



EXCLUSIVE COLLECTION AND HANDLING OF DISCARDED MATERIALS MANAGEMENT FOR
SINGLE-FAMILY, MULTI-FAMILY, AND COMMERCIAL GENERATORS IN THE
COUNTY OF ORANGE - UNINCORPORATED AREAS

Bid #2101-001
Summary & Final Report
Released February 1, 2021
Closed March 12, 2021

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OVERVIEW

The County of Orange (County) requested proposals from qualified solid waste companies to provide discarded materials management services which includes discarded material collection, transportation, recycling, processing, and disposal services for the County of Orange Unincorporated Areas. The successful bidders will be granted Exclusive Franchise Agreements for the County Unincorporated Areas. The Collection and Handling of Discarded Materials Management for Single-Family, Multi-Family, and Commercial Generators in the County of Orange – Unincorporated Area (Excepting those served by a Sanitary District) are managed through Exclusive Franchise Agreements administered and overseen by OC Waste & Recycling (OCWR).

RFP SUMMARY

EXCLUSIVE COLLECTION & HANDLING OF DISCARDED MATERIALS FOR THE ORANGE UNINCORPORATED AREAS

Released	February 1, 2021 via BidSync/PeriScope: Bid #2101-001
Closed	March 12, 2021 @ 5:00pm
Proposals Received	Six (6) proposals received
Contract Award	Board of Supervisor Meeting May 25, 2021
Start of Service	July 1, 2021

RFP GOALS

To safely provide the highest quality services at a competitive rate while ensuring the County and its residents and businesses are in compliance with various state laws and regulations.

BACKGROUND AND HISTORY

The original Exclusive Franchise Agreements were approved by the Board of Supervisors (Board) on December 15, 1998, for a ten-year term. On December 19, 2006, the Board extended the Franchise Agreements for three-years, effective July 1, 2007, through June 30, 2010, with the exception of Franchise Area 5. The Board divided this Area into two parts, CA-1 and CA-2. CA-2 (El Modena) was assigned to Waste Disposal and approved by the Board on February 27, 2007. OCWR issued a Request for Proposal (RFP) for CA-1 (Orange Park Acres and the Canyons) and Waste Management was awarded the Exclusive Franchise Agreement, effective June 26, 2007, through June 30, 2010. On December 9, 2009, the Board approved a ten-year extension for the Exclusive Franchise Agreements, effective July 1, 2010, through June 30, 2020. On June 23, 2020 the Board approved a one-year extension to the agreements, effective July 1, 2020 through June 30, 2021.

Over the past several years the State of California has enacted numerous pieces of legislation targeting the waste and recycling industry. Several of these laws have required additional services, reporting, tracking, education, and enforcement. In order to comply with these laws, it is vital for the County to update the Franchise Agreements. The new agreements have been updated to ensure the County maintains compliance with all new and future legislative mandates. These mandates include extensive organic recycling programs and edible food recovery programs. These mandates are costly to implement and have not been funded by the State. This results in many residents and businesses across the state seeing large increases in their trash collection rates. By conducting a competitive bid for these

services Orange County residents and businesses can be assured that they are receiving a competitive price for the expanded and state mandated services they are receiving.

The Orange County Code of Ordinances (OCCO) Title 4, Division 3, Article 2. – Solid Waste Management regulates the issuance of the Exclusive Franchise Agreements in Orange County. Section 4-3-56. – Solid waste franchise areas states that the Unincorporated Areas of the County shall be split into Franchise Areas and those Franchise Areas shall be serviced on an exclusive basis.

A Request for Proposals (RFP) was released on BidSync on February 1, 2021. The RFP requested bids for the Exclusive Franchise Agreements. The Exclusive Franchise Agreements grant companies exclusive rights to provide “The Collection and Handling of Discarded Materials Management for Single-Family, Multi-Family, and Commercial Generators in the County of Orange – Unincorporated Area” (Excepting those served by a Sanitary District). The RFP closed on March 12, 2021 and six (6) companies placed bids. All six bids were responsive. A panel of five industry experts reviewed and scored the proposals.

LEGISLATIVE IMPACT

Over the past several years California has passed numerous pieces of legislation aimed at reducing the amount of material disposed of across the state. While these laws have good intentions, they have not been adequately funded by the state and thus require the rate payers to absorb the increased costs incurred by these mandates.

SB 1383

In September 2016, Senate Bill (SB) 1383 (Lara, Chapter 395, Statutes of 2016) was signed into law, establishing methane emissions reduction targets in a statewide effort to reduce emissions of short-lived climate pollutants (SLCP) in various sectors of California’s economy. SB 1383 establishes targets to achieve a 50 percent reduction in the level of statewide disposal of organic waste from the 2014 level by 2020 and a 75 percent reduction by 2025. It also establishes an additional target that not less than 20 percent of currently disposed edible food is recovered for human consumption by 2025. Jurisdiction’s across the state must implement several new programs, increase education and outreach, enact enforcement mechanisms, and make several changes to the way discarded materials are handled in order to comply with the Regulations of SB 1383. If a jurisdiction fails to comply with these provision CalRecycle will begin enforcement action and penalties beginning in 2022.

AB 1594

In September 2014, Assembly Bill (AB) 1594 (Williams, Chapter 719, Statutes of 2014) mandated that as of January 1, 2020, the use of green material as alternative daily cover (ADC) will no longer constitute diversion through recycling and will instead be considered disposal in terms of measuring a jurisdiction’s annual 50 percent per capita disposal rate. Prior to January 1, 2020, Orange County landfills accepted Processed Green Material (PGM) from haulers across the County, including the Exclusive Franchise Haulers for the Unincorporated Areas, for no charge. Since January 1, 2020 the Orange County landfills have no longer accepted this material and that material must now be composted or sent to an Anaerobic Digester. While OCWR is developing composting facilities at the three landfills in Orange County, there is a significant cost to the construction and operation of these facilities.

SERVICE AREAS

The County has nine (9) Franchise Areas (Areas) which are currently serviced by four companies. Two of the Franchise Areas are split into two – Area 5 and Area 7. This results in eleven (11) different Areas for which proposals were sought.

FRANCHISE AREA:	DESCRIPTION OF SERVICE AREA:
FA 1	Rossmoor
FA 2	Placentia Island (Hamer Island), Yorba Linda Islands (Country Club and Fairlynn), Buena Park Island (Andora/Fairhope)
FA 3	Orange Islands (Lincoln/Glassell and Olive Heights)
FA 4	Fountain Valley Island (North Island)
FA 5 CA-1	Orange Park Acres, The Canyons (Modjeska and Silverado)
FA 5 CA-2	El Modena Islands
FA 6	North Tustin (Cowan Heights and Lemon Heights) and James A. Musick Facility
FA 7A	John Wayne Airport (JWA)
FA 7B	Emerald Bay and Laguna Coast Wilderness Park
FA 8	Coto De Caza, Ladera Ranch, Trabuco Canyon, and Las Flores
FA 9	Rancho Mission Viejo (Including Sendero), San Juan Capistrano Unincorporated Area

PROPOSALS RECEIVED

The RFP is for all residential and commercial services in all unincorporated areas of Orange County, excluding areas in a Sanitary/Sanitation District which provides discarded material management. Proposals were received from six (6) companies who met the minimum qualifications and submitted all required documentation. Proposers were allowed to bid on any combination of Franchise Areas. Each Franchise Area was evaluated individually. Each incumbent hauler bid on their current service area(s).

The following is an alphabetical list of the proposers, and a table of which franchise areas each proposer bid on. A full description of all participating proposers follows in the next section.

AR:	American Reclamation	UWS:	Universal Waste System
CRR:	CR&R, Incorporated	WARE:	Ware Disposal
RS:	Republic Services	WM:	Waste Management

SUMMARY OF PROPOSALS

Bids from incumbent haulers are noted with a bolded checkmark .

Bids submitted = ✓. No bid submitted = ✗.

PROPOSALS: BIDS RECEIVED		AR	CR&R	RS	UWS	WARE	WM
<i>TOTAL BIDS</i>		11 BIDS	11 BIDS	6 BIDS	3 BIDS	11 BIDS	4 BIDS
FA 1	5 BIDS	✓	<input checked="" type="checkbox"/>	✓	✓	✓	✗
FA 2	4 BIDS	✓	✓	<input checked="" type="checkbox"/>	✗	✓	✗
FA 3	4 BIDS	✓	<input checked="" type="checkbox"/>	✓	✗	✓	✗
FA 4	4 BIDS	✓	✓	<input checked="" type="checkbox"/>	✗	✓	✗
FA 5 CA-1	4 BIDS	✓	✓	✗	✗	✓	<input checked="" type="checkbox"/>
FA 5 CA-2	4 BIDS	✓	✓	✓	✗	<input checked="" type="checkbox"/>	✗
FA 6	5 BIDS	✓	✓	✗	✓	✓	<input checked="" type="checkbox"/>
FA 7A	5 BIDS	✓	✓	<input checked="" type="checkbox"/>	✓	✓	✗
FA 7B	4 BIDS	✓	✓	✗	✗	✓	<input checked="" type="checkbox"/>
FA 8	4 BIDS	✓	✓	✗	✗	✓	<input checked="" type="checkbox"/>
FA 9	3 BIDS	✓	<input checked="" type="checkbox"/>	✗	✗	✓	✗

PARTICIPATING PROPOSERS

AMERICAN RECLAMATION (AR)

American Reclamation bid on all eleven (11) Franchise Areas. They do not currently provide services to any of the Franchise Service Areas. American Reclamation has been providing solid waste management through the collection and processing of refuse, recycling and organics from municipalities, high-clearance airports, government entities, school districts, and colleges in the Southern California Region for over 30 years and three generations of the Gasparian family. American Reclamation has a Corporate Guarantor: Urbaser S.A., based in Madrid, Spain with local headquarters in Walnut Creek, California. American Reclamation has local headquarters in Los Angeles, California.

