

RESOLUTION 19-02

RESOLUTION TO SELECT PROVIDER FOR GARBAGE COLLECTION AND RECYCLING SERVICES

WHEREAS, the current contract for garbage and recycling services for the residents of the City of Spring Hill, Tennessee will expire on March 31, 2019; and

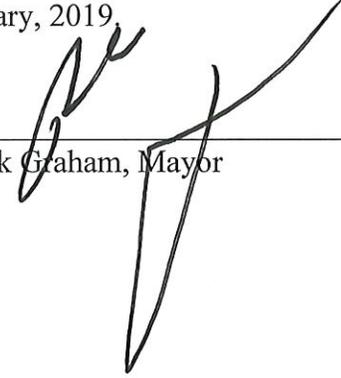
WHEREAS, city staff advertised and accepted proposals for garbage collection and recycling services on December 14, 2018; and

WHEREAS, city staff has reviewed proposals and presentations from bidders were made to the Budget Finance Advisory Committee on January 7, 2019; and

NOW THEREFORE, BE IT RESOLVED, that the City of Spring Hill, Board of Mayor and Aldermen authorizes city staff and city attorney to negotiate terms of contract for Garbage Collection and Recycling Services with Waste Management, Option B.

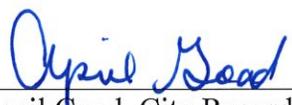
BE IT FURTHER RESOLVED that Staff will present final contract to the Board of Mayor and Aldermen for approval.

Passed and adopted this 22nd day of January, 2019



Rick Graham, Mayor

ATTEST:



April Goad, City Recorder

LEGAL FORM APPROVED:



Patrick Carter, City Attorney



REQUEST: Approval of Resolution 19-02
SUBMITTED BY: Victor Lay, City Administrator
DATE: December 27, 2018
RE: Evaluation of Sanitation and Recycling Collection and Disposal Contracting Services

ATTACHMENTS:
Exhibit 1
Spreadsheet A
Spreadsheet B
Spreadsheet C
United Waste Haulers Proposal
Waste Management Proposal
Waste Pro Proposal

PURPOSE:

To approve Resolution 19-02 selecting a provider for the Sanitation and Recycling Collection and Disposal contract.

BACKGROUND:

The City currently has a contract with Waste Management for the collection and disposal of sanitation and recycling materials. The current contract was signed in November 2012 and has had one extension. **The current contract offers Exclusive Franchise Agreement for BOTH Residential and Commercial pick-up, excluding roll-offs and construction containers.** Existing Residential and Commercial Rates are shown in the subsequent analysis for comparison purposes.

The RFP was published on November 15, 2018 and a mandatory PRE-BID meeting was held on December 7, 2018 to address any questions from the RFP. All companies that responded to the RFP attended the mandatory meeting. A subsequent update was posted on the city's website documenting the questions and answers that were given at that meeting.



ANALYSIS:

Three respondents submitted proposals to the city for the Sanitation and Recycling Collection and Disposal Contract. Those were: **United Waste Haulers, Waste Management and Waste Pro**. All bids required at a minimum once per week residential sanitation pick-up and once per every two weeks residential recycling pick-up. All bidders complied with the minimum level of service requirement.

Exhibit 1 is Page 5 from the RFP and is a listing of information required of the respondents to be submitted. Nine items were listed. However, one of the items (item ix.) was only a requirement if the submitting entity wanted to claim Minority-Owned business status. As can be seen in Exhibit 1, Waste Management and Waste Pro submitted ALL of the required documentation with their proposals (**highlighted in YELLOW**) – United Waste Haulers did not, submitting only TWO of the remaining EIGHT required items. Staff does feel that the lack of required information submitted by United Waste Haulers is possible grounds for disqualifying the bid. However, their information was included in the remaining analyses.

The RFP asked the respondents to bid the contract in two separate ways:

Alternate A – assuming that there is NO EXCLUSIVE FRANCHISE for the commercial accounts

Alternate B – there IS AN EXCLUSIVE FRANCHISE for the commercial accounts

Additionally, the RFP asked for Additional Alternatives (not required) for Bulky Waste and Yard Waste Pick-up. **Waste Management was the only respondent to submit information on these two ADD ALTERNATES.** The information is included in the attachments.

The attached spreadsheets reflect the bid comparisons.

Spreadsheet A is the Bid Tabulation of ALL Respondents in alphabetical order in comparison with each other and to the EXISTING RATE structure with Waste Management.

Spreadsheet B is an analysis of the lowest price per alternative. Because the RFP included both residential and commercial pick-up and because **Alternative A** granted an exclusive franchise to **ONLY the Residential** portion while **Alternative B** granted an exclusive franchise to **BOTH Residential and Commercial** Pick-up, there are multiple ways to evaluate which is the lowest and best bid for the city as a whole. That analysis is summarized below:

If the BOMA should choose to eliminate the current Exclusive Commercial Franchise and determine that Alternative A is the best way for the city to move forward, then the Low Bid for



Residential Service is Waste Pro with a **rate of \$15.00 per household per month**. This bid represents an **\$8.52 per YEAR increase** over the current rate per household. Waste Management would be a close second lowest bid at \$15.79 per household per month for a total increase of \$18.00 per household per year. Though residential customers would experience an increase, the commercial customers will have a choice in selecting their provider. If those commercial businesses shopped their garbage pick-up serve between the current respondents then it is possible they'll experience savings since United Waste Haulers has offered commercial rates at less than existing rates.

If BOMA considered ONLY the Commercial Rate structure as the defining characteristic between the responding bids, then United Waste Haulers might be considered since their **Commercial bid is 4%-6% LOWER** than the existing commercial rates. However, United Waste Haulers' bid raises **Residential Rates in Alternates A and B to \$17.17 per month for an annual INCREASE of \$34.56 per household per year**.

If BOMA should choose to keep the Exclusive Franchise for BOTH Residential and Commercial Pick-up, then Waste Management has the **Residential Low Bid of \$12.11 per household per month** representing a **DECREASE of \$26.16** per household per year. However, the reduction in Residential rate is offset by mandatory **commercial rates that increase 50-60%**. Still, in comparison to the other two respondent's bids for Alternative B, Waste Management's bid would be the lowest combined cost (residential and commercial) when tabulated based on actual commercial yardage obtained from current billing reports. See **Spreadsheet C** for comparative for projected Annualized Commercial Costs based on existing billing data.

Other factors that may be considered as a part of the bid evaluation include the technology that is incorporated into each respondent's operation, access to landfill space and recycling facilities and operational experience and history. It should be noted that all three respondents have been invited to make a short presentation at the January BFAC meeting where additional information regarding their operations and technology can be determined leading to better discussion at the subsequent BOMA meeting. It should be noted that each of the respondents were asked to submit an "Extension Agreement" form acknowledging that the bid could be extended one "three-year" term. Waste Pro was the ONLY respondent to submit that form. Additionally, please see pages 38-40 of the Waste Management Bid for their list of "Exceptions" to the proposal and contract pricing.

The RFP also asked for Additional Alternates related to the pick-up of Bulky Waste and Yard Waste. This service has historically been provided by the city utilizing the street's crew at no additional cost to the citizenry. Waste Management was the only respondent that submitted a bid for the items. They are as follows:



Bulky Waste - \$21,650 per month flat rate

Yard Waste - \$4.41 per household per month for once per week service

For comparison purposes, during the 2018-2019 budget cycle, staff calculated the City's operational cost for collection and disposal of both Bulky Waste and Yard Waste to be approximately \$2.66 per household per month. That estimate did not include money for the replacement of equipment.

STAFF RECOMMENDATION:

Staff does not have a clear recommendation of which respondent to select since either Alternative A or Alternative B will lead to an increase in one of the sector's (residential or commercial) monthly fees. Alternate A does provide the possibility of competition in the Commercial sector thus potentially lowering rates. However, Alternate A breaks with the historic Commercial Franchise that has been a part of the city's sanitation contracts for several years. It is staff recommendation that in addition to whichever option and resulting vendor is selected, that the BOMA give serious consideration to also adopting an additional yard waste fee of some amount and an administrative fee of, at least, \$0.25 per month per customer (generates \$41,400 per year) so that the city can recover some partial costs of its operations (i.e. billing) and have money set aside for capital expenses such as replacement knuckle-boom trucks or the purchase of a packer truck for yard bags.

EXHIBIT 1

Article VII - Respondent's Qualifications and Financial Responsibility

The City will consider the qualifications of Respondent and may conduct such investigation as it deems necessary to assist in the evaluation of any Proposal. The City reserves the right to reject any Proposal if the investigation demonstrates, to the City's sole discretion, that Respondent is not properly qualified to carry out the obligations of the RFP. Respondent must demonstrate sufficient financial resources and professional experience necessary to carry out its Proposal. Each Proposal must also include:

Item	United Waste Haulers	Waste Mgt	Waste Pro
i. Respondent's corporate name (including intended form and corporate structure) and Federal EIN;		x	x
ii. Respondent shall provide a current audited annual financial statement and/or other such documentation to demonstrate financial responsibility that is acceptable to the City, including but not limited to proof that Respondent is current with all corporate taxable obligations;		x	x
iii. Background information on all members of Respondent's management, including the relevant experience of all principal members thereof;		x	x
iv. Name, address, telephone number and qualifications of all persons who will perform the terms and conditions of the Collection Contract;		x	x
v. The names and contact information of three (3) to five (5) municipal governments with which they regularly do business;	x	x	x
vi. An explanation of Respondent's technical qualifications to complete the scope of work set forth in the RFP;		x	x
vii. Organization, material, equipment, facilities, and personnel resources and expertise (or the ability to obtain them) necessary to carry out the work and to comply with required delivery or performance schedules, taking into consideration other business commitments;		x	x
viii. Documents demonstrating a satisfactory record of performance and business integrity;	x	x	x
ix. Documents demonstrating a compliance with requirements for the utilization of small, minority-owned, and women-owned businesses as subcontractors.	Not Applicable	Not Applicable	Not Applicable

SPREADSHEET A - RESIDENTIAL GARBAGE & RECYCLING, COMMERCIAL GARBAGE

Rate schedule for residential garbage & recycling:		14.29 current rates*						
Waste Haulers			Waste Management			Waste Pro		
Bid Alt A	17.17	per household per month	Bid Alt A	15.79	per household per month	Bid Alt A	15.00	per household per month
Bid Alt B	17.17	per household per month	Bid Alt B	12.11	per household per month	Bid Alt B	15.00	per household per month

* WM was to increase rates 4/1 based upon an index of the CPI. City increased rates but WM failed to bill @ new rates.

Waste Management Current Rates	
Bid Alt B	14.29 per household per month

Add Alternates:
 Waste Management Add Alternate 1 - Bulky Items \$21,650 per month flat rate
 Waste Management Add Alternate 2 - Yard Waste \$4.41 per unit for once a week service

Rate schedule for waste bin & collection frequency of Multi-Family Complexes:		MONTHLY															
Waste Haulers					Waste Management					Waste Pro							
	<u>1x week</u>	<u>2x week</u>	<u>3x week</u>	<u>4x week</u>	<u>5x week</u>		<u>1x week</u>	<u>2x week</u>	<u>3x week</u>	<u>4x week</u>	<u>5x week</u>		<u>1x week</u>	<u>2x week</u>	<u>3x week</u>	<u>4x week</u>	<u>5x week</u>
2 yard	49.50	85.50	120.50	155.00	229.00	2 yard	85.57	145.62	205.33	266.92	387.04	2 yard	55.86	100.54	135.73	162.88	183.24
4 yard	59.50	98.00	148.00	190.50	284.00	4 yard	100.58	175.65	250.68	325.89	472.54	4 yard	100.54	180.98	244.32	293.18	329.83
6 yard	80.25	145.00	210.00	276.00	405.00	6 yard	126.87	244.67	354.27	462.89	671.18	6 yard	135.73	244.32	329.83	395.80	445.27
8 yard	98.00	185.00	275.00	360.00	538.00	8 yard	160.70	316.75	462.36	607.98	899.19	8 yard	162.88	293.18	395.80	474.96	534.32

One Container	
	<u>1x week</u> <u>2x week</u> <u>3x week</u> <u>4x week</u> <u>5x week</u>
2 yard	53.21 90.55 127.88 165.22 239.89
4 yard	62.54 109.22 155.88 202.56 295.91
6 yard	84.01 152.14 220.29 287.73 424.72
8 yard	106.41 196.96 287.50 378.05 559.13

Rate schedule for waste bin & collection frequency - Commercial Customers:

Waste Haulers		Waste Management		Waste Pro	
	1/2 cy 17.17		1/2 cy 12.11		1/2 cy 16.00
	1cy 34.34		1cy 20.59		1cy 17.50
	1 1/2 cy 51.51		1 1/2 cy 35.00		1 1/2 cy 19.00
One Container					
	<u>1x week</u>	<u>2x week</u>	<u>3x week</u>	<u>4x week</u>	<u>5x week</u>
2 yard	49.50	85.50	120.50	155.00	229.00
4 yard	59.50	98.00	148.00	190.50	284.00
6 yard	80.25	145.00	210.00	276.00	405.00
8 yard	98.00	185.00	275.00	360.00	538.00
Two Containers					
	<u>1x week</u>	<u>2x week</u>	<u>3x week</u>	<u>4x week</u>	<u>5x week</u>
2 yard	86.25	145.00	208.00	269.00	392.00
4 yard	101.00	178.00	254.00	330.00	484.00
6 yard	136.00	249.00	359.00	469.00	695.00
8 yard	172.00	320.00	468.00	618.00	916.00
Three Containers					
	<u>1x week</u>	<u>2x week</u>	<u>3x week</u>	<u>4x week</u>	<u>5x week</u>
2 yard	113.00	194.00	275.00	357.00	518.00
4 yard	134.00	235.00	336.00	438.00	640.00
6 yard	179.00	328.00	476.00	620.00	918.00
8 yard	228.00	406.00	624.00	818.00	1,200.00

One Container	
	<u>1x week</u> <u>2x week</u> <u>3x week</u> <u>4x week</u> <u>5x week</u>
2 yard	53.21 90.55 127.88 165.22 239.89
4 yard	62.54 109.22 155.88 202.56 295.91
6 yard	84.01 152.14 220.29 287.73 424.72
8 yard	106.41 196.96 287.50 378.05 559.13
Two Containers	
	<u>1x week</u> <u>2x week</u> <u>3x week</u> <u>4x week</u> <u>5x week</u>
2 yard	90.46 153.93 217.39 280.88 407.84
4 yard	106.33 185.67 265.00 344.34 503.04
6 yard	142.81 258.65 374.49 489.30 722.00
8 yard	180.88 334.82 488.75 642.68 950.52
Three Containers	
	<u>1x week</u> <u>2x week</u> <u>3x week</u> <u>4x week</u> <u>5x week</u>
2 yard	119.72 203.73 288.73 371.76 539.76
4 yard	140.70 245.73 350.72 455.75 665.78
6 yard	189.01 342.33 495.65 647.61 955.60
8 yard	239.41 443.14 646.87 850.60 1,258.05

Rate schedule for waste bin & collection frequency - Commercial Customers:

Waste Haulers		Waste Management		Waste Pro	
	1/2 cy 206.04		1/2 cy 145.32		1/2 cy 192.00
	1cy 412.08		1cy 247.08		1cy 210.00
	1 1/2 cy 618.12		1 1/2 cy 420.00		1 1/2 cy 228.00
One Container					
	<u>1x week</u>	<u>2x week</u>	<u>3x week</u>	<u>4x week</u>	<u>5x week</u>
2 yard	594.00	1,026.00	1,446.00	1,860.00	2,748.00
4 yard	714.00	1,176.00	1,776.00	2,286.00	3,408.00
6 yard	963.00	1,740.00	2,520.00	3,312.00	4,860.00
8 yard	1,176.00	2,220.00	3,300.00	4,320.00	6,456.00
Two Containers					
	<u>1x week</u>	<u>2x week</u>	<u>3x week</u>	<u>4x week</u>	<u>5x week</u>
2 yard	1,035.00	1,740.00	2,496.00	3,228.00	4,704.00
4 yard	1,212.00	2,136.00	3,048.00	3,960.00	5,808.00
6 yard	1,632.00	2,988.00	4,308.00	5,628.00	8,340.00
8 yard	2,064.00	3,840.00	5,616.00	7,416.00	10,992.00
Three Containers					
	<u>1x week</u>	<u>2x week</u>	<u>3x week</u>	<u>4x week</u>	<u>5x week</u>
2 yard	1,356.00	2,328.00	3,300.00	4,284.00	6,216.00
4 yard	1,608.00	2,820.00	4,032.00	5,256.00	7,680.00
6 yard	2,148.00	3,936.00	5,712.00	7,440.00	11,016.00
8 yard	2,736.00	4,872.00	7,488.00	9,816.00	14,400.00

One Container	
	<u>1x week</u> <u>2x week</u> <u>3x week</u> <u>4x week</u> <u>5x week</u>
2 yard	638.52 1,086.60 1,534.56 1,982.64 2,878.68
4 yard	750.48 1,310.64 1,870.56 2,430.72 3,550.92
6 yard	1,008.12 1,825.68 2,643.48 3,452.76 5,096.64
8 yard	1,276.92 2,363.52 3,450.00 4,536.60 6,709.56
Two Containers	
	<u>1x week</u> <u>2x week</u> <u>3x week</u> <u>4x week</u> <u>5x week</u>
2 yard	1,085.52 1,847.16 2,608.68 3,370.56 4,894.09
4 yard	1,275.96 2,228.04 3,180.00 4,132.08 6,036.48
6 yard	1,713.72 3,103.80 4,493.88 5,871.60 8,664.00
8 yard	2,170.56 4,017.84 5,865.00 7,712.16 11,406.24
Three Containers	
	<u>1x week</u> <u>2x week</u> <u>3x week</u> <u>4x week</u> <u>5x week</u>
2 yard	1,436.64 2,444.76 3,464.76 4,461.12 6,477.12
4 yard	1,688.40 2,948.76 4,208.64 5,469.00 7,989.36
6 yard	2,268.12 4,107.96 5,947.80 7,811.32 11,467.20
8 yard	2,872.92 5,317.68 7,762.44 10,207.20 15,096.60

SPREADSHEET B - LOWEST PRICE ANALYSIS

Rate schedule for residential garbage & recycling: 14.29 current rate* 2,366,424 Lowest price

Waste Haulers		Waste Management		Waste Pro	
Bid Alt A	17.17 per household per month	Bid Alt A	15.79 per household per month	Bid Alt A	15.00 per household per month
Bid Alt B	17.17 per household per month	Bid Alt B	12.11 per household per month	Bid Alt B	15.00 per household per month

* WM was to increase rates 4/1 based upon an index of the CPI. City increased rates but WM didn't increase rate on invoices.

RESIDENTIAL

Waste Management			Waste Management			Waste Pro		
		Annual			Annual			Annual
Bid Alt A	17.17 per household per month	2,843,352	Bid Alt A	15.79 per household per month	2,614,824	Bid Alt A	15.00 per household per month	2,484,000
Bid Alt B	17.17 per household per month	2,843,352	Bid Alt B	12.11 per household per month	2,005,416	Bid Alt B	15.00 per household per month	2,484,000
	Annual increase/decrease from current			Annual increase/decrease from current			Annual increase/decrease from current	
Waste Management	Per Customer		Waste Management	Per Customer		Waste Pro	Per Customer	
Bid Alt A	17.17 per household per month	34.56	Bid Alt A	15.79 per household per month	18.00	Bid Alt A	15.00 per household per month	8.52
Bid Alt B	17.17 per household per month	34.56	Bid Alt B	12.11 per household per month	(26.16)	Bid Alt B	15.00 per household per month	8.52

RESIDENTIAL & COMMERCIAL

Waste Management			Waste Management			Waste Pro		
		Annual			Annual			Annual
Bid Alt A	17.17 per household per month	2,843,352	Bid Alt A	15.79 per household per month	2,614,824	Bid Alt A	15.00 per household per month	2,484,000
Commercial estimate based upon current usage		<u>595,185</u>	Commercial estimate based upon current usage		<u>1,004,328</u>	Commercial estimate based upon current usage		<u>881,794</u>
		3,438,537			3,619,152			3,365,794
Bid Alt B	17.17 per household per month	2,843,352	Bid Alt B	12.11 per household per month	2,005,416	Bid Alt B	15.00 per household per month	2,484,000
Commercial estimate based upon current usage		<u>595,185</u>	Commercial estimate based upon current usage		<u>1,004,328</u>	Commercial estimate based upon current usage		<u>881,794</u>
		3,438,537			3,009,744			3,365,794

SPREADSHEET C - ANNUALIZED COMMERCIAL COST

Rate schedule for waste bin & collection frequency - Commercial Customers:

ANNUALIZED

Rate schedule for waste bin & collection frequency - Commercial Customers:

Waste Management															
										Count					
										1/2 cy	145.32	33.00	\$ 4,795.56		
										1cy	247.08				
										1 1/2 cy	420.00				
One Container															
1x week	Count	2x week	Count	3x week	Count	4x week	Count	5x week	Count	Total					
2 yard	1,026.84	8	1,747.44	1	2,463.96	3,203.04		4,644.48		9,962.16					
4 yard	1,206.96	28	2,107.80	10	3,008.16	2	3,910.68		5,670.48	60,889.20					
6 yard	1,522.44	20	2,936.04	11	4,251.24	2	5,554.68	1	8,054.16	76,802.40					
8 yard	1,928.40	27	3,801.00	25	5,548.32	26	7,295.76	5	10,790.28	392,568.60					
										83.00	47.00	30.00	6.00	6.00	540,222.36
Two Containers															
1x week	Count	2x week	Count	3x week	Count	4x week	Count	5x week	Count	Total					
2 yard	1,745.64		2,970.72		4,188.72		5,445.24		7,895.64	1	7,895.64				
4 yard	2,051.76		3,583.20		5,113.92		6,648.12		9,639.84		-				
6 yard	2,588.28	2	4,991.28		7,227.12		9,442.92	1	13,692.12		14,619.48				
8 yard	3,278.40	2	6,461.64	8	9,432.00	7	12,402.72	4	18,343.44	1	192,228.24				
										4.00	8.00	7.00	5.00	2.00	214,743.36
Three Containers															
1x week	Count	2x week	Count	3x week	Count	4x week	Count	5x week	Count	Total					
2 yard	2,310.48		3,931.80		5,543.76		7,206.96		10,450.08		-				
4 yard	2,715.60		4,742.52		6,768.48		8,799.00		12,758.64		-				
6 yard	3,425.64		6,606.12		9,565.20		12,497.88		18,121.92		-				
8 yard	4,338.96	1	8,552.28	2	12,483.60	1	16,415.40	1	24,278.04	8	244,566.84				
										1.00	2.00	1.00	1.00	8.00	244,566.84
Actually 6x week customers (not bid)											1,004,328.12				

Waste Haulers															
										Count					
										1/2 cy	17.17	33.00	\$ 566.61		
										1cy	34.34				
										1 1/2 cy	51.51				
One Container															
1x week	Count	2x week	Count	3x week	Count	4x week	Count	5x week	Count	Total					
2 yard	594.00	8	1,026.00	1	1,446.00		1,860.00		2,748.00	5,778.00					
4 yard	714.00	28	1,176.00	10	1,776.00	2	2,286.00		3,408.00	35,304.00					
6 yard	963.00	20	1,740.00	11	2,520.00	2	3,312.00	1	4,860.00	46,752.00					
8 yard	1,176.00	27	2,220.00	25	3,300.00	26	4,320.00	5	6,456.00	233,388.00					
													6	6,456.00	321,222.00
Two Containers															
1x week	Count	2x week	Count	3x week	Count	4x week	Count	5x week	Count	Total					
2 yard	1,035.00		1,740.00		2,496.00		3,228.00		4,704.00	1	4,704.00				
4 yard	1,212.00		2,136.00		3,048.00		3,960.00		5,808.00		-				
6 yard	1,632.00	2	2,988.00		4,308.00		5,628.00	1	8,340.00		8,892.00				
8 yard	2,064.00	2	3,840.00	8	5,616.00	7	7,416.00	4	10,992.00	1	114,816.00				
															128,412.00
Three Containers															
1x week	Count	2x week	Count	3x week	Count	4x week	Count	5x week	Count	Total					
2 yard	1,356.00		2,328.00		3,300.00		4,284.00		6,216.00		-				
4 yard	1,608.00		2,820.00		4,032.00		5,256.00		7,680.00		-				
6 yard	2,148.00		3,936.00		5,712.00		7,440.00		11,016.00		-				
8 yard	2,736.00	1	4,872.00	2	7,488.00	1	9,816.00	1	14,400.00	8	144,984.00				
															144,984.00
Actually 6x week customers (not bid)											595,184.61				

Rate schedule for waste bin & collection frequency - Commercial Customers:

