labor dispute or labor unrest during the term of the collection services agreement.

In the unlikely event of a labor dispute or unrest, Republic Services will immediately implement a plan to minimize the impact to the Huber Heights by utilizing our expansive network of local facilities, equipment and people to ensure there is minimal disruption in service.

*Figure 50. **Republic Services' Strengths.** Republic Services' dedication to our employees, the communities we serve, and environmental sustainability is relentless.*



Litigation Information

Republic Services is involved in routine judicial and administrative proceedings that arise in the ordinary course of business and that relate to, among other things, personal injury or property damage claims, employment matters and commercial and contractual disputes. We are subject to federal, state and local environmental laws and regulations.

Due to the nature of our business, we are also often routinely a party to judicial or administrative proceedings involving governmental authorities and other interested parties related to environmental regulations or liabilities.

From time to time, we may also be subject to actions brought by citizens' groups, adjacent landowners or others in connection with the permitting and licensing of our landfills or transfer stations, or alleging personal injury, environmental damage, or violations of the permits and licenses pursuant to which we operate. Additional information can be provided upon request.

In the previous five years, Republic Services has not experienced any of the following claims against:

- Officers of the company
- Local key personnel
- A bid or proposal
- Performance bond
- Any contractual default or termination

Figure 51. ***Republic Services' Identifications, Classifications and Ratings***

Republic Services Identifications, Classifications and Ratings	
Federal Employee Identification Number	65-0716904
Dun's Identification Number	61342862
U.S. Dept. of Labor (SIC) Code	4953 – Sanitary Services / Refuse Systems
North American Industry Classification System (NAICS) - Primary	562212 – Solid waste landfills combined with collection and/or hauling of waste materials
North American Industry Classification System (NAICS) – Secondary	562111 – Solid waste collection 562920 – Material Recovery Facilities 562920 – Other non-hazardous waste treatment and disposal
Standard & Poor's Identification Number and Rating	(TIN): 13-1026995 BBB+
Moody's Identification Number and Rating	(TIN): 13-3998945 Baa3
Fitch's Identification Number and Rating	(NRSRO): 3235-0625 BBB

Summary Financial Information – Income Statement & Balance Sheet

These historical results are not necessarily indicative of the results to be expected in the future. Amounts are in millions, except per share data. The financial statements contained in the Annual Report were audited by Ernst & Young, LLP (Independent Registered Public Accountants).

Figure 52. ***Republic Services' 2018 Year Ending Consolidated Balance Sheet.***
Selected financial data

REPUBLIC SERVICES, INC.
CONSOLIDATED BALANCE SHEETS
(in millions, except per share data)

	December 31, 2018	December 31, 2017
ASSETS		
Current assets:		
Cash and cash equivalents	$ 70.5	$ 83.3
Accounts receivable, less allowance for doubtful accounts and other of $34.3 and $38.9, respectively	1,102.7	1,105.9
Prepaid expenses and other current assets	391.2	247.6
Total current assets	1,564.4	1,436.8
Restricted cash and marketable securities	108.1	141.1
Property and equipment, net	8,020.1	7,777.4
Goodwill	11,400.1	11,315.4
Other intangible assets, net	106.5	141.1
Other assets	417.8	335.2
Total assets	$ 21,617.0	$ 21,147.0
LIABILITIES AND STOCKHOLDERS' EQUITY		
Current liabilities:		
Accounts payable	$ 761.5	$ 598.1
Notes payable and current maturities of long-term debt	690.7	706.7
Deferred revenue	338.7	312.1
Accrued landfill and environmental costs, current portion	130.6	135.2
Accrued interest	68.5	74.5
Other accrued liabilities	728.6	808.2
Total current liabilities	2,718.6	2,634.8
Long-term debt, net of current maturities	7,646.8	7,480.7
Accrued landfill and environmental costs, net of current portion	1,701.6	1,686.5
Deferred income taxes and other long-term tax liabilities, net	1,028.3	796.4
Insurance reserves, net of current portion	270.8	275.4
Other long-term liabilities	321.4	312.1
Commitments and contingencies		
Stockholders' equity:		
Preferred stock, par value $0.01 per share; 50 shares authorized; none issued	—	—
Common stock, par value $0.01 per share; 750 shares authorized; 351.9 and 350.1 issued including shares held in treasury, respectively	3.5	3.5
Additional paid-in capital	4,924.9	4,839.6
Retained earnings	4,750.5	4,152.5
Treasury stock, at cost; 29.4 and 18.4 shares, respectively	(1,782.6)	(1,059.4)
Accumulated other comprehensive income, net of tax	30.8	22.6
Total Republic Services, Inc. stockholders' equity	7,927.1	7,958.8
Noncontrolling interests in consolidated subsidiary	2.4	2.3
Total stockholders' equity	7,929.5	7,961.1
Total liabilities and stockholders' equity	$ 21,617.0	$ 21,147.0

Figure 53. ***Republic Services' 2018 Year Ending Consolidated Income Statement.***
Selected financial data

REPUBLIC SERVICES, INC.
CONSOLIDATED STATEMENT OF INCOME
(in millions, except per share data)

	Years Ended December 31,		
	2018	2017	2016
Revenue	$ 10,040.9	$ 10,041.5	$ 9,387.7
Expenses:			
Cost of operations	6,150.0	6,214.6	5,764.0
Depreciation, amortization and depletion	1,033.4	1,036.3	991.1
Accretion	80.7	79.8	79.1
Selling, general and administrative	1,059.5	1,057.4	969.8
Withdrawal costs - multiemployer pension funds	—	1.2	5.6
Gain on business divestitures and impairments, net	(44.9)	(33.9)	(0.1)
Restructuring charges	26.4	17.6	40.7
Operating income	1,735.8	1,668.5	1,537.5
Interest expense	(383.8)	(361.9)	(371.3)
Loss from unconsolidated equity method investments	(35.8)	(27.4)	(6.1)
Loss on extinguishment of debt	(0.3)	(0.8)	(196.2)
Interest income	1.6	1.0	0.9
Other income, net	3.4	2.7	1.1
Income before income taxes	1,320.9	1,282.1	965.9
Provision for income taxes	283.3	3.1	352.7
Net income	1,037.6	1,279.0	613.2
Net income attributable to noncontrolling interests in consolidated subsidiary	(0.7)	(0.6)	(0.6)
Net income attributable to Republic Services, Inc.	$ 1,036.9	$ 1,278.4	$ 612.6
Basic earnings per share attributable to Republic Services, Inc. stockholders:			
Basic earnings per share	$ 3.17	$ 3.79	$ 1.79
Weighted average common shares outstanding	326.9	337.1	343.0
Diluted earnings per share attributable to Republic Services, Inc. stockholders:			
Diluted earnings per share	$ 3.16	$ 3.77	$ 1.78
Weighted average common and common equivalent shares outstanding	328.4	339.0	344.4
Cash dividends per common share	$ 1.44	$ 1.33	$ 1.24

Bank & Credit References

All inquiries for bank references must be made by fax.

Bank of America Attn: Confirmation Department Reference: Republic Services Inc. Tax ID: 65-0716904 Phone: (803)832-7770 Fax (toll #): (900)733-5100 Online: www.bankVOD.com	J P Morgan Chase Bank Attn: Confirmation Credit Inquiries PO Box 955200 Fort Worth, TX 76155-2732 Reference: AWIN Management, Inc. Tax ID: 76-0353318 Phone: (800)550-8509 Fax: (817)345-3795
Wells Fargo Attn: Confirmation Department Reference: Republic Services Inc. Tax ID: 65-0716904 Phone: (540)563-7323 Fax (toll #): (844)879-0544 (Audits and Credit Inquiries); (844)879-0416 (Routing Number and Verification Requests)	

Credit References are available upon quest.

Employee Engagement

We aspire to be a company where the best people want to work and are committed to doing their best work every day.

Republic Services understands the importance of hiring dedicated, competent, and qualified employees to work on our team. We work to create and maintain an environment that attracts, develops and retains people who assure our success with customers, differentiate us from our competitors and allow us to be an employer of choice, for top talent.

Our driver screening and testing is set at a higher standard than DOT regulations and is the highest standard in the waste industry. This means that all communities who partner with Republic Services can rest assured knowing we hire the safest drivers in the industry. Additionally, our drivers stay with Republic Services, yielding a higher driver retention rate, and thus longer driver tenure, than other companies in the waste industry.

Training and developing our people are top priorities. As such, all employees go through extensive training once they are hired to work at Republic Services - whether drivers, technicians, operations, or management positions.

Driver Training

All newly hired drivers, regardless of their waste experience, go through extensive driver training. During the first week of employment, all drivers are sent to our state-of-the-art training facility in Indianapolis. During this training, drivers have a combination of classroom and hands-on skill development. Drivers will learn about equipment inspections, defensive driving skills and techniques, operational requirements including routing efficiencies, and safety. After the week-long training, the drivers return to their division to begin behind-the-wheel instruction with daily performance feedback. The behind-the-wheel training is anywhere from 2-4 weeks in duration, depending on the driver's skills and abilities. During this training the newly hired driver will work alongside a more experienced driver and manager to learn municipal route schedules. The driver does not graduate from his coursework until the operations manager assesses their abilities and is fully comfortable putting the driver on the route.

We are dedicated to robust learning & talent development programs for 35,000 employees nationwide

- Our drivers have an average tenure of over 8 years
- Our drivers and supervisors attend 80 hours of training each year
- Driver screening and testing is set at a higher standard than the DOT regulations

At Republic Services, we understand that training is of the utmost importance and should be an ongoing effort. As such, we have an annual Defensive Driving course that establishes a uniform baseline for our drivers regardless of their location.

*Figure 54. **Extensive Driver Training**. Our drivers go through extensive training, because they are the most visible employee in your community.*



Additionally, our driver observation and improvement program, called ReSOP, is used throughout the country and is a big focus at Republic Services. During ReSOP, our supervisors perform a minimum of two observations per week of our drivers on route. The purpose is mutual improvement in safety and service. The driver and his leaders work together towards excellence; improving safety and efficiency throughout the process.

Supervisor Training

All newly-hired supervisors go through an extensive 10-day boot camp before they assume their full-time duties. During the boot camp all supervisors are trained in safety, leadership skills, communication, customer service, route performance and efficiency, and forecasting. This training is important to your community because it is proven to reduce turnover, improve engagement, increase proficiency, and improve customer service satisfaction. The supervisor boot-camp exposes our employees to executive leadership and gives all our supervisors the tools to succeed as a front-line leader. All supervisors receive an individually designed development plan for progression within the company.

*Figure 55. **Annual Driver Competition**. Our drivers compete each year in our Truck ROAD-EO, a safety and skills competition that recognizes the best of the best.*



Management Training

In addition, all supervisors and managers within Republic Services have weekly and monthly training opportunities in our online learning portal. There are hundreds of training modules housed on our state-of-art employee portal that employees have access to 24/7. Examples of training modules include ethics training, customer service, sales, routing, and emergency preparedness.

There are also traveling training opportunities where managers can learn about various aspects of the business. Company leaders in each department frequently gather to share lessons learned and best practices with each other. This translates into a more engaged employee base, who transfer their new knowledge to the customers and communities they serve. For example, your Municipal Manager participates in annual training with their peers, to learn about new or emerging trends in the industry, which they can bring back to your municipality to help keep your municipal staff and leaders informed.

Career Development

Republic Services facilitates a career plan with our employees. We review their career history and develop a document that will be shared with our business leaders who are able to assist the employee to achieve their career goals. For this reason, our employees remain with the company, serving our partner municipalities for many years.

Creative Offerings and Solutions

Our additional products enable Huber Heights to address the emerging waste streams that exist in your community with environmental responsibility.

In addition to meeting the base recycling and waste needs of Huber Heights, it is important to recognize that additional waste is generated daily in your community that the residents and commercial owners do not know how to properly dispose.

- Electronic materials
- Medical/sharps
- Universal waste
- Household hazardous waste

Absent an existing program to address these important waste streams, the community will typically throw the material in their MSW container, which leads to both safety and environmental issues. Examples of these issues are batteries that can burst and cause fires in the processing facilities, as well as employees getting needle sticks from medical needles that are disposed of in the recycling stream.

Republic Services is uniquely positioned to offer the Westminster community solutions to their additional waste streams

- Electronics Recycling with BlueGuard ensures electronics are properly handled
- Our Household Hazardous Waste (HHW) product addresses collection and disposal of paints, solvents, and other HHW
- Sharps product enables proper disposal of household medical waste and needles
- Universal Recycling ensures bulbs, ballasts and batteries are not thrown in a landfill
- Republic Services Rewards incentivizes the community to maximize recycling participation

Republic Services has studied each of these waste streams and developed offerings to allow Huber Heights to add these services under the contract, or as an offering that can be marketed directly to the community and purchased directly from Republic Services.

*Figure 56. **Other Creative Offerings and Services**. We are ready to add the additional important products that address existing and growing waste streams that should not be in a landfill.*

Creative Products Available	Benefits to Huber Heights
Electronics Recycling with BlueGuard™	Keeps any electronics with a power cord, including those with sensitive data, out of the landfill
Republic Services Rewards	Offers the community incentives, shopping discounts and annual grant awards in exchange for increased recycling
Sharps	Simple solution for residents who generate medical waste such as diabetic treatment needles
Universal Recycling	Ensures that residents properly dispose of bulbs, ballasts and batteries in their house
Household Hazardous Waste (HHW)	Easy disposal options for the numerous hazardous waste items from homeowners

The following pages offer a more detailed explanation of each creative offering that is available to your city. We look forward to discussing each of these with Huber Heights to ensure that your questions are answered, and that you can identify the best approach to addressing these needs in your community. For each offering that Huber Heights selects to add, we are ready to implement the additional offering based on the timeline and collection method that works best for the Huber Heights

Electronics Recycling with BlueGuard™

Republic Services makes it easy to recycle your electronics securely and responsibly. Our experts specialize in the safe and proper dismantling of electronic materials to protect your residents from identity theft, while our recycling solutions help ensure materials are processed responsibly – protecting our planet from hazardous waste.

The proliferation of electronics hardware in this digital age has created a growing need for safe, secure, and responsible electronics recycling programs. Not only do customers need to protect sensitive data from theft, they must do their part to prevent hazardous chemicals and elements from polluting the environment.

At Republic Services, we understand that training is of the utmost importance and should be an ongoing effort. As such, we have an annual Defensive Driving course that establishes a uniform baseline for our drivers regardless of their location.

Safe, secure, responsible electronics recycling for your community

- Customized solutions range from mail-back, drop off, or scheduled pick-up
- For any device that has or uses a power cord
- Ensures data protection and destruction of electronics holding data files (phones, computers, etc.)
- High standards backed by industry certifications

Our Electronics Recycling program utilizes BlueGuard™ safety practices, which adhere to U.S. Department of Defense standards, to ensure that obsolete electronics are recycled safely, completely and responsibly. Our program solutions include mail-back, pack-up and pick-up, or a full service offering, where we pack it and haul it for you.

About 85% of electronics are discarded in landfills or incinerators with another 5 million tons in storage. It's easy to forget they may contain personal information or hazardous materials that need to be disposed of or recycled differently than everyday solid waste. When you recycle electronics through Republic Services' BlueGuard™ program, you are guaranteed of the following:

- Data is protected from theft or loss through stringent software-based destruction
- An online tracking and account management tool is available which allows you to review your recycled electronics order in real time and download a certificate of recycling
- All breakdown and recycling is done in-house, never exported, while keeping items recycled out of the landfill

Sustainability

We strive to go beyond traditional recycling to find new solutions that help our BluePlanet. By recycling old, obsolete electronics, we are breaking down materials into their commodity levels which can then be made into new products. We are also giving refurbished electronics a second life, decreasing the depletion of our resources.

Safety

Our BlueGuard™ safety practices provide peace of mind, adhering to the highest security and environmental standards in place by the electronics recycling industry.

Utilizing state of the art shredding and dismantling systems allows responsible recycling of all electronics materials.

Security

Considering all the personal data that gets stored on household electronics – it's a bit scary to think what can happen if it falls into the wrong hands. Improperly recycled electronics leave residents vulnerable to identity theft and financial loss. Our BlueGuard™ security and data termination practices keep information safe and secure, strictly adhering to the Department of Defense and NIST standards and ensuring comprehensive data destruction.

Environmental Protection

Electronics can contain materials, such as lead, cadmium, and mercury that are hazardous to the environment if handled incorrectly. It is important to minimize the environmental impact, and our BlueGuard™ safety practices help to ensure these materials are kept out of the landfills.

*Figure 57. **Easy for the Resident**.*
Republic Services makes it easy to recycle your electronic waste.



Storage Space

Not only do we want to meet your residents' needs outside of the home, but inside of the home as well. Storing old household electronics can take up considerable space within your residents' homes. Regular recycling of electronics keeps homes safe and clutter free.

Product Delivery Options

Our BlueGuard™ product can be added to your municipal contract or can be marketed by the municipality as a direct transaction between the community and Republic Services. These options allow you to decide how you would like to enable your community to do the right thing about their electronic waste.

Collection Methods

Depending on the product delivery option selected, the universal material can be collected through various methods.

If part of the municipal contract, community residents can call and order a mail-back kit using a special coupon code, or we can establish drop-off locations or scheduled pickup dates.

Residents calling for a direct transaction typically order a convenient mail back kit, which allows them to collect their electronics and return via mail when they are ready. Figure 101 depicts the mail back box options available to customers.

*Figure 58. **Mail-Back Options**. Our BlueGuard™ mail-back options include 5 box sizes*



Universal Recycling

Republic Services makes it easy to recycle your bulbs, batteries, ballasts and other mercury-containing waste. Our experts specialize in the responsible management and recycling of these materials.

Marketplace conditions often make once simple procedures more complicated. Today, communities and businesses face an increasing number of compliance requirements related to the disposal of universal waste items, such as batteries, bulbs and ballasts. These items contain mercury, lead or other hazardous materials that should not be thrown away with regular waste. Keeping up with compliance requirements can be time-consuming and burdensome.

To answer this need, Republic Services introduced two options: a mail-back kit for smaller quantities of universal waste items and a pack-up and pick-up service to handle larger quantities. Our products are designed to make universal recycling as easy as possible for all types of universal materials, big and small.

Product Delivery Options

Our Universal Recycling product can be added to your municipal contract or can be marketed by the municipality as a direct transaction between the community resident and Republic Services. These options allow you to decide how you would like to enable your community to do the right thing about their universal waste.

Collection Methods

Depending on the product delivery option selected, the universal material can be collected through various methods. If part of the municipal contract, community residents can call and order a mail-back kit using a special coupon code, or we can establish drop-off locations or scheduled pickup dates.

Residents calling for a direct transaction typically order a convenient mail back kit, which allows them to collect their universal material and return via mail when they are ready

Why recycle universal materials?

- 99.98% of the mercury in recycled bulbs can be recovered and reused
- Newly manufactured batteries are made of up to 80% recycled materials
- Proper disposal of bulbs, batteries and ballasts
- Simple solutions through mail-back, drop off locations, or scheduled pickup
- Allowing them to be landfilled is bad for the environment

Peace of Mind

The universal recycling practices of our nationwide recycling centers meet all government regulations. These standards ensure environmentally responsible results for your community – no matter which solution you choose. You'll also receive a Certificate of Recycling, which ensures regulatory compliance.

*Figure 59. **Simple Universal Recycling Solutions** enables Huber Heights residents to simply dispose of their universal waste*



Sharps

Many community residents and commercial customers generate medical waste, from diabetic needles to medical facility waste. The Republic Services sharps program offers a simple method to properly dispose of this waste.

Republic Services offers a straightforward, cost-effective, confidential and convenient method for proper disposal of sharps waste. Every year, millions of people use needles and syringes to manage medical conditions at home. This waste stream should never be mixed with household waste, as it poses a health and safety risk for industry workers. The Republic Services sharps mail-back kit includes all components required for simple and proper collection, transportation and disposal of medical sharps.

Environmentally responsible

The kits are ideal for people who use needles at home to treat diabetes, arthritis, cancer or other medical conditions. It's an environmentally responsible way to dispose of the increasing amount of home-generated sharps waste while keeping the community safe.

As a leading national waste and recycling services provider and Fortune 300 Company, Republic Services offers an environmentally-responsible solution to managing home-generated medical waste for our municipal residents. The products are compliant with the United States Postal Service, the Environmental Protection agency and the Food and Drug Administration.

Depending on the desired solution, a unique coupon code or discount code is created for the municipality based on resident zip codes.

Proper management of sharps waste is the right thing for our communities and our workers

- 9 Million Americans throw used sharps into trash because they don't know of an alternative disposal solution for at-home sharps users
- 850,000 are people injured annually due to improper disposal
- Proper disposal of common medical waste, including needles

Simple program

Each Republic Services sharps mail back kit includes a government-approved plastic container specially designed for sharps waste, a plastic liner, a prepaid-postage return shipping box with return shipping label as well as disposal and tracking documents.

Trouble-free set up

Customers residing in eligible municipalities can order sharps kits directly by contacting our dedicated Republic Services customer support team. Residents simply call (855) 737-7871 to place their orders. Orders will be shipped directly to residents' homes within one week. Residents simply fill the container, complete the paperwork and mail back the kit for final disposal via US mail.

Household Hazardous Waste

Household Hazardous Waste (HHW) is often trapped in residential garages or thrown into the traditional waste stream, leading to contamination. Our HHW service offers a reliable and responsible solution to properly deal with this complicated waste stream.

Not all household products can be thrown in the regular garbage. You can rely on Republic Services to provide safe, convenient disposal options for household hazardous materials to prevent potential harm to the environment, our employees or others.

Household hazardous waste consists of materials that pose potential threats to people and the environment, including but not limited to:

- Products marked “Flammable”, “Poisonous”, or “Hazardous”
- Motor oil
- Fats, oils, grease
- Paint cans (latex and oil-based)
- Pool chemicals
- Animal carcasses
- Solvents
- Household cleaning products
- Mercury thermometers
- Personal care products (e.g. medicine, sunscreen, insect repellent, etc.)
- Medicine
- Lead, acid/wet cell batteries
- Railroad ties
- Toxic materials
- Bio hazardous materials or waste
- Propane/oxygen/helium tanks
- Explosives
- Live ammunition or weapons

Simple solution to a common, yet complicated, waste challenge

- Proper disposal of household waste that should not be in a landfill
- Simple solutions through drop-off locations or scheduled pickup
- Enabled via the city, or via direct transaction with community customers

Republic Services has programs for these special collection items.

There are two ways to collect household hazardous waste, they are:

- Drop off location

Residents may bring their household hazardous waste materials to Republic Services’ designated drop-off location where materials will be properly stored and disposed of. This can be a permanent location or a temporary single event location.

- Scheduled Pick Up

Residents may contact Republic Services to arrange for a pickup of their household hazardous waste at their place of business or residence.

*Figure 60. **Hazardous materials** can be found throughout your house. Call Republic Services and “We’ll handle it from here.™”*



Emergency Response

As the largest municipal solid waste hauler in the country, Republic Services has the resources to mobilize a response to help clean up the mess Mother Nature left behind.

Republic Services Responds

It all starts with a plan. Republic Services' key objectives in responding to an emergency or disaster recovery include:

- Protect our employees and their families (when our employees know their families are safe, they can concentrate on helping their neighbors)
- Secure and safeguard our property and assets, so they are available for you when needed
- Provide service to our customers and satisfy their needs, even if this means calling up resources from other parts of the country
- Expedite the post-emergency/disaster cleanup effort, which includes coordinating with FEMA and other relief agencies

*Figure 61. **Pre-defined Response Plans**. Our teams are there after disasters to assist the municipality and residents with cleanup and disposal needs*



Our goal is to work with you until life returns to normal

- We coordinate our response with you and have experience working directly with FEMA and other disaster relief organizations
- Our national footprint means that crews from outside the area can be drawn upon to respond locally
- Our human resources team ensures our local employees have what they need so they can concentrate on helping the community

At the onset, and throughout the term of an emergency or disaster, we work closely with the Huber Heights personnel to define our role and develop solutions.

Republic Services provides essential community services, and we will be an integral member of the community leadership team planning for and responding to an emergency.

Republic Services was among the first responders after Hurricane Katrina devastated New Orleans and Hurricane Matthew ran up the eastern seaboard. We are eager to share our response plan with you, so we can join forces to ensure safety and essential services for our community during a major catastrophe.

Plan Implementation

Once word of a major disaster hits, our local team and corporate leaders initiate the communications and response plan, which locally includes notifying FEMA of our ability to support recovery efforts. The strength of a national company backing our local teams is evident in these situations. Everything from fuel, water, safe accommodations for employees and their families to communications and payroll is managed by our team.

Requested Forms

Please Note:

All potential contractors are strongly urged to submit supporting documentation as to their qualifications to perform the Scope of Work.

Certificate of Insurance, Reference List and Timeline must be attached.

If additional comments or conditions are desired, please attach a separate sheet providing details.

Include all proposed equipment specifications, showing manufacturer name, model, etc. depicting unit specifications and other pertinent information.

Certification:

The undersigned on the Bid Proposal certifies that the Instructions to Bidder has been carefully examined, is thoroughly familiar with the terms and specifications applicable to and made part of this Request for Proposal, and understands and is capable of meeting the provisions within to the quality, type and grade of work requested. The undersigned further certifies the prices shown in the schedule of items contained within the Proposal/Bid are in accordance with the conditions, terms, and specifications of the proposal and that any exception taken thereto may disqualify the bid.

Signature	March 31, 2021 Date
Jeffrey Soulé Print Name	General Manager Title
JSoule@RepublicServices.com Email Address	 Phone
Republic Services Company Name	

ACORD® CERTIFICATE OF LIABILITY INSURANCE

Page 1 of 2

DATE (MM/DD/YYYY) 06/22/2020

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

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

PRODUCER	CONTACT NAME:	
CANNON COCHRAN MANAGEMENT SERVICES, INC. 17015 N. SCOTTSDALE RD SCOTTSDALE, AZ 85255	PHONE (A/C No.Ext): FAX (A/C No.Ext): E-MAIL ADDRESS:certificateteam@ccmsi.com	
	INSURER(S) AFFORDING COVERAGE	NAIC #
	INSURER A: ACE American Insurance Co.	22667
	INSURER B: Indemnity Insurance Company of NA	43575
	INSURER C: ACE Fire Underwriters	20702
	INSURER D: Illinois Union Insurance Company	27960
	INSURER E:	
	INSURER F:	

INSURED
REPUBLIC SERVICES, INC.
18500 N. ALLIED WAY
PHOENIX, AZ 85054

COVERAGES **CERTIFICATE NUMBER: 1573399** **REVISION NUMBER: 2**

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR LTR	TYPE OF INSURANCE	ADDL INSD	SUBR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS	
A	[X] COMMERCIAL GENERAL LIABILITY [ ] CLAIMS-MADE [X] OCCUR GEN'L AGGREGATE LIMIT APPLIES PER: [ ] POLICY [ ] PROJECT [ ] LOC [ ] OTHER:			HDO G71450892	06/30/2020	06/30/2021	EACH OCCURRENCE	$ 5,000,000
							DAMAGE TO RENTED PREMISES (Ea occurrence)	$ 5,000,000
							MED EXP (Any one person)	
							PERSONAL & ADV INJURY	$ 5,000,000
							GENERAL AGGREGATE	$ 5,000,000
							PRODUCTS -COMP/OP AGG	$ 5,000,000
A	AUTOMOBILE LIABILITY [X] ANY AUTO [X] OWNED AUTOS ONLY [X] SCHEDULED AUTOS [X] HIRED AUTOS ONLY [X] NON-OWNED AUTOS ONLY			ISA H25305425	06/30/2020	06/30/2021	COMBINED SINGLE LIMIT (Ea accident)	$ 5,000,000
							BODILY INJURY(Per person)	
							BODILY INJURY (Per accident)	
							PROPERTY DAMAGE (Per accident)	
	[ ] UMBRELLA LIAB [ ] OCCUR [ ] EXCESS LIAB [ ] CLAIMS-MADE [ ] DED [ ] RETENTION $						EACH OCCURRENCE	
							AGGREGATE	
B A C A D	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH) If yes, describe under DESCRIPTION OF OPERATIONS below	Y/N [N]	N/A	WLR C67458424 AOS WLR C67458382-CA/MA/OR SCF C67458461 - WI WCU C67458503 - OH XS TNS C66948560 - TX NSXS	06/30/2020 06/30/2020 06/30/2020 06/30/2020 06/30/2020	06/30/2021 06/30/2021 06/30/2021 06/30/2021 06/30/2021	[X] PER STATUTE [ ] OTHER	
							E.L. EACH ACCIDENT	$ 3,000,000
							E.L. DISEASE -EA EMPLOYEE	$ 3,000,000
							E.L. DISEASE -POLICY LIMIT	$ 3,000,000

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)

EVIDENCE OF COVERAGE - FOR USE FOR REPUBLIC SERVICES, INC. AND ALL ITS SUBSIDIARIES

EVIDENCE OF COVERAGE

CERTIFICATE HOLDER	CANCELLATION
EVIDENCE OF COVERAGE , United States	SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS. AUTHORIZED REPRESENTATIVE

© 1988-2016 ACORD CORPORATION. All rights reserved.

ACORD 25 (2016/03) The ACORD name and logo are registered marks of ACORD

RUMPKE

Waste & Recycling Services

3990 Generation Drive, Cincinnati, OH 45251
Phone: 1-800-828-8171 Fax: 513-851-2057

March 25, 2021

Rumpke of Ohio, Inc.
3990 Generation Drive
Cincinnati, Ohio 45251
(800) 828-8171

City of Huber Heights
ATTN: RFP 21-001 CS
6131 Taylorsville Road
Huber Heights, Ohio 45242

Dear Mr. Falkowski, Interim City Manager

Rumpke of Ohio Inc. is pleased to submit a response to the Request for Proposal (RFP) for waste and recycling services for the City of Huber Heights, Ohio.

As a family owned and operated company, Rumpke has been in the business of total waste service solutions since 1932. Our commitment to environmental sustainability, compliance, safety and customer service has helped set a standard industry wide. Rumpke's proposal introduces a comprehensive plan, customized to best serve the Huber Heights community. Our approach with every customer is to ensure a true partnership, with open communication and customizable service plans to best facilitate a long-term success.

LEGAL STRUCTURE, TAX ID & PRINCIPLE PLACE OF BUSINESS

Rumpke of Ohio, Inc. (Tax ID- 31-161761) is a privately-owned corporation based in Colerain Township, Ohio, just outside Cincinnati. While Rumpke has a network which includes more than 50 locations, the principle place of business is the company's corporate headquarters located at 3990 Generation Drive, Cincinnati, Ohio 45251. Rumpke's Dayton Region offices located on East Monument Avenue and Wagner Ford Road would service Huber Heights, Ohio should Rumpke be awarded the contract.

CONTRACTOR AUTHORITY

This letter hereby certifies, that by signing this letter, William J. Rumpke Jr., along with designated representatives of Rumpke of Ohio, have the authority to make binding decisions as to matters relating to this RFP.

CONFIRMATION OF QUOTE QUALIFICAITION & RFP ACCEPTANCE

This letter certifies that the provided quote from Rumpke of Ohio, Inc. meets the minimum qualifications set forth in this RFP, as well as accepts all requirements, terms and conditions contained in this RFP.

CONFIRMATION OF EQUAL OPPORTUNITY EMPLOYER STATUS
Rumpke is an equal opportunity employer. The company does not discriminate in its employment practice with regard to race, color, age, religion, sex, veteran status, sexual preference, national origin, or disability.

CONFIRMATION OF NO ATTEMPT TO INDUCE OR PREVENT OTHER BIDDERS
Rumpke has not and will not attempt to induce or prevent other persons, companies or organizations from submitting quotes.

CONFIRMATION OF ABSENCE OF CONFLICTS OF INTEREST
Rumpke and its agents do not knowingly have a possible conflict of interest with any city employee involved in the RFP, ensuing Contract(s) or any other conflict of interest.

Having serviced a variety of communities, both large and small, Rumpke is familiar with the scope of work associated with servicing this community and is ready to work hand-in-hand with you every step of the way. On behalf of Rumpke, our team and our partners, we appreciate the opportunity to be considered for this partnership.

Sincerely,

Rumpke of Ohio, Inc.

William J. Rumpke Jr., President

Rumpke Waste & Recycling

Bid Specifications

HUBER HEIGHTS
Come Grow With Us!

City of Huber Heights
6131 Taylorsville Rd.
Huber Heights, OH 45424

937.233.1423
937.233.1272 fax

www.hhoh.org

REQUEST FOR PROPOSALS
And
INSTRUCTIONS
RFP 21-001-CS

City of Huber Heights

SOLID WASTE COLLECTION AND DISPOSAL INCLUDING SERVICES FOR TRASH, RECYCLING AND YARD WASTE

The City of Huber Heights, a municipal corporation, will accept sealed bids for collection and disposal of residential solid waste and recyclables on an exclusive contract basis for all one and two-family residential units within the City.

Attached to this RFP are the listed Instructions for Bidders/Offerors in the first ten (10) pages of this document. All potential bidders must thoroughly review and certify their understanding of the Instructions and this RFP process.

HUBER HEIGHTS

GENERAL INSTRUCTIONS TO BIDDERS/OFFERORS

For the purposes of this Document, the terms "Bid" and Proposal" have the same meaning, and the terms "Bidder, Offeror, Contractor, Vendor" are intended to mean the company or firm who is the respondent Bidder for this RFP.

- The following instructions are to be considered an integral part of this proposal. Unless otherwise requested, three (3) complete copies of the written proposal need be submitted. The person signing the bid/proposal form must initial any changes or corrections made to this proposal.
- No proposal may be withdrawn or modified in any way after the bid/proposal-opening deadline. ***Quotes must remain valid for ninety (90) days after the quote date.*** Quotes submitted with a less than ninety (90) day validity will be found non-responsive and will not be considered.
- All bids/proposals must be a final cost.
- Bids/Proposals will be received no later than 10:00 AM on March 26, 2021 at the City of Huber Heights 6131 Taylorsville Rd. Huber Heights, Ohio 45424 at which time they will be opened and publicly read aloud. Bids/proposals received after the above date and time, or in any other location other than the City of Huber Heights City Hall as noted above will not be considered.
- A Request for Proposal packet may be obtained from the City of Huber Heights 6131 Taylorsville Rd. Huber Heights, Ohio 45424 or from www.hhoh.org
- If descriptive literature is attached to the bid/proposal, bidder's name must appear on all sheets.
- A cover letter must be attached in the form of a standard business letter containing the Contractor's name, address and telephone number and must be signed with an original signature, in ink, by an individual authorized to legally bind the Contractor. The letter must contain the following information:
    - A statement describing the Contractor's legal structure (e.g. corporation, partnership) and providing federal tax identification number and principle place of business.
    - A statement that the person signing the quote certifies that he or she is the person in the Contractor's organization who has actual authority to make decisions as to matters relating to this RFP and to bind the Contractor.
    - A statement that the quote meets the minimum qualifications set forth in this RFP and accepts all requirements and terms and conditions contained in this RFP.

- A statement that the Contractor does not discriminate in its employment practice with regard to race, color, age, religion, sex, veteran status, sexual preference, national origin, or disability
- A statement that no attempt has been made or will be made by the Contractor to induce any other person or firm to submit or not submit a quote.
- A statement that indicates whether the Contractor or any of its agents has a possible conflict of interest with any city employee involved in the RFP and any ensuing Contract(s) or any other conflict of interest and, if so, an explanation of the conflict must be given.

- **Communication:** If there is any question whatsoever regarding any portion of the instructions or specifications, it shall be the bidder's responsibility to seek clarification immediately from the City of Huber Heights **No later than close of business on March 22, 2021** unless otherwise stated in the documents.

All questions shall be submitted in writing or via e-mail to the attention of Scott Falkowski at sfalkowski@hhoh.org If mailed, the address is as follows: City of Huber Heights ATTN: RFP 21-001 CS, 6131 Taylorsville Rd., Huber Heights, OH 45424. Answer(s) to all questions will be answered after the deadline for questions has expired, and posted to the City's web site, if applicable and feasible.

It shall be the bidder's responsibility to check the City's website (www.hhoh.org) for any and all addendums or modifications.

Under no circumstances should respondents contact City personnel or officials outside of the opportunity provided herein.

- **Proprietary Information**: Any information contained in the RFP response that is proprietary must be clearly designated. Marking of the entire response as proprietary will neither be accepted nor honored. The City cannot guarantee that all such material noted remains proprietary, particularly if it becomes a significant consideration in contract award. Information will be kept confidential only to the extent allowed by Public Records Laws of Ohio.

- Any variation from the specifications must be clearly stated by the bidder in writing and submitted with his/her proposal.

- The apparent silence of any specifications or any supplement specifications to any details or the omission of a detailed description concerning any point shall be regarded as meaning that only the best commercial practices are to prevail, and that only materials of first quality and correct type, size and design are to be used. All workmanship is to be of first quality. All interpretations of this specification shall be made upon the basis of this statement.

- The following bid shall be awarded to one bidder based on the specifications as provided for in Chapter 171 of the Codified Ordinances of Huber Heights so the City can determine the "lowest and best proposal". An award shall be made to

one vendor for the total bid. Unit prices and extensions will be verified and total checked. Unit price extension and net total must be shown. Unit price shall prevail unless otherwise stated in the proposal.

- Section 171.04 of the Codified Ordinances of Huber Heights provides for a process and description for opening, tabulating and awarding responses to RFP/bids as stated in reference:

  (a) In the case of sealed competitive bids, the bids shall be opened and tabulated publicly by the Purchasing Agent. An investigation of the responsibility of the bidders and the responsiveness of the bid shall be made as the Purchasing Agent deems necessary. The Purchasing Agent shall determine the lowest and best bid. The Purchasing Agent may reject all bids if the Purchasing Agent determines that it is in the best interest of the City to do so.

  (b) In the case of competitive proposals, the responses shall be opened publicly by the Purchasing Agent. The City may discuss the responses with the proposers to clarify responses and to obtain information needed by the City to determine the lowest and best proposal. An investigation of the responsibility of the proposers and the responsiveness of the proposal shall be made as Purchasing Agent deems necessary. The Purchasing Agent shall determine the lowest and best proposal. The Purchasing Agent may reject all proposals if the Purchasing Agent determines that it is in the best interest of the City to do so.

  (c) In the case of two-step competitive proposals, the technical responses shall be opened publicly by the Purchasing Agent. The City may discuss the responses with the proposers to clarify responses and to obtain information needed by the City to determine qualified proposers. An investigation of the responsibility of the proposers and the responsiveness of the proposal shall be made as the Purchasing Agent deems necessary.

  The Purchasing Agent shall determine the qualified proposers. The qualified proposers shall then be invited to submit price proposals which shall be opened publicly by the Purchasing Agent. The City may discuss responses with the proposers to clarify responses and to obtain information needed by the City to determine the lowest and best proposal. If appropriate, the City may request best and final offers. The Purchasing Agent shall then determine the lowest and best proposal. The Purchasing Agent may reject all proposals if the Purchasing Agent determines that is in the best interest of the City to do so.

- The City of Huber Heights reserves the right to accept, reject or waive any irregularities in the proposal and/or any and all bids received for the work contemplated herein and to accept or reject any or all proposals and/or bids. The proposal and/or bids will be compared on the basis of the total cost of the project and the award will be made to the lowest and best bidder (or bidders), provided the proposal and/or bid is reasonable and is in the best interest of the City (owner) to accept. In determining the lowest and best bid the City (owner), in its sole discretion, may consider factors, including but not limited to, the bidder's work history, (including work done under other names), experience, conduct and performance on previous contracts, management skills, ability to execute the contract properly, customer satisfaction, work on comparable projects, ability to timely complete the work in accordance with the contract documents, the

Bidder's financial condition and facilities, and the Bidder's compliance with federal, state, and local laws, rules, and regulations, (including but not limited to the Prevailing Wage Laws, Occupational Safety and Health Act, and the State of Ohio's Equal Employment Opportunity Commission requirements, as may be applicable).

- The City desires delivery of the material or services specified at the earliest possible time after the date of award. An unreasonable delivery proposal may be cause for disqualifying a bid. Each bidder shall state a definite time and avoid using terms such as "ASAP" or "approximately so many days".

- **Insurance:** The Contractor will maintain the following insurance from insurer(s) rated A- or better by A.M. Best in amounts sufficient to protect the Contractor and Owner from claims under Workers Compensation Acts and any other claims for property damage and/or bodily injury, including death, which may arise from the performance of the Work under this Subcontract, whether the Work is performed by the Subcontractor, its subcontractor, or anyone directly or indirectly employed by either of them.

  Limits of coverage to be as follows:

(a)	Workers' Compensation	Statutory
	Employers Liability/Ohio Stop Gap	$ 1,000,000
(b)	Commercial General Liability:	
	Bodily injury/property damage per occurrence	$ 1,000,000
	General Aggregate	$ 2,000,000
	Products/Completed Operations Aggregate	$ 2,000,000
(c)	Commercial Automobile Liability:	
	Combined Single Limit (including Owned, Hired, and Non-Owned Autos)	$1,000,000
(d)	Excess/Umbrella Liability (over Employer's Liability, General Liability, and Auto)	$ 5,000,000

Liability policy requirements. The General Liability policy must be written on the current edition of ISO form CG 00 01 or equivalent. The policy shall have no modifications limiting coverage for contractual liability, damage to work performed by subcontractors, residential construction, earth movement, explosion, collapse, or underground damage. The policy shall be endorsed to provide that the General Aggregate Limit applies separately to each of the insured Contractor's projects. The Owner (including its officers, directors and employees) shall be named as Additional Insured on the General Liability policy on ISO form CG 20 10 11 85 or its equivalent, affording coverage to Additional Insured(s) for claims arising out of both ongoing and completed operations. Owner shall also receive coverage as an additional insured Contractor's Auto Liability policy. Contractor's policies shall be primary insurance as respects Owner, and any other insurance policy that Owner may have in effect shall be

deemed excess and not contributory. The General Liability policy affording coverage to Owner as Additional Insured must be maintained for three (3) years after completion of the project. If any of the Work is performed by subcontractors, Contractor shall be responsible for ensuring subcontractors comply with these insurance requirements and extend coverage to both Contractor and Owner as additionally insured.

Installation Floater. Contractor shall purchase and maintain an Installation Floater, covering loss or damage to materials and/or equipment suffered during the course of the Work. This insurance shall include the interests of the Owner, Contractor, and any Subcontractors. The policy shall be written on special form and shall cover all materials specified for the job, whether onsite, offsite or in transit.

The Contractor will submit to the Owner certificates of insurance (including a certificate of compliance from the Ohio Bureau of Workers' Compensation for Ohio subcontractors) certifying that the insurance policies required by this agreement are in force and shall be maintained for the duration of the Project. Contractor shall also provide copies of additional insured endorsement(s) as required herein. Full copies of policies shall be provided upon Owner's request. Certificates shall reflect Owner's status as an additional insured and shall provide that Owner is to be provided thirty (30) days advance written notice in the case of cancellation or nonrenewal of the required policies (10 days if cancelled due to nonpayment of premium).

Until said certificate of insurance is properly executed and delivered to the City, the Contractor shall not move its equipment or laborers onto the premises or begin performance of the work specified under an awarded agreement. If the Contractor fails to provide the required insurance, the City of Huber Heights shall have the right to disqualify the Contractor. **Proof of insurance should be included in the submitted bid documents.**

- **Inspection**: It is understood within this agreement that any problems such as equipment failure, unspecified maintenance, lack of performance and any other conditions outlined in the scope of service not performed by the Contractor will be under immediate review by the City of Huber Heights.

- **License and Permits**: It shall be the responsibility of the successful bidder to obtain all licenses and permits required to perform this service at no additional cost to the City of Huber Heights.

- **Timeline**: Provide an estimated, standard timeline for installation, implementation, and creative design services. **Timeline should be included in bid documents.**

- **Configuration and Pricing**: Bidder must itemize all charges for individually identifiable components of the proposed system, including all associated installation, programming, and training if applicable. Bidder must include charges for all components required to connect any applicable applications.

RFP Checklist:

Please review and check off these 10 most important items to consider when responding to an RFP for the City of Huber Heights:

✓	**Read the *entire* document.** Note critical items such as: mandatory requirements; supplies/services required; submittal dates; number of copies required for submittal; contract requirements (i.e., contract performance, insurance requirements, performance and/or reporting requirements, etc.).
✓	**Note the procedures for communication with the City during the RFP process.** All communication during the RFP process must be in writing. Offerors should not contact City personnel or officials outside of the opportunity provided in the document.
✓	**Attend the pre-proposal conference** if one is offered. These conferences provide an opportunity to ask clarifying questions, obtain a better understanding of the project, or to notify the City of any ambiguities, inconsistencies, or errors in the RFP.
✓	**Take advantage of the "question and answer" period.** Submit your questions by the due date listed and view the answers given in the formal "addenda" issued for the RFP. All addenda issued for an RFP are posted on the City's website and will include all questions asked and answered concerning the RFP.
✓	**Follow the format required in the RFP** when preparing your response. Provide point-by-point responses to all sections in a clear and concise manner.
✓	**Provide complete answers/descriptions.** Read and answer **all** questions and requirements. Don't assume the City or the evaluating staff will know what your company capabilities are or what items/services you can provide, even if you have previously contracted with the City of Huber Heights. The proposals are evaluated based solely on the information and materials provided in your response.
✓	**Use the forms provided, if any**. e.g., bidders submittal page, reference forms, attachment forms, etc.
✓	**Before submitting your response**, check the City's website at: www.hhoh.org to see whether any addenda were issued for the RFP.
✓	**Review and read the RFP document again** to make sure that you have addressed all requirements. Your original response and the requested copies must be identical and be complete. The copies are provided to the evaluating staff members and will be used to score your response.
✓	**Submit your response on time.** Note all the dates and times listed in the RFP and be sure to submit all required items on time. Late proposal responses are ***never*** accepted.

HUBER HEIGHTS

Please Note:

All potential contractors are strongly urged to submit supporting documentation as to their qualifications to perform the Scope of Work.

Certificate of Insurance, Reference List and Timeline must be attached.

If additional comments or conditions are desired, please attach a separate sheet providing details.

Include all proposed equipment specifications, showing manufacturer name, model, etc. depicting unit specifications and other pertinent information.

Certification:

The undersigned on the Bid Proposal certifies that the Instructions to Bidder has been carefully examined, is thoroughly familiar with the terms and specifications applicable to and made part of this Request for Proposal, and understands and is capable of meeting the provisions within to the quality, type and grade of work requested. The undersigned further certifies the prices shown in the schedule of items contained within the Proposal/Bid are in accordance with the conditions, terms, and specifications of the proposal and that any exception taken thereto may disqualify the bid.