CR&R INCORPORATED (CR&R)

CR&R bid on all eleven (11) Franchise Service Areas, three (3) of which they are the incumbent provider. CR&R is a local, family-owned corporation and has been a provider of solid waste management services for over 56 years. CR&R provides solid waste collection and material recovery services in the Southern California counties of Orange, Los Angeles, Riverside, Imperial, San Bernardino, and Imperial. CR&R is the only producer of RNG in California and has the only commercial interconnect to the So Cal Gas pipeline. CR&R registered as a California corporation in October 1963, and the Ronnenberg Family owns 100% of the stock of the company. CR&R Incorporated has a local headquarters in Stanton, California.

REPUBLIC SERVICES (RS)

Republic Services (Republic) bid on six (6) Franchise Service Areas, three (3) of which they are the incumbent provider. The company dates to the early 1990s when Republic was formed to consolidate several waste companies. Republic Waste Services of Southern California, LLC and Rainbow Disposal Co., Incorporated dba Republic Services is the proposer responding to this RFP. For over 70 years, Republic Services has partnered with municipalities, residents, and businesses in Southern California to provide solid waste, recycling, organics, and bulky item collection and processing services. As the exclusive waste services provider of 26 franchise agreements across Orange and Los Angeles Counties, Republic is one of the Southern California's largest service providers. Republic employs over 800 employees within the local area. Republic Services has corporate headquarters in Phoenix, Arizona. Republic Services has a local headquarters in Anaheim, California.

UNIVERSAL WASTE SYSTEM, INCORPORATED (UWS)

Universal Waste System (UWS) bid on three (3) Franchise Service Areas. They do not currently provide services to any of the Franchise Areas. President, founder, and majority owner Mark Blackburn and family have been in the waste industry for over 46 years. UWS is contracted to provide solid waste, recycling, and green waste service to residential, commercial and industrial customers in Southern California, Arizona, and New Mexico. UWS has been servicing Los Angeles County since 1986. UWS is one of the largest locally family owned and operated waste management company in Los Angeles County. Universal Waste System has local headquarters in Santa Fe Springs, California, with an Orange County Division based in Costa Mesa, California.

WARE DISPOSAL, INCORPORATED (WARE)

Ware Disposal (Ware) is bidding on all (eleven) 11 Franchise Service Areas, one (1) of which they are the incumbent provider. Ware Disposal is a family-owned and operated, local refuse and recycling company established in 1968. Ware is proudly a certified woman-owned business enterprise. Ware currently operate in dozens of communities within five (5) counties in Southern California. Ware provides comprehensive solid waste and recycling services, including but not limited to: recycling, processing, marketing, construction and demolition debris, food waste, organics, and recyclables. Ware Disposal has converted nearly all their fleet of 75 vehicles to clean fuel natural gas. Ware Disposal has local headquarters in Santa Ana, California.

WASTE MANAGEMENT OF ORANGE COUNTY (WM)

Waste Management (WM) is bidding on four (4) Franchise Service Areas, all four (4) of which they are the incumbent provider. Waste Management Collection and Recycling, Inc. dba Waste Management of Orange County was incorporated in September 1969 and has been doing business under this name for over 51 years. Waste Management and its affiliates have provided residential and customer services for businesses and multifamily establishments to over 100 jurisdictions in Southern California over the last 40+ years. Waste Management of Orange County is the proposer responding to this RFP. Waste Management of Orange County serves residential customers and commercial customers in nine cities and several unincorporated regions of Orange County. WM also operates two transfer stations located in Orange and Irvine. Waste Management has corporate headquarters in Houston, Texas with local headquarters in Santa Ana, California.

RATES, COSTS AND REVENUES

The summary of rates and costs below includes the current rate for FY 20/21 as well as what the rates would be for FY 21/22 using the terms of the current agreements, and each bidder's proposed rates. Not all proposed rates are included below. The most common rates have been included. Additional analysis and summaries can be found in Attachment 1, prepared by HF&H Consultants.

AR: American Reclamation
 CRR: CR&R, Incorporated
 RS: Republic Services

UWS: Universal Waste System
 WARE: Ware Disposal
 WM: Waste Management

RESIDENTIAL SERVICE RATES

Residential service rates proposed are based on the monthly fee for Single-Family Generators standard set of refuse, recycling, and organic carts.

AREA	FY 20/21	FY 21/22	AR	CRR	RS	UWS	WARE	WM
FA1	\$19.23	\$19.40	\$21.21	\$20.95	\$26.78	\$23.73	\$19.34	
FA2	\$22.93	\$23.14	\$29.00	\$28.99	\$25.98		\$18.74	
FA3	\$18.08	\$18.24	\$17.89	\$19.99	\$26.32		\$18.74	
FA4								
FA5-CA1	\$17.74	\$17.90	\$38.10	\$23.99			\$26.98	\$21.95
FA5-CA2	\$17.74	\$17.90	\$27.61	\$19.99	\$26.32		\$18.54	
FA6	\$17.74	\$17.90	\$17.83	\$29.99		\$29.49	\$18.34	\$26.65
FA7A								
FA7B *	\$17.74	\$17.90	\$17.95	\$38.99			\$21.95	\$36.50
FA8	\$17.74	\$17.90	\$18.15	\$18.64			\$21.23	\$26.65
FA9	\$17.74	\$17.90	\$18.02	\$17.75			\$18.64	

* FA 7B rates noted in this table are for once a week pick up service (123 billing units) for comparison to other similar basic residential rates noted, however most residents in Franchise Area 7-B receive twice a week service (171 billing units) or twice a week with walk-in service (198 billing units). These services have different rates noted in the 'Other Rates' table below.

COMMERCIAL TRASH SERVICE RATES

Commercial service rates proposed are based on 3 cubic yard bins for trash, 1x/week pick up.

AREA	FY 20/21	FY 21/22	AR	CRR	RS	UWS	WARE	WM
FA1	\$127.72	\$128.87	\$107.92	\$162.47	\$185.19	\$153.26	\$116.00	
FA2	\$127.72	\$128.87	\$102.54	\$162.47	\$184.33		\$116.00	
FA3	\$127.72	\$128.87	\$100.67	\$162.47	\$184.56		\$116.00	
FA4	\$127.72	\$128.87	\$117.99	\$162.47	\$191.58		\$116.00	
FA5-CA1	\$196.92	\$198.69	\$128.65	\$162.47			\$129.00	\$196.00
FA5-CA2	\$131.26	\$132.44	\$100.67	\$162.47	\$184.56		\$129.00	
FA6	\$127.72	\$128.87	\$100.67	\$162.47		\$153.26	\$134.00	\$169.00
FA7A	\$127.72	\$128.87	\$100.67	\$162.47	\$194.46	\$153.26	N/A	
FA7B	\$127.72	\$128.87	\$114.56	\$162.47			\$116.00	\$205.00
FA8	\$127.72	\$128.87	\$102.00	\$162.47			\$116.00	\$188.00
FA9	\$127.72	\$128.87	\$102.00	\$162.47			\$108.00	

COMMERCIAL ORGANICS SERVICE RATES

Organics service rates proposed are based on 2 cubic yard bins, 1x/week pick up.

AREA	AR	CRR	RS	UWS	WARE	WM
FA1	\$111.58	\$288.24	\$175.19	\$219.00	\$129.00	
FA2	\$116.91	\$288.24	\$147.96		\$129.00	
FA3	\$99.59	\$288.24	\$143.65		\$129.00	
FA4	\$108.25	\$288.24	\$159.88		\$129.00	
FA5-CA1	\$134.23	\$288.24			\$129.00	\$255.00
FA5-CA2	\$99.59	\$288.24	\$143.65		\$129.00	
FA6	\$99.59	\$288.24		\$219.00	\$129.00	\$255.00
FA7A	N/A	N/A	N/A	N/A	N/A	
FA7B	\$99.59	\$288.24			\$129.00	\$255.00
FA8	\$95.00	\$288.24			\$129.00	\$255.00
FA9	\$95.00	\$288.24			\$129.00	

Commercial Recycling is provided to businesses at no-cost.

MANURE SERVICE RATES

Manure service rates proposed are based on 1x/week pick up: container sizes ranging from 64 gallon to 2 cubic yard bins. Manure services are available for FA 5-CA1, FA 8, and FA9.

AREA	AR	CRR	RS	UWS	WARE	WM
FA5-CA1	64 gallon \$55.80	2 cubic yards \$193.31			2 cubic yards \$185.00	2 cubic yards \$285.00
FA8	64 gallon \$55.80	2 cubic yards \$193.31			2 cubic yards \$185.00	2 cubic yards \$285.00
FA9	64 gallon \$55.80	2 cubic yards \$193.31			2 cubic yards \$185.00	

OTHER RATES

These "other" rates noted below are proposed rates that involve specialty service or additional pickups that are different than the residential or commercial rates used to compare basic service rates.