ANNUALIZED

Waste Pro															
										Count					
										1/2 cy	192.00	33.00	\$ 6,336.00		
										1cy	210.00				
										1 1/2 cy	228.00				
One Container															
1x week	Count	2x week	Count	3x week	Count	4x week	Count	5x week	Count	Total					
2 yard	670.32	8	1,206.48	1	1,628.76		1,954.56		2,198.88	6,569.04					
4 yard	1,206.48	28	2,171.76	10	3,931.84	2	3,518.16		3,957.96	61,362.72					
6 yard	1,628.76	20	2,931.84	11	3,957.96	2	4,749.60	1	5,343.24	77,490.96					
8 yard	1,954.56	27	3,518.16	25	4,749.60	26	5,699.52	5	6,411.84	331,185.36					
															476,608.08
Two Containers															
1x week	Count	2x week	Count	3x week	Count	4x week	Count	5x week	Count	Total					
2 yard	1,273.56		2,292.36		3,094.67		3,713.64		4,177.80	1	4,177.80				
4 yard	2,292.36		4,126.32		5,570.52		6,684.60		7,520.16		-				
6 yard	3,094.68	2	5,570.52		8,355.72		9,024.12	1	11,280.24		15,213.48				
8 yard	3,713.64	2	6,684.60	8	10,026.84	7	10,828.92	4	13,536.24	1	187,943.88				
															207,335.16
Three Containers															
1x week	Count	2x week	Count	3x week	Count	4x week	Count	5x week	Count	Total					
2 yard	1,814.76		3,266.64		4,410.00		5,291.88		5,953.44		-				
4 yard	3,266.64		5,879.88		7,937.88		9,525.48		10,716.12		-				
6 yard	4,410.00		7,937.88		10,716.12		12,859.44		14,466.84		-				
8 yard	5,291.88	1	9,525.48	2	12,859.44	1	15,431.28	1	17,360.16	8	191,514.84				
															191,514.84
Actually 6x week customers (not bid)											881,794.08				

Waste Management EXISTING															
										Count					
										1/2 cy	124.56	33.00	\$ 4,110.48		
										1cy	214.20				
										1 1/2 cy	301.44				
One Container															
1x week	Count	2x week	Count	3x week	Count	4x week	Count	5x week	Count	Total					
2 yard	638.52	8	1,086.60	1	1,534.56		1,982.64		2,878.68	6,194.76					
4 yard	750.48	28	1,310.64	10	1,870.56	2	2,430.72		3,550.92	37,860.96					
6 yard	1,008.12	20	1,825.68	11	2,643.48	2	3,452.76	1	5,096.64	48,984.60					
8 yard	1,276.92	27	2,363.52	25	3,450.00	26	4,536.60	5	6,709.56	246,205.20					
										83.00	47.00	30.00	6.00	6.00	339,245.52
Two Containers															
1x week	Count	2x week	Count	3x week	Count	4x week	Count	5x week	Count	Total					
2 yard	1,085.52		1,847.16		2,608.68		3,370.56		4,894.09	1	4,894.09				
4 yard	1,275.96		2,228.04		3,180.00		4,132.08		6,036.48		-				
6 yard	1,713.72	2	3,103.80		4,493.88		5,871.60	1	8,664.00		9,299.04				
8 yard	2,170.56	2	4,017.84	8	5,865.00	7	7,712.16	4	11,406.24	1	119,793.72				
										4.00	8.00	7.00	5.00	2.00	133,986.85
Three Containers															
1x week	Count	2x week	Count	3x week	Count	4x week	Count	5x week	Count	Total					
2 yard	1,436.64		2,444.76		3,464.76		4,461.12		6,477.12		-				
4 yard	1,688.40		2,948.76		4,208.64		5,469.00		7,989.36		-				
6 yard	2,268.12		4,107.96		5,947.80		7,771.32		11,467.20		-				
8 yard	2,872.92	1	5,317.68	2	7,762.44	1	10,207.20	1	15,096.60	8	152,250.72				
										1.00	2.00	1.00	1.00	8.00	152,250.72
Actually 6x week customers (not bid)											629,593.57				

Surrounding Cities and Sanitation Services

<u>City</u>	<u>Sanitation services</u>
Brentwood	No City-provided trash service. Residents & businesses choose private collectors.
Columbia	City-provided sanitation service for residents & some businesses, businesses may choose provider.
Fairview	No City-provided trash service. Residents & businesses choose private collectors.
Franklin	City-provided sanitation service for residents & some businesses, businesses may choose provider.
Hendersonville	City-contracted sanitation service for residents, businesses must choose provider.
Lebanon	City-provided sanitation service for residents & some small businesses, businesses may choose provider.
Mt. Juliet	No City-provided trash service. Residents & businesses choose private collectors.
Mt. Pleasant	City-provided sanitation service for residents & most businesses.
Nolensville	No City-provided trash service. Residents & businesses choose private collectors.
Smyrna	No City-provided trash service. Residents & businesses choose private collectors.

12/27/18 pa



**Spring Hill, TN Garbage Collection and Recycling RFP Bid
December 14, 2018**

Thank you for giving us the opportunity to bid!

BID ALTERNATIVE A

COLLECTION AND DISPOSAL OF RESIDENTIAL GARBAGE AND RECYCLING

GARBAGE COLLECTION FREQUENCY - ONE TIME EVERY WEEK

RECYCLING COLLECTION FREQUENCY - ONE TIME EVERY TWO WEEKS

\$ \$17.17 PER HOUSEHOLD PER MONTH
(Includes both trash and recycling cart)

RATE SCHEDULE FOR WASTE BIN SIZE AND COLLECTION FREQUENCY OF MULTI-FAMILY COMPLEXES

	Rental	1 X WK	2 X WK	3 X WK	4 X WK	5 X WK
2 yd	\$0.00	\$49.50	\$85.50	\$120.50	\$155.00	\$229.00
4 yd	\$0.00	\$59.50	\$98.00	\$148.00	\$190.50	\$284.00
6 yd	\$0.00	\$80.25	\$145.00	\$210.00	\$276.00	\$405.00
8 yd	\$0.00	\$98.00	\$185.00	\$275.00	\$360.00	\$538.00
Add'l cont.						

BID ALTERNATIVE B (PAGE 1 of 2)

**COLLECTION AND DISPOSAL OF RESIDENTIAL GARBAGE AND RECYCLING
GARBAGE COLLECTION FREQUENCY - ONE TIME EVERY WEEK
RECYCLING COLLECTION FREQUENCY - ONE TIME EVERY TWO WEEKS
AND
COLLECTION AND DISPOSAL OF COMMERCIAL/INDUSTRIAL GARBAGE**

\$ 17.17 PER HOUSEHOLD PER MONTH
(No Bid Weekly Recycling)

**RATE SCHEDULE FOR WASTE BIN SIZE AND COLLECTION FREQUENCY OF MULTI-FAMILY
COMPLEX**

	Rental	1 X WK	2 X WK	3 X WK	4 X WK	5 X WK
2 yd	\$0.00	\$49.50	\$85.50	\$120.50	\$155.00	\$229.00
4 yd	\$0.00	\$59.50	\$98.00	\$148.00	\$190.50	\$284.00
6 yd	\$0.00	\$80.25	\$145.00	\$210.00	\$276.00	\$405.00
8 yd	\$0.00	\$98.00	\$185.00	\$275.00	\$360.00	\$538.00
Add'l cont.						

BID ALTERNATIVE B (PAGE 2 of 2)

COLLECTION AND DISPOSAL OF RESIDENTIAL GARBAGE AND RECYCLING

GARBAGE COLLECTION FREQUENCY - ONE TIME EVERY WEEK

RECYCLING COLLECTION FREQUENCY - ONE TIME EVERY TWO WEEKS

AND

COLLECTION AND DISPOSAL OF COMMERCIAL/INDUSTRIAL GARBAGE

**RATE SCHEDULE FOR WASTE BIN SIZE AND COLLECTION FREQUENCY OF
COMMERCIAL/INDUSTRIAL BUSINESSES**

Description Unit

1/2 CY	<u>1-96Gal Cart - \$17.17</u>
1 CY	<u>2-96 Gal Cart- \$34.34</u>
1-1/2 CY	<u>3-96 Gal Cart- \$51.51</u>

NOTE: All prices to be included in the matrix shall be totals. Where multiple bin prices are listed, they shall be for picking up all bins (and not for a single bin) at the frequency specified.

One Container

	Rental	1 X WK	2 X WK	3 X WK	4 X WK	5 X WK
2 yd	\$0.00	\$49.50	\$85.50	\$120.50	\$155.00	\$229.00
4 yd	\$0.00	\$59.50	\$98.00	\$148.00	\$190.50	\$284.00
6 yd	\$0.00	\$80.25	\$145.00	\$210.00	\$276.00	\$405.00
8 yd	\$0.00	\$98.00	\$185.00	\$275.00	\$360.00	\$538.00
Add'l cont.						

Two Containers

	Rental	1 X WK	2 X WK	3 X WK	4 X WK	5 X WK
2 yd	\$0.00	\$86.25	\$145.00	\$208.00	\$269.00	\$392.00
4 yd	\$0.00	\$101.00	\$178.00	\$254.00	\$330.00	\$484.00
6 yd	\$0.00	\$136.00	\$249.00	\$359.00	\$469.00	\$695.00
8 yd	\$0.00	\$172.00	\$320.00	\$468.00	\$618.00	\$916.00
Add'l cont.						

Three Containers

	Rental	1 X WK	2 X WK	3 X WK	4 X WK	5 X WK
2 yd	\$0.00	\$113.00	\$194.00	\$275.00	\$357.00	\$518.00
4 yd	\$0.00	\$134.00	\$235.00	\$336.00	\$438.00	\$640.00
6 yd	\$0.00	\$179.00	\$328.00	\$476.00	\$620.00	\$918.00
8 yd	\$0.00	\$228.00	\$406.00	\$624.00	\$818.00	\$1200.00
Add'l cont.						

ADD ALTERNATE 1 – BULKY ITEMS

Under a separate alternative, the City would consider a proposal for the removal and disposal of larger items such as household appliances (i.e. refrigerators, stoves, etc.) and other bulky waste (furniture, etc.) Any proposal should define which items are acceptable for pick-up and those items which would not be acceptable for pick-up.

Please provide a pricing structure/strategy for this service (i.e.: cost per ton).

No Bid

ADD ALTERNATE 2 – YARD WASTE

Under a separate alternative, the City would consider a proposal for the removal and disposal of yard waste, including all tree trimmings, dead trees or branches thereof, grass clippings (bagged in brown recyclable bags), garden trimmings, weeds and roots from which all dirt has been removed. Included in this item shall be loose brush, loose limbs, and similar items, excluding loose leaves.

Note: Professional tree trimmers and contractors will be required by the city ordinance to pick up their own trash and bulky waste and dispose of same in accordance with the city ordinance.

Please provide a pricing structure/strategy for this service.

No Bid

NON-COLLUSIVE BIDDING CERTIFICATION

By submission of this Proposal, Respondent and each person signing on behalf of Respondent certifies, and in the case of a joint Proposal each party thereto certifies as to its own organization, under penalty of perjury, that to the best of his or her knowledge and belief:

The prices in this Proposal have been arrived at independently without collusion, consultation, communication, or agreement for the purpose of restricting competition, as to any matter relating to such prices with any other Respondent or with any competitor. Unless otherwise required by law, the prices which have been quoted in this Proposal have not been knowingly disclosed by Respondent and will not knowingly be disclosed by Respondent prior to opening, directly or indirectly, to any other Respondent or to any competitor. No attempt has been made or will be made by Respondent to induce any other person, partnership or corporation to submit or not to submit a Proposal for the purpose of restricting competition. A Proposal shall not be considered for award nor shall any award be made where the above statements have not been complied with; provided, however, that if in any case Respondent cannot make the foregoing certification, Respondent shall so state and shall furnish with the Proposal a signed statement which sets forth in detail the reasons therefore. Where any of the above statements have not been complied with, the Proposal shall not be considered for award nor shall any award be made unless the head of the purchasing unit of the political subdivision, public department, agency or official thereof to which the Proposal is made, or his designee, determines that such disclosure was not made for the purpose of restricting competition.

Dated: 12-14-2018

Respondent:

Queen City Disposal, LLC
in United Waste Haulers of TN, LLC
(Legal name of person, firm or corporation)
Robert Van Meter
Michael A. Papineau
(Please Print Name)

By: [Signature]
(Signature)
Operations Manager
General manager
(Title)

On the 14 day of in the year 2018 before me, the undersigned, personally appeared, personally known to me or proved to me on the basis of satisfactory evidence to be the individual(s) whose name(s) is (are) subscribed to the within instrument and acknowledged to me that he/she/they executed the same in his/her/their capacity(ies), and that by his/her/their signature(s) on the instrument, the individual(s), or the person upon behalf of which the individual(s) acted, executed the instrument.

(Notary Public) [Signature]
Commission expires 8/22/2018





FLORIM USA, INC.
300 INTERNATIONAL BOULEVARD
CLARKSVILLE, TN 37040
Telephone (931) 645-5100 Fax (931) 647-9934

To Whom it May Concern:

It is my pleasure in recommending Queen City Disposal for their services. I have been using Queen City for numerous years and have always been completely satisfied with their performance. They do an excellent job and have very competitive rates in their industry.

Queen City has a wealth of knowledge and is always eager to bring new ideas to the industry. They truly care about their customers and continue to impress. I cannot say enough about this company and the people that they have working for them.

I highly recommend Queen City for anyone interested in these services. If you have any questions or need clarification please feel free to contact me.

Greg Haupt
Purchasing Manager
931-245-7708
ghaupt@florimusa.com



Lewis County Government

Jonah Keltner, Lewis County Mayor

110 North Park Avenue, Room 107 - Hohenwald, Tennessee 38462

December 12, 2018

To Whom It May Concern,

I would like to offer this formal letter of recommendation on behalf of United Waste Haulers.

Lewis County Government has contracted with United Waste Haulers for the past several years, and they have provided us with great service during that time.

Mr. Papineau and his staff are always very professional and easy to work with. I would highly recommend them, and if you have any questions please feel free to contact my office anytime.

Sincerely,

Jonah Keltner
Lewis County Mayor
(931) 628-3003



**CHEATHAM
COUNTY**

*A great place
to raise a family*

County Mayor

Kerry R. McCarver

kerry.mccarver@cheathamcountyttn.gov

Phone: (615) 792-4316

Fax: (615) 792-2001

December 10, 2018

To whom it may concern:

Cheatham County has contracted for a number of years with United Waste Haulers Recycling based out of Mt. Pleasant, Tennessee.

The owner, Michael Papineau has been a pleasure to work with in the day-to-day operations of hauling our solid waste from our county to landfills in both Tennessee and Kentucky.

Last Christmas when we had concerns over keeping the solid waste moving during the holidays, Michael was at my office with assurances his company would take care of business and he and his company delivered.

When his company had a concern over boxes that were being filled over the limit for transporting on the roads, Michael called me direct and worked professionally to get the issue resolved.

Without hesitation, I can recommend Michael and his company based on the great working relationship I have had since taking office in July 2017.

Thank you,

Kerry R. McCarver

Town of Cornersville

118 SOUTH MAIN ST., P.O. BOX 128
CORNERSVILLE, TN 37047
TELEPHONE (931) 293-4482
FAX (931) 293-4713

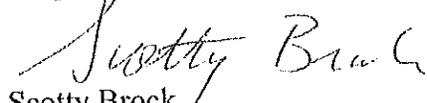
To Whom This May Concern,

This correspondence is written in full support of United Waste Haulers of TN, LLC and the services they offer.

The Town of Cornersville chose United Waste Haulers in June 2015 when the town welcomed open bids for our residential garbage service. United Waste Haulers submitted the overall best bid and the town signed a 5-year contract with them. We are in the 3rd year of our contract and I can say that out of the 13 years of service that I have had with the town; we have received less complaints from them than either of the two previous services. Mike Papineau and his staff have been excellent, and they have provided very professional service to our town. In the 3-years the town has worked with them, our complaints are almost non-existent. Any time there has been a question about their service, whether from me or a customer, Mike has handled it in an expedient and humble manner.

I highly recommend their services and if I can be of further assistance, don't hesitate to contact me.

Respectfully,



Scotty Brock
Town Administrator
Town of Cornersville



PERRY COUNTY

John H. Carroll, County Mayor

P.O. Box 16 • Linden, TN 37096 • (931)589-2216

December 10, 2018

To Whom It May Concern:

I am writing you today to express my support of United Waste Haulers of TN, LLC.

Perry County has been utilizing the services of United Waste Haulers of TN, LLC, for quite a while. We have been well pleased with their continued level of both quality and timely service. Not only are they punctual and responsive to our daily needs, they are engaged and innovative in efforts to reduce our operating costs.

There have been several times when we have experienced malfunctions with our equipment and they have been great to work with us to make sure that our customers' needs continued to be met. Additionally, they have been quick to react when we received more than the usual amount of solid waste and not let it build up at our facilities.

Thus, it is without reservation that I recommend Mike Papineau and his team at United Waste Haulers of TN, LLC. Should you have any additional questions, feel free to call me at (931)-589-2216 or e-mail me at perry@netease.net.

Respectfully,

John H. Carroll,
Perry County Mayor

To Whom It May Concern:

This is a letter of recommendation for Michael Papineau.

When I was District Manager for USA Waste/Rhode Island, Mike was my Operations Manager. Our customer base included residential, governmental, commercial and industrial accounts. Mike was responsible for overseeing the manpower, routing of trucks and the dispatch office. In addition to the technical aspects of the job, when on a rare occasion the work did not go as planned, Mike would promptly handle the situation by doing whatever it took to satisfy the customer. He was at ease in dealing with all levels of customers from the individual homeowner to a government official to the manager of a large company.

When I subsequently moved from USA Waste and learned of a location in Massachusetts that needed a District Manager, I immediately thought of Mike. Mike declined because of the commuting distance, but it shows that I have high regard for his abilities.

Because of his background as an owner/operator, as well as his corporate experience, Mike is one of those rare individuals that truly understand that satisfying customers is the foundation of a successful enterprise.

It is with my 20 years experience in the solid waste industry working at both District and Regional levels for small independents, large regional companies and national corporations that I, with no reservations, readily endorse Michael Papineau. I found him to be hardworking, honest, reliable and trustworthy.

If you decide to work with Mike, it will be a decision that you will not regret.

If I can be of any further assistance, please feel free to contact me

Very truly yours,

Cornelius B. Maloof

Cornelius B. Maloof
58 Bradley Avenue
Brockton, MA 02302-2462
508-580-2294
email: Redbet35@aol.com



WASTE MANAGEMENT

Waste Management, Inc. of Tennessee
2340 Mooresville Highway
Lewisburg, TN 37091

December 14, 2018

City of Spring Hill

Attn: April Goad, City Recorder and Victor Lay, City Administrator

P.O. Box 789

Spring Hill, TN 37174

Re: Garbage Collection and Recycling

On behalf of Waste Management, Inc. of Tennessee (Waste Management), it is my pleasure to present the City of Spring Hill with a Garbage Collection and Recycling proposal. We are confident that you will find a complete and detailed response to the RFP specifications, along with our unique qualifications to provide the services requested. We are staffed and poised to commence the new contract on April 1, 2019, and with all of your resources already in place, there will be no disruption of service or transition needed. In addition, we have the stability and strength to remain your partner for the full life of the contract and beyond, as well as adapt to the inevitable continued growth within the City of Spring Hill.

As your longstanding local provider, Waste Management has become a true community partner. With 18 of our own employees' families in Spring Hill, we can say that not only do we work here, we live here; we send our kids to school here; we shop here; and we call Spring Hill home. You will see examples of how we have been recognized for our contributions to life in and around the City, and we want to emphasize that we take this responsibility very seriously. We are proud to have the vast resources of our company behind us - but it is the Spring Hill local Waste Management team that provides your services and makes the difference to your staff, businesses, residents, and children.

Our solutions are not only provided by North America's strongest and most experienced waste services company, they are backed by the highest service standards in the industry. We have the strength, experience, and stability to help keep the community thriving, safe, and clean. Due to our long-standing partnership with Spring Hill, as well as other municipalities across Tennessee, we possess an in-depth knowledge of what it takes to continue to provide Spring Hill residents with superior collections, hauling, and disposal for solid waste and recycling.

Our proposal includes the following value adds that will enhance the overall services of the proposals. These programs include:

- **Local Service Provider** - Waste Management will service the City of Spring Hill from our local hauling district located at 2340 Mooresville Highway, Lewisburg, TN 37091. The proximity of our hauling district means we can service Spring Hill residents quickly and efficiently, especially in the case of an emergency.
- **Quality, Dependable Service** - The selection of Waste Management's proposal will provide Spring Hill residents with reliable quality service. Waste Management holds its employees to the highest quality service standards in the industry, providing the basis for Waste Management to provide your residents with the highest quality and most consistent service possible.
- **Recycle Often. Recycle Right.®** - *Recycle Often. Recycle Right.* is an innovative, collaborative, social marketing-based education and outreach program designed to change consumer recycling behavior on a sustainable level - and make Spring Hill a recycling leader.

- We Are Your Partner in Safety - To help keep Spring Hill safe, our team employs best-in-class safety training, standards, and performance metrics. In addition, we propose to implement our highly esteemed *Waste Watch*® program to utilize our existing resources to help keep your community safe.

Waste Management's team of drivers, management, and support staff are very familiar with the waste removal needs of Spring Hill having served your communities since 1999. We have witnessed and serviced the remarkable growth of your City. We are proud to have kept pace with that growth and to have maintained exceptional levels of customer service throughout. We know your streets and neighborhoods and will continue to work with the City to accommodate your projects and improvements. We know your administrative challenges and have assumed commercial billing responsibilities to enable you to focus on the City. Our drivers, our administrators, and your marketing team take pride in providing the exceptional service you have become accustomed to for over 19 years.

We are extremely excited about the opportunity to continue serve the residents of Spring Hill. If awarded the work, Waste Management will work with the City to develop a mutually acceptable agreement. Accordingly, Waste Management hereby reserves the right to negotiate the final terms and conditions governing the work.

As the Vice President of our Market Area, I am authorized to sign on behalf of Waste Management, Inc. of Tennessee. I will remain focused on our partnership and in the meantime, if you have any questions or require further information, please contact your local Waste Management Representative Down Cole, at (615) 717-8185 or via email at dcole3@wm.com.

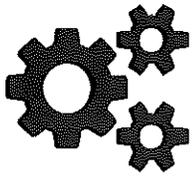
Sincerely,



Tim Wells, Area Vice President
twells2@wm.com, (615) 764-4780

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SECTION 1 | THE CITY OF SPRING HILL

Proven solutions that produce real results for the City

The names and contact information of three (3) to five (5) municipal governments with which they regularly do business

References - Don't Just Take Our Word for It

As a trusted environmental solutions partner for municipalities throughout Tennessee, we know communities in this state, their needs, and their requirements better than any other company. We have included references for four of our residential customers. We encourage you to contact them so that you may learn firsthand about our excellent record of service with other customers. Though large, Waste Management tailors its services to meet the needs of each customer and to provide consistent, superior service.

Waste Management is pleased to provide the following references for your review, highlighting the depth and breadth of our capabilities and our experience and technical qualifications in Spring Hill type of work. Our team of experts is committed to delivering quality services and establishing customer satisfaction in an efficient, streamlined, and effective manner. Waste Management is strongly committed to the safe, responsible management of waste, full regulatory compliance, and the protection and enhancement of the environment.

Reference	Contact Information	Scope of Service
City of Jackson, TN	Mayor Jerry Gist	Residential MSW, Commercial and Industrial/RO
City of Lewisburg, TN	Mayor Jim Bingham	Residential MSW and Residential Curbside Recycling
City of Medina, TN	Mayor Vance Coleman	Residential MSW and Commercial
City of Huntingdon, TN	Mayor Dale Kelley	Residential MSW and Commercial

Respondent's corporate name (including intended form and corporate structure) and Federal EIN

Local Service Capabilities

Waste Management has provided superior waste and recycling services from our Lewisburg Hauling District to the surrounding area since 1977. We are well positioned to provide uninterrupted weekly services and operations to the estimated 40,430 residents in the 28.54 square mile area required by the City. Our local office, located in Lewisburg, offers operational, management, financial, and reserve resources, as well as outstanding past performance, regulatory compliance history, safety records, and other applicable qualifications specific to the requirements of this solicitation. This is our local permanent place of business.



WASTE MANAGEMENT HOLDINGS, INC
1001 FANNIN ST., SUITE 4000, HOUSTON, TX 77002-6711

Waste Management, Inc. of Tennessee
Incorporated on September 23, 1977 in Tennessee
DUNS #: 967325809 | TIN #: 362935128

	Total District Statistics	Spring Hill Contract Portion
Lewisburg Hauling District 2340 Mooresville Highway Lewisburg, TN 37091	Residential 9 REL Routes/23 drivers/helpers 1 Pickup Truck Route	Residential 5 REL/ASL Routes/13 drivers/helpers 1 Pickup Truck Route/1 driver
	Commercial 4 Routes/ 4 Drivers	Commercial 2 Routes/2 drivers
	Industrial 8 Routes/8 Drivers	Industrial 2 Routes/2 drivers
	Total 45 Employees	Total 45% of district labor effort

Waste Management will provide the City of Spring Hill with local resources – a fleet of trucks, equipment, and reserve labor force – should they ever be needed. This confirms that we can respond to your needs due to unforeseen circumstances or if large-scale special needs are ever required. Waste Management welcomes City representatives to visit our Lewisburg Hauling District.