William J Rumpke Jr — Signature

March 25, 2021 — Date

William J. Rumpke, Jr. — Print Name

President — Title

bill.rumpkejr@rumpke.com — Email Address

(800) 828-8171 — Phone

RUMPKE OF OHIO, INC. — Company Name

City of Huber Heights Request for Proposals

RFP 21-001-CS

Advertised as: SOLID WASTE COLLECTION AND DISPOSAL INCLUDING SERVICES FOR TRASH, RECYCLING AND YARD WASTE

Release Date: March 4, 2021 **Closing Date: March 26, 2021**

The City of Huber Heights, a municipal corporation, will accept sealed bids for collection and disposal of residential solid waste and recyclables on an exclusive contract basis for all one and two-family residential units within the City.

1. General Information

1.1. The City of Huber Heights invites qualified firms to submit proposals for solid waste collection and disposal including services for trash, recycling, and yard waste. Proposals shall be submitted in accordance with the Documents and Requirements as set forth in this formal "Request for Proposals." The Contract that will result from this "Request for Proposals" will include what is indicated in Section 4 "Scope of Work" of this RFP.

1.2. A City Review and Selection Committee will evaluate the proposals submitted.

1.3. During evaluation, the City Review and Selection Committee reserves the right, where it may serve the City's best interest, to request additional information or clarification from the Offeror, or to allow corrections of errors or omissions. Oral interviews may be conducted by the City Review and Selection Committee for the Contractors who submit a Proposal and were short listed.

1.4. Submission of a proposal indicates acceptance by the Offeror of the conditions contained in this Request for Proposals, unless clearly and specifically noted in the proposal submitted and confirmed in the resultant contract between the City of Huber Heights and the Contractor selected.

1.5. There is no expressed or implied intent or obligation for the City of Huber Heights to reimburse responding firms for any expenses incurred in preparing proposals, as well as, travel expenses during interviews in response to this Request for Proposals.

1.6. The City of Huber Heights shall reserve the right to terminate any agreement resultant from this solicitation and subsequent action for cause but not limited to inadequacy of performance.

2. Contact Person/Communication

2.1. Until the receipt and opening of proposals, the proposers' principal contact with the City of Huber Heights will be as listed below. All questions are to be submitted in writing and potential Bidders will receive copies of all questions and answers except for the questions that are considered proprietary. Questions will only be received through email.

Scott Falkowski, Assistant City Manager
City of Huber Heights
6131 Taylorsville Rd.
Huber Heights, Ohio 45424
937-233-1423
Email: sfalkowski@hhoh.org

2.2. All contacts and communication regarding the proposal should be with the above-named individual only. Bidders contacting other City Staff or Officials may be disqualified for doing so.

3. Background Information

The City of Huber Heights, a municipal corporation, will accept sealed bids for collection and disposal of residential solid waste and recyclables on an exclusive contract basis for all one and two-family residential units within the City.

4. Scope of Work

4.1. The following is a list of provisions and requirements falling under the expected Scope of Work:

GENERAL SPECIFICATIONS AND INFORMATION

SECTION 1

It is the intent of this Proposal to solicit responses from Contractors for the collection and disposal/processing of solid wastes and recyclables generated within the corporate limits of the City of Huber Heights being more specifically defined within this Proposal. It is also the City's intent to request pricing for containerized service for both solid waste and recyclables.

SECTION 2

The Contractor shall propose a route schedule in its proposal. This route schedule may be modified before it is finalized by the City of Huber Heights. If, after the route schedule is finalized, for any reason the contractor requires a change in the schedule, it will first obtain the written approval of the City. It will be the Contractor's responsibility to notify the residents or businesses affected by the change in the route schedule.

SECTION 3

All waste materials collected by the contractor shall be legally disposed of outside the corporate limits of the City of Huber Heights at one of the Montgomery County Transfer Stations. The charge for disposal **shall** be included in the rate set forth in the Proposal for each residential unit serviced by the contractor.

SECTION 4

Contractor's employees shall not at any time exhibit improper or abusive language or unacceptable or improper conduct to the public, or such offender will be removed from the City's route by the Contractor upon request by the City. The Contractor will be required to have all employees wear uniforms and all OSHA required Personal Protection Equipment ("PPE"). Uniforms will identify the company and at a minimum the drivers first name. Contractor shall assure all its drivers are validly licensed, have any required endorsements for equipment being driven and have safe driving records.

SECTION 5

The Contractor shall provide an adequate number of vehicles for all collection services. All vehicles and other equipment used by the contractor for the collection and removal of waste material shall be kept neat, clean, and sanitary in good working order, and shall be licensed by any and all applicable State, County and or local authorities.

SECTION 6

Contractor agrees to handle all containers without abuse and to return all emptied containers to the location where the owner set them. Containers destroyed or removed by the Contractor shall be replaced by the contractor and at the Contractor's expense.

SECTION 7

Contractor shall indemnify, hold harmless and defend the City, its officers, employees, agents and volunteers against any and all liability, loss, costs, damages, expenses, claims or actions, including attorney's fees which the City, its officers or employees may hereafter sustain, incur or be required to pay, arising wholly or in part due to any act or omission of Contractor, its agents, servants or employees, in the execution, performance or failure to adequately perform Contractor's obligations pursuant to this contract.

SECTION 8

Contractor will be held liable for any damage, injury (including death) or destruction based upon, connected with, or related to contractor's waste removal personnel or equipment while performing services for the City.

SECTION 9

Should the City feel compelled to mobilize its own workers to correct problems created by non-compliance with specifications, the contractor will be required to reimburse the City for such funds necessary to complete the work as guaranteed by the contract. The City shall determine such reimbursement and equipment costs necessary to rectify the problem and shall be paid by the contractor within thirty-days (30) of the City's request for reimbursement.

SECTION 10

The City shall not to be responsible for any problems arising at the disposal site as a result of solid waste or recyclables collected in the City or any other place.

SECTION 11

Contractor agrees that if any premises or collections are missed, the contractor shall return to make pickup on that regularly scheduled day or at the beginning of the next day's route if contractor was notified after that day's route was completed.

SECTION 12

The City shall be given the name and phone number of the single appropriate person within the contractor's employment with whom complaints can be aired and remedied. The City shall also be given the name and phone number of the foreman or other assigned representative of the contractor who is responsible for all collections (residential solid waste and recycling).

SECTION 13

If the City feels that the work is not being performed in a satisfactory manner, then the City will so notify the Contractor, who will then immediately rectify the problem area. Excessive complaints or failure to rectify the source of such complaints will be grounds for revocation of the contract.

SECTION 14

Contractor shall adhere to all federal and state laws, ordinances, and other policies that pertain to actions performed for and within the City of Huber Heights, including

but not limited to laws that involve compliance with environmental rules or regulations.

SECTION 15

Contractor shall maintain an office or such other facilities through which it can be contacted. It shall be equipped with sufficient telephones and shall have a responsible person in charge from 8:00 a.m. to 5:00 p.m. on regular collection days. Contractor shall maintain 1-800 or other toll-free telephone service if said calls would otherwise require long distance telephone service.

SECTION 16

Contractor shall obtain all licenses and permits (other than the license and permit granted by the Contract) and promptly pay all taxes required by the City (including but not limited to withholding taxes).

SECTION 17

No assignment of the Contract or any right accruing under this Contract shall be made in whole or in part by the Contractor without the express written consent of the City, which consent shall not be unreasonably withheld; in the event of any assignment, the assignee shall assume the liability of the contract and the Contractor shall guarantee performance by the assignee.

SECTION 18

Contractor shall have the franchise, license and privilege to provide waste collection, removal and disposal services for residential properties, which for the purpose of this contract is single family and two family properties, and City facilities as specified within this RFP within the corporate limits of the City.

SECTION 19

Either the City or the Contractor may terminate the contract with cause, with a 120-day notice by registered or certified mail notification to the other party. If the City determines that the work is not being performed in a satisfactory manner, then the City will so notify the Contractor, who will then immediately rectify the problem areas. Excessive complaints or failure to rectify the source of such complaints will be grounds for revocation of the contract.

The City reserves the right to terminate this contract immediately upon written notice by registered or certified mail to the Contractor if the Contractor is adjudged as bankrupt, makes a general assignment for the benefit of its creditors, has a receiver appointed on account of its insolvency or Contractor is unable or unwilling to provide the services required of this agreement due to closure or lack of

accessible landfills, labor disputes or any other action that prevents delivery of services.

In case of default by the Contractor, the City may procure the articles of services from other sources with or without further advertising and may hold the Contractor responsible for any excess costs occasioned thereby.

SECTION 20

Contractor shall be required to keep records and submit reports to comply with the Montgomery County Solid Waste Management District's Annual District Reporting Requirements. These reports will serve as a means to apprise City staff and the Montgomery County Solid Waste Management District of the status of solid waste, recycling, and yard waste composting activities and expenditures. Reporting requirements include, but are not limited to:

A. Quarterly Project Status Report

The contractor shall provide quarterly project status reports. These reports shall be due within thirty (30) days of the close of the quarter being reported. At a minimum, the reports shall include:

1. Tons of each type of recyclable material collected and recycled and location of processing facility.

2. Tons of Solid Waste collected and disposed and location of disposal facility.

3. Number or percentage of residents participating in the curbside recycling and yard waste programs.

4. Quarters to be reported shall include:
   1st Quarter = January, February, March
   2nd Quarter = April, May, June
   3rd Quarter = July, August, September
   4th Quarter = October, November, December

B. Annual Reports

Contractor shall provide year-end annual reports for each year the project is in operation. These reports will be due within 45 days of the end of the Calendar year. At a minimum, the report shall include the information included in the quarterly project status reports.

PROPOSAL SPECIFICATIONS

SECTION 1

The City of Huber Heights' household count for 2010 from Census Data:

- 14,243 households
- 12% of residents are 65 or older

The above listed number is for reference only. Contractor should base monthly fee on the average population in the City and take normal vacancy rates into consideration when bidding.

As part of the Base Proposal, it is the City's intent for the Contractor to provide weekly pickups of refuse and recycling. It should be noted that the City intends to continue its annual leaf collection program with in-house staff. The Contractor shall be required to provide for all other special/bulk pick up items as well.

SECTION 2

The contract to be awarded shall cover:

A. A period of five (5) years, with the City reserving the right to request new proposals after the five-year period. The City shall also have the right to extend the contract at one-year intervals for up to a maximum of three (3) years.

B. This Contract shall be effective upon its execution and performance of such Contract shall begin on or about July 1, 2021.

C. The three, one-year options shall be mutually negotiated and agreed upon at least 180 days prior to the expiration of the term. At the end of the initial 5-year term, the Contractor shall be permitted to provide an alternate proposal for the remaining three years instead of renegotiating at the end of each option year.

D. The proposal price is for a per month charge for the entire City which includes trash collection and disposal and curbside recycling collection and processing for all one or two-family residences, regardless of occupancy. This proposal price shall be consistent and will not be adjusted for vacancy. The proposal price per unit shall also include bulk item pick-up (including appliances containing CFC's, which the contractor will be responsible for removing), and designated City facilities (see list).

E. Proposal prices shall include all applicable existing and anticipated Federal, State, District, and other related fees.

SECTION 3

Each Contractor must satisfy itself by its own observation as to the quantity of proposed work to be performed and with the proposed requirements and limitations listed. The submission of a Proposal shall be considered evidence that the Contractor has made such observation and is satisfied as to the conditions to be encountered in performing the work and as to the requirements of the specifications and information contained therein.

SECTION 4

Prior to executing a contract, the Contractor shall be required to present satisfactory evidence that it has been regularly engaged in the business of solid waste removal (including recycling). The City shall also require the Contractor to present satisfactory evidence that it is fully prepared with the necessary capital, material, insurance, machinery, and equipment to conduct the work to the satisfaction of the City of Huber Heights and to begin promptly when so ordered after the contract is awarded.

SECTION 5

Contractor shall comply with all applicable requirements of the Montgomery County Solid Waste District Solid Waste Management Plan and any amendments if and when they are adopted.

SECTION 6

Contractor shall be responsible for the collection of all payments. City residents shall be billed quarterly. The City shall not participate in the collection of overdue/unpaid customer bills. The contractor shall include with their proposal any associated fees for alternate payment methods, i.e. telephone and online payments. The contractor shall include with their proposal any other fees associated with non-payment, i.e. resume service or container re-delivery. Property owners shall have the option to suspend service for homes that are vacant for thirty days or longer.

SECTION 7

The contractor shall include in their proposal plan for the transition of the current services for residents waste removal and City-owned facilities to the services proposed to include, but not limited to, the following: staffing and equipment requirements, implementation of pick-up schedule, interim billing (if needed),

changeover or disposal units, brochures, marketing, mailings, notifications, etc., and shall be included in the proposal rates for all Levels of Service.

SECTION 8

The contractor shall list educational resources and opportunities available to the City of Huber Heights and to City residents and community groups. The contractor shall participate at an average of two community events per year. This information will be attached to the proposal.

Furthermore, the Contractor shall develop, in cooperation with and subject to approval by the City, comprehensive literature explaining how the refuse collection and curbside recycling will work, scheduled pick-up routes, holiday information, a thorough description of the recyclable materials that will be accepted, etc. which shall include at a minimum, the items set forth below. This brochure shall be mailed or delivered by the Contractor to all residential customers at least two weeks prior to implementation of the program and annually thereafter. Additional copies of the literature shall be provided to the City for their distribution.

SECTION 9

All vehicles that provide collection of trash and recyclables shall have labeling that identifies which of the materials that are being collected. The labeling shall be affixed to the vehicle and must be readily visible to anyone who observes the collection of trash, recyclables, and yard waste. The materials being deposited into the vehicle must match the labeling on that same vehicle.

Any dumpsters/containers provided must also be labeled. The materials being deposited into the vehicle from the dumpster/container must match the labeling on that same vehicle.

HUBER HEIGHTS

SPECIFICATIONS
SOLID WASTE

SECTION 1

The term "waste material" shall include all municipal solid waste originating from the use of property situated only within the corporate limits of the City of Huber Heights, Ohio, and more specifically being identified in the following categories:

A. All solid waste material that size will allow to be placed in a standard front load or side load hopper.

B. Large trash items, including, but not limited to, refrigerators, dishwashers, dryers, sofas, chairs, carpet and mattresses; (provisions to remove CFC's shall be made by the waste generator from all appropriate appliances prior to disposal by the waste hauler).

C. Garbage as defined as organic waste of animal, fish, fruit, or vegetable matter arising from or attendant to the storage, dealing in, preparation or cooking of food for human consumption.

D. Cold ashes placed in a separate container. Hot ashes will not be accepted.

E. All brush in small piles or tied in bundles not more than 4 feet in length. Grass clippings, leaves, and other yard trimmings placed in suitable disposable or reusable rigid type containers will be accepted, as permitted by Montgomery County Solid Waste District Regulations.

F. Christmas Tree Pick-Up to be included at no extra charge from December 26 through mid-January of each year. Christmas trees will be picked up at curbside.

SECTION 2

Collection of waste material shall be provided once each week on announced days, for which containers are placed at the curb, edge of street or right-of-way. Contractor shall collect and remove an unlimited amount of waste material once each week on the regularly scheduled trash collection day from all residences.

SECTION 3

All residential garbage shall be placed for collection in plastic bags or watertight metal or plastic containers with lids with a maximum capacity of 45 gallons if resident owned. Waste material other than garbage may be placed in open containers with handles or in bundles set at the curb.

SECTION 4

All wooden and paper boxes broken down and/or tied in small bundles will be accepted.

SECTION 5

Whole waste tires are not to be accepted per current Ohio EPA regulations.

SECTION 6

Lead acid batteries are not to be accepted per current Ohio EPA regulations.

SECTION 7

Contractor must remove all materials and contents set out by residents, avoid spilling waste material, and clean up the collection area if the waste is spilled.

SECTION 8

Collections for residential units shall be made at least once a week, no earlier than 7:00 a.m. and no later than 6:00 p.m., Monday through Friday. The following shall be holidays for purposes of this Contract: New Year's Day, Memorial Day, Independence Day, Labor Day, Thanksgiving Day, and Christmas Day. Collections for the Holiday and the following days of the week shall be delayed by one (1) day.

SECTION 9

The following City of Huber Heights facilities shall be provided with collection services as follows with no additional fee to the City. These facilities, locations, and container descriptions are subject to change and are intended as an estimate of said services:

City Facility	Description of Container	# Times per week service in summer	# Times per week service in winter
City Hall/Police Dept., 6131/ 6121 Taylorsville Road	8 yd. Container	1	1

Montgomery County Municipal Courts, 6111 Taylorsville Road	8 yd. container	1	1
Thomas Cloud Park 4707 Brandt Pike	8 yd. container	2	n/a
Fire Station 22 7014 Brandt Pike	6 yd. container	1	1
Fire Station 23 7435 Old Troy Pike	4 yd. container	1	1
Fire Station 25 9975 Old Troy Pike	4 yd. container	1	1
Division of Taxation	8 yd. container	1	1
Division of Water and Wastewater	8 yd. container	1	1
Senior Center, 6428 Chambersburg Road	4 yd. container	1	1
Community Center, 4301 Powell Road	4 yd. container	1	1
Public Works Department 7020 Brandt Pike	8 yd. container	2	2
16 RTA trash cans at 14 locations throughout the City	38 gallon	1	1

The Kroger Aquatic Center at The Heights	8 yd. container	2	n/a
The Rose Music Center at The Heights	4 - 8 yd. containers 16 95 gallon carts	Approx. 2	n/a

Summer service will commence the first of April and conclude at the end of October. Winter service will commence the first of November and conclude the end of March.

The City reserves the right to add other City facilities that will require like or similar service.

SPECIFICATIONS
CURBSIDE RECYCLING

SECTION 1

Contractor shall collect and remove an unlimited amount of recyclable materials once each week on the regularly scheduled trash collection day from all residences.

SECTION 2

Contractor proposal price shall include the collection of unlimited amounts of residential curbside recyclables.

SECTION 3

Contractor shall also provide each residence with a recycling bin (minimum 18 gallons). An additional bin shall be provided at the request of the resident at no additional cost. Drainage holes will be in the bottom of recycling bin to allow rainwater to drain out of bin. Color of the recycling bin shall be the discretion of the City. All pricing shall include delivery, maintenance and replacement of containers and bins for the life of the contract.

Recyclable materials to be collected shall include, but not be limited to, newspapers, magazines, catalogs, telephone books, junk mail, paper cartons, #1, #2, and #6 plastics, and all glass food and drink containers (clear or colored), and aluminum and bi-metal beverage cans.

SECTION 4

The contractor shall transport the recovered recyclable materials to a central processing site and retain responsibility for the brokering of these materials to their respective markets. At no time shall recovered materials be disposed of in a landfill or incinerator.

5. RFP Requirements:

5.1. Submitting RFP Proposal packages:

a) Offeror will submit all signed and completed proposal forms following the specifications attached within this RFP. Pricing must be listed on the proposal, and no sales tax should be included.

Surety

a. Proposal Bond - each Proposal must be accompanied by a Proposal bond, deposit of cash, certified check or bank cashier's check, drawn on a solvent bank and in the case of a bond, one issued by a surety licensed by the State of Ohio as a surety, payable to the City of Huber Heights, Ohio, in the amount of ten per cent (10%) of the Base Proposal (first year) amount as a guarantee that if the Proposal is accepted, a contract will be entered into and the performance of the same properly secured. The City will determine the sufficiency of the surety. Proposal bonds, checks or cash will be returned to Contractors as soon as the purpose for which given has been fulfilled.

b. Performance Bond - the Contractor to whom an award is made shall furnish a bond or certified check drawn on a solvent bank and in the case of a bond, one issued by a surety licensed by the State of Ohio as a surety, payable to the City of Huber Heights, Ohio, in the amount of one hundred percent of the Proposal price for one year as a guarantee for the faithful performance of the contract. The bond shall be renewed each year thereafter and submitted to the City no less than thirty-days (30) prior to the start of the new term. The City will determine the sufficiency of the surety.

6. Evaluation of Proposals and Required Information

6.1. Proposals submitted will be evaluated by the City Review and Selection Committee.

6.2. The Committee may call for oral interviews. The City reserves the right to retain all proposals submitted and use and idea in a proposal regardless of whether or not said proposal is selected.

6.3. The evaluation factors considered in the selection process will weigh heavily into the City's decision making process. These evaluation requirements are considered to be minimum requirements. More points may be awarded for exceeding the minimum requirements.

7. Right to Reject Proposals

7.1. Submission of proposals indicates acceptance by the Offering Firm of the Conditions contained in this RFP, unless clearly and specifically noted in the proposal submitted and confirmed in the subsequent Agreement between the City of Huber Heights and the selected firm.

7.2. The City of Huber Heights reserves the right to reject any or all proposals and to award to the proposer the City determines to be most qualified and whose award of the contract will be in the best interests of the City.

7.3. Late proposals will not be accepted. Offerors are held responsible that their proposals arrive at the City of Huber Heights on or before the designated date and time.

8. Withdrawal of Proposals

8.1. Requests to withdraw proposals received after the date and time set for bid opening will not be considered. Only requests to withdraw proposals prior to that date and time will be considered.

9. Contract Termination

9.1. The City of Huber Heights reserves the right to terminate any subsequent Agreement or Contract as a result of this RFP if the Contractor does not perform as required by the Terms and Conditions therein.

HUBER HEIGHTS

PROPOSAL DOCUMENT

Submission of Proposals

a. Proposals shall be submitted on the printed blanks provided for that purpose and bound herewith and must be signed. Proposal forms are to be completely filled out and shall not be detached from this binding. Removal of any part thereof may invalidate the Proposal.

Rejection of Proposals

The City reserves the right to waive informalities, to reject any or all Proposals in whole or part, or to accept any Proposal, which may be deemed to be in the best interest of the City of Huber Heights.

Evaluation of Proposals

Subject to the right of the City to reject any or all bids and as provided above, the City will award the Contract to the Bidder submitting the lowest and best bid and taking into consideration any accepted alternates. The City, in its sole discretion, will determine whether a bidder is the lowest and best bidder. In determining whether a bid is the lowest and best, the City may consider the following criteria and such other criteria as it determines proper:

1). The Bidder's work history, including experience, conduct and performance on previous contracts, and under other names, management skills, and ability to execute the contract properly. The Bidder should have a record of consistent customer satisfaction and of consistent completion of projects, including projects, which are comparable to or larger than the City's project. If the Bidder's management (*i.e.,* president, chairman of the board, or any director) operates or has operated another waste disposal or recycling company, the City may consider the work history of that company in determining responsibility of the bidder. The Bidder authorizes the City and its representatives to contact prior and existing clients of the Bidder regarding the Bidder's performance.
2). The Bidder's financial condition. The Owner may consider, without limitation, the bidder's financial ability to complete the Contract successfully
3). The Bidder's vehicles and equipment.
4). The qualifications and experience of the Bidder's work force proposed to be used to complete the project.
5). The Bidder's compliance with federal, state, and local laws, rules, and regulations, including but not limited to Occupational Safety and Health Act, and the State of Ohio's Equal Employment Opportunity Commission requirements, as applicable.
6). Other essential factors, as the City may determine.

Withdrawal of Proposals

No Proposal shall be withdrawn within One hundred twenty (120) days after the scheduled time for opening of the Proposals.

Infringements and Indemnification

The Contractor, if awarded the contract, agrees to indemnify, hold harmless and defend the City, its elected officials, officers employees, and agents and volunteers (the "Indemnified Parties") against any and all liability, loss, costs, damages, expenses, claims or actions, including attorney fees which the Indemnified Parties may sustain, incur or be required to pay arising or due to any act or omission of the Contractor, its agents, servants or employees in the execution, performance or failure to adequately perform pursuant to the contract awarded.

Default Provisions

In case of default by the Contractor, the City of Huber Heights may procure the articles or services from other sources with or without further advertising and may hold the Contractor responsible for any excess costs occasioned thereby.

Pricing

Where unit prices are requested and there is a discrepancy in the total amount of the Proposal, the unit prices shall govern. All pricing is to include disposal at the Montgomery County Transfer Station(s) ("MCTS"). No exceptions shall be granted to this provision unless the MCTS is closed.

Interpretation of Proposal Document

If any person contemplating submitting a Proposal is in doubt as to the true meaning of the plans and specifications, he/she may submit to the City Manager of the City of Huber Heights a written request for interpretation thereof. Any interpretation of the proposed specifications will be made only by addenda duly issued, and a copy of such addenda will be mailed to each person receiving a set of specifications. The City Manager shall not be responsible for other explanations of the plans and specifications. All parts of these specifications are intended to be explanatory of each other, but in case of misunderstanding or doubt, the interpretation of the City will be final.

Taxes

The City is generally exempt from Federal Excise and Ohio State Sales Taxes. Prices shall not include taxes. If taxes of any kind are applicable, they shall be listed separately on the Proposal form or in an attachment. Exemption forms, when required, will be executed by the City.

Fuel Surcharge

The hauler may propose a fuel surcharge to increase the billing for fuel throughout the contract. The hauler shall propose the amount, percentage, or index for the surcharge; the frequency of the surcharge, and also include a detailed explanation of the calculation or index to determine the surcharge.

Specifications

Unless otherwise stated by the Contractor, the proposal will be considered as being in strict accordance with the specifications outlined in the Proposal Document.

Discounts

Any discounts offered in connection with a Proposal shall be indicated in the space provided or by appropriate notation attached to the Proposal.

Award of Contract

A contract shall be awarded to the lowest and best Contractor as soon as practicable after the opening of the Proposals, subject to the reservations as stated hereunto and the Contractor to whom award is made shall enter into a written contract with the City of Huber Heights within thirty (30) days of the notification of award. It is the City's intention to have the ability to negotiate any additional services, terms and conditions not covered within this Proposal as long as it does not increase the pricing per unit submitted by the Contractor in compliance with the Proposal documents.

PROPOSAL FORMS

See the following attachments. All forms MUST be completed and signed where signatures are required.

HUBER HEIGHTS
Come Grow With Us!

Bond #871734

PROPOSAL GUARANTY AND CONTRACT BOND

(SECTION 153.571 OHIO REVISED CODE)

KNOW ALL MEN BY THESE PRESENTS, that we, the undersigned

Rumpke of Ohio, Inc., 3990 Generation Drive, Cincinnati, OH 45251 as Principal (Name and Address) and

Evergreen National Indemnity Company (Name of Surety) as Surety, are hereby held and firmly bound unto CITY OF HUBER HEIGHTS, OHIO hereinafter called the Obligee, in the penal sum of the dollar amount of the Proposal submitted by the Principal to the Obligee on March 26, 2021 to undertake the Project known as:

Solid Waste Hauling and Disposal Services

The penal sum referred to herein shall be the dollar amount of the Principal's Proposal to the Obligee, incorporating any additive or deductive alternate proposals made by the Principal on the date referred to above on the Obligee, which are accepted by the Obligee. In no case shall the penal sum exceed the sum amount of Ten Percent of the Total Amount Bid and 00/100 dollars ($ 10% TAB).
For the payment of the penal sum well and truly to be made, we hereby jointly and severely bind ourselves, our heirs, executors, administrators, successors, and assigns.

The CONDITION OF THE ABOVE OBLIGATION IS SUCH, that whereas the above named Principal has submitted a Proposal on the above referenced Project:

NOW, THEREFORE, if the Obligee accepts the Proposal of the Principal and the Principal fails to enter into a proper contract in accordance with the plans, specifications, and contract documents; and in the event the Principal pays to the Obligee the difference not to exceed ten percent (l0%) of the penalty hereof between the amount specified in the Proposal and such larger amount for which the Obligee may in good faith contract with the next lower Contractor to perform the work covered by the Proposal; or in the event the Obligee does not award the contract to the next lower Contractor and resubmits the Project for proposals, the Principal will pay the Obligee the difference not to exceed ten percent (l0%) of the penalty hereof between the amount specified in the Proposal, or the costs, in connection with the resubmission, of printing new contract documents, required advertising and printing and mailing notices to prospective Contractors, whichever is less, then this obligation shall be void, otherwise to remain in full force and effect. If the Obligee accepts the Proposal of the Principal and the Principal within twenty (20) calendar days after the awarding of the contract, enters into a proper contract in accordance with the plans, specifications, and contract documents which said contract is made a part of this bond the same as though set forth herein; and

IF THE SAID Principal shall well and faithfully perform each and every condition of such contract; and indemnify the City of Huber Heights against all damage suffered by failure

to perform such contract according to the provisions thereof and in accordance with the plans, specifications, and contract documents therefore; and shall pay all lawful claims of subcontractors, materialmen, and laborers, for labor performed and materials furnished in the carrying forward, performing, or completing of said contract; we agreeing and assenting that this undertaking shall be for the benefit of any materialman or laborer having a just claim, as well as for the Obligee herein; then this obligation shall be void otherwise the same shall remain in full force and effect; it being expressly understood and agreed that the liability of the Surety for any and all claims hereunder shall in no event exceed the penal amount of this obligation as herein stated.

THE SAID Surety hereby stipulates and agrees that no modifications, omissions, or additions, in or to the terms of said contract or in or to the plans and specifications therefore shall in any way affect the obligations of said Surety on this bond, and it does hereby waive notice of any such modifications, omissions or additions to the terms of the contract or to the work or to the specifications.

SIGNED AND SEALED this 1st day of April, 2021

PRINCIPAL:
Rumpke of Ohio, Inc.

BY: William J. Rumpke Jr
William J. Rumpke, Jr.
TITLE: President

WITNESS: Linda Latimer
Linda Latimer

SURETY:
Evergreen National Indemnity Company

BY:
Attorney-in-fact Patricia A. Temple

WITNESS:

SURETY COMPANY ADDRESS
6140 Parkland Boulevard, Suite 321
Mayfield Heights, OH 44124
City State Zip

SURETY AGENTS' ADDRESS:

Evergreen UNI, LLC
Agency Names

6140 Parkland Boulevard, Suite 300
Street

Mayfield Heights, OH 44124
City State Zip

EVERGREEN NATIONAL INDEMNITY COMPANY
MAYFIELD HEIGHTS, OH
POWER OF ATTORNEY

POWER NO. **871734**

KNOW ALL MEN BY THESE PRESENTS: That the Evergreen National Indemnity Company, a corporation in the State of Ohio does hereby nominate, constitute and appoint:

Patricia A. Temple

its true and lawful Attorney(s)-In-Fact to make, execute, attest, seal and deliver for and on its behalf, as Surety, and as its act and deed, where required, any and all bonds, undertakings, recognizances and written obligations in the nature thereof.

This Power of Attorney is granted and is signed by facsimile pursuant to the following Resolution adopted by its Board of Directors on the 23rd day of July, 2004:

"RESOLVED, That any two officers of the Company have the authority to make, execute and deliver a Power of Attorney constituting as Attorney(s)-in-fact such persons, firms, or corporations as may be selected from time to time.
FURTHER RESOLVED, that the signatures of such officers and the Seal of the Company may be affixed to any such Power of Attorney or any certificate relating thereto by facsimile; and any such Power of Attorney or certificate bearing such facsimile signatures or facsimile seal shall be valid and binding upon the Company; and any such powers so executed and certified by facsimile signatures and facsimile seal shall be valid and binding upon the Company in the future with respect to any bond or undertaking to which it is attached."

IN WITNESS WHEREOF, the Evergreen National Indemnity Company has caused its corporate seal to be affixed hereunto, and these presents to be signed by its duly authorized officers this 1st day of December, 2014.

EVERGREEN NATIONAL INDEMNITY COMPANY

By: _____
Matthew T. Tucker , President

By _____
David A. Canzone, CFO

Notary Public)
State of Ohio) SS:

On this 1st day of December, 2014, before the subscriber, a Notary for the State of Ohio, duly commissioned and qualified, personally came Matthew T. Tucker and David A. Canzone of the Evergreen National Indemnity Company, to me personally known to be the individuals and officers described herein, and who executed the preceding instrument and acknowledged the execution of the same and being by me duly sworn, deposed and said that they are the officers of said Company aforesaid, and that the seal affixed to the preceding instrument is the Corporate Seal of said Company, and the said Corporate Seal and signatures as officers were duly affixed and subscribed to the said instrument by the authority and direction of said Corporation, and that the resolution of said Company, referred to in the preceding instrument, is now in force.

IN TESTIMONY WHEREOF, I have hereunto set my hand and affixed my official seal at Cleveland, Ohio, the day and year above written.

PENNY M HAMM
NOTARY PUBLIC
STATE OF OHIO
Comm. Expires
04-04-2022

Penny M. Hamm, Notary Public
My Commission Expires April 4, 2022

State of Ohio) SS:

I, the undersigned, Secretary of the Evergreen National Indemnity Company, a stock corporation of the State of Ohio, DO HEREBY CERTIFY that the foregoing Power of Attorney remains in full force and has not been revoked; and furthermore that the Resolution of the Board of Directors, set forth herein above, is now in force this 1st day of April, 2021.

Wan C. Collier, Secretary

Effective Date: January 19, 1940

Expiration Date: June 30, 2021

State of Ohio

Department of Insurance

Certificate of Authority

This is to Certify, that

EVERGREEN NATIONAL INDEMNITY COMPANY

NAIC No. 12750

is organized under the laws of this State as of December 30, 1939 and is authorized to issue policies and transact business under the following section(s) of the Ohio Revised Code:

Section 3929.01 (A)

Aircraft
Allied Lines
Boiler & Machinery
Burglary & Theft
Commercial Auto - Liability
Commercial Auto - No Fault
Commercial Auto - Physical Damage
..arthquake
Fidelity
Fire
Glass
Inland Marine
Multiple Peril - Commercial
Multiple Peril - Farmowners
Multiple Peril - Homeowners
Ocean Marine
Other Liability
Private Passenger Auto - Liability
Private Passenger Auto - No Fault
Private Passenger Auto - Physical Damage
Surety
Workers Compensation

This Certificate of Authority is subject to the laws of the State of Ohio.

Mike DeWine, Governor

Jillian Froment, Director

Evergreen National Indemnity Company

Certificate

2019

The following financial information was obtained from the Statutory Annual Statement filed by Evergreen National Indemnity Company with the Ohio Department of Insurance.

Statement of Income

Direct Written Premium	37,219,102
Reinsurance Assumed	2,513,627
Reinsurance Ceded	(20,986,548)
Net Written Premium	18,746,181
Change in Unearned	(2,407,455)
Net Earned Premium	16,338,726
Losses & LAE Incurred	3,747,937
Net Commission Expense	8,197,075
Other Expenses	3,988,477
Underwriting Gain/ (Loss)	405,237
Net Investment Income	1,714,872
Net Realized Capital Gains (Loss)	33,997
Other Income/ (Expense)	5,298
Income Before FIT	2,159,404
Federal Income Tax	366,423
Net Income	**1,792,981**

Balance Sheet

Assets	
Invested Assets	54,197,789
Uncollected premium and agents' balances	1,969,595
Reinsurance Recoverable	224,597
Other Assets	481,694
Total Assets	**56,873,675**
Liabilities & Surplus	
Unearned Premium Reserve	8,609,259
Loss & LAE Reserves	5,350,652
Ceded Reinsurance Payable	2,556,116
Other Liabilities	3,415,510
Total Liabilities	**19,931,537**
Surplus	**36,942,138**
Total Liabilities & Surplus	**56,873,675**

I hereby certify that the above information is that contained in the Statutory Annual Statement filed by Evergreen National Indemnity Company with the Ohio Department of Insurance for the year ending December 31, 2019.

David A. Canzone, Treasurer

OPTIONAL PRICING

The Contractor shall provide any pricing discounts to the above pricing that have not been discussed, including but not limited to, discounts for change in route days, one-day service, etc. While the City may consider any option, the Contractors are to keep in mind that the City has the right to negotiate any program changes with the Contractor it deems to be the lowest and best. The award, if any, shall be made based on the "lowest and best" criteria and on the base and alternate proposals required above. The Contract shall also include any statements or terms it would want the City to consider e.g. rates, fees or house counts adjustments, etc.

QUALIFICATIONS

The Contractor shall submit with its response to this RFP information regarding its qualifications. Information shall include, but not be limited to: company history; last year's annual report (must include companies financial information); list of officers; management team assigned to this contract; current and past customer lists; including names and phone numbers of key contacts, dates of contract and estimated annual revenue of contract; and any additional information that demonstrates the companies qualifications.

EDUCATION AND AWARENESS

The Contractor shall submit any information that demonstrates its ability to assist the City with education and communication of the program.

EQUIPMENT AND MATERIALS

The Contractor shall submit copies of literature for the equipment and materials it will use during the term of this contract, including trucks; two wheeled mobile carts; recycling stickers and containers; etc.

ADDITIONAL SERVICES OR PROGRAMS

The contractor shall submit any additional information on services or programs that could or will be offered to the City during the term of this contract. If responding to this section, all pricing terms shall be submitted with the services and or program.

CITY OF HUBER HEIGHTS
WASTE COLLECTION AND DISPOSAL SERVICES
PROPOSAL

NOTE: All Proposal prices shall include any and all applicable Federal, State, Solid Waste Management District, and other related fees in the Proposal price.

BASE PROPOSAL

Residential Solid Waste Material & Recycling Collection and Disposal

Contractor to provide ***unlimited weekly collection and disposal of residential recyclables and waste material*** including solid waste, large trash items, garbage, brush, and yard debris. Individual residents shall provide containers (except recycling containers) and/or bags. Also includes collection at listed City facilities. Pricing shall include all fees, tipping fees, dumping fees, or charges of any nature or description to Montgomery County, Ohio for the disposal of all materials collected under the terms of this Contract. Contractor is responsible for all billing.

Contract Year 2021 - 2022	$_____per month, per household
Contract Year 2022 - 2023	$_____per month, per household
Contract Year 2023 - 2024	$_____per month, per household
Contract Year 2024 - 2025	$_____per month, per household
Contract Year 2025 – 2026	$_____per month, per household

OPTION #1

Contractor to provide ***unlimited weekly collection of waste material and bi-weekly collection of residential recyclables (Residents will be provided with a large recycling toter).***

Contract Year 2021 - 2022	$_____per month, per household
Contract Year 2022 - 2023	$_____per month, per household
Contract Year 2023 - 2024	$_____per month, per household
Contract Year 2024 - 2025	$_____per month, per household
Contract Year 2025 – 2026	$_____per month, per household

OPTION #2
Contractor provided waste container.

Every resident must use contractor provided containers.

Contract Year 2021 - 2022 **$**_____per month, per household

Contract Year 2022 - 2023 **$**_____per month, per household

Contract Year 2023 - 2024 **$**_____per month, per household

Contract Year 2024 - 2025 **$**_____per month, per household

Contract Year 2025 – 2026 **$**_____per month, per household

OPTION #3
All billing will be the responsibility of the City.

Contract Year 2021 - 2022 **$**_____per month, per household

Contract Year 2022 - 2023 **$**_____per month, per household

Contract Year 2023 - 2024 **$**_____per month, per household

Contract Year 2024 - 2025 **$**_____per month, per household

Contract Year 2025 – 2026 **$**_____per month, per household

OPTION #4

Qualified Senior Citizen Service – residents 65 years and older would be eligible to receive a 10% discount on service.

Contract Year 2021 - 2022	$_____per month, per household
Contract Year 2022 - 2023	$_____per month, per household
Contract Year 2023 - 2024	$_____per month, per household
Contract Year 2024 - 2025	$_____per month, per household
Contract Year 2025 – 2026	$_____per month, per household

The undersigned signatory represents and warrants that he has full and complete authority to submit this proposal to the City and to enter into a contract if this proposal is accepted.

_____ Company	_____ By (Signature)
_____ Street Address	_____ Name (Please Print)
_____ City, State, Zip Code	_____ Title
_____ Telephone	_____ Date

Rumpke Waste & Recycling

Addendums, Questions/Responses

Linda Latimer

rom: Chanda Rohrer
Sent: Thursday, March 25, 2021 9:25 AM
To: Linda Latimer; Gina Schueler
Cc: George D. Watson
Subject: FW: Re: RFP 21-001-CS
Attachments: Huber Heights Customers 2021.xls

See responses below

Chanda Rohrer | **Municipal & Public Sector**
Rumpke Waste & Recycling
1932 East Monument Ave, Dayton, Oh 45402
937.313.5479 | www.rumpke.com

From: Falkowski, Scott <SFalkowski@hhoh.org>
Sent: Friday, March 19, 2021 2:13 PM
To: Chanda Rohrer <chanda.rohrer@rumpke.com>
Subject: RE: Re: RFP 21-001-CS

Please see below in red.

Thanks,

Scott P. Falkowski, P.E.
Interim City Manager
City of Huber Heights
6131 Taylorsville Road
Huber Heights, OH 45424
Office: 937.233.1423
Fax: 937.237.5800
Email: sfalkowski@hhoh.org

If you have received this email in error please notify the sender or call 937.233.1423. Please note that any views or opinions presented in this email do not necessarily represent those of the City of Huber Heights. Ohio has a very broad public records law. As a result, most written communication created or received by City of Huber Heights employees, elected officials, agents and volunteers are subject to disclosure to the public and news media upon request, unless otherwise exempt. Under Ohio law, email addresses are public records. If you do not want your email address released in response to a public records request, do not send email to this office or request that email be sent to you at a private email address. Instead, contact our office by phone at 937.233.1423.

From: Chanda Rohrer <Chanda.Rohrer@rumpke.com>
Sent: Thursday, March 18, 2021 11:51 AM
To: Falkowski, Scott <SFalkowski@hhoh.org>
Subject: FW: Re: RFP 21-001-CS

CAUTION EXTERNAL EMAIL: This message originated from a non Huber Heights email server. DO NOT CLICK ANY LINKS or OPEN ANY ATTACHMENTS unless you have contacted the sender to verify its legitimacy or confirmed you were expecting it. Contact the IT Department if you need assistance.

Good Morning,

We had a few more questions regarding the posted bid specs, which are listed below.

- Since City has asked for a Route Schedule to be included in proposal, could City provide the current route map and/or list of addresses? REQUESTED Attached is a list of addresses
- Could City please share 2019 and 2020 Residential Tonnage data? REQUESTED I will try to have something on Monday.
- Specifications for curbside recycling state that the color of the recycling cart to be at the discretion of the City. Would the standard "green" recycling cart, with list of acceptable items, suffice? Or does City intend to request a particular cart color? Standard colors will be acceptable.
- Does City have a count of the trash carts that residents are renting from current hauler? We do not have that count
- Pg. 29-31, Proposed Pricing: Should base proposal price stand firm as the constant, with Options 1 through 4 building from this price point (either adding or subtracting)? Or should Option 1 through 4 include individual pricing totals apart from the base price? Added some notes to the addendum, the later options should just be an add or subtract
- What is the protocol and timeline in place currently for non-payment of accounts? Currently that is up to the hauler's SOP.
- Are there currently any limits on excess bulk pick-up, such as complete household move-outs? The current contract calls for removal of all items.

Thanks,

Chanda Rohrer
Municipal and Public Sector Representative
Rumpke Waste & Recycling
(937)313-5479
Chanda.rohrer@rumpke.com

From: Chanda Rohrer
Sent: Thursday, March 11, 2021 2:34 PM
To: Falkowski, Scott <SFalkowski@hhoh.org>
Subject: RE: Re: RFP 21-001-CS

Thanks Scott, I appreciate the follow up. We will look for the addendum.

Chanda Rohrer
Municipal and Public Sector Representative
Rumpke Waste & Recycling
(937)313-5479
Chanda.rohrer@rumpke.com

From: Falkowski, Scott <SFalkowski@hhoh.org>
Sent: Thursday, March 11, 2021 9:20 AM
To: Chanda Rohrer <chanda.rohrer@rumpke.com>
Subject: RE: Re: RFP 21-001-CS

Chanda,
I wanted to give you an update that we are still gather the information requested. Due to this, please watch for an addendum to come out with additional information and an extension of the bid date.

Thanks,

Scott P. Falkowski, P.E.
Interim City Manager
City of Huber Heights
6131 Taylorsville Road
Huber Heights, OH 45424
Office: 937.233.1423
Fax: 937.237.5800
Email: sfalkowski@hhoh.org

If you have received this email in error please notify the sender or call 937.233.1423. Please note that any views or opinions presented in this email do not necessarily represent those of the City of Huber Heights. Ohio has a very broad public records law. As a result, most written communication created or received by City of Huber Heights employees, elected officials, agents and volunteers are subject to disclosure to the public and news media upon request, unless otherwise exempt. Under Ohio law, email addresses are public records. If you do not want your email address released in response to a public records request, do not send email to this office or request that email be sent to you at a private email address. Instead, contact our office by phone at 937.233.1423.

From: Chanda Rohrer <Chanda.Rohrer@rumpke.com>
Sent: Tuesday, March 9, 2021 10:15 AM
To: Falkowski, Scott <SFalkowski@hhoh.org>
Subject: FW: Re: RFP 21-001-CS

CAUTION EXTERNAL EMAIL: This message originated from a non Huber Heights email server. DO NOT CLICK ANY LINKS or OPEN ANY ATTACHMENTS unless you have contacted the sender to verify its legitimacy or confirmed you were expecting it. Contact the IT Department if you need assistance.

Good Morning,

In addition to the below inquiry, would City be able to provide 2019 and 2020 tonnage for residential waste and recycling?

Thanks,

Chanda Rohrer
Municipal and Public Sector Representative
Rumpke Waste & Recycling
(937)313-5479
Chanda.rohrer@rumpke.com

From: Chanda Rohrer
Sent: Friday, March 5, 2021 2:30 PM

To: sfalkowski@hhoh.org
Subject: Re: RFP 21-001-CS

Good Afternoon Mr. Falkowski,

Rumpke is looking forward to being a responsive bidder in your upcoming RFP process for Waste and Recycling services in Huber Heights. In reviewing the posted RFP instructions, there was no mention of a pre-bid meeting date. Is this something that you are considering conducting either in person or virtually? A mandatory pre-bid would be useful to clarify any concerns there may be when interpreting the specifications given the size and scope of the contract, and to ensure there are no inconsistencies in the submitted bids which may cause difficulty in determining an award.

Additionally, since the RFP does require a proposed route schedule, is it possible to get an address list?

Thank you in advance for your assistance!