AREA	FY 20/21	FY 21/22	AR	CRR	RS	UWS	WARE	WM
FA 6: North Tustin - Cowan Heights and Lemon Heights Special Access Vehicle (SAV)								
FA 6 SAV	\$25.98	\$26.21	\$27.50	\$43.98		\$44.24	\$41.00	\$36.50
FA 6: North Tustin - Cowan Heights and Lemon Heights Private Road/Valet Service (VS)								
FA 6 VS	\$49.23	\$49.67	\$52.50	\$54.97		\$62.43	\$52.00	\$45.00
FA 7B: Emerald Bay								
^2 Twice Weekly Curbside Service (171 Billing Units)								
^3 Twice Weekly Walk-In Service (198 Billing Units)								
FA 7B ^2	\$31.63	\$31.91	\$28.00	\$71.74			\$54.96	\$58.00
FA 7B ^3	\$44.25	\$44.65	\$35.00	\$85.80			\$64.95	\$72.00

FA 7A: John Wayne Airport

Proposed estimated monthly costs for John Wayne Airport trash and recycling services.

Franchise Area 7A	AR	CRR	RS	UWS	WARE	WM
1.a. MSW Container Rental and Equipment Maintenance	\$1,350.00	\$3,560.00	\$1,875.00	\$1,050.00	\$3,133.00	
1.b. MSW Collection Service	\$12,310.00	\$22,000.00	\$14,329.47	\$10,725.00	\$9,831.00	
1.c. MSW Waste Disposal	\$10,751.00	\$8,575.00	\$8,885.70	\$8,055.45	\$17,675.00	
1.d. MSW Documentation	\$1,225.00	\$600.00	\$0	\$250.00	\$375.00	
2.a. Food Waste Containers and Equipment	\$265.00	\$500.00	\$500.00	\$350.00	\$450.00	
2.b. Food Waste Service	\$3,060.00	\$6,750.00	\$2,904.03	\$2,655.00	\$10,062.00	
2.c. Food Waste Composting	\$850.00	\$1,750.00	\$1,270.00	\$950.00	\$920.00	
2.d. Food Waste Documentation	\$1,225.00	\$600.00	\$0	\$250.00	\$375.00	

DIVERSION RATES

The diversion of material from landfills is vital for the County. Diverting material from the landfill, protects public health, ensures long term capacity at the existing landfills, and ensures compliance with state laws and regulations. AB 939 requires jurisdictions maintain a 50% diversion rate. As part of the RFP, companies were asked to submit diversion rates that they would contractually agree to. A summary of the diversion rates is found in the table below.

AREA	AR	CR&R	RS	UWS	WARE	WM
FA 1	52%	30%	29%	51%	51%	
FA 2	52%	55%	57%		53%	
FA 3	53%	35%	48%		58%	
FA 4	53%	3%	3%		52%	
FA 5-CA1	49%	25%			54%	50%
FA 5-CA2	50%	27%	48%		54%	
FA 6	50%	41%		50%	53%	50%
FA 7A	58%	44%	33%	51%	51%	
FA 7B	52%	30%			50%	50%
FA 8	52%	42%			51%	50.40%
FA 9	32%	16%			52%	

ESTIMATED FIRST-YEAR RATE REVENUE

The table below illustrates the estimated first-rate revenue for each Area and Hauler based on 2020 service levels. The 2020 service levels were provided by the current companies serving the Franchise Areas. Total estimated first-year rate revenue figures include proposed residential curbside cart rate revenue, proposed commercial/ multi-family bin rate revenue, proposed commercial/ multi-family cart rate revenue, and proposed roll-off rate revenue. Detailed documentation for each proposer can be found in Attachment 1.

AREA	AR	CRR	RS	UWS	WARE	WM
FA 1	\$1,005,000	\$1,052,000	\$1,247,000	\$1,098,000	\$912,000	
FA 2	\$440,000	\$476,000	\$427,000		\$313,000	
FA 3	\$57,000	\$83,000	\$79,000		\$56,000	
FA 4	\$123,000	\$153,000	\$114,000		\$83,000	
FA 5-CA1	\$974,000	\$859,000			\$871,000	\$989,000
FA 5-CA2	\$269,000	\$266,000	\$277,000		\$211,000	
FA 6	\$2,426,000	\$3,952,000		\$3,762,000	\$2,920,000	\$3,612,000
FA 7A	\$409,000	\$584,000	\$402,000	\$327,000	\$514,000	
FA 7B	\$198,000	\$454,000			\$336,000	\$414,000
FA 8	\$4,057,000	\$4,598,000			\$4,646,000	\$6,246,000
FA 9	\$1,377,000	\$1,419,000			\$1,271,000	

SUPPORTING COST

The proposers were required to provide supporting cost documentation. Supporting costs is the sum of all costs, including operations costs, outreach, education, contamination monitoring costs, general and administrative costs, profit, and franchise fees for each Franchise Area(s) that a proposer bid on. Supporting costs include, but may not be limited to:

- Subtotal of Operations Costs includes: (Truck operating costs; Transfer station; Transport; MRF costs net of recyclable material revenues; Organics Processing Costs; Landfill Disposal Costs; Container Depreciation / Amortization Costs; and other- i.e. wages, uniforms, fuel, vehicle insurance, vehicle maintenance, etc.)
- Outreach, Education, and Contamination Monitoring Costs
- General and Administrative Costs
- Profit
- Franchise Fee
- Other Interest Expense and Taxes

Detailed supporting cost documentation for each proposer can be found in Attachment 3.

EXCEPTIONS TO THE DRAFT FRANCHISE AGREEMENT

As part of the Request for Proposal, Proposers agreed to the terms of a Draft Franchise Agreement with noted exceptions below.

AMERICAN RECLAMATION

None

CR&R INCORPORATED

CR&R proposes to add Section 7.2(A) Mutual Cooperation & Good Faith Effort Diversion Compliance.

REPUBLIC SERVICES

Republic Services indicated requests for two exceptions and amendments to the Draft Franchise Agreement: Section 4.2(B) Regular Service Areas Exception and Appendix 1-C Container Specifications. Republic requests allowing earlier service hours in industrial areas such as the airport and requests the County remove the requirement for containers to have the company phone number on the bins.

Republic does not request any further exceptions but would like the opportunity to further discuss five areas for clarification: Section 4.1(D)E Annual Community Neighborhood Cleanup; Section 7.2 Minimum Diversion Requirements; Section 9.3 Liquidated Damages; Section 11.5(A)2 County's Right to Perform Services; and Attachment 10 Franchise Area 7A Lump Sum Payment.

UNIVERSAL WASTE SYSTEM

None

WARE DISPOSAL

None

WASTE MANAGEMENT

Waste Management noted multiple exceptions to the Draft Franchise Agreement to the following sections: 1.1 Definitions; 3.4 Assignment and Transfer of Franchise; 4.1 General Services; 4.4(D) Improper Loading of Containers; 4.4(E) Record of Non-Collection; 4.13 County Designation of Facilities; 5.1 Processing and Transfer Arrangements; 5.6 Contamination Monitoring Procedures; 7.3 Diversion Fees; 7.7(E)(1) Number of Reviews; 9.7 Insurance; 9.8 Performance Assurances; 10.2(A) Rate Adjustment; 10.3 Special Circumstance Rate Review; 11.4 Waiver of Defenses; and 12.1(A) Indemnification Generally.

In addition to the exceptions noted above, Waste Management requests the opportunity to further discuss modifications with the County in negotiations, should they receive an award: Section 1.1 Definitions; Section 7.2 Minimum Diversion Requirements; Section 7.5 Technical Assistance Program; Section 7.7(E)(1) Number of Reviews; Section 7.10(E) Incident Reporting; Section 9.3 Liquidated Damages; Section 10.2(A) Rate Adjustment; Section 11.1 Default and Remedies; Appendix 1(E) Processing, Transfer, and Disposal Services and Facility Standards.

LOGISTICS AND OPERATIONS

FACILITY DESCRIPTIONS

Facility descriptions include transfer facilities, processing facilities, operating facilities, and designated disposal facilities for which the Proposers plan to utilize for this contract. Unless otherwise indicated, all facilities are located in California.

ABBREVIATIONS:

BS:	Biosolid	MSW	Mixed solid waste
CD:	Construction and demolition waste	OW:	Organic waste
CR:	Commingled recyclables	PPW:	Post-processed waste
FW:	Food waste	RCR:	Residual commingled recyclables
GW:	Green waste	SSCF:	Source separated commercial food waste
IM:	Inert materials	TF:	Transformation

AMERICAN RECLAMATION FACILITIES

American Reclamation Facilities	Facility Type	Location	Owner	Price/Ton	Diversion Rate	Materials Accepted
Corporate Headquarters	Headquarters	Los Angeles	AR	N/A	N/A	N/A
Local Office	Local Office	Santa Fe Springs	AR	N/A	N/A	N/A
Sunset Environmental Transfer Station	Transfer Station	Irvine	WM	\$70-\$76	N/A	Unknown
CR Transfer and Materials Recovery Facility	Transfer Station	Stanton	CR&R	\$85	N/A	Unknown
Orange Transfer Station	Transfer Station	Orange	WM	\$70	N/A	Unknown
UWS Material Recovery Facility and Waste Transfer Station	Transfer Station	Santa Fe Springs	UWS	\$61	N/A	Unknown
TVI EcoCentre	Material Recovery Facility	Irvine	TVI	\$76	95-98%	OW, GW, FW
La Pata Avenue Green Waste Facility	Material Recovery Facility	San Juan Capistrano	TVI	\$76	97-100%	OW, GW
American Reclamation Composting Facility	Compost	Los Angeles	AR	\$45	95-100%	GW
American Reclamation - CR and C&D Processing Facility	Material Recovery Facility	Los Angeles	AR	\$37-\$65	79-100%	CR, CD, IM
Orange Transfer Station	Material Recovery Facility	Orange	WM	\$70	N/A	MSW
Sunset Environmental Transfer Station	Material Recovery Facility	Irvine	WM	\$70-\$76	Est. 70%	CD
Universal Waste Systems	Material Recovery Facility	Santa Fe Springs	UWS	\$61	Varies	CR, OW, MSW
Grand Central Recycling & Transfer Station	Material Recovery Facility	City of Industry	GCR/VV	\$68.50	78% (CR), 92% (OW)	CR, OW
American Reclamation Dirty MRF*	Dirty MRF	Unknown	AR	N/A	N/A	MSW, CR, OW, FW, GW, CD