With additional Waste Management resources in and around not only Nashville, Knoxville, and Memphis, our resources are close at hand if back up is ever needed.

Emergency Collection Service

Provided by Experienced, Professional Waste Management Staff

Whether necessary due to a natural disaster, extreme weather, or other unforeseen events, Waste Management is always prepared to provide additional support to communities requiring urgent solid waste collection assistance.

Our emergency response management team can quickly compile licensed, experienced collection drivers, machinery operators and management staff who are prepared to temporarily relocate and assist within an impacted region. Furthermore, many of our route and district managers hold Commercial Drivers Licenses (CDLs) and are able to perform collection functions as needed.

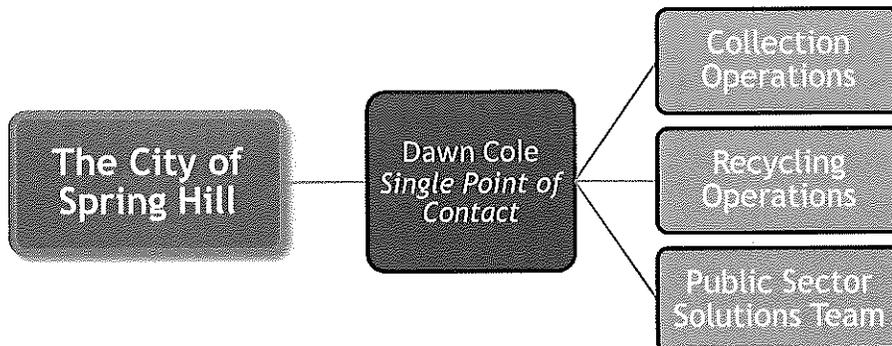
During extreme weather or natural disasters, some communities are also faced with massive volumes of debris. In such cases, excess supplies of collection equipment including spare vehicles and steel containers can be quickly accessed, often within hours.

Spring Hill's dedicated team

We understand the City's desire to provide world-class service for the residents of Spring Hill. Waste Management will provide specialized one-on-one customer service through your dedicated contract manager, Dawn Cole. Dawn will be immediately accessible exclusively to your staff via phone or email to address questions or emerging concerns. She will work hand-in-hand with our Lewisburg Hauling District operations team to provide Spring Hill world-class service delivery at all times. Dawn's contact information is provided below for easy reference.



Dawn Cole | Public Sector Sales Representative
dcole3@wm.com | (615) 717-8185



We are proud to provide the backgrounds of the stellar management team that has been, and will be, responsible for providing waste services for the City of Spring Hill. The following team members will hold primary responsibility for certifying all work performed under this agreement is conducted in a safe and environmentally responsible manner, and that all contract requirements are met. Customer calls will be answered by your team of trained customer service representatives.

Tim Wells | Market Area Vice President | twells2@wm.com | (615) 764-4780

Tim began his career in the waste and environmental services industry more than 27 years ago. He has been a Market Area Vice President with Waste Management for 15 years. Tim is married, with three children. He has a B.B.A. from the University of Tennessee and he serves on the Board of the Franklin, Tennessee Chamber of Commerce.

Dwight Robinson | Senior District Manager | (205) 506-8883

Dwight manages Collection Operations for the State of Tennessee. He has over 24 years of solid waste industry experience.

Ray Litwiler | District Operations Manager | (615) 207-9258

Ray oversees the daily operations of our Lewisburg Hauling District. He brings over 44 years of solid waste industry experience. Of those years, 18 years have been with Waste Management.

Dawn Cole | Public Sector Representative | dcole3@wm.com | (615) 717-8185

Dawn is the Public Sector Representative covering Middle Tennessee to North Mississippi. Dawn manages multiple municipal collection and disposal contracts in her territory. She works closely with local city governments and city staffs to make sure both Waste Management and the city are following existing contracts. She also works with local Waste Management staffs to make sure we are providing prompt and efficient service to these cities. Dawn has been with Waste Management for a little over 8 years.

**Stephanie Peterson | Compliance/Account Manager, Public Sector Solutions
(931) 698-2386**

Stephanie has been with Waste Management for 20 years. She manages multiple school and university contracts throughout Arkansas, Tennessee, Alabama and Kentucky. She also manages our municipal contracts for compliance.



Marty Hunt | Senior Lead Driver | (931) 637-7796

Marty assists in a variety of operational aspects for the Lewisburg office, one of those duties is overseeing the daily routes for the Lewisburg office. Marty has been with Waste Management over 18 years.

Judy Stanford | Senior Operations Specialist | (931) 224-5748

Judy assists in coordinating all aspects of daily operations of the Lewisburg Hauling District. She has been with Waste Management over 25 years.

This Waste Management team is tailored to meet the needs of the City of Spring Hill. Collectively they have reviewed your requirements for the collections, hauling, and disposal for solid waste services including rubbish, refuse, and garbage. We are experienced and will provide all services in compliance with federal, state, and local laws, statutes, and ordinances. We are adaptable and will adjust your services based on increases or decreases in demand.

Community Involvement, Volunteering, and Giving Back

Waste Management has a strong involvement with the communities we serve. Our operations across Tennessee provide vital services to communities - including homes, schools, businesses, and government facilities. For one thing, our employees live, work and raise their families in these communities. But beyond that, our business improves the health and safety of communities and individuals in a very tangible way. We may be a large company with facilities that span the North American continent, but when it comes to delivering our services, we are still just a local business.

Our company embraces the opportunity to be a good corporate citizen through a vigorous and growing community relations program. We partner with communities in a variety of ways - from volunteer services of our employees, to financial contributions to worthy organizations, to the delivery of services for community events. Additionally, all Waste Management corporate employees may take eight hours per year of paid time off during work hours for volunteer efforts.

Waste Management employees are actively involved in local community organizations and we participate in numerous community activities and initiatives. After all, supporting communities - making them cleaner, safer, and stronger - is what our company is all about. Our customers are also our neighbors, associates, friends, and family. The schools we serve are the same schools that teach our own children. The businesses we serve are the same businesses that serve us as customers. The hospitals, police departments, governments, and civic organizations we serve are also the same ones that care for and protect the communities we live in.

Waste Management corporate employees may take eight hours per year of paid time off during work hours for volunteer efforts.

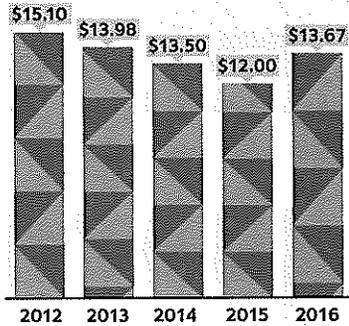
Here are just a few examples of how your Waste Management employees have supported community events in and around Spring Hill.

The Spring Hill Mayor's Ball	The Hot Air Balloon Spooktacular
Spring Hill's Earth Day event	Boo in the Boxwoods
Spring Hill's Kiwanis Club	Art Walk Festival
Christmas Parade	Spring Hill Hot Air Balloon Festival
Grey Ghost 5k	

On a national scale, Waste Management is proud to be a corporate sponsor of Keep America Beautiful and Habitat for Humanity. These two organizations have made a significant impact in matters of conscience and action. As part of our work with Keep America Beautiful (KAB) and the Wildlife Habitat Council, we encourage our employees to volunteer in their local areas on projects we sponsor throughout the year, including KAB's annual Great American Cleanup, the country's largest community improvement program, which engages more than 4 million volunteers in more than 20,000 communities.

For all these reasons, we have a personal interest in helping make those communities better places to work and live. It is a responsibility we take to heart.

Charitable Giving
(in millions)





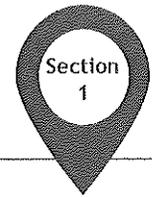
Scope of Work

Our labor force and equipment are already assigned to Spring Hill and deployed to collect from the approximately 13,800 individual residential garbage service stops and 13,000 residential recycling stops. Waste Management is ready to begin immediately to continue to quietly provide curbside collection weekly for garbage and every two weeks for recyclables from City residents in approved garbage containers and approved recycling containers. We will maintain our daily communications and logs, and our monthly reporting.

We know your streets and neighborhoods, and have optimized our routes to provide the best service to your residents. We are prepared to include commercial garbage collection as well, and will continue to dispose of all garbage following all regulations.

We are familiar with all City locations on Appendix A, and prepared to service them. We currently operate under your specifications and can provide a seamless transition to the new contract based on our extensive local experience and backed by the resources of all of Waste Management. Our trucks are equipped with GPS reporting and our systems are fully integrated to provide the answers to any question in real time for optimum customer service.

Waste Management does not intend to assign or subcontract for the City of Spring Hill requirements.



Transition Implementation

Our Commitment to the City of Spring Hill - A Risk-Free Implementation

The City of Spring Hill has relied on Waste Management as their local service provider for the past 19 years. Throughout our partnership with Spring Hill, we have shown our dedication to continuous improvement - better processes, more efficient procedures, and investments in technologies that enhance our collection capabilities and customer service. Transitioning service providers would require rebuilding a successful program from the ground up. With all service requirements already in place, our team is able to concentrate on delivering dependable collection and enhancing our customers' experience.

The benefits to your community for continuing to work with Waste Management provide real value for Spring Hill. We offer:

Established and reliable collection services. We already have the vehicles, collection equipment, operations site, fueling station, processing facilities, account data, and systems in-place to offer a risk- and disruption-free implementation.

Invaluable experience. Our experienced drivers know every road and customer in your community and our knowledgeable customer service staff is already well-versed in Spring Hill contract terms and service offerings. We leverage lessons learned to offer proven public education and outreach strategies for communicating available services, resources, and maximizing customer participation.

Existing relationships. Over the years, Waste Management staff members have worked hard to become a trusted community partner. We have built meaningful relationships with city staff, your residents, and local groups and organizations. We will continue to collaborate with these partners to advance service offerings, problem solve, innovate, and support the vitality of the Spring Hill community.

A commitment to continuous improvement. We seek to continuously improve our service and offer the latest and greatest technologies and innovations in sustainability and integrated operational technology. One of many technology advancements that have transformed our service capabilities is our onboard computing system. Our onboard technology allows us to manage routes, drivers, and customer pick-ups in near real time and seamlessly connect our in-field operations with our customer service and dispatch team - all leading to greater service accuracy for our customers.

Although there will be no service changes if Waste Management is selected as the service provider in Spring Hill's new contract, we will manage the contract implementation with meticulous care. Below we have outlined our approach to the most critical components of the new contract implementation including equipment and resources, customer service, billing, and public education considerations.

Critical Collection Equipment and Resources in Place Today

Key to all successful new contract implementations is having the most basic collection equipment and resources in place, tested, and proven. We understand one of the City of Spring Hill's top priorities is for their collection partner to deliver the base collection services - confirming customers have containers to put materials into and that material is collected on-time and in a professional and safe manner.

All of Waste Management's Spring Hill collection equipment and resources are already in place, eliminating any opportunity for customer disruption associated with a new contract implementation.

Core Collection Equipment and Resources		
	Waste Management Competency	Benefits to Customer
<p>Drivers</p> 	<p>Waste Management currently serves Spring Hill with a team of drivers. In total, our drivers have extensive years of combined experience as Waste Management employees and have successfully completed rigorous safety and customer service training requirements.</p>	<ul style="list-style-type: none"> • Safer more experienced drivers in your community • Existing customer knowledge and personalized customer service • No driver learning curve resulting in fewer missed pick-ups
<p>Trucks</p> 	<p>Waste Management's fleet of collection vehicles are already in place. All our vehicles are subject to daily preventive maintenance and safety inspections. Our fleet is maintained to the highest safety standards and is fully compliant with local and federal safety standards.</p>	<ul style="list-style-type: none"> • Trucks are not subject to manufacturing delays and are guaranteed ready-to-roll on Day 1 of the new Contract • Reliable collection vehicles with fewer breakdowns resulting in on-time collection
<p>Containers</p> 	<p>With carts and containers currently deployed in your community, each customer has a high-quality and well-maintained receptacle. Existing equipment inventory includes adequate quantities of all required cart and container sizes allowing for deliveries and swaps to be successfully conducted each day due to new service starts and service level shift.</p>	<ul style="list-style-type: none"> • Zero hassle and customer confusion associated with swapping out carts and containers • No chance of customers experiencing service delays due to carts or containers not being delivered on-time • Clean, well-maintained carts and containers
<p>Routes & Customer Data</p> 	<p>No changes to current collection schedules will be associated with our transition. Waste Management collection routes were created with e-Route Logistics™ software and take into account local traffic patterns, truck capacity and disposal locations.</p>	<ul style="list-style-type: none"> • No missed pick-ups associated with customer confusion caused by collection day changes • Maximum route efficiency provides the greatest fiscal value for ratepayers • Less wear and tear on city streets
<p>Onboard Computing System (OCS)</p>	<p>Each of the collection trucks that service Spring Hill is already equipped with onboard tablets that display drivers' exact route, all scheduled collections, and relevant account notes such as container placement. The tablets include GPS technology that allows drivers to</p>	<ul style="list-style-type: none"> • Customers can obtain a collection estimated time of arrival (ETA) through both our website and mobile app • Collection statuses minimize the opportunity for missed collections • Provides customer service reps with near-real time field data to assist

Core Collection Equipment and Resources		
	Waste Management Competency	Benefits to Customer
	capture route data in real-time. Drivers note the status of each collection (i.e., collected or a service exception).	with customer service calls/interactions

Delivering an Exceptional Customer Service Experience

Since accurate and clear communication is a cornerstone of our contract implementation approach, we place significant effort, resources, and time preparing and training our customer service center employees. Training material customized to the City of Spring Hill’s collection services, programs, and rates has already been developed and is in-use.

Review and Update Informational Tools. Management will review and, if necessary, update the Spring Hill-specific information on Green Pages. Green Pages is an online database that allows a Waste Management customer service representative (CSR) to pull up customer-specific service information, service offerings, and rates within a matter of seconds. Each time a mailing is sent out to Spring Hill 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, ensuring that we provide customers with the most accurate service information.

Intensive, Small-Pod Training. All CSRs handling Spring Hill calls regularly receive training in small groups. Before implementation, CSRs will review service offerings specific to the City of Spring Hill, with special emphasis placed on changes (if any) including new rates, programs, policies, and procedures. CSRs will also be provided with copies of all customer mailings distributed in your community.

Increased Staffing. Although no resident impact will be associated with a Waste Management new contract implementation, there may be a call spike during the first 1-2 weeks of the new contract due to distribution of service brochures and other customer outreach efforts. Sometimes customers call to request duplicate copies of materials already sent or to confirm their collection schedule. It is critical to prepare for this spike in call volume with additional staffing. As with any new contract implementation, Waste Management’s state-of-the-art customer service center will make sure there is a pool of additional CSRs trained on Spring Hill-specific issues to help us manage any increases to normal call volume.

Public Education and Outreach Efforts

With Waste Management, the City of Spring Hill will not need to dedicate public outreach efforts toward collection, customer service, or billing changes that typically go along with a new service provider. Instead, as part of a new contract, we will focus on informing customers of all available services and maximizing their knowledge and participation in recycling, reuse, and waste prevention.

Implementation Key Tasks and Timeline

Implementation Tasks	Month Year	Month Year	Month Year	Month Year	Month Year	Month Year	Month Year	Month Year	Month Year
Key Milestones									
Notice of award									
Contract negotiations									
Council contract execution									
Internal Waste Management implementation meetings									
Waste Management & City staff implementation meetings									
Contract start date									
Operations									
Procurement of cart inventory	All Waste Management collection equipment in place. No anticipated changes to routes or collection days required.								
Procurement of new collection vehicles									
Develop cart and container swap schedule									
Develop routes using existing routes where possible									
New route field-testing (prior to go-live)									
Creation of final route maps									
Conduct cart and container transition									
Driver Training									
Conduct driver recruitment effort	All Waste Management drivers are in-place, fully trained and have many years of driving experience.								
Request and establish billing codes for new services (if applicable)									
Update existing billing codes with new rates (if applicable)									

Implementation Tasks	Month Year								
Customer Service									
Management conducts pre-implementation training									
Detailed <u>new</u> contract curriculum developed									
Green Pages are updated to reflect contract changes									
Management conducts small group CSR training on <u>new</u> contract terms and changes (if applicable)									
New Green Pages content goes-live									
Communications/Public Education									
Finalize strategic communications plan & attain city feedback/approval									
Promote implementation at scheduled community and council meetings (as requested)									
Conduct media outreach with City PIO									
Continually update wm.com with key service info									
Conduct commercial customer site visits									
Design and distribute new contract Information Package									

Waste Management is ready, equipped, and dedicated to the City of Spring Hill and this next contract.



SECTION 2 | QUALIFICATIONS AND FINANCIAL RESPONSIBILITY

Local experience, vision, and proven services with the backing of unmatched resources

Documents demonstrating a satisfactory record of performance and business integrity;

Waste Management - Who We Are and What We Do

When most of us think about Waste Management, we often think of our drivers, our big green trucks, and our waste and recycling bins. That is a big part of who we are, but we are much more than that. As society's concept of how to most effectively manage waste is evolving, Waste Management understands this and is ready to help the City of Spring Hill find innovative solutions to maximize your recycling and reduce your waste and environmental impact.

Waste Management is the leading provider of comprehensive waste management services in North America. Through its subsidiaries, the company provides collection, transfer, recycling and resource recovery, and disposal services. It is also a leading developer, operator, and owner of landfill gas-to-energy facilities in the United States. Our mission is to maximize resource value while minimizing environmental impact to improve economic and environmental sustainability for our stakeholders, including our municipal partners, residential, and commercial customers.

With headquarters in Houston, Texas, our more than 42,300 employees provide environmental services and solutions to customers throughout North America each day. With our extensive network of facilities, we can process more than 15 million tons of recyclables and produce enough energy to power nearly 1.59 million homes while meeting the unique collection needs of more than 21 million customers. In total, our facilities include:

4 landfill gas-to-fuel facilities that convert landfill gas to Renewable Natural Gas (RNG) used to fuel our collection fleet	96 recycling processing centers, including 43 single stream recycling facilities that sort and prepare recyclables for end markets	4 CORE® processing facilities that process source separated organics into a slurry that is delivered to wastewater treatment facilities to increase energy production
43 organics processing facilities that transform food scraps and yard debris into nutrient-rich compost, fuel, and green electricity	390 collection operations that serve as local home-bases for our collection drivers and vehicles	310 transfer stations that allow us to efficiently consolidate and transport the material we collect

131 landfill gas-to-energy (LFGTE) projects that capture methane and convert it to green energy that powers local grids

243 active solid waste landfills for the proper disposal of residential, commercial, and industrial waste

5 hazardous waste sites that allow for the safe disposal of materials such as paint, florescent bulbs, and used automotive fluids

An important part of our strategy is developing new waste solutions that can help our customers achieve their goals, including zero waste. Often that means developing and implementing customized service offerings for our diverse group of customers, including municipalities, schools, healthcare facilities, commercial buildings, construction sites, our National Account customers, and many more. Because of our diverse customer experience, we know what works, and we make implementing recycling and waste reduction programs easy for our customers.

From reliable residential and commercial collection to our impressive recycling centers to our environmentally sound landfills and transfer stations, we are dedicated to providing Spring Hill excellent customer service and waste solutions that are right for you.

Financial Strength

The Foundation for Our Commitment to the City of Spring Hill

As a wholly-owned, indirect subsidiary of Waste Management Holdings, Inc., Waste Management, Inc. of Tennessee does not report financial results. All financial reporting occurs through our parent entity. As a publicly traded company, Waste Management is held to the most stringent regulations for accurate and timely financial disclosure. Key statements from Waste Management's 2017 annual report appear below. Full financial results are available on our website at <http://nasdaqomx.mobular.net/nasdaqomx/7/3549/5057/>.

Revenue in 2017 was \$14.5 billion, and Waste Management has an asset base of nearly \$22 billion. The company generates strong and consistent cash flow and has access to an extensive line of credit. Waste Management's financial strength is the foundation for its commitment to serve its customers, perform its obligations, and protect the environment in carrying out its broad waste management services. As requested, the a current audited annual financial statement has been included and can be found on pages 41-45.

Waste Management has achieved solid investment-grade credit ratings from three major rating agencies. Most recently, the company has been assigned ratings of A-/A-2 by Standard & Poor's, BBB+ by Fitch, and Baa1 by Moody's. The ratings are based on expectations that management will maintain good liquidity, pursue a moderate financial policy, and allocate capital in a disciplined manner. The credit outlook from each agency for Waste Management is characterized as stable. Waste Management has about \$8.75 billion of debt outstanding.

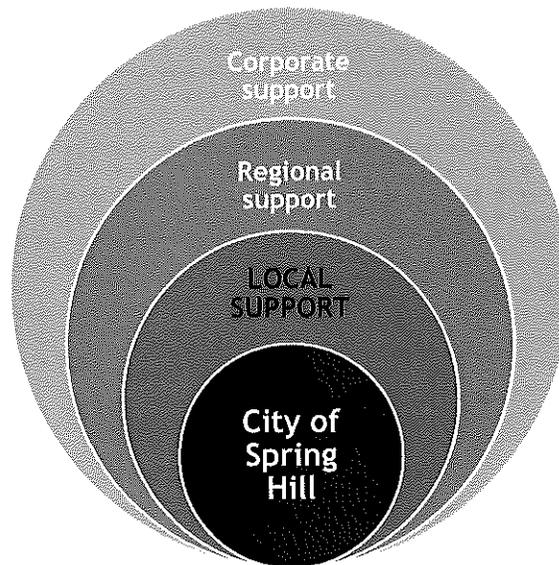
Waste Management's financial strength, as summarized above, gives the City of Spring Hill assurance that we can and will fulfill our obligations.

- Waste Management is committed and financially able to perform all operations in full compliance with applicable federal, state, and local regulations and to provide clear documentation of that compliance.
- Waste Management offers the most extensive network providing waste management services in North America, including: transportation, disposal, treatment, recovery, remediation, waste

identification, and several other specialty services. This network enables us to provide a single source of responsibility, from transportation through disposal of waste.

- All new capital requirements are internally financed by Waste Management using cash flow from existing operations; our new trucks, carts, containers, and facility investments are not dependent upon the timeline and terms of third party creditors.

Waste Management's financial strength helps us to continually advance services for all of the customers we serve, including the City of Spring Hill, and we are committed to maintaining that strength and the strength of our long-standing partnership with the City of Spring Hill.



Documents demonstrating a compliance with requirements for the utilization of small, minority-owned, and women-owned businesses as subcontractors.

Diversity and Equal Employment Opportunity

Our Commitment to a Diverse and Inclusive Workplace

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

To further diversity at Waste Management, we seek to:

- Champion an inclusive culture that embraces individual differences and unique needs while driving innovation
- Leverage the diverse talent of our workforce to enhance business growth
- Confirm that our workforce reflects the diversity of the populations we serve and the marketplace as a whole
- Cultivate relationships with strategic business partners that will improve our ability to access, attract, and retain a diverse workforce

“Diversity is about more than gender, race or ethnicity. It’s about who we are as individuals and the unique differences we bring to Waste Management every day.”

- Jim Fish, President & CEO

Through our recruitment and community outreach efforts, we support minority and women’s organizations that strive to improve opportunities for professional development and advancement. For example, in 2015, Waste Management joined Women in Trucking, which works to support women in the industry. We serve on the Women in Trucking advisory committee and work closely with the organization to address recruitment.



WOMEN IN TRUCKING
2007-2017 • STEERING TOWARD DIVERSITY

Redefining the Road
The official magazine of the Women In Trucking Association

As a Platoon Leader of a construction company in the Army, Michele Zambrano became knowledgeable about many types of equipment, ranging from a Humvee to a 50-ton truck. When she joined Waste Management as District Manager, she says, “I quickly realized that I found my home. It was very much like being back in the field where I belong, leading troops. This time, the troops are CDL drivers and their equipment is a trash truck.”

Equal Employment Opportunity

Mutual trust and respect for one another is a cornerstone of being an inclusive and welcoming workplace, one that is well positioned to serve the City of Spring Hill. At Waste Management, we strive to provide a positive and respectful workplace where our employees may grow, contribute, and participate. It is our policy and the responsibility of every Waste Management employee to treat our colleagues fairly, and with dignity.

As an equal opportunity employer, we are committed to an environment free from discrimination. As such, our employment decisions are made by placing the most qualified person in each job without regard to race, color, sex, pregnancy, sexual orientation, gender identity, religion, marital status, age, national origin, disability, genetic information, veteran status, citizen status, or other protected group status as defined by federal, state or local laws. This policy applies to all terms and conditions of employment, including hiring, placement, promotion, demotion, transfer, recall, recruitment, recruitment advertising, lay-off or termination, rate of pay or other forms of compensation, and selection for training.