Regards,

Chanda Rohrer
Municipal and Public Sector Representative
Rumpke Waste & Recycling
(937)313-5479
Chanda.rohrer@rumpke.com

ADDENDUM #1
TO
SOLID WASTE COLLECTION AND DISPOSAL INCLUDING SERVICES FOR TRASH, RECYCLING AND YARD WASTE
FOR THE
CITY OF HUBER HEIGHTS, OHIO

The following addenda should be incorporated into the specifications and bid documents for the titled project as if initially included therein:

PROPOSAL SPECIFICATIONS

- Bids/Proposals will be received no later than 10:00 AM on April 1, 2021 at the City of Huber Heights 6131 Taylorsville Rd. Huber Heights, Ohio 45424 at which time they will be opened and publicly read aloud. Bids/proposals received after the above date and time, or in any other location other than the City of Huber Heights City Hall as noted above will not be considered.

SECTION 2

The contract to be awarded shall cover:

D. The proposal price is for a per month charge for the entire City which includes trash collection and disposal and curbside recycling collection and processing for all one or two family residences, regardless of occupancy. This proposal price shall be consistent and will not be adjusted for vacancy. The proposal price per unit shall also include bulk item pick-up ~~(including appliances containing CFC's, which the contractor will be responsible for removing)~~ (provisions to remove CFC's shall be made by the waste generator from all appropriate appliances prior to disposal by the waste hauler)., and designated City facilities (see list).

ADDENDUM #1
TO
SOLID WASTE COLLECTION AND DISPOSAL INCLUDING SERVICES FOR TRASH, RECYCLING AND YARD WASTE
FOR THE
CITY OF HUBER HEIGHTS, OHIO

The following addenda should be incorporated into the specifications and bid documents for the titled project as if initially included therein:

PROPOSAL SPECIFICATIONS

- Bids/Proposals will be received no later than 10:00 AM on **April 1, 2021** at the City of Huber Heights 6131 Taylorsville Rd. Huber Heights, Ohio 45424 at which time they will be opened and publicly read aloud. Bids/proposals received after the above date and time, or in any other location other than the City of Huber Heights City Hall as noted above will not be considered.

SECTION 2

The contract to be awarded shall cover:

D. The proposal price is for a per month charge for the entire City which includes trash collection and disposal and curbside recycling collection and processing for all one or two family residences, regardless of occupancy. This proposal price shall be consistent and will not be adjusted for vacancy. The proposal price per unit shall also include bulk item pick-up ~~(including appliances containing CFC's, which the contractor will be responsible for removing)~~ (provisions to remove CFC's shall be made by the waste generator from all appropriate appliances prior to disposal by the waste hauler)., and designated City facilities (see list).

Updated Pricing Sheet

CITY OF HUBER HEIGHTS
WASTE COLLECTION AND DISPOSAL SERVICES
PROPOSAL

NOTE: All Proposal prices shall include any and all applicable Federal, State, Solid Waste Management District, and other related fees in the Proposal price.

BASE PROPOSAL

Residential Solid Waste Material & Recycling Collection and Disposal

Contractor to provide ***unlimited weekly collection and disposal of residential recyclables and waste material*** including solid waste, large trash items, garbage, brush, and yard debris. Individual residents shall provide containers (except recycling containers) and/or bags. Also includes collection at listed City facilities. Pricing shall include all fees, tipping fees, dumping fees, or charges of any nature or description to Montgomery County, Ohio for the disposal of all materials collected under the terms of this Contract. Contractor is responsible for all billing.

Contract Year 2021 - 2022	$14.95	per month, per household
Contract Year 2022 - 2023	$15.25	per month, per household
Contract Year 2023 - 2024	$15.55	per month, per household
Contract Year 2024 - 2025	$15.87	per month, per household
Contract Year 2025 – 2026	$16.18	per month, per household

* Rumpke will include one (1) 95-gallon trash cart at no additional charge. Additional trash carts will be made available for $3.00 each per month billed directly to the resident.

** 10% discount on above rates for qualified Seniors Citizen Service (65 years and older.)

OPTION #1

Contractor to provide ***unlimited weekly collection of waste material and bi-weekly collection of residential recyclables (Residents will be provided with a large recycling toter).***

Contract Year 2021 - 2022	$13.75	per month, per household

Contract Year 2022 - 2023 $14.03 per month, per household

Contract Year 2023 - 2024 $14.31 per month, per household

Contract Year 2024 - 2025 $14.59 per month, per household

Contract Year 2025 – 2026 $14.88 per month, per household

* Rumpke will include one (1) 95-gallon trash cart at no additional charge. Additional trash carts will be made available for $3.00 each per month billed directly to the resident.

** 10% discount on above rates for qualified Seniors Citizen Service (65 years and older.)

OPTION #2

Contractor provided waste container.

Every resident must use contractor provided containers. (Additional or less base proposal)

If residents' own containers not allowed, state here: No, Residents must used Contractor issued carts.

Contract Year 2021 - 2022 $14.70 (-.25) per month, per household

Contract Year 2022 - 2023 $14.99 (-.26) per month, per household

Contract Year 2023 - 2024 $15.29 (-.26) per month, per household

Contract Year 2024 - 2025 $15.60 (-.27) per month, per household

Contract Year 2025 – 2026 $15.91 (-.27) per month, per household

*** Additional trash carts will be made available at $3.00 each per month billed directly to the residents.

** 10% discount on above rates for qualified Seniors Citizen Service (65 years and older.)

OPTION #3

All billing will be the responsibility of the City. (Additional or less base proposal)

Contract Year 2021 - 2022 $14.45 (-.50) per month, per household

Contract Year 2022 - 2023 $14.74 (-.51) per month, per household

Contract Year 2023 - 2024 $15.03 (-.52) per month, per household

Contract Year 2024 - 2025 $15.33 (-.54) per month, per household

Contract Year 2025 – 2026 $15.64 (-.54) per month, per household

* Rumpke will include one (1) 95-gallon trash cart at no additional charge. Additional trash carts will be made available for $3.00 each per month billed directly to the resident.

** 10% discount on above rates for qualified Seniors Citizen Service (65 years and older.)

****OPTION #4**

Qualified Senior Citizen Service – residents 65 years and older would be eligible to receive a 10% discount on service. (Additional or less base proposal)

Contract Year 2021 - 2022	$ ****	per month, per household
Contract Year 2022 - 2023	$ ****	per month, per household
Contract Year 2023 - 2024	$ ****	per month, per household
Contract Year 2024 - 2025	$ ****	per month, per household
Contract Year 2025 – 2026	$ ****	per month, per household

**** 10% Senior Discount provided with Base Option, Options 1, 2 and 3.

The undersigned signatory represents and warrants that he has full and complete authority to submit this proposal to the City and to enter into a contract if this proposal is accepted.

RUMPKE OF OHIO, INC.	William J. Rumpke Jr
Company	By (Signature)
3990 Generation Drive	William J. Rumpke, Jr.
Street Address	Name (Please Print)
Cincinnati, OH 45251	President
City, State, Zip Code	Title
(800) 828-8171	May 25, 2021
Telephone	Date

This addendum shall be attached to the specifications and contract documents as if originally incorporated herein.

Scott P Falkowski

3/19/21
Date

We hereby acknowledge receipt of

ADDENDUM #1

DATED March 19, 2021

To Specifications and Contract Documents

For

City of Huber Heights

SOLID WASTE COLLECTION AND DISPOSAL INCLUDING SERVICES FOR TRASH, RECYCLING AND YARD WASTE

And we also agree that we have included the provisions

of said Addendum in our bids

Date: March 25, 2021 Company: RUMPKE OF OHIO, INC.

By: William J. Rumpke Jr

William J. Rumpke, Jr., President

Rumpke Waste & Recycling

Proposal Summary

RUMPKE
Waste & Recycling Services

Proposal Summary

Rumpke of Ohio, Inc. is pleased to submit this bid for the collection and disposal of solid waste, and recycling collection services within the City of Huber Heights in strict accordance with the City's specifications.

STATEMENT OF QUALIFICATIONS

For nearly 90 years, our family company has been providing homes and businesses with friendly, reliable service. Our reputation for providing a high level of customer service has allowed our business to continue to grow. Rumpke will work closely with the City to implement and enhance a waste and recycling program with the highest level of service.

Over the years, Rumpke has increased its service area to become one of the largest, privately-owned waste and recycling service providers in the nation, serving millions of residential, commercial and industrial customers throughout the United States.

Rumpke continues to grow through acquisitions, organic opportunities and investments in technology. Today, the company owns or operates 14 landfills and 12 recycling centers serving customers throughout Ohio, Kentucky, Indiana and West Virginia.

With a fleet of more than 2,000 hauling vehicles (2,600 total vehicles) and a workforce of approximately 3,200 employees, Rumpke is a leader in environmental solutions. Rumpke remains a strong player in the industry, serving more than 1.5 million residential and commercial customers, and more than 430 municipal contracts daily.

PROGRAM IMPLEMENTATION PLAN

Upon the successful award of the contract, Rumpke of Ohio, Inc. will provide all containers necessary for implementing collections services to the community and the City of Huber Heights' buildings and facilities. Rumpke of Ohio, Inc. is fully capable of rendering schedules as outlined in the bid specifications and will work closely with the City and the community for a schedule that can be mutually agreed upon.

Rumpke proposes to dedicate four (4) CNG Mack Model Residential Front Load vehicles equipped with currotto cans for collection of refuse for the Huber Heights contract. Rumpke would also dedicate 3 CNG Residential Side Load Trucks for collection of recycling. If the City of Huber Heights selected the every-other week recycling option, this would be reduced to two (2) CNG Residential Side Load Trucks for recycling routes. Additionally, Rumpke will dedicate a smaller Par-Kan vehicle with a dump body installed to accommodate special pick up situations like RTA Stops and difficult to access alleys. Rumpke would require two months from date of award to have these trucks in place. Please note that although this equipment is primary to the Huber Heights account, Rumpke has over 160 vehicles in its local fleet to provide any needed backup should an issue arise.

Rumpke operates one (1) driver per truck and the in-field oversight staff would be comprised of a route manager and a route supervisor for the Huber Heights project. Rumpke anticipates a maximum of two months from date of award to complete all hiring and training for this contract.

Rumpke would utilize the standard Rehrig Pacific Wheeled carts. Rehrig Pacific is an industry leader in waste and recycling receptacles.

Rumpke would coordinate with the City of Huber Heights and the outgoing hauler to establish an optimal delivery schedule for the period preceding contract start date. Rumpke anticipates a two-week window for the delivery schedule.

Rumpke anticipates a two-step direct mail process in the initial start-up/transition period. The first piece would be a notification of the impending contractor change and any specific program variances from the current system. The second mailer would be designed to remind residents of the change of service providers, as well as directives on the cart delivery/retrieval process. Again, Rumpke would work closely with Huber Heights staff to coordinate this residential contract in a fashion that is consistent with past practices and compliant with the City of Huber Heights' directions.

Rumpke would also partner with Huber Heights to maximize all reasonable methods to disseminate this information including social media and other methodologies to maximize any transition communication. Rumpke's intent would be to mirror the collection day schedule currently in place in Huber Heights. Any future adjustment to routing would require prior approval of the City of Huber Heights. Rumpke would demonstrate its process for communicating any such alteration to the residents for City of Huber Heights staff approval.

CONTAINER ORDERING, INVENTORY AND SUPPLY PROCEDURES

Rumpke works with Rehrig Pacific to supply custom dark brown 95-gallon trash carts, and dark green 65-gallon recycling carts. Rumpke's Dayton location includes a fully-equipped container shop and an inventory of extra carts. If necessary, Rumpke will order additional carts to fulfill the needs of the contract upon notice of award.

CONTAINER DELIVERY, EXCHANGE, AND REMOVAL PROCEDURES

Container distribution will be coordinated with Rumpke's delivery teams to begin delivering carts two weeks prior to the start of service. Continued maintenance and replacements for Rumpke carts will be offered as needed. Cart maintenance and additional cart requests can be submitted by contacting Rumpke's Customer Service Center.

Upon conclusion of the contract, should Rumpke not be the awarded contractor for a subsequent term, Rumpke would coordinate with the city and the incoming contractor to provide a seamless transition plan for removal of Rumpke carts. This removal process would be completed by Rumpke staff to assure a prompt orderly removal of equipment.

CONTAINER DIMENSIONS

- 65-Gallon Recycling Cart: Height: 42" | Width: 27" | Depth: 28"
- 95-Gallon Trash Cart: Height: 43" | Width: 29" | Depth: 33"

SOLID WASTE COLLECTION

Rumpke is offering a one (1) time per week service with a 95-gallon trash cart for residential units. Service days to be comprised of a one (1) time per week service on a routed service schedule of Monday through Friday. Rumpke's intent would be to mirror the collection day schedule currently in place in Huber Heights. Solid waste will be collected/transported to the Montgomery County Transfer Station located at 1001 Encrete Lane, Moraine, Ohio 45439 where it will be weighed for final disposal. All work shall be performed in strict accordance with the bid specifications.

SENIOR RATE

Residents who qualify for the Senior Citizen rate (with proof of age of 65 or over), will be provided a 10% discount for whatever service option the city selects.

BULK ITEM (INCLUDING WHITE GOODS)

Rumpke will collect up to three (3) large and/or bulky items weekly, along with the regular trash, on scheduled service day. Rumpke requires all upholstered furniture, such as mattress/box springs, be wrapped and sealed in plastic prior to collection. All appliances that contain Freon will require a 48-hour notice for pick-up with a charge of $40.00 per unit for collection.

EXCESSIVE BULK ITEM PICK UP

Excess bulk items, including an entire household "move-out", total property clean up or similar removal request, that consists of more material than fits inside the on-site four cubic yard dumpster, will require notification for pick-up. Extra pick-ups will be photo documented and submitted to the City for approval. All extra pick-ups will be removed within 24 hours of approval from the City of Huber Heights. Fees for extra pick-ups shall be billed (either to resident or City) at $40 per four cubic yards of material, with additional four cubic yard increments thereafter associated with the address of service.

CURBSIDE RECYCLING COLLECTION

The Rumpke approach to curbside recycling entails the use of a 65-gallon or 95-gallon Rumpke recycling cart to hold the commingled recyclables generated in each residence. Rumpke will provide weekly or every other week collection of recyclable materials on the same day as regular trash collection. All carts will remain the property of Rumpke.

Recyclables will be collected and transported to Rumpke's Dayton Recycling Center located at 1300 East Monument Avenue, Dayton, OH 45402, where recyclables will be weighed and sorted before being sent to Rumpke's Cincinnati Recycling Facility at 5535 Vine Street, Cincinnati OH, 45217 for final processing.

Each residence will use the recycling carts provided by Rumpke for the following materials:

- Plastic bottles, jugs, and tubs
- Glass bottles and jars of any color
- Aluminum cans
- Steel and bi-metal cans
- Aerosol cans (*with the lids and tips removed*)
- Newspapers and inserts
- Paperboard (*such as cereal boxes*)
- Telephone books
- Magazines
- Mixed office paper/colored paper
- Junk mail/envelopes
- Brown grocery bags
- Cardboard
- Pizza boxes *(free of grease and food residue)*
- Cartons (including milk, juice, broth and soup cartons)

To ensure residents understand what can be included in the recycling program, Rumpke will work closely with the City to prepare and disseminate educational information.

RECYCLING INFRASTRUCTURE

Rumpke owns and operates three of the most advanced recycling facilities in the nation, including a facility in Columbus, Ohio, a newly renovated glass processing site in Dayton, Ohio, and a $32 million facility in Cincinnati, Ohio, capable of sorting more than 100,000 pounds of recyclables per hour. These newly updated and advanced facilities make Rumpke a regional recycling leader.

Rumpke has invested more than $55 million in its recycling infrastructure since 2011 to add optical sorters, screen systems as well as the most advanced processing equipment in their recycling facilities to efficiently handle recyclable materials.

In November 2013, Rumpke unveiled its largest, fastest and most technologically advanced recycling facility to date in St. Bernard, Ohio. The $32 million, 100,000 square foot facility houses technology capable of sorting 60 tons of recyclables every hour. In all, the system designed by Machinex has the potential to process 2 million pounds of material daily. The facility currently serves 4.5 million residents in Cincinnati and beyond. In addition to recently constructing the 60 ton per hour single stream recycling facility in Cincinnati, Rumpke has invested more than $4 million in a glass processing facility in Dayton, Ohio that produces 4,000 tons per month of ground and color sorted glass for use in the fiberglass and bottle glass manufacturing industries.

LONG-TERM INVESTMENT

With the explosion of residential and commercial recycling in the late 1980's, Rumpke made a long-term commitment to recycling. Through aggressive negotiations, Rumpke has secured long-term guaranteed marketing agreements and long-standing relationships with key consumers in the recycling industry. The commitment developed in the early 1990's to guarantee markets for recycling continues to be the company's philosophy for the future.

Rumpke has taken a proactive stance in recycling in this region and will continue to be innovative and aggressive in assisting the communities it serves with solid, pragmatic, workable approaches to waste reduction and recycling. We are constantly evaluating the feasibility of additional material recovery facilities and the expansion of existing ones.

CUSTOMER SERVICE

Should Rumpke be awarded this body of work, Rumpke is well positioned to provide the highest level of customer service possible from our new Customer Service Center located on Wagner Ford Road in Dayton. The new facility houses our entire Dayton Customer Service Team. This expansion was needed for Rumpke's growing presence within the Dayton area.

Rumpke's Customer Service Center stands ready to assist the City of Huber Heights' residents with any request. All customer complaints and concerns will be addressed to Rumpke's Customer Service Department at (800) 828-8171, by email at service.day@rumpke.com, or online at www.rumpke.com. Customer service representatives are available to answer calls Monday through Friday from 8:00 AM until 5:00 PM.

Customers that call to report missed service will immediately be paged out with the address and description of the missed service. If possible, the driver will return the same day to collect the trash or recyclables; otherwise the items missed will be picked up within 24-48 hour business hours. The customer will be made aware of when to expect the pickup.

Customer's waste or recycling that does not meet the curbside guidelines for collection will be stickered with a brief explanation as to why no collection was made on the day of service and advise to contact our customer service department for proper instructions and guidelines for collection.

In addition, a Rumpke driver will check in with the City's office to address any misses, complaints, etc. at the end of the service day. All other service-oriented complaints and concerns will be directed to the Route Supervisor.

REPORTING COLLECTED VOLUMES

Rumpke will submit quarterly and annual project status reports to the City of Huber of Heights that meet the requirements set forth in the City's Bid Specifications. Reports will include the following:

- Quantity of solid waste collected (in tons) on a per month basis;
- Quantity and categorization of the types of recyclables collected (in tons) on a per month basis;
- Percentage of residential participation in the curbside recycling program;

BILLING PRACTICES

Should the City of Huber Heights decide to be the responsible billing party, as presented in Option 3 of the RFP, Rumpke would bill the City directly for residential services, either monthly or quarterly.

If Resident billing option is selected, Residents will be invoiced on a quarterly basis in advance. Standard residential payment terms are net 10 days. Payment options include the following:

Pay Online with RumpkePay

Introducing RumpkePay: Rumpke's new online payment process.

Auto Debit

The auto debit option electronically deducts your Rumpke payment from a designated bank account. Rumpke will mail you a monthly statement for your records.

Pay by Phone

Call Rumpke at 1-800-828-8171 and select the "pay by phone" option to pay using your credit card 24-hours a day, 7-days a week. Rumpke accepts Visa, MasterCard and Discover. A convenience fee will be applied to all phone payments.

Cash or Check

Payment can be delivered in person at one of our sites, or direct mailed.

Delinquent Payment Process

Rumpke reserves the right to terminate service to any resident whose account becomes 91 days past due from the invoice date. Reminder notices for unpaid accounts will be sent at 31 days from the invoice date and 61 days from the invoice date.

HOLIDAY SCHEDULE

Holidays observed by Rumpke include New Year's Day, Memorial Day, The Fourth of July, Labor Day, Thanksgiving Day and Christmas Day. If a regularly scheduled collection day falls on one of these holidays, collection will be provided on the following work day.

EDUCATIONAL OPPORTUNITIES

One of the key components of any successful solid waste program is education. As an industry leader, Rumpke takes pride in educating the public about our waste disposal and recycling technologies. Our state-of-the-art operations provide an excellent resource for teachers and community organizations. Rumpke's industry experts, including environmental engineers, landfill managers and recycling technicians, can be a tremendous asset in the classroom or boardroom. Rumpke will work closely with the City of Huber Heights in material design, distribution and educational program implementation.

LANDFILL AND RECYCLING PRESENTATIONS

From school assemblies to corporate meetings, Rumpke representatives are available to present landfill and recycling information in any format. Topics include landfill construction, landfill gas recovery, and environmental protection, as well as the importance of recycling, the collection and sorting process, and the future of landfills and recycling systems.

CLASSROOM RESOURCES

Rumpke provides an array of materials to compliment discussions on waste, recycling and the future of the environmental industry. Activity and fact sheets are also available to help stimulate the learning process.

TOURS

Group tours are available at most Rumpke facilities. Landfill tours are conducted from the safety and comfort of a bus. A guide explains what happens after garbage is collected along with general operations including leachate wastewater collection, methane gas recovery, surface water control and the landfill cell construction.

Tours of our Material Recovery Facilities (MRFs) demonstrate the collection and sorting of recyclable materials. As a safety precaution, each MRF has age requirements. Hard soled footwear is required, hard hat and safety glasses are provided.

MASCOTS

Mascots "Binny" and "Binita" represent Rumpke in the community, often visiting schools, parades and special events such as Earth Day.

MANAGEMENT PERSONNEL

William J. Rumpke, Jr. – President
Andrew Rumpke – Area President
Jake Rumpke – Region Vice President
Drew Watson – Region Sales Manager
Chanda Rohrer- Municipal & Public Sector
Steve Sargent – Director of Rumpke Recycling
Steve Furrow – Dayton Recycling Manager

KEY CONTRACT PERSONNEL

Chanda Rohrer
Years with Rumpke: 13 years
Responsibilities: Municipal Account Representative
Contact: 1-800-828-8171 ext. 7848 (Office)
1-937-313-5479 (Mobile) | chanda.rohrer@rumpke.com

Bill Goins
Years with Rumpke: 29 years
Responsibilities: Operations Manager
Contact: 1-800-828-8171 ext. 7800 | william.goins@rumpke.com

Drew Watson
Years with Rumpke: 18 years
Responsibilities: Regional Sales Manager
Contact: 1-800-828-8171 ext. 7803 | drew.watson@rumpke.com

Shawn Cobb
Years with Rumpke: 17 years
Responsibilities: Residential Route Supervisor
Contact: 1-800-828-8171 ext. 7220 | shawn.cobb@rumpke.com

Janice Konkel
Years with Rumpke: 25 years
Responsibilities: Regional Customer Service Manager
Contact: 1-800-828-8171 ext. 7807 | janice.konkel@rumpke.com

Gayane Makaryan
Years with Rumpke: 3 years
Responsibilities: Corporate Communications
Contact: 1-800-828-8171 ext. 7091 | gayane.makaryan@rumpke.com

Rumpke is pleased to submit this comprehensive proposal for solid waste, curbside collection services for City of Huber Heights. As evidenced by this bid proposal, we have the necessary capability and experience to provide all the services required under this contract. We welcome City officials to arrange for a tour of our landfill facility and/or our Material Recovery Facility and look forward to the opportunity of providing the City of Huber Heights with efficient, dependable, cost-effective waste removal and recycling services.

Rumpke Waste & Recycling

Additional Service Bid Form

RUMPKE
Waste & Recycling Services

SOLID WASTE COLLECTION AND DISPOSAL
INCLUDING TRASH, RECYCLING AND YARDWASTE
CITY OF HUBER HEIGHTS

ADDITIONAL SERVICES
BID FORM

RESIDENTIAL FREON COLLECTION SERVICES		
Freon Collection Service		$40.00 per unit
EXCESSIVE BULK ITEM PICK UP		
Entire house set-outs/move-outs		$40.00 per 4 cubic yards of material
PORTABLE RESTROOM		
Seasonal Unit	1x per week service	$140.00 per unit/per month
Event Unit	On-Call service	$140.00 per unit/per weekend
ROLL OFF SERVICES		
20 Yard Roll Off		$375.00 per Load
30 Yard Roll Off		$395.00 per Load
40 Yard Roll Off		$420.00 per Load

Event Container Options









1. **LARGE COLLECTION BOX (TRASH)**
   Height: 32.5" | Width: 19" | Depth: 19"
2. **LARGE COLLECTION BOX (RECYCLING)**
   Height: 32.5" | Width: 18.25" | Depth: 15.5"
3. **95-GALLON TRASH CART**
   Height: 43.5" | Width: 29.2" | Depth: 33.3"
4. **95-GALLON RECYCLING CART**
   Height: 43.5" | Width: 29.2" | Depth: 33.3"
5. **30-YARD OPEN TOP DUMPSTER***
   Height: 5' | Width: 22.5' | Depth: 8'
6. **8-YARD LUGGER BOX****
   Height: 5' | Width: 7' | Depth: 5'

*Additional sizes may be available. If open top dumpsters are placed on blacktop, customer must provide two 4x8 sheets of plywood to place under container.

**10-Yard option available





None of the following materials may be sent to Rumpke for disposal:

- Hazardous wastes
- Liquids (may be solidified, but require prior approval)
- Corrosive, flammable, reactive, explosive, toxic or other otherwise hazardous materials
- Lead acid batteries
- Whole tires
- Medical/infectious/biohazard waste
- Any listed wastes in Title 40 Code of Federal Regulations part 261
- PCB waste 50 ppm or above
- Appliances containing refrigerant
- Pesticides, herbicides and fertilizers
- Radioactive waste
- Fluorescent lamps and ballaste

The following material types require prior approval by Rumpke:

- Manufacturing/process waste—sludge, sand, dust, filters, shot blast, various paint wastes
- Rags, absorbent and other materials impacted with paint, cleaners or chemicals • Spill cleanup materials
- Obsolete chemicals/products
- Dirt/soil and contaminated dirt/soil
- Batteries
- Electronics including computers and monitors
- Solidified liquids
- Empty containers including drums, tanks, 5-gallon pails, aerosol cans
- PCB waste lower 50 ppm
- Asbestos
- Appliances with refrigerant removed

Applicable Federal, State and Local laws require that you (the waste generator) dispose of your waste materials appropriately, and you will remain responsible for these materials if they are not disposed of properly. Municipal Solid Waste Landfills, such as Rumpke's are not permitted to accept and dispose of certain types of materials, including hazardous wastes. **Other types of materials may or may not be appropriate for disposal in a Municipal Solid Waste Landfill, depending on their specific characteristics.**

Portable Restrooms

Rumpke provides prompt delivery, flexible service and clean, sanitized restrooms at competitive rates.

Daily, weekly or monthly rental is available for restrooms and accessories, which are perfect for: construction sites, festivals, special events, outdoor weddings, golf courses, parks and athletic fields and outdoor parties.

DIVERSIFIED SERVICES

From construction sites to weddings, Rumpke Portable Restrooms is a leader in portable toilet solutions throughout Ohio, Kentucky and Indiana. Along with trash and recycling services, Rumpke provides a comprehensive program for managing all your waste removal needs.

> " Rumpke has been a great partner with the Kentucky Derby Festival, offering the best in customer service, knowledge, and professionalism. Their work ethic is tremendous. Derby Festival appreciates everything they do."
>
> Tricia K. Siegwald | Kentucky Derby Festival, Inc.

SPECIAL EVENT SERVICES

Rumpke's event experts will calculate the facilities needed for the size of your event while understanding the importance of maintaining a budget. Containers for trash and recycling, along with collection service and street cleaning, may be available in your area.

LARGE PRODUCT SELECTION

- Standard Portable Restrooms
- Wheelchair Accessible Units
- ADA Compliant Units
- VIP Restroom Trailers
- Wash Stations
- Hand Sanitizer Stations
- Trailer Units (with hitch)
- High-Rise Units
- Rolling High-Rise Units
- Holding Tanks
- Water Tanks
- Infant Care Stations
- Deluxe Restrooms





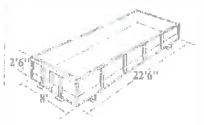
Open Top Containers

Rumpke has a variety of containers in different shapes and sizes, built with heavy duty materials to withstand years of usage. Rumpke can also custom build containers to meet your needs.

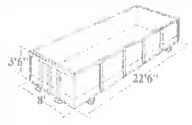
A free waste analysis can help your business discover cost savings. An expert will examine the types and volumes of waste generated at your business to design a comprehensive waste and recycling program. Rumpke will provide your business with a complete report of cost avoidance and recycling possibilities.

CONTAINER FEATURES

- **Sides/ Front Door:** 10 gauge
- **Floor:** 1/4 inch
- **Top Rails:** 3 x 3 x 3/16 inch steel tubing—one piece
- **Floor Cross Members:** 3 inch channel (4.1 and 3 x 3 x 3/16 inch steel tubing)
- **Bottom Truck Rails:** 3 x 3 x 3/16 inch steel tubing—one piece
- **Wheels:** Four 12-inch diameter
  - 6 inch wide front/ 12 inch wide rear
  - 1/2 inch thick wheel supports to withstand extra heavy loads
- **Ladder:** 2 inch channel
  - Both sides near front of box
  - Full length/ both sides for tarping load
- **Support:** 1/16 inch thick channels for sides



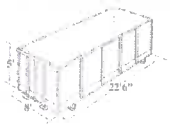
15 CUBIC YARDS



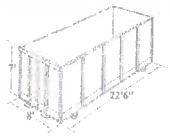
20 CUBIC YARDS



24 CUBIC YARDS



30 CUBIC YARDS



40 CUBIC YARDS



Figures shown are outside dimensions. Sizes may vary by region.

Custom-made containers also available.



E-Waste & Universal Waste Recycling Solutions

Looking for a convenient e-waste and universal waste recycling solution?

According to state and federal regulations, your organization may be required to seek alternative disposal options. Some materials may contain hazardous constituents prohibited in landfills.

Rumpke offers a comprehensive, full-service collection program that takes the worry out of managing your electronic and universal waste.

RUMPKE RECYCLES THE FOLLOWING ITEMS:

- All spent lamps including Fluorescent and High Intensity Discharge lamps (HID), etc.
- All batteries
- Mercury containing devices
- PCB & Non-PCB ballasts
- PC monitors, TVs
- Hard drives
- Copiers, printers, fax machines, etc.
- Numerous other devices



We recycle over 10 million pounds of e-waste and universal waste per year.



Rumpke Waste & Recycling

Qualifications and Experience

Rumpke Waste & Recycling

Experience Statement

Our Story

Rumpke Waste & Recycling is one of the largest waste and recycling firms in the United States. The company began in 1932, when William F. Rumpke operated a coal and junkyard business in Carthage, Ohio, which later morphed into a hog farm. William, with the help from his brother Bernard, collected garbage from business owners to feed their large hog stock. As the years passed, William and Bernard converted their hog farm into a trash collection business and created the company's first landfill. Today, the company is managed by William Rumpke's grandson, President & CEO William Rumpke Jr., along with other family members, an outside board of directors and a corporate management team.



Over the years, Rumpke has increased its service area to become one of the largest, privately-owned waste and recycling service providers in the nation, serving millions of residential, commercial and industrial customers throughout the United States.



Rumpke continues to grow through acquisitions, organic opportunities and investments in technology. Today, the company owns or operates 14 landfills and 10 recycling centers serving customers throughout Ohio, Kentucky, Indiana and West Virginia.

With a fleet of more than 2,000 hauling vehicles (2,600 total vehicles) and a workforce of approximately 3,200 employees, Rumpke is a leader in environmental solutions. After nearly 90 years, Rumpke remains a strong player in the industry, serving more than 1.5 million residential and commercial customers, and more than 430 municipal contracts daily.

One of Rumpke's other divisions, The William-Thomas Group, also services national accounts using a nationwide network of more than 5,000 waste haulers.

Rumpke's first landfill is one of the largest Sub-Title D landfills in the United States, accepting up to 12,500 tons of trash daily. The landfill is located in Colerain Township (near Cincinnati), and serves as the company's corporate headquarters. Rumpke owns or operates the following landfills:

- Bartholomew County Landfill (Columbus, Indiana)
- Beech Hollow Landfill (Wellston, Ohio)
- Bond Road Landfill (West Harrison, Ohio)
- Brown County Landfill (Georgetown, Ohio)
- Boyd County Sanitary Landfill (Ashland, Kentucky)
- Crawford County Landfill (Bucyrus, Ohio)
- Jackson County Landfill (Medora, Indiana)
- Lake County Landfill (Painesville, Ohio)
- Montgomery County Landfill (Mt. Sterling, Kentucky)
- New Baltimore Landfill (New Baltimore, Ohio)
- Noble Road Landfill (Shiloh, Ohio)
- Pendleton County Landfill (Butler, Kentucky)
- Pike Sanitation Landfill (Waverly, Ohio)
- Rumpke Sanitary Landfill (Colerain Township, Ohio, near Cincinnati)

Rumpke Waste & Recycling

Commitment to Sustainability

Rumpke works with businesses, industries, residents, communities and municipalities to start and sustain successful waste diversion and recycling programs. Rumpke's first recycling location was established in 1941 in Southwestern Ohio. The operation was primitive compared to today's recycling technologies, and consisted mostly of manual sorting.

In 1989, Rumpke purchased a recycling operation in Pickaway County, Ohio. This purchase—which marked the start of Rumpke's official recycling division—was followed by a second site in Cincinnati in 1991. Dual-stream facilities opened in Columbus and Dayton, Ohio, Louisville and Ashland, Kentucky, and Indianapolis, Indiana, throughout the 1990s. The facilities met a critical demand for communities seeking to divert material from landfills.

As the recycling industry grew, Rumpke remained at the forefront and continued investing in the latest technologies. Today, Rumpke provides the regional framework necessary to serve residential, commercial and industrial customers.

Rumpke owns and operates three of the most advanced recycling facilities in the nation, including a facility in Columbus, Ohio, a newly renovated glass processing site in Dayton, Ohio, and a $32 million facility in Cincinnati, Ohio, capable of sorting more than 100,000 pounds of recyclables per hour. These newly updated and advanced facilities make Rumpke a regional recycling leader.



Via positive negotiations, Rumpke has secured long-term and stable marketing agreements with regional, domestic manufacturers that purchase recyclables for use as raw materials. Rumpke's end-user network is further assurance that items collected and processed by Rumpke are being recycled and put to good use.

Rumpke offers complete environmental solutions including much more than earth-friendly disposal and recycling services. Rumpke services also include composting (where available), construction recycling and e-waste and universal waste hauling options for recycling.

Rumpke is even making a difference at its landfills. At Rumpke Sanitary Landfill, near Cincinnati, the company recovers landfill gas and converts it into natural gas energy for up to 27,000 homes. The operation is the largest landfill gas to direct pipeline energy system in the world, and it's been in operation since 1986. Rumpke also boast landfill gas to energy systems at Boyd County Sanitary Landfill, the Brown County, Ohio Landfill, and the Pendleton County, Kentucky Landfill. Not to mention, design work is already underway to build additional waste to energy plants at landfills in Kentucky and Indiana.



Rumpke also works to make sustainability common practice throughout company operations by educating employees and implementing practices to conserve water, construction materials and fuel. Today, Rumpke recycles more than a million tires annually, using them as drainage layers or separation barriers for landfills.

In 2011, the firm opened compressed natural gas filling stations and began a pilot program to run garbage trucks on green energy. Today, Rumpke's compressed natural gas fleet has grown to 350 plus vehicles and compressed natural gas fueling stations can be found at Rumpke's Cincinnati, Columbus and Dayton, Ohio locations as well as at its site in Louisville, Kentucky.

Rumpke is also a leader in transparency, community outreach and education. Nearly 10,000 visitors tour Rumpke sites each year to learn more about proper waste and recycling practices and environmental protection. The firm offers presentations and hosts open houses to teach the public about the components of a complete environmental solution.

Rumpke Waste & Recycling

Compliance

Rumpke's Engineering and Environmental Affairs Division oversees landfill regulatory compliance, environmental monitoring, planning and design, and construction management. Rumpke's engineers, environmental scientists and technicians work with consultants to meet or exceed all compliance standards set forth by local, state and federal regulators.

Staying Safe

Safety is a top priority at Rumpke. Rumpke and its divisions employ a Corporate Safety Department with members working throughout Rumpke's service regions. The safety team consists of Department of Transportation (DOT), Occupational Safety and Health Administration (OSHA), Fire Prevention and Loss Control departments, as well as site safety supervisors. Beyond conducting compliance and safety audits, the team presents initial and continuing education opportunities for all Rumpke employees.

Monthly "tool box talks" highlight seasonal safety issues, and throughout the year specialized courses are developed and implemented. Techniques are learned, practiced, observed and evaluated for continuous improvement.

Rumpke divisions strive to comply with all OSHA, DOT, EPA and other regulatory agencies. Each manager and supervisor is required to attend the OSHA 30-hour voluntary outreach program. Employees attend new hire, annual and in-service safety and health training for the tasks they are assigned to perform.

Safety is a primary component of the Rumpke culture internally as well as externally. The National Waste and Recycling Association recently partnered with the National Institute for Occupational Safety and Health (NIOSH) and the U.S. Department of Health and Human Services (HHS), to develop driver safety communications based on Rumpke's public awareness campaign, "Slow Down to Get Around."

Rumpke initiated the "Slow Down" campaign in 2004, following two accidents in one week in which waste collection drivers were struck by passing motorists. The team developed public service announcements, truck decals and other promotional materials. To date, more than 300 municipalities and firms world-wide have adopted the campaign including Cincinnati, New York and many others.

and supervisor is required to attend the OSHA 30-hour voluntary outreach program. Employees attend new hire, annual and in-service safety and health training for the tasks they are assigned to perform.

Safety is a primary component of the Rumpke culture internally as well as externally. The National Waste and Recycling Association recently partnered with the National Institute for Occupational Safety and Health (NIOSH) and the U.S. Department of Health and Human Services (HHS), to develop driver safety communications based on Rumpke's public awareness campaign, "Slow Down to Get Around."



Rumpke initiated the "Slow Down" campaign in 2004, following two accidents in one week in which waste collection drivers were struck by passing motorists. The team developed public service announcements, truck decals and other promotional materials. To date, more than 300 municipalities and firms world-wide have adopted the campaign including Cincinnati, New York and many others.

Strong Foundation Provides Best Service & Overall Customer Experience

The Rumpke family's involvement, a well-trained and qualified staff, and the best technology available combine to ensure a wonderful experience for customers. Rumpke's commitment to providing the best service available at a fair price is an advantage that encourages customers such as, Procter & Gamble, Duke Energy Corp., Columbus Blue Jackets, Cincinnati Reds, Yum Brands, U.S. Postal Service, the Cleveland Browns and Home City Ice to count on Rumpke to manage all their waste and recycling needs.

Learn More About Rumpke

www.rumpke.com | 1-800-828-8171

RUMPKE

UNITED STATES OF AMERICA
STATE OF OHIO
OFFICE OF THE SECRETARY OF STATE

I, Frank LaRose, do hereby certify that I am the duly elected, qualified and present acting Secretary of State for the State of Ohio, and as such have custody of the records of Ohio and Foreign business entities; that said records show RUMPKE OF OHIO, INC., an Ohio corporation, Charter No. 1042894, having its principal location in Cincinnati, County of Hamilton, was incorporated on October 15, 1998 and is currently in GOOD STANDING upon the records of this office.

Witness my hand and the seal of the Secretary of State at Columbus, Ohio this 6th day of November, A.D. 2020.

Ohio Secretary of State

Validation Number: 202031101604

Rumpke Consolidated Companies, Inc. and Subsidiaries

Consolidated Financial Statements as of and for the Years Ended December 31, 2019 and 2018, and Independent Auditors' Report

Deloitte.

Deloitte & Touche LLP
250 East 5th Street
Suite 1900
Cincinnati, OH 45202-5109
USA

Tel:+1 513 784 7100
Fax:+1 513 784 7204
www.deloitte.com

INDEPENDENT AUDITORS' REPORT

To the Board of Directors and Stockholders of
Rumpke Consolidated Companies, Inc. and Subsidiaries:

We have audited the accompanying consolidated financial statements of Rumpke Consolidated Companies, Inc. and subsidiaries (the "Company"), which comprise the consolidated balance sheets as of December 31, 2019 and 2018, and the related consolidated statements of operations and comprehensive income, stockholders' equity, and cash flows for the years then ended, and the related notes to the consolidated financial statements.

Management's Responsibility for the Consolidated Financial Statements

Management is responsible for the preparation and fair presentation of these consolidated financial statements in accordance with accounting principles generally accepted in the United States of America; this includes the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of consolidated financial statements that are free from material misstatement, whether due to fraud or error.

Auditors' Responsibility

Our responsibility is to express an opinion on these consolidated financial statements based on our audits. We conducted our audits in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the consolidated financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the consolidated financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the consolidated financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the Company's preparation and fair presentation of the consolidated financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Company's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the consolidated financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Opinion

In our opinion, the consolidated financial statements referred to above present fairly, in all material respects, the consolidated financial position of the Company as of December 31, 2019 and 2018, and the results of its operations and its cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

Deloitte + Touche LLP

April 23, 2020

RUMPKE CONSOLIDATED COMPANIES, INC. AND SUBSIDIARIES

CONSOLIDATED BALANCE SHEETS
AS OF DECEMBER 31, 2019 AND 2018
(Amounts in thousands)

ASSETS	2019	2018
CURRENT ASSETS:		
Cash	$ 6,130	$ 9,732
Accounts receivable—less allowances for doubtful accounts of $681 and $1,198 in 2019 and 2018, respectively	58,599	50,414
Parts and supplies	11,406	12,312
Prepaid expenses and other assets	5,255	5,048
Total current assets	81,390	77,506
PROPERTY AND EQUIPMENT:		
Land and land improvements	465,058	423,478
Buildings and building improvements	127,166	99,949
Equipment and fixtures	811,005	730,237
Construction in progress	29,374	44,336
	1,432,603	1,298,000
Less accumulated depreciation and amortization	887,585	805,627
Total property and equipment	545,018	492,373
OTHER ASSETS:		
Goodwill	12,130	8,412
Intangible assets—finite life	25,940	21,802
Unrealized gain on financial contracts		3,562
Other assets	5,774	7,213
Total other assets	43,844	40,989
TOTAL	$ 670,252	$ 610,868

LIABILITIES AND STOCKHOLDERS' EQUITY	2019	2018
CURRENT LIABILITIES:		
Accounts payable and other liabilities	$ 41,650	$ 47,881
Accrued expenses	31,413	28,577
Unearned revenues	19,141	16,488
Current portion of long-term debt	15,971	16,962
Total current liabilities	108,175	109,908
LONG-TERM DEBT—Less current portion	354,732	324,679
ASSET RETIREMENT OBLIGATIONS	90,016	83,368
OTHER LIABILITIES:		
Accrued pension	45,270	46,046
Unrealized loss on financial contracts	7,120	
Other liabilities	21,931	21,648
Total other liabilities	74,321	67,694
DEFERRED COMPENSATION	1,363	1,363
Total liabilities	628,607	587,012
COMMITMENTS AND CONTINGENCIES (Note 13)		
STOCKHOLDERS' EQUITY:		
Capital stock	110	110
Treasury stock	(162,349)	(162,349)
Accumulated other comprehensive loss	(54,685)	(56,129)
Note receivable	(4,563)	(3,563)
Retained earnings	262,190	245,132
Total Rumpke Consolidated Companies, Inc. and Subsidiaries stockholders' equity	40,703	23,201
Noncontrolling interest	942	655
Total stockholders' equity	41,645	23,856
TOTAL	$ 670,252	$ 610,868

See notes to consolidated financial statements.

RUMPKE CONSOLIDATED COMPANIES, INC. AND SUBSIDIARIES

CONSOLIDATED STATEMENTS OF OPERATIONS AND COMPREHENSIVE INCOME
FOR THE YEARS ENDED DECEMBER 31, 2019 AND 2018
(Amounts in thousands)

	2019	2018
REVENUES:		
Collection and disposal	$643,564	$582,891
Sale of recyclables	26,702	36,459
Other revenues	23,744	23,938
Total revenues	694,010	643,288
OPERATING EXPENSES	455,513	434,143
DEPRECIATION AND AMORTIZATION	121,380	111,860
SELLING, GENERAL, AND ADMINISTRATIVE EXPENSES	74,153	70,176
Total operating expenses	651,046	616,179
OPERATING INCOME	42,964	27,109
OTHER (EXPENSE) INCOME:		
Interest expense	(15,845)	(14,126)
Net (loss) gain on sale of assets	(40)	112
Unrealized (loss) gain on financial contracts	(10,432)	2,172
Miscellaneous—net	1,410	9,141
Total other expense	(24,907)	(2,701)
INCOME BEFORE INCOME TAXES AND NONCONTROLLING INTEREST	18,057	24,408
INCOME TAX EXPENSE	450	376
NET INCOME	17,607	24,032
NET INCOME ATTRIBUTABLE TO NONCONTROLLING INTEREST	549	2,458
NET INCOME ATTRIBUTABLE TO RUMPKE CONSOLIDATED COMPANIES, INC. AND SUBSIDIARIES	17,058	21,574
NET INCOME, INCLUDING NONCONTROLLING INTEREST	17,607	24,032
OTHER COMPREHENSIVE INCOME (LOSS)	1,444	(6,804)
COMPREHENSIVE INCOME	19,051	17,228
COMPREHENSIVE INCOME ATTRIBUTABLE TO NONCONTROLLING INTEREST	549	2,458
COMPREHENSIVE INCOME ATTRIBUTABLE TO RUMPKE CONSOLIDATED COMPANIES, INC. AND SUBSIDIARIES	$ 18,502	$ 14,770

See notes to consolidated financial statements.

REFERENCES

The following are provided as references for whom Rumpke currently provides similar services:

Community Reference

- CITY OF VANDALIA
  333 James E. Bohanan Memorial Drive
  Vandalia, Ohio 45377
  Contact: Jon Crusey, City Manager – (937) 415-2258
  Contract Date: 1/1/17 to 12/31/21

- CITY OF XENIA
  107 E. Main Street
  Xenia, Ohio 45385
  Contact: Brent Marriman, City Manager – (937) 376-7235
  Contract Date: 1/1/21 to 12/31/22

- CITY OF ENGLEWOOD
  333 W. National Road
  Englewood, Ohio 45322
  Contact: Eric Smith, City Manager – (937) 836-7426
  Contract Date: 4/1/21 to 3/31/27

- CITY OF UNION
  118 N. Main Street
  Union, Ohio 45322
  Contact: *John Applegate, City Manager* – (937) 836-8624
  Contract Date: 10/1/18 to 9/30/23

- CITY OF KETTERING
  3600 Shroyer Road
  Kettering, Ohio 45429
  Contact: Mark Schwieterman – (937) 296-2412
  Contract Date: 1/1/18 to 12/31/22

- CITY OF FAIRBORN
  44 West Hebble Avenue
  Fairborn, Ohio 45324
  Contact: Karen Hawkins, Public Works Director – (937) 754-3155
  Contract Date: 1/1/21 to 12/31/25

Bank Reference

- JP MORGAN CHASE, NA
  8044 Montgomery Road
  Cincinnati, Ohio 45236
  Contact: Daniel Orem, Vice-President – (513) 985-5039

In addition, Rumpke provides contractual solid waste and/or recycling services to 16 Montgomery County Municipal Entities, 250 plus municipalities within the State of Ohio, and more than 430 municipalities and governmental entities company-wide.