*Estimated opening Fall of 2022

CR&R INCORPORATED FACILITIES

CR&R Facilities	Facility Type	Location	Owner	Price/Ton	Diversion Rate	Materials Accepted
Headquarters	Headquarters	Stanton	CR&R	N/A	N/A	N/A
CR Transfer Station	Transfer Station	Stanton	CR&R	\$55-\$65	N/A	CR, GW, FW, MSW, CD
CR&R Western MRF	Material Recovery Facility	Stanton	CR&R	\$25-\$50	75-95%	CR
CR&R Anaerobic Digestion Facility	Anaerobic Digestion	Perris	CR&R	\$125-\$150	90-95%	GW, FW
South Yuma County Landfill	Compost	Yuma, AZ	CR&R	\$30-\$35	85-95%	GW, FW
CR&R EMSW Facility	Engineered Municipal Solid Waste	Perris	CR&R	\$80-\$90	75-85%	RCR
CR&R Mixed Solid Waste Processing Facility	Mixed Solid Waste Processing Facility	Stanton	CR&R	\$75-\$85	20-45%	MSW
CRT C&D MRF	Material Recovery Facility	Stanton	CR&R	\$75-\$85	65-85%	CD
South Orange County C&D MRF	Material Recovery Facility	San Juan Capistrano	CR&R	\$75-\$85	65-85%	CD

REPUBLIC SERVICES FACILITIES

Republic Services Facilities	Facility Type	Location	Owner	Price/Ton	Diversion Rate	Materials Accepted
Republic Anaheim	Local Office	Anaheim	Republic	N/A	N/A	N/A
Republic Huntington Beach	Local Office	Huntington Beach	Republic	N/A	N/A	N/A
Huntington Beach Transfer Facility	Transfer Station	Huntington Beach	Republic	\$92.61	N/A	N/A
Anaheim Transfer Facility	Transfer Station	Anaheim	Republic	\$87.47	N/A	N/A
CVT Regional Materials Recovery Facility	MRF	Anaheim	Republic	\$65-\$104	Varies	MSW, CR, CD, OW, FW, GW
Copper Mountain Landfill	Compost	Yuma, AZ	Republic	\$125	95-99%	OW, FW, GW
Agromin Composting Facility	Compost	Chino	Agromin	\$110	95-99%	OW, FW, GW
Kochergen Farms Composting	Compost	Avenal	Kochergen	\$110	95-99%	OW, FW, GW
Circle Green	Land Application	Phelan	Circle Green	\$110	95-99%	OW, FW, GW
Anaergia's Rialto Bioenergy Facility	Bioenergy	Rialto	Anaergia	\$125	80-95%	FW, BS

UNIVERSAL WASTE SYSTEM FACILITIES

Universal Waste Systems Facilities	Facility Type	Location	Owner	Price/Ton	Diversion Rate	Materials Accepted
Corporate Headquarters	Headquarters	Santa Fe Springs	UWS	N/A	N/A	N/A
Customer Service Center	Customer Service Center	Costa Mesa	UWS	N/A	N/A	N/A
Universal Waste Systems	Material Recovery Facility/Transfer	Santa Fe Springs	UWS	\$55-\$68.50	85-99%	MSW, RW, CR
Greenwise Soil Technologies	Compost	South Gate	GST	\$45-\$85	98%	GW
Rialto BioEnergy Facility	BioEnergy	Rialto	Anaergia	\$68.50-\$85	65%-85%	FW, BS

WARE DISPOSAL FACILITIES

Ware Disposal Facilities	Facility Type	Location	Owner	Price/Ton	Diversion Rate	Materials Accepted
Ware Disposal	Headquarters	Santa Ana	Ware	N/A	N/A	N/A
Madison Material, Inc.	Material Recovery Facility	Santa Ana	Ware	Varies	75-90%	CR, CD, GW, OW
Universal Resources and Recovery	Material Recovery Facility	Santa Fe Springs	UWS	\$59.50	Up to 90%	CR, GW
Puente Hills MRF	Material Recovery Facility	Whittier	LACSD	Varies	Up to 90%	MSW, GW, FW
Orange County Sanitation Treatment Plant*	Anaerobic Digester	Huntington Beach	OCSD	\$26	Up to 100%	FW
Southeast Resource Recovery Facility	Transformation	Unknown	Covanta	\$95.00	Up to 100%	PPW

*Anticipated accepting material July 2022

WASTE MANAGEMENT FACILITIES

Waste Management Facilities	Facility Type	Location	Owner	Price/Ton	Diversion Rate	Materials Accepted
Local Office	Local Office	Irvine	WM	N/A	N/A	N/A
Waste Management Sunset Environmental	Transfer	Irvine	WM	\$52 MSW, \$125 TF	N/A	N.A
Waste Management Orange MRF	MRF	Orange	WM	\$51-\$65	65-75%	CR
Tierra Verde Industries	Compost	Irvine	TVI	\$104.50	95-100%	GW, FW
Centralized Organic Recycling Facility	Organics	Orange	WM	\$135-\$150	90%	SSCFW

IMPLEMENTATION, COMPLIANCE, OUTREACH, AND EMPLOYMENT PLANS

AMERICAN RECLAMATION

Current Franchise Service Areas: None

Implementation: American Reclamation has submitted an implementation plan which includes demonstration of their ability and an outline of specific activities that will lead up to implementation of collection services by July 1, 2021 for all areas they bid on, with the exception of two areas. More time may be needed to transition truck and carts to provide service to Franchise Area 6 (North Tustin and Musick) and to Franchise Area 8 (Coto De Caza, Ladera Ranch, Las Flores). Proposed start date for FA6 and FA8 is October 1st, 2021. A detailed timeline is provided in their full bid.

Compliance: American Reclamation has submitted planned tasks, procedures, reporting, and schedules to ensure County's compliance with all applicable laws and regulations such as AB 341, AB 1826, SB 1383, and related regulations. A detailed description is provided in their full bid.

Outreach and Education: American Reclamation has submitted an outreach and education plan that details specific actions they will take to satisfy all requirements of AB 939, AB 341, AB 1826, and SB 1383. A detailed description of activities is provided in their full bid.

Employment: In accordance with Labor Code Sections 1070, 1072, 1075, and 1076, American Reclamation, Inc. will offer employment to qualified existing employees of the current solid-waste collection service provider(s), operating in the Orange County unincorporated areas, that may be displaced due to the County's Franchise Agreement with American Reclamation. American Reclamation does not currently operate under a labor collective bargaining agreement. A detailed description is provided in their full bid.

CR&R

Current Franchise Service Areas: CR&R currently provides residential and commercial services to three Franchise Areas (FA-1; FA-3; and FA-9).

Implementation: CR&R's has submitted an implementation plan which includes demonstration of their ability and an outline of specific activities that will lead up to implementation of collection services by July 1, 2021 for all areas they bid on. A detailed timeline is provided in their full bid.

Compliance: CR&R has submitted planned tasks, procedures, reporting, and schedules to ensure County's compliance with all applicable laws and regulations such as AB 341, AB 1826, SB 1383, and related regulations. A detailed description is provided in their full bid.

Outreach and Education: CR&R has submitted an outreach and education plan that details specific actions they will take to satisfy all requirements of AB 939, AB 341, AB 1826, and SB 1383. A detailed description of activities is provided in their full bid.

Employment: In accordance with Labor Code Sections 1070, 1072, 1075, and 1076, CR&R will offer employment to qualified existing employees of the current solid-waste collection service provider(s), operating in the Orange County unincorporated areas, that may be displaced due to the County's Franchise Agreement with CR&R. Because drivers for both CR&R and the current contractor(s) belong to the same Teamsters union, CR&R anticipates that this process would be seamless. Any and all requirements of AB 1669 shall be adhered to in CR&R's employment offers. A detailed description is provided in their full bid.

REPUBLIC SERVICES

Current Franchise Service Areas: Republic Services currently provides residential and commercial services to three Franchise Areas (FA-2; FA-4; and FA-7A).

Implementation: Republic Services has submitted an implementation plan which includes demonstration of their ability and an outline of specific activities that will lead up to implementation of collection services by July 1, 2021 for all areas they bid on. A detailed timeline is provided in their full bid.

Compliance: Republic Services has submitted planned tasks, procedures, reporting, and schedules to ensure County's compliance with all applicable laws and regulations such as AB 341, AB 1826, SB 1383, and related regulations. A detailed description is provided in their full bid.

Outreach and Education: Republic Services has submitted an outreach and education plan that details specific actions they will take to satisfy all requirements of AB 939, AB 341, AB 1826, and SB 1383. A detailed description of activities is provided in their full bid.