SECTION 3 | PRICING

Best Value Best Service...our best price

We recognize that our pricing may not earn us low cost bidder status, but we are proud that we service all our contracts with consistent, quality service over the full life of the contract. Spring Hill's pricing has been painstakingly calculated to enable us to deliver that dependable service through skilled employees that can focus on safety, and the flexible, responsive customer service that your residents expect.

Included in this section are Waste Management's rates for the first year of the contract. We request the opportunity to discuss and agree upon annual rate adjustment language with the City that will be included in the final contract.

BID ALTERNATIVE A

COLLECTION AND DISPOSAL OF RESIDENTIAL GARBAGE AND RECYCLING

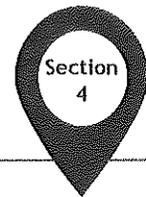
GARBAGE COLLECTION FREQUENCY - ONE TIME EVERY WEEK

RECYCLING COLLECTION FREQUENCY - ONE TIME EVERY TWO WEEKS

\$15.79 PER HOUSEHOLD PER MONTH

RATE SCHEDULE FOR WASTE BIN SIZE AND COLLECTION FREQUENCY OF MULTI-FAMILY COMPLEXES

	Rental	1 X WK	2 X WK	3 X WK	4 X WK	5 X WK
2 yd		\$ 85.57	\$ 145.62	\$ 205.33	\$ 266.92	\$ 387.04
4 yd		\$ 100.58	\$ 175.65	\$ 250.68	\$ 325.89	\$ 472.54
6 yd		\$ 126.87	\$ 244.67	\$ 354.27	\$ 462.89	\$ 671.18
8 yd		\$ 160.70	\$ 316.75	\$ 462.36	\$ 607.98	\$ 899.19
Add'l cont.	See Note Below					



BID ALTERNATIVE B (page 1 of 2)

**COLLECTION AND DISPOSAL OF RESIDENTIAL GARBAGE AND RECYCLING
GARBAGE COLLECTION FREQUENCY - ONE TIME EVERY WEEK
RECYCLING COLLECTION FREQUENCY - ONE TIME EVERY TWO WEEKS
and
COLLECTION AND DISPOSAL OF COMMERCIAL/INDUSTRIAL GARBAGE**

\$12.11 PER HOUSEHOLD PER MONTH

RATE SCHEDULE FOR WASTE BIN SIZE AND COLLECTION FREQUENCY OF MULTI-FAMILY COMPLEX

	Rental	1 X WK	2 X WK	3 X WK	4 X WK	5 X WK
2 yd		\$ 85.57	\$ 145.62	\$ 205.33	\$ 266.92	\$ 387.04
4 yd		\$ 100.58	\$ 175.65	\$ 250.68	\$ 325.89	\$ 472.54
6 yd		\$ 126.87	\$ 244.67	\$ 354.27	\$ 462.89	\$ 671.18
8 yd		\$ 160.70	\$ 316.75	\$ 462.36	\$ 607.98	\$ 899.19
Add'l cont.	See Note Below					

BID ALTERNATIVE B (page 2 of 2)

COLLECTION AND DISPOSAL OF RESIDENTIAL GARBAGE AND RECYCLING
GARBAGE COLLECTION FREQUENCY - ONE TIME EVERY WEEK
RECYCLING COLLECTION FREQUENCY - ONE TIME EVERY TWO WEEKS
AND COLLECTION AND DISPOSAL OF COMMERCIAL/INDUSTRIAL GARBAGE

RATE SCHEDULE FOR WASTE BIN SIZE AND COLLECTION FREQUENCY OF COMMERCIAL/INDUSTRIAL BUSINESSES

Description Unit

- ½ CY \$12.11 per month
- 1 CY \$20.59 per month
- 1 ½ CY \$35.00 per month

NOTE: All prices to be included in the matrix shall be totals. Where multiple bin prices are listed, they shall be for picking up all bins (and not for a single bin) at the frequency specified.

One Container

	Rental	1 X WK	2 X WK	3 X WK	4 X WK	5 X WK
2 yd		\$ 85.57	\$ 145.62	\$ 205.33	\$ 266.92	\$ 387.04
4 yd		\$ 100.58	\$ 175.65	\$ 250.68	\$ 325.89	\$ 472.54
6 yd		\$ 126.87	\$ 244.67	\$ 354.27	\$ 462.89	\$ 671.18
8 yd		\$ 160.70	\$ 316.75	\$ 462.36	\$ 607.98	\$ 899.19
Add'l cont.	See Note Below					

Two Containers

	Rental	1 X WK	2 X WK	3 X WK	4 X WK	5 X WK
2 yd		\$ 145.47	\$ 247.56	\$ 349.06	\$ 453.77	\$ 657.97
4 yd		\$ 170.98	\$ 298.60	\$ 426.16	\$ 554.01	\$ 803.32
6 yd		\$ 215.69	\$ 415.94	\$ 602.26	\$ 786.91	\$1,141.01
8 yd		\$ 273.20	\$ 538.47	\$ 786.00	\$ 1,033.56	\$1,528.62
Add'l cont.	See Note Below					

Three Containers

	Rental	1 X WK	2 X WK	3 X WK	4 X WK	5 X WK
2 yd		\$ 192.54	\$ 327.65	\$ 461.98	\$ 600.58	\$ 870.84
4 yd		\$ 226.30	\$ 395.21	\$ 564.04	\$ 733.25	\$1,063.22
6 yd		\$ 285.47	\$ 550.51	\$ 797.10	\$ 1,041.49	\$1,510.16
8 yd		\$ 361.58	\$ 712.69	\$ 1,040.30	\$ 1,367.95	\$2,023.17
Add'l cont.	See Note Below					



Bid Pricing Notes

For a 1 container account needing only every other week service; monthly rates are: 2 yd=\$52.2, 4yd=\$61.35, 6yd=\$77.39, 8yd=\$98.03

For any extra service needed; per pick up rates are: 2 yd=\$83, 4yd=\$97.56, 6yd=\$123.07, 8yd=\$155.88

For accounts with more than three containers, add the three-container matrix with the matrix needed to obtain the correct number of units in place.

ADD ALTERNATE 1 - BULKY ITEMS

Under a separate alternative, the City would consider a proposal for the removal and disposal of larger items such as household appliances (i.e. refrigerators, stoves, etc.) and other bulky waste (furniture, etc.) Any proposal should define which items are acceptable for pick-up and those items which would not be acceptable for pick-up.

Please provide a pricing structure/strategy for this service (i.e.: cost per ton).

\$21,650 per month flat rate.

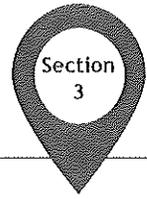
ADD ALTERNATE 2 - YARD WASTE

Under a separate alternative, the City would consider a proposal for the removal and disposal of yard waste, including all tree trimmings, dead trees or branches thereof, grass clippings (bagged in brown recyclable bags), garden trimmings, weeds and roots from which all dirt has been removed. Included in this item shall be loose brush, loose limbs, and similar items, excluding loose leaves.

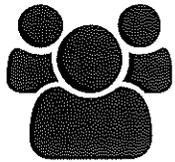
Note: Professional tree trimmers and contractors will be required by the city ordinance to pick up their own trash and bulky waste and dispose of same in accordance with the city ordinance.

Please provide a pricing structure/strategy for this service.

\$4.41 per unit for once a week service for all City Residents.



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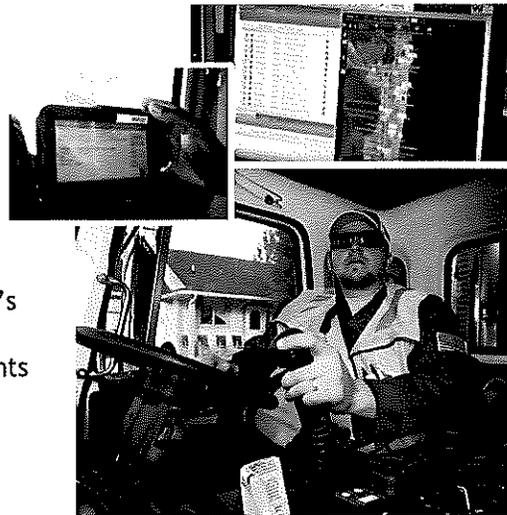


SECTION 4 | TECHNOLOGY AND SAFETY

Integrated systems for comprehensive results

Industry-Leading Onboard Technology for Spring Hill

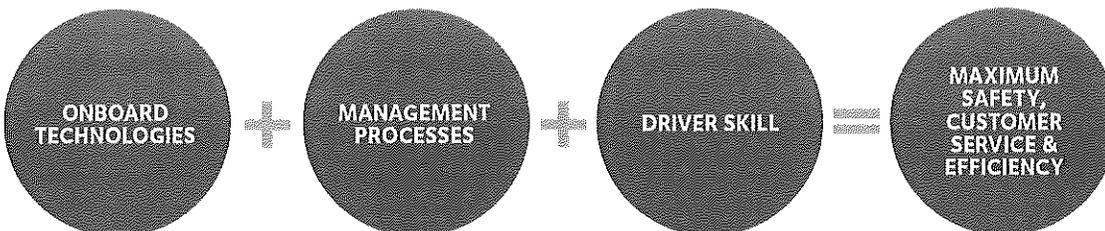
You do not have to look hard to find innovation in the automobile industry. Auto advancements in the past 30 years are countless - antilock brakes, airbags, back up cameras, blind spot detection, GPS navigation, just to name a few. Although the appearance of your car may change based on current trends, each technology innovation has a clear purpose and function.



Just as your personal vehicle has progressed, so have the Waste Management vehicles that serve your city. Our fleet's technology needs are specific to the services we perform, requiring us to custom develop and implement advancements based on what matters most to Waste Management - our partners and customers and our ability to deliver safe and efficient collection services with outstanding customer service.

The Power of Our People and Technology

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



Onboard Computing System Provides Real-Time Driver Feedback

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



OCS is also a key tool for noting and communicating route exceptions such as blocked containers, extras, and contamination. Each exception has a designated code. Drivers log the appropriate code at the time of collection and have the option to add supplementary notes. If OCS becomes unavailable, our drivers use a traditional paper route sheet to perform scheduled collections and manually enter routing exceptions. The primary benefits of OCS are:

- **Service exceptions:** When a driver encounters a condition that prevents providing service or requires a service beyond emptying a container, such as removing extras and noting contamination, he or she touches the 'service exception' button. Drivers can touch the exception button on the customer order list or from the customer order detail screen, which triggers an 'exception' pick list on the display. Drivers touch the role containing the appropriate service exception.
- **Proactive Customer Communication:** Drivers document any issues associated with attempting to service the customer account, including carts not being out, blocked access or ancillary pickups. This allows us to proactively address issues with our customers and prevent inconveniences, such as a missed collection.

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

Technology	Function	Benefit
eRouteLogistics®	Mapping and routing software system used to develop and modify routes	<ul style="list-style-type: none"> ✓ Takes into account traffic patterns in the community, vehicle capacity, location of disposal sites, and travel times to create the most efficient routes possible to provide the best value to the customer ✓ Fully integrated with our billing and customer database, Mid-America Systems (MAS), to capture new customers and service changes
Plan Versus Actual (PvA) Technology	Software that plots planned route versus actual route status	<ul style="list-style-type: none"> ✓ Identifies routes that may be running behind typical schedule that customers are accustomed to, enabling Waste Management to proactively redistribute routes to prevent missed or late pickups

**Onboard
Computer System
Dispatch (OCSD)**

In-office software connecting dispatch and route management to driver OCS

- ✓ Route modifications are made in real-time and instantly appear on drivers' tablets so that any potential for service disruption is eliminated
- ✓ Enables dispatch and managers to electronically assign service tickets and communicate with drivers for immediate customer issue resolution (e.g., blocked container, late set out, etc.)

DriveCam®: Utilizing Technology to Help Create Safer Streets in Your city

One of our safety technology innovations is DriveCam®, a coaching tool that allows us to see and talk through the safety issues drivers face each day. Each truck cab is equipped with a forward-facing camera constantly recording everything that happens. Whenever there is a sudden movement, such as hard braking, swerving, or a collision, the camera automatically saves a 12-second section of video. Once an event is captured, information is sent to Waste Management route managers for performance coaching with the driver. Drivers also can manually start the camera if they witness a potential crime - making it an invaluable tool for our Waste Watch program. Recorded events also help us appreciate the many times that our drivers avoid collisions through using proper defensive driving techniques. We believe our investment in DriveCam has contributed to reducing our reported vehicle accidents by almost 80 percent since 2005.



For an in-depth look at DriveCam, check out our YouTube video at youtu.be/NDvac1fHxy8.

Back Up Cameras on All Vehicles

All Spring Hill vehicles include back up cameras that provide a view of the area behind the truck whenever the truck is in reverse. This reduces the potential for backing accidents and enhances pedestrian safety.

Leading Safety with Onboard Technology Advancements

Maximum Idle Time Limit	After five minutes, engines turn off to reduce fuel consumption and exhaust emissions.
Electric Heated Rear View Mirrors	Provides fog and frost-free view of both sides of the truck. Mirrors are adjustable electronically from the driver's seat to provide an unrestricted view of the sides and rear on the truck.
Bus-Boy Mirrors	Angled convex mirrors allow the driver an unrestricted view of the area in front of the truck. Especially valuable when children and/or adult pedestrians are present.
Trapezoidal Side Lights	Floodlights located halfway down the side of the body come on automatically when the truck is in reverse. Bright flood lighting illuminates both sides of the truck and roadway providing added safety.
LED Strobe Lights and Flashers	Enhances rear of truck visibility for approaching motorists. Improves safety for helpers while working at the rear of service trucks.
Sears Air Ride Drivers Seat	Provides added comfort and excellent ergonomics for the driver. Includes eight-way adjustability including lumbar support to help reduce driver fatigue and improve overall performance.
Reflective Signage/Striping	Highly reflective rear of vehicle striping and signage to provide exceptional visibility when approaching trucks from the rear during nighttime hours.
Heavy Duty Disc Brakes	Provide the best stopping distance for heavy trucks in the industry. Exceeds all applicable Federal Motor Vehicle Safety Administration requirements.
Electromagnetic or Hydraulic Driveline Retarders	Retarders are silent and provide additional braking capacity. Eight-inch-wide rear brake lining also increases braking capacity and improves vehicle safety.
Four Braid Hydraulic Hoses	Part of Waste Management's standard truck body specification, doubling the safety margin against high-pressure hydraulic leakage.

Our employees who collect waste spend much of their workday in traffic, lifting heavy items, operating large vehicles and heavy machinery - all of which can lead to injuries. It is our duty to take every sensible step to prevent injuries in the workplace and return our employees home safely every night. Likewise, the City of Spring Hill and all of the communities we operate in depend upon us to safely collect, process, and dispose of their wastes while being mindful of our actions in their neighborhoods to protect the environment that we share.



Therefore, safety is not just a priority for Waste Management, because priorities often change, safety is a core value for our company. We understand the magnitude of the responsibility we have and strive to confirm that each task, piece of equipment, and company policy and procedure reinforces safe actions and behaviors.

Overall injury rates in our industry have improved substantially in recent years and Waste Management's performance in this area has ranked among the best. We actively work with our trade association, the National Waste & Recycling Association, to advance safety within our industry and among our customer base.

You do not need to search long to see how we fulfill our commitment to safety - it is woven into everything we do - from hiring practices to training to advancing safety technologies to preventive maintenance.

Our Mission to Zero™



About a decade ago, we made a commitment to overhaul our safety culture and to put processes and systems in place that would make every site and each individual responsible for safe behaviors. As a result, we launched our internal safety philosophy that we call Mission to Zero™ or M2Z. The core of the M2Z philosophy is zero tolerance for unsafe behaviors by all employees, with a goal of zero accidents and injuries. All operational employees benefit from the program's safety training, rulebooks, fleet processes, and standard practices. Over the years, the M2Z approach has resulted in programs that have improved safety performance, including worker injury rates, vehicle collision prevention, and safety leadership development. The program, which ranks among the most far-reaching and comprehensive worker safety plans in our industry, involves classroom instruction, route observation, monitoring of safety data, and driver training. Since its adoption, we have seen significant improvements in on-the-job safety.

Hiring the Right Employees

Providing the safest possible service starts with hiring the right employees. We accomplish this through a diligent pre-employment screening process:

- Key screening measures for employees at Waste Management landfills, hauling operations, and recycling centers include a comprehensive background check, fingerprinting, and drug testing.
- Candidates who may perform safety sensitive functions must also complete medical exams and potential collection drivers must pass a Department of Transportation (DOT) medical exam. When appropriate, candidates receive a physical abilities test that evaluates grip and static strength and dynamic lifting.

Upon receipt of a conditional offer of employment, all candidates for employment are required to submit to a drug test. Candidates who miss the appointment for collection, refuse to sign the consent form, refuse to submit to the drug test or fail the drug test are disqualified for employment with the company.

All candidates and employees, regardless of job nature, are subject to Waste Management's Drug and Alcohol-Free Workplace Policy, which includes regular, ongoing screenings for employees who operate company vehicles.

Setting Employees Up for Success with New Hire Training

Study after study show the benefits of new hire and onboarding programs are imperative to the long-term success of employees. Properly trained employees are happier, more productive and more efficient. Prior to employment as a Waste Management driver, all candidates must already possess a valid Commercial Driver's License (CDL) for Class-C trucks. However, that is simply not enough. At Waste Management, all new drivers participate in new hire training - regardless of prior, relevant experience. For new drivers, the benefits to our new hire training program are invaluable and most importantly, they understand and embrace our safety culture from day one.

Driver Training Centers

Waste Management regional driver training centers equip new Waste Management drivers with the knowledge and skills necessary to perform their job duties safely and effectively. Through a two-week immersion training experience, drivers learn Waste Management's Mission to Zero safety (MZZ) rules, procedures, vehicle inspections, safe lifting, and DOT required safety curriculum. Trainees spend their first week in the classroom learning and by week two transition into simulated driving courses and stations that provide scenarios reflective of day-to-day collection conditions and obstacles - from severe weather, traffic and responding to other drivers' behavior. At the end of the two-week training course, drivers receive a comprehensive evaluation of performance in key safety areas.

In-Field New Hire Training

In total, each newly-hired driver undergoes more than 80 hours of training both in classrooms and behind the wheel with an experienced driver.

Training Center Expansions

In early 2019, Waste Management will open a new driver and technician training center in Glendale, Ariz. The 13-acre property will include a 30,000 SF maintenance shop and a 10-acre driver training course in addition to classrooms, computer labs, and a driver launch area to simulate driver experience at hauling facilities. The training center will be able to accommodate up to 130 students at a time. Participants will come from around the country for a two-week training course.

It's the second major driving/technician training center expansion in as many years. In March 2017, we expanded our Fort Myers, Fla. training center by doubling it in capacity - increasing the number of new drivers trained from 1,200 per year to 2,500 per year.

An extensive classroom program covers all safety programs required by the Department of Transportation, and a thorough review of our Mission to Zero (M2Z) Rule Book. The Rule Book outlines specific actions required of the drivers to keep them safe in a variety of situations that they often face while on the job. Classroom time is also dedicated to our Safe Driving Practices Program. This program discusses the need for drivers to maintain a high level of overall physical fitness to perform their job safely, including proper eating and sleeping habits.

Following the successful completion of in-classroom training, each driver begins a comprehensive on-the-road training program that includes specific instructions on how to effectively and safely operate our equipment. Upon the conclusion of on-route training, each new driver has the ability to begin servicing customers alone. However, management personnel continue to conduct regular and random observations to enforce strict adherence to our safety and service standards and, as part of their training, new drivers receive formal evaluations and coaching at 30, 60 and 75 days.

Reinforcing a Culture of Safety with Ongoing Training

Safety training is not a task that is ever “complete” at Waste Management. All drivers participate in ongoing safety training and evaluation.

- **“Tailgate” Meetings** - Every morning each of our drivers attends “tailgate” meetings. Safety is a hot topic during these meetings. Relevant and time-sensitive safety topics are often discussed, such as upcoming weather forecasts for extreme conditions, scheduled community events that result in more pedestrian traffic, and road and bridge closures that may require the use of alternative, less familiar routes.
- **Monthly Safety Training & Driving Science Series** - Monthly safety training provides employees additional time to go in-depth on new or key safety topics from vehicle safety check procedures to proper driving techniques in heavy traffic. During these sessions, employees also view our Driving Science video series that addresses risks specific to individual job functions.
- **Observation Behavior Assessments** - On a regular basis, Waste Management route managers and driver trainers provide on-the-job observation behavior assessments (OBAs) in order to evaluate driver knowledge, operating behaviors, and compliance with safety rules and best practices.



Monthly safety training provides employees additional time to go in-depth on new or key safety topics from vehicle safety check procedures to proper driving techniques in heavy traffic.

We talk a lot about a culture of safety at Waste Management and a large part of that culture is grounded in the ongoing safety conversations between employees and leadership. A key component to continually enhancing safety starts with our employees - both informally and through organized safety committees. Our front-line employees work with local leaders to identify safety risks and develop new best practices.

Safety Metrics and Continuous Improvement

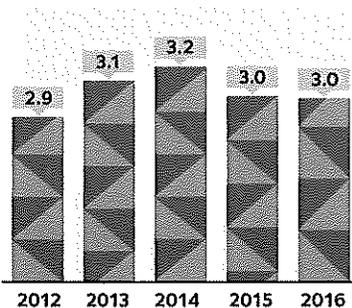
When we think about vehicle safety we think of messages from insurance companies and car manufacturers. How many times have we heard, “Don’t worry, we offer full vehicle replacement if your car is totaled”, or “Our car rates the highest in vehicle crash testing”? Although these concerns are helpful, they do not take into account the personal impact of an accident - like the fact that you actually sustained injuries or that those injuries have prevented you from participating in your normal activities or limited your ability to earn income for your family.

When tracking, reporting and seeking to continuously improve our safety metrics, we keep in mind the personal impacts of safety. Thanks to our safety programs and the dedicated efforts of our employees, we have seen a substantial decrease in our injury rates in recent years. As a result, we are recognized among the best in our industry for our comprehensive safety approach.

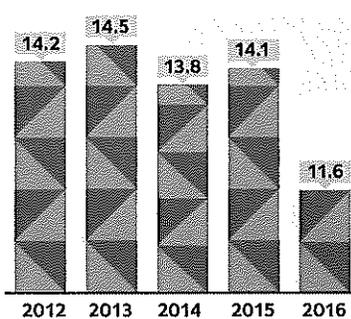
Three of our key safety metrics include:

Metric Name	What it Measures
Total Recordable Injury Rate (TRIR)	The rate of recordable workplace injuries, normalized per 100 workers per year.
Vehicle Accident Recordable Rate (VARR)	The number of driver hours completed without a recordable incident.
Days Away Restricted or Transferred (DART)	The rate of recordable incidents that resulted in lost or restricted days or job transfer due to work related injuries or illnesses, normalized per 100 workers per year.

Total Recordable Injury Rate
(incidents per 100 employees)

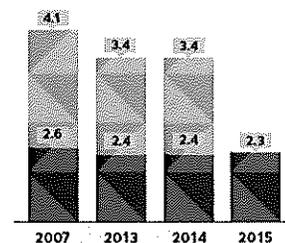


Vehicle Accident Recordable Rate
(driver hours without a vehicle accident, in thousands)



Days Away Restricted or Transferred (DART)

■ Waste Management
■ Industry Average



DART decreased 65 percent between 2005 and 2015. Our 2014 DART of 2.4 is 29 percent better than the 2014 industry average of 3.4, the most recent government statistic available.

NOTE: Waste Management releases these safety statistics every two years as part of its semi-annual Sustainability Report.

Waste Watch®

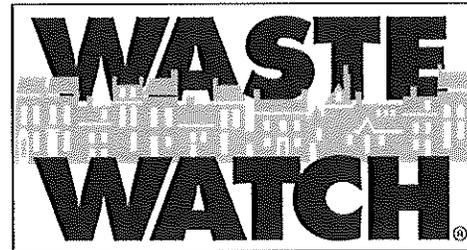
Collaborating with Local Law Enforcement to Keep Neighborhoods Safe

Serving the same neighborhoods and businesses each week allows Waste Management drivers to become familiar with their routes while providing exceptional customer service. Likewise, this level of

familiarity enables drivers to identify when a situation does not feel right. From an abandoned car to a door left open, our drivers are in a unique position to act as an extra set of eyes and ears on the street. Our Waste Watch® program leverages this advantage by formally teaching Waste Management drivers how to observe and report suspicious activity or an emergency situation to law enforcement.

Waste Management drivers participate in a formal training program administered in collaboration with law enforcement officers. Training included what to look for, how to react, and how to report incidents.

Waste Watch-certified drivers participate in a formal training program administered in collaboration with local public safety and law enforcement officers. Training includes what to look for, how to react, and how to report incidents. Drivers are reminded they shouldn't approach or attempt to resolve a suspicious situation, but they are encouraged to call law enforcement if a situation doesn't look or feel right.