Rumpke Waste & Recycling

Statement of Qualifications

Rumpke's Dayton Region

Background

Rumpke's Dayton Region consists of Dayton, Ohio and Georgetown, Ohio, operations and includes:

- Brown County Landfill
- A recycling center
- A one-of-a-kind glass processing plant
- Hauling operations in Dayton and Georgetown, Ohio
- Administrative offices in Dayton and Georgetown, Ohio
- Maintenance shop in Dayton and Georgetown, Ohio

Equipment

Rumpke's Dayton Region is comprised of about 240 trucks, including roll off, front load and rear load for both waste and recycling collection.

Employment

Rumpke has just over 300 employees, including drivers, equipment operators, mechanics, general laborers, commercial and municipal sales representatives, managers and administrative personnel working in Rumpke's Dayton Region.

Service Offerings

Rumpke's Dayton Region offers comprehensive waste removal, disposal and recycling operations to residential, commercial and industrial customers.

Services include municipal solid waste removal and disposal, roll off containers, commercial containers, a full line of compactors and residential and commercial recycling collection where available. Additionally, Rumpke offers portable restroom rentals and tire collection and recycling.

Service Territory

Rumpke's Dayton Region provides service to communities and businesses in the following counties in Ohio and Kentucky:

Ohio			**Kentucky**
Montgomery	Clinton	Brown	Mason
Clark	Highland	Adams	Lewis
Green	Clermont	Champaign	

Municipal Contracts

Rumpke's Dayton Region provides contracted residential waste removal services, curbside recycling and drop-off box recycling programs for nearly 60 municipalities and solid waste districts within its service footprint.

Key Personnel

Key management personnel for Rumpke's Dayton Region include the following:

- Andrew Rumpke, Area President
- Jake Rumpke, Region Vice President
- Tyler Rumpke, Georgetown Operations Manager
- Bill Goins, Dayton Operations Manager
- Steve Sargent, Director of Rumpke Recycling
- Bob Kras, Georgetown Landfill Manager
- Drew Watson, Region Sales Manager
- Chanda Rohrer, Municipal/Public Sector Representative (Dayton District)
- Tina Martin, Industrial Waste Specialist

RUMPKE

Waste & Recycling Services

EQUAL EMPLOYMENT OPPORTUNITY POLICY STATEMENT

Rumpke has been, and will continue to be, an equal opportunity employer. The principles of equal opportunity are in all ways consistent with the core values of the company. To assure full implementation of this policy we will assure that:

Persons are recruited, hired and promoted for all jobs without regard to race, religion, color, sex, sexual orientation, gender identification, national origin, age, disability, protected veteran status or family genetic information.

Placement decisions are based solely on an individual's qualifications.

Other personnel actions such as compensation, benefits, transfers, layoffs, and company sponsored programs and activities are administered without regard to race, religion, color, sex, sexual orientation, gender identification, national origin, age, disability, protected veteran status or family genetic information.

Rumpke will not discriminate against any individual because of a physical or mental disability or because of veteran status. Reasonable accommodation will be provided whenever possible in our effort to advance employment opportunities for individuals with disabilities and disabled veterans.

Rumpke also has a firm commitment to provide a work environment free from all forms of sexual harassment. Any substantiated incidents of sexual harassment by a manager or an employee will result in immediate disciplinary action. It is the responsibility of every employee to bring to the Company's attention any evidence of sexual harassment so that the matter can be promptly investigated, and appropriate action taken.

The Company will also not tolerate any harassment of employees because of disability or protected veteran status. Employees and applicants will not be subject to harassment , intimidation, threats, coercion or discrimination because they have filed a complaint, assisted in any activity related to the administration of Section 503 of the Rehabilitation Act of 1973, as amended; USC 4212; the Jobs for Veterans Act; or exercised any other right protected by the Acts.

Eric Bostian, Director of Human Resources, is designated to serve as the Equal Opportunity Officer. He will oversee all affirmative action efforts and ensure that the equal employment opportunity policy is being implemented at all levels. If you have a question about the policy or if you feel that you have been a victim of discrimination or harassment, you should contact Mr. Bastian's office immediately. Pertinent portions of the affirmative action programs are available for review by contacting the Human Resources Office during normal business hours.

William J. Rumpke, Jr., President



Rumpke Waste & Recycling - A Best Managed Company

Rumpke was named one of the 2020 U.S. Best Managed Companies by Deloitte Private and The Wall Street Journal. The award recognizes the best managed private companies in the country.

Rumpke was nominated for the award and then participated in a rigorous application process. With nearly 500 other applicants, Rumpke is one of 27 honorees from the United States representing a variety of industries.

ABOUT RUMPKE:

Rumpke has been keeping neighborhoods and businesses clean and green since 1932. As one of the largest family owned waste and recycling firms in the country, Rumpke employs 3,200 people and provides residential, commercial and industrial waste and recycling services to millions of customers throughout Ohio, Indiana, Kentucky and West Virginia. Rumpke owns or operates 14 landfills and is considered a recycling leader in the Midwest - owning 11 recycling facilities including a one-of-a-kind glass processing facility in Dayton, Ohio. In all, Rumpke maintains a fleet of more than 2,000 vehicles and boasts about 60 locations. For more information visit www.rumpke.com.

ABOUT THE AWARD:

The Best Managed Companies program is a mark of excellence for private companies. US designees have annual revenues of at least $250 million. Hundreds of private companies around the world have competed for this designation in a rigorous and independent process that evaluates four key criteria in their management skills and practices—strategy, execution, culture and financials. US program sponsors are Deloitte Private and The Wall Street Journal. For more information, visit www.usbestmanagedcompanies.com.

"Rumpke is thrilled and honored by this national acknowledgement. During these times of uncertainty (relating to the pandemic), this recognition shines a spotlight on our country's leading private companies. Rumpke is proud to share this award with so many other successful private businesses and to be the only waste and recycling firm to earn this designation."

— President & CEO, Bill Rumpke Jr.



Rumpke Waste & Recycling

Rumpke Trucks

Our Fleet on the Street

Rumpke has nearly 2,000 vehicles to service our customers. Each vehicle serves a specific purpose. Learn more about each type of truck:



REAR LOAD TRUCKS
Use: Residential collection
Collection Style: Driver loads material into the back of the truck
Gross Vehicle Weight (typical): 62,000 pounds
Empty Weight (typical): 35,000 pounds
Capacity: 400-600 households for trash or 800-1,000 households for recycling



RESIDENTIAL FRONT LOAD TRUCKS
Use: Residential collection, specifically used in areas with cart programs
Collection Style: Arms on the front of the truck pick up containers and load material into the truck.
Gross Vehicle Weight (typical): 62,000 pounds
Empty Weight (typical): 40,000 pounds
Capacity: 600-800 households for trash or 800-1,000 households for recycling

Rumpke Waste & Recycling



AUTOMATED TRUCKS
Use: Residential collection
Collection Style: Mechanical arm on the side of trucks pick up trash containers and load into the top of truck.
Gross Vehicle Weight (typical): 62,000 pounds
Empty Weight (typical): 37,000 pounds
Capacity: 600-800 households for trash or 800-1,000 households for recycling



CNG TRUCKS
Use: Residential collection
Collection Style: Driver loads material into the back of the truck
Gross Vehicle Weight (typical): 62,000 pounds
Empty Weight (typical): 37,000 pounds
Capacity: 600-800 households for trash

Rumpke Waste & Recycling

Notification Plan – Unable to Service

Curbside Waste Service

Please visit us at www.rumpke.com or call us directly at 1-800-828-8171.
We're sorry; however, we are unable to service your account today because:

Payment
- ☐ Non-payment, there is an outstanding balance on your account.
- ☐ You are not registered as a Rumpke customer.

Containers & Collection
- ☐ This container requires a one-time use sticker.
- ☐ The container is unacceptable size; it exceeds the acceptable gallon limit.
- ☐ The container is an improper container—Drums, barrels, yard receptacles or other non-waste containers are not acceptable.
- ☐ The weight of your container exceeds the maximum allowable weight.
- ☐ The amount of waste at the curb exceeds allowable limits.
- ☐ Access to your container was blocked (trees, signs, cars, mailboxes, construction, etc.).
- ☐ Bulk items require special scheduled collection.
- ☐ Your trash or recycling was not placed at the curb the night before scheduled collection.

Yard Waste Collection
- ☐ Local law prevents Rumpke from collecting yard waste mixed with trash.
- ☐ Loose material must be bundled into proper lengths and widths.
- ☐ Plastic bags cannot be placed with yard waste materials.
- ☐ Separate yard waste collection is not available in your area.

Unacceptable Items
- ☐ Combustible/liquid materials are not accepted.
- ☐ Fluorescent bulbs are not accepted.
- ☐ Chlorofluorocarbon (CFC) containing appliances are not accepted.
- ☐ Other: _____

_____

Thank you for choosing Rumpke. We appreciate your attention to this matter and your business.

RUMPKE

Curbside Recycling Service

Please visit us at www.rumpke.com or call us directly at 1-800-828-8171.
We're sorry; however, we are unable to service your account today because:

Your recycling container included an unacceptable amount of contamination (waste material). Please review a complete list of acceptable recyclables below or visit www.rumpke.com anytime for more information.

Residents can recycle the following items.

- Plastic bottles and jugs
- Glass bottles and jars
- Aluminum cans
- Steel cans and lids
- Paperboard (like cereal boxes)
- Cardboard
- Office paper
- Envelopes and junk mail
- Newspapers, magazines and inserts
- Telephone books and catalogs
- Cartons

Thank you for recycling. Rumpke appreciates your business.

RUMPKE RECYCLING

Rumpke Waste & Recycling

Rumpke, A Recycling Leader

RECYCLING BEFORE IT WAS POPULAR

Rumpke has been recycling since the 1930s when company founders pulled rags, metals and glass from the waste stream for reuse and recycling. In 1989, Rumpke began offering curbside collection for customers and has steadily expanded that effort to become a recycling leader in the Midwest.

Recycling for All

Today, Rumpke brings reliable recycling services to millions of residents and businesses throughout Ohio, Kentucky and Indiana. Rumpke provides municipal services to more than 400 communities. Cities like Columbus, Cincinnati, Tiffin, North Royalton, Hamilton, Middletown and Tipp City count on Rumpke to provide their homeowners with single stream curbside recycling services. And organizations like P&G, the Cincinnati Reds, the Cleveland Browns, The Ohio State University and many others count on Rumpke for commercial recycling services.



An Investment Worth Making

During the last decade, Rumpke has invested upwards of $50 million dollars to implement the most-technologically advanced recycling systems in Ohio and beyond. Annually, Rumpke's 12 recycling facilities process more than 1 billion pounds of material.

1. Chillicothe, OH
2. Columbus, OH
3. Dayton, OH
4. Elmwood Place, OH
5. Ironton, OH
6. Louisville, KY
7. Mansfield, OH
8. Medina, OH
9. Medora, IN
10. New Miami, OH
11. St. Bernard, OH
12. Lexington, KY



Putting Glass to Good Use

Did you know glass makes up about 14% of the curbside stream of material? While others have discontinued glass recycling programs, Rumpke innovated new technology to convert broken glass into a useable raw material for the home insulation and glass container industries. Today, Rumpke is the only hauler in the country to operate its own glass processing facility. Each month, the glass recycling center processes between 2,500-4,000 tons of glass, keeping it out of landfills and putting it to good use.

RUMPKE ACCEPTS:

- Paper & Cardboard
- Glass Bottles & Jars
- Cartons
- Plastic Bottles, Jugs & Tubs
- Metal Cans

We also offer specialized recycling services for industrial customers.

Total Waste Services

For those customers who have bulk recyclables from commercial or industrial processes, Rumpke offers specialized recycling services for a variety of materials from e-waste recycling to plastics, cardboard and much more. We have an experienced team to help organizations customize programs or even provide in-plant service to help them best reach their objectives.

www.rumpke.com | 1-800-828-8171

BEST MANAGED COMPANIES
Recognizing private company success

RUMPKE®

Educational Opportunities

As an industry leader, Rumpke takes pride in educating the public about our waste disposal and recycling technologies. Our state-of-the-art operations provide an excellent resource for teachers and community organizations.

Rumpke's industry experts, including environmental engineers, landfill managers and recycling technicians, can be a tremendous asset in the classroom or boardroom.

Please contact the Rumpke Corporate Communications Department to learn how Rumpke can help fulfill your educational goals.

TOURS

Group tours are available at most Rumpke facilities. Landfill tours are conducted from the safety and comfort of a bus. A guide explains what happens after garbage is collected along with general operations including leachate wastewater collection, methane gas recovery, surface water control and the landfill cell construction.

Tours of our Material Recovery Facilities (MRFs) demonstrate the collection and sorting of recyclable materials. As a safety precaution, each MRF has age requirements. Hard soled footwear is required and a hard hat and safety glasses are provided.

> " Rumpke has been a wonderful partner in environmental education with Keep Cincinnati Beautiful. Thanks, Rumpke, for helping us to grow green habits! "
>
> Keep Cincinnati Beautiful

LANDFILL AND RECYCLING PRESENTATIONS

From school assemblies to corporate meetings, Rumpke representatives are available to present landfill and recycling information in any format. Topics include landfill construction, landfill gas recovery, and environmental protection, as well as the importance of recycling, the collection and sorting process, and the future of landfills and recycling systems.

CLASSROOM RESOURCES

Rumpke provides an array of materials to compliment discussions on waste, recycling and the future of the environmental industry. Rumpke's DVD library includes landfills, single stream recycling and glass recycling. Activity and fact sheets also are available to help stimulate the learning process.

MASCOTS

Mascots "Binny" and "Binita" represent Rumpke Recycling in the community, often visiting schools, parades and special events such as Earth Day. To inquire about mascot availability for your event, contact the Rumpke Corporate Communications Department or your Rumpke representative.



RECYCLE THESE



PLASTIC BOTTLES, JUGS & TUBS



GLASS BOTTLES & JARS



PAPER & CARDBOARD



CARTONS



METAL CANS

NOT THESE



CLOTHING & TEXTILES



NEEDLES



PLASTIC BAGS





HOSES & CHAINS

HOW RUMPKE RECYCLING WORKS

RUMPKE RECYCLING FACILITIES



1. St. Bernard, OH
2. Columbus, OH
3. Dayton, OH (2)
4. Chillicothe, OH
5. Mansfield, OH
6. Elmwood Place, OH
7. New Miami, OH
8. Louisville, KY
9. Medora, IN
10. Medina, OH
11. Lexington, KY

HOW ARE RECYCLABLES SORTED?



DRUM FEEDER

Creates a consistent flow of material from the tipping floor to the pre-sort line.



PRE-SORT AREAS

Trash is removed.



CARDBOARD SCREENER

Rotating discs remove the cardboard from the stream.

GLASS BREAKER

Glass is broken on the screen, conveyed to a bunker and sent to Rumpke's Dayton Glass Processing Facility.

PAPER SCREENER

Rotating discs separate the paper from the containers.



OPTICAL SCANNER

Infrared light shines on the conveyor belt. The designated material (paper, cartons or plastic) is identified by a scanner and separated using bursts of air.



OVERHEAD MAGNET

Attracts the steel cans.



EDDY CURRENT

Rare earth magnet repels the aluminum cans and causes them to "jump" onto the designated belt.



BALER

Compacts the material into bales to be sold and made into something new.

WHY RECYCLE?

RUMPKE RECYCLING

- Saves natural resources and energy
- Reduces amount of waste going into landfills
- Reduces pollution
- Creates jobs and helps the economy
- Recyclables are made into new products
- Protects wildlife habitat

JOBS



- Drivers
- Sorters
- Safety
- Heavy Equipment Operators
- Mechanics
- Engineering
- Industrial Maintenance Technicians
- Housekeeping
- Finance
- Customer Service
- Commercial Recycling Sales Reps
- Commodity Marketing

www.MyRumpke.com

BEST MANAGED COMPANIES
Recognizing private company success

RUMPKE®

Recycle These

PAPER



Cardboard should fit inside cart.

GLASS BOTTLES & JARS



Any color. Reattach lid.

PLASTIC BOTTLES, JUGS & TUBS



Reattach lid.
Yogurt and fruit cups OK.

METAL CANS



Non-hazardous, non-flammable material only.

CARTONS



No egg or ice cream cartons.
Remove caps and straws.

DON'T RECYCLE

- Plastic bags
- Hazardous material such as batteries
- Tanglers such as clothing, dog leashes & garden hoses
- Scrap metal, including pots & pans

Visit **www.rumpke.com** to learn more about our recycling program. Visit your local Solid Waste District to find where you can dispose of hazardous material.

Just the Basics

Single-Stream and Cardboard Only Recycling

POTENTIAL CUSTOMERS: SINGLE STREAM

- Offices (potential for paper only program)
- Bars and restaurants
- Schools and institutes
- Nursing homes and assisted living facilities
- Municipalities

POTENTIAL CUSTOMERS: CARDBOARD ONLY

- Offices (potential for paper only program)
- Convenience stores
- Drug stores
- Municipalities

SINGLE STREAM SELLING POINTS

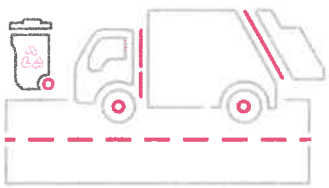
- Customized service to meet each customer's demands and specific needs
- Potentially reduce trash collection needs and costs
- Fast and easy implementation
- Variety of containers to assist with collection
- Employee education on the customer's schedule

HELP CUSTOMERS MAKE IT WORK

- In break rooms and cafeterias, recommend a lid on the container with a restrictive opening (especially if the bins are not next to a wall where signage can be hung)
- Color coordinate bins throughout building to help employees identify waste from recycling (gray trash bins, blue or green recycling bins)
- Shredded paper in a single stream program should be placed in clear bags (this is the only item and only time a bag is suggested)
- Place a recycling bin next to, if not touching, each garbage can
- Use dark bags in trash and clear bags in recycling to help the janitorial staff identify which is which when at the dumpsters
- Recyclables should be placed loose in the dumpster, but if bagged, the bag must be clear so contents are visible
- Place signage at eye level above recycling bin, not just on container

WHAT YOU CAN RECYCLE:

Mix all items together.
No separation required.



PLASTIC BOTTLES, JUGS & TUBS



Reattach lid.
Yogurt and fruit cups OK.

CARTONS



Remove caps and straws.

GLASS BOTTLES & JARS



Any color.

PAPER



Cardboard should fit inside cart.

METAL CANS



Non-hazardous, non-flammable material only.

End Products

Rumpke recycled more than 900 MILLION POUNDS of material in 2019 and works with regional manufacturers to turn your recyclables into new products.

PLASTIC



Bottles, jugs & tubs

PET (Plastic Bottles)	Plastic strapping, carpet, Plastic bottles
HDPE (Plastic Jugs)	Drainage pipe, plastic container, toys
#5 Plastic Tubs	Plastic Containers

GLASS



Bottles & Jars

Dayton Glass Processing Facility

Large Pieces	Glass Bottles
Small Pieces	Fiberglass Insulation

CARTONS



No lids & straws

Cartons & Aseptic Containers	Tissue & Office Paper

METAL CANS



Tin, Steel, Aluminum

Steel Cans	Car Parts & Appliances
Aluminum Cans	Aluminum Cans

PAPER



& Cardboard

Cardboard	Corrugated Boxes
Mixed Paper	Corrugated Boxes
Newspaper	Newspaper & Corrugated Boxes

Rumpke Waste & Recycling

Cart Stamp Sample

www.rumpke.com | 1-800-828-8171

Please include only these materials in your cart.

Paper
- Office/Computer paper
- Newspapers & inserts
- Magazines & catalogs
- Junk mail & envelopes
- Phone books
- Paper grocery bags
- Cereal & snack boxes
- Cardboard *(flattened to 2' x 3')*
- Clean pizza boxes *(free of food & grease)*



Cartons
- Cartons for juice, soy milk, milk, broth, cream, egg substitutes *(caps & straws removed)*



Plastic Bottles
- Plastic bottles & jugs with a base wider than its small mouth



Metal Cans
- Aluminum cans
- Metal cans & lids
- Tin cans
- Aerosol cans *(with lids & tips removed)*



Glass Bottles & Jars
- Glass bottles & jars *(any color, lids removed)*



- **NO** Garbage
- **NO** Food
- **NO** Yard Waste
- **NO** Plastic Bags
- **NO** Electronics
- **NO** Buckets
- **NO** Butter Tubs
- **NO** Syringes
- **NO** Light Bulbs
- **NO** Drinking Glass
- **NO** Batteries
- **NO** Ceramics or Dishes
- **NO** Pots or Pans
- **NO** Foil Juice Pouches

RUMPKE RECYCLING

www.rumpke.com

RUMPKE

Rumpke Waste & Recycling

Landfills. They're what we do best.

KEEPING NEIGHBORHOODS CLEAN & GREEN SINCE 1932

Rumpke Waste & Recycling is one of the country's largest waste and recycling companies. Our award-winning, family-owned firm services millions of waste and recycling customers throughout four states. Let us customize a program to meet your service, financial and sustainability objectives.

From the Beginning...

Rumpke has operated landfills since 1945. In fact, we've perfected landfill design, construction and strategic planning. Today, Rumpke operates 13 landfills, including one of the largest municipal solid waste landfills in the country. All of our landfills are engineered with the best available technology and managed with the right expertise to ensure compliance, customer efficiency and maximum environmental protection.



Customers Come First

Every employee at Rumpke, knows customers come first. Rumpke's customer response team and local personnel are available to answer questions and facilitate service requests quickly and easily. While behind the scenes, Rumpke's customer experience team is always working to assure quality interactions on the phone, online or in person.



A Commitment to Compliance

Our landfills are sanitary sites, built according to Federal Sub-Title D regulations, with protective liners placed under and on top of the trash. Storm water, leachate (water that has come into contact with waste) and air quality monitoring are standard parts of Rumpke operations.

Rumpke has the systems in place to ensure compliance and safety. Rumpke's engineers, consultants and safety experts don't just meet regulations, we exceed them. Our team proactively inspects sites to ensure consistency and exceed regulator expectations. If you're not familiar with Rumpke, check out our compliance records. They speak for themselves.

www.rumpke.com | 1-800-828-8171

RUMPKE

Rumpke Waste & Recycling

Think Landfills Can't Help You Meet Your Sustainability Goals—Think Again.

Who says landfilling is a waste? Recycling happens at Rumpke landfills every day.

When trash decomposes, and methane is generated, Rumpke is putting it to good use. At Rumpke Sanitary Landfill in Cincinnati we converted 47,000 tons of methane into natural gas power for 27,200 homes and compressed natural gas fuel for nearly 200 garbage trucks. The site's renewable energy system is noted as the largest waste to direct energy pipeline system in the world.

At our Pendleton County Landfill in Butler, Kentucky, Rumpke partners with the Eastern Kentucky Power Cooperative to generate electricity for approximately 2,500 area homes. In recent years, nearly 12,300 tons of methane was converted into renewable energy.

In Georgetown, Ohio Rumpke's Brown County Landfill partners with Energy Developments to operate a 4.8 mega-watt power plant that provides electricity to about 1,500 homes in the area. It's one more way Rumpke is creating renewable energy from waste.



Keep Your Costs in Check: Rumpke's Landfills Offer Quick & Easy Access

Rumpke operates 14 landfills throughout Ohio, Kentucky and Indiana. In 2017 alone, Rumpke landfills received 5 million tons of trash. Our professionals know how to procure the right tools and equipment to make disposal at a Rumpke facility quick and easy. Speaking of quick. Rumpke landfills are easily accessible from a variety of state and interstate highway systems.



Trash Type Experts

We've seen it all. Rumpke's environmental expertise extends to all types of waste. Our industrial waste experts and universal waste associates partner with disposal clients to properly classify waste streams and ensure accurate paperwork and compliance.

Acceptable Material

- Asbestos – Friable & Non-Friable by appointment only
- Auto Shredder Waste
- Clean & Contaminated Soil
- Construction & Demolition Wastes
- Drummed Waste with Solids
- Industrial Process Waste
- Liquid Waste by appointment only
- Residual Waste from a Dry Waste Material
- Recovery Facility
- Sludge
- Wood Waste

Unacceptable Material

- Batteries
- Biosolids
- Electronic Waste
- Explosives
- Hazardous Waste
- Infectious Waste
- Putrescible Waste (e.g. food waste)
- Radioactive Waste
- Tires
- White Goods (e.g. refrigerators, air conditioners, etc.)

Rumpke Waste & Recycling

Rumpke Landfill Locations & Hours of Operation



OHIO LANDFILLS

1. **BROWN COUNTY LANDFILL**
   8 a.m.–4 p.m. | M – F
   8 a.m.–Noon | First Saturday of the Month
2. **CRAWFORD COUNTY LANDFILL**
   6:30 a.m.–4 p.m. | M – F
   8 a.m.–10 a.m. | Saturday
3. **NOBLE ROAD LANDFILL**
   7 a.m.–4 p.m. | M – F
4. **NEW BALTIMORE LANDFILL**
   7 a.m.–5 p.m. | M–F
5. **PIKE COUNTY LANDFILL**
   7 a.m.–5 p.m. | M – F
6. **RUMPKE SANITARY LANDFILL**
   8 a.m.–5 p.m. | M–F
   8 a.m.–Noon | Saturday
7. **WELLSTON LANDFILL**
   7 a.m.–4 p.m. | M – F
8. **LAKE COUNTY LANDFILL**
   7 a.m.–3:30 p.m. | M–F
   9 a.m.–1 p.m. | Saturday
9. **BOND ROAD LANDFILL**

KENTUCKY LANDFILLS

10. **BOYD COUNTY LANDFILL**
    6 a.m.–4 p.m. | M – F
11. **MONTGOMERY COUNTY LANDFILL**
    7 a.m.–5 p.m. | M – F
    8 a.m.–Noon | First Saturday of the Month
12. **PENDLETON COUNTY LANDFILL**
    7 a.m.–5 p.m. | M – F
    8 a.m.–Noon | Saturday

INDIANA LANDFILLS

13. **BARTHOLOMEW COUNTY LANDFILL**
    7:30 a.m.–4:30 p.m. | M – F
    8 a.m.–Noon | Saturday
14. **MEDORA LANDFILL**
    6 a.m.–5 p.m. | M – F
    6 a.m.–Noon | Saturday

Rumpke Waste & Recycling

TRANSFER STATION MANAGEMENT DONE RIGHT

When it comes to complete solid waste solutions and facility management, Rumpke Waste & Recycling has you covered. Give the burden of transfer station management to industry experts, and help your facility reach its highest potential.

Rumpke is a master at responsible and environmentally sound management at waste facilities. After all, we've been managing transfer stations for decades. That's why several local governments throughout Ohio, Kentucky and Indiana have contracted with Rumpke to manage teams, operations and facilities using the best management practices to achieve, maintain or even exceed environmental compliance, in an efficient and cost-effective manner.

If profitability is your objective, Rumpke's customer care team is top notch, driving loyal repeat business, boosting your bottom line and making your facility a valuable asset to your community. And best yet, we can prove our progress with customized reporting for our customers.

Our record of service and compliance speaks for itself. Here's a list of transfer stations Rumpke currently owns or operates.

OHIO TRANSFER STATIONS

1. BROADVIEW HEIGHTS TRANSFER STATION
2. CHILLICOTHE TRANSFER STATION
3. CIRCLEVILLE TRANSFER STATION
4. COLUMBUS TRANSFER STATION
5. GREENVILLE TRANSFER STATION
6. CITY OF HAMILTON TRANSFER STATION
7. HARVARD AVENUE TRANSFER STATION
8. LAWRENCE COUNTY TRANSFER & RECYCLING FACILITY
9. LIMA TRANSFER STATION
10. RICHLAND COUNTY TRANSFER STATION
11. PORTSMOUTH TRANSFER STATION
12. DELAWARE COUNTY TRANSFER STATION

KENTUCKY TRANSFER STATIONS

13. GARRARD COUNTY TRANSFER STATION
14. KNOTT COUNTY TRANSFER STATION
15. LESLIE COUNTY TRANSFER STATION
16. LOUISVILLE TRANSFER STATION
17. MAGOFFIN COUNTY TRANSFER STATION
18. COVINGTON TRANSFER STATION

INDIANA TRANSFER STATIONS

19. MADISON TRANSFER STATION
20. RICHMOND, INDIANA TRANSFER STATION
21. ORANGE COUNTY, INDIANA TRANSFER STATION



Dayton Re[illegible]n

Equipmen[illegible]st

Truck ID #	Truck Description	Mfg Year	Make	Model Number	VIN Number	Unit Type	Body Make	Body Model	Body Serial	License No
81463	REAR LOADER-TANDEM	2006	INTXX	7400	1HTWGAZT46J299183	REAR LOADER-TANDEM	MCNTR	2512	21034	PFE8626
81516	REAR LOADER-TANDEM	2006	INTXX	7400	1HTWGAZT36J348938	REAR LOADER-TANDEM	MCNTR	2512	21981	PFK6877
81517	REAR LOADER-TANDEM	2006	INTXX	7400	1HTWGAZT56J348939	REAR LOADER-TANDEM	MCNTR	2512	21879	PFK6878
81608	REAR LOADER-TANDEM	2007	INTXX	7400	1HTWGAZTX7J407341	REAR LOADER-TANDEM	MCNTR	2512	23155	PFS7132
81642	REAR LOADER-TANDEM	2007	INTXX	7400	1HTWGAZT37J445476	REAR LOADER-TANDEM	MCNTR	2512	23477	PFN6847
81692	REAR LOADER-TANDEM	2007	INTXX	7400	3HTWGAZT67N407348	REAR LOADER-TANDEM	MCNTR	2512	23983	PFS7118
81710	REAR LOADER-TANDEM	2007	INTXX	7400	1HTWGAZT47J445485	REAR LOADER-TANDEM	MCNTR	2512	24586	PFT8655
81712	14YD RECYCLING MANUA	2007	INTXX	4300	1HTMMAAL77H496269	14YD RECYCLING MANUA	LABRIE	MINIMAX	MX07106RSN	PFT8696
81717	RESIDENTIAL FRONT LO	2007	MACKX	LE613	1M2AC08C37M013754	RESIDENTIAL FRONT LO	MCNTR		23559	PFV6439
84796	CNG TANDEM REAR LOAD	2019	MACKX	LR64	1M2LR7GC5KM001213	CNG TANDEM REAR LOAD	MCNTR	2512	4219MX251253751	PKR9046
84836	CNG TANDEM REAR LOAD	2019	MACKX	LR64	1M2LR7GC5KM001227	CNG TANDEM REAR LOAD	MCNTR	2512	4519MX2512539246	PKS8129
84891	CNG TANDEM REAR LOAD	2020	MACKX	LR64	1M2LR7GC1LM001209	CNG TANDEM REAR LOAD	MCNTR	2512	5219MX251254001	PKT6185
81334	RESIDENTIAL FRONT LO	2005	MACKX	LE613	1M2AC08CX5M011173	RESIDENTIAL FRONT LO	MCNTR	4029	33PMA402919371	PHL2596
84910	RESIDENTIAL FRONT LO	2020	MACKX	LR64	1M2LR2GCXLM002541	RESIDENTIAL FRONT LO		V-2254	HPE4963047	PKU5455
81760	REAR LOADER-TANDEM	2007	INTXX	7400	1HTWGAZT27J474676	REAR LOADER-TANDEM	MCNTR	2512	25579	PFV6514
81761	REAR LOADER-TANDEM	2007	INTXX	7400	1HTWGAZT67J474664	REAR LOADER-TANDEM	MCNTR	2512	25428	PJS9721
81762	REAR LOADER-TANDEM	2007	INTXX	7400	1HTWGAZTX7J474666	REAR LOADER-TANDEM	MCNTR	2512	25509	PFV6512
81763	REAR LOADER-TANDEM	2007	INTXX	7400	1HTWGAZT17J474670	REAR LOADER-TANDEM	MCNTR	2512	25535	PFV6513
81786	14YD RECYCLING MANUA	2007	INTXX	4300	1HTMMAAN97H425978	14YD RECYCLING MANUA	LABRIE	MINIMAX	MX07108VIA	PFX6349
81847	REAR LOADER-TANDEM	2008	INTXX	7400	1HTWGAZT08J654918	REAR LOADER-TANDEM	MCNTR	2512	27008	PGD8974
82005	20YD RECYCLING MANUA	2009	INTXX	IH7400	1HTWCAAN19J107201	20YD RECYCLING MANUA	MCNTR	2044	29728	PGM6157
82007	20YD RECYCLING MANUA	2009	INTXX	IH7400	IHTWCAAN39J107202	20YD RECYCLING MANUA	MCNTR	2044	29759	PGM6158
82033	REAR LOADER-TANDEM	2009	INTXX	7400	1HTWGAZT89J112354	REAR LOADER-TANDEM	MCNTR	2512	2512-30152	PGP4859
82802	20YD RECYCLING MANUA	2012	INTXX	IH7400	1HTWCAAR3CJ604311	20YD RECYCLING MANUA	MCNTR	2044	113VIX204436668	PHM6454
83224	20YD RECYCLING MANUA	2014	INTXX	IH7400	1HTWCAARXEH765734	20YD RECYCLING MANUA	MCNTR	2044	64XIX204439827	PIF7016
83242	REAR LOADER-TANDEM	2014	INTXX	7400	1HTWGAZT4EJ762762	REAR LOADER-TANDEM	MCNTR	2512	64XIX251239808	PIF7027
83646	CNG FULLY AUTOMATED	2016	MACKX	LEU633	1M2AU14C6GM002823	CNG FULLY AUTOMATED	HEILX	612-4068	7S7305454	PJB4814
83647	CNG FULLY AUTOMATED	2016	MACKX	LEU633	1M2AU14C8GM002824	CNG FULLY AUTOMATED	HEILX	612-4068	7S7305455	PJB4815
83751	CNG FULLY AUTOMATED	2015	MACKX	LEU633	1M2AU14C9FM002474	CNG FULLY AUTOMATED	HEILX	612-4068	7S7305633	PJG5490
83810	CNG TANDEM REAR LOAD	2016	MACKX	LEU633	1M2AU14C5GM002862	CNG TANDEM REAR LOAD	MCNTR	2512	4316MX251246150	PJJ2891
83811	CNG TANDEM REAR LOAD	2016	MACKX	LEU633	1M2AU14CXGM002856	CNG TANDEM REAR LOAD	MCNTR	2512	4216MX251246087	PJJ2892
83818	CNG RESI FL	2016	MACKX	LR633	1M2LR04C0GM001042	CNG RESI FL		4329	4316MA432946151	PJJ2870
83827	CNG RESI FL	2016	MACKX	LR633	1M2AU14C3GM001015	CNG RESI FL		4329	4216MA432946119	PJJ2872
83828	CNG RESI FL	2016	MACKX	LR633	1M2LR04C1GM001048	CNG RESI FL		4329	4316MA432946178	PJJ2871
83899	CNG TANDEM REAR LOAD	2016	MACKX	LEU633	1M2AU14C4GM002867	CNG TANDEM REAR LOAD	MCNTR	2512	8216MX251246949	PJN4574
83938	CNG TANDEM REAR LOAD	2016	MACKX	LEU633	1M2AU14C8GM002872	CNG TANDEM REAR LOAD	MCNTR	2512	11417MX251247767	PJR3625
83952	CNG TANDEM REAR LOAD	2016	MACKX	LEU633	1M2AU14C6GM002871	CNG TANDEM REAR LOAD	MCNTR	2512	11417MX251247758	PJR3670
83984	CNG TANDEM REAR LOAD	2016	MACKX	LR633	1M2LR04C9GM001041	CNG TANDEM REAR LOAD	MCNTR	2512	1417MX251248038	PJS1476
83994	CNG TANDEM REAR LOAD	2016	MACKX	LR633	1M2LR04CXGM001047	CNG TANDEM REAR LOAD	MCNTR	2512	1517MX251248061	PJS1478
83995	CNG TANDEM REAR LOAD	2016	MACKX	LR633	1M2LR04C4GM001044	CNG TANDEM REAR LOAD	MCNTR	2512	1417MX251248028	PJS1479
84086	CNG TANDEM REAR LOAD	2018	MACKX	LR633	1M2LR04C6JM001425	CNG TANDEM REAR LOAD	MCNTR	2512	4417MX251248598	PJU7982
84120	CNG TANDEM REAR LOAD	2018	MACKX	LR633	1M2LR04C3JM001432	CNG TANDEM REAR LOAD	MCNTR	2512	5217MX251248740	PJV6079
84121	CNG TANDEM REAR LOAD	2018	MACKX	LR633	1M2LR04CXJM001430	CNG TANDEM REAR LOAD	MCNTR	2512	4317MX251248553	PJV6080
84128	CNG RESI FL	2016	MACKX	LR633	1M2LR04C8GM001029	CNG RESI FL	HEILX	V-805	HPS4959991	PJW2293
84129	CNG TANDEM REAR LOAD	2018	MACKX	LR633	1M2LR04C1JM001428	CNG TANDEM REAR LOAD	MCNTR	2512	4417MX251248588	PJW2271
84133	CNG RESI FL	2016	MACKX	LR633	1M2LR04C4GM001030	CNG RESI FL	HEILX	V-805	HPS4960009	PKD6988
84134	CNG FULLY AUTOMATED	2016	MACKX	LEU633	1M2AU14C4GM003128	CNG FULLY AUTOMATED	HEILX	612-4068	757306129	PJW2299
84192	CNG RESI FL	2018	MACKX	LR633	1M2LR04C4JM001522	CNG RESI FL	MCNTR	4129	10416MA412944879	PJZ4413
84195	CNG FULLY AUTOMATED	2018	MACKX	LEU633	1M2LR04C0JM001467	CNG FULLY AUTOMATED	HEILX	612-4068	757306206	PJZ4459
84207	CNG RESI FL	2016	MACKX	LEU633	1M2AU14C6GM003146	CNG RESI FL	HEILX	V-1077	HPS4960425	PKA2680
84243	CNG RESI FL	2018	MACKX	LR633	1M2LR04C8JM001524	CNG RESI FL	MCNTR	4129	10416MA412944894	PJY2997
84266	CNG RESI FL	2016	MACKX	LR633	1M2AU14C6GM001008	CNG RESI FL		4078	1318MA407850240	PKB3525

Dayton R[illegible]n

Equipmen[illegible]ist

Truck ID #	Truck Description	Mfg Year	Make	Model Number	VIN Number	Unit Type	Body Make	Body Model	Body Serial	License No
84294	CNG RESI FL	2016	MACKX	LR633	1M2LR04CXGM001033	CNG RESI FL		4078	12318MA407850235	PKB3538
84376	CNG RESI FL	2016	MACKX	LR633	1M2LR04C6GM001031	CNG RESI FL		4078	12318MA407850226	PKC7822
84430	CNG TANDEM REAR LOAD	2019	MACKX	LR64	1M2LR7GC6KM001060	CNG TANDEM REAR LOAD	MCNTR	2512	6318MX251251634	PKG2200
84431	CNG TANDEM REAR LOAD	2019	MACKX	LR64	1M2LR7GC6KM001057	CNG TANDEM REAR LOAD	MCNTR	2512	6318MX251251609	PKG2201
84440	CNG TANDEM REAR LOAD	2019	MACKX	LR64	1M2LR7GC3KM001078	CNG TANDEM REAR LOAD	MCNTR	2512	5318MX25125142C	PKG2221
84463	CNG TANDEM REAR LOAD	2019	MACKX	LR64	1M2LR7GC5KM001034	CNG TANDEM REAR LOAD	MCNTR	2512	8218MX251252008	PKH2508
84472	CNG TANDEM REAR LOAD	2019	MACKX	LR64	1M2LR7GC3KM001050	CNG TANDEM REAR LOAD	MCNTR	2512	7318MX251251809	PKH2524
84484	CNG TANDEM REAR LOAD	2019	MACKX	LR64	1M2LR7GC0KM001068	CNG TANDEM REAR LOAD	MCNTR	2512	7318MX251251844	PKJ2035
84485	CNG TANDEM REAR LOAD	2019	MACKX	LR64	1M2LR7GC9KM001053	CNG TANDEM REAR LOAD	MCNTR	2512	8518MX251252133	PKJ9930
84504	CNG TANDEM REAR LOAD	2019	MACKX	LR64	1M2LR7GC5KM001051	CNG TANDEM REAR LOAD	MCNTR	2512	7318MX2512551823	PKJ9943
84569	CNG RESI FL	2019	MACKX	LR64	1M2LR7GC5KM001082	CNG RESI FL	MCNTR	4078	7418MA407851863	PKK7421
84573	CNG TANDEM REAR LOAD	2019	MACKX	LR64	1M2LR7GC2KM001072	CNG TANDEM REAR LOAD	MCNTR	2512	8518MX251252166	PKK7434
84594	CNG TANDEM REAR LOAD	2019	MACKX	LR64	1M2LR7GC3KM001047	CNG TANDEM REAR LOAD	MCNTR	2512	9418MX251252317	PKK7470
84611	CNG RESI FL	2019	MACKX	LR64	1M2LR7GC8KM001089	CNG RESI FL	MCNTR	4078	9318MA407852286	PKL4661
84615	CNG TANDEM REAR LOAD	2019	MACKX	LR64	1M2LR7GC5KM001065	CNG TANDEM REAR LOAD	MCNTR	2512	8118MX251251956	PKL4696
84635	CNG TANDEM REAR LOAD	2019	MACKX	LR64	1M2LR7GC5KM001048	CNG TANDEM REAR LOAD	MCNTR	2512	10219MX251252461	PKL4699
84670	CNG RESI FL	2019	MACKX	LR64	1M2LR7GC5KM001101	CNG RESI FL	MCNTR	4078	12519MA407853061	PKN1507
84726	CNG RESI FL	2019	MACKX	LR64	1M2LR7GC4KM001106	CNG RESI FL	MCNTR	4078	12519MA407853059	PKP1890
84756	CNG TANDEM REAR LOAD	2019	MACKX	LR64	1M2LR7GC7KM001214	CNG TANDEM REAR LOAD	MCNTR	2512	1419MX251253265	PKR1905
84759	CNG TANDEM REAR LOAD	2019	MACKX	LR64	1M2LR7GC2KM001198	CNG TANDEM REAR LOAD	MCNTR	2512	2419MX251253489	PKR1911
81181	REAR LOADER-TANDEM	2004	INTXX	7400	1HTWGADTX4J090499	REAR LOADER-TANDEM	MCNTR	2512	112NIX251216561	PEG5113
81332	RESIDENTIAL FRONT LO	2005	MACKX	LE613	1M2AC08C95M010631	RESIDENTIAL FRONT LO	MCNTR	4029	32PMA402919303	PHZ8255
81333	RESIDENTIAL FRONT LO	2005	MACKX	LE613	1M2AC08C15M011174	RESIDENTIAL FRONT LO	MCNTR	4029	33PMA402919382	PEW7837
82190	REAR LOADER-TANDEM	2009	INTXX	7400	1HTWGAZTX9J175164	REAR LOADER-TANDEM	MCNTR	2512	30829	PGQ7733
82334	REAR LOADER-TANDEM	2010	INTXX	7400	1HTWGAZTXAJ288679	REAR LOADER-TANDEM	MCNTR	2512	32700	PHB8537
82433	28YD FULLY AUTOMATED	2011	MACKX	LEU613	1M2AU02C2BM004994	28YD FULLY AUTOMATED	HEILX	DP PYTHON	7S7303683	PGR2164
82456	REAR LOADER-TANDEM	2010	INTXX	7400	1HTWGAZT6AJ314288	REAR LOADER-TANDEM	MCNTR	2512	34076	PGR7826
84676	CNG TANDEM REAR LOAD	2019	MACKX	LR64	1M2LR7GC6KM001043	CNG TANDEM REAR LOAD	MCNTR	4078	11219MX251252691	PKM4455
81935	14YD RECYCLING MANUA	2008	INTXX	4300	1HTMMAAL68H662721	14YD RECYCLING MANUA	LABRIE	MINIMAX	MX0818VER	PGJ3240
84602	CNG TANDEM REAR LOAD	2019	MACKX	LR64	1M2LR7GC4KM001042	CNG TANDEM REAR LOAD	MCNTR	2512	10119MX251252413	PKL4662
82803	20YD RECYCLING MANUA	2012	INTXX	IH7400	1HTWCAAR5CJ604312	20YD RECYCLING MANUA	MCNTR	2044	123VIX204436945	PHM6455
82441	REAR LOADER-TANDEM	2011	INTXX	7400	1HTWGAZT5BJ315286	REAR LOADER-TANDEM	MCNTR	2512	33287	PGR7811
82323	REAR LOADER-TANDEM	2010	INTXX	7400	1HTWGAZT7AJ288669	REAR LOADER-TANDEM	MCNTR	2512	32774	PHB3558
81643	MANUAL AUTOMATED RES	2005	MACKX	LE613	1M2AC08C05M010047	MANUAL AUTOMATED RES	HEIL	612-3704	DFD 2001010	PVR5051
82185	RESIDENTIAL PICK UP	2008	FORDX	F250	1FTSF20R88EB59249	RESIDENTIAL PICK UP	PARCAN			PGY1432
83011	RESIDENTIAL PICK UP	2013	CHVRL	K2500HD	1GC0KVCG3DZ239317	RESIDENTIAL PICK UP	PARKAN			PHY4844
83412	RESIDENTIAL PICK UP	2013	CHVRL	K2500HD	1GC0KVCG9DF230878	RESIDENTIAL PICK UP	PARKAN	6YD		PIQ4843
85167	CNG RESI FL	2021	AUTCR	ACX64	5VCACSDFXMC233588	CNG RESI FL	HEIL	V-2620	HPS4964335	PLA8472
85166	CNG RESI FL	2021	AUTCR	ACX64	5VCACSDF1MC233589	CNG RESI FL	HEIL	V-2620	HPS4964336	PLA8473
85165	CNG RESI FL	2021	AUTCR	ACX64	5VCACSDF8MC233587	CNG RESI FL	HEIL	V-2620	HPS4964334	PLA8471
85172	REAR LOADER-SINGLE A	2021	PTRBL	337	2NP2HM6XXMM743716	REAR LOADER-SINGLE A		LCY-13	1M20-3708	PLB5629
85155	CNG RESI FL	2021	AUTCR	ACX64	5VCACSDF6MC233586	CNG RESI FL	HEIL	V-2620	HPS4964333	PLA8468
85156	CNG RESI FL	2021	AUTCR	ACX64	5VCACSDF8MC233590	CNG RESI FL	HEIL	V-2620	HPS4964337	PLA8475
85157	CNG RESI FL	2021	AUTCR	ACX64	5VCACSDF1MC233592	CNG RESI FL	HEIL	V-2620	HPS4964340	PLA8469
85168	CNG RESI FL	2021	AUTCR	ACX64	5VCACSDF4MC233585	CNG RESI FL	HEIL	V-2620	HPS4964342	PLA8474
85169	CNG RESI FL	2021	AUTCR	ACX64	5VCACSDFXMC233591	CNG RESI FL	HEIL	V-2620	HPS4964338	PLA8470
85336	CNG RESI FL	2020	MACKX	LR64R	1M2LR7GC7LM001490	CNG RESI FL	MCNTR	4078	7520MA407857333	PME2009
84763	RESIDENTIAL PICK UP	2018	CHVRL	2500	1GC0KUEG9JZ340140	RESIDENTIAL PICK UP				PKR1943
85357	CNG RESI FL	2021	AUTCR	ACX64	5VCACSDF1MC234256	CNG RESI FL	HEIL	V-2848	HPS4964691	PME2070
85359	CNG RESI FL	2021	AUTCR	ACX64	5VCACSDF6MC234253	CNG RESI FL	HEIL	V-2848	HPS4964688	PME2069
85361	CNG RESI FL	2021	AUTCR	ACX64	5VCACSDF8MC234254	CNG RESI FL	HEIL	V-2848	HPS4964689	PME2067
85364	CNG RESI FL	2021	AUTCR	ACX64	5VCACSDFXMC234255	CNG RESI FL	HEIL	V-2848	HPS4964690	PME2068

Dayton R[illegible]n

Equipmen[illegible]st

Truck ID #	Truck Description	Mfg Year	Make	Model Number	VIN Number	Unit Type	Body Make	Body Model	Body Serial	License No
85342	RESIDENTIAL PICK UP	2020	CHEVROLE	2500	1GC0YLE73LF322729	RESIDENTIAL PICK UP	PAR-KAN			PME2082
84369	REAR LOADER-TANDEM	2018	MACKX	LR613	1M2LR06C7JM003410	REAR LOADER-TANDEM	MCNTR	2512	5118MX251251292	PMG2822
85367	CNG RESI FL	2021	AUTCR	ACX64	5VCACSDF3MC234257	CNG RESI FL	HEIL	V-2848	HPS4964692	PME2071
84370	REAR LOADER-TANDEM	2018	MACKX	LR613	1M2LR06C1JM003211	REAR LOADER-TANDEM	MCNTR	2512	5341MX251250963	PMG2823
85638	CNG FULLY AUTOMATED	2021	MACK	LR64E	1M2LR7GC1MM001700	CNG FULLY AUTOMATED	PYHTON	612-4068	757307793	PMG2808

Ohio | Bureau of Workers' Compensation
30 W. Spring St.
Columbus OH 43215-2256

Governor **Mike DeWine**
Administrator/CEO **Stephanie McCloud**
www.bwc.ohio.gov
1-800-644-6292

CERTIFICATE OF EMPLOYER'S RIGHT TO PAY COMPENSATION DIRECTLY

To be posted in employer's place or places of employment in compliance with Section 4123.83 of the Ohio Revised Code. Any employer requiring more than one copy of this certificate, may reproduce as many copies (without any alterations or changes) as required.