Employment: In accordance with Labor Code Sections 1070, 1072, 1075, and 1076, Republic Services will offer employment to qualified existing employees of the current solid-waste collection service provider(s), operating in the Orange County unincorporated areas, that may be displaced due to the County's Franchise Agreement with Republic Services. Republic Services has experience transitioning nonaffiliated workers in divisions across the country. A detailed description is provided in their full bid.

UNIVERSAL WASTE SYSTEMS

Current Franchise Service Areas: None

Implementation: Universal Waste Systems has submitted an implementation plan which includes demonstration of their ability and an outline of specific activities that will lead up to implementation of collection services by July 1, 2021 for all areas they bid on. A detailed timeline is provided in their full bid.

Compliance: Universal Waste Systems has submitted planned tasks, procedures, reporting, and schedules to ensure County's compliance with all applicable laws and regulations such as AB 341, AB 1826, SB 1383, and related regulations. A detailed description is provided in their full bid.

Outreach and Education: Universal Waste Systems has submitted an outreach and education plan that details specific actions they will take to satisfy all requirements of AB 939, AB 341, AB 1826, and SB 1383. A detailed description of activities is provided in their full bid.

Employment: In accordance with Labor Code Sections 1070, 1072, 1075, and 1076, Universal Waste Systems will offer employment to qualified existing employees of the current solid-waste collection service provider(s), operating in the Orange County unincorporated areas, that may be displaced due to the County's Franchise Agreement with Universal Waste Systems. A detailed description is provided in their full bid.

WARE DISPOSAL

Current Franchise Service Areas: Ware Disposal currently provides residential and commercial services to one Franchise Area (FA 5 CA-2).

Implementation: Ware Disposal has submitted an implementation plan which includes demonstration of their ability and an outline of specific activities that will lead up to implementation of collection services by July 1, 2021 for all areas they bid on. A detailed timeline is provided in their full bid.

Compliance: Ware Disposal has submitted planned tasks, procedures, reporting, and schedules to ensure County's compliance with all applicable laws and regulations such as AB 341, AB 1826, SB 1383, and related regulations. A detailed description is provided in their full bid.

Outreach and Education: Ware Disposal has submitted an outreach and education plan that details specific actions they will take to satisfy all requirements of AB 939, AB 341, AB 1826, and SB 1383. A detailed description of activities is provided in their full bid.

Employment: In accordance with Labor Code Sections 1070, 1072, 1075, and 1076, Ware Disposal will offer employment to qualified existing employees of the current solid-waste collection service provider(s), operating in the Orange County unincorporated areas, that may be displaced due to the County's Franchise Agreement with Ware Disposal. Ware Disposal is unionized with the International Brotherhood of Teamsters Local 396 and has a good partnership with this group. A detailed description is provided in their full bid.

WASTE MANAGEMENT

Current Franchise Service Areas: Waste Management currently provides residential and commercial services to four Franchise Areas (FA 5 CA-1, FA 6, FA 7B, FA 8). Waste Management is only bidding on incumbent service areas.

Implementation: All of Waste Management's collection equipment and resources are already in place to continue collection services with no disruption by July 1, 2021 for all areas they bid on. Waste Management has submitted an implementation plan which includes demonstration of their ability and an outline of specific activities focused on compliance with legislation and regulations. A detailed timeline is provided in their full bid.

Compliance: Waste Management has submitted planned tasks, procedures, reporting, and schedules to ensure County's compliance with all applicable laws and regulations such as AB 341, AB 1826, SB 1383, and related regulations. A detailed description is provided in their full bid.

Outreach and Education: Waste Management has submitted an outreach and education plan that details specific actions they will take to satisfy all requirements of AB 939, AB 341, AB 1826, and SB 1383. A detailed description of activities is provided in their full bid.

Employment: Waste Management will retain all current employees providing services to their incumbent four Franchise Areas. Waste Management drivers operate under a labor collective bargaining agreement. A detailed description is provided in their full bid.

CUSTOMER SERVICE

Customer service is very important to the County of Orange. When a customer has a request for or, an issue with, solid waste services, the customer's first contact with the solid waste provider is the company's call center. All proposers have provided requested descriptions about the company's call-in center operations, procedures, locations, bilingual services, office hours, in addition to average customer hold time, as well as protocol to respond to requests and/or complaints. All proposers have submitted detailed customer service activities, provided in each full bid.

CARTS

All proposers have provided requested descriptions about carts and bins which it intends to use in the County Unincorporated Areas, pending County review and approval. If awarded, the proposer shall ensure that all carts and bins are in compliance with all SB 1383 Regulations. A detailed description is provided in each full bid.

VEHICLES

All proposers have provided requested information about collection vehicles, proposed vehicle features that may enhance safety and maneuverability, as applicable, in addition to the Make, Model Year, Type of Fuel to be used and Waste Streams to be collected. A detailed description is provided in each full bid.

SAFETY

Safety is a top priority to the County of Orange. The U.S Department of Labor's Bureau of Labor Statistics identified that refuse and recycling materials collectors have the 6th deadliest occupation in the 2019 National Census of Fatal Occupational Injuries. The County is committed to ensuring the safety of its residents and its contractors' employees. As part of the RFP, Proposers completed a detailed safety questionnaire and provided extensive details about their safety record and programs. The table below summarizes some of the key safety metrics.

ABBREVIATIONS:

EXMOD:	Experience Modification
TRIR:	Total Recordable Injuries
HAR:	Heavy Equipment Accident Rate
ERR:	Employee Retention Rate
VOH:	Vehicle Operating Hours (Annually)

PROPOSER	EXMOD	TRIR	HAR	ERR	VOH
American Reclamation	AVG: 1.035 2020: 1.21	AVG: 4.58 2020: 0	AVG: 4.38 2020: 3.6982	91.43%	2,912
CR&R	0.87	AVG: 3.01 2020: 3.81	N/A	N/A	2,608
Republic Services (Anaheim)	1.06	AVG: 3.44 2020: 2.8	AVG: 6.52 2020: 6.4	94.70%	N/A
Republic Services (HB)	1.06	AVG: 8.24 2020: 6.2	AVG: 11.96 2020: 12.8	95.20%	N/A
Universal Waste	1.47	AVG: 3.54 2020: 4.6	AVG: 7.18 2020: 6.3	N/A	2,700
Ware Disposal	AVG: 1.388 2020: 1.06	AVG: 12.24 2020: 13.47	AVG: 1.97 2020: 2.50	95%	2,736
Waste Management (Santa Ana)	AVG: .815 2020: 0.86	AVG: 3.48	N/A	78.11%	3,039
Waste Management (Irvine)	AVG: .815 2020: 0.86	AVG: 3.42	N/A	78.11%	3,039

*All averages are of previous five (5) years.

EVALUATION PROCESS

A panel of five industry experts reviewed each proposal and interviewed each proposing company. Bids were scored on several criteria outlined below.

SCORING RUBRIC

EVALUATION CRITERIA	POINTS
Proposer's Qualifications: General Experience, Jurisdiction Historical Satisfaction, Financial Stability, Insurance	25 pts
Technical Qualifications: Waste Diversion, Implementation and Compliance Plan, Outreach and Education Plan, Operations, Locations, Servicing Adjacent Jurisdiction	35 pts
Safety Qualifications: Safety Record/Questionnaire	25 pts
Cost: Cost of Service, Cost competitiveness relative to other proposals, Reasonableness of costs	25 pts
Employment (AB 1669 Compliance): Willingness to retain existing contractor's employees that may be displaced if the current contractor is not retained	15 pts
Oral Presentation and Interview: Overall quality of presentation, Ability to sufficiently answer questions, Proposer's overall qualifications, Proposer's knowledge of contractual requirements	25 pts
TOTAL	150 pts

SUMMARY OF EVALUATIONS

All bids submitted included all requested documents to demonstrate responsiveness to the RFP. The results of the Evaluation Process can be found in the table below. The final score is the average of the five panelists and is out of a possible score of 150.

Detailed scoring results can be found in Attachment 2.

PROPOSER'S TOTAL SCORES: Average score from the five panelists out of 150 possible points.

TOTAL SCORES (150 POINTS)						
FRANCHISE AREA	AR	CRR	RS	UWS	WARE	WM
FA1 - ROSSMOOR	88.4	127.8	123.2	91.2	85.8	
FA2 - YORBA LINDA/PLACENTIA ISLANDS	85.4	120.4	128.2		85.8	
FA3 - ORANGE ISLANDS	91.4	126.8	126.2		84.8	
FA4 - FOUNTAIN VALLEY ISLANDS	88.4	122.4	128.2		85.8	
FA5 CA1 - OPA/CANYONS	84.4	123.4			82.8	131.2
FA5 CA2 - EL MODENA	85.4	124.8	124.2		87.2	
FA6 - NORTH TUSTIN	91.4	122.4		87.2	84.8	128.2
FA7A - JWA	89.4	121.4	128.2	93.2	77.8	
FA7B - EMERALD BAY	91.4	116			82.8	124.2
FA8 - SOUTH COUNTY	91.4	124.4			81.8	125.2
FA9 - RANCHO MISSION VIEJO	89.4	127.8			84.8	

FINDINGS

After completing a competitive RFP process, OC Waste & Recycling reviewed the scoring from the five panelists and determined that the following companies would best serve the County and its residents and businesses.

RESULTS AND ANALYSIS

In order to guarantee that the County of Orange and its residents and businesses of the Unincorporated Areas are compliant with current and future state laws and regulations, below please find the highest rated proposers for the consideration of the Board of Supervisors to award Exclusive Franchise Agreements in the stated areas.