After our drivers complete their initial training, we maintain ongoing efforts to keep community safety a top priority by sharing emergency messages with drivers as-needed and passing along reminders from law enforcement regarding seasonal crimes, such as holiday package and mail theft.

Onboard technology such as DriveCam®, a small video recorder mounted on the windshield of our trucks, has also helped make our Waste Watch program successful. The recorder is triggered by certain vehicle behaviors, such as swerving or a collision; however, drivers also can manually start the camera if they witness a potential crime. This is an invaluable tool for our Waste Watch program.

In addition to local agencies, Waste Management partners with National safety-related organizations and programs, including:

- AMBER Alert
- National Center for Missing and Exploited Children
- Community Crime Stoppers
- U.S. Department of Homeland Security

Urgent messages, such as AMBER Alerts, can be communicated to drivers via our onboard computing system. This allows for instant and geo-targeted communication in case of an emergency.

Over the past decade, Waste Watch-certified drivers throughout the U.S. and Canada have reported suspected crimes and assisted with emergencies caused by car crashes, house fires, and pedestrian accidents.

Helping in these situations is often second nature for our drivers. They live in the communities we serve and have a genuine desire to take care of their neighborhoods.

Waste Watch Testimonials



Safety: A Commitment to Our Customers and Our Employees

There may be no other consideration as important as safety when selecting a service provider for your home, your place of work or your community. Without a doubt, safety matters. It is no surprise that after a tragedy most will say that as long as their family is healthy and safe, nothing else matters - material items can always be replaced.

At Waste Management, we all recognize safety as a core value - from our local District Manager to the drivers, mechanics and staff who represent each district. With a constant focus on and meaningful investments in training, technologies, maintenance and continuous improvement, we will deliver safe and reliable collection services that protect the cities we serve, the people we employ and the environment we share.



SECTION 5 | CHANGES IN RECYCLING

Continued Recycling Contamination Support

To help our customers recycle right, we devote significant resources and time to teach constituents what material may be recycled and how to properly prepare material for pickup. And with the help of our drivers and onboard technology we monitor contamination and provide customers with personalized and timely feedback.

We will continue to partner with the City of Spring Hill to sustain the success Spring Hill has had avoiding contamination through the following efforts:

Recycle Often. Recycle Right. Our back to basics educational campaign makes recycling simple by sticking to three key messages that have the biggest impact on decreasing contamination and increasing participation. We ask customers to: recycle empty bottles, cans, paper, and cardboard; keep food and liquids out of their recycling; and keep loose plastic bags out of recycling and not bag recyclables. These messages will be incorporated in all City of Spring Hill education materials and customers will also have full access to our Recycle Often. Recycle Right. website that contains downloadable resources and tools. Resources include education and tools developed for the unique needs of homes and schools, businesses, municipalities, as well as apartments and condos.

Cart Tags. If recyclables are contaminated with unacceptable material, drivers place an “Oops” tag on the container so customers know why their material was not collected. This educates them on how to properly sort material for future pickups.

Real-time Documentation & Personalized Outreach. Drivers log contamination occurrences to specific customer accounts using their onboard tablets. This notes all occurrences, allowing us to reach out to customers with repeat contamination issues and customize education resources and messages. Once an account has been tagged for contamination, drivers will receive an automated prompt to visually check the container before dumping on the customers next service day.

Waste Management - Your Reliable, Stable Partner for All Your Recycling Solutions

Waste Management differentiates itself from our competitors by entering into recyclable materials marketing relationships that are good for our company and our customers. We are the largest marketer of residential recyclables in the nation, giving us greater negotiating ability on behalf of our customers, to bring more revenue or minimize costs for the sale of recyclables. Our history, knowledge, and planning are what sets us apart from competitors, who may or may not be able to honor their pricing and rebate structures when the going gets tough. Waste Management’s materials marketing team will consistently and aggressively:

- Explore all potential short and long-term material sales options
- Maintain an accurate and detailed compilation of end markets, market opportunities, and material market specifications
- Negotiate and sell materials in an honest, forthright manner to our customers, for the best possible prices on behalf of our projects
- Provide material marketing services that exceed your requirements and expectations

We are committed to developing local markets where it benefits our customers. We seek to provide quality feedstocks to support local projects and markets. In addition to marketing to domestic consumers, we have agents major export markets, such as China, South America, and India. This allows us to work directly with all end consumers, cutting out the middleman, which facilitates materials movement, even in depressed markets.

Most importantly, we are working closely with our customers to reduce contamination in inbound material streams through proactive public education and through the implementation of new processes and controls at recycling facilities to remove unwanted items. For Waste Management and our customers, this means a greater emphasis on recycling right to keep loads of recyclable materials clean and clear of contamination. Not just clean as “rinsed,” but also excluding items that are not recyclable, such as food-soiled containers, hoses, polystyrene, plastic bags, and other materials. To assist our customers, Waste Management developed our proprietary Recycle Often. Recycle Right. education toolkit to help educate consumers on the new recycling paradigm and the important role their actions play in preserving the future of America’s recycling programs.

Following are the local specifications for recycling.

SINGLE STREAM SPECIFICATIONS

RECYCLABLES must be dry, loose (not bagged) and include **ONLY** the following:

Aluminum cans - empty	Newspaper
PET bottles with the symbol #1 - with screw tops only - empty	Mail
HDPE plastic bottles with the symbol #2 (milk, water bottles detergent, and shampoo bottles, etc.) - empty	Magazines, glossy inserts and pamphlets
Plastic containers with symbols #3-#7 - empty (no expanded polystyrene)	Uncoated paperboard (ex. cereal boxes; food and snack boxes)
Steel and tin cans - empty	Uncoated printing, writing and office paper
Phone books	Old corrugated containers/cardboard (uncoated)

NON-RECYCLABLES include, but are not limited to the following:

Plastic bags and bagged materials (even if containing Recyclables)	Glass food and beverage containers - brown, clear, or green - empty
Mirrors	Window or auto glass
Microwavable trays	Coated cardboard
Porcelain and ceramics	Plastics unnumbered
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, paper cups, and plastic utensils

Any Recyclable materials or pieces of Recyclables less than 4" in size in any dimension	Propane tanks, batteries
Any Recyclable materials or pieces of Recyclables less than 4" in size in any dimension	

Delivery Specifications:

As a society, we know that recycling is important, it's something that we really want to do, but in order for recycling to make an impact, we have to recycle right. Today's most successful and sustainable recycling programs place emphasis on the value of the materials accepted - we must ask ourselves, does this material have a viable market? If the answer is yes, we must also ensure the material we're recycling is properly prepared, clean, and free from contamination.

Our list of acceptable material 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 Spring Hill, it's important to allow for the possibility that this list may need to be adjusted at some point over the next few years. Contract language must support our collective need to make changes to material accepted in order to respond to global market demands, as well as, protect the quality of material we process. We propose the following contract language:

As you already know, material delivered by or on behalf of Customer may not contain more than 10% Non-Recyclables and may contain no Excluded Materials. In the event a load does not meet Specifications, the load may be rejected and/or Customer may be charged additional processing, return or disposal costs.

"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.

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.

Company shall be entitled to an increase in compensation to offset any increase in processing, disposal or fuel costs should the Company pay such fees. Documentation of such increases shall be submitted to the City at its request. The Company also shall be entitled to an increase in its service rate to offset any increased costs associated with longer haul distance if it becomes necessary to transport the recyclable materials to an alternate processing facility. In addition, in the event Company becomes liable for or is required to collect and/or pay any governmental tax or surcharge upon collection or processing of such recyclables, such tax or surcharge shall be the responsibility of the City to be paid along with Company's normal monthly compensation.



Marshall County Solid Waste
611 Hawkins Drive
Lewisburg, Tennessee 37091

December 6, 2018

Robert Chaney
Director of Business Development & Strategic Planning
Waste Management

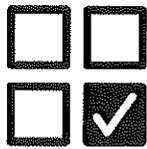
After review of the RFP for the City of Spring Hill, the recycling material to be accepted is in line with what we at Marshall County Solid Waste accept in our material recovery facility (MRF).

However, additions to the exclusion list should include household hazardous waste, medical waste, batteries and anything that would be considered contraband or a weapon as defined by the Marshall County Sheriff's Department.

Sincerely,



Dave Hunter
Director, Solid Waste



SECTION 6 | ADDITIONAL INFORMATION

Capable and Responsible Partner

EXCEPTIONS *

Exceptions

Waste Management, Inc. of Tennessee's ("WMT") Exceptions to the City of Spring Hill's ("City") Garbage Collection and Recycling RFP
December 14, 2018

Waste Management, Inc. of Tennessee (WMT) submits these exceptions in response to the above-referenced RFP, and qualifies its proposal in accordance with the following:

1. WMT requires that any renewal of the contract be mutually agreed upon by the City and WMT in writing. WMT takes exception to the language on page 2, Article I and in the Option to Extend the Term of the Contract on page 10, which allows the City to unilaterally extend the contract.
2. WMT requests the opportunity to discuss with the City the language on page 3, Article I that says if there is a change or amendment to any applicable state, county, local or federal law or ordinance, the contractor will not be entitled to additional compensation.
3. WMT agrees to indemnify and defend the City for damages to the extent caused by WMT's negligence, misconduct, or breach of contract. WMT takes exception to Article II, Indemnification, which appears to require WMT to indemnify the City even if the City's own negligence or misconduct contributes to its damages.
4. WMT requires that any bulky items residents place at the curb for collection that contain CFCs (e.g., refrigerators, freezers) must have the CFCs removed by a certified professional in order for WMT to collect such item.
5. WMT will deliver Recyclables to the Marshall County materials recovery facility (MRF) for handling, processing, and ultimate disposition. WMT can only collect those Recyclables that the MRF accepts, which list is included in WMT's proposal on pages 35-36.
6. Regarding sections 3 and 4 on pages 13 and 14, WMT agrees to clean-up litter that it spills so long as the containers or dumpsters it is collecting are not overloaded or overfilled with waste and waste is not placed on the lids of any equipment.
7. WMT takes exception to section 20 on page 16 of the RFP which allows the City to charge Contractor \$1,000 per day if Contractor misses a pick-up or fails to clean up spillage and makes the City the final decisionmaker over disputes. WMT requests the opportunity to discuss a reasonable fee and equitable language with the City.
8. WMT takes exception to sections 21 and 23 on page 16 and requests that it be given five (5) days to cure any failure to perform or default after receiving a written demand from the City before the City can terminate the contract.
9. WMT requires the following language be included in the final contract:



- a. The City agrees that WMT will be the exclusive provider of the all the services awarded under the RFP and resulting exclusive franchise contract. All ordinances, parts of ordinances, or City resolutions in conflict with the preceding sentence are hereby expressly repealed.
- b. Definitions of Waste, Unacceptable Materials, Single Stream Materials, Non-Recyclables and other needed terms for a municipal waste and recyclables services contract.
- c. Mutually agreeable language addressing Storm/Disaster Events and the collection of waste and debris resulting from such an event.
- d. The City shall, in a quarterly basis, provide WMT with the total number of residences (“house counts”) including new residential addresses and new commercial business addresses. Contractor has no responsibility for any incorrect house counts provided by the City; but Contractor does have the right to verify house count information provided by the City. Any errors or mistakes in the residential house count provided by the City to Contractor shall be corrected within 6 months of the date provided to the Contractor or the mistake is waived by both parties.
- e. WMT has no obligation to collect an Unusual Accumulation (i.e., waste located outside the dumpster or roll-off used for collection, or waste that overfills, is left on top of, or exceeds the volume or tonnage limit for the container); however, WMT has the right to assess a charge for the clean-up, handling, collection, transportation and/or disposal of such Unusual Accumulation and may take digital photographs of the Unusual Accumulation.
- f. Language acknowledging that WMT will deliver the Single Stream Materials to a third-party MRF owned and operated by Marshall County. The City agrees that if the MRF imposes new charges or increases in charges upon the materials delivered by WMT under this contract, such charges are “pass-on” costs that WMT has the right to pass-on to the City. The MRF may reject in whole or in part or process, in its discretion, materials not meeting the Recyclables specifications, and the City shall pay or reimburse WMT for any disposal costs or other expenses that the MRF incurs and passes through to WMT due to non-conforming materials (i.e., trash and contamination). The City acknowledges that WMT may face unforeseen charges or increases that the MRF passes-on based on the recycling market, the quality of the materials collected, and/or uncontrollable circumstances. WMT reserves the right upon notice to the City to discontinue acceptance of any category of Recyclables that the MRF will no longer accept due to market conditions related to such material.
- g. Agreed upon language regarding the method of determining annual rate adjustments.
- h. Force majeure language that reflects neither party will be in breach for its inability to perform during a force majeure event, which includes uncontrollable circumstances, changes in law or the interpretation or enforcement thereof, etc.

WMT’s proposal submitted in response to the City’s RFP is expressly conditioned on the parties’ entry into a mutually acceptable final contract and these exceptions. WMT is confident that it and the City will reach agreeable terms and we look forward to continuing to provide services to the City and its residents and businesses.

In Conclusion

Waste Management, Inc. of Tennessee (Waste Management) is your longtime environmental solutions partner. We have provided waste and recycling management services to Spring Hill for 19 years. You are familiar with our company, our team, and our professional approach over the long term, and we are excited about the opportunity to continue to work with you in managing your waste and recycling needs.

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

- We have demonstrated our readiness and experience to carry out your requirements.
- Our financial strength gives the City peace of mind and the confidence that we will be a viable partner for the life of this contract.
- Waste Management's record of performance and business integrity has been illustrated on both the local and national levels. The City of Spring Hill will benefit from a true local partner that is backed by the resources of a national service provider.
- The detail and credibility of our approach is best demonstrated by our service over the past 19 years.

We believe this to be a significant contract for both Waste Management and the City of Spring Hill. As your long-term partner, we are strongly invested in your city and want to be your waste solutions provider of the future. We understand your growth and your priorities, the way you work, and what makes your city such a great place. This makes us uniquely qualified to provide tailored services to meet your operational needs and the ever-evolving expectations:

Secondly, we are committed to strengthening our current relationship by continuing to provide high-quality, reliable service for the entire term of the agreement. We have already shown ourselves to be a dependable partner in our current agreement. We have the resources to make needed adjustments, when necessary, to facilitate continued satisfaction for your residents. Waste Management intends to continue to offer uninterrupted stability backed by innovation, value, and price, and to be an active partner in attaining Spring Hill's goals and objectives

Lastly, continuing a partnership with Waste Management will provide your city with uninterrupted, reliable service delivery for an essential and highly regulated operation. There will be no transition period where costly mistakes and problems are most likely to occur, as our team is intimately familiar with your operations and has developed a strong working partnership with your staff. Our best-in-class transfer stations, landfills, and recycling operations, along with our industry-leading safety and environmental practices, should give you the peace of mind that your waste is being managed in full compliance with all regulatory requirements and standards.

Waste Management is dedicated to being the best environmental solutions partner for Spring Hill now and in the future.

Why choose Waste Management?

For starters, we have an amazing

99.9%

pickup accuracy.

We are also a leading provider of integrated environmental solutions in North America.



SECTION 7 | REQUIRED DOCUMENTS

A transparent partner, today and always

Respondent shall provide a current audited annual financial statement and/or other such documentation to demonstrate financial responsibility that is acceptable to the City, including but not limited to proof that Respondent is current with all corporate taxable obligations

Audited Annual Financial Statement

REPORT OF INDEPENDENT REGISTERED PUBLIC ACCOUNTING FIRM

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, 2017 and 2016, and 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, 2017, 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, 2017 and 2016, and the results of its operations and its cash flows for each of the three years in the period ended December 31, 2017, 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, 2017, 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 15, 2018 expressed an unqualified opinion thereon.

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.

/s/ ERNST & YOUNG LLP

We have served as the Company's auditor since 2002.

Houston, Texas
February 15, 2018

WASTE MANAGEMENT, INC.
CONSOLIDATED BALANCE SHEETS
(In Millions, Except Share and Par Value Amounts)

	December 31,	
	2017	2016
ASSETS		
Current assets:		
Cash and cash equivalents	\$ 22	\$ 32
Accounts receivable, net of allowance for doubtful accounts of \$21 and \$24, respectively	1,805	1,700
Other receivables	569	432
Parts and supplies	96	90
Other assets	132	122
Total current assets	2,624	2,376
Property and equipment, net of accumulated depreciation and amortization of \$17,704 and \$17,152, respectively	11,559	10,950
Goodwill	6,247	6,215
Other intangible assets, net	547	591
Restricted trust and escrow accounts	319	105
Investments in unconsolidated entities	269	320
Other assets	264	302
Total assets	\$ 21,829	\$ 20,859
LIABILITIES AND EQUITY		
Current liabilities:		
Accounts payable	\$ 1,040	\$ 799
Accrued liabilities	980	1,085
Deferred revenues	503	493
Current portion of long-term debt	739	417
Total current liabilities	3,262	2,794
Long-term debt, less current portion	8,752	8,893
Deferred income taxes	1,248	1,482
Landfill and environmental remediation liabilities	1,770	1,675
Other liabilities	755	695
Total liabilities	15,787	15,539
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	4,933	4,850
Retained earnings	8,588	7,388
Accumulated other comprehensive income (loss)	8	(80)
Treasury stock at cost, 196,963,558 and 190,966,584 shares, respectively	(7,516)	(6,867)
Total Waste Management, Inc. stockholders' equity	6,019	5,297
Noncontrolling interests	23	23
Total equity	6,042	5,320
Total liabilities and equity	\$ 21,829	\$ 20,859

See Notes to Consolidated Financial Statements.

WASTE MANAGEMENT, INC.

CONSOLIDATED STATEMENTS OF OPERATIONS
(In Millions, Except per Share Amounts)

	Years Ended December 31,		
	2017	2016	2015
Operating revenues	\$ 14,485	\$ 13,609	\$ 12,961
Costs and expenses:			
Operating	9,021	8,486	8,231
Selling, general and administrative	1,468	1,410	1,343
Depreciation and amortization	1,376	1,301	1,245
Restructuring	—	4	15
(Income) expense from divestitures, asset impairments and unusual items, net	(16)	112	82
	<u>11,849</u>	<u>11,313</u>	<u>10,916</u>
Income from operations	<u>2,636</u>	<u>2,296</u>	<u>2,045</u>
Other income (expense):			
Interest expense, net	(363)	(376)	(385)
Loss on early extinguishment of debt	(6)	(4)	(555)
Equity in net losses of unconsolidated entities	(68)	(44)	(38)
Other, net	(8)	(50)	(7)
	<u>(445)</u>	<u>(474)</u>	<u>(985)</u>
Income before income taxes	<u>2,191</u>	<u>1,822</u>	<u>1,060</u>
Income tax expense	<u>242</u>	<u>642</u>	<u>308</u>
Consolidated net income	<u>1,949</u>	<u>1,180</u>	<u>752</u>
Less: Net income (loss) attributable to noncontrolling interests	—	(2)	(1)
Net income attributable to Waste Management, Inc.	<u>\$ 1,949</u>	<u>\$ 1,182</u>	<u>\$ 753</u>
Basic earnings per common share	<u>\$ 4.44</u>	<u>\$ 2.66</u>	<u>\$ 1.66</u>
Diluted earnings per common share	<u>\$ 4.41</u>	<u>\$ 2.65</u>	<u>\$ 1.65</u>
Cash dividends declared per common share	<u>\$ 1.70</u>	<u>\$ 1.64</u>	<u>\$ 1.54</u>

CONSOLIDATED STATEMENTS OF COMPREHENSIVE INCOME
(In Millions)

	Years Ended December 31,		
	2017	2016	2015
Consolidated net income	\$ 1,949	\$ 1,180	\$ 752
Other comprehensive income (loss), net of tax:			
Derivative instruments, net	7	12	9
Available-for-sale securities, net	2	5	(2)
Foreign currency translation adjustments	76	28	(159)
Post-retirement benefit obligation, net	3	2	2
Other comprehensive income (loss), net of tax	<u>88</u>	<u>47</u>	<u>(150)</u>
Comprehensive income	<u>2,037</u>	<u>1,227</u>	<u>602</u>
Less: Comprehensive income (loss) attributable to noncontrolling interests ..	—	(2)	(1)
Comprehensive income attributable to Waste Management, Inc.	<u>\$ 2,037</u>	<u>\$ 1,229</u>	<u>\$ 603</u>

See Notes to Consolidated Financial Statements.

WASTE MANAGEMENT, INC.
CONSOLIDATED STATEMENTS OF CASH FLOWS
(In Millions)

	Years Ended December 31,		
	2017	2016	2015
Cash flows from operating activities:			
Consolidated net income.....	\$ 1,949	\$ 1,180	\$ 752
Adjustments to reconcile consolidated net income to net cash provided by operating activities:			
Depreciation and amortization	1,376	1,301	1,245
Deferred income tax expense (benefit)	(251)	73	30
Interest accretion on landfill liabilities	92	91	89
Interest accretion on and discount rate adjustments to environmental remediation liabilities and recovery assets	3	—	1
Provision for bad debts	43	42	36
Equity-based compensation expense	101	90	72
Net gain on disposal of assets	(20)	(24)	(18)
Expense from divestitures, asset impairments and other, net	43	110	87
Equity in net losses of unconsolidated entities, net of dividends	39	44	42
Loss on early extinguishment of debt	6	4	555
Change in operating assets and liabilities, net of effects of acquisitions and divestitures:			
Receivables	(271)	(78)	(178)
Other current assets	(20)	(12)	16
Other assets	4	78	(7)
Accounts payable and accrued liabilities	126	192	(97)
Deferred revenues and other liabilities	(40)	(85)	(97)
Net cash provided by operating activities	<u>3,180</u>	<u>3,006</u>	<u>2,528</u>
Cash flows from investing activities:			
Acquisitions of businesses, net of cash acquired	(200)	(611)	(554)
Capital expenditures	(1,509)	(1,339)	(1,233)
Proceeds from divestitures of businesses and other assets (net of cash divested)	99	43	145
Net receipts from restricted trust and escrow accounts	243	—	51
Other, net	(12)	(25)	(17)
Net cash used in investing activities	<u>(1,379)</u>	<u>(1,932)</u>	<u>(1,608)</u>
Cash flows from financing activities:			
New borrowings	1,027	3,057	2,337
Debt repayments	(1,907)	(2,682)	(2,764)
Net commercial paper borrowings	513	—	—
Premiums paid on early extinguishment of debt	(8)	(2)	(555)
Common stock repurchase program	(750)	(725)	(600)
Cash dividends	(750)	(726)	(695)
Exercise of common stock options	95	63	77
Tax payments associated with equity-based compensation transactions	(47)	(30)	(15)
Other, net	16	(36)	30
Net cash used in financing activities	<u>(1,811)</u>	<u>(1,081)</u>	<u>(2,185)</u>
Effect of exchange rate changes on cash and cash equivalents	—	—	(3)
Decrease in cash and cash equivalents	(10)	(7)	(1,268)
Cash and cash equivalents at beginning of year	32	39	1,307
Cash and cash equivalents at end of year	<u>\$ 22</u>	<u>\$ 32</u>	<u>\$ 39</u>

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								
	Total	Common Stock		Additional Paid-In Capital	Retained Earnings	Accumulated Other Comprehensive Income (Loss)	Treasury Stock		Noncontrolling Interests
		Shares	Amounts				Shares	Amounts	
Balance, December 31, 2014.....	\$ 5,889	630,282	\$ 6	\$ 4,585	\$ 6,888	\$ 23	(171,745)	\$ (5,636)	\$ 23
Consolidated net income.....	752	—	—	—	753	—	—	—	(1)
Other comprehensive income (loss), net of tax.....	(150)	—	—	—	—	(150)	—	—	—
Cash dividends.....	(695)	—	—	—	(695)	—	—	—	—
Equity-based compensation transactions, net of tax.....	171	—	—	62	(7)	—	3,457	116	—
Common stock repurchase program. Other, net.....	(600)	—	—	180	—	—	(14,823)	(780)	—
							6		
Balance, December 31, 2015.....	\$ 5,367	630,282	\$ 6	\$ 4,827	\$ 6,939	\$ (127)	(183,105)	\$ (6,300)	\$ 22
Consolidated net income.....	1,180	—	—	—	1,182	—	—	—	(2)
Other comprehensive income (loss), net of tax.....	47	—	—	—	—	47	—	—	—
Cash dividends.....	(726)	—	—	—	(726)	—	—	—	—
Equity-based compensation transactions, net of tax.....	186	—	—	69	(7)	—	3,556	124	—
Common stock repurchase program. Other, net.....	(725)	—	—	(45)	—	—	(11,241)	(680)	—
	(9)	—	—	(1)	—	—	(177)	(11)	3
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.....	(750)	—	—	—	(750)	—	—	—	—
Equity-based compensation transactions, net.....	185	—	—	38	1	—	4,064	146	—
Common stock repurchase program. Other, net.....	(750)	—	—	45	—	—	(10,058)	(795)	—
							(3)		
Balance, December 31, 2017.....	\$ 6,042	630,282	\$ 6	\$ 4,933	\$ 8,588	\$ 8	(196,964)	\$ (7,516)	\$ 23

See Notes to Consolidated Financial Statements.