Policy Number and Employer Name 20005522	Period Specified Below
RUMPKE CONSOLIDATED COMPANIES, INC. 3990 GENERATION DRIVE CINCINNATI, OH 45251-4524	July 1, 2020 to July 1, 2021

Sub(s):

20005522-006	WILLIAM THOMAS GROUP, INC.
20005522-005	RUMPKE WASTE, INC
20005522-004	RUMPKE OF OHIO INC
20005522-003	RUMPKE TRANSPORTATION COMPANY LLC
20005522-002	RUMPKE SANITARY LANDFILL, INC.
20005522-001	RUMPKE OF NORTHERN OHIO, INC.

RUMPKE
Waste & Recycling Services

Dorothea Martin — Workers Compensation Administrator
3990 Generation Drive, Cincinnati, Ohio 45251
Office: 1.800.828.8171 Ext. 2627 · Fax: 513.741.5205
Cell: 513.623.4149
Email: dorothea.martin@rumpke.com
www.rumpke.com

RUMPKE
Waste & Recycling Services

Ann Julien — Workers Compensation Administrator
3990 Generation Drive, Cincinnati, Ohio 45251
Office: 1.800.828.8171 Ext. 2626 · Fax: 513.741.5205
Cell: 513.310.0274
Email: ann.julien@rumpke.com
www.rumpke.com

This certifies that on date hereof the above named employer having met the requirements provided in Section 4123.35 of the Ohio Revised Code has been granted authority by the administrator to pay compensation directly to its injured or dependents of killed employees as provided in said Section for the period above set forth.

Sincerely,

Stephanie McCloud

Stephanie McCloud
Administrator/CEO

BWC-7201
SI-1

Form **W-9**
(Rev. October 2018)
Department of the Treasury
Internal Revenue Service

Request for Taxpayer Identification Number and Certification

▶ **Go to *www.irs.gov/FormW9* for instructions and the latest information.**

Give Form to the requester. Do not send to the IRS.

Print or type. See **Specific Instructions** on page 3.

1 Name (as shown on your income tax return). Name is required on this line; do not leave this line blank.
RUMPKE OF OHIO, INC.

2 Business name/disregarded entity name, if different from above

3 Check appropriate box for federal tax classification of the person whose name is entered on line 1. Check only **one** of the following seven boxes.

☐ Individual/sole proprietor or single-member LLC ☐ C Corporation ☑ S Corporation ☐ Partnership ☐ Trust/estate

☐ Limited liability company. Enter the tax classification (C=C corporation, S=S corporation, P=Partnership) ▶ _____

Note: Check the appropriate box in the line above for the tax classification of the single-member owner. Do not check LLC if the LLC is classified as a single-member LLC that is disregarded from the owner unless the owner of the LLC is another LLC that is **not** disregarded from the owner for U.S. federal tax purposes. Otherwise, a single-member LLC that is disregarded from the owner should check the appropriate box for the tax classification of its owner.

☐ Other (see instructions) ▶

4 Exemptions (codes apply only to certain entities, not individuals; see instructions on page 3):

Exempt payee code (if any) 5

Exemption from FATCA reporting code (if any) _____

(Applies to accounts maintained outside the U.S.)

5 Address (number, street, and apt. or suite no.) See instructions.
3990 Generation Drive

Requester's name and address (optional)

6 City, state, and ZIP code
Cincinnati, OH 45251

7 List account number(s) here (optional)

Part I Taxpayer Identification Number (TIN)

Enter your TIN in the appropriate box. The TIN provided must match the name given on line 1 to avoid backup withholding. For individuals, this is generally your social security number (SSN). However, for a resident alien, sole proprietor, or disregarded entity, see the instructions for Part I, later. For other entities, it is your employer identification number (EIN). If you do not have a number, see *How to get a TIN,* later.

Note: If the account is in more than one name, see the instructions for line 1. Also see *What Name and Number To Give the Requester* for guidelines on whose number to enter.

Social security number
[ ][ ][ ] - [ ][ ] - [ ][ ][ ][ ]

or

Employer identification number
3 1 - 1 6 1 7 6 1 1

Part II Certification

Under penalties of perjury, I certify that:

1. The number shown on this form is my correct taxpayer identification number (or I am waiting for a number to be issued to me); and
2. I am not subject to backup withholding because: (a) I am exempt from backup withholding, or (b) I have not been notified by the Internal Revenue Service (IRS) that I am subject to backup withholding as a result of a failure to report all interest or dividends, or (c) the IRS has notified me that I am no longer subject to backup withholding; and
3. I am a U.S. citizen or other U.S. person (defined below); and
4. The FATCA code(s) entered on this form (if any) indicating that I am exempt from FATCA reporting is correct.

Certification instructions. You must cross out item 2 above if you have been notified by the IRS that you are currently subject to backup withholding because you have failed to report all interest and dividends on your tax return. For real estate transactions, item 2 does not apply. For mortgage interest paid, acquisition or abandonment of secured property, cancellation of debt, contributions to an individual retirement arrangement (IRA), and generally, payments other than interest and dividends, you are not required to sign the certification, but you must provide your correct TIN. See the instructions for Part II, later.

Sign Here **Signature of U.S. person ▶** William J Rumpke Jr **Date ▶** March 25, 2021

General Instructions

Section references are to the Internal Revenue Code unless otherwise noted.

Future developments. For the latest information about developments related to Form W-9 and its instructions, such as legislation enacted after they were published, go to *www.irs.gov/FormW9.*

Purpose of Form

An individual or entity (Form W-9 requester) who is required to file an information return with the IRS must obtain your correct taxpayer identification number (TIN) which may be your social security number (SSN), individual taxpayer identification number (ITIN), adoption taxpayer identification number (ATIN), or employer identification number (EIN), to report on an information return the amount paid to you, or other amount reportable on an information return. Examples of information returns include, but are not limited to, the following.

- Form 1099-INT (interest earned or paid)
- Form 1099-DIV (dividends, including those from stocks or mutual funds)
- Form 1099-MISC (various types of income, prizes, awards, or gross proceeds)
- Form 1099-B (stock or mutual fund sales and certain other transactions by brokers)
- Form 1099-S (proceeds from real estate transactions)
- Form 1099-K (merchant card and third party network transactions)
- Form 1098 (home mortgage interest), 1098-E (student loan interest), 1098-T (tuition)
- Form 1099-C (canceled debt)
- Form 1099-A (acquisition or abandonment of secured property)

Use Form W-9 only if you are a U.S. person (including a resident alien), to provide your correct TIN.

If you do not return Form W-9 to the requester with a TIN, you might be subject to backup withholding. See What is backup withholding, *later.*

CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY): 01/04/2021

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

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

PRODUCER Marsh USA Inc. 525 Vine Street, Suite 900 Cincinnati, OH 45202 Attn: cincinnati.certrequest@marsh.com CN102338799-STND-GAWUP-20-	**CONTACT NAME:** **PHONE (A/C, No, Ext):** **FAX (A/C, No):** **E-MAIL ADDRESS:**
INSURED Rumpke of Ohio, Inc. 3990 Generation Drive Cincinnati, OH 45251	**INSURER(S) AFFORDING COVERAGE** — **NAIC #** **INSURER A :** National Fire & Marine Insurance Co — 20079 **INSURER B :** ACE American Insurance Company — 22667 **INSURER C :** Indemnity Insurance Company of North America — 43575 **INSURER D :** XL Specialty Insurance Company — 37885 **INSURER E :** Lexington Insurance Company — 19437 **INSURER F :** Burlington Insurance Company — 23620

COVERAGES **CERTIFICATE NUMBER:** CLE-006031469-21 **REVISION NUMBER:** 8

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR LTR	TYPE OF INSURANCE	ADDL INSD	SUBR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS		
A	X **COMMERCIAL GENERAL LIABILITY** CLAIMS-MADE [X] OCCUR GEN'L AGGREGATE LIMIT APPLIES PER: POLICY [ ] PRO-JECT [X] LOC OTHER:			42GLO10041807	12/31/2020	12/31/2021	EACH OCCURRENCE DAMAGE TO RENTED PREMISES (Ea occurrence) MED EXP (Any one person) PERSONAL & ADV INJURY GENERAL AGGREGATE PRODUCTS - COMP/OP AGG SIR	$ $ $ $ $ $ $	5,000,000 300,000 5,000,000 5,000,000 5,000,000 500,000
B	**AUTOMOBILE LIABILITY** X ANY AUTO OWNED AUTOS ONLY / SCHEDULED AUTOS X HIRED AUTOS ONLY / X NON-OWNED AUTOS ONLY			ISAH25308001	12/30/2020	12/30/2021	COMBINED SINGLE LIMIT (Ea accident) BODILY INJURY (Per person) BODILY INJURY (Per accident) PROPERTY DAMAGE (Per accident)	$ $ $ $ $	5,000,000
D	X **UMBRELLA LIAB** X OCCUR **EXCESS LIAB** CLAIMS-MADE DED X RETENTION $ 10,000			US00077282LI20A 'Auto Excess Liability retention:' '1st $5,000,000 of Umbrella'	12/31/2020	12/31/2021	EACH OCCURRENCE AGGREGATE	$ $ $	15,000,000 15,000,000
C B	**WORKERS COMPENSATION AND EMPLOYERS' LIABILITY** ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? Y/N [N] N/A **(Mandatory in NH)** If yes, describe under DESCRIPTION OF OPERATIONS below			WLRC67809968 (IN,KY,CO,ND,WA,WY) WCUC67810004 (OH) '$500,000 SIR applies to XS OH'	12/31/2020 12/31/2020	12/31/2021 12/31/2021	X PER STATUTE / OTH-ER E.L. EACH ACCIDENT E.L. DISEASE - EA EMPLOYEE E.L. DISEASE - POLICY LIMIT	$ $ $	1,000,000 1,000,000 1,000,000
E	Real & Personal Property			SEE ATTACHED	12/31/2020	12/31/2021	Blanket Limit (Ded. $250,000)		2,000,000
F	Rented/Leased Equipment			041735359	12/31/2020	12/31/2021	Limit (Deductible: $100,000)		1,000,000

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)

EVIDENCE OF COVERAGE.

CERTIFICATE HOLDER

Rumpke of Ohio, Inc.
3990 Generation Drive
Cincinnati, OH 45251

CANCELLATION

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

AUTHORIZED REPRESENTATIVE of Marsh USA Inc.

Manashi Mukherjee — Manashi Mukherjee

© 1988-2016 ACORD CORPORATION. All rights reserved.

Berkshire Hathaway Specialty Insurance

ENDORSEMENT

This endorsement, effective 12:01 AM: 12/31/2020
Forms a part of Policy No.: 42-GLO-100418-07
Issued to: Rumpke Consolidated Companies, Inc.
By: National Fire & Marine Insurance Company

ADDITIONAL INSURED – LESSOR OF LEASED EQUIPMENT

THIS ENDORSEMENT CHANGES THE POLICY. PLEASE READ IT CAREFULLY.

This endorsement modifies insurance provided under the following:

COMMERCIAL GENERAL LIABILITY POLICY
PRODUCTS/COMPLETED OPERATIONS LIABILITY POLICY

SCHEDULE

Name Of Additional Insured Person(s) Or Organization(s):
Any such person or organization but only to the extent required by a written contract executed prior to the "occurrence" or offense.
Information required to complete this Schedule, if not shown above, will be shown in the Declarations.

A. Section II – Who Is An Insured is amended to include as an additional insured the person(s) or organization(s) shown in the Schedule, but only with respect to liability for "bodily injury", "property damage" or "personal and advertising injury" caused, in whole or in part, by your maintenance, operation or use of equipment leased to you by such person(s) or organization(s).

However:

1. The insurance afforded to such additional insured only applies to the extent permitted by law; and
2. If coverage provided to the additional insured is required by a contract or agreement, the insurance afforded to such additional insured will not be broader than that which you are required by the contract or agreement to provide for such additional insured.

© Insurance Services Office, Inc. 2012

With respect to the insurance afforded to these additional insureds, this insurance does not apply to any "occurrence" which takes place after the equipment lease expires.

C. With respect to the insurance afforded to these additional insureds, the following is added to Section III – Limits Of Insurance:

If coverage provided to the additional insured is required by a contract or agreement, the most we will pay on behalf of the additional insured is the amount of insurance:

1. Required by the contract or agreement; or
2. Available under the applicable Limits of Insurance shown in the Declarations;

whichever is less.

This endorsement shall not increase the applicable Limits of Insurance shown in the Declarations.

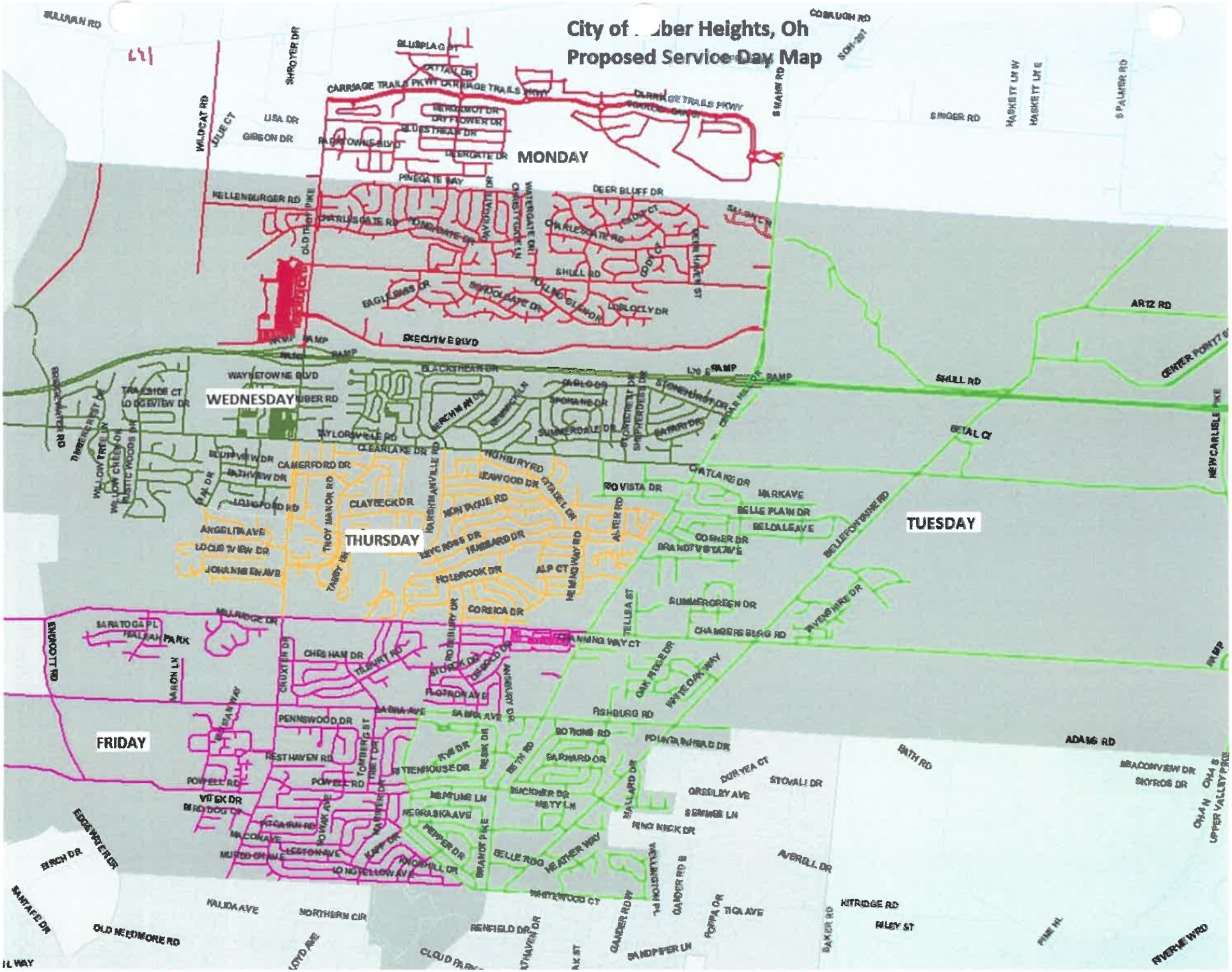
All other terms and conditions of this policy remain unchanged.

© Insurance Services Office, Inc. 2012

Rumpke Waste & Recycling

Proposed
Service Day Map

City of ..ber Heights, Oh
Proposed Service Day Map



WASTE MANAGEMENT
Waste Management of Ohio, Inc.
1700 N. Broad St.
Fairborn, OH 45234

April 1, 2021

City of Huber Heights
6131 Taylorsville Rd.
Huber Heights, Ohio 45424
Attn: Scott Falkowski, Assistant City Manager

Dear Mr. Falkowski:

Waste Management of Ohio, Inc. (Waste Management) is pleased to present the following response to the City of Huber Heights' RFP for Solid Waste Collection and Disposal Including Services for Trash, Recycling and Yard Waste. Waste Management of Ohio, Inc. is a corporation, which was organized and incorporated in Ohio in 1991, and an indirect subsidiary of Waste Management, Inc. Our federal tax identification number is 25-1673264. Our principal place of business is 1700 N. Broad St., Fairborn, OH 45324.

Waste Management certifies that the individual signing the quote is the person in our organization who has actual authority to make decisions as to matters relating to this RFP and to bind Waste Management.

Waste Management confirms that the quote meets the minimum qualifications set forth in this RFP and accepts all requirements and terms and conditions contained in this RFP.

Waste Management states that it does not discriminate in its employment practice with regard to race, color, age, religion, sex, veteran status, sexual preference, national origin, or disability. We also state that there have been no attempts made, or will be made, to induce any other person or firm to submit or not submit a quote.

Finally, Waste Management verifies that no possible conflict of interest exists between our company and any city employee involved in the RFP; an explanation of any known conflict will be given for any ensuing Contract(s).

As you evaluate this proposal, we hope you will agree that Waste Management is the best environmental solutions partner for the City. If you have any questions about our response, please reach out to:

Melinda Antell, Public Sector Solutions Representative
(317) 339-5304, mantell@wm.com

Thank you for the opportunity to participate in this important procurement process.

Sincerely,

Aaron Johnson, Area Vice President
(519) 652-5299, AJohns14@wm.com

Printed on 100% recycled & recyclable paper

TABLE OF CONTENTS

1 | WASTE MANAGEMENT OVERVIEW 1
Who We Are and What We Do 1

2 | QUALIFICATIONS 4
Company History 4
Most Recent Financial Statements 7
List of Officers for Waste Management of Ohio, Inc. 16
Management Team assigned to this Contract 16
Current and Past Customers 19

3 | SCOPE OF WORK 21
Proactive Public Education Specific to Your City 24
Our Route Management Systems 33
Service Delivery Optimization 37

4 | EDUCATION AND AWARENESS 40

5 | EQUIPMENT AND MATERIALS 45
State-of-the-Art Vehicles with Industry-Leading Technology 45
A Mission to Near-Zero Fleet Emissions 45
Types of Vehicles to be Used in Huber Heights 48
Equipment List 51
Waste Management Carts 51

6 | TRANSITION PLAN 52
Commitment to a Successful, Stress-Free Service Transition 52

7 | PROOF OF INSURANCE 60

8 | EXCEPTIONS 63

9 | ADDENDUM 69

10 | PROPOSAL FORMS 75
RFP Checklist 75
Bid Bond 77
Pricing Sheet 83

11 | ORIGINAL RFP WITH COMPLETED FORMS 86

Waste Management is **your partner for environmental service and solutions** whose people **go above and beyond** to **serve and solve** every challenge **the right way.**

Data contained in this proposal represents the most recently published information for Waste Management's wholly owned operations, unless otherwise indicated.



1 | WASTE MANAGEMENT OVERVIEW

Personalized Solutions that Will Benefit Huber Heights

Waste Management is a local company with hauling operations throughout Ohio. We have provided superior waste and recycling services from our Fairborn Hauling District to the surrounding area for more than 23 years.

Our local office, located in Fairborn, will provide the City with operational, management, financial, and reserve resources as part of this Agreement. Our outstanding history of past performance, regulatory compliance, and superior safety record, along with the financial and resource backing of North America's largest environmental services company, give us the foundation needed to not only meet but also exceed the City's expectations for waste and recycling services.

Waste Management of Ohio, Inc.

Waste Management of Ohio, Inc., an indirect subsidiary of Waste Management, Inc., was organized and incorporated in Ohio in 1997. Our team of professionals will service Huber Heights from our Fairborn Hauling District, which is located at 1700 North Broad Street, Fairborn, OH 45324. We invite Huber Heights representatives to visit our facilities and learn firsthand about our superior operational approach to providing waste and recycling services for your community.

We are well positioned to provide the services and operations you require on an uninterrupted basis and our Fairborn Hauling District team looks forward to the opportunity to provide waste management services for your City.

Who We Are and What We Do

At Waste Management, we place our customers at the center of what we do every day. We are a team of more than 44,900 employees motivated by a desire to go above and beyond for our nearly 20 million municipal, commercial, industrial, and residential entities throughout North America for whom we provide a range of environmental solutions, including collection, recycling, disposal, and renewable energy production.

To serve our diverse customer base, we have developed the industry's largest network of collection operations, transfer stations, and recycling and disposal facilities. Unmatched in geographical reach and ability, our network enables us to manage every aspect of our customers' waste streams.

But, our broad geographical coverage and depth of experience allow us to do so much more. With our team of in-house environmental experts, we assist customers with customized sustainability plans. In response to natural disasters or unforeseen needs, we provide almost immediate support to customers by quickly assembling emergency collection services. And, as North America's leading post-consumer

recycler, we navigate a complex international commodity market to safeguard the long-term viability of our customers' recycling programs.

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

GOING ABOVE AND BEYOND

Every day, each of our more than 44,900 employees goes above and beyond what is expected to find what is possible.
See how by clicking or going to: bit.ly/31ymNIC

Our Core Services - Redefining Your Expectations

We are pushing the boundaries of what you can expect from your environmental services provider. A sampling of our services and sustainable technologies include:

- ✓ **Sustainable Services Tailored for Huber Heights:** Every aspect of our services is designed with Huber Heights in mind. Our fleet of trucks is fueled with clean, compressed natural gas and loaded with technologies that minimize environmental impacts for your City and proactively monitor service quality and vehicle safety.
- ✓ **Recycling:** We have been leading change in the recycling industry for over three decades. We work closely with our customer partners throughout North America to expand access to recycling, and in 2019 we processed 15.5 million tons of recyclables. This number represents a 55 percent increase in recycling tons processed since 2010.
- ✓ **Organics:** We operate a nationwide network of 40 organics recycling facilities, including co-digestion, and composting facilities. In 2019, Waste Management processed more than 3.5 million tons of source-separated organic materials, including yard trimmings, food waste, and biosolids.
- ✓ **Waste-Based Energy:** At our 124 landfill gas-to-energy (LFGTE) facilities, we capture methane and use it as an alternative to fossil fuel-generating electricity that is sold to local utilities and also converted into natural gas fuels. Renewable natural gas produced from processed landfill gas now fuels 33 percent of our natural gas fleet.
- ✓ **Hard-to-Handle Materials:** We offer several programs to help our customers dispose of hard-to-handle waste streams, including paint, automotive products, flammable and combustible items, batteries, electronic, and medical wastes.
- ✓ **Advancement of New Technologies:** We are dedicated to finding solutions to the problems of tomorrow, today. That is why we are making meaningful investments in companies focused on transforming materials such as solid waste into biofuels and renewable chemicals.

Waste Management At-a-Glance (data represents Waste Management's most recently published information)

OPERATIONS

$27.7B asset base

44.9K employees

302 transfer facilities

20M entities served

ENERGY

8,924 alternative fuel vehicles

145 natural gas fueling stations

124 landfil gas to energy facilities

RECYCLING

11 construction/ demolition facilities

4 CORe facilities

2 dual stream facilities

46 single stream facilities

14 bale/transfer/ buy-back/ dedicated customer facilities

30 commercial/ paper only facilities

36 composting/ chipping/ grinding facilities

LANDFILLS

244 active solid waste landfills

5 active hazardous waste landfills



2 | QUALIFICATIONS

Experience that Counts

The Contractor shall submit with its response to this RFP information regarding its qualifications. Information shall include, but not be limited to: company history; last year's annual report (must include companies financial information); list of officers; management team assigned to this contract; current and past customer lists; including names and phone numbers of key contacts, dates of contract and estimated annual revenue of contract; and any additional information that demonstrates the companies qualifications.

Company History

Through the hard work, innovation, and steadfast dedication of our employees, Waste Management has been the recognized leader in the environmental services industry for over 50 years. During this time we have partnered with countless customers to implement innovative programs and services that have shaped the solid waste and recycling industry in North America. Key highlights of our history include:



BORN OUT OF A DESIRE TO SERVE COMMUNITY

1968: The original Waste Management, Inc. begins operations, bringing together numerous solid waste companies, including some founded in the late 1880s.

A PIONEER FOR THE ENVIRONMENT

1980s: Waste Management pioneers recycling programs in communities throughout North America. Curbside recycling services begin in many neighborhoods and Waste Management begins to build robust collection, materials recovery, and materials marketing infrastructures to ensure that more of our waste finds second life.

BREAKTHROUGH TECHNOLOGY

1990s: Waste Management refines recycling processing facilities by introducing single-stream recycling that allows for the customer convenience of "all-in-one" cart-based recycling collection.

REDUCING OUR CARBON FOOTPRINT

2007: Waste Management begins transitioning to collection vehicles that run on cleaner fuels, setting a goal to reduce fleet emissions by 15 percent by 2020. The goal is achieved in just four years and by 2018 we reduced fleet emissions 30 percent with the largest heavy-duty natural gas truck fleet in North America.



CLOSING THE LOOP

2009: Our first renewable energy facility opens at our Altamont, CA Landfill, giving Waste Management technology to produce renewable natural gas (RNG) that can be used as transportation fuel from biogas, a gaseous product from the decomposition of organic matter at our landfills. Today, Waste Management has 5 RNG production facilities and nearly a third of our natural gas fleet runs on RNG fuel.

THE CROWN JEWEL OF SUSTAINABLE SPORT

2010: Waste Management begins sponsorship of the Phoenix Open golf tournament. The Waste Management Phoenix Open (WMPO) soon evolves into the premier showcase for environmental best practices and innovation in sustainable sport. The WMPO annually achieves Zero Waste status beginning in 2012 and has earned the nickname "The Greenest Show on Grass."



TURNING FOOD INTO ENERGY

2011: Committed to finding innovative solutions to find a next use for all types of waste, Waste Management opens our first Centralized Organic Recycling equipment (CORe®) patented system, which uses food waste to generate renewable, green energy. Waste Management now operates 4 CORe facilities, with more under development. Each ton of processed food waste can power between eight and 10 homes.

EDUCATING TO RECYCLE RIGHT

2013: The industry's first comprehensive, turn-key recycling education campaign is launched. Recycle Right promotes recycling by simplifying guidelines and providing resources for recycling today, from the latest technologies to tools that inspire others to recycle. With Recycle Right, everyone is empowered to become a recycling ambassador.



THE WORLD OF RECYCLING CHANGES

2017: China, which had been the world's largest market for mixed paper and plastics, sets aggressive environmental goals that culminate with a plan to eliminate imports of all post-consumer recyclables by 2021. In response, Waste Management works to rebalance commodity values by developing markets here in North America. By 2019, over 60 percent of our recycled paper and 100 percent of our processed residential recyclable plastics were marketed to domestic mills while just 3 percent of recyclables were exported to China.

AIMING HIGHER

2018: Waste Management sets an ambitious new goal to offset four times the greenhouse gas emissions we generate through our operations by 2038. The ambition is supported by two additional goals: reducing fleet emissions by 40 percent through renewable fuel use in our growing fleet of natural gas vehicles and collecting two million more tons of recycled materials by 2038.

EXPORTING RESPONSIBLY

2019: Responding to the issue of plastic waste in the environment, including marine debris, Waste Management declares that no plastics collected on our residential routes will be sent outside North America, where countries may not be well-equipped to properly handle the materials. Sending plastic to such markets increases the likelihood of more plastics entering rivers, waterways, and oceans.

INVESTING IN THE FUTURE OF RECYCLING

2020: Waste Management opens the "Material Recovery Facility of the Future" - a next generation recycling facility with cutting edge recyclables processing technologies, including optical sorters, advanced screening, and robotics. The new MRF design maximizes outbound quality of recyclable materials while minimizing operating expenses - helping to create more sustainable recycling programs - and serves as the framework for future MRF investments over the next five years.



TODAY, AND BEYOND

Today, Waste Management and our more than 44,900 employees provide environmental services to nearly 20 million customers across North America. We safely process more than 15 million tons of recyclables and dispose of nearly 100 million tons of waste annually. To handle this volume, Waste Management operates the largest network of recycling facilities (143) and landfills (244).

As Waste Management has grown and evolved, so has our commitment to the environment, our customers, and our employees to make our communities - whether a town, business, or campus - better places to live and work. We do this by doing things the right way, every day, now and into the future.

Most Recent Financial Statements

REPORT OF INDEPENDENT REGISTERED PUBLIC ACCOUNTING FIRM

To the Board of Directors and Stockholders of Waste Management, Inc.

Opinion on Internal Control over Financial Reporting
We have audited Waste Management, Inc.'s internal control over financial reporting as of December 31, 2019, based on criteria established in Internal Control-Integrated Framework issued by the Committee of Sponsoring Organizations of the Treadway Commission (2013 framework) (the COSO criteria). In our opinion, Waste Management, Inc. (the Company) maintained, in all material respects, effective internal control over financial reporting as of December 31, 2019, based on the COSO criteria.

We also have audited, in accordance with the standards of the Public Company Accounting Oversight Board (United States) (PCAOB), the 2019 consolidated financial statements of the Company, and our report dated February 13, 2020 expressed an unqualified opinion thereon.

Basis for Opinion
The Company's management is responsible for maintaining effective internal control over financial reporting and for its assessment of the effectiveness of internal control over financial reporting included in the accompanying Management's Report on Internal Control Over Financial Reporting. Our responsibility is to express an opinion on the Company's internal control over financial reporting based on our audit. We are a public accounting firm registered with the PCAOB and are required to be independent with respect to the Company in accordance with the U.S. federal securities laws and the applicable rules and regulations of the Securities and Exchange Commission and the PCAOB.

We conducted our audit in accordance with the standards of the PCAOB. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether effective internal control over financial reporting was maintained in all material respects.

Our audit included obtaining an understanding of internal control over financial reporting, assessing the risk that a material weakness exists, testing and evaluating the design and operating effectiveness of internal control based on the assessed risk, and performing such other procedures as we considered necessary in the circumstances. We believe that our audit provides a reasonable basis for our opinion.

Definition and Limitations of Internal Control Over Financial Reporting
A company's internal control over financial reporting is a process designed to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with generally accepted accounting principles. A company's internal control over financial reporting includes those policies and procedures that (1) pertain to the maintenance of records that, in reasonable detail, accurately and fairly reflect the transactions and dispositions of the assets of the company; (2) provide reasonable assurance that transactions are recorded as necessary to permit preparation of financial statements in accordance with generally accepted accounting principles, and that receipts and expenditures of the company are being made only in accordance with authorizations of management and directors of the company; and (3) provide reasonable assurance regarding prevention or timely detection of unauthorized acquisition, use, or disposition of the company's assets that could have a material effect on the financial statements.

Because of its inherent limitations, internal control over financial reporting may not prevent or detect misstatements. Also, projections of any evaluation of effectiveness to future periods are subject to the risk that controls may become inadequate because of changes in conditions, or that the degree of compliance with the policies or procedures may deteriorate.

/s/ ERNST & YOUNG LLP

Houston, Texas
February 13, 2020

REPORT OF INDEPENDENT REGISTERED PUBLIC ACCOUNTING FIRM

To the Board of Directors and Stockholders of Waste Management, Inc.

Opinion on the Financial Statements
We have audited the accompanying consolidated balance sheets of Waste Management, Inc. (the Company) as of December 31, 2019 and 2018, the related consolidated statements of operations, comprehensive income, cash flows, and changes in equity for each of the three years in the period ended December 31, 2019, and the related notes (collectively referred to as the "consolidated financial statements"). In our opinion, the consolidated financial statements present fairly, in all material respects, the financial position of the Company at December 31, 2019 and 2018, and the results of its operations and its cash flows for each of the three years in the period ended December 31, 2019, in conformity with U.S. generally accepted accounting principles.

We also have audited, in accordance with the standards of the Public Company Accounting Oversight Board (United States) (PCAOB), the Company's internal control over financial reporting as of December 31, 2019, based on criteria established in Internal Control-Integrated Framework issued by the Committee of Sponsoring Organizations of the Treadway Commission (2013 framework), and our report dated February 13, 2020 expressed an unqualified opinion thereon.

Adoption of ASU No. 2016-02 (Topic 842)
As discussed in Note 2 to the consolidated financial statements, the Company changed its method of accounting for leases in the 2019 financial statements to reflect the accounting method change due to the adoption of ASU No. 2016-02, *Leases (Topic 842)*, and the related amendments.

Basis for Opinion
These financial statements are the responsibility of the Company's management. Our responsibility is to express an opinion on the Company's financial statements based on our audits. We are a public accounting firm registered with the PCAOB and are required to be independent with respect to the Company in accordance with the U.S. federal securities laws and the applicable rules and regulations of the Securities and Exchange Commission and the PCAOB.

We conducted our audits in accordance with the standards of the PCAOB. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement, whether due to error or fraud. Our audits included performing procedures to assess the risks of material misstatement of the financial statements, whether due to error or fraud, and performing procedures that respond to those risks. Such procedures included examining, on a test basis, evidence regarding the amounts and disclosures in the financial statements. Our audits also included evaluating the accounting principles used and significant estimates made by management, as well as evaluating the overall presentation of the financial statements. We believe that our audits provide a reasonable basis for our opinion.

Critical Audit Matters
The critical audit matters communicated below are matters arising from the current period audit of the financial statements that were communicated or required to be communicated to the audit committee and that: (1) relate to accounts or disclosures that are material to the financial statements and (2) involved our especially challenging, subjective or complex judgments. The communication of critical audit matters does not alter in any way our opinion on the consolidated financial statements, taken as a whole, and we are not, by communicating the critical audit matters below, providing separate opinions on the critical audit matters or on the accounts or disclosures to which they relate.

Landfill Amortization

Description of the Matter

At December 31, 2019, the Company's landfill assets totaled $6.6 billion and the associated amortization expense for 2019 was $575 million. As discussed in Note 3 of the financial statements, the Company updates the estimates used to calculate individual landfill amortization rates at least annually, or more often if significant facts change. Landfill amortization rates are used in the computation of landfill amortization expense.

Auditing landfill amortization rates and related amortization expense is complex due to the highly judgmental nature of assumptions used in estimating the rates. Significant assumptions used in the calculation of the rates include: estimated future development costs associated with the construction and retirement of the landfill, estimated remaining permitted airspace and unpermitted expansion airspace, airspace utilization factors, projected annual tonnage intakes, and projected timing of retirement activities.

How We Addressed the Matter in Our Audit

We obtained an understanding, evaluated the design, and tested the operating effectiveness of the Company's controls over determining landfill amortization rates and calculating amortization expense. Our audit procedures included, among others, testing controls over: the Company's process for evaluating and updating the significant assumptions used in the development of the landfill amortization rates, management's review of those significant assumptions, and the mathematical accuracy of the calculation and recording of amortization expense.

To test the landfill asset amortization rates, our audit procedures included, among others, assessing methodologies used by the Company and testing the significant assumptions discussed above, inclusive of the underlying data used by the Company in its development of these assumptions. We compared the significant assumptions used by management to historical trends and, when available, to comparable size landfills accepting a similar type of waste. Regarding unpermitted expansion airspace, we evaluated the Company's criteria for inclusion in remaining airspace. In addition, we considered the professional qualifications and objectivity of management's internal engineers responsible for developing the assumptions. We involved EY's engineering specialists to assist with the application of these procedures. We also tested the completeness and accuracy of the historical data utilized in the development of the landfill amortization rates.

Landfill – Final Capping, Closure and Post-Closure Costs

Description of the Matter

At December 31, 2019, the carrying value of the Company's landfill asset retirement obligations related to final capping, closure and post-closure costs totaled $1.9 billion. As discussed in Note 3 of the financial statements, the Company updates the estimates used to measure the asset retirement obligations annually, or more often if significant facts change.

Auditing the landfill asset retirement obligation is complex due to the highly judgmental nature of the assumptions used in the measurement process. These assumptions include: estimated future costs associated with the capping, closure and post closure activities at each specific landfill; airspace consumed to date in relation to total estimated permitted airspace; the projected annual tonnage intake; and the projected timing of retirement activities.

How We Addressed the Matter in Our Audit

We obtained an understanding, evaluated the design, and tested the operating effectiveness of the Company's controls over the calculation of asset retirement obligations. Our audit procedures included, among others, testing the Company's controls over the landfill asset retirement obligation estimation process and management's review of the significant

assumptions used in the estimation of the liability, including the amount and timing of retirement costs.

To test the landfill asset retirement obligation valuation, we performed audit procedures that included, among others, assessing methodologies used by the Company, testing the completeness of activities included in the estimate (e.g., gas monitoring and extraction), and testing the significant assumptions discussed above, inclusive of the underlying data used by the Company in its development of these assumptions. We compared the significant assumptions used by management to historical trends and, when available, to comparable size landfills accepting the same type of waste. In addition, we considered the professional qualifications and objectivity of management's internal engineers responsible for developing the assumptions. We involved EY and external engineering specialists to assist us with these procedures. Specifically, we utilized the EY engineering specialists to evaluate the reasons for significant changes in assumptions from the historical trend, and to determine whether the change from the historical trend was appropriate and identified timely. We utilized the external engineers to evaluate the estimates of remaining landfill airspace. We also tested the completeness and accuracy of the historical data utilized in preparing the estimate.

Environmental Remediation Liabilities

Description of the Matter

At December 31, 2019, environmental remediation liabilities totaled $240 million. As discussed in Note 3 of the financial statements, the Company performs a review of sites that require remediation and prepares cost estimates for the anticipated remedy using internal resources and, as needed, external resources (e.g., environmental engineers). The Company estimates the costs required to remediate sites based on: site-specific facts and circumstances; input from third party engineers or management's judgment and experience in remediating their own and unrelated parties' sites; and information available from regulatory agencies as to costs of remediation. The liability recorded by the Company represents its estimated share of the total obligation to remediate the site. The number of other potentially responsible parties (PRP's) who may be liable for remediation of a specific site, their financial resources, and their relative degree of responsibility are used to determine the Company's estimated share of the total obligation. Where the amount of an environmental remediation liability and the timing of the payments are fixed or reliably determinable, the forecasted cost is inflated until the expected time of payment and then discounted back to the present value.

Auditing environmental remediation liabilities is complex due to the highly judgmental nature of the assumptions used in the estimate. Significant judgment can be involved in determining whether the environmental liability is reasonably estimable. If the liability is determined to be reasonably estimable, significant assumptions used in the accounting for environmental remediation liabilities include: estimating the internal and external costs directly associated with site investigation and clean up, potential settlements with regulatory bodies or other affected parties, and legal and consultant fees; as well as determining the degree to which the remediation obligation is shared with other parties.

How We Addressed the Matter in Our Audit

We obtained an understanding, evaluated the design and tested the operating effectiveness of the Company's controls over the calculation of environmental remediation liabilities. Our audit procedures included, among others, testing controls over management's review of: the estimated costs to perform the remedial obligation, as provided by a regulatory agency or determined by a PRP group or internal engineers; the identification of PRPs and the Company's assumptions regarding the degree of responsibility for the action; and management's controls over the completeness and accuracy of the calculated remediation liability.

To test the environmental liabilities, we performed audit procedures that included, among others, assessing methodologies used by the Company and testing the significant assumptions discussed above, as well as the underlying costs and other estimates used by the Company in its development of these assumptions. We compared the significant assumptions used by management to historical data and trends, or to notifications or decisions from regulatory agencies or the PRP group specifying remedial plans of action required, as available. When appropriate to discount the liability, we evaluate the appropriateness of the discount rate and inflation rate utilized and the accuracy of the computation. We also involve EY engineering specialists to assist us with evaluating the completeness of the Company's environmental liabilities.

/s/ ERNST & YOUNG LLP

We have served as the Company's auditor since 2002.

Houston, Texas
February 13, 2020

WASTE MANAGEMENT, INC.

CONSOLIDATED BALANCE SHEETS
(In Millions, Except Share and Par Value Amounts)

	December 31, 2019	December 31, 2018
ASSETS		
Current assets:		
Cash and cash equivalents	$ 3,561	$ 61
Accounts receivable, net of allowance for doubtful accounts of $28 and $29, respectively	1,949	1,931
Other receivables	370	344
Parts and supplies	106	102
Other assets	223	207
Total current assets	6,209	2,645
Property and equipment, net of accumulated depreciation and amortization of $18,657 and $18,264, respectively	12,893	11,942
Goodwill	6,532	6,430
Other intangible assets, net	521	572
Restricted trust and escrow accounts	313	296
Investments in unconsolidated entities	483	406
Other assets	792	359
Total assets	$ 27,743	$ 22,650
LIABILITIES AND EQUITY		
Current liabilities:		
Accounts payable	$ 1,065	$ 1,037
Accrued liabilities	1,327	1,117
Deferred revenues	534	522
Current portion of long-term debt	218	432
Total current liabilities	3,144	3,108
Long-term debt, less current portion	13,280	9,594
Deferred income taxes	1,407	1,291
Landfill and environmental remediation liabilities	1,930	1,828
Other liabilities	912	553
Total liabilities	20,673	16,374
Commitments and contingencies		
Equity:		
Waste Management, Inc. stockholders' equity:		
Common stock, $0.01 par value; 1,500,000,000 shares authorized; 630,282,461 shares issued	6	6
Additional paid-in capital	5,049	4,993
Retained earnings	10,592	9,797
Accumulated other comprehensive income (loss)	(8)	(87)
Treasury stock at cost, 205,956,366 and 206,299,352 shares, respectively	(8,571)	(8,434)
Total Waste Management, Inc. stockholders' equity	7,068	6,275
Noncontrolling interests	2	1
Total equity	7,070	6,276
Total liabilities and equity	$ 27,743	$ 22,650

See Notes to Consolidated Financial Statements.

WASTE MANAGEMENT, INC.