HIGHEST RATED PROPOSER BY SERVICE AREA

FRANCHISE AREA		COMPANY					
		AR	CRR	RS	UWS	WARE	WM
FA 1	Rossmoor	x	✓	x	x	x	
FA 2	Placentia Islands; Yorba Linda Islands; Buena Park Island	x	x	✓		x	
FA 3	Orange Islands	x	✓	x		x	
FA 4	Fountain Valley Island	x	x	✓		x	
FA 5 CA-1	Orange Park Acres; The Canyons	x	x			x	✓
FA 5 CA-2	El Modena Islands	x	✓	x		x	
FA 6	North Tustin; James A. Musick Facility	x	x		x	x	✓
FA 7A	John Wayne Airport	x	x	✓	x	x	
FA 7B	Emerald Bay; Laguna Coast Wilderness Park	x	x			x	✓
FA8	Coto De Caz; Ladera Ranch; Trabuco Canyon, Las Flores	x	x			x	✓
FA9	Rancho Mission Viejo; San Juan Unincorporated Areas	x	✓			x	

FULL PROPOSER RANKING

Based on the established evaluation criteria set forth in the RFP, the following bidder(s) received the highest rankings. Detailed information about scoring results can be found in Attachment 2.

AR:	American Reclamation	UWS:	Universal Waste System
CRR:	CR&R, Incorporated	WD:	Ware Disposal
RS:	Republic Services	WM:	Waste Management

FRANCHISE AREA		COMPANY					
		1st	2nd	3rd	4th	5th	6th
FA 1	Rossmoor	CRR	RS	UWS	AR	WD	N/A
FA 2	Placentia Islands; Yorba Linda Islands; Buena Park Island	RS	CRR	WD	AR	N/A	N/A
FA 3	Orange Islands	CRR	RS	AR	WD	N/A	N/A
FA 4	Fountain Valley Island	RS	CRR	AR	WD	N/A	N/A
FA 5 CA-1	Orange Park Acres; The Canyons	WM	CRR	AR	WD	N/A	N/A
FA 5 CA-2	El Modena Islands	CRR	RS	WD	AR	N/A	N/A
FA 6	North Tustin; James A. Musick Facility	WM	CRR	AR	UWS	WD	N/A
FA 7A	John Wayne Airport	RS	CRR	UWS	AR	WD	N/A
FA 7B	Emerald Bay; Laguna Coast Wilderness Park	WM	CRR	AR	WD	N/A	N/A
FA 8	Coto De Caz; Ladera Ranch; Trabuco Canyon, Las Flores	WM	CRR	AR	WD	N/A	N/A
FA 9	Rancho Mission Viejo; San Juan Unincorporated Areas	CRR	AR	WD	N/A	N/A	N/A

ATTACHMENTS

ATTACHMENT 1: DETAILED RATE SUMMARY (PREPARED BY HF&H, INC.)

ATTACHMENT 2: DETAILED SCORING RESULTS

ATTACHMENT 3: DETAILED SUPPORTING COST BIDS FROM EACH PROPOSER

ATTACHMENT 1: DETAILED RATE SUMMARY (PREPARED BY HF&H, INC.)

EXCLUSIVE COLLECTION AND HANDLING OF DISCARDED MATERIALS MANAGEMENT
SINGLE-FAMILY, MULTI-FAMILY, AND COMMERCIAL GENERATORS
COUNTY OF ORANGE - UNINCORPORATED AREAS



HF&H Consultants

Bid #2101-001
April 12, 2021
Consultant Review & Analysis

**OC Waste & Recycling
Proposed First-Year Rate Revenue*
All Franchise Areas**

Estimated Annual Rate Revenue

Row	Proposer	Franchise Area 1	Franchise Area 2	Franchise Area 3	Franchise Area 4	Franchise Area 5 CA-1	Franchise Area 5 CA-2	Franchise Area 6	Franchise Area 7-A	Franchise Area 7-B	Franchise Area 8	Franchise Area 9	Total Franchise Areas
		Rossmoor	Buena Park, Placentia, and Yorba Linda Islands	Orange Islands	Fountain Valley Island	OPA, Canyons and OPA Special Access	El Modena Islands	North Tustin and Musick Facility	John Wayne Airport	Emerald Bay and Laguna Coast Wilderness Park	Coto De Caza/Ladera Ranch/Las Flores	Rancho Mission Viejo	
1	American Reclamation (1)	\$ 1,005,000	\$ 440,000	\$ 57,000	\$ 123,000	\$ 974,000	\$ 269,000	\$ 2,426,000	\$ 409,000	\$ 198,000	\$ 4,057,000	\$ 1,377,000	\$ 11,335,000
2	CR&R (2)	\$ 1,052,000	\$ 476,000	\$ 83,000	\$ 153,000	\$ 859,000	\$ 266,000	\$ 3,952,000	\$ 584,000	\$ 454,000	\$ 4,598,000	\$ 1,419,000	\$ 13,896,000
3	Republic	\$ 1,247,000	\$ 427,000	\$ 79,000	\$ 114,000	N/A	\$ 277,000	N/A	\$ 402,000	N/A	N/A	N/A	\$ 2,546,000
4	UWS	\$ 1,098,000	N/A	N/A	N/A	N/A	N/A	\$ 3,762,000	\$ 327,000	N/A	N/A	N/A	\$ 5,187,000
5	Ware	\$ 912,000	\$ 313,000	\$ 56,000	\$ 83,000	\$ 871,000	\$ 211,000	\$ 2,920,000	\$ 514,000	\$ 336,000	\$ 4,646,000	\$ 1,271,000	\$ 12,133,000
6	WM	N/A	N/A	N/A	N/A	\$ 989,000	N/A	\$ 3,612,000	N/A	\$ 414,000	\$ 6,246,000	N/A	\$ 11,261,000
7	Current Revenue Using FY 2020-21 Rates	\$ 885,000	\$ 346,000	\$ 53,000	\$ 71,000	\$ 807,000	\$ 186,000	\$ 2,364,000	\$ 262,000	\$ 221,000	\$ 3,766,000	\$ 1,218,000	\$ 10,179,000

*Excludes revenue from optional services and other services.

(1) American Reclamation proposed a discount ranging from 5% - 18% to be negotiated based on areas awarded.

(2) CR&R proposed a 50% discount to rates in FA 7-A (John Wayne Airport) if awarded all franchise areas.

OC Waste & Recycling
First-Year Estimated Rate Revenue as Proposed by Proposer
Sorted from Low to High

Franchise Area 1

Line	Proposer	Estimated First Year Rate Revenue	Increase (Decrease) from Current Rate Revenues	Percent Increase (Decrease) from Current Rate Revenues
1	Current FY 2020-21 Rates	\$ 885,000	\$ -	-
2	Ware	\$ 912,000	\$ 27,000	3%
3	American Reclamation	\$ 1,005,000	\$ 120,000	14%
4	CR&R	\$ 1,052,000	\$ 167,000	19%
5	UWS	\$ 1,098,000	\$ 213,000	24%
6	Republic	\$ 1,247,000	\$ 362,000	41%
7	WM	N/A	N/A	N/A

Franchise Area 2

Line	Proposer	Estimated First Year Rate Revenue	Increase (Decrease) from Current Rate Revenues	Percent Increase (Decrease) from Current Rate Revenues
1	Ware	\$ 313,000	\$ (33,000)	-10%
2	Current FY 2020-21 Rates	\$ 346,000	\$ -	-
3	Republic	\$ 427,000	\$ 81,000	23%
4	American Reclamation	\$ 440,000	\$ 94,000	27%
5	CR&R	\$ 476,000	\$ 130,000	38%
6	UWS	N/A	N/A	N/A
7	WM	N/A	N/A	N/A

Franchise Area 3

Line	Proposer	Estimated First Year Rate Revenue	Increase (Decrease) from Current Rate Revenues	Percent Increase (Decrease) from Current Rate Revenues
1	Current FY 2020-21 Rates	\$ 53,000	\$ -	-
2	Ware	\$ 56,000	\$ 3,000	6%
3	American Reclamation	\$ 57,000	\$ 4,000	8%
4	Republic	\$ 79,000	\$ 26,000	49%
5	CR&R	\$ 83,000	\$ 30,000	57%
6	UWS	N/A	N/A	N/A
7	WM	N/A	N/A	N/A

First-Year Estimated Rate Revenue as Proposed by Proposer
Sorted from Low to High
Franchise Area 4

Line	Proposer	Estimated First Year Rate Revenue	Increase (Decrease) from Current Rate Revenues	Percent Increase (Decrease) from Current Rate Revenues
1	Current FY 2020-21 Rates	\$ 71,000	\$ -	-
2	Ware	\$ 83,000	\$ 12,000	17%
3	Republic	\$ 114,000	\$ 43,000	61%
4	American Reclamation	\$ 123,000	\$ 52,000	73%
5	CR&R	\$ 153,000	\$ 82,000	115%
6	UWS	N/A	N/A	N/A
7	WM	N/A	N/A	N/A

Franchise Area 5 CA-1

Line	Proposer	Estimated First Year Rate Revenue	Increase (Decrease) from Current Rate Revenues	Percent Increase (Decrease) from Current Rate Revenues
1	Current FY 2020-21 Rates	\$ 807,000	\$ -	-
2	CR&R	\$ 859,000	\$ 52,000	6%
3	Ware	\$ 871,000	\$ 64,000	8%
4	American Reclamation	\$ 974,000	\$ 167,000	21%
5	WM	\$ 989,000	\$ 182,000	23%
6	Republic	N/A	N/A	N/A
7	UWS	N/A	N/A	N/A