EVERGREEN
FLEXIBLE BONDING SOLUTIONS

December 14, 2018

City of Spring Hill
199 Town Center Parkway
Spring Hill, TN 37174

To Whom It May Concern:

We have reviewed the Proposal of Waste Management, Inc. of Tennessee, for the Garbage Collection and Recycling. We understand that Proposals will be received on December 14, 2018 for the above project, and wish to advise that should this Proposal be accepted and the Contract awarded to Waste Management, Inc. of Tennessee, Evergreen National Indemnity Company will provide the required Bond(s).

Evergreen National Indemnity Company is a 570 Circular Treasury Listed company, with an A- A.M. Best Rating and duly licensed to do business in the State of Tennessee.

By: ***Evergreen National Indemnity Company***


Denise M. Fodor, Attorney-In-Fact

EVERGREEN NATIONAL INDEMNITY COMPANY
MAYFIELD HEIGHTS, OH
POWER OF ATTORNEY

POWER NO.: BID CONSENT

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: *****Denise M. Fodor*****

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*
Matthew T. Tucker, President
By: *David A. Canzone*
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
Penny M. Hamm, Notary Public
My Commission Expires April 4, 2022

State of Ohio)

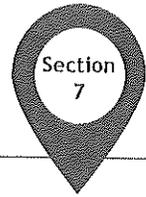
SS:

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.

Signed and sealed in Mayfield Hts, Ohio this 14th day of December 2018.



Wan C. Collier
Wan C. Collier, Secretary



Indemnification

Waste Management provides an indemnification backed by our \$21 billion asset base, which protects our customers against personal injury and property damage caused by Waste Management's negligence or fault, or the negligence or fault of our third-party providers in the performance of services. We also offer a separate environmental indemnity that covers the disposal customer's conforming waste at locations owned or operated by Waste Management affiliates as well as third-party facilities selected by Waste Management.

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. The City of Spring Hill 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

1/1/2019

DATE (MM/DD/YYYY)
12/11/2017

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).

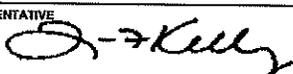
PRODUCER Lockton Companies, Houston 5847 SAN FELIPE, SUITE 320 Houston TX 77057 713-458-5200	CONTACT NAME:	
	PHONE (A/C, No. Ext):	FAX (A/C, No.):
E-MAIL ADDRESS:		
INSURER(S) AFFORDING COVERAGE		NAIC #
INSURER A: ACE American Insurance Company		22667
INSURER B: Indemnity Insurance Co of North America		43575
INSURER C: ACE Fire Underwriters Insurance Company		20702
INSURER D:		
INSURER E:		
INSURER F:		

INSURED 1300299 WASTE MANAGEMENT HOLDINGS, INC. & ALL AFFILIATED, RELATED & SUBSIDIARY COMPANIES INCLUDING: WASTE MANAGEMENT INC. OF TENNESSEE CEDAR RIDGE LANDFILL, INC. 2340 MOORESVILLE HIGHWAY LEWISBURG TN 37001
COVERAGES TNLEWISB CERTIFICATE NUMBER: 10804537H REVISION NUMBER: XXXXXXXX

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	ADDSUBR INSD WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS	
A	<input checked="" type="checkbox"/> COMMERCIAL GENERAL LIABILITY <input type="checkbox"/> CLAIMS-MADE <input checked="" type="checkbox"/> OCCUR <input checked="" type="checkbox"/> XCU INCLUDED <input checked="" type="checkbox"/> ISO FORM CG00010413 GEN'L AGGREGATE LIMIT APPLIES PER: <input type="checkbox"/> POLICY <input checked="" type="checkbox"/> PRO-JECT <input checked="" type="checkbox"/> LOC OTHER:	Y	Y	HDO G27873091	1/1/2018	1/1/2019	EACH OCCURRENCE \$ 5,000,000 DAMAGE TO RENTED PREMISES (Ea occurrence) \$ 5,000,000 MED EXP (Any one person) \$ XXXXXXXX PERSONAL & ADV INJURY \$ 5,000,000 GENERAL AGGREGATE \$ 6,000,000 PRODUCTS - COM/POP AGG \$ 6,000,000
A	<input checked="" type="checkbox"/> AUTOMOBILE LIABILITY <input checked="" type="checkbox"/> ANY AUTO <input checked="" type="checkbox"/> OWNED AUTOS ONLY <input checked="" type="checkbox"/> HIRED AUTOS ONLY <input checked="" type="checkbox"/> MCS-90 <input type="checkbox"/> SCHEDULED AUTOS <input checked="" type="checkbox"/> NON-OWNED AUTOS ONLY	Y	Y	MMT H25097890	1/1/2018	1/1/2019	COMBINED SINGLE LIMIT (Ea accident) \$ 1,000,000 BODILY INJURY (Per person) \$ XXXXXXXX BODILY INJURY (Per accident) \$ XXXXXXXX PROPERTY DAMAGE (Per accident) \$ XXXXXXXX
A	<input checked="" type="checkbox"/> UMBRELLA LIAB <input type="checkbox"/> EXCESS LIAB DED RETENTION \$	Y	Y	XOO G27929242 003	1/1/2018	1/1/2019	EACH OCCURRENCE \$ 15,000,000 AGGREGATE \$ 15,000,000
B C	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	Y	WLR C6462278A (AOS) WLR C64622778 (AZ,CA,&MA) SCF C64622791 (WI)	1/1/2018 1/1/2018 1/1/2018	1/1/2019 1/1/2019 1/1/2019	<input checked="" type="checkbox"/> PER STATUTE 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 H25097889	1/1/2018	1/1/2019	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. ADDITIONAL INSURED IN FAVOR OF CITY OF SPRING HILL TENNESSEE (ON ALL POLICIES EXCEPT WORKERS' COMPENSATION/EL) WHERE AND TO THE EXTENT REQUIRED BY WRITTEN CONTRACT.

CERTIFICATE HOLDER 10804537H CITY OF SPRING HILL TENNESSEE 199 TOWN CENTER PARKWAY SPRING HILL TN 37174	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 
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CERTIFICATE OF LIABILITY INSURANCE

1/1/2020

DATE (MM/DD/YYYY)
12/4/2018

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 #
INSURED 1300299 WASTE MANAGEMENT HOLDINGS, INC. & ALL AFFILIATED, RELATED & SUBSIDIARY COMPANIES INCLUDING: WASTE MANAGEMENT INC. OF TENNESSEE CEDAR RIDGE LANDFILL, INC. 2340 MOOREVILLE HIGHWAY LEWISBURG TN 37091	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:	
	INSURER E:	

COVERAGES TNLEWISB CERTIFICATE NUMBER: 10804537 REVISION NUMBER: XXXXXXXX

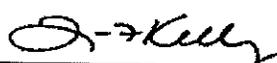
THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE 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	<input checked="" type="checkbox"/> COMMERCIAL GENERAL LIABILITY <input type="checkbox"/> CLAIMS-MADE <input checked="" type="checkbox"/> OCCUR <input checked="" type="checkbox"/> XCU INCLUDED <input checked="" type="checkbox"/> ISO FORM CG00010413 GENL AGGREGATE LIMIT APPLIES PER: <input type="checkbox"/> POLICY <input checked="" type="checkbox"/> PROJ <input checked="" type="checkbox"/> LOC OTHER:	Y	Y	HDO G71212993	1/1/2019	1/1/2020	EACH OCCURRENCE \$ 5,000,000 DAMAGE TO RENTED PREMISES (Ea occurrence) \$ 5,000,000 MED EXP (Any one person) \$ XXXXXXXX PERSONAL & ADV INJURY \$ 5,000,000 GENERAL AGGREGATE \$ 6,000,000 PRODUCTS - COMP/OP AGG \$ 6,000,000
A	<input checked="" type="checkbox"/> AUTOMOBILE LIABILITY <input checked="" type="checkbox"/> ANY AUTO <input checked="" type="checkbox"/> OWNED AUTOS ONLY <input type="checkbox"/> SCHEDULED AUTOS <input checked="" type="checkbox"/> HIRED AUTOS ONLY <input checked="" type="checkbox"/> NON-OWNED AUTOS ONLY <input checked="" type="checkbox"/> MCS-90	Y	Y	MMT H2527863A	1/1/2019	1/1/2020	COMBINED SINGLE LIMIT (Ea accident) \$ 1,000,000 BODILY INJURY (Per person) \$ XXXXXXXX BODILY INJURY (Per accident) \$ XXXXXXXX PROPERTY DAMAGE (Per accident) \$ XXXXXXXX
A	<input checked="" type="checkbox"/> UMBRELLA LIAB <input checked="" type="checkbox"/> OCCUR <input type="checkbox"/> EXCESS LIAB <input type="checkbox"/> CLAIMS-MADE DED RETENTION S	Y	Y	XOO G27929242 004	1/1/2019	1/1/2020	EACH OCCURRENCE \$ 15,000,000 AGGREGATE \$ 15,000,000
B A C	<input checked="" type="checkbox"/> WORKERS COMPENSATION AND EMPLOYERS' LIABILITY <input type="checkbox"/> ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/OWNER EXCLUDED? (Mandatory in NH) If yes, describe under DESCRIPTION OF OPERATIONS below	Y/N N	N/A	WLR C65435846 (AOS) WLR C65435809 (CA & MA) SCP C63435883 (WI)	1/1/2019 1/1/2019 1/1/2019	1/1/2020 1/1/2020 1/1/2020	<input checked="" type="checkbox"/> PER STATUTE <input type="checkbox"/> OTH ER EL EACH ACCIDENT \$ 3,000,000 EL DISEASE - EA EMPLOYEE \$ 3,000,000 EL DISEASE - POLICY LIMIT \$ 3,000,000
A	<input checked="" type="checkbox"/> EXCESS AUTO LIABILITY	Y	Y	XSA H23278598	1/1/2019	1/1/2020	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. ADDITIONAL INSURED IN FAVOR OF CITY OF SPRING HILL TENNESSEE (ON ALL POLICIES EXCEPT WORKERS' COMPENSATION/EL) WHERE AND TO THE EXTENT REQUIRED BY WRITTEN CONTRACT.

CERTIFICATE HOLDER

CANCELLATION

10804537 CITY OF SPRING HILL TENNESSEE 199 TOWN CENTER PARKWAY SPRING HILL TN 37174	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 
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ACORD 26 (2016/03)

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WASTE PRO®

Caring For Our Communities®

City of Spring Hill, TN

GARBAGE COLLECTION AND RECYCLING RFP

December 14, 2018 @ 2:00 P.M.

City of Spring Hill, Attn: City Recorder
199 Town Center Parkway
Spring Hill, TN 37174



wasteprousa.com |  [@Waste_Pro_USA](https://twitter.com/Waste_Pro_USA)



Spring Hill,
Tennessee



Garbage
Collection
and
Recycling
RFP

1	Cover Letter
2	Qualifications, Experience, and Capacity for Performance
3	Contractor Proposal
4	Operations Plan
5	Insurance Documentation
6	Financial Statement
7	RFP
8	Addendum



December 14, 2018

City of Spring Hill
Attn: City Recorder
199 Town Center Parkway
Spring Hill, TN 37174

Re: Garbage Collection and Recycling RFP

Thank you for the opportunity to submit a proposal for the City of Spring Hill contract.

Waste Pro is a full service waste and recycling hauling company that operates regionally in Florida, Georgia, Alabama, Arkansas, Mississippi, Louisiana, North Carolina, Tennessee, and South Carolina. We specialize in the collection of residential solid waste, yard waste, and bulk waste, servicing more than 2 million residential customers and 40,000 commercial customers.

Waste Pro has a sound understanding of the scope of work to be done and the level of service that is expected by Spring Hill. Waste Pro prides itself in having a known reputation for providing the best service available in our industry. Currently Waste Pro is providing residential collection services to numerous Tennessee municipalities from our Southaven, MS facility including Memphis, Germantown, Arlington, Atoka, and Munford. As of January 1, we will be opening our new hauling location in Memphis to expand our service area in the Memphis area alone. Waste Pro is extremely excited about the opportunity to expand into Middle Tennessee, and we are confident that all of our municipal contracts will give us an outstanding recommendation.

Waste Pro's combination of price and service delivery is unparalleled. I hope you find the following proposal a testimony to our **distinguishable difference** in providing services that care for our communities. We look forward a successful relationship as your environmental partner.

Sincerely,

Lori Cate
Waste Pro of Tennessee, Inc.
Municipal Marketing Director
2187 Stateline Road West, Southaven, Mississippi 38671
lcate@wasteprousa.com
662-420-3508

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WASTE PRO USA, INC. EXECUTIVE SUMMARY

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

When John Jennings started his first waste collection company in 1973, he didn't think about how big his company could become – he knew only that his customers paid for a service and he wanted to provide the best service he could. He wanted to distinguish himself from the other companies. And he did! His business began to grow and expand. He started in Orange County, Florida, in the residential business and soon expanded into the commercial business. In 1976, he expanded into Seminole County and in 1981 opened a site in St. Cloud in Osceola County. By 1983, he ventured into Volusia and then Flagler Counties. By 1992, the Jennings companies had expanded operations to include municipal consulting and sales. To more adequately describe the total services being offered by the group, John incorporated JENNINGS ENVIRONMENTAL SERVICES, INC. in March of 1992 and used this vehicle for expansions and acquisitions.

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

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

Fred Wood, Senior Vice President has been an integral part of the JENNINGS TEAM now for more than twenty-five years. Fred has been involved in every aspect of the business and now, in addition to his other duties, is a Senior Vice President. Seventeen years ago Bob Hyres, Board Member and Senior Consultant, was added to our senior management team. Bob has been involved in the solid waste business in Florida since 1984. He has served as Chairman for the Florida Chapter of the National Solid Waste Management Association. He is also the past Chairman of the Advisory Board for the Florida Center for Solid and Hazardous Waste Study, a University of Florida research center and currently serves as a Board Member of SWANA.

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

Today, we are proud to offer services from more than sixty-eight (68) locations in eight (8) states including Alabama, Florida, Georgia, Louisiana, Mississippi, North Carolina, South Carolina and Tennessee. Waste Pro holds two hundred and six (206) exclusive City and County franchises. Waste Pro is currently contracted to provide solid waste and recycling services to more than 2,000,000 residences and over 35,000 businesses. In addition, Waste Pro is now the largest recycling company in several of its locations including Atlanta, Birmingham, North Central Florida and Sarasota-Bradenton.

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



FAST FACTS

History:

Fastest growing privately owned solid waste company in the Southeastern United States. Founded in 2001 by John Jennings; a second generation legend in the business. In 2014, Sean Jennings, son of our Chairman and CEO, joined Waste Pro and manages our Sarasota/Bradenton, FL Division.

We are the third largest privately owned company in Central Florida where we are headquartered. Waste Pro is the only company in the United States with a Historical Garbage Truck Museum that has been recognized worldwide.

Services:

Residential and Commercial Collection, Recycling, Processing and Disposal of public and private solid waste.

Current Service Areas:

Alabama, Arkansas, Florida, Georgia, Louisiana, Mississippi, North Carolina, South Carolina, and Tennessee.

Office Locations:

More than 75 separate operating facilities including landfills in nine regional market areas. Operating locations in 61 of Florida's 67 counties. More than one million square feet of office and industrial space on 500 acres.

Customers:

More than 20 million residential and commercial customer services a month to a base of more than two million residential

customers, serving more than 500 cities in over 250 exclusive municipal franchises and forty thousand commercial customers.

Employees:

More than 3,200 motivated and decentralized employees, led by Regional Vice Presidents and a streamlined corporate staff in Longwood, Florida.

Fleet:

Waste Pro maintains a fleet of more than 2,700 clean, state of the art trucks, featuring high impact community oriented graphics. Every truck incorporates the 3rd Eye, 360-degree onboard camera system.

Our fleet is estimated to be valued at more than \$500 million. In 2011, Waste Pro announced a \$100 million investment in Compressed Natural Gas powered collection and recycling trucks. Our first CNG fueling facility in Ft. Pierce, Florida, opened its doors in August of 2012, along with additional fueling facilities in Daytona, Palm Coast, Pompano, Jacksonville, and Sarasota following. Waste Pro's seventh facility was completed in 2017 in Sanford, FL.

MRF's:

We maintain state of the art recycling processing facilities in Ocala, FL; Birmingham, AL; Sarasota/Bradenton, FL and Atlanta, GA.

Revenue Growth:

Since 2001, Waste Pro experienced unprecedented revenue growth. A recapitalization in 2014 brought Waste Pro's valuation above the one billion dollar mark. Our 2016 revenues exceeded \$594 million with 2017 projections of \$650 million. The company is fiscally sound and poised for even more dramatic growth.

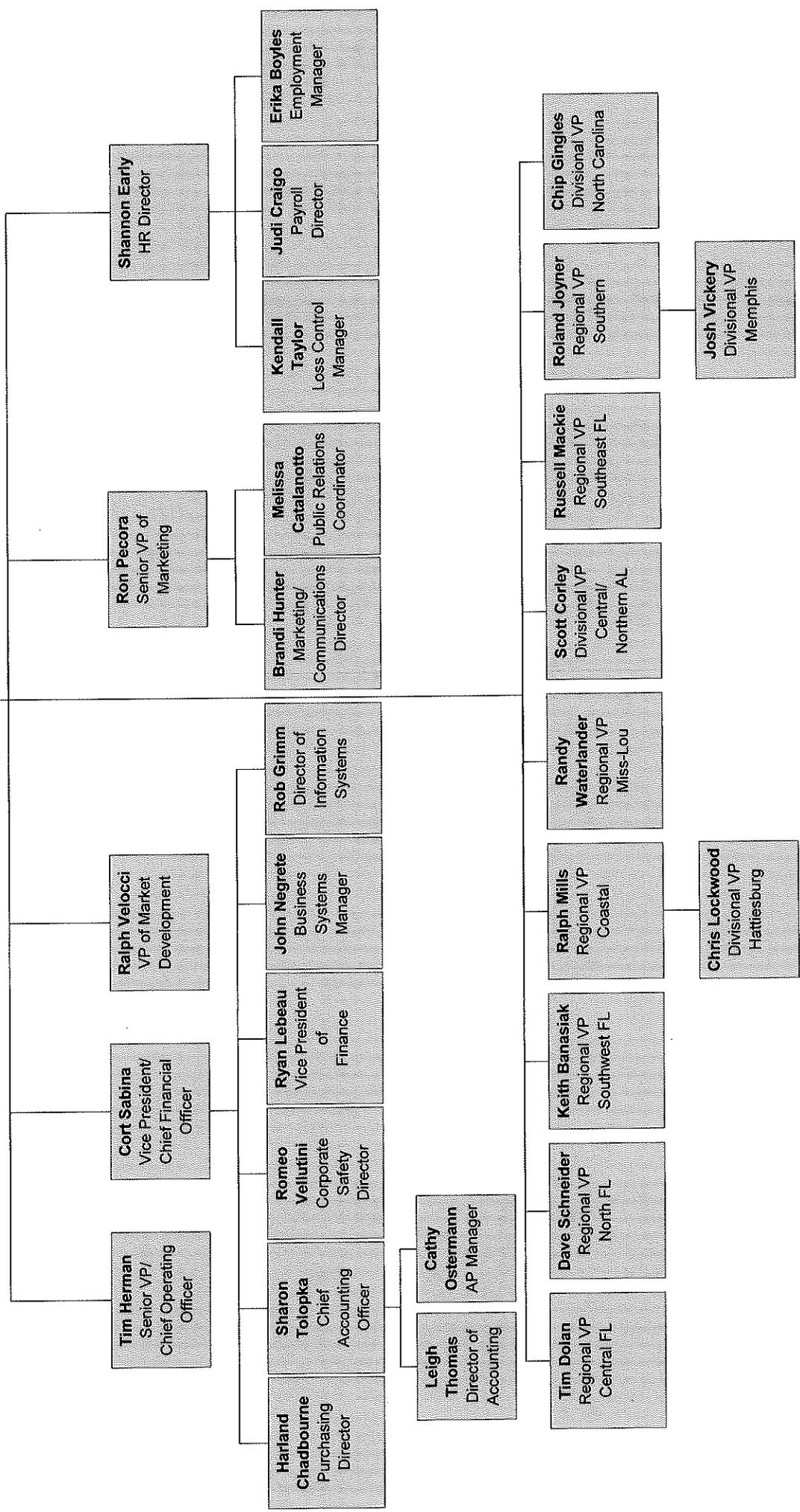


**Corporate
Organizational
Chart**

John Jennings
Chairman/CEO

Malenie Velez
Corporate
Paralegal and
Executive Assistant
to John Jennings

Sean Jennings
President





74 OPERATING LOCATIONS

Alabaster, AL	Archer, FL	Asheville, NC	Athens, GA
Atlanta, GA	Ball Ground, GA	Baton Rouge, LA	Birmingham, AL
Blountstown, FL	Blytheville, AR	Brookhaven, MS	Charlotte, NC
Citrus County, FL	Clearwater, FL	Clermont, FL	Cocoa, FL
Columbus, MS	Concord, NC	Crestview, FL	Daytona Beach, FL
Doraville, GA	East Point, FL	Elkton, FL	Fanning Springs, FL
Freeport, FL	Ft. Lauderdale, FL	Ft. Myers, FL	Ft. Pierce, FL
Gainesville, FL	Gautier, MS	Greenwood, MS	Gulfport, MS
Hardeeville, SC	Hattiesburg, MS	Hilton Head, SC	Houma, LA
Hollywood, FL	Indian Trail, NC	Interlachen, FL	Jacksonville, FL
Jackson, MS	Jonesboro, AR	Kemper County, MS	Lake County, FL
Lake City, FL	Longwood, FL	Lynn Haven, FL	Marianna, FL
Matthews, NC	Memphis, TN	Meridian, MS	Milton, FL
Mobile, AL	Natchez, MS	New Orleans, LA	New Smyrna Beach, FL
Ocala, FL	Orlando, FL	Palatka, FL	Palm Coast, FL
Panama City Beach, FL	Pensacola, FL	Polk County, FL	Port St. Joe, FL
Quincy, FL	Sanford, FL	Sarasota, FL	Southport, FL
Southaven, MS	St. Augustine, FL	Summerville, SC	Tallahassee, FL
West Palm Beach, FL	West Bay, FL		

242 EXCLUSIVE MUNICIPAL CONTRACTS

ALABAMA

Allgood, AL	Bibb County, AL	Birmingham, AL
Brent, AL	Chelsea, AL	Centerville, AL
Floral, AL	Foley, AL	Jemison, AL
Kimberly, AL	Lincoln, AL	Locust Fork, AL
Montevallo, AL	Oneonta, AL	Shelby County, AL
Sylacauga, AL	Talladega, AL	Talladega County, AL
Vincent, AL	Wilsonville, AL	Wilton, AL

FLORIDA

Alachua, FL	Apalachicola, FL	Archer, FL
Belleview, FL	Biscayne Park, FL	Bonifay, FL
Bradenton Beach, FL	Branford, FL	Bristol, FL
Brooker, FL	Broward County (uninc.), FL	Calhoun County, FL
Casselberry, FL	Cape Canaveral, FL	Cape Coral, FL
Chattahoochie, FL	Chiefland, FL	Cedar Key, FL
Columbia County, FL	Coral Springs, FL	Crawfordville, FL
Crescent City, FL	Crestview, FL	Cross City, FL
Daytona Beach, FL	Daytona Beach Shores, FL	Debary, FL
Deltona, FL	Dunedin, FL	Flagler County, FL
Fort White, FL	Gadsden County, FL	Grant-Valkaria, FL
Greensboro, FL	Gulf County, FL	Havana, FL
Haverhill, FL	Hawthorne, FL	Hillsboro Beach, FL
Holly Hill, FL	Hollywood, FL	Holmes Beach, FL
Interlachen, FL	Inglis, FL	Jasper, FL
Jay, FL	Jacksonville, FL	LaCrosse, FL
Lake City, FL	Lake County, FL	Lake Helen, FL
Lake Mary, FL	Lauderdale By the Sea, FL	Lauderhill, FL

Laurel Hill, FL	Lee County, FL	Leon County, FL
Liberty County, FL	Longwood, FL	Loxahatchee Groves, FL
Maitland, FL	Manatee County, FL	Marianna, FL
Marion County, FL	Melbourne Beach, FL	Melbourne Village, FL
Micanopy, FL	Midway, FL	Miramar, FL
Montverde, FL	Neptune Beach, FL	Newberry, FL
New Smyrna Beach, FL	North Lauderdale, FL	North Miami, FL
Oak Hill, FL	Ocala, FL	Ocean Breeze, FL
Orange County, FL	Orchid, FL	Ormond Beach, FL
Otter Creek, FL	Palatka, FL	Palm Beach County, FL
Palm Coast, FL	Palm Shores, FL	Pembroke Pines, FL
Perry, FL	Port Orange, FL	Port St. Joe, FL
Port St. Lucie, FL	Putnam County, FL	Quincy, FL
St. Lucie County, FL	St. Lucie Village, FL	St. George Island, FL
St. Marks, FL	Sanford, FL	Santa Rosa County, FL
Sarasota, FL	Seminole County, FL	Sopchoppy, FL
South Daytona, FL	Southwest Ranches, FL	Sweetwater, FL
Tallahassee, FL	Taylor County, FL	Trenton, FL
Wakulla County, FL	West Palm Beach, FL	West Park, FL
Wewahitchka, FL	White Springs, FL	Williston, FL
Windermere, FL	Winter Park, FL	Winter Springs, FL
Yankeetown, FL		