CONSOLIDATED STATEMENTS OF OPERATIONS
(In Millions, Except per Share Amounts)

	Years Ended December 31,		
	2019	2018	2017
Operating revenues	$ 15,455	$ 14,914	$ 14,485
Costs and expenses:			
Operating	9,496	9,249	9,021
Selling, general and administrative	1,631	1,453	1,468
Depreciation and amortization	1,574	1,477	1,376
Restructuring	6	4	—
(Gain) loss from divestitures, asset impairments and unusual items, net	42	(58)	(16)
	12,749	12,125	11,849
Income from operations	2,706	2,789	2,636
Other income (expense):			
Interest expense, net	(411)	(374)	(363)
Loss on early extinguishment of debt	(85)	—	(6)
Equity in net losses of unconsolidated entities	(55)	(41)	(68)
Other, net	(50)	2	(8)
	(601)	(413)	(445)
Income before income taxes	2,105	2,376	2,191
Income tax expense	434	453	242
Consolidated net income	1,671	1,923	1,949
Less: Net income (loss) attributable to noncontrolling interests	1	(2)	—
Net income attributable to Waste Management, Inc.	$ 1,670	$ 1,925	$ 1,949
Basic earnings per common share	$ 3.93	$ 4.49	$ 4.44
Diluted earnings per common share	$ 3.91	$ 4.45	$ 4.41

CONSOLIDATED STATEMENTS OF COMPREHENSIVE INCOME
(In Millions)

	Years Ended December 31,		
	2019	2018	2017
Consolidated net income	$ 1,671	$ 1,923	$ 1,949
Other comprehensive income (loss), net of tax:			
Derivative instruments, net	8	8	7
Available-for-sale securities, net	15	5	2
Foreign currency translation adjustments	55	(105)	76
Post-retirement benefit obligation, net	1	2	3
Other comprehensive income (loss), net of tax	79	(90)	88
Comprehensive income	1,750	1,833	2,037
Less: Comprehensive income (loss) attributable to noncontrolling interests	1	(2)	—
Comprehensive income attributable to Waste Management, Inc.	$ 1,749	$ 1,835	$ 2,037

See Notes to Consolidated Financial Statements.

WASTE MANAGEMENT, INC.

CONSOLIDATED STATEMENTS OF CASH FLOWS
(In Millions)

	Years Ended December 31,		
	2019	2018	2017
Cash flows from operating activities:			
Consolidated net income	$ 1,671	$ 1,923	$ 1,949
Adjustments to reconcile consolidated net income to net cash provided by operating activities:			
Depreciation and amortization	1,574	1,477	1,376
Deferred income tax expense (benefit)	100	25	(251)
Interest accretion on landfill liabilities	98	95	92
Provision for bad debts	39	54	43
Equity-based compensation expense	86	89	101
Net gain on disposal of assets	(27)	(47)	(20)
(Gain) loss from divestitures, asset impairments and other, net	113	(58)	43
Equity in net losses of unconsolidated entities, net of dividends	55	41	39
Loss on early extinguishment of debt	85	—	6
Change in operating assets and liabilities, net of effects of acquisitions and divestitures:			
Receivables	(53)	(16)	(271)
Other current assets	(23)	(16)	50
Other assets	10	(14)	(66)
Accounts payable and accrued liabilities	243	203	126
Deferred revenues and other liabilities	(97)	(186)	(37)
Net cash provided by operating activities	3,874	3,570	3,180
Cash flows from investing activities:			
Acquisitions of businesses, net of cash acquired	(521)	(460)	(198)
Capital expenditures	(1,818)	(1,694)	(1,509)
Proceeds from divestitures of businesses and other assets (net of cash divested)	49	208	99
Other, net	(86)	(223)	(12)
Net cash used in investing activities	(2,376)	(2,169)	(1,620)
Cash flows from financing activities:			
New borrowings	4,683	359	1,479
Debt repayments	(533)	(499)	(1,907)
Premiums paid on early extinguishment of debt	(84)	—	(8)
Net commercial paper borrowings	(1,001)	453	513
Common stock repurchase program	(248)	(1,004)	(750)
Cash dividends	(876)	(802)	(750)
Exercise of common stock options	67	52	95
Tax payments associated with equity-based compensation transactions	(33)	(29)	(47)
Other, net	(11)	(38)	14
Net cash provided by (used in) financing activities	1,964	(1,508)	(1,361)
Effect of exchange rate changes on cash, cash equivalents and restricted cash and cash equivalents	2	(3)	—
Increase (decrease) in cash, cash equivalents and restricted cash and cash equivalents	3,464	(110)	199
Cash, cash equivalents and restricted cash and cash equivalents at beginning of period	183	293	94
Cash, cash equivalents and restricted cash and cash equivalents at end of period	$ 3,647	$ 183	$ 293
Reconciliation of cash, cash equivalents and restricted cash and cash equivalents at end of period:			
Cash and cash equivalents	$ 3,561	$ 61	$ 22
Restricted cash and cash equivalents included in other current assets	15	49	70
Restricted cash and cash equivalents included in restricted trust and escrow accounts	71	73	201
Cash, cash equivalents and restricted cash and cash equivalents at end of period	$ 3,647	$ 183	$ 293

See Notes to Consolidated Financial Statements.

WASTE MANAGEMENT, INC.

CONSOLIDATED STATEMENTS OF CHANGES IN EQUITY
(In Millions, Except Shares in Thousands)

		Waste Management, Inc. Stockholders' Equity							
		Common Stock		Additional Paid-In	Retained	Accumulated Other Comprehensive	Treasury Stock		Noncontrolling
	Total	Shares	Amounts	Capital	Earnings	Income (Loss)	Shares	Amounts	Interests
Balance, December 31, 2016	$ 5,320	630,282	$ 6	$ 4,850	$ 7,388	$ (80)	(190,967)	$ (6,867)	$ 23
Consolidated net income	1,949	—	—	—	1,949	—	—	—	—
Other comprehensive income (loss), net of tax	88	—	—	—	—	88	—	—	—
Cash dividends declared of $1.70 per common share	(750)	—	—	—	(750)	—	—	—	—
Equity-based compensation transactions, net of tax	185	—	—	38	1	—	4,064	146	—
Common stock repurchase program	(750)	—	—	45	—	—	(10,058)	(795)	—
Other, net	—	—	—	—	—	—	(3)	—	—
Balance, December 31, 2017	$ 6,042	630,282	$ 6	$ 4,933	$ 8,588	$ 8	(196,964)	$ (7,516)	$ 23
Adoption of new accounting standards	80	—	—	—	85	(5)	—	—	—
Consolidated net income	1,923	—	—	—	1,925	—	—	—	(2)
Other comprehensive income (loss), net of tax	(90)	—	—	—	—	(90)	—	—	—
Cash dividends declared of $1.86 per common share	(802)	—	—	—	(802)	—	—	—	—
Equity-based compensation transactions, net	151	—	—	60	1	—	2,345	90	—
Common stock repurchase program	(1,008)	—	—	—	—	—	(11,673)	(1,008)	—
Divestiture of noncontrolling interest	(19)	—	—	—	—	—	—	—	(19)
Other, net	(1)	—	—	—	—	—	(7)	—	(1)
Balance, December 31, 2018	$ 6,276	630,282	$ 6	$ 4,993	$ 9,797	$ (87)	(206,299)	$ (8,434)	$ 1
Consolidated net income	1,671	—	—	—	1,670	—	—	—	1
Other comprehensive income (loss), net of tax	79	—	—	—	—	79	—	—	—
Cash dividends declared of $2.05 per common share	(876)	—	—	—	(876)	—	—	—	—
Equity-based compensation transactions, net	164	—	—	56	1	—	2,585	107	—
Common stock repurchase program	(244)	—	—	—	—	—	(2,247)	(244)	—
Other, net	—	—	—	—	—	—	5	—	—
Balance, December 31, 2019	$ 7,070	630,282	$ 6	$ 5,049	$ 10,592	$ (8)	(205,956)	$ (8,571)	$ 2

See Notes to Consolidated Financial Statements.

List of Officers for Waste Management of Ohio, Inc.

Aaron J. Johnson	President
Dean H. Vander Baan	Vice President
James A. Wilson	Vice President
Kevin L. Somero	Vice President and Assistant Secretary
Courtney A. Tippy	Vice President and Secretary
Leslie K. Nagy	Vice President, Chief Financial Officer and Controller
David L. Reed	Vice President and Treasurer
Mark A. Lockett	Vice President and Assistant Treasurer
Jeff Bennett	Assistant Treasurer
Jeffrey M. Viola	Assistant Secretary
Micah S. Hamstra	Assistant Secretary

Directors: Courtney A. Tippy and Aaron J. Johnson

Management Team assigned to this Contract

At Waste Management, we believe that developing a strong relationship with you and your community is important to our long-term partnership. Our priority is to thoroughly understand our customers' program goals and service expectations – we listen first and act second. Through our long-term partnership with the City, we have developed strong working relationships with your staff and have learned the ins and outs of your community.

Your local Huber Heights service team brings a diversity of backgrounds, skillsets, and job responsibilities. However, we all connect back to a common denominator, you - our customer.

Your Waste Management Huber Heights service team includes:



Jeff Bundy | District Manager | (614) 833-5296 | jbundy@wm.com

As a District Manager, Jeff oversees the day-to-day operations of our Fairborn Hauling District. He provides leadership support to front-line managers for safety, operational, and service performance while also diagnosing and improving processes and procedures. Jeff is responsible for the District's overall service and budget performance.

He will interact with City staff to maximize customer satisfaction and improve service efficiency and the daily quality of contract services. During the implementation of services, Jeff will oversee the completion of all operational tasks.

Jeff has more than 20 years of experience in transportation and logistics. He has been a valuable part of our Fairborn team for more than five years. Prior to joining Waste Management, Jeff held the role of Director of Operations for Eby-Brown Company, LLC.



Melinda Antell | Public Sector Solutions Representative | (317) 339-5304 | mantell@wm.com

Melinda will serve the City by overseeing Waste Management's implementation of the new agreement. She will make sure all your needs and expectations are met. In addition to contract management, Melinda is a strong community citizen and will oversee support and contribution activities to cultivate partnerships through participation in causes and events.

She will oversee the efforts of Waste Management's team to verify that obligations, such as reporting, service verification, and customer outreach, are delivered per the contract, law, and company policy. Melinda maintains knowledge about legislation, regulations, and local ordinances regarding Waste Management's delivery of services. She will oversee all aspects of the new Agreement and will work collaboratively with your staff to design and implement new services and programs in accordance with contractual requirements, changes in law, and your direction.

Melinda has been an active part of the local solid waste community for nearly 30 years. After graduating from Indiana University with her Master's in Public Education, she joined the Indiana Department of Environmental Management as a Waste Reduction Specialist. Since then she has held positions of increasing responsibility, including Executive Director of the Johnson County Solid Waste Management District for nearly 10 years and management roles for AbiBow Recycling, LLC where she focused on safe, cost effective sourcing, collection, and production of quality paper fiber. Melinda has been a valuable part of our Waste Management team for the last six years.

Kyle Stine | Route Manager | (937) 414-1979 | kstine1@wm.com

Kyle will be the direct point of contact for operational issues related to the program. Kyle will work closely with Huber Heights' drivers, assisting with morning launches, ensuring each vehicle is properly inspected at the beginning and conclusion of each route, and monitoring drivers throughout their collection routes with a focus on safety and customer service. Kyle will work closely with Huber Heights during the implementation, helping to develop and test new collection routes, and proactively addressing the City's unique site requirements and service requests.

Our Drivers - The Backbone of Our Daily Operations



At Waste Management, we believe our employees are our greatest assets, and if we take care of them, they will take care of our customers, our communities, our shareholders, our environment, and each other.

Our team of highly trained, experienced drivers are the backbone of our daily operations and are dedicated to providing the City with world-class service. These men and women are more than just your waste collection drivers, they are your friends and neighbors, and they take great pride in helping preserve your environment today and for future generations.

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

Our diligent pre-employment screening process includes a comprehensive background check, fingerprinting, and drug testing. All candidates and employees are subject to Waste Management's Drug and Alcohol-Free Workplace Policy, which includes regular, ongoing screenings for employees who operate company vehicles.

In addition to safety and operational training, our drivers are on the front line of consumer education. Just as consumer awareness on the do's and don'ts of recycling is critical, so too is ensuring that our drivers are consistently trained across the company to help solve the problem of contamination in the waste stream. Drivers can enhance consumer awareness through Waste Management's tagging campaigns and help educate consumers on the best ways to decrease contamination.

Our employees are the lifeblood of the work we do every day. That's why we focus on developing talent at every level of the organization through career path planning and best-in-class training that is specifically designed for success in the service industry. At the heart of our engagement and retention strategy is a steadfast commitment to Waste Management's values of people first and success with integrity.

Current and Past Customers

As a trusted environmental solutions partner for communities throughout Ohio, we know local customers, their needs, and their requirements better than any other company. We provide service for many of Huber Heights's neighbors. Waste Management is pleased to provide the following references for your review, highlighting the depth and breadth of our capabilities. Our team of experts is committed to delivering quality services and ensuring customer satisfaction in an efficient, streamlined, and effective manner. Though large, Waste Management tailors its services to meet the needs of each customer group and to ensure consistent, superior service. Waste Management is strongly committed to the safe, responsible management of waste, full regulatory compliance, and the protection and enhancement of the environment.

Customer	Contact	Phone	Years of Service	Annual Contract Value	Current Contract	Description of Services
Village of Obetz	Stacey Boumis, Community Services Director	(614) 491-1080	32	$316,000	Y	Trash Collection; Bulk Pickup; Recycling Drop off; Frontload container and roll-off services
Village of West Jefferson	John Mitchell, Public Services Director	(937) 243-7652	16	$392,000	Y	Trash and Recycling Collection; Bulk Pickup; Frontload container and roll-off services
Jefferson Township (Franklin County)	Dion Grener, Township Administrator	(614) 304-0128	22	$690,000	Y	Trash, Recycling and Yardwaste Collection; Bulk Pickup; Frontload container and roll-off services
City of Fairborn	Karen Hawkins, Public Works Director	(937) 754-3031	28	$1,747,000	N contract ended 12/31/20	Trash, Recycling and Yardwaste Collection; Bulk Pickup; Frontload container and roll-off services

Village of West Milton	Ben Herron, Municipal Manager	(937) 698-1500	22	$500,000	Y	Trash and Recycling Collection; Bulk Pickup; Frontload container and roll-off services



3 | SCOPE OF WORK

A Customer-Centric Approach to Providing Environmental Services

Waste Collection

Waste Management will provide automated collection of solid wastes generated within the corporate limits of the City of Huber Heights and dispose of these at a Montgomery County Transfer Station.

We will make weekly collection and disposal of residential waste material including solid waste, large trash items, garbage, brush, and yard debris.

For the base proposal (unlimited), customers will use their own containers for trash. For Options #2, #3, & #4, we will distribute 96-gallon carts to residents to use for curbside waste collection.

Recycling

Waste Management will provide collection of recyclables generated within the corporate limits of the City of Huber Heights and deliver for processing to Rumpke Materials Recovery Facility.

Depending on which Option the City chooses, we will make weekly or every other week recycling collection and provide processing for residential recyclables.

We will distribute green 65-gallon carts with yellow lids to residents to use for all curbside recycling collection options.

Material and Delivery Specifications

As a society, we understand that recycling is important, but in order for recycling to make an impact, we have to recycle right. Today's most successful and sustainable recycling programs emphasize the value of the acceptable materials. We must ask ourselves, does this material have a viable market? If the answer is yes, we must also ensure the material we are recycling is properly prepared, clean, and free from contamination.

Our list of acceptable materials is reflective of today's market reality and includes only materials that meet industry quality standards and have viable market demands. However, due to the length of our Contract with Huber Heights, it is important to allow for the possibility that this list may need to be adjusted at some point. Contract language must support our collective need to make changes to acceptable materials in order to respond to global market demands as well as protect the quality of material we process. In light of these considerations, we propose the following contract language:

SINGLE STREAM SPECIFICATIONS

RECYCLABLE MATERIALS must be dry, loose (not bagged), unshredded, empty, and include ONLY the following:

Aluminum cans	Newspaper
PET bottles with the symbol #1 – with screw tops only	Mail
HDPE plastic bottles with the symbol #2 (milk, water bottles detergent, and shampoo bottles, etc.)	Uncoated paperboard (ex. cereal boxes; food and snack boxes)
PP plastic bottles and tubs with symbol # 5 - empty	Uncoated printing, writing and office paper
Steel and tin cans	Old corrugated containers/cardboard (uncoated)
Glass food and beverage containers – brown, clear, or green	Magazines, glossy inserts and pamphlets

NON-RECYCLABLES include, but are not limited to the following:

Plastic bags and bagged materials (even if containing Recyclable Materials)	Microwavable trays
Porcelain and ceramics	Mirrors, window or auto glass
Light bulbs	Coated cardboard
Soiled paper, including paper plates, cups and pizza boxes	Plastics not listed above including but not limited to those with symbols #3, #4, #6, #7 and unnumbered plastics, including utensils
Expanded polystyrene	Coat hangers
Glass cookware/bakeware	Household appliances and electronics
Hoses, cords, wires	Yard waste, construction debris, and wood
Flexible plastic or film packaging and multi-laminated materials	Needles, syringes, IV bags or other medical supplies
Food waste and liquids, containers containing such items	Textiles, cloth, or any fabric (bedding, pillows, sheets, etc.)

Excluded Materials or containers which contained Excluded Materials	Napkins, paper towels, tissue, paper plates, and paper cups
Any paper Recyclables or pieces of paper Recyclables less than 4" in size in any dimension	Propane tanks, fuel cannisters
Batteries	Metal cookware/bakeware
Fiber Recyclable Materials with moisture exceeding commodity market limits	

DELIVERY SPECIFICATIONS:

Material delivered by or on behalf of Customer may not contain Non-Recyclables or Excluded Materials. "Excluded Materials" means radioactive, volatile, corrosive, flammable, explosive, biomedical, infectious, bio-hazardous or toxic substance or material, or regulated medical or hazardous waste as defined by, characterized or listed under applicable federal, state, or local laws or regulations, materials containing information (in hard copy or electronic format, or otherwise) which information is protected or regulated under any local, state or federal privacy or data security laws, including, but not limited to the Health Insurance Portability and Accountability Act of 1996, as amended, or other regulations or ordinances or other materials that are deleterious or capable of causing material damage to any part of Company's property, its personnel or the public or materially impair the strength or the durability of Company's structures or equipment.

Company reserves the right upon notice to discontinue acceptance of any category of materials set forth above as a result of market conditions related to such materials and makes no representations as to the recyclability of the materials.

Recycling Education: Why it is So Important to Recycle Right

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

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

Collecting materials is not the same as recycling them. It is only when a material is recycled into something else that we realize the economic and environmental benefits. Anything short of this, and we are simply creating a problem that results in a negative environmental impact. To certify that our local

recycling programs remain viable, workable operations, Waste Management has taken proactive steps to help our customers understand the new recycling paradigm and how local actions have global impacts.

Proactive Public Education Specific to Your City

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

Waste Management has dedicated manpower and made a significant investment in our Recycle Right education program. The comprehensive, complimentary offerings found on the Recycle Right website provide tailored tools for everyone from residents to businesses to educators to property managers as well as our government customers. Recycle Right is successful at getting customers to change their recycling habits because we:

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



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

Based on community-based social marketing precepts, the Recycle Right program includes educational videos, printed inserts, posters, bin decals and bookmarks, a robust social media campaign, elementary

school resources that include a STEM-approved Curriculum for K-Five, and other interactive tools you can use to make recycling sustainable for future generations. Examples of current materials include:

Home	Property Management	Business	Schools	Municipalities
✓ Recycling Get Started Guidelines, Posters, and Container Labels ✓ Tips for Streamlining Recycling at Home ✓ Videos designed to help customers set up successful at home recycling programs ✓ Family recycling activities	✓ Recycling Get Started Guidelines, Posters, and Container Labels ✓ Multifamily Recycling Setup Checklist ✓ Customizable Multifamily Newsletters ✓ New Resident Welcome Letter ✓ Recycling Doorhangers ✓ Staff Recycling Training Factsheet	✓ Recycling Get Started Guidelines, Posters, and Container Labels ✓ Tips for employee engagement ✓ Steps for setting up office place recycling ✓ Widgets linking to educational videos - these can be posted on business webpages to help cross- promote Recycle Right resources ✓ Resources for how to recycle without using plastic bags	✓ Educational curriculum designed for grades K-5, including: ✓ Lesson plans ✓ Activities ✓ Worksheets and lesson extensions ✓ Videos ✓ Posters and Container Labels	✓ Recycling Guidelines, Posters, Container Labels and Resident Mailings ✓ Widgets linking to educational videos - these can be posted on municipal webpages to help cross-promote Recycle Right resources ✓ Social media tools ✓ Cart tags

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

wm.com/recycleright

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

On the following page is an example of a Recycle Right poster available to you on wm.com/recycleright:

RECYCLE RIGHT

ALWAYS RECYCLE / RECICLE SIEMPRE



Plastic Bottles & Containers
Botellas y envases de plástico



Food & Beverage Cans
Latas de alimentos y bebidas



Paper
Papeles



Flattened Cardboard & Paperboard
Cartón y cartulina aplastados



Glass Bottles & Containers
Botellas y envases de vidrio

DO NOT INCLUDE IN YOUR MIXED RECYCLING CONTAINER / NO INCLUIR EN SU CONTENEDOR DE RECICLAJE MIXTO



NO Food or Liquids
NO comida o líquidos



NO Foam Cups & Containers
NO vasos y recipientes de poliestireno



NO Loose Plastic Bags, Bagged Recyclables or Film
Empty recyclables directly into your cart
NO bolsas y envolturas de plastico sueltas, o materiales recyclables embolsados
Vacié directamente los materiales reciclables en nuestro carrito



NO Batteries – check local drop-off programs for proper disposal
NO baterías - Verifique los programas locales de entrega para su correcta eliminación



NO Green Waste
NO desechos verdes



NO Clothing, Furniture & Carpet
NO ropa, muebles y alfombras

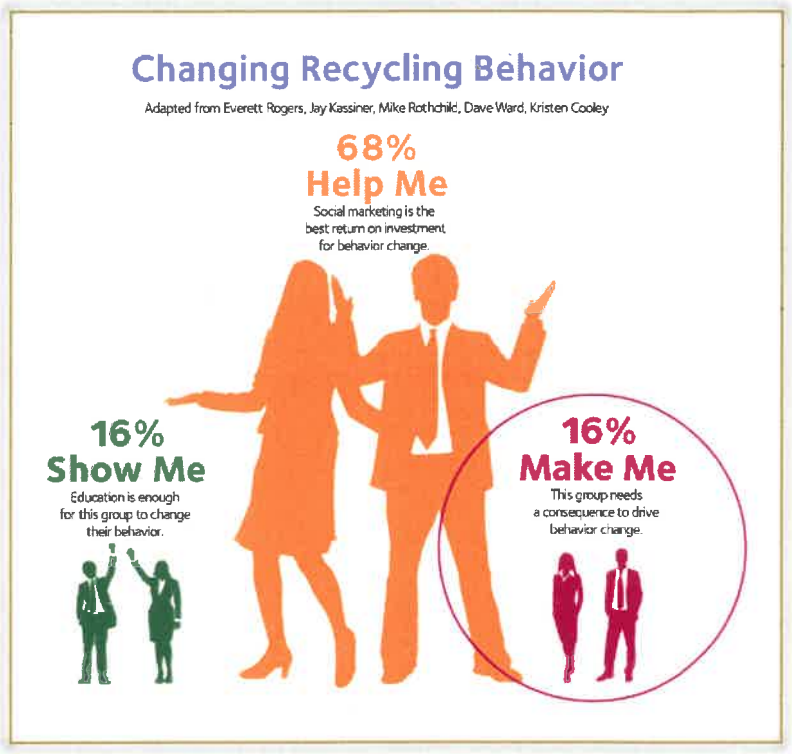
To Learn More Visit:
Para más información, visite:
wm.com/recycleright

© 2019 WM Intellectual Property Holdings, LLC. The Recycle Right recycling education program was developed based upon national best practices. Please consult your local municipality for their acceptable materials and additional details of local programs, which may differ slightly.

A Dynamic Duo - Education and Enforcement

Contamination in the recycling stream impacts everyone - customers, cities, collectors, and processors. Together, we can solve this problem by increasing customer access to education and consistently enforcing recycling guidelines.

It is no surprise that roughly 80 percent of consumers want, and try, to do the right thing when it comes to recycling and the remaining nearly 20 percent are responsible for most of the contamination. Using research conducted for prior community-based social marketing programs, we have identified three unique customer groups: Show Me, Help Me, and Make Me customers, and have developed targeted education and messaging for each.



The Show Me and Make Me customers understand recycling but occasionally need prompts to consistently recycle right. We have developed a suite of tools for them, but the newest includes our videos on wm.com/recycleright, in the Recycling in Action section. These five, 30-second videos show customers how to set up recycling systems in their homes and reduce contamination. Another prompt involves tagging carts that contain trash or contamination. Research indicates that providing education is very effective in changing behavior – we address the behavior where we want that behavior to change.

For our "Make Me" customers, consequences and levers need to be enforced, so when necessary, we will take action at the source through proactive monitoring. Our drivers who are the first line of defense in identifying contamination issues will perform recycling audits and when contaminated containers are identified, they will take action which may include:

- Taking a picture of contaminated materials
- Making a note of the contamination issue in our onboard computing system so your Account Manager can follow up with your designated contact to develop a proactive education plan
- Leaving a contamination notice on the container
- Depending on the level of contamination, the driver may or may not service the container, and fees for contaminated containers may be assessed

As a service provider, Waste Management values the trust communities place in us to process and recycle materials responsibly and keep recycling economically sustainable. Our first efforts are always to educate and share recycling tips at every opportunity. Our Recycle Right education program has tips and tools to give customers the knowledge to reduce and eliminate contamination.

Given that our overriding goal is to make recycling work; and realizing that not all constituents will embrace that goal, we will be transparent in our attempts to prompt consumers to recycle right.

While we have expanded recycling education, we have also adopted consequences for not recycling properly to drive behavior change. Together, we need to keep reinforcing the message about the importance of recycling the right things correctly. Waste Management will continue to help educate customers to reduce contamination - and we also will take necessary steps to seek the recovery of increased costs to keep recycling economically sustainable. Every community and every recycler is impacted. Recycling is truly undergoing a paradigm shift that requires all of us to work together to reduce contamination. We want to help you engage your residents to help find solutions and maintain their trust in the recycling process.

Following are examples of container tags. Note that all tags and stickers could be customized depending on requirements.









Brush and Bulky

Brush must be placed in small piles or tied in bundles of not more than 4 feet in length. Brush will be considered a "bulk item" if the City chooses Options #2 or #3. Grass clippings, leaves, and other yard trimmings must be placed in the provided trash cart.

Christmas Tree pick-up will be included at no extra charge from December 26 through mid-January of each year. Christmas trees will be picked up at curbside.

Large trash items include, but are not limited to, refrigerators, dishwashers, dryers, sofas, chairs, carpet, and mattresses. Please note that the waste generator must make provisions to remove CFCs before collection. Bulk items, limit 2 per week if City chooses Options #2 or #3, will need to be scheduled with WM in advance via email, chat, telephone, or on-line request.

City Facilities

WM will provide service at listed City facilities.

Billing

WM will be responsible for all billing unless the City chooses Option #3.

At Waste Management, everything we do is about creating an outstanding experience for our customers. That is why we use the equipment and software that we do. The fully integrated capability of our system confirms that customer information is correct and the overall customer experience is exceptional. For Waste Management, our billing system is not just "back office" processing; it is the backbone of the customer's experience.

Waste Management utilizes Mid-America Systems (MAS) as our customer billing system. MAS software operates on an IBM iSeries AS400 Platform, running i5/OS version 7.1. It can be accessed through a secure, internet VPN-based connection 24 hours each day, 7 days a week.

Waste Management's Billing System Features and Benefits

Fully Integrated Billing. MAS integrates all billing, routing, and customer service information into one operating system. Waste Management's invoice format is based on extensive research, customer feedback, and field testing. Our invoices provide the opportunity to create custom billing inserts and messages that are tailor-made for Huber Heights. For online customers, we post electronic versions of the inserts to their online invoice for a total "green" experience.

Reliability and Redundancy. We perform ongoing data quality assurance audits to confirm that all information is accurate and up-to-date. Our billing system data, like all our critical systems, are continuously backed up to reduce the risk of data loss.

Efficient Route Sequencing. Electronic route logs are generated from billing data every day to confirm service accuracy. These electronic records are downloaded to the drivers' tablets nightly. New customers and customers with service level changes are placed at the top of the driver's route screen to highlight the change in the driver's route. Each customer is assigned a unique account number that tracks detailed information, including contact information, size and quantity of containers, and service history. Route information is viewable in MAS.

Accurate Service. MAS connects seamlessly with our receivables processing system. Customers remit their payments to Waste Management's regional payment center. The payment is immediately

Waste Management's Billing System Features and Benefits

processed so customer service representatives can access a customer's account online and promptly respond to any billing questions.

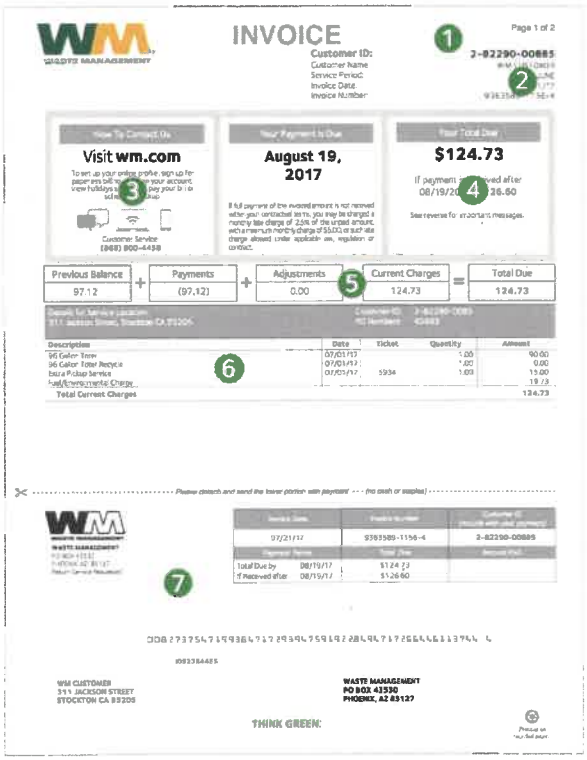
24/7 Online Bill Pay Option. Waste Management offers a safe, secure, convenient online bill paying system, allowing customers to pay their bill online, 24 hours a day, 7 days a week.

An Easy-to-Understand Monthly Invoice

To present our customers with accurate billing information in an easy-to-read format, Waste Management redesigned our standard invoice template. Our new invoice remains fully compliant with governmental, contractual, and local requirements while also incorporating customer feedback. The most common customer request regarding our invoice was to make it easier to understand. To accomplish this, we simplified the invoice format, provided clear steps for all payment options, and include an explanation of common charges if applicable.

SIMPLE GUIDE TO YOUR INVOICE
(FRONT)

1. **Customer ID**
   Unique identifier for your account.
2. **Billing Period**
   Shows the billing cycle dates for this invoice.
3. **Contact Information**
   We're always here to help, either online or by phone.
4. **What Do I Owe and When**
   Quickly see the total and when it is due.
5. **Account Overview**
   A quick summary of your monthly charges. A full breakdown is in the details section below.
6. **Detailed Account Activity**
   Information by service location, including all services, credits, and additional charges.
7. **Payment Coupon**
   If paying by mail, this is the portion of your paper invoice you return with payment.



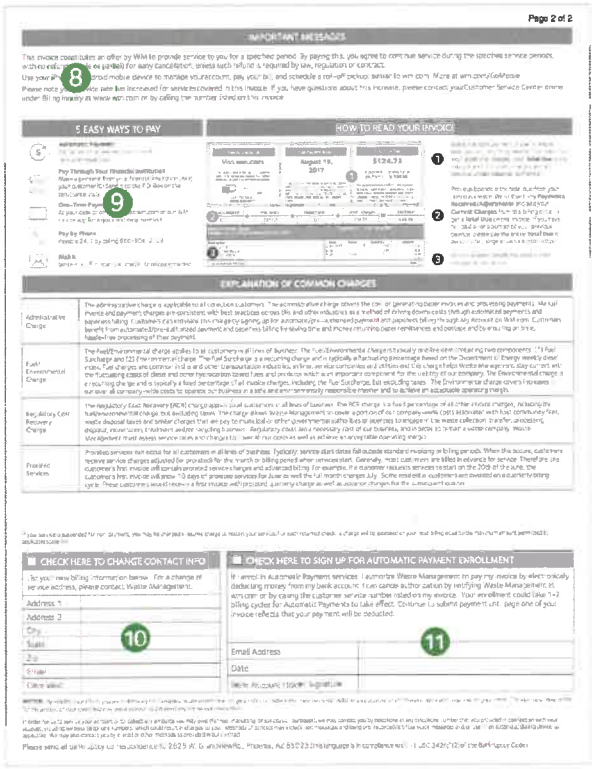
SIMPLE GUIDE TO YOUR INVOICE
(BACK)

8 **What Do I Need to Know**
Here you'll find messages, updates and special offers just for you.

9 **How Do I Pay**
Five easy ways to make a payment.

10 **Change Your Contact Information**
It's easy. Complete this section to make sure you receive your invoice and stay connected.

11 **Set Up Automatic Payments**
Sign up for our automatic payment service for a convenient way to establish recurring payments on your account.



Paperless Billing

A growing number of Waste Management customers prefer to view their bill electronically rather than receiving a traditional paper bill. For these customers, we offer a secure online invoice presentation as well as convenient options for bill payment Customers can select to either make a one-time payment or to register their Waste Management account to:

- Enroll in paperless billing – eliminating printed invoices
- Set up automatic (recurring) payments – making payment effortless
- Store payment information – creating a faster, easier, and safer payment option

Transitioning to Waste Management Billing

Like many contract terms, billing requirements often vary by community; therefore, Waste Management's implementation efforts will include specific tasks related to Huber Heights's billing requirements. We aim to make the transition to Waste Management billing simple for both our customers and municipal partners. We have found the following steps are key to a smooth transition:

- **Set Clear Data Expectations:** During an initial meeting between Waste Management and your billing staff, we will confirm data available and identify data gaps. Data commonly requested during a billing transition include:
    - Current account and route number
    - Billing name and contact information
    - Service address name and contact information (if different than billing information)

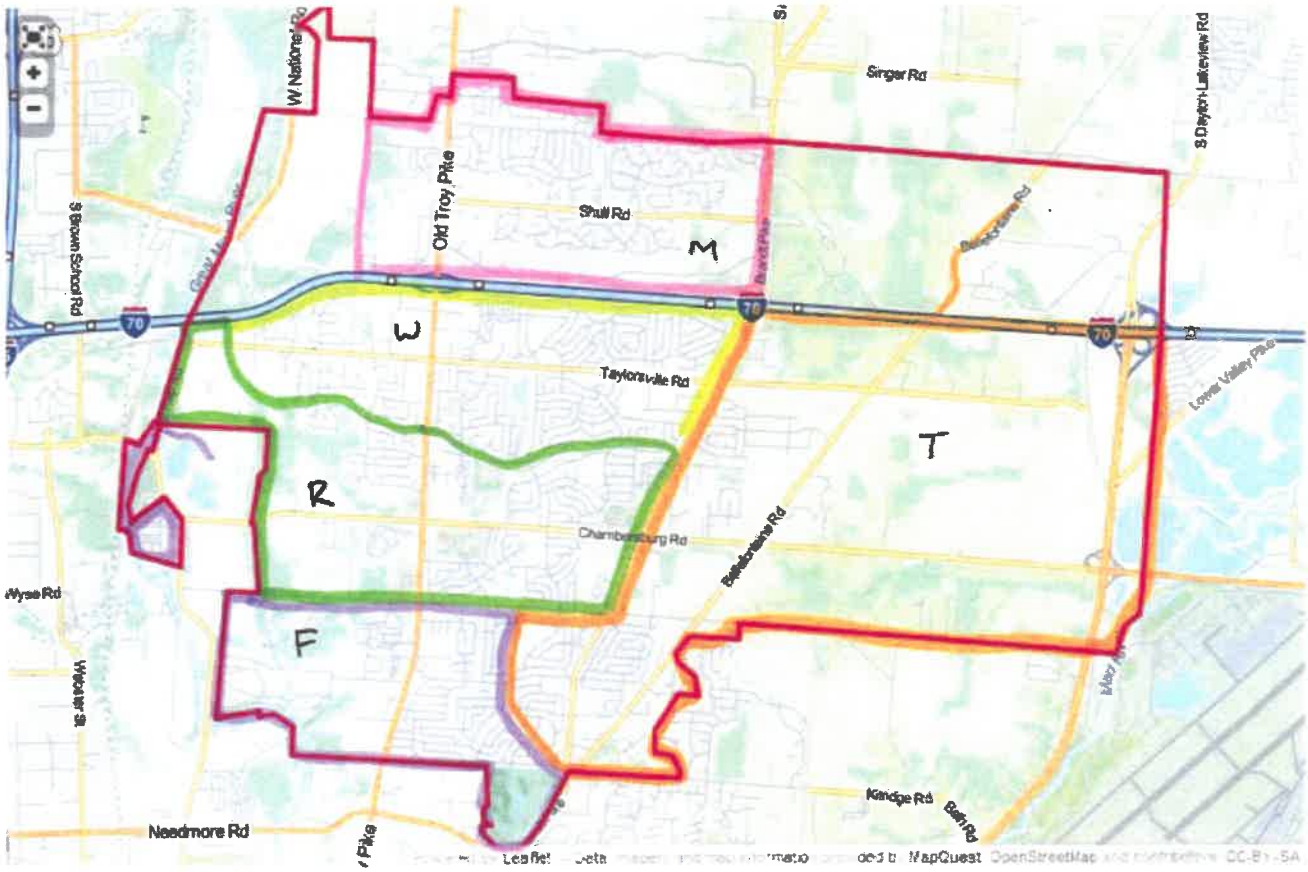
- Service details including container type(s), size(s), container quantity, frequency of collection, and current collection day.
- Account special handling/service notes (i.e. locked access, drive-in, disable customer assistance, etc.)

- **Establish a Schedule for Data Transfers:** After the available data and data format is confirmed, the Waste Management team will work with your staff to schedule dates for all upcoming data transfers. Periodic transfers are typically required to capture the addition of new accounts and changes to existing accounts.
- **Conduct Data Verification Efforts:** Waste Management makes numerous efforts to verify the accuracy of billing data before initiating new services. Data verification efforts often include: Parcel Verification Audits, site visits, phone audits, and direct mail requests. Data also will be scrubbed for deleted accounts, duplicates, and inconsistencies.

We will establish initial customer accounts in our billing system, using Waste Management-verified account data. Each customer will be assigned a unique Waste Management account number. Accounts will "go-live" on the contract start date, and Huber Heights residents and commercial customers will be invoiced monthly.

Proposed Route Schedule

Waste Management will run routes Monday through Friday. Please see map for proposed route schedule.



Our Route Management Systems

Operational Efficiency at its Finest

With more purchases being made electronically, many of us have started tracking the status of our deliveries online, and for the first time, we have had visibility into the complex logistics behind each shipment. When we are anxious to receive a package, we watch every stop from the point of intake, to transfers at regional distribution centers. Just as we depend on mail carriers to deliver packages on time, Huber Heights depends on Waste Management to collect waste and recyclables safely, efficiently, and on time.

Behind the scenes, we meet these customer expectations with the help of our state-of-the-art technology and software. Our entire fleet is equipped with an onboard computing system (OCS) – touch screen tablet technology that enhances real-time route management and communication between our operations and customer service teams. Through OCS, we use eRouteLogistics® software to build and maintain our routes and Plan Versus Actual (PvA) technology to manage collection routes in real time.

In addition to confirming material is collected on time with fewer missed collections, our route management systems benefit Huber Heights through:

- **Operations Efficiency:** Designing and utilizing the most efficient route means lower cost for customers, less wear and tear on streets, and the ability to avoid heavy traffic patterns.
- **Environmental Savings:** Operational efficiencies gained through our routing process have immediate positive effects on the local environment. Fewer miles driven means reduced greenhouse gas emissions.
- **Safety Improvement:** Routes are planned in line with company safety policies and protocols. Our routes accommodate traffic patterns and traffic flow, as well as avoid high pedestrian traffic hours at locations such as schools, playgrounds, and parks.

eRouteLogistics®: Routing Software that Reflects Real-Time Developments

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

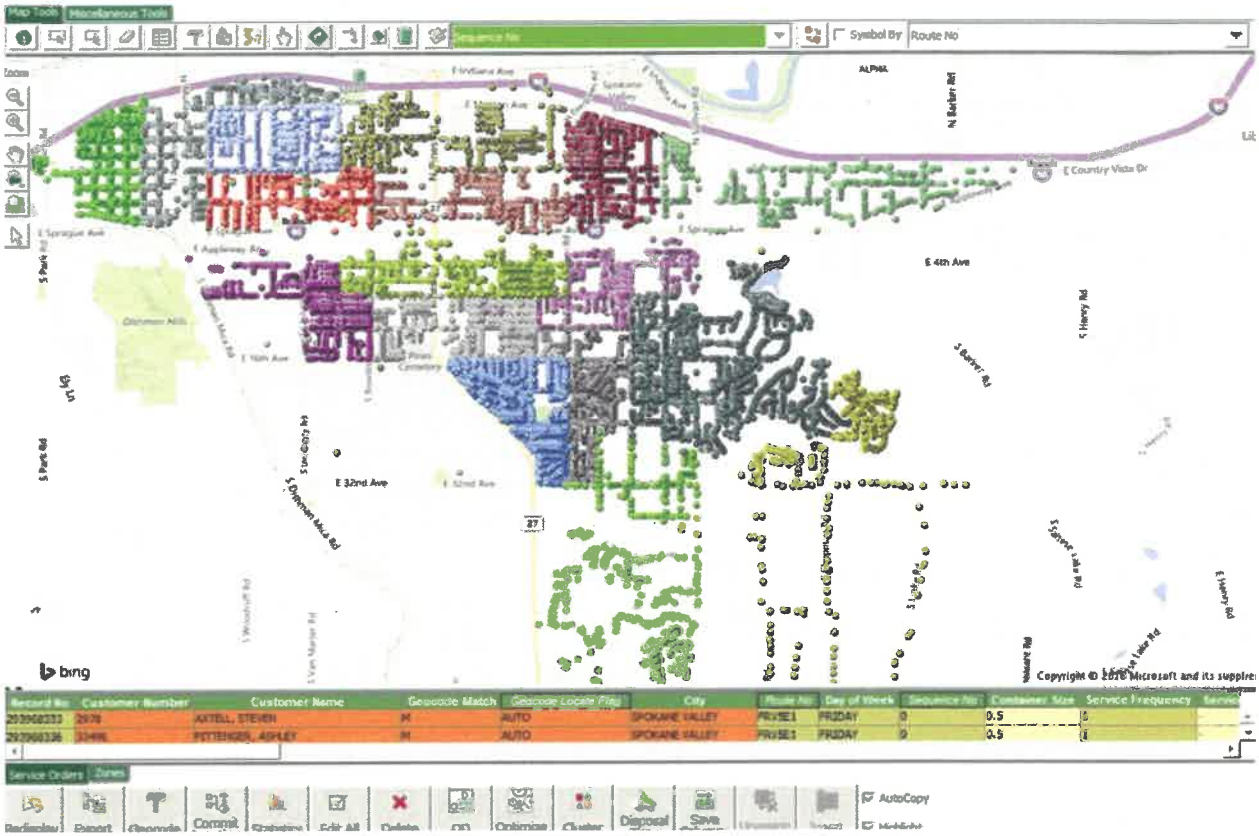
The eRouteLogistics program uses specialized software and a process analysis that bases routing and rerouting on:



eRouteLogistics displays customer locations in a user-friendly map through a variety of coloring and labeling options and allows users to visualize existing and future routes. Updated in near real-time,

eRouteLogistics enables our route managers, drivers, dispatchers, and customer service representatives to resolve any questions or concerns our customers or municipal partners may have concerning routes.

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



eRouteLogistics features mapping capabilities supported by Microsoft's Bing Maps technology. Mapping is automatically updated via Bing Maps to reflect road changes and new community developments.

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

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

The graphic to the right shows the PvA tracking for an actual route. A route order is typically denoted by blue squares (representing each account on the route). The order in which stops are serviced is denoted by the orange squares (based on when the driver "statuses" the stop, meaning, completed the pick-up).



The driver updates the status of each container as it is collected. That route information is shared almost instantly with the customer service center, so when a customer calls, our customer service representatives know what has happened on the ground. This helps the route manager track down disputed calls and helps the driver eliminate missed pick-ups.

Real Time Flexibility for On-Time Collections

We know not every day goes smoothly. Traffic can slow a driver on their route. A driver gets sick and the route still needs to be serviced. Route managers and dispatchers can take a portion of a route, or an entire route, divide it up among other trucks, and seamlessly drop those stops onto the other drivers' tablets. This puts the customer first, allowing us to quickly react to all situations. Additionally, route managers and dispatchers have access to each driver's tablet and can track how many stops are on their route and progress to completion.



Screenshot of new stops (white numbers) added to driver's tablet by the route manager.

While sitting at their desk, our operations team can see where our trucks are located, the stops already completed, and the day's work left to be collected. By dropping an electronic ticket on the map, the software pinpoints the location of the issue and gives our operations team the tools needed to re-route the work to the nearest truck.

Our drivers will know Huber Heights and they make certain you receive excellent customer service. With the help of our route management technologies, our drivers, route managers, and customer service team work together to meet your service expectations of on-time collections delivered in a safe and efficient manner day-in and day-out.

Onboard Computing System Dispatch Streamlines Routing Communications



Our onboard computing system dispatch (OCSD) software application is the system that aggregates all the data generated by our drivers via their onboard units (OBU). Vehicle information is transmitted in near real time from the OBU device back to our OCSD application in our high-tech Centralized Dispatch Center. It is used by our route managers, dispatch, and customer service teams to make routing decisions and modifications in real time, answer customer questions, and develop new and modify existing routes for efficiency based on historical data.

This system connects our dispatch operations, to our customer service center, to each truck, and even to our customers. It is done seamlessly using technology that communicates directly with the truck's computer and driver and allows the dispatcher to see where our trucks are located and how they are progressing on their route.

A phone call to the customer service center creates an electronic ticket sent to the dispatcher. The dispatcher reads the ticket, researches the situation using data from driver tablets, and determines who can best handle the issue. The dispatcher talks with the drivers and can "drag and drop" the electronic ticket onto the driver's tablet; push-to-talk technology gives the dispatcher quick direct access to each driver.