Franchise Area 5 CA-2

Line	Proposer	Estimated First Year Rate Revenue	Increase (Decrease) from Current Rate Revenues	Percent Increase (Decrease) from Current Rate Revenues
1	Current FY 2020-21 Rates	\$ 186,000	\$ -	-
2	Ware	\$ 211,000	\$ 25,000	13%
3	CR&R	\$ 266,000	\$ 80,000	43%
4	American Reclamation	\$ 269,000	\$ 83,000	45%
5	Republic	\$ 277,000	\$ 91,000	49%
6	UWS	N/A	N/A	N/A
7	WM	N/A	N/A	N/A

First-Year Estimated Rate Revenue as Proposed by Proposer
Sorted from Low to High
Franchise Area 6

Line	Proposer	Estimated First Year Rate Revenue	Increase (Decrease) from Current Rate Revenues	Percent Increase (Decrease) from Current Rate Revenues
1	Current FY 2020-21 Rates	\$ 2,364,000	\$ -	-
2	American Reclamation	\$ 2,426,000	\$ 62,000	3%
3	Ware	\$ 2,920,000	\$ 556,000	24%
4	WM	\$ 3,612,000	\$ 1,248,000	53%
5	UWS	\$ 3,762,000	\$ 1,398,000	59%
6	CR&R	\$ 3,952,000	\$ 1,588,000	67%
7	Republic	N/A	N/A	N/A

Franchise Area 7-A

Line	Proposer	Estimated First Year Rate Revenue	Increase (Decrease) from Current Rate Revenues	Percent Increase (Decrease) from Current Rate Revenues
1	Current FY 2020-21 Rates	\$ 262,000	\$ -	-
2	UWS	\$ 327,000	\$ 65,000	25%
3	Republic	\$ 402,000	\$ 140,000	53%
4	American Reclamation	\$ 409,000	\$ 147,000	56%
5	Ware	\$ 514,000	\$ 252,000	96%
6	CR&R	\$ 584,000	\$ 322,000	123%
7	WM	N/A	N/A	N/A

Franchise Area 7-B

Line	Proposer	Estimated First Year Rate Revenue	Increase (Decrease) from Current Rate Revenues	Percent Increase (Decrease) from Current Rate Revenues
1	American Reclamation	\$ 198,000	\$ (23,000)	-10%
2	Current FY 2020-21 Rates	\$ 221,000	\$ -	-
3	Ware	\$ 336,000	\$ 115,000	52%
4	WM	\$ 414,000	\$ 193,000	87%
5	CR&R	\$ 454,000	\$ 233,000	105%
6	Republic	N/A	N/A	N/A
7	UWS	N/A	N/A	N/A

First-Year Estimated Rate Revenue as Proposed by Proposer
Sorted from Low to High
Franchise Area 8

Line	Proposer	Estimated First Year Rate Revenue	Increase (Decrease) from Current Rate Revenues	Percent Increase (Decrease) from Current Rate Revenues
1	Current FY 2020-21 Rates	\$ 3,766,000	\$ -	-
2	American Reclamation	\$ 4,057,000	\$ 291,000	8%
3	CR&R	\$ 4,598,000	\$ 832,000	22%
4	Ware	\$ 4,646,000	\$ 880,000	23%
5	WM	\$ 6,246,000	\$ 2,480,000	66%
6	Republic	N/A	N/A	N/A
7	UWS	N/A	N/A	N/A

Franchise Area 9

Line	Proposer	Estimated First Year Rate Revenue	Increase (Decrease) from Current Rate Revenues	Percent Increase (Decrease) from Current Rate Revenues
1	Current FY 2020-21 Rates	\$ 1,218,000	\$ -	-
2	Ware	\$ 1,271,000	\$ 53,000	4%
3	American Reclamation	\$ 1,377,000	\$ 159,000	13%
4	CR&R	\$ 1,419,000	\$ 201,000	17%
5	Republic	N/A	N/A	N/A
6	UWS	N/A	N/A	N/A
7	WM	N/A	N/A	N/A

OC Waste & Recycling
First-Year Estimated Rate Revenue Summary as Proposed by Proposer
Franchise Area 1

Row	Service Level	Current FY 2020-21 Rates	American Reclamation	CR&R	Republic	UWS	Ware	WM
1	Residential Curbside Cart Rate Revenue	\$ 779,184	\$ 860,052	\$ 850,788	\$ 1,085,112	\$ 960,300	\$ 793,512	N/A
2	Commercial/Multi-Family Bin Rate Revenue	\$ 106,104	\$ 144,000	\$ 184,464	\$ 154,200	\$ 127,860	\$ 115,164	N/A
3	Commercial/Multi-Family Cart Rate Revenue	N/A	\$ 1,269	\$ 17,075	\$ 8,100	\$ 9,612	\$ 3,240	N/A
4	Roll-off Rate Revenue	N/A	N/A	N/A	N/A	N/A	N/A	N/A
5	Total Rate Revenue	\$ 885,288	\$ 1,005,321	\$ 1,052,327	\$ 1,247,412	\$ 1,097,772	\$ 911,916	N/A
6	Total Rate Revenue, Rounded	\$ 885,000	\$ 1,005,000	\$ 1,052,000	\$ 1,247,000	\$ 1,098,000	\$ 912,000	N/A
7	Percentage Increase to Current Rate Revenue	-	14%	19%	41%	24%	3%	N/A

*Final negotiated rates are noted in green below the original proposed rate, only if there are any updates.

First-Year Proposed Rates
Franchise Area 1

Row	Service Level	Current FY 2020-21 Rates	American Reclamation	CR&R	Republic	UWS	Ware	WM
1	Residential Basic Service	\$ 19.23	\$ 21.21	\$ 20.95	\$ 26.78	\$ 23.73	\$ 19.34	N/A
2	Commercial 3 CY Refuse Bin 1x week	\$ 127.72	\$ 107.92	\$ 162.47	\$ 185.19	\$ 153.26	\$ 116.00	N/A

OC Waste & Recycling
First-Year Estimated Rate Revenue Summary as Proposed by Proposer
Franchise Area 2

Row	Service Level	Current FY 2020-21 Rates	American Reclamation	CR&R	Republic	UWS	Ware	WM
1	Residential Curbside Cart Rate Revenue	\$ 293,160	\$ 383,856	\$ 384,696	\$ 343,656	N/A	\$ 258,516	N/A
2	Commercial/Multi-Family Bin Rate Revenue	\$ 52,752	\$ 55,380	\$ 81,348	\$ 78,996	N/A	\$ 52,596	N/A
3	Commercial/Multi-Family Cart Rate Revenue	N/A	\$ 705	\$ 9,486	\$ 4,500	N/A	\$ 1,800	N/A
4	Roll-off Rate Revenue	N/A	N/A	N/A	N/A	N/A	N/A	N/A
5	Total Rate Revenue	\$ 345,912	\$ 439,941	\$ 475,530	\$ 427,152	N/A	\$ 312,912	N/A
6	Total Rate Revenue, Rounded	\$ 346,000	\$ 440,000	\$ 476,000	\$ 427,000	N/A	\$ 313,000	N/A
7	Percentage Increase to Current Rate Revenue	-	27%	38%	23%	N/A	-10%	N/A

*Final negotiated rates are noted in green below the original proposed rate, only if there are any updates.

First-Year Proposed Rates
Franchise Area 2

Row	Service Level	Current FY 2020-21 Rates	American Reclamation	CR&R	Republic	UWS	Ware	WM
1	Residential Basic Service	\$16.78 (Buena Park) \$22.73 (Placentia / Yorba Linda)	\$ 29.00	\$ 28.99	\$ 25.98	N/A	\$ 18.74	N/A
2	Commercial 3 CY Refuse Bin 1x week	\$ 127.72	\$ 102.54	\$ 162.47	\$ 184.33	N/A	\$ 116.00	N/A

OC Waste & Recycling
First-Year Estimated Rate Revenue Summary as Proposed by Proposer
Franchise Area 3

Row	Service Level	Current FY 2020-21 Rates	American Reclamation	CR&R	Republic	UWS	Ware	WM
1	Residential Curbside Cart Rate Revenue	\$ 18,696	\$ 18,528	\$ 20,892	\$ 27,084	N/A	\$ 20,052	N/A
2	Commercial/Multi-Family Bin Rate Revenue	\$ 34,020	\$ 37,812	\$ 54,564	\$ 48,936	N/A	\$ 34,848	N/A
3	Commercial/Multi-Family Cart Rate Revenue	N/A	\$ 564	\$ 7,589	\$ 2,638	N/A	\$ 1,440	N/A
4	Roll-off Rate Revenue	N/A	N/A	N/A	N/A	N/A	N/A	N/A
5	Total Rate Revenue	\$ 52,716	\$ 56,904	\$ 83,045	\$ 78,658	N/A	\$ 56,340	N/A
6	Total Rate Revenue, Rounded	\$ 53,000	\$ 57,000	\$ 83,000	\$ 79,000	N/A	\$ 56,000	N/A
7	Percentage Increase to Current Rate Revenue	-	8%	57%	49%	N/A	6%	N/A

*Final negotiated rates are noted in green next to the original proposed rate, only if there are any updates.