GEORGIA

Arcade, GA	Bloomington, GA	Bowman, GA
Carl, GA	Commerce, GA	Danielsville, GA
Gwinnett County, GA	Ila, GA	Jefferson, GA
Loganville, GA	Maysville, GA	Nicholson, GA
Peachtree Corners, GA	Pendergrass, GA	Statham, GA

LOUISIANA

Ascension Parish, LA	Catahoula Parish, LA	Clayton, LA
Concordia Parish, LA	Ferriday, LA	Gonzales, LA
Harrisonburg, LA	Jonesville, LA	Ridgecrest, LA
Sicily Island, LA	Tensas Parish, LA	Terrebonne Parish, LA

MISSISSIPPI

Adams County, MS	Brookhaven, MS	Canton, MS
Claiborne County, MS	Coffeetown, MS	Cruger, MS
Decatur, MS	DeSoto County, MS	Duck Hill, MS
Florence, MS	Forrest County, MS	Franklin County, MS
Gautier, MS	Grenada, MS	Grenada County, MS
Gulfport, MS	Hinds County, MS	Humphreys County, MS
Inverness, MS	Isola, MS	Jackson County, MS
Jefferson County, MS	Kilmichael, MS	Leake County, MS
Lincoln County, MS	Louisville, MS	Lumberton, MS
Macon, MS	Meridian, MS	Montgomery County, MS
Natchez, MS	Newton, MS	Noxapater, MS
Noxubee County, MS	Ocean Springs, MS	Olive Branch, MS
Pascagoula, MS	Philadelphia, MS	Petal, MS
Shuqualak, MS	Southaven, MS	Sumner, MS
Sunflower, MS	Tutwiler, MS	Utica, MS
Vaiden, MS	Walnut Grove, MS	Webb, MS
Wilkinson County, MS	Yazoo City, MS	

NORTH CAROLINA

Belmont, NC	Bessemer City, NC	Black Mountain, NC
Buncombe County, NC	Concord, NC	Denton, NC
Harrisburg, NC	Indian Trail, NC	Lake Park, NC

Landis, NC

Marshville, NC

Monroe, NC

Mount Pleasant, NC

Salisbury, NC

SOUTH CAROLINA

Beaufort, SC

Berkeley County – Sanageree Special Tax District, SC

Charleston County, SC

Estill, SC

Fort Mill, SC

Hardeeville, SC

Port Royal, SC

Ridgeland, SC

Summerville, SC

TENNESSEE

Arlington, TN

Atoka, TN

Galloway, TN

Germantown, TN



1. City of Memphis, TN

Residential Garbage	Philip Davis
Residential Yard Waste	Interim Director of Solid Waste
Residential Recycling	City of Memphis
Residential Bulk Waste	125 North Main Street
	Suite 640
	Memphis, TN 38013
	Phone: 901-576-6872
	Email: Philip.davis@memphistn.gov

Residential Dwelling Count: 38,526
Service Date: April-June 2018 emergency services
August 2018-present permanent contract

2. DeSoto County, MS

Residential Garbage	Ray Laughter
Residential Recycling	Environmental Services Director
Commercial Front Load	365 Losher Street
	Suite 200
	Hernando, MS 38632
	Phone: 662-469-8152
	Email: rlaughter@desotocountymms.gov

Residential Dwelling Count: 15,281
Service Dates: October 2017-present

3. City of Germantown, TN

Residential Garbage	Joe Nunes
Residential Yard Waste	Neighborhood Services Manager
Residential Recycling	1930 South Germantown Road
Residential Bulk Waste	Germantown, TN 38138
Commercial Front Load	Phone: 901-757-7229
	Email: jnunes@germantown-tn.gov

Residential Dwelling Count: 13,787
Service Dates: July 2016-present



4. Town of Arlington, TN

Residential Garbage	Brittney Owens
Residential Recycling	Town Recorder/Treasurer
Residential Yard Waste	5854 Airline Road
Commercial Rolloff	Arlington, TN 38002
Commercial Front Load	901-867-2620
	bowens@townofarlington.org

Residential Dwelling Count: 4,239
Service Dates: August 2015-present

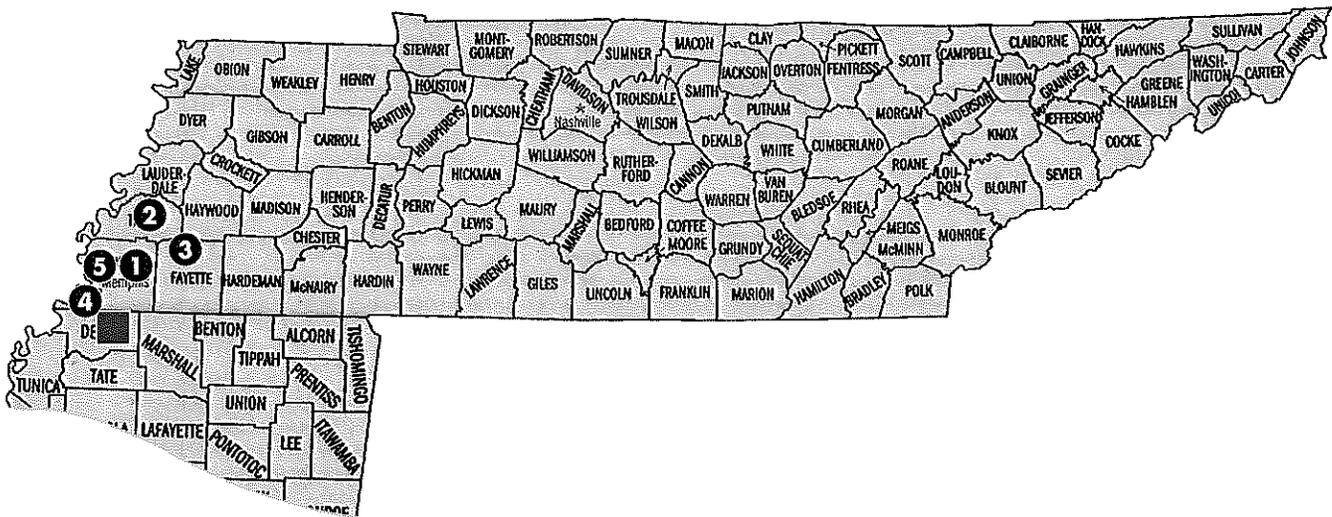
5. Town of Atoka, TN

Residential Garbage	Penny Pace
Residential Recycling	Municipal Clerk
Commercial Front Load	334 Atoka-Munford Avenue
	Atoka, TN 38004
	901-837-5300
	ppace@townofatoka.com

Residential Dwelling Count: 2,481
Service Dates: January 2018-present



OF TENNESSEE, INC.



- 1. Arlington
- 2. Atoka
- 3. Gallaway
- 4. Germantown
- 5. Memphis

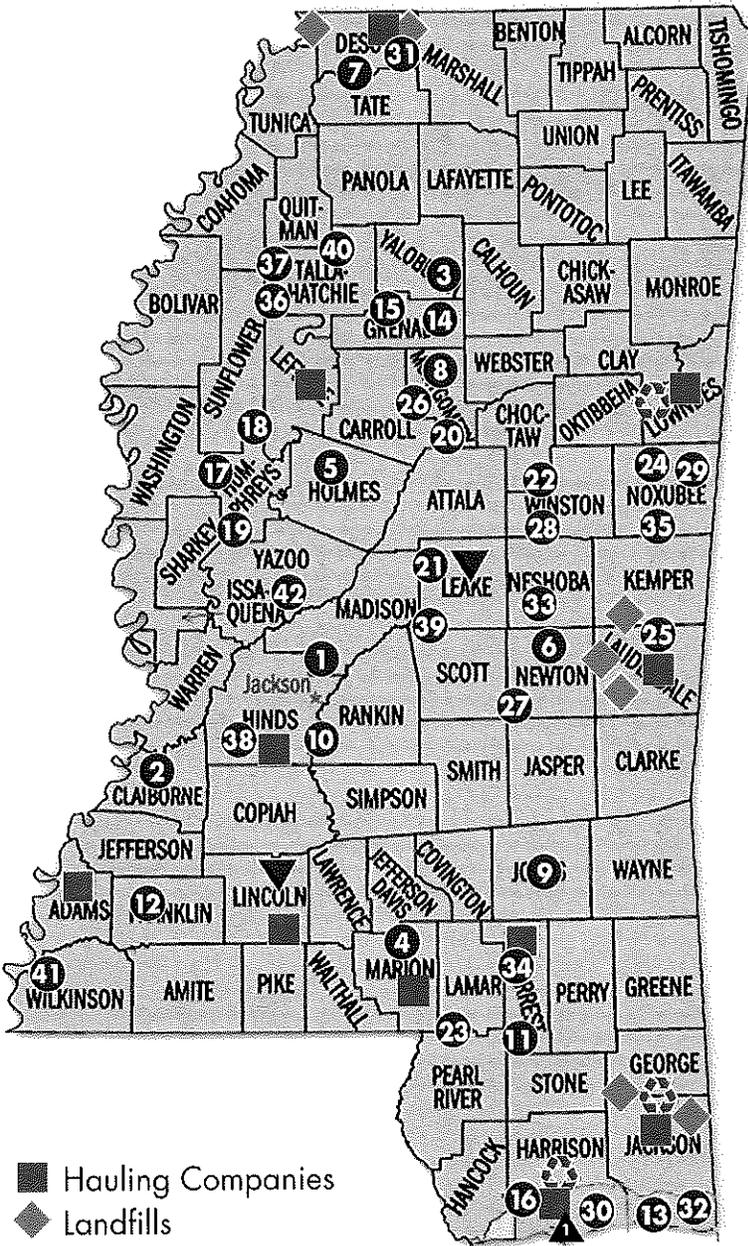
- Hauling Companies
- Municipal Contracts

WASTE PRO OF TENNESSEE, INC.
North Mississippi/Tennessee Regional Office
 2187 Stateline Road, Southaven, MS 38671
 662.469.5800 Fax: 662.342.3593



OF MISSISSIPPI INC.

1. Keesler Air Force Base
1. Canton
2. Claiborne County
3. Coffeeville
4. Columbia
5. Cruger
6. Decatur
7. DeSoto County
8. Duck Hill
9. Ellisville
10. Florence
11. Forrest County
12. Franklin County
13. Gautier
14. Grenada
15. Grenada County
16. Gulfport
17. Humphreys County
18. Inverness
19. Isola
20. Kilmichael
21. Leake County
22. Louisville
23. Lumberton
24. Macon
25. Meridian
26. Montgomery County
27. Newton
28. Noxapater
29. Noxubee County
30. Ocean Springs
31. Olive Branch (Emergency Services)
32. Pascagoula
33. Philadelphia
34. Petal
35. Shuqualak
36. Sumner
37. Tutwiler
38. Uica
39. Walnut Grove
40. Webb
41. Wilkinson County
42. Yazoo City



- Hauling Companies
- ◆ Landfills
- ▲ Military Contracts
- Municipal Contracts
- ♻️ Recycling Processing
- ▼ Transfer Stations

WASTE PRO OF MISSISSIPPI, INC.

4205 Beasley Road, Gautier, MS 39553-5024
 228.818.5393, Fax: 228.818.5392



BRIEF

UPDATE: Tennessee city to replace Inland Waste with Waste Pro one month early

By **Arlene Karidis** | April 27, 2016

UPDATE: Due to recent service issues with Inland Waste, Germantown will bring Waste Pro on as its new waste collector on June 1—one month earlier than originally scheduled. Inland will continue to service the city until May 31.

Although the company will start earlier than expected, Waste Pro has ensured the city that it will provide a high level of service from the start.

"We owe it to our customers to do everything we can to alleviate the issues with trash collection and this was a solution that was favorable for all parties, Inland, Waste Pro and the City," said City Administrator Patrick Lawton to LocalMemphis.com

Dive Brief:

- Germantown, TN has approved a \$3.9 million, five-year trash collections contract with Waste Pro of Tennessee. The contract shows a double-digit increase in price over the current service provider, Inland Waste Services, which the city is discontinuing after a series of upsets to citizens' services and associated fines and fees the city incurred to resolve them. The new rates include a 34% hike in yard trash.
- Residents who are now charged \$22.50 for trash service will only pay an estimated \$4 more each month the first year and as much as another \$2 a month thereafter, with the city

subsidizing for now, according to The Commercial Appeal.

- Each customer will receive a new 96-gallon garbage cart and 64-gallon recycling bin.

Dive Insight:

It has been said that you get what you pay for. Germantown is willing to see if this is the case after a disruptive experience with Inland Waste that resulted in an onslaught of customer complaints, as well as fines to the city and fees paid to other carriers.

"Our citizens have been dealing for some time with a great deal of frustration and angst over our waste service," Alderman Forrest Owens said to Waste Pro as reported in Commercial Appeal. "As their representative, we have taken quite a bit of heat for that. We feel the need for some peace and serenity. Can you let us know you are going to respond to complaints in a timely manner?"

Waste Pro answered affirmatively, pointing to the positive feedback from its references. The company is one of the fastest growing privately owned solid waste collection companies in the country, with a seemingly good track record.

Germantown is hoping that another plus will be the new carts, speculating that some missed pickups stemmed from the fact that many of the old carts were in bad shape.

The city is also thinking ahead to try and keep its trash system running smoothly into the future, arranging for a compostable bags option, as the Tennessee Department of Environment and Conservation will likely soon set a 40% landfill diversion rate.

Recommended Reading:

 [The Commercial Appeal](#)

G'town approves 5-year trash contract with Waste Pro 



CITY OF
GERMANTOWN
TENNESSEE

1930 South Germantown Road • Germantown, Tennessee 38138-2815
Phone (901) 757-7200 Fax (901) 757-7292 www.germantown-tn.gov

January 25, 2017

To Whom It May Concern:

The City of Germantown after an extensive proposal review selected Waste Pro of Tennessee as the solid waste collection contractor starting in June of 2016. Waste Pro provides trash, recycling and yard waste collection services.

The City has been extremely pleased with the performance under the contract. A six month review indicated that this contract start-up was the best of the three most recent contractors.

Waste Pro staff has been extremely committed to service and responsive to all service requests. All performance standards outlined in the contract are being met and exceeded.

Should anyone have specific questions related to the service, please feel free to contact me at 901-757-7229 or email jnunes@Germantown-Tn.gov.

Kind Regards,

A handwritten signature in cursive script that reads "Joe Nunes".

Joe Nunes
Neighborhood Services Manager
City of Germantown



TOWN OF ATOKA

334 Atoka-Munford Avenue
Atoka, Tennessee 38004
Phone: (901) 837-5300
www.TownofAtoka.com

April 12, 2018

To Whom It May Concern :

In 2017, the Town of Atoka awarded a five (5) year contract for solid waste services to WastePro of Tennessee after a thorough bidding and selection review process. WastePro provides Atoka residents with weekly curbside trash and recycling collection services.

After nearly four months of service, the Town can say, without hesitation, that we have been pleased with their service, communication and responsiveness both before, during and after service implementation. We transitioned between vendors on January 1 and the changeover was well-planned and managed – resulting in a virtually seamless customer experience for our residents during one of the highest-volume trash weeks of the year.

Beyond the basic solid waste services, WastePro has shown a commitment to Atoka by becoming involved in several of our community events. Their presence has not only helped explain our new services to our customers but has shown a level of investment in Atoka that moves them beyond simply a vendor – they have become a community partner.

Josh and his team at WastePro continue to meet and exceed our expectations and we look forward to working with them in the future. If I can be of any additional assistance, please do not hesitate to call on me.

Respectfully,



Brian Koral
Town Administrator

Ashlee Alberson

From: info@wasteprousa.com
Sent: Tuesday, May 01, 2018 10:03 AM
To: WP607
Subject: New submission from Southaven Office Contact

Name

Pat Miller

Email

pat.p.miller@comcast.net

Phone

(901) 753-8654

Company

Resident

2096 Rolling Valley Drive
Germantown, Tennessee 38138
United States
[Map It](#)

Select Service

Residential

Message

As we approach our two year anniversary of receiving curbside services we, and everyone I know, could not be more pleased and impressed with the work done by your service. Before Waste Pro, the topic of our community was the lack of sanitation pick up. Every week someone, myself included, had to call about a missed collection of one kind or another or the poor state that the job was done. Since Waste Pro has come on board we talk about other things in our community. If you mention Waste Pro there is nothing but glowing reports and amazement at the work the men do. Whenever there is a major yard clean up , a storm event that causes excessive debris, or the moving out/in, all items are collected in a timely manner which impresses the the pickiest of folks, my self being one. This company's service is five stars for sure. Thank you Waste Pro.

This email has been scanned by the Symantec Email Security.cloud service.
For more information please visit <http://www.symanteccloud.com>

CITY NEWS

Waste Pro Earns Praise for Service Excellence**Post Date:** 02/10/2017 9:23 AM

After taking over collection of trash, recyclables and yard debris in June, Waste Pro of Tennessee has been working hard to achieve the same motto that City employees strive for – Excellence, Every day.

As they say, data doesn't lie. Second quarter reports show that in December, out of over 111,000 service opportunities, only 108 missed collections were reported for the entire month. Of those, 99.7% were resolved within the 24-hour correction period allowed by the service contract.

Residents have been so impressed with Waste Pro, they have even taken to social media to share their positive stories.

"Wow. Kudos to WastePro! I just saw them help my neighbor (82) who was trying to hurry and finish filling a bag of leaves. One gentleman got off the truck, helped her rake, fill the bag, tie it up, and muscle it out of the can she had it in. The truck had already rolled down the street but he kept on until he got it! He smiled and waved at her as he ran down the street to catch that moving truck. What a wonderful sight!"

"A shout out to the gentleman driving the Waste Pro truck through Cameron-Brown Park this morning! He went out of his way to stop me and ask if my son would like to take a photo with the big truck- which, of course, made my son's day."

"Waste Pro workers deserve of a huge thank you today. This morning as my 3-year-old son, wife, and daughter watched me leave for work, the recycling truck pulled up. To my son, the garbage men are about on par with his Daddy. Well, they took the time to come over, ask his name, give him a high five, then picked him up and took him over to the truck, showed it to him and honked the horn. Really made my son's day."

"I have to give a shout out to Waste Pro. This morning my two small children and I were biking to Farmington Elementary as the garbage truck was on our street. A moving truck started to come up our street at the same time. Without us asking, one of the Waste Pro guys stood out in the road and signaled for the moving truck to stop so we could safely make it down the street. I greatly appreciated his help and the attention he was paying to the surroundings. Thank you!"

"Just witnessed two separate incidents of Waste Pro workers going the extra mile to make Germantown look great. One stopping to pick up a big piece of paper that flew out and the other a man carrying an armload of sticks. Thank you for your hard work on this hot day!"

Residents can help Waste Pro to be as efficient as possible by placing carts with the handle and wheels toward the house, three feet away from other carts or objects and most importantly having carts out by no later than 7 a.m.

Residents with sanitation concerns can email CustomerService@Germantown-TN.gov or call (901) 757-7200.

[Return to full list >>](#)

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○

BID ALTERNATIVE A

COLLECTION AND DISPOSAL OF RESIDENTIAL GARBAGE AND RECYCLING

GARBAGE COLLECTION FREQUENCY - ONE TIME EVERY WEEK

RECYCLING COLLECTION FREQUENCY - ONE TIME EVERY TWO WEEKS

\$ 15.00 PER HOUSEHOLD PER MONTH

RATE SCHEDULE FOR WASTE BIN SIZE AND COLLECTION FREQUENCY OF MULTI-FAMILY COMPLEXES

	Rental	1 X WK	2 X WK	3 X WK	4 X WK	5 X WK
2 yd	\$0.00	\$55.86	\$100.54	\$135.73	\$162.88	\$183.24
4 yd	\$0.00	\$100.54	\$180.98	\$244.32	\$293.18	\$329.83
6 yd	\$0.00	\$135.73	\$244.32	\$329.83	\$395.80	\$445.27
8 yd	\$0.00	\$162.88	\$293.18	\$395.80	\$474.96	\$534.32
Add'l cont.	Please see below					

Additional containers are priced as follows. We interpreted those to be extra pick up rates.

- 2 Yard - \$40.00
- 4 Yard - \$60.00
- 6 Yard - \$75.00
- 8 Yard - \$85.00

Proposed method of CPI - Annual price increase based on CUSR0000SEHG

Lock fees \$17.00 per container

BID ALTERNATIVE B (PAGE 1 of 2)

**COLLECTION AND DISPOSAL OF RESIDENTIAL GARBAGE AND RECYCLING
GARBAGE COLLECTION FREQUENCY - ONE TIME EVERY WEEK
RECYCLING COLLECTION FREQUENCY - ONE TIME EVERY TWO WEEKS
AND
COLLECTION AND DISPOSAL OF COMMERCIAL/INDUSTRIAL GARBAGE**

\$ 15.00 PER HOUSEHOLD PER MONTH

**RATE SCHEDULE FOR WASTE BIN SIZE AND COLLECTION FREQUENCY OF MULTI-FAMILY
COMPLEX**

	Rental	1 X WK	2 X WK	3 X WK	4 X WK	5 X WK
2 yd	\$0.00	\$55.86	\$100.54	\$135.73	\$162.88	\$183.24
4 yd	\$0.00	\$100.54	\$180.98	\$244.32	\$293.18	\$329.83
6 yd	\$0.00	\$135.73	\$244.32	\$329.83	\$395.80	\$445.27
8 yd	\$0.00	\$162.88	\$293.18	\$395.80	\$474.96	\$534.32
Add'l cont.	Please see below					

Additional containers are priced as follows. We interpreted those to be extra pick up rates.

- 2 Yard - \$40.00
- 4 Yard - \$60.00
- 6 Yard - \$75.00
- 8 Yard - \$85.00

Proposed method of CPI - Annual price increase based on CUSR0000SEHG

Lock fees \$17.00 per container

BID ALTERNATIVE B (PAGE 2 of 2)

**COLLECTION AND DISPOSAL OF RESIDENTIAL GARBAGE AND RECYCLING
GARBAGE COLLECTION FREQUENCY - ONE TIME EVERY WEEK
RECYCLING COLLECTION FREQUENCY - ONE TIME EVERY TWO WEEKS
AND
COLLECTION AND DISPOSAL OF COMMERCIAL/INDUSTRIAL GARBAGE**

**RATE SCHEDULE FOR WASTE BIN SIZE AND COLLECTION FREQUENCY OF
COMMERCIAL/INDUSTRIAL BUSINESSES**

Description Unit

1/2 CY	\$16.00
1 CY	\$17.50
1-1/2 CY	\$19.00

NOTE: All prices to be included in the matrix shall be totals. Where multiple bin prices are listed, they shall be for picking up all bins (and not for a single bin) at the frequency specified.

One Container

	Rental	1 X WK	2 X WK	3 X WK	4 X WK	5 X WK
2 yd	\$0.00	\$55.86	\$100.54	\$135.73	\$162.88	\$183.24
4 yd	\$0.00	\$100.54	\$180.98	\$244.32	\$293.18	\$329.83
6 yd	\$0.00	\$135.73	\$244.32	\$329.83	\$395.80	\$445.27
8 yd	\$0.00	\$162.88	\$293.18	\$395.80	\$474.96	\$534.32
Add'l cont.	Please see below					

Two Containers

	Rental	1 X WK	2 X WK	3 X WK	4 X WK	5 X WK
2 yd	\$0.00	\$106.13	\$191.03	\$257.89	\$309.47	\$348.15
4 yd	\$0.00	\$191.03	\$343.86	\$464.21	\$557.05	\$626.68
6 yd	\$0.00	\$257.89	\$464.21	\$696.31	\$752.01	\$940.02
8 yd	\$0.00	\$309.47	\$557.05	\$835.57	\$902.41	\$1,128.02
Add'l cont.	Please see below					

Three Containers

	Rental	1 X WK	2 X WK	3 X WK	4 X WK	5 X WK
2 yd	\$0.00	\$151.23	\$272.22	\$367.50	\$440.99	\$496.12
4 yd	\$0.00	\$272.22	\$489.99	\$661.49	\$793.79	\$893.01
6 yd	\$0.00	\$367.50	\$661.49	\$893.01	\$1,071.62	\$1,205.57
8 yd	\$0.00	\$440.99	\$793.79	\$1,071.62	\$1,285.94	\$1,446.68
Add'l cont.	Please see below					

Additional containers are priced as follows. We interpreted those to be extra pickup rates
 2 Yard - \$40.00
 4 Yard - \$60.00
 6 Yard - \$75.00
 8 Yard - \$85.00

Lock fees \$17.00 per container

OPTION TO EXTEND THE TERM OF THE CONTRACT

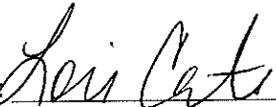
A. City shall have the unilateral option of extending the Contract that would be awarded pursuant to this Request for Proposals for an additional three (3) year extension on the same terms and conditions as are contained in the Contract at the time said option is exercised.