Our operations specialists and dispatch teams work together to keep a watchful eye on multiple residential, commercial, and roll off services and routes daily so that they can easily troubleshoot issues if they arise. Every dispatcher or operation specialist can access the same information providing continuous seamless coverage if someone is on a break, or during an all-hands situation like an emergency or weather event.

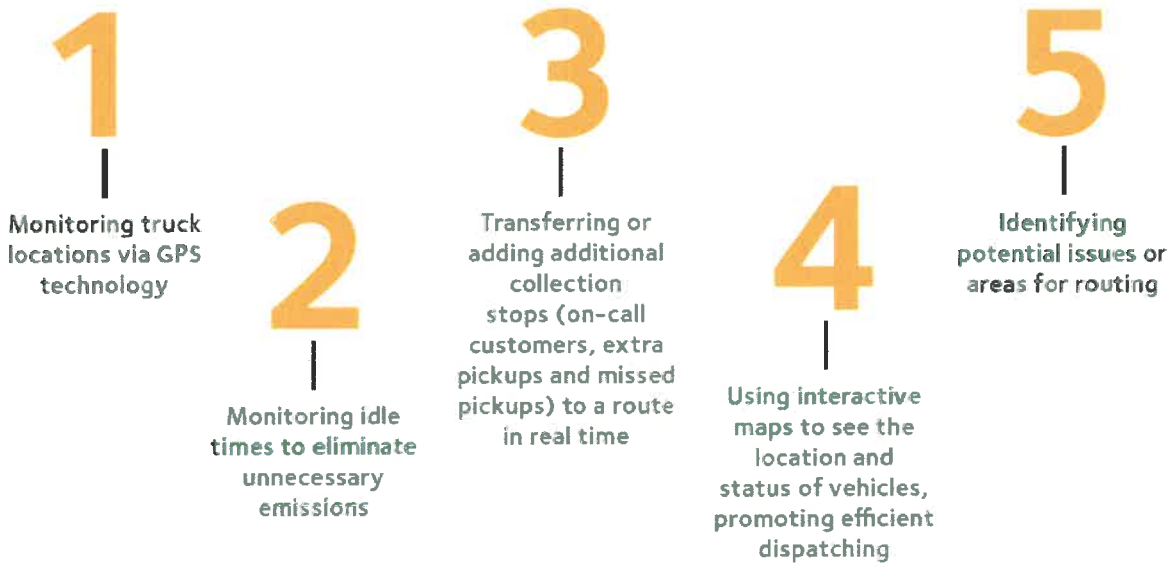
The team's collective goals are straightforward:

- Drive customer service satisfaction
- Streamline communications
- Support operations
- Increase efficiencies

Key functionalities include the ability to:

- Instantly view driver location, status, and route progress
- "Drag and drop" electronic tickets
- Share and access on-route photographs from tablets (i.e., photos of blocked containers, etc.)
- Reallocate portions of routes or a single collection from one driver to another

This software allows route managers and dispatch staff to enhance overall efficiencies through:



The combination of onboard technologies investments and computerized dispatch enables Waste Management to increase the effectiveness of our everyday operations and maximize our ability to quickly respond to customer needs.

Service Delivery Optimization

A Cornerstone of Our Operations

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

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



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

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

SDO Management Procedures

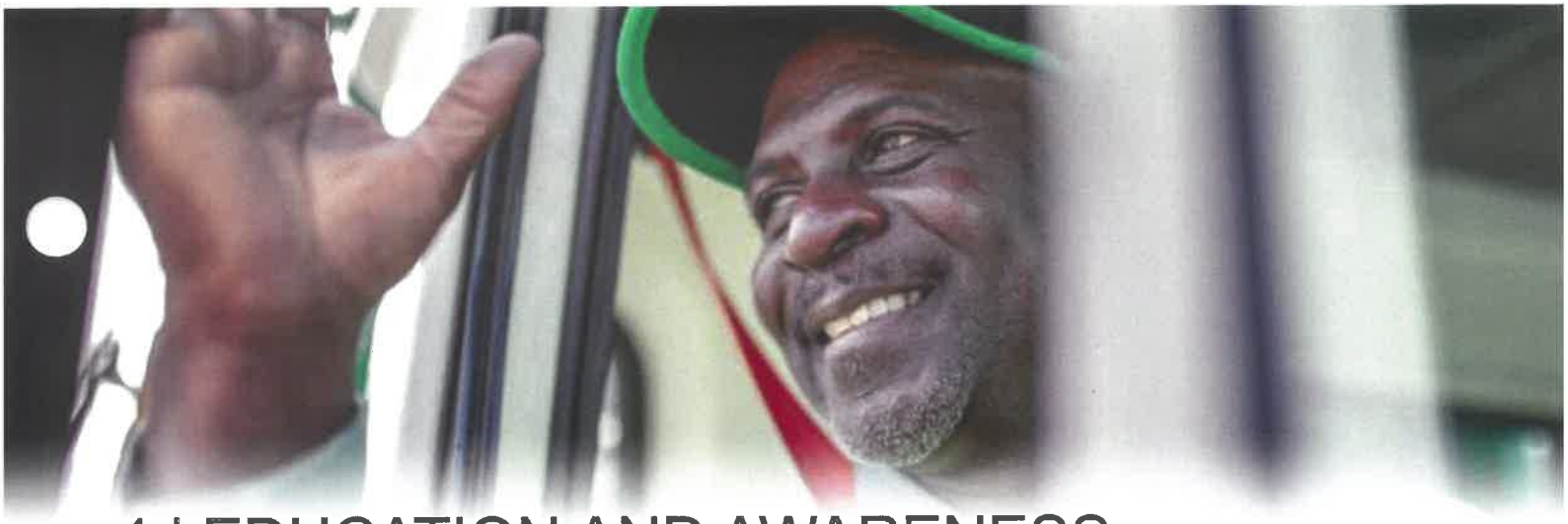
We take pride in providing exemplary service. To manage and track our performance, we utilize SDO as our proprietary best practices management tool. If an issue does arise, our SDO management procedures are:

Service Metric	SDO Procedure	SDO Value
Safety	Safety metrics, both present and past, are summarized weekly and monthly. The report includes the total recordable injury rate (TRIR) and the vehicle accident rate report (VARR), which address injuries and accidents, respectively.	Our goal is to return every employee home safely to their family and friends at the end of every day. As part of SDO, we use established safety metrics to measure and manage our operational performance. Managers and drivers discuss these metrics at daily launches.
Missed pickups	Our operations team creates a report on a daily, weekly, and monthly basis. The results are posted by route and driver name in the drivers' meeting room to inform all our drivers where we are missing customers.	This creates transparency and peer-to-peer accountability. Our route managers actively engage with drivers regarding missed collections. Drivers also participate in coaching and mentoring their team members.
Noise and spills	We track noise and spill complaints through our customer service complaint log and report them to Huber Heights as required.	Tracking noise and spill complaints gives our management team insight into incidents that need to be resolved before they become a nuisance for your community.
No can out percentage (NCO)	The daily NCO report tracks the percentage of a route that was reported as "no can out." This data helps to inform operational compliance and identify trends.	If the route is showing a high percentage of "no can out," route managers will conduct a "walk and talk" with our drivers on the route. High percentages of NCOs may signal missed collections, a situation requiring immediate correction.

Service Metric	SDO Procedure	SDO Value
Daily efficiencies dashboard	All efficiency data is combined into one daily dashboard report, including homes collected per hour based on each route's efficiency goal, total daily idle time by truck, and route sequence compliance (Plan vs. Actual).	To confirm we are routing for safety, service, and savings, our operations team meets every morning to review and discuss the daily dashboard and make route adjustments, if necessary.
Truck weights	This daily report lists the weight of every load from the previous day by truck.	The report enables the operations team to review truck weights to confirm they are within legal limits.
Fleet/maintenance reports	Every morning, we track the number of trucks that depart for collections versus those needing repair. This data is summarized weekly.	Route managers use this report to coach drivers on proper maintenance protocol. We need drivers to anticipate repairs to avoid disrupting collections.

SDO Drives Real Results

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



4 | EDUCATION AND AWARENESS

A Complete Environmental Service Company

The contractor shall list educational resources and opportunities available to the City of Huber Heights and to City residents and community groups. The contractor shall participate at an average of two community events per year. This information will be attached to the proposal.

Furthermore, the Contractor shall develop, in cooperation with and subject to approval by the City, comprehensive literature explaining how the refuse collection and curbside recycling will work, scheduled pick-up routes, holiday information, a thorough description of the recyclable materials that will be accepted, etc. which shall include at a minimum, the items set forth below. This brochure shall be mailed or delivered by the Contractor to all residential customers at least two weeks prior to implementation of the program and annually thereafter. Additional copies of the literature shall be provided to the City for their distribution.

In today's world, we cannot rely on one form of customer communication, which is why we have many methods of connecting with our customers. All of our outreach efforts share a common goal - to provide clear, concise, and relevant service information.

In the Scope of Work Section, we have also included information about our exciting recycling education program, Recycle Right, which can provide valuable resources to Huber Heights residents.

Waste Management agrees to participate, at an average, in two community events per year upon the City's request.

During a contract transition, Huber Heights residents will want to know:

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

Waste Management will send out a service postcard, similar to the samples provided below, at the beginning of the new Agreement promoting Huber Height's customer service number and reminding residents of their service days, acceptable materials, container placement guidelines, bulky item collection scheduling, and online information resources through the City's website.

IMPORTANT CART PLACEMENT INFORMATION

PROPER CART PLACEMENT

Place your cart at least 3 feet away from all objects including your second cart, mailbox, car, or tree. The lid opening should face the street with the wheels of the cart facing your house.



Place wheels of cart toward house. Keep space between carts and other objects.



Do not obstruct collection of carts or bulk items by parking vehicles in the vicinity. Keep area clear for easy access by collection truck.



All trash must be bagged and fit inside the cart with the lid firmly closed. Need more space? You can rent an additional cart for $5.75/month.

Please have trash cart at the curb by 6 a.m. on your new collection day - Monday.

WASTE MANAGEMENT

Waste Management
LOCAL ADDRESS
HERE





Dear YOUR TOWN resident,

Waste Management is proud to provide YOUR TOWN cart services for waste and recycling collection. Thank you for helping keep YOUR TOWN clean - and green - in 2020 and beyond.

Once-a-Week Waste & Recycling Collection:

- Blue Cart — Use this cart for single stream recycling. Please empty recyclable items directly into the cart; don't bag your recyclables and please don't include any loose plastic bags.
- Green Cart — Use the green cart for waste. Please place your trash in bags inside your green cart.

Place carts in the street by 6 a.m. on collection day with lids closed and wheels and handle toward the curb. Please keep 4 feet between your carts and make sure carts are 4 feet away from trees, cars, mailbox, poles, etc.

Bulk Item Collection:

Only one (1) bulk item will be collected per week on your regular day. Examples include a mattress, washer, dryer, desk, etc. Any items with CFC or HCFC refrigerants or liquids must be scheduled for pickup. Please call Waste Management at (800) 769-5566.

Household Hazardous Wastes are NOT ACCEPTED

Toxic chemicals, pesticides, oil-based paints, weed killers, automotive batteries, fuels or fluids must be disposed of properly. Please refer to the Bristol Township website at www.bristoltownship.org, or Bucks County Recycling website for more information.

Electronics CANNOT be disposed as Waste

Due to PA state law, TVs, computers, laptops or monitors WILL NOT be collected. Call (267) 812-2950 for recycling options.

2020 Yard Waste Collection: April 6-December 11

Please place your yard waste out on your regular collection day. Use only rigid containers or biodegradable paper bags - yard waste will not be collected in plastic bags.

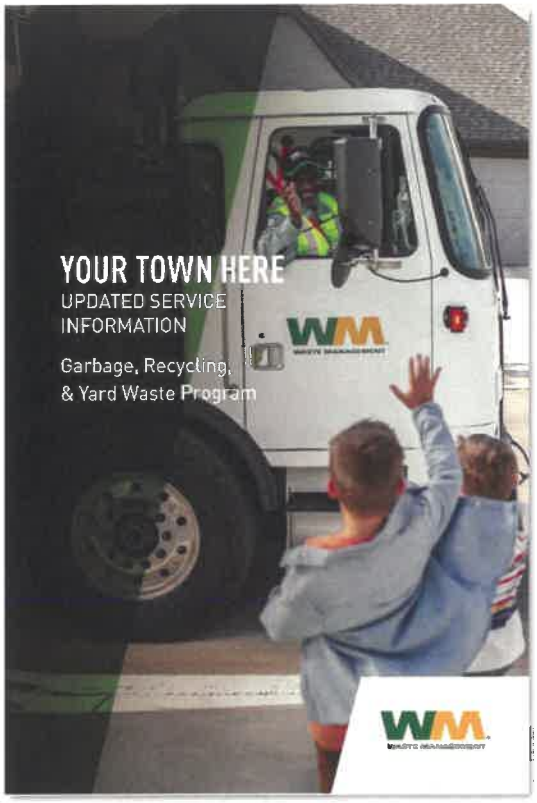
Yard waste includes grass, leaves, clippings and branches. NO dirt or rocks in yard waste container.

Holiday Schedule:

The following holidays are observed by Bristol Township and Waste Management:

New Year's Day	Memorial Day	Fourth of July
Labor Day	Thanksgiving Day	Christmas Day

When a holiday falls on or before a collection day, service for that day and the following days of that week will be delayed by one day.



DEAR YOUR TOWN RESIDENT:

YOUR TOWN and Waste Management are pleased to provide a comprehensive solid waste program designed to encourage recycling and waste reduction, reduce litter in our neighborhoods, and ensure that waste is disposed of in an environmentally responsible manner. The information in this brochure will assist you with the garbage, recycling, yard waste, electronic recycling, and household hazardous waste disposal in YOUR TOWN.

For further information, please visit our local website at home.wm.com/TBD or contact Waste Management at TBD. Waste Management Customer Service hours are 8 a.m. – 6 p.m. Monday through Friday and 8 a.m. – 12 p.m. on Saturday.

Or you can also visit the City of Joliet's website at TBD.

Thank you and we appreciate your cooperation.
Waste Management & YOUR TOWN

COLLECTION TIMES AND CARTS

All garbage and recycling carts, including yard waste, must be placed at the curb no later than 7 a.m. the day of collection. Carts should be placed with the handle facing away from the roadway and at least three feet apart. Residents may put their carts out the night before collection. Please do not place the carts on the street. Residents should keep carts in their garage or a location in the back or side yard if they are being kept outside. After collection, all carts should be removed no later than the evening of your collection day. Please call Waste Management at (815) 280-7854 if your cart becomes damaged or needs repair. Additional carts can be rented or purchased, or existing carts can also be downsized or upsized for an additional fee.

OBSERVED HOLIDAYS

When your collection day falls on or after one of the holidays below, your collection will be delayed one day that week

NEW YEAR'S DAY MEMORIAL DAY INDEPENDENCE DAY LABOR DAY THANKSGIVING DAY CHRISTMAS DAY

© 2012 WM Intellectual Property Holdings, LLC

SOLID WASTE /GARBAGE



Each home is provided with a 96-gallon or 64-gallon cart for solid waste free of charge. Additional waste may be placed in either plastic bags OR containers that are not greater than 45 gallons in size and do not exceed 50 lbs. All waste should be properly contained to prevent littering. Residents may rent an additional 96-gallon refuse cart for $5.00 per month by calling (815) 280-7854. Residents may also purchase or rent additional carts or for a fee they can upsize or downsize their cart.

- Bulk items will be collected with the weekly pickup (i.e., couches, small tables, mattresses, chairs, etc.). Furniture and mattresses must be dry. In case of rain or snow, please cover. Christmas trees are considered a bulk item and will be picked up through January 31.
- Carpet is considered a bulk item and must be cut and rolled into 4-foot lengths. Each roll must not weigh more than 50 lbs. All carpeting and padding must be secured with tape or string prior to collection. Carpet and padding must be dry. In case of rain or snow, please cover.
- Waste Management will collect large household appliances such as refrigerators, washers, dryers, AC units, and dehumidifiers on residents' regular weekly collection day. These items will be collected separately and will be recycled. As a safety precaution, please remove the doors from refrigerators and freezers. Residents should call Waste Management at (815) 280-7854 to schedule collection of appliances.
- Old water softeners can be taken as trash. Prior to placing curbside on your regularly scheduled collection day, these items need to be drained of all water and/or salt.
- Incidental quantities of home improvement project debris will be collected if properly contained in either the garbage cart, a 35-gallon can and/or bundled and tied, so that each bundle does not exceed 50 lbs. There is a limit of five 35-gallon cans or three 50 lbs. bundles of home debris per week.
- Hot water tanks are NOT taken as regular trash and should be scheduled as a White Goods pickup. Call Waste Management at (815) 280-7854.
- Materials from floods, fires, moving and evictions will not be collected with garbage. Separate arrangements must be made. Call (815) 280-7854 for more information.

RECYCLING

- Each home is provided with a 96-gallon or 64-gallon recycling cart with a yellow lid free of charge. Residents may rent or purchase an additional recycling cart or downsize or upsize their current carts for a fee by calling (815) 280-7854.
- Please do not place food, liquids or plastic bags in your recycling cart, and don't bag your recyclables. Empty materials directly into your cart. See the adjacent panel for acceptable recyclable materials and more ways to recycle right.
- Shredded paper must be placed in a paper bag first, then placed in your recycling cart. Shredded paper loose or in a plastic bag will contaminate all the other materials in your recycling cart.

YARD WASTE

Yard waste such as grass clippings, leaves, tree branches, and brush is collected weekly on your scheduled collection day from mid-March through the first week in December.

- Yard waste must be placed in either brown paper yard waste bags OR in clearly labeled 32-gallon containers. YARD WASTE ONLY labels are available at no charge at Joliet City Hall and Joliet Jewel-Osco. All 32-gallon containers used for yard waste MUST be properly labeled if used for yard waste collection.
- Brush and branches must be cut into 4-foot lengths and securely bundled with string or twine. Each bundle must not exceed 50 lbs. Unbundled brush and branches will not be collected.
- Residents can also rent or purchase 96-gallon yard waste carts by contacting the Waste Management Customer Service Center at (815) 280-7854.
- Please note that sod, whole trees, stumps, limbs greater than 3 inches in diameter, and dirt are not part of the weekly yard waste program.
- Landscaping bark and pumpkins are not yard waste - please put them in the trash.
- Christmas Trees will be collected on your regularly scheduled garbage day through January 31. Remove all decorations and leave the tree next to your garbage cart. If your tree is taller than 5 feet, please cut it in half.

Printed on **100%** recycled & recyclable paper

WM WASTE MANAGEMENT

A Local Website for Local Services

Like many of our customers, Huber Heights requires a tailored environmental services program that meets the unique environmental service needs of your City. No longer a one-size-fits all approach, Huber Heights has a customized list of acceptable materials, service levels, rates, pick-up schedules and more.

Clearly communicating these program details to your City is essential to fully utilize available services and resources. With over 60% of consumers preferring to conduct business online, providing solid waste information through a simple, easy-to-use website is an essential communication tool.

As a Waste Management customer, Huber Heights's residents will have access to a local Waste Management website that is both functional and easy to navigate. Working in collaboration with your staff, we will customize the website with meaningful service information, photos. and resources that reflect the interests of your City.



Using Waste Management's local website, your City will be able to easily and quickly find:

- **City-specific service information** – an overview of all Waste Management services available including waste, recycling, yard waste, bulky items, and special collections, if applicable. This section also informs of where to place bins, collection times, and acceptable items.
- **Helpful resources** – including information concerning holiday schedules, seasonal cleanups, or nearby drop-off sites. Waste Management's local website allows us to advise your City of special programs and services available only for Huber Heights. Upcoming events (such as Christmas tree collection) can be promoted with a prominent banner ad located on the home page.

- **Recycling education** – your City will have access to educational materials and resources available through Waste Management's Recycle Right campaign. Whether looking for recycling posters or activities, content is printer-friendly and ready to use.

Waste Management's local Huber Heights website will also allow customers to take action through 24/7 self-service and account management functionality.

Answering questions, finding service information, and utilizing local services should be easy. Waste Management's local website will give your City the information and tools they need when they need them.



5 | EQUIPMENT AND MATERIALS

Truck Technology to Provide Huber Heights with More Efficient Service

The Contractor shall submit copies of literature for the equipment and materials it will use during the term of this contract, including trucks; two wheeled mobile carts; recycling stickers and containers; etc.

State-of-the-Art Vehicles with Industry-Leading Technology



With more than 32,000 collection and support vehicles on the road throughout North America, Waste Management trucks are a familiar sight and one of the most visible symbols of our company. Our state-of-the-art fleet - navigating your City - assures Huber Heights is provided safe, quiet, efficient, and environmentally friendly collections.

All of our vehicles are fully enclosed and designed to be leak-proof with self-contained mechanisms to compress the material collected. The vehicles are painted in a uniform color and are easily identifiable as they adhere to specific branding guidelines. Vehicles are marked with unique unit identification numbers on both sides and the rear. We maintain detailed records of each collection vehicle and all vehicles are meticulously maintained for a clean and orderly appearance, as well as good working condition. Vehicles will be licensed by all applicable State, County and/or local authorities.

Waste Management's industry-leading onboard technology minimizes the environmental impacts of our collections while maximizing reliability and efficiency. From our advanced onboard computing system that streamlines communication, to our eRouteLogistics® mapping and routing software with real-time GPS, to our onboard digital cameras, to trucks powered by cleaner and more cost-effective natural gas - a partnership with Waste Management means that Huber Heights receives the latest advancements in always-evolving industry technology.

A Mission to Near-Zero Fleet Emissions

For more than two decades, Waste Management has operated the largest heavy-duty natural gas truck fleet in North America – today, more than half of our 17,000 collection vehicles run on clean natural gas.

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

Waste Management has long been a leader in the development of natural gas vehicles, investing more than $3 billion in assets and infrastructure in the past decade.

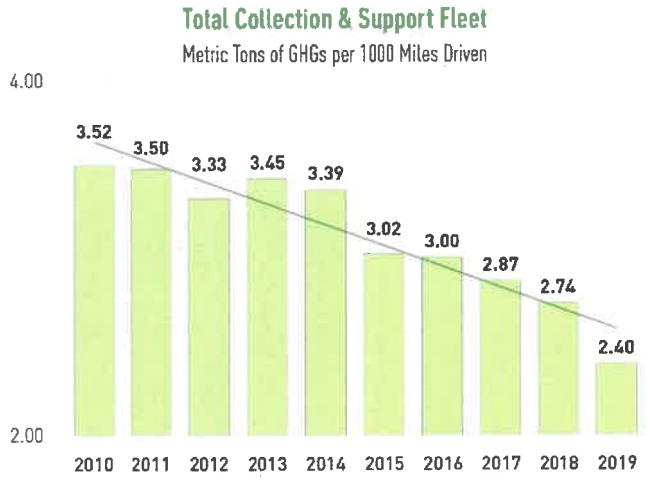
Now, we are setting our vision to greater heights. Waste Management is working toward a science-based target to cut fleet emissions by 45 percent – against a 2010 baseline – by 2038. This includes an interim goal for 70 percent of our collection fleet to use compressed natural gas (CNG) engines by 2025, with 50 percent running on even cleaner renewable natural gas (RNG).

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

WM's Collection Fleet by the Numbers

17,000	450M	85%	8.9M	↓36%
trucks	miles driven each year	new purchases are natural gas vehicles	fewer miles driven 2017-2019	fleet emissions* 2010-2019

*36% reduction in total fleet emissions, excluding biogenic emissions.



By the end of 2019, for every 1,000 miles driven, we had reduced our GHG emissions by 32 percent and total GHG emissions by 36 percent for our collection and support fleet. We have achieved these reductions through logistical efficiencies, transitioning to natural gas vehicles, and increasing our use of renewable fuel.

Compressed Natural Gas Trucks Mean Cleaner, Greener, and Quieter Collections for Huber Heights

Waste Management is proud to service Huber Heights with vehicles that run on compressed natural gas (CNG). CNG is a fuel used in place of diesel gasoline that, when combusted, produces fewer undesirable gases than gasoline or diesel, resulting in improved air quality emissions.

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



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

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

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

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

Natural Gas Fueling Stations

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



A More Efficient Network

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

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

Types of Vehicles to be Used in Huber Heights

The Curotto-Can Automated System: Quicker, More Efficient Service

Huber Heights collection trucks will be equipped with the Curotto-Can Automated System, which has the fastest load time of any automated system on the market and delivers a proven 25 to 30 percent productivity advantage over automated side loaders. Utilizing the Curotto-Can with our front load trucks, we can service our stops quicker and more efficiently. Spending less time on your streets performing collection means safer service, quieter neighborhoods, and less wear and tear on your streets.

A key factor in providing efficient service to your City is how long a truck is stopped for service. The longer the loading cycle, the lower the productivity. With a front loader equipped with a Curotto-Can automated carry can, stop time (as measured from wheel stop to wheel go) is four to five seconds as compared to 12 to 18 seconds for an automated side loader.



A Waste Management truck equipped with the Curotto-Can system.

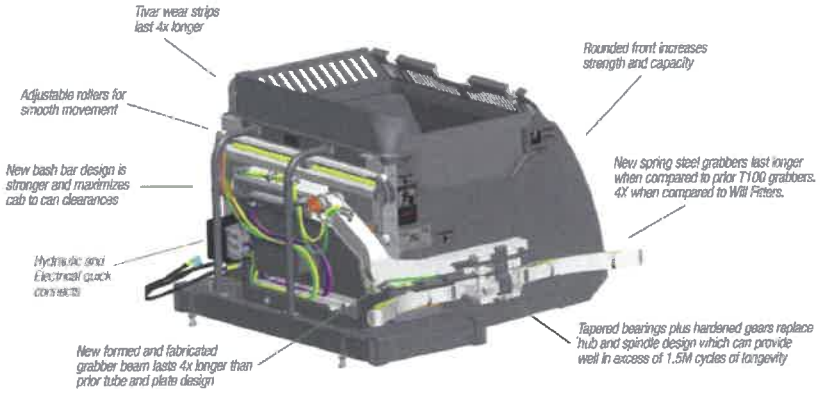
The Curotto-Can is the only automated system that provides an "eyes-forward" working environment and results in improved operator and public safety. Because the arm is forward of the cab and steer axle, it behaves like a boom. This unique feature enables the Curotto-Can to easily move around parked cars and cul-de-sacs – up to 20 percent faster in an independent comparison. Eyes-forward collection improves driver awareness and focus, reducing the chance of personal property damage to mailboxes, etc., and general public injury due to potential driver error. Better maneuverability means fewer backing events resulting in improved productivity and enhanced safety for Huber Heights.

Key Benefits of the Curotto-Can Automated System	
✓ Fastest load time available – 4 to 5 seconds from wheel stop to wheel go	✓ 20 percent greater fuel efficiency due to less packing and idling
✓ Load bulk material with easier access to container	✓ Navigate cul-de-sacs up to 25 percent faster
✓ Eyes-forward operation enhances safety	✓ Low 108" cart dump height for safe operation well below typical overhead obstructions (wires, trees)

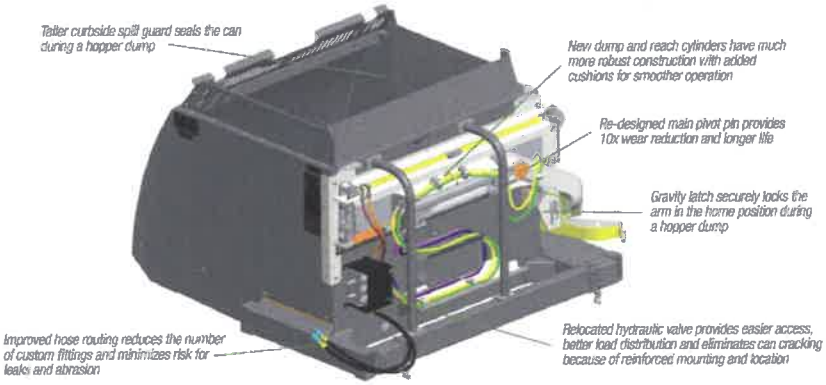
The Curotto-Can system also mitigates damage to carts. It dumps carts lower and with a smooth action, which means fewer damaged lids, wheels, and axles. The unique gripper design means that no metal contacts the cart while gently applying pressure to the cart body, resulting in extended cart life.

The Curotto-Can allows our drivers to see the material before it is packed, which means we can stop contamination in any stream at its source – the curb. Identifying and safely removing contamination while recording violations cleans waste streams. Collecting clean material is a major cost avoidance and mitigates the risk of culling, handling, and disposing of contamination.

Curotto-Can Automated System Specifications



Engineered for maximum efficiency and reliability.



Technical Specifications

Dimensions	
Overall Size	55"H x 64"W x 81.75"L
Inside Height	45.88"
Lifting Pocket	6"H x 3"W x 0.25" thick high-strength steel
Weight	1870 lbs.

Capacity	
Carts	32 to 96 gal.
Lift Capacity	500 lbs.
Volume	4.6 cu. yd.

Cycle Times @ 14 gpm	
Full Slide Extend	2.5 seconds
Full Slide Retract	1.5 seconds
Dump	2.0 seconds
Dump Return	1.2 seconds

Control System

Externally mounted curbside and/or street-side joystick-type cab; optional curbside-accessible switch bank mounts to cab interior

Hydraulic System	
Pressure	2000 psi

Cylinders	
Slide	
Bore	1.5"
Stroke	54"
Shaft Diameter	1"
Dump	
Bore	2.5"
Stroke	14"
Shaft Diameter	1.5"
Grab Cylinder	
Bore	1.5"
Stroke	7"
Shaft Diameter	1"

Induction-hardened, ground and polished chrome rods

Equipment List

Waste Management will provide the appropriate number of vehicles and equipment to provide the services as outlined in the Huber Heights specifications. We will use four (4) Curotto Can vehicles. All equipment will be properly maintained and the majority of the trucks used to service Huber Heights will be powered by compressed natural gas (CNG).

Waste Management Carts

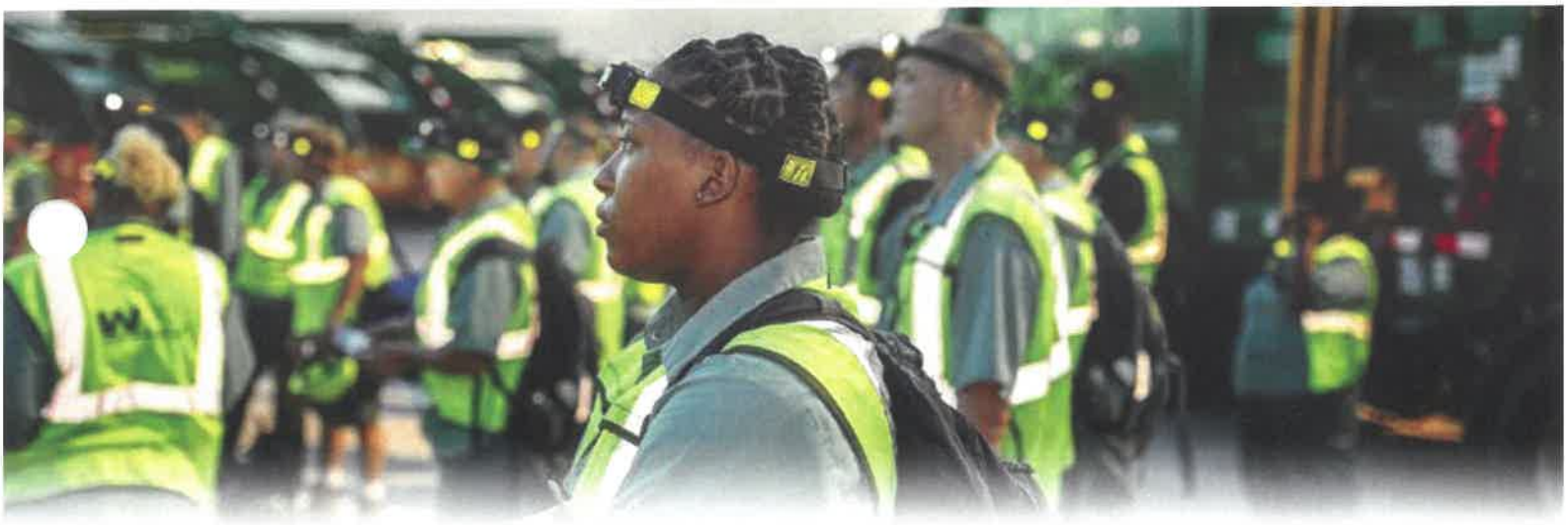
Waste Management will partner with one of our industry-leading cart suppliers for the delivery of carts in Huber Heights. Our hand-picked suppliers have served the solid waste and recycling industry for decades and all cart quality and workmanship are backed by 10-year warranties.

Carts will be labeled to identify the type of materials to place in the containers. In the photo below, a solid green cart indicates a solid waste receptacle and the green cart with yellow lid indicates a recycling containers.

Primary features and benefits of Waste Management-supplied carts include:



- **Product Quality.** Carts are produced using an injection molding process that allows for exact precision and product uniformity.
- **Durability.** Our carts are UV-stabilized and designed for optimal compatibility and functionality with both semi- and fully-automated lifter systems.
- **Minimal Assembly.** Our carts are quick and simple to assemble - requiring no tools.
- **Customer Convenience.** Our carts are easy to handle and provide an excellent balance between stability and maneuverability.
- **Recyclability.** High Density Polyethylene (HDPE) resin makes our supplied carts 100 percent recyclable.



6 | TRANSITION PLAN

A Proven Transition Process Centered on You, Our Customer

The contractor shall include in their proposal plan for the transition of the current services for residents waste removal and City-owned facilities to the services proposed to include, but not limited to, the following: staffing and equipment requirements, implementation of pick-up schedule, interim billing (if needed), changeover or disposal units, brochures, marketing, mailings, notifications, etc., and shall be included in the proposal rates for all Levels of Service.

Commitment to a Successful, Stress-Free Service Transition

Waste Management understands that changing service providers may seem daunting. But with your Waste Management team, it will not be a stressful experience.

The goal of our implementation plan and process is to ease your transition worries by listening to your needs and using what our experience has taught us. We prepare for each of our implementations by assembling a fully-staffed transition team that can navigate through and tackle all the details. Your transition team will have access to all the resources available through Waste Management to smoothly execute your transition.

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

- **Your community needs a customized plan.** We value the fact that Huber Heights is different and has specific service requirements and goals. We have learned that taking the time to ask questions, listen, and appreciate unique customer needs results in a smoother implementation. Together, we will anticipate and overcome hurdles before they become challenges.
- **Relevant local experience is key.** Our local team has expertise in new contract start-ups and relevant local experience with neighboring communities.
- **A smart approach includes proven processes and technologies**. From operations to customer service, you will find tested processes and innovative new technologies that allow us to bring Huber Heights a level of service reliability and customer satisfaction that is truly unmatched.

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

Know Our Customers – It All Starts with Data Integrity

Although the services we provide in each community may differ, some core competencies make a significant impact on our customers' experiences during a transition of service providers. First, we must confirm that we have accurate data; we need to know who our new customers are, what services they want, and establish a protocol for communicating ongoing account updates such as new service start-ups and stops with Huber Heights. Second, we need to capitalize on our ability to communicate directly with our new customers – this includes both our efforts to engage through public education and our ability to communicate and resolve questions through multiple communication channels.

Accurate service and contact information will allow all aspects of our customers' experiences to go smoothly – from hassle-free collections to timely delivery of educational and service information. Waste Management will work with the prior service provider to coordinate an initial transfer and periodic updates of customer data throughout the contract transition period.

Requested data will include:

- Service address, customer name, and contact information
- Service details, including container type(s), size(s), container quantity, frequency of collection, and current collection day
- Account special handling/service notes (i.e., locked access, drive-in, disabled customer assistance, etc.)

Customer data accuracy can make or break an implementation and sometimes the previous hauler's ability to provide accurate data is limited. If a hauler has served a community for a long time they often do not have documentation of customer nuances, or if an area of the community was recently annexed, it may not exist in their database. Regardless of the reason, if we do not receive data from the previous hauler or if that data is incomplete, we will utilize our internal Geographic Information System (GIS) and information technology teams to build a new customer database and to validate the customer data we do receive. All data will be scrubbed for inaccuracies, duplications, and inconsistencies prior to being loaded into our customer service database, Mid-America Systems (MAS). Data verification efforts often include parcel verification audits, site visits, phone audits, and direct mail requests. These efforts will confirm that we have included all customers in our database and that we can provide accurate service reporting to Huber Heights. Once loaded into MAS, each account will receive a unique Waste Management account number by the "go live" date.

Prior to new contract implementation, we will also work with Huber Heights to establish ongoing data transfer, service reporting, and City-billing protocols. Each Waste Management account number will be linked to individual customer account numbers. This will allow future data transfers and account queries to occur seamlessly between Huber Heights, our customers, and Waste Management.

Implementation - Customer Service and Employee Training

Implementations often come with a lot of change and we do everything possible to make these transitions hassle-free for our new customers. From day one, we put Huber Heights's customers in control by providing many options for how and when they can interact with Waste Management. We connect with them in whatever format they prefer, whether via our mobile app, LiveChat, online at wm.com, or by phone. Regardless of how they reach out, it is essential that customers receive accurate information, immediate answers to their questions, and quick resolutions to their service requests. We accomplish this

through preparing and training our customer experience team to be experts in your community and your contract.

We place significant resources and time in our training efforts, which include:

- Huber Heights**-specific content for our online reference database.** Waste Management will develop Huber Heights-specific content on Green Pages, our online database that allows a Waste Management customer service representatives (CSRs) to pull up City-specific service information, service offerings, and rates within a matter of seconds. Each time a mailing is sent out to Huber Heights's residents, it is uploaded to Green Pages allowing agents to reference and look at the same documents that the customer is viewing. Our CSRs use this tool during every call to provide customers with the most accurate service information. Green Pages is a tool that we will use throughout the entire contract term and will be updated frequently to confirm information accuracy.
- **Intensive, customized training for implementation.** We begin by developing customized training presentations and materials with information on Huber Heights's collection services, programs, rates, and contract terms. Training also includes information on our Huber Heights implementation plan and timeline. Our customer experience staff will know exactly when key mailings go out, and when important implementation milestones (e.g., cart deliveries, day changes, rate changes, etc.) occur so that they can prepare to assist customers with related inquiries.



CSRs handling Huber Heights's calls regularly receive training in small groups to facilitate discussion and questions.

- **Increased staffing during implementation when we know there will be a spike.** Although minimal resident impact will be associated with a Waste Management transition, there may be a call spike during the first couple weeks before and after Waste Management collection begins. Sometimes customers call to request duplicate copies of materials already sent or to confirm their collection schedule. We will prepare for this spike in call volume with additional on-call staff who are trained on Huber Heights's program and who are ready to assist as needed.

The following Waste Management representatives are responsible for CSR training and oversight. These experienced customer service personnel will get to know Huber Heights's staff and gain familiarity with residents prior to the implementation of new services.

- Tricia Elliott, Area Manager Customer Experience
- Lori Blumenfeld, Supervisor Customer Experience
- Diane Nichols, Supervisor Customer Experience

Additionally, Huber Heights can always count on reaching your Public Sector Solutions Representative Melinda Antell on her mobile phone, (317) 339-5304, in the case of an emergency.

Education Shows Customers How Easy it is to do Business with Waste Management

If Waste Management is awarded the new contract, we will be available to answers customers' questions and to engage customers in-person, online, through local news outlets, and by providing printed material via direct mail. We have included examples of educational materials that we will share with residents and businesses in Section 4.

Throughout the transition, our Public Sector team will also be available to attend Huber Heights City Council meetings to provide updates and address questions from councilmembers, City staff, and the community. We will collaborate with Huber Heights's Public Information Officer to conduct outreach to local news sources. Press releases will be distributed throughout the contract implementation to promote key implementation messages and dates and service offerings.

Execution of Operational/Transition Plan

Building from decades of experience we have with service transitions, we customize our operational tasks and timeline to your specific needs to ensure we are 100 percent ready to roll by day one of the new contract.

Major implementation tasks for Huber Heights include:

- Implementation meetings, coordination, and course correction
- Collection vehicles
- Cart and container deliveries
- Driver screening, hiring, and training
- Route development
- Contingency planning

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

Implementation Meetings, Coordination and Course Correction

Waste Management's internal Huber Heights team will meet as-needed throughout planning and implementation. As the contract start date approaches, the local district operations team will meet daily (internally) to review the most critical components of service delivery.

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

In addition to our internal meetings and meetings with staff, it is important for us to coordinate closely with your outgoing service provider. From our experience, the outgoing service provider has been cooperative and helpful during contract transitions, and we often make their exit easier and more efficient. We will coordinate with them on the removal of their carts and containers and customer data exchanges.

Cart and Container Deliveries

Each Huber Heights residential customer will receive a 96-gallon green trash cart approximately one week prior to their first scheduled collection day if the City chooses Option #2 or #3. All Options will include a 64-gallon green recycling cart with a yellow lid. Beginning in May or June, we will educate customers on the benefits of cart-based collection and key cart delivery dates. Information will be communicated through direct mail, local media, and social media outlets.

Operationally, we take the following steps to ensure the proper cart(s) and container(s) are delivered to each customer:

- Acquire conveniently located cart delivery staging area(s) to maximize our ability to deliver all carts and containers within a pre-specified timeframe. In Huber Heights's case, we recommend 1-2 temporary staging yards with large parking/open areas to unload semi trucks delivering carts and for distribution of carts to smaller box trucks. We will work with Huber Heights to identify feasible locations.
- Any discrepancies in planned versus actual delivery will be noted by the delivery crew and resolved daily by route management.
- Each cart will be delivered with appropriate decals and educational materials

Driver Screening, Hiring, and Training

To serve Huber Heights, we will not need to add any new employees to our local operations team. Our experienced drivers will service your community.

Through our existing recruiting and hiring efforts, we screen driver applicants weekly, and we maintain a list of candidates to hire when positions become available. Qualified driver applicants must undergo a comprehensive background check, fingerprinting, and drug testing before joining our team.



Waste Management focuses on hiring the most qualified applicants to reduce turnover rates, and we reach out to our local communities to advertise openings.

At Waste Management, new drivers participate in more than 80 hours of classroom and in-field new hire training – regardless of prior, relevant experience. Prior to a new contract, all drivers assigned to Huber Heights will receive contract-specific training that includes a review of our implementation education efforts, materials, and resources, as well as information regarding Huber Heights's unique service requirements, collection offerings, and contractual requirements.

Route Development

Waste Management will build Huber Heights's routes to accommodate new services and changes to collection frequencies while taking into account current routing to minimize changes. All Waste Management routes are developed using our proprietary routing software, eRouteLogistics®, to minimize customer impact and maximize safety and efficiency. New routes will be street-tested and adjusted by our route managers prior to finalization.

Onboard Tablets Eliminate Learning Curve

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

Collection statuses minimize the opportunity for missed collections and provide CSRs with near-real-time field data to assist with customer inquiries.

If new Waste Management routes require collection day changes, we will inform customers of their new collection day and/or schedule via direct mail (in their Welcome Packet) and out-dial reminders 24 hours prior to their first Waste Management collection.

Contingency Planning

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

- **Staffing.** Additional route management staff will be brought in from surrounding districts to provide in-field support during our implementation period. New drivers hired to serve Huber Heights will have completed their six-week training at least two weeks prior to our start date. Our staffing plan includes personnel to fill in for employees who are sick, on vacation, in training, or to provide extra help due to spikes in collection volume.
- **Collection Vehicles.** Huber Heights collection vehicles will be from our existing fleet. Each of our districts across the nation maintains a spare inventory, allowing us to draw from our existing fleet of backup collection vehicles if needed.
- **Cart and Containers.** We build in a 30-day buffer between when equipment begins to arrive and when we start customer deliveries. Our selected suppliers have multiple manufacturing locations and our order can be reassigned to a backup facility should the primary production facility experience a delay. Additionally, we will stock a surplus of carts and containers during the implementation period to accommodate a spike in new customer sign-ups or service level shifts.
- **Customer Service.** Our online customer database, Green Pages, is accessible to our CSRs across the nation, enabling us to enlist backup support from other regional centers in the event we receive a major spike in call volume for any reason, at any time.

Sample Transition Timeline of Implementation Tasks

Tasks	Start Date	Completion Date
Notice of award		
Contract negotiations		
Council contract execution		

Operations

Carts and Containers

- Development and City-approval of all cart/container delivery messaging
- Procurement of cart inventory
- Finalize removal, assembly, delivery, vendor staging facility, and schedule
- Conduct cart and container transition

Trucks and Fueling

- Bring in additional trucks from existing inventory as needed.
- Conduct pre-implementation vehicle testing and repairs

Routing

- Develop routes using existing routes where possible
- New route field-testing (prior to go-live)
- Creation of final route maps

Data Integrity and Ongoing Data Transfer Requirements

Coordinate and conduct data transfers with outgoing service provider

Audit and verify data accuracy, upload to MAS, and assign Waste Management account numbers, and if applicable link each account to its respective City-account number

Request and establish codes for all services

Establish ongoing data transfer, reporting, and City-invoice protocols (if applicable) with Huber Heights

Contract Compliance

Develop comprehensive contract compliance checklist for implementation

Establish reporting process and template in accordance with contract specifications

Renew local business license, insurance, and performance bond

Review all updates to wm.com and City website for accuracy and compliance with contract terms and maximize cross-promotion

Customer Experience

Update Green Pages to reflect changes to contract requirements and new services

Review and approve Green Pages with all key departments

Upload all transition public education materials to Green Pages for CSRs' reference

Develop detailed new contract curriculum

Management conducts pre-implementation training

Management conducts small group CSR training with emphasis on new contract terms and new services

New Green Pages content goes-live

Public Outreach and Communication Efforts

Communication with Huber Heights

- Schedule monthly or bi-weekly meetings with key implementation staff and City's contacts
- Designate a dedicated implementation contact for the City's Public Information Officer
- Finalize strategic communications plan with emphasis on promotion of new services and attain feedback/approval

Communication with Residents

- Design and distribute Welcome Postcard
- Conduct media outreach with Huber Heights's Public Information Officer
- Continually update wm.com with key service info
- Conduct commercial/multifamily site visits
- Design and distribute customer Welcome Packet
- Design and distribute collection cart delivery promotional materials
- Design and order supply of enforcement tags/ "oops" tags
- Design and order supply of cart labels
- Pitch press releases with new contract start date, new programs, and other important transition information
- Conduct community meetings to distribute educational materials and allow residents an opportunity to ask questions
- Update City webpage with new Welcome Packet materials, new service information, and transition announcements



7 | PROOF OF INSURANCE

Certificates of Insurance

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

CERTIFICATE OF LIABILITY INSURANCE

1/1/2022

DATE (MM/DD/YYYY) 12/14/2020

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

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

PRODUCER	LOCKTON COMPANIES 3657 BRIARPARK DRIVE, SUITE 700 HOUSTON TX 77042 866-260-3538
CONTACT NAME:	
PHONE (A/C, No, Ext):	FAX (A/C, No):
E-MAIL ADDRESS:	

INSURER(S) AFFORDING COVERAGE		NAIC #
INSURER A :	ACE American Insurance Company	22667
INSURER B :	Indemnity Insurance Co of North America	43575
INSURER C :	ACE Fire Underwriters Insurance Company	20702
INSURER D :	ACE Property & Casualty Insurance Co	20699
INSURER E :		
INSURER F :		

INSURED 1300299	WASTE MANAGEMENT HOLDINGS, INC. & ALL AFFILIATED, RELATED & SUBSIDIARY COMPANIES INCLUDING: WASTE MANAGEMENT NATIONAL SERVICES, INC. 1001 FANNIN, SUITE 4000 HOUSTON TX 77002

COVERAGES **CERTIFICATE NUMBER:** 16452247 **REVISION NUMBER:** XXXXXXX

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR LTR	TYPE OF INSURANCE	ADDL INSD	SUBR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS	
A	X COMMERCIAL GENERAL LIABILITY CLAIMS-MADE [X] OCCUR X XCU INCLUDED X ISO FORM CG00010413 GEN'L AGGREGATE LIMIT APPLIES PER: POLICY [X] PRO-JECT [X] LOC OTHER:	Y	Y	HDO G71572985	1/1/2021	1/1/2022	EACH OCCURRENCE	$ 5,000,000
							DAMAGE TO RENTED PREMISES (Ea occurrence)	$ 5,000,000
							MED EXP (Any one person)	$ XXXXXXX
							PERSONAL & ADV INJURY	$ 5,000,000
							GENERAL AGGREGATE	$ 6,000,000
							PRODUCTS - COMP/OP AGG	$ 6,000,000
								$
A	AUTOMOBILE LIABILITY X ANY AUTO X OWNED AUTOS ONLY [ ] SCHEDULED AUTOS X HIRED AUTOS ONLY [X] NON-OWNED AUTOS ONLY X MCS-90	Y	Y	MMT H25308645	1/1/2021	1/1/2022	COMBINED SINGLE LIMIT (Ea accident)	$ 1,000,000
							BODILY INJURY (Per person)	$ XXXXXXX
							BODILY INJURY (Per accident)	$ XXXXXXX
							PROPERTY DAMAGE (Per accident)	$ XXXXXXX
								$ XXXXXXX
D	X UMBRELLA LIAB [X] OCCUR EXCESS LIAB [ ] CLAIMS-MADE DED RETENTION $	Y	Y	XOOG27929242 006	1/1/2021	1/1/2022	EACH OCCURRENCE	$ 15,000,000
							AGGREGATE	$ 15,000,000
								$ XXXXXXX
B A C	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH) Y/N [N] If yes, describe under DESCRIPTION OF OPERATIONS below	N / A	Y	WLR C6781180A (AOS) WLR C67811768 (AZ,CA & MA) SCF C67811847 (WI)	1/1/2021 1/1/2021 1/1/2021	1/1/2022 1/1/2022 1/1/2022	X PER STATUTE [ ] OTH ER	
							E.L. EACH ACCIDENT	$ 3,000,000
							E.L. DISEASE - EA EMPLOYEE	$ 3,000,000
							E.L. DISEASE - POLICY LIMIT	$ 3,000,000
A	EXCESS AUTO LIABILITY	Y	Y	XSA H25308608	1/1/2021	1/1/2022	COMBINED SINGLE LIMIT $9,000,000 (EACH ACCIDENT)	

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)

BLANKET WAIVER OF SUBROGATION IS GRANTED IN FAVOR OF CERTIFICATE HOLDER ON ALL POLICIES WHERE AND TO THE EXTENT REQUIRED BY WRITTEN CONTRACT WHERE PERMISSIBLE BY LAW. CERTIFICATE HOLDER IS NAMED AS AN ADDITIONAL INSURED (EXCEPT FOR WORKERS' COMP/EL) WHERE AND TO THE EXTENT REQUIRED BY WRITTEN CONTRACT.

CERTIFICATE HOLDER

16452247

FOR INFORMATION PURPOSES ONLY

CANCELLATION

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

AUTHORIZED REPRESENTATIVE



ACORD 25 (2016/03)

©1988-2015 ACORD CORPORATION. All rights reserved
The ACORD name and logo are registered marks of ACORD

ACORD

CERTIFICATE OF LIABILITY INSURANCE

DATE(MM/DD/YYYY) 07/03/2020

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

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

PRODUCER	CONTACT NAME:	
Aon Risk Services Southwest, Inc. Dallas TX Office 5005 Lyndon B Johnson Freeway Suite 1500 Dallas TX 75244 USA	PHONE (A/C. No. Ext): (866) 283-7122	FAX (A/C. No.): 800-363-0105
	E-MAIL ADDRESS:	

INSURED	INSURER(S) AFFORDING COVERAGE	NAIC #
Waste Management, Inc. 1001 Fannin Suite 4000 Houston TX 77002-6711 USA	INSURER A: Ironshore Specialty Insurance Company	25445
	INSURER B:	
	INSURER C:	
	INSURER D:	
	INSURER E:	
	INSURER F:	

COVERAGES CERTIFICATE NUMBER: 570082912636 REVISION NUMBER:

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS. Limits shown are as requested

INSR LTR	TYPE OF INSURANCE	ADDL INSD	SUBR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS	
	COMMERCIAL GENERAL LIABILITY CLAIMS-MADE OCCUR GEN'L AGGREGATE LIMIT APPLIES PER: POLICY PRO-JECT LOC OTHER:						EACH OCCURRENCE	
							DAMAGE TO RENTED PREMISES (Ea occurrence)	
							MED EXP (Any one person)	
							PERSONAL & ADV INJURY	
							GENERAL AGGREGATE	
							PRODUCTS - COMP/OP AGG	
	AUTOMOBILE LIABILITY ANY AUTO OWNED AUTOS ONLY HIRED AUTOS ONLY SCHEDULED AUTOS NON-OWNED AUTOS ONLY						COMBINED SINGLE LIMIT (Ea accident)	
							BODILY INJURY (Per person)	
							BODILY INJURY (Per accident)	
							PROPERTY DAMAGE (Per accident)	
A	UMBRELLA LIAB OCCUR X EXCESS LIAB X CLAIMS-MADE DED RETENTION			002830704 Env Excess Liability	07/01/2020	07/01/2021	EACH OCCURRENCE	$24,000,000
							AGGREGATE	$24,000,000
	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY ANY PROPRIETOR / PARTNER / EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH) If yes, describe under DESCRIPTION OF OPERATIONS below	Y/N N/A					PER STATUTE OTH-ER	
							E.L. EACH ACCIDENT	
							E.L. DISEASE-EA EMPLOYEE	
							E.L. DISEASE-POLICY LIMIT	
A	Env Site Liab			002830604 Claims-Made	07/01/2020	07/01/2021	Each Incident Limit Aggregate Limit SIR	$1,000,000 $2,000,000 $5,000,000

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)

"FOR INFORMATION PURPOSES ONLY"
The evidenced policies cover all sites that are owned or operated by Waste Management, Inc. and that are scheduled for coverage. The policies provide Pollution Legal Liability.

CERTIFICATE HOLDER

Waste Management, Inc.
1001 Fannin Street
Suite 4000
Houston TX 77002 USA

CANCELLATION

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

AUTHORIZED REPRESENTATIVE

Aon Risk Services Southwest, Inc.

Holder Identifier :

Certificate No : 570082912636

©1988-2015 ACORD CORPORATION. All rights reserved.

ACORD 25 (2016/03)

The ACORD name and logo are registered marks of ACORD



8 | EXCEPTIONS

Waste Management of Ohio, Inc. ("WM") Exceptions to Huber Heights Request for Proposals for Solid Waste Collection And Disposal Including Services For Trash, Recycling And Yard Waste; RFP No. RFP 21-001-CS; due March 26, 2021.

WM submits these exceptions in response to Huber Heights's above-referenced RFP. WM hereby qualifies its proposal in accordance with the following comments and exceptions:

WM's response Huber Heights's RFP is conditioned on these exceptions. Waste Management of Ohio, Inc. agrees to work in good faith with Huber Heights to negotiate a mutually agreeable Contract that is acceptable to both parties.

Page #	Section	Description of Potential Issues/Concerns
5	*Insurance*	Installation floater is not applicable to the types of services being provided. Replace, "Full copies of policies shall be provided upon Owner's request" with "Counter party can review at WM corporate office, should they wish to see copies of policies."
10	*Section 4*	States that uniforms must identify company and driver's first name. Drivers will be wearing Waste Management uniforms, but those will not necessarily bear the driver's name.
10	*Section 7*	On the fourth line, insert "but only to the extent" after the word "pay". On the fifth line, insert the word "negligent" before "act".
12	*Section 19*	Change the second sentence to read: If the City determines that the work is not being performed in a satisfactory manner, then the City will so notify Contractor in writing and if the Contractor does not cure the issue within five (5) business days of receiving notice in writing, then the City may terminate the Contract.

14	*Section 2(A)*	Change the second sentence to: The Contract shall be extended at one-year intervals for up to a maximum of three (3) years, upon the mutual written agreement of both parties.
18	*Specified Solid Waste* *Section 7*	On the first line, add the word "acceptable" before the word "materials".
20	*Curbside Recyclables* *Section 3*	Waste Management will provide green 64-gallon wheeled recycling carts with yellow lids.
20	*Curbside Recyclables*	See Single Stream Specification and Recycling Processing adjustment as attached below.
24	*Indemnification*	On the fifth line, insert "but only to the extent" after the word "pay". On the same line, insert the word "negligent" before "act".
		Add language for increasing or decreasing tipping fees. During the term of the contract, the hauler shall have the ability to adjust customer charges if the tipping fees charged to the hauler increase or decrease. The resulting increase or decrease to customer charges shall be proportionate to the tipping fee increase or decrease and distributed among all customers.
24	*Taxes*	Additional Provision - Change of Law: In the event of a change in law that increases any tax or fee paid with respect to the collection or disposal of waste, landscape waste or recyclables which tax or fee is imposed upon the Contractor (or requires the collection thereof by the Contractor on behalf of the City or the residents) with respect to collections or disposal processing under this Contract, then the amount of such increase shall be passed through and billed to the resident or City.

SINGLE STREAM SPECIFICATIONS

RECYCLABLES must be dry, loose (not bagged), unshredded, empty, and include ONLY the following:

Aluminum cans	Newspaper
PET bottles with the symbol #1 – with screw tops only	Mail
HDPE plastic bottles with the symbol #2 (milk, water bottles detergent, and shampoo bottles, etc.)	Uncoated paperboard (ex. cereal boxes; food and snack boxes)
PP plastic bottles and tubs with symbol # 5 - empty	Uncoated printing, writing and office paper
Steel and tin cans	Old corrugated containers/cardboard (uncoated)
Glass food and beverage containers* – brown, clear, or green	Magazines, glossy inserts and pamphlets

NON-RECYCLABLES include, but are not limited to the following:

Plastic bags and bagged materials (even if containing Recyclables)	Microwavable trays
Porcelain and ceramics	Mirrors, window or auto glass
Light bulbs	Coated cardboard
Soiled paper, including paper plates, cups and pizza boxes	Plastics not listed above including but not limited to those with symbols #3*, #4*, #6*, #7* and unnumbered plastics, including utensils
Expanded polystyrene	Coat hangers
Glass and metal cookware/bakeware	Household appliances and electronics,
Hoses, cords, wires	Yard waste, construction debris, and wood
Flexible plastic or film packaging and multi-laminated materials	Needles, syringes, IV bags or other medical supplies
Food waste and liquids, containers containing such items	Textiles, cloth, or any fabric (bedding, pillows, sheets, etc.)

Excluded Materials or containers which contained Excluded Materials	Napkins, paper towels, tissue, paper plates, and paper cups
Any paper Recyclable materials or pieces of paper Recyclables less than 4" in size in any dimension	Propane tanks, batteries
Cartons*	Aseptic Containers*

DELIVERY SPECIFICATIONS:

Material delivered by or on behalf of City may not contain Non-Recyclables or Excluded Materials. "Excluded Materials" means radioactive, volatile, corrosive, flammable, explosive, biomedical, infectious, bio-hazardous or toxic substance or material, or regulated medical or hazardous waste as defined by, characterized or listed under applicable federal, state, or local laws or regulations, materials containing information (in hard copy or electronic format, or otherwise) which information is protected or regulated under any local, state or federal privacy or data security laws, including, but not limited to the Health Insurance Portability and Accountability Act of 1996, as amended, or other regulations or ordinances or other materials that are deleterious or capable of causing material damage to any part of Contractor's property, its personnel or the public or materially impair the strength or the durability of Contractor's structures or equipment.

Contractor may reject in whole or in part, or may process, in its sole discretion, Recyclables not meeting the specifications, including wet materials, and the City shall pay Contractor for all increased costs, losses and expenses incurred with respect to such non-conforming Recyclables including costs for handling, processing, transporting and/or disposing of such non-conforming Recyclable Materials which charges may include an amount for Contractor's operating or profit margin ("Cost"). Without limiting the foregoing, and Town shall pay a contamination charge for additional handling, processing, transporting and/or disposing of Non-Recyclables, Excluded Materials, and/or all or part of non-conforming loads and additional charges may be assessed for bulky items such as appliances, concrete, furniture, mattresses, tires, electronics, pallets, yard waste, propane tanks, etc.

Contractor reserves the right upon notice to discontinue acceptance of any category of materials set forth above as a result of market conditions related to such materials and makes no representations as to the recyclability of the materials. Collected Recyclables for which no commercially reasonable market exists may be landfilled at City's Cost.

* Glass may not be accepted in all locations. Cartons, aseptic containers, and other plastics may be allowed if approved in writing by Contractor.

Recycle Processing Cost

Any increase in recycle processing cost at or above thirty dollars ($30) per ton will be passed through to the community in accordance with the schedule below. If the individually billed option is chosen, the increase will be passed on as an adjustment on the resident's quarterly invoice. If a single bill to the City, the increase will be passed on as a monthly invoice adjustment (up or down) when applicable. When the recycle processing cost remains at $29.99/ton or below, no additional charges will apply.

ADDITIONAL PROCESSING CHARGE ABOVE $29.99 PER TON	ADDITIONAL PER UNIT CHARGE PER MONTH
$30.00	$0.10
$35.00	$0.20
$40.00	$0.30
$45.00	$0.40
$50.00	$0.50
$55.00	$0.60
$60.00	$0.70
$65.00	$0.80

Note: The cost past through will continue at the same ratio of per unit charge to cost increase per ton (i.e., $0.10/$5.00) beyond $65.00/ton.

Section 6 of the Request for Proposals asks proposers to include any fees for alternate payment methods and/or fees associated with non-payment

A growing number of Waste Management customers prefer to view their bill electronically rather than receiving a traditional paper bill. For these customers, we offer a secure online invoice presentation as well as convenient options for bill payment. Customers can select to either make a one-time payment or to register their Waste Management account in order to:

- Enroll in paperless billing – eliminating printed invoices. Our 24/7 Online Bill Pay Option offers a safe, secure, convenient online bill paying system, allowing customers to pay their bill online, 24 hours a day, 7 days a week.
- Set up automatic (recurring) payments – making payment effortless.
- Store payment information – creating a faster, easier, and safer payment option.

There are no associated fees for any of the above alternate payment methods; however, payments made over the telephone are subject to an $8 fee.

The following additional fees could also apply in specific circumstances outlined below:

- Late Payment Fee (30 days past due date plus a grace period of an additional 3-4 days) is $5.00 per invoice or 1.5 percent, whichever is larger

- Resume service fee - $45 - This allows us to cover the necessary administrative costs associated with suspending and resuming service. When a customer is continually late or does not remit payment after they have been notified, we must suspend that customer's service until such time as they provide payment. Once the customer brings the account up-to-date, our billing system will append a one-time Resume charge to the customer's next invoice.
- Reactivation Fee ranges between $40 and $75. Accounts that are cancelled due to a customer's continued late or delinquent payment after notice are subject to this charge. $40 would be charged if there is no need to deliver a container; $75 when a container needs to be delivered back out to customer.



9 | ADDENDUM

ADDENDUM #1
TO
SOLID WASTE COLLECTION AND DISPOSAL INCLUDING SERVICES FOR TRASH, RECYCLING AND YARD WASTE
FOR THE
CITY OF HUBER HEIGHTS, OHIO

The following addenda should be incorporated into the specifications and bid documents for the titled project as if initially included therein:

PROPOSAL SPECIFICATIONS

- Bids/Proposals will be received no later than 10:00 AM on April 1, 2021 at the City of Huber Heights 6131 Taylorsville Rd. Huber Heights, Ohio 45424 at which time they will be opened and publicly read aloud. Bids/proposals received after the above date and time, or in any other location other than the City of Huber Heights City Hall as noted above will not be considered.

SECTION 2

The contract to be awarded shall cover:

D. The proposal price is for a per month charge for the entire City which includes trash collection and disposal and curbside recycling collection and processing for all one or two family residences, regardless of occupancy. This proposal price shall be consistent and will not be adjusted for vacancy. The proposal price per unit shall also include bulk item pick-up ~~(including appliances containing CFC's, which the contractor will be responsible for removing)~~ (provisions to remove CFC's shall be made by the waste generator from all appropriate appliances prior to disposal by the waste hauler)., and designated City facilities (see list).

1

Updated Pricing Sheet

CITY OF HUBER HEIGHTS
WASTE COLLECTION AND DISPOSAL SERVICES
PROPOSAL

NOTE: All Proposal prices shall include any and all applicable Federal, State, Solid Waste Management District, and other related fees in the Proposal price.

BASE PROPOSAL
Residential Solid Waste Material & Recycling Collection and Disposal
Contractor to provide ***unlimited weekly collection and disposal of residential recyclables and waste material*** including solid waste, large trash items, garbage, brush, and yard debris. Individual residents shall provide containers (except recycling containers) and/or bags. Also includes collection at listed City facilities. Pricing shall include all fees, tipping fees, dumping fees, or charges of any nature or description to Montgomery County, Ohio for the disposal of all materials collected under the terms of this Contract. Contractor is responsible for all billing.

Contract Year 2021 - 2022	$_____per month, per household
Contract Year 2022 - 2023	$_____per month, per household
Contract Year 2023 - 2024	$_____per month, per household
Contract Year 2024 - 2025	$_____per month, per household
Contract Year 2025 – 2026	$_____per month, per household

OPTION #1
Contractor to provide ***unlimited weekly collection of waste material and bi-weekly collection of residential recyclables (Residents will be provided with a large recycling toter).***

Contract Year 2021 - 2022	$_____per month, per household

Printed on 100% recycled & recyclable paper

Contract Year 2022 - 2023	$_____per month, per household
Contract Year 2023 - 2024	$_____per month, per household
Contract Year 2024 - 2025	$_____per month, per household
Contract Year 2025 – 2026	$_____per month, per household

OPTION #2
Contractor provided waste container.

Every resident must use contractor provided containers. (Additional or less base proposal)

If residents' own containers not allowed, state here:_____

Contract Year 2021 - 2022	$_____per month, per household
Contract Year 2022 - 2023	$_____per month, per household
Contract Year 2023 - 2024	$_____per month, per household
Contract Year 2024 - 2025	$_____per month, per household
Contract Year 2025 – 2026	$_____per month, per household

OPTION #3
All billing will be the responsibility of the City. (Additional or less base proposal)

Contract Year 2021 - 2022	$_____per month, per household
Contract Year 2022 - 2023	$_____per month, per household
Contract Year 2023 - 2024	$_____per month, per household
Contract Year 2024 - 2025	$_____per month, per household
Contract Year 2025 – 2026	$_____per month, per household

OPTION #4
Qualified Senior Citizen Service – residents 65 years and older would be eligible to receive a 10% discount on service. (Additional or less base proposal)

Contract Year 2021 - 2022	$_____	per month, per household
Contract Year 2022 - 2023	$_____	per month, per household
Contract Year 2023 - 2024	$_____	per month, per household
Contract Year 2024 - 2025	$_____	per month, per household
Contract Year 2025 – 2026	$_____	per month, per household

The undersigned signatory represents and warrants that he has full and complete authority to submit this proposal to the City and to enter into a contract if this proposal is accepted.

Waste Management of Ohio, Inc.	
Company	By (Signature)
1700 N. Broad St.	Aaron Johnson
Street Address	Name (Please Print)
Fairborn, OH 45234	Area Vice President
City, State, Zip Code	Title
(519) 652-5299	March 23, 2021
Telephone	Date

This addendum shall be attached to the specifications and contract documents as if originally incorporated herein.

Scott P Falkowski

3/19/21
Date

Printed on 100% recycled & recyclable paper

WM WASTE MANAGEMENT

We hereby acknowledge receipt of

ADDENDUM #1

DATED March 19, 2021

To Specifications and Contract Documents

For

City of Huber Heights

SOLID WASTE COLLECTION AND DISPOSAL INCLUDING SERVICES FOR TRASH, RECYCLING AND YARD WASTE

And we also agree that we have included the provisions

of said Addendum in our bids

Date: 3/25/21 Company: Waste Management of Ohio, Inc.

By: 



10 | PROPOSAL FORMS

RFP Checklist

HUBER HEIGHTS

RFP Checklist:

Please review and check off these 10 most important items to consider when responding to an RFP for the City of Huber Heights:

X	**Read the *entire* document.** Note critical items such as: mandatory requirements; supplies/services required; submittal dates; number of copies required for submittal; contract requirements (i.e., contract performance, insurance requirements, performance and/or reporting requirements, etc.).
X	**Note the procedures for communication with the City during the RFP process.** All communication during the RFP process must be in writing. Offerors should not contact City personnel or officials outside of the opportunity provided in the document.
X	**Attend the pre-proposal conference** if one is offered. These conferences provide an opportunity to ask clarifying questions, obtain a better understanding of the project, or to notify the City of any ambiguities, inconsistencies, or errors in the RFP.
X	**Take advantage of the "question and answer" period.** Submit your questions by the due date listed and view the answers given in the formal "addenda" issued for the RFP. All addenda issued for an RFP are posted on the City's website and will include all questions asked and answered concerning the RFP.
X	**Follow the format required in the RFP** when preparing your response. Provide point-by-point responses to all sections in a clear and concise manner.
X	**Provide complete answers/descriptions.** Read and answer all questions and requirements. Don't assume the City or the evaluating staff will know what your company capabilities are or what items/services you can provide, even if you have previously contracted with the City of Huber Heights. The proposals are evaluated based solely on the information and materials provided in your response.
X	**Use the forms provided**, if any. e.g., bidders submittal page, reference forms, attachment forms, etc.
X	**Before submitting your response**, check the City's website at: www.hhoh.org to see whether any addenda were issued for the RFP.
X	**Review and read the RFP document again** to make sure that you have addressed all requirements. Your original response and the requested copies must be identical and be complete. The copies are provided to the evaluating staff members and will be used to score your response.
X	**Submit your response on time.** Note all the dates and times listed in the RFP and be sure to submit all required items on time. Late proposal responses are *never* accepted.

Please Note:

All potential contractors are strongly urged to submit supporting documentation as to their qualifications to perform the Scope of Work.

Certificate of Insurance, Reference List and Timeline must be attached.

If additional comments or conditions are desired, please attach a separate sheet providing details.

Include all proposed equipment specifications, showing manufacturer name, model, etc. depicting unit specifications and other pertinent information.

Certification:

The undersigned on the Bid Proposal certifies that the Instructions to Bidder has been carefully examined, is thoroughly familiar with the terms and specifications applicable to and made part of this Request for Proposal, and understands and is capable of meeting the provisions within to the quality, type and grade of work requested. The undersigned further certifies the prices shown in the schedule of items contained within the Proposal/Bid are in accordance with the conditions, terms, and specifications of the proposal and that any exception taken thereto may disqualify the bid.

Signature

March 23, 2021
Date

Aaron Johnson
Print Name

Area Vice President
Title

ajohns14@wm.com
Email Address

(519) 652-5299
Phone

Waste Management of Ohio, Inc.
Company Name

Pricing Sheet

Updated Pricing Sheet

CITY OF HUBER HEIGHTS
WASTE COLLECTION AND DISPOSAL SERVICES
PROPOSAL

NOTE: All Proposal prices shall include any and all applicable Federal, State, Solid Waste Management District, and other related fees in the Proposal price.

BASE PROPOSAL
Residential Solid Waste Material & Recycling Collection and Disposal
Contractor to provide ***unlimited weekly collection and disposal of residential recyclables and waste material*** including solid waste, large trash items, garbage, brush, and yard debris. Individual residents shall provide containers (except recycling containers) and/or bags. Also includes collection at listed City facilities. Pricing shall include all fees, tipping fees, dumping fees, or charges of any nature or description to Montgomery County, Ohio for the disposal of all materials collected under the terms of this Contract. Contractor is responsible for all billing.

Contract Year 2021 - 2022	$ 22.49	per month, per household
Contract Year 2022 - 2023	$ 23.39	per month, per household
Contract Year 2023 - 2024	$ 24.33	per month, per household
Contract Year 2024 - 2025	$ 25.30	per month, per household
Contract Year 2025 – 2026	$ 26.31	per month, per household

OPTION #1
Contractor to provide ***unlimited weekly collection of waste material and bi-weekly collection of residential recyclables (Residents will be provided with a large recycling toter).***

Contract Year 2021 - 2022	$ 21.99	per month, per household

Printed on 100% recycled & recyclable paper

WM WASTE MANAGEMENT

Contract Year 2022 - 2023	$ 22.87	per month, per household
Contract Year 2023 - 2024	$ 23.78	per month, per household
Contract Year 2024 - 2025	$ 24.73	per month, per household
Contract Year 2025 – 2026	$ 25.72	per month, per household

OPTION #2
Contractor provided waste container. and recycling container. Every other week recycling.

Every resident must use contractor provided containers. (Additional or less base proposal)

If residents' own containers not allowed, state here: Only contractor's carts will be emptie

Contract Year 2021 - 2022	$ -7.00	per month, per household = 15.49/mo/unit
Contract Year 2022 - 2023	$ -7.28	per month, per household = 16.11/mo/unit
Contract Year 2023 - 2024	$ -7.58	per month, per household = 16.75/mo/unit
Contract Year 2024 - 2025	$ -7.88	per month, per household = 17.42/mo/unit
Contract Year 2025 – 2026	$ -8.19	per month, per household = 18.12/mo/unit

OPTION #3 Must use WM waste & recycle carts. Every other week recycling.
All billing will be the responsibility of the City. (Additional or less base proposal)

Contract Year 2021 - 2022	$ -8.01	per month, per household = 14.48/mo/unit
Contract Year 2022 - 2023	$ -8.33	per month, per household = 15.06/mo/unit
Contract Year 2023 - 2024	$ -8.67	per month, per household = 15.66/mo/unit
Contract Year 2024 - 2025	$ -9.01	per month, per household = 16.29/mo/unit
Contract Year 2025 – 2026	$ -9.37	per month, per household = 16.94/mo/unit

Printed on 100% recycled & recyclable paper

OPTION #4

Qualified Senior Citizen Service – residents 65 years and older would be eligible to receive a 10% discount on service. (Additional or less base proposal)

Contract Year 2021 - 2022	$ varies with option chosen	per month, per household 10% off chosen rate
Contract Year 2022 - 2023	$ "	per month, per household
Contract Year 2023 - 2024	$ "	per month, per household
Contract Year 2024 - 2025	$ "	per month, per household
Contract Year 2025 – 2026	$ "	per month, per household

The undersigned signatory represents and warrants that he has full and complete authority to submit this proposal to the City and to enter into a contract if this proposal is accepted.

Waste Management of Ohio, Inc.
Company

By (Signature)

1700 N. Broad St.
Street Address

Aaron Johnson
Name (Please Print)

Fairborn, OH 45234
City, State, Zip Code

Area Vice President
Title

(519) 652-5299
Telephone

5/25/21
Date

Trash Hauling Bid Tab			
	Monthly Rates		
	Republic	Rumpke	Waste Management
Base Proposal			
21-22	$16.10	$14.95	$22.49
22-23	$16.58	$15.25	$23.39
23-24	$17.08	$15.55	$24.33
24-25	$17.59	$15.87	$25.30
25-26	$18.12	$16.18	$26.31
	Monthly Rates		
	Republic	Rumpke	Waste Management
Option 1 (Recycle every other week)			
21-22	$14.45	$13.75	$21.99
22-23	$14.88	$14.03	$22.87
23-24	$15.33	$14.31	$23.78
24-25	$15.79	$14.59	$24.73
25-26	$16.26	$14.88	$25.72
	Monthly Rates		
	Republic	Rumpke	Waste Management
Option 2 w/ weekly recycle	Contractor Carts Only	Contractor Carts Only	Contractor Carts Only
21-22	$16.70	$14.70	$15.49
22-23	$17.20	$14.99	$16.11
23-24	$17.72	$15.29	$16.75
24-25	$18.24	$15.60	$17.42
25-26	$18.79	$15.91	$18.12
	Monthly Rates		
	Republic	Rumpke	Waste Management
Option 2 w/ biweekly recycle	Contractor Carts Only	Contractor Carts Only	Contractor Carts Only
21-22	$15.05	$13.75	$14.99
22-23	$15.50	$14.03	$15.59
23-24	$15.97	$14.31	$16.20
24-25	$16.44	$14.59	$16.85
25-26	$16.93	$14.88	$17.53
	Monthly Rates		

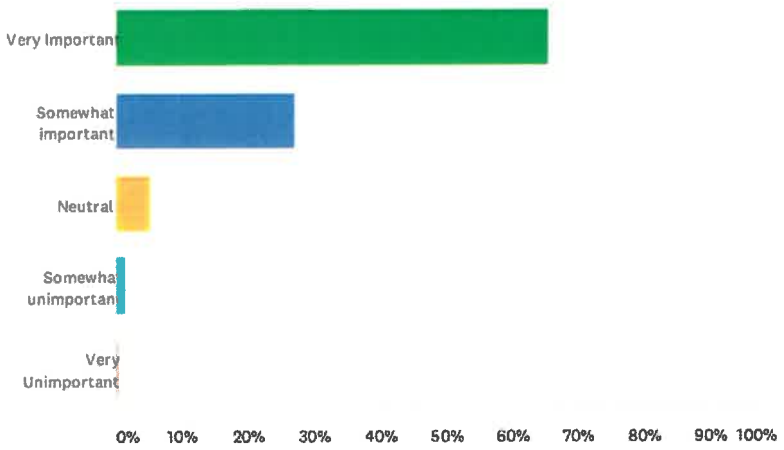
	Republic	Rumpke	Waste Management
Option 3 w/ weekly recycle	City Billing	City Billing	City Billing
21-22	$15.67	$14.45	$14.48
22-23	$16.14	$14.74	$15.06
23-24	$16.62	$15.03	$15.66
24-25	$17.12	$15.33	$16.29
25-26	$17.63	$15.64	$16.94
	Monthly Rates		
	Republic	Rumpke	Waste Management
Option 3 w/ biweekly recycle	City Billing	City Billing	City Billing
21-22	$14.02	$13.25	$13.98
22-23	$14.44	$13.52	$14.54
23-24	$14.87	$13.79	$15.11
24-25	$15.32	$14.05	$15.72
25-26	$15.77	$14.34	$16.35
	Monthly Rates		
	Republic	Rumpke	Waste Management
Option 4 w/ weekly recycle	Senior 10% Discount	Senior 10% Discount	Senior 10% Discount
21-22	$16.61	$14.95	$22.49
22-23	$17.11	$15.25	$23.39
23-24	$17.62	$15.55	$24.33
24-25	$18.15	$15.87	$25.30
25-26	$18.70	$16.18	$26.31
	Monthly Rates		
	Republic	Rumpke	Waste Management
Option 4 w/ biweekly recycle	Senior 10% Discount / Not required to use contractor carts	Senior 10% Discount / Not required to use contractor carts	Senior 10% Discount / Not required to use contractor carts
21-22	$14.36	$13.75	$21.99
22-23	$14.79	$14.03	$22.87
23-24	$15.23	$14.31	$23.78
24-25	$15.70	$14.59	$24.73
25-26	$16.17	$14.88	$25.72

	Republic	Rumpke	Waste Management
Additional Notes:	* Fuel Surcharge over $4.00/gal (currently $2.99)	No Fuel Surcharge	Trucks run on compressed natural gas
	National Call Center	Local Call Center	Additional Huber Heights trained staff at beginning for transition
	Existing Huber Heights trained staff	Additional Huber Heights trained staff at beginning for transition	Local website dedicated to Huber Heights
	Will use up to 7 vehicles	Will use up to 7 vehicles (4 trash, 3 recycling)	Will use 4 vehicles
	Bulk pickup currently unlimited	Bulk pickup only 3 items at a time	Bulk pickup only 2 items at a time
	96 gal trash cart and 96 gal recycling cart provided	95 gal trash cart and 65 gal recycling cart provided	96 gal trash cart and 65 gal recycling cart provided
	Note: Average diesel costs have been below $4.00 since 2013 and were above $4.00 for a total of 13 months between 1994 and 2013		Recycle processing fee increase if processing cost reached $30/ton (current cost is $28.53)

Q11. How important is it for you to have a trash / recycling service that provides a bulk pick-up service.

HUBER HEIGHTS
Come Grow With Us!

Answered: 1,037 Skipped: 67

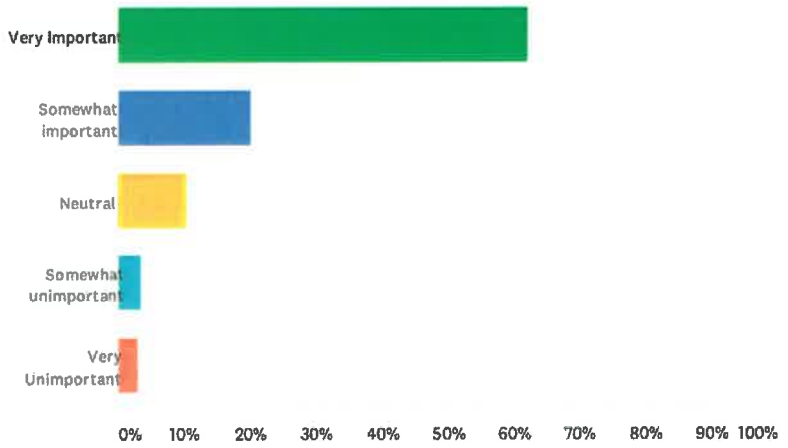


ANSWER CHOICES	RESPONSES	
Very Important	65.77%	682
Somewhat important	27.10%	281
Neutral	5.21%	54
Somewhat unimportant	1.54%	16
Very Unimportant	0.39%	4
TOTAL		1,037

Q12. How important is it to you that the trash hauler service provider also provides a recycling service?

HUBER HEIGHTS
Grow With Us!

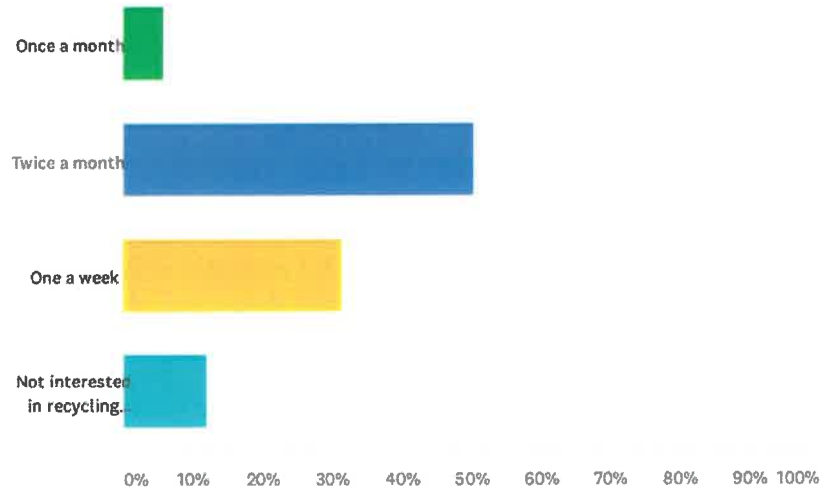
Answered: 1,037 Skipped: 67



ANSWER CHOICES	RESPONSES	
Very Important	62.39%	647
Somewhat important	20.35%	211
Neutral	10.51%	109
Somewhat unimportant	3.57%	37
Very Unimportant	3.18%	33
TOTAL		1,037

Q13. How many times per month would you like to have recycling pick-up from your residence?

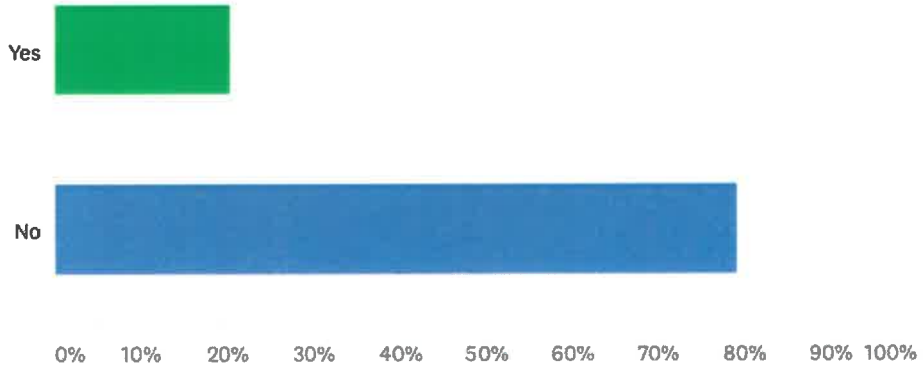
Answered: 1,037 Skipped: 67



ANSWER CHOICES	RESPONSES	
Once a month	5.79%	60
Twice a month	50.63%	525
One a week	31.53%	327
Not interested in recycling services	12.05%	125
TOTAL		1,037

Q14. Would you be willing to pay more for a weekly recycling service?

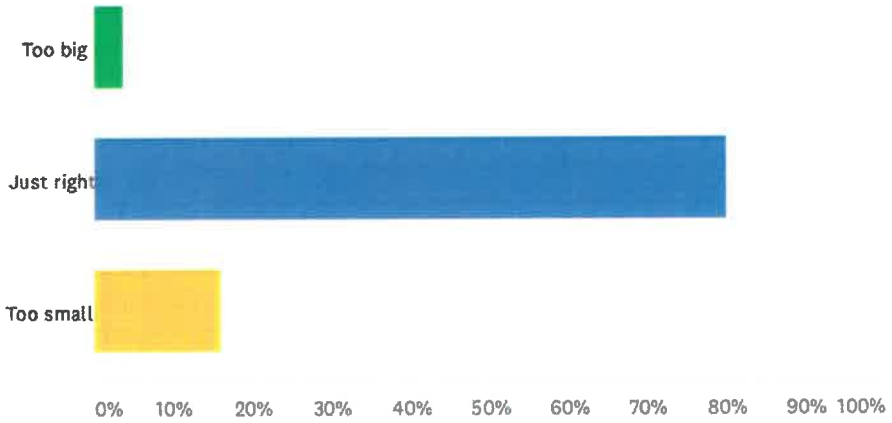
Answered: 1,037 Skipped: 67



ANSWER CHOICES	RESPONSES	
Yes	20.44%	212
No	79.56%	825
TOTAL		1,037

Q15. Currently, what do you think about the size of the trash containers provided? Are they...?

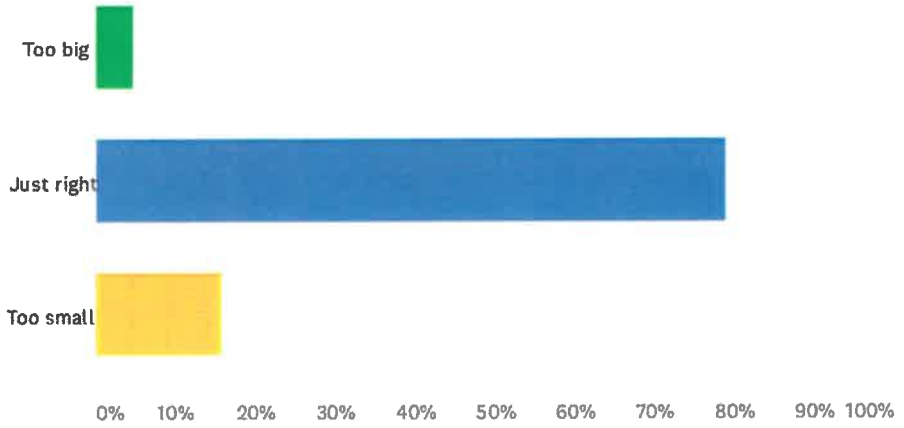
Answered: 1,037 Skipped: 67



ANSWER CHOICES	RESPONSES	
Too big	3.66%	38
Just right	80.33%	833
Too small	16.01%	166
TOTAL		1,037

Q16. Currently, what do you think about the size of the recycling containers provided? Are they...?

Answered: 1,037 Skipped: 67

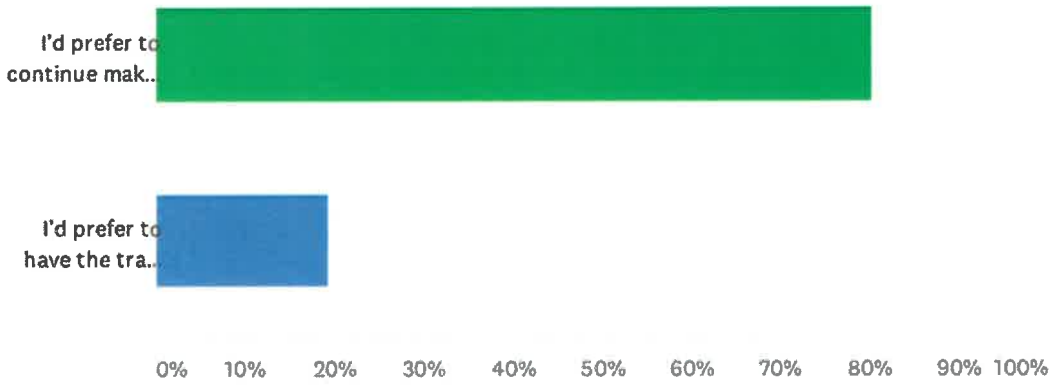


ANSWER CHOICES	RESPONSES	
Too big	4.73%	49
Just right	79.36%	823
Too small	15.91%	165
TOTAL		1,037

Q17. Would you prefer to have your trash / recycling payment be made directly to the contracted hauler or included with your utility bill?

HUBER HEIGHTS
Come Grow With Us!

Answered: 1,037 Skipped: 67

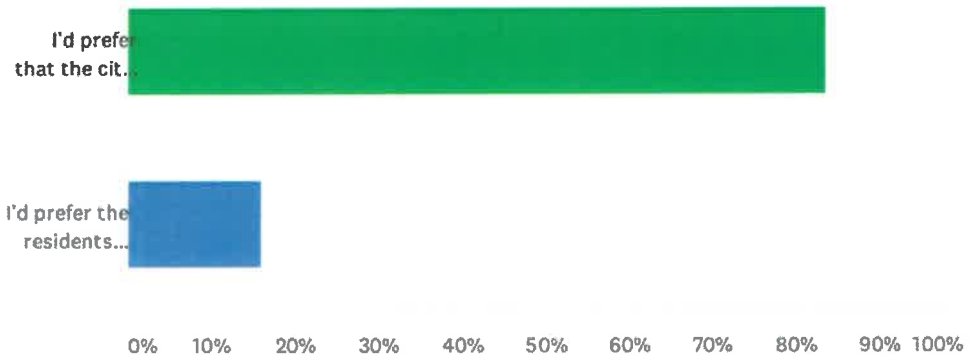


ANSWER CHOICES	RESPONSES	
I'd prefer to continue making payments directly to the trash hauler	80.52%	835
I'd prefer to have the trash / recycling bill included in my monthly utility bill	19.48%	202
TOTAL		1,037

Q18. Would you prefer that the City continue to contract with a single trash/recycling hauler and provide the residents with that service OR would you prefer that the residents locate and contract with their own trash/recycling service provider?

HUBER HEIGHTS
Come Grow With Us!

Answered: 1,037 Skipped: 67



ANSWER CHOICES	RESPONSES	
I'd prefer that the city continue to contract with a single trash/recycling hauler and provide the residents with that service.	83.99%	871
I'd prefer the residents locate and contract with their own trash/recycling service provider?	16.01%	166
TOTAL		1,037

Citywide Trash Hauling Proposals

Options Provided:

Base bid: Weekly Trash Pickup/ Weekly Recycling Pickup

Option 1: Weekly Trash Pickup/ Bi-Weekly Recycling Pickup

Option 2: Residents shall use contractor carts only

Option 3: Billing provided by City

Option 4: Senior discount of 10% (65 or older)

Bid Comparison

	Republic	Rumpke	Waste Management
Option 4 w/ biweekly recycle	Senior 10% Discount / Not required to use contractor carts	Senior 10% Discount / Not required to use contractor carts	Senior 10% Discount / Not required to use contractor carts
21-22	$14.36	$13.75	$21.99
22-23	$14.79	$14.03	$22.87
23-24	$15.23	$14.31	$23.78
24-25	$15.70	$14.59	$24.73
25-26	$16.17	$14.88	$25.72

Additional Notes

Republic	Rumpke	Waste Management
* Fuel Surcharge over $4.00/gal (currently $2.99)	No Fuel Surcharge	Trucks run on compressed natural gas
National Call Center	Local Call Center	Additional Huber Heights trained staff at beginning for transition
Existing Huber Heights trained staff	Additional Huber Heights trained staff at beginning for transition	Local website dedicated to Huber Heights
Will use up to 7 vehicles	Will use up to 7 vehicles (4 trash, 3 recycling)	Will use 4 vehicles
Bulk pickup currently unlimited	Bulk pickup only 3 items at a time	Bulk pickup only 2 items at a time
96 gal trash cart and 96 gal recycling cart provided	95 gal trash cart and 65 gal recycling cart provided	96 gal trash cart and 65 gal recycling cart provided
Note: Average diesel costs have been below $4.00 since 2013 and were above $4.00 for a total of 13 months between 1994 and 2013		Recycle processing fee increase if processing cost reached $30/ton (current cost is $28.53)