B. Said option shall be exercised by written notification from City not less than sixty (60) calendar days prior to the expiration of the Contract.

C. Bidders are cautioned that the exercise of the option is a City prerogative, not a contractual right on the part of Vendor. If the City exercises the option within the time frame prescribed herein, Respondent shall be contractually bound to perform the services for the option period.

Respondent Signature

Waste Pro of Tennessee, Inc.
(Legal name of person, firm or corporation)

By 
(Signature)

Lori Cate
(Please Print Name)

Municipal Marketing Director
(Title)

December 13, 2018
(Date)

NON-COLLUSIVE BIDDING CERTIFICATION

By submission of this Proposal, Respondent and each person signing on behalf of Respondent certifies, and in the case of a joint Proposal each party thereto certifies as to its own organization, under penalty of perjury, that to the best of his or her knowledge and belief:

The prices in this Proposal have been arrived at independently without collusion, consultation, communication, or agreement for the purpose of restricting competition, as to any matter relating to such prices with any other Respondent or with any competitor. Unless otherwise required by law, the prices which have been quoted in this Proposal have not been knowingly disclosed by Respondent and will not knowingly be disclosed by Respondent prior to opening, directly or indirectly, to any other Respondent or to any competitor. No attempt has been made or will be made by Respondent to induce any other person, partnership or corporation to submit or not to submit a Proposal for the purpose of restricting competition. A Proposal shall not be considered for award nor shall any award be made where the above statements have not been complied with; provided, however, that if in any case Respondent cannot make the foregoing certification, Respondent shall so state and shall furnish with the Proposal a signed statement which sets forth in detail the reasons therefore. Where any of the above statements have not been complied with, the Proposal shall not be considered for award nor shall any award be made unless the head of the purchasing unit of the political subdivision, public department, agency or official thereof to which the Proposal is made, or his designee, determines that such disclosure was not made for the purpose of restricting competition.

Dated: December 13, 2018

Respondent:

Waste Pro of Tennessee, Inc.
(Legal name of person, firm or corporation)

By: *Lori Cate*
(Signature)

Lori Cate
(Please Print Name)

Municipal Marketing Director
(Title)

On the 13th day of December in the year 2018 before me, the undersigned, personally appeared , personally known to me or proved to me on the basis of satisfactory evidence to be the individual(s) whose name(s) is (are) subscribed to the within instrument and acknowledged to me that he/she/they executed the same in his/her/their capacity(ies), and that by his/her/their signature(s) on the instrument, the individual(s), or the person upon behalf of which the individual(s) acted, executed the instrument.

(Notary Public)



Ashlee Albersen
12-13-18



General Operations Plan For Collection Service

Waste Pro is the fastest growing solid waste and recycling collection company in the Southeastern United States. Throughout the last three years Waste Pro has successfully and smoothly transitioned numerous municipal contracts from one provider to another. Memphis, Arlington, Germantown, Atoka, Munford, and DeSoto County (MS) are all examples how successful a transition can be with a proper plan in place. Waste Pro demonstrated its expertise in transitioning these services by formulating a comprehensive work plan necessary to provide superior service to our customers. Waste Pro has created the following comprehensive general operations plan for the City of Spring Hill to provide the safest, most efficient services while protecting the health and welfare of its residents and environment. Upon award of the contract, Waste Pro will provide the City of Spring Hill a detailed schedule for the transition of services, communication plan, and all required contract documents including performance bond and material and labor bond.

Transition Plan

Waste Pro understands the importance of transitioning services in a seamless and orderly fashion. In order to accomplish this with minimal impact to the residents of Spring Hill, Waste Pro is proposing to provide similar, but newer and more efficient service schedules to better serve the residents. Upon award of the contract Waste Pro will initially work with the City regarding an accurate customer listing. The customer list will be key to developing routes, completing the container roll out in the weeks to follow, and providing accurate service.

Waste Pro is proposing to utilize Toter or Rehrig Pacific to supply the recycle containers for Spring Hill residents. Upon award of the contract, Waste Pro, the chosen cart vendor, and City of Spring Hill staff will meet to discuss the details pertaining to the assembly and distribution of containers throughout the City. Conference calls will be scheduled, and site visits may be required to ensure accuracy in the fine details needed to successfully complete the project. Weekly conference calls and/or meetings will also be scheduled between Spring Hill officials and Waste Pro staff to update progress regarding all phases of the transition.

The key to any successful transition is communication. As long as all parties are on the same page during the process, the transition from one provider to another should be seamless. Waste Pro will rely heavily on the City of Spring Hill and the existing provider in regard to existing containers being removed from homes. Together the vendors will partner to establish a schedule for removal that best services the City of Spring Hill. The following communication plan details the proposed plan for communicating with residents throughout the transition process.



Communication Plan

Waste Pro will conduct an aggressive educational campaign to both introduce Waste Pro to residents, notify them of service enhancements, and confirm collection schedules. Following the guidelines set in the RFP up to the contract start and beyond, Waste Pro will work with the City to develop informational flyers to be mailed and/or door hangers to be hand delivered to each residential unit. At least ten calendar days before the commencement date, Waste Pro will design, print, and deliver a notice to all customers regarding collection service and schedule. This mailer will include service day for collection, applicable set out requirements for each type of waste being collected, a general introduction to Waste Pro, and information regarding removal of existing containers. Waste Pro fully understands the gravity of the RFP and contract and is ready and able to not only perform all duties desired by The City, but raise the bar with our expert level of customer service and overall service standards.

Collection Plan

Residential Collection Service

Semi-Automated Curbside Garbage

All residential single-family homes and high-density units will be serviced one (1) time per week. Waste Pro proposes similar but newer and more efficient service schedules for the residents of Spring Hill. Waste Pro will work with the City on all suggested route changes. All residential solid waste placed at the curb will be collected in resident provided containers.

The collection vehicles for this service will be four (4) brand new high compaction semi-automated Mack trucks (2017 or newer Mack chassis and a Heil compaction body) or equivalent. Each semi-automated truck will collect an average of 690 homes per route per day. There will be four garbage routes run daily in the City of Spring Hill and twenty total routes throughout the week.

Service will be provided between the hours specified by the City in the RFP and will be completed with minimal amount of noise and disturbance. All carts will be thoroughly emptied and returned to their original location prior to service. If any solid waste placed at the curb does not conform to collection standards, the resident will be notified via a Non-Collection Notice. This notice will identify the reason for non-collection and will provide a contact phone number for the resident to obtain additional collection information.

All solid waste collection vehicles will have one properly licensed driver and a helper. All collection personnel will be full time employees and will be in company uniform at all times. In addition, all collection personnel will receive comprehensive safety and operational training prior to working on vehicles.



Automated Curbside Recycle Collection

All residential single-family homes and high-density units recycling materials will be serviced one (1) time per week. Waste Pro will collect all recyclables placed at the curb in the new Waste Pro provided and delivered 96-gallon recycling carts.

The collection vehicles for this service will be one (2) brand new high compaction automated Mack truck (2017 or newer Mack chassis and a Heil compaction body) or equivalent. Each automated truck will collect an average of 1,300 homes per route per day. There will be two recycling routes run daily in the City and 10 routes throughout the week provided to the residents of Spring Hill.

WEEKLY

Service will be provided between the hours specified by the City of Spring Hill in the RFP and will be completed with minimal amount of noise and disturbance. All carts will be thoroughly emptied and returned to their original location prior to service. If any recycling carts placed at the curb do not conform to collection standards, the resident will be notified via a Non-Collection Notice. This notice will identify the reason for non-collection and will provide a contact phone number for the resident to obtain additional collection information.

All recycle collection vehicles will have one properly licensed driver. All collection personnel will be full time employees and will be in company uniform at all times. In addition, all collection personnel will receive comprehensive safety and operational training prior to working on vehicles.

Back Door Customers

Waste Pro is fully prepared to provide back door collection service to any residential customer that qualifies. Back door service is available per the specifications in the RFP. The collection method, equipment, and personnel will be the same as detailed above per the specific type of waste.

Municipal Facilities

Waste Pro will be providing collection to Spring Hill municipal facilities detailed in the RFP. The type and size of container and frequency for collection have been specified by the City. Waste Pro will be utilizing Wastequip (or an equivalent) to provide all dumpsters for municipal facilities included in this contract. Upon award more specifics on the chosen company can be provided to the City. Any facilities utilizing garbage and recycling carts shall be collected by the same equipment utilized for residential collection. The collection vehicles for dumpsters shall be one (1) 2017 or newer Autocar front load collection vehicle or equivalent.

Commercial/Industrial Collection

Waste Pro will be utilizing the same equipment for commercial/industrial collection as for the above mentioned municipal facilities collection. The equipment shall be brand new at the commencement of the contract in Spring Hill. Size of container and frequency of collection shall be determined by the individual customers. Pricing has been included for all options.



Personnel

Waste Pro will be utilizing approximately 17 employees to provide collection services throughout the term of the contract for the City of Spring Hill. The local management team and maintenance team shall be provided to the City upon award. The staff shall consist of a Division Manager, Office Manager, Customer Service Representative, Route Supervisor, Lead Mechanic, and Shop Technician. We will also employ seven (7) drivers and four (4) helpers for the collection of all solid waste and recycling throughout the City.



Safety Plan

At Waste Pro we place an extreme amount of focus on the safety of our employees. So much so that each driver with a 3-year clean record is awarded a \$10,000 safety bonus. Helpers may also qualify for a 3-year safety bonus of \$5,000. As a company we have awarded numerous safety awards with an employee in Florida recently earning his 5th check! Upon award Waste Pro is prepared to share all corporate safety policies and procedures with the City of Spring Hill. As a company we invest in our people and our equipment. We invest in our equipment to keep our employees safe and in turn we invest in our people to take care of our equipment and the communities which we serve.

Hauling Facility

Upon award, Waste Pro of Tennessee will be investing in the Middle Tennessee area. We will be hiring employees and becoming a part of the community as we rent/or purchase a facility to utilize for the collection of this contract. The City will have full and free access to the facility for inspection at any time.



Key Resumes - Project Management

Regional Vice President

Roland Joyner is the Regional Vice President for the Southern Region. He oversees seven hauling locations and four landfills in Tennessee, Mississippi, and Arkansas. Roland will be the point of contact regarding any and all issues that cannot be resolved by the local management team. Roland has been a part of the Waste Pro team since 2011 and has more than 17 years of experience in the solid waste industry.

Roland Joyner – Regional Vice President
Cell Phone: 901-230-5739
Email: rjoyner@wasteprousa.com
Address: 2187 Stateline Road West, Southaven, MS 38671

Municipal Marketing Director

Lori Cate is the Municipal Marketing Director for the Southern Region of Waste Pro. She will be the main contact in regard to this proposal to the City of Spring Hill. She has been with Waste Pro since 2016. Prior to Waste Pro she was employed by Toter and brings a wealth of knowledge regarding cart rollouts and transitions. She will be available to the City throughout the entire phase of the transition and contract should we be awarded.

Lori Cate – Municipal Marketing Director
Cell Phone: 662-420-3508
Email: lcate@wasteprousa.com
Address: 2187 Stateline Road West, Southaven, MS 38671

Roland Joyner

11859 Brown Street, Arlington, TN 38022 | 901-230-5739 | rjoyner@wasteprousa.com

Regional Vice President

- As Regional Vice President of the Southern Region, Roland manages a regional staff of 10 employees and 7 division managers. He is active in the daily operations of 7 hauling divisions, 5 landfills, and 1 transfer station across Mississippi, Tennessee, and Arkansas. He is fully responsible for the success of all acquisitions, financial reporting, environmental, community, safety, human resources, and maintenance concerns associated with Waste Pro of Tennessee, Waste Pro of Arkansas, and Waste Pro of Mississippi. With 15 years in the solid waste industry, Roland has a solid understanding of what is required by the City of Spring Hill and has compiled a Waste Pro team to surpass all expectations.

Experience

REGIONAL VICE PRESIDENT | WASTE PRO | 2014-PRESENT

- Southaven, MS

DIVISION MANAGER | WASTE PRO | 2011-2014

- Asheville, NC

DIVISION MANAGER | WASTE CONNECTIONS | 2009-2011

- Memphis, TN

DIVISION MANAGER | WASTE MANAGEMENT | 2006-2008

- Granite Quarry, NC

OPERATIONS MANAGER | WASTE MANAGEMENT | 2005-2006

- Granite Quarry, NC

SITE MANAGER | WASTE MANAGEMENT | 2004-2005

- Granite Quarry, NC

Lori Cate

592 Elkstone Place West, Apt 201, Collierville, TN 38017 | 662-420-3508 | lcate@wasteprousa.com

Municipal Marketing Director

- Lori Cate is the Municipal Marketing Director for the Southern Region of Waste Pro. She will be the main contact in regard to this proposal to the City of Spring Hill. Lori will be responsible for communications internally with Waste Pro management staff regarding this contract throughout negotiations. Upon award of the contract, Lori will handle all necessary documentation required by the City to complete the contract process. Lori will partner with the local management team and the City to ensure a seamless transition from one contractor to another.

Experience

MUNICIPAL MARKETING DIRECTOR | WASTE PRO | AUGUST 2016-PRESENT

- Southern Region of Waste Pro
 - Tennessee, Mississippi (North, Middle), and Arkansas

REGIONAL SALES MANAGER | WASTEQUIP – TOTER DIVISION | MAY 2013-AUGUST 2016

- Tennessee, Kentucky, Mississippi, Alabama, Arkansas, Oklahoma

Education

MASTERS | DECEMBER 2004 | UNIVERSITY OF TENNESSEE

- Major: Sport Management

BACHELORS | MAY 2003 | UNIVERSITY OF MISSISSIPPI SCHOOL

- Major: Leisure Management

HIGH SCHOOL DIPLOMA | 1999 | MARYVILLE HIGH SCHOOL



Quality Control

Waste Pro believes that we are the "Distinguishable Difference" in the Waste Industry. We have achieved this standard by offering quality service that cannot be matched by any other company.

Our quality control is our employees who are very conscientious about their jobs and always strive to achieve the highest standards. Each employee is rewarded for this high standard with weekly bonuses and Franklin Awards. Weekly bonuses are based on such factors as performance, attendance, safety, neatness, and cleanliness. Franklin Awards are given to any/all employees for outstanding performance. If a resident or customer sends a letter detailing an employee's outstanding performance, the employee is given a Franklin Award of \$100. In addition, drivers who achieve a 3-year perfect record are awarded a \$10,000 safety bonus. Helpers who achieve the same record are awarded a \$5,000 safety bonus. Companywide Waste Pro has given over 150 drivers this award.

Waste Pro is convinced that delivering excellent customer service is our biggest asset. We welcome our customers to call or email us at any time for any concerns they may have. Our supervisors and management team are always ready to assist our in-house customer service department. During regular business hours we always have "real people" to answer the telephones - we do not use automated or contracted services. After hours and on weekends and holidays we always have our voice mail system activated with an emergency contact name and number for residential customers. All calls left on our voice mail system are answered and recorded no later than 9:00 a.m. the following business day. When we receive a call, no matter the nature, our customer service representatives will handle the call from start to finish. If the matter needs additional or special attention, any of our management staff is happy to assist. We want to leave the customer feeling that their problem has been solved and that it will not occur again.

Waste Pro believes the best way to avoid complaints is to educate our employees and to provide them with the best tools and equipment to do their job safely with a professional and courteous attitude. At Waste Pro our owner is proud to invest in his trucks and his people. These two keys are the success behind our quality control.

3RD EYE CAM

Advanced...

DRIVER AWARENESS

3rd Eye Cam prevents the risky behaviors that can lead to accidents, personal injury, and property damage which can endanger a driver's livelihood.

FEATURES ^{ONE}

3rd Eye Cam is the tool you need to modify your drivers' behavior, reduce accident costs and increase revenue.

- Up to 8 cameras recording
- 32GB MicroSD card (nonstop recording)
- Live video streaming (iPad/iPhone/PC)
- AVL / Geo-fencing
- Advanced video analytics
- Real-time alerts
- Remote software updates
- Customized reporting

BENEFITS ^{TWO}

3rd Eye Cam will capture a driver's unsafe actions, allowing management to coach the driver to be safer and more efficient.

- Improved event display w/8 cameras
- Events can be used for training purposes
- Exonerate drivers when not at fault
- Site summaries by categories
- Driver observations by category / date
- Identify risky behaviors, vehicles, routes
- Lower accident costs - to the bottom line
- Video review center located in Dallas, TX

ANALYTICS ^{THREE}

3rd Eye Cam's video analytic software will give you unmatched awareness of what is happening with your vehicles and your drivers at all times. Built directly into the system, companies will benefit from data being recorded and verified such as:

- Speed limit sign detection
- Traffic sign detection (Stop sign/light)
- Vehicle proximity detection (tailgating)
- Distractions (smoking, cell phone use)
- Vehicle and driving lane recognition

REVOLUTIONARY

3rd Eye Cam is the next generation in driver monitoring and fleet management. 3rd Eye Cam ensures that you will never miss an accident!



CONTACT US TO FIND INNOVATIVE SOLUTIONS TO TODAY'S CHALLENGES

Address: 9940 W. Sam Houston Pkwy. S.
Suite 330 | Houston, TX 77099

Office: 1-866-804-2984 // Fax: 713-690-6800
Email: info@awti.com // Web: www.awti.com

3rd Eye Cam is Proudly Manufactured by AWTI





CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY)
12/13/2018

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.
1580 Sawgrass Corporate Pkwy, Suite 300
Sunrise, FL 33323

CONTACT NAME:
PHONE (A/C, No, Ext): **FAX (A/C, No):**
E-MAIL ADDRESS:

CN105058554-AII*-GAWU-18-19

INSURED
Waste Pro USA, inc. and its subsidiaries
2101 W State Road 434
Longwood, FL 32779

INSURER(S) AFFORDING COVERAGE	NAIC #
INSURER A : Greenwich Insurance Company	22322
INSURER B : XL Insurance America, Inc.	24554
INSURER C : N/A	N/A
INSURER D : XL Specialty Insurance Company	37885
INSURER E :	
INSURER F :	

COVERAGES **CERTIFICATE NUMBER:** ATL-004886695-01 **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	<input checked="" type="checkbox"/> COMMERCIAL GENERAL LIABILITY <input type="checkbox"/> CLAIMS-MADE <input checked="" type="checkbox"/> OCCUR GEN'L AGGREGATE LIMIT APPLIES PER: <input checked="" type="checkbox"/> POLICY <input type="checkbox"/> PROJECT <input type="checkbox"/> LOC OTHER:			GEC300138201	11/22/2018	11/22/2019	EACH OCCURRENCE	\$ 1,000,000
							DAMAGE TO RENTED PREMISES (Ea occurrence)	\$ 500,000
							MED EXP (Any one person)	\$ 5,000
							PERSONAL & ADV INJURY	\$ 1,000,000
							GENERAL AGGREGATE	\$ 2,000,000
							PRODUCTS - COMP/OP AGG	\$ 2,000,000
								\$
A	<input checked="" type="checkbox"/> AUTOMOBILE LIABILITY ANY AUTO <input type="checkbox"/> OWNED AUTOS ONLY <input type="checkbox"/> SCHEDULED AUTOS <input checked="" type="checkbox"/> HIRED AUTOS ONLY <input checked="" type="checkbox"/> NON-OWNED AUTOS ONLY			RAE943788401 SIR: \$1,000,000	11/22/2018	11/22/2019	COMBINED SINGLE LIMIT (Ea accident)	\$ 2,000,000
							BODILY INJURY (Per person)	\$
							BODILY INJURY (Per accident)	\$
							PROPERTY DAMAGE (Per accident)	\$
								\$
	<input type="checkbox"/> UMBRELLA LIAB <input type="checkbox"/> OCCUR <input type="checkbox"/> EXCESS LIAB <input type="checkbox"/> CLAIMS-MADE DED RETENTION \$						EACH OCCURRENCE	\$
							AGGREGATE	\$
								\$
B	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	RWD300138001 (AOS)	11/22/2018	11/22/2019	<input checked="" type="checkbox"/> PER STATUTE <input type="checkbox"/> OTHER E.L. EACH ACCIDENT	\$ 1,000,000
							E.L. DISEASE - EA EMPLOYEE	\$ 1,000,000
							E.L. DISEASE - POLICY LIMIT	\$ 1,000,000
D	Workers Compensation			RWE943549701 (FL)	11/22/2018	11/22/2019	Employers Liability:	1,000,000
							SIR:	500,000

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)
City of Spring Hill is/are included as additional insured where required by written contract with respect to general liability and auto liability.

CERTIFICATE HOLDER**CANCELLATION**

City of Spring Hill
Attn: City Recorder
199 Town Center Parkway
Hill, TN 37174

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.

Juan Hernandez

Juan Hernandez

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ENDORSEMENT #

This endorsement, effective 12:01 a.m., November 22, 2018 forms a part of
Policy No. RAE943788401 issued to WASTE PRO USA, INC.
by Greenwich Insurance Company

THIS ENDORSEMENT CHANGES THE POLICY. PLEASE READ IT CAREFULLY.

CANCELLATION NOTIFICATION TO OTHERS ENDORSEMENT

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

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

All other terms and conditions of the Policy remain unchanged.

This endorsement, effective 12:01 a.m., November 22, 2018 forms a part of
 Policy No. GEC3001382-01 issued to Waste Pro USA, Inc.
 by Greenwich Insurance Company.

THIS ENDORSEMENT CHANGES THE POLICY. PLEASE READ IT CAREFULLY.

CANCELLATION NOTIFICATION TO OTHERS ENDORSEMENT

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

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

All other terms and conditions of the Policy remain unchanged.



Tre Hargett
Secretary of State

Division of Business Services
Department of State
State of Tennessee
312 Rosa L. Parks AVE, 6th FL
Nashville, TN 37243-1102

August 30, 2018

WASTE PRO
MALENIE
3RD FL
2101 W SR 434
LONGWOOD, FL 32779

Request Type: Certificate of Existence/Authorization
Request #: 0287974

Issuance Date: 08/30/2018
Copies Requested: 1

Document Receipt

Receipt #: 004267764

Filing Fee: \$20.00

Payment-Credit Card - State Payment Center - CC #: 3738730906

\$20.00

Regarding: Waste Pro of Tennessee, Inc.

Filing Type: For-profit Corporation - Domestic

Control #: 689773

Formation/Qualification Date: 06/28/2012

Date Formed: 06/28/2012

Status: Active

Formation Locale: TENNESSEE

Duration Term: Perpetual

Inactive Date:

Business County:

CERTIFICATE OF EXISTENCE

I, Tre Hargett, Secretary of State of the State of Tennessee, do hereby certify that effective as of the issuance date noted above

Waste Pro of Tennessee, Inc.

- * is a Corporation duly incorporated under the law of this State with a date of incorporation and duration as given above;
- * has paid all fees, interest, taxes and penalties owed to this State (as reflected in the records of the Secretary of State and the Department of Revenue) which affect the existence/authorization of the business;
- * has filed the most recent annual report required with this office;
- * has appointed a registered agent and registered office in this State;
- * has not filed Articles of Dissolution or Articles of Termination. A decree of judicial dissolution has not been filed.

Tre Hargett
Secretary of State

Processed By: Cert Web User

Verification #: 029341934

Request for Taxpayer Identification Number and Certification

Give Form to the requester. Do not send to the IRS.

Go to www.irs.gov/FormW9 for instructions and the latest information.

1 Name (as shown on your income tax return). Name is required on this line; do not leave this line blank.

Waste Pro of Tennessee, 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) _____

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.

2101 W SR 434, 3rd Floor

6 City, state, and ZIP code

Longwood, FL 32779

Requester's name and address (optional)

7 List account number(s) here (optional)

See Specific Instructions on page 3.

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

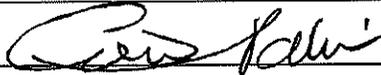
Employer identification number									
4	6	-	0	6	4	4	2	4	2

Part II Certification

Under penalties of perjury, I certify that:

- 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
- 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
- I am a U.S. citizen or other U.S. person (defined below); and
- 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 ▶  Date ▶ **4/26/2018**

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 payer 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.



WASTE PRO USA, INC. AND SUBSIDIARIES

CONSOLIDATED FINANCIAL STATEMENTS
AND SUPPLEMENTAL SCHEDULES

WITH INDEPENDENT AUDITOR'S REPORT

December 31, 2017 and 2016

*151 completed
2/23/2018
good notes*