First-Year Proposed Rates
Franchise Area 3

Row	Service Level	Current FY 2020-21 Rates	American Reclamation	CR&R	Republic	UWS	Ware	WM
1	Residential Basic Service	\$18.08 (Orange Islands)	\$ 17.89	\$ 19.99	\$ 26.32	N/A	\$ 18.74	N/A
2	Commercial 3 CY Refuse Bin 1x week	\$ 127.72	\$ 100.67	\$ 162.47	\$ 184.56	N/A	\$ 116.00	N/A

OC Waste & Recycling
First-Year Estimated Rate Revenue Summary as Proposed by Proposer
Franchise Area 4

Row	Service Level	Current FY 2020-21 Rates	American Reclamation	CR&R	Republic	UWS	Ware	WM
1	Residential Curbside Cart Rate Revenue	N/A	N/A	N/A	N/A	N/A	N/A	N/A
2	Commercial/Multi-Family Bin Rate Revenue	\$ 71,460	\$ 121,776	\$ 137,940	\$ 107,196	N/A	\$ 80,592	N/A
3	Commercial/Multi-Family Cart Rate Revenue	N/A	\$ 1,128	\$ 15,178	\$ 7,200	N/A	\$ 2,880	N/A
4	Roll-off Rate Revenue	N/A	N/A	N/A	N/A	N/A	N/A	N/A
5	Total Rate Revenue	\$ 71,460	\$ 122,904	\$ 153,118	\$ 114,396	N/A	\$ 83,472	N/A
6	Total Rate Revenue, Rounded	\$ 71,000	\$ 123,000	\$ 153,000	\$ 114,000	N/A	\$ 83,000	N/A
7	Percentage Increase to Current Rate Revenue	-	73%	115%	61%	N/A	17%	N/A

*Final negotiated rates are noted in green next to the original proposed rate, only if there are any updates.

First-Year Proposed Rates
Franchise Area 4

Row	Service Level	Current FY 2020-21 Rates	American Reclamation	CR&R	Republic	UWS	Ware	WM
1	Residential Basic Service	N/A (1)	N/A (1)	N/A (1)	N/A (1)	N/A (1)	N/A (1)	N/A
2	Commercial 3 CY Refuse Bin 1x week	\$ 127.72	\$ 117.99	\$ 162.47	\$ 191.58	N/A (1)	\$ 116.00	N/A

(1) Per Republic, residential areas in Franchise Area 4 are collected with City of Fountain Valley residential waste.

OC Waste & Recycling
First-Year Estimated Rate Revenue Summary as Proposed by Proposer
Franchise Area 5 CA-1

Row	Service Level	Current FY 2020-21 Rates	American Reclamation	CR&R	Republic	UWS	Ware	WM
1	Residential Curbside Cart Rate Revenue	\$ 285,756	\$ 519,348	\$ 357,516	N/A	N/A	\$ 501,480	\$ 343,272
2	Commercial/Multi-Family Bin Rate Revenue	\$ 418,680	\$ 345,204	\$ 410,268	N/A	N/A	\$ 281,244	\$ 527,040
3	Commercial/Multi-Family Cart Rate Revenue	N/A	\$ 987	\$ 13,280	N/A	N/A	\$ 2,520	\$ 8,568
4	Roll-off Rate Revenue	\$ 102,676	\$ 108,546	\$ 77,894	N/A	N/A	\$ 86,110	\$ 109,810
5	Total Rate Revenue	\$ 807,112	\$ 974,085	\$ 858,958	N/A	N/A	\$ 871,354	\$ 988,690
6	Total Rate Revenue, Rounded	\$ 807,000	\$ 974,000	\$ 859,000	N/A	N/A	\$ 871,000	\$ 989,000
7	Percentage Increase to Current Rate Revenue	-	21%	6%	N/A	N/A	8%	23%

*Final negotiated rates are noted in green next to the original proposed rate, only if there are any updates.

First-Year Proposed Rates
Franchise Area 5 CA-1

Row	Service Level	Current FY 2020-21 Rates	American Reclamation	CR&R	Republic	UWS	Ware	WM	
1	Residential Basic Service	\$17.74 (OPA) \$25.98 (Canyons and OPA Special Access)	\$ 38.10	\$ 23.99	N/A	N/A	\$ 26.98	\$ 21.95	\$22.65
2	Commercial 3 CY Refuse Bin 1x week	\$ 196.92	\$ 128.65	\$ 162.47	N/A	N/A	\$ 129.00	\$ 196.00	\$260.00

OC Waste & Recycling
First-Year Estimated Rate Revenue Summary as Proposed by Proposer
Franchise Area 5 CA-2

Row	Service Level	Current FY 2020-21 Rates	American Reclamation	CR&R	Republic	UWS	Ware	WM
1	Residential Curbside Cart Rate Revenue	\$ 126,972	\$ 195,336	\$ 145,296	\$ 187,704	N/A	\$ 145,140	N/A
2	Commercial/Multi-Family Bin Rate Revenue	\$ 59,244	\$ 71,952	\$ 102,216	\$ 83,112	N/A	\$ 62,352	N/A
3	Commercial/Multi-Family Cart Rate Revenue	N/A	\$ 1,396	\$ 18,687	\$ 6,594	N/A	\$ 3,540	N/A
4	Roll-off Rate Revenue	N/A	N/A	N/A	N/A	N/A	N/A	N/A
5	Total Rate Revenue	\$ 186,216	\$ 268,684	\$ 266,199	\$ 277,410	N/A	\$ 211,032	N/A
6	Total Rate Revenue, Rounded	\$ 186,000	\$ 269,000	\$ 266,000	\$ 277,000	N/A	\$ 211,000	N/A
7	Percentage Increase to Current Rate Revenue	-	45%	43%	49%	N/A	13%	N/A

*Final negotiated rates are noted in green next to the original proposed rate, only if there are any updates.

First-Year Proposed Rates
Franchise Area 5 CA-2

Row	Service Level	Current FY 2020-21 Rates	American Reclamation	CR&R	Republic	UWS	Ware	WM
1	Residential Basic Service	\$ 17.74	\$ 27.61	\$ 19.99	\$ 26.32	N/A	\$ 18.54	N/A
2	Commercial 3 CY Refuse Bin 1x week	\$ 131.26	\$ 100.67	\$ 162.47	\$ 184.56	N/A	\$ 116.00	N/A

OC Waste & Recycling
First-Year Estimated Rate Revenue Summary as Proposed by Proposer
Franchise Area 6

Row	Service Level	Current FY 2020-21 Rates	American Reclamation	CR&R	Republic	UWS	Ware	WM
1	Residential Curbside Cart Rate Revenue	\$ 2,155,212	\$ 2,181,324	\$ 3,609,156	N/A	\$ 3,492,588	\$ 2,686,404	\$ 3,243,288
2	Commercial/Multi-Family Bin Rate Revenue	\$ 178,728	\$ 204,816	\$ 291,000	N/A	\$ 218,172	\$ 197,688	\$ 326,952
3	Commercial/Multi-Family Cart Rate Revenue	N/A	\$ 1,551	\$ 20,869	N/A	\$ 11,748	\$ 3,960	\$ 9,900
4	Roll-off Rate Revenue	\$ 30,016	\$ 38,019	\$ 30,580	N/A	\$ 39,013	\$ 31,809	\$ 32,277
5	Total Rate Revenue	\$ 2,363,956	\$ 2,425,710	\$ 3,951,605	N/A	\$ 3,761,521	\$ 2,919,861	\$ 3,612,417
6	Total Rate Revenue, Rounded	\$ 2,364,000	\$ 2,426,000	\$ 3,952,000	N/A	\$ 3,762,000	\$ 2,920,000	\$ 3,612,000
7	Percentage Increase to Current Rate Revenue	-	3%	67%	N/A	59%	24%	53%

*Final negotiated rates are noted in green next to the original proposed rate, only if there are any updates.

First-Year Proposed Rates
Franchise Area 6

Row	Service Level	Current FY 2020-21 Rates	American Reclamation	CR&R	Republic	UWS	Ware	WM	
1	Residential Basic Service	\$ 17.74	\$ 17.83	\$ 29.99	N/A	\$ 29.49	\$ 18.34	\$ 26.65	\$23.85
2	Commercial 3 CY Refuse Bin 1x week	\$ 127.72	\$ 100.67	\$ 162.47	N/A	\$ 153.26	\$ 134.00	\$ 169.00	\$260.00

OC Waste & Recycling
First-Year Estimated Rate Revenue Summary as Proposed by Proposer
Franchise Area 7-A

Row	Service Level	Current FY 2020-21 Rates	American Reclamation	CR&R	Republic	UWS	Ware	WM
1	Residential Curbside Cart Rate Revenue	N/A	N/A	N/A	N/A	N/A	N/A	N/A
2	Commercial/Multi-Family Bin Rate Revenue	\$ 29,760	\$ 36,240	\$ 52,224	\$ 45,312	\$ 35,724	N/A	N/A
3	Commercial/Multi-Family Cart Rate Revenue	N/A	N/A	N/A	N/A	N/A	N/A	N/A
4	Roll-off Rate Revenue	\$ 232,218	\$ 372,435	\$ 532,020	\$ 357,170	\$ 291,425	\$ 513,852	N/A
5	Total Rate Revenue	\$ 261,978	\$ 408,675	\$ 584,244	\$ 402,482	\$ 327,149	\$ 513,852	N/A
6	Total Rate Revenue, Rounded	\$ 262,000	\$ 409,000	\$ 584,000	\$ 402,000	\$ 327,000	\$ 514,000	N/A
7	Percentage Increase to Current Rate Revenue	-	56%	123%	53%	25%	96%	N/A

First-Year Proposed Rates
Franchise Area 7-A

*Final negotiated rates are noted in green next to the original proposed rate, only if there are any updates.

Row	Service Level	Current FY 2020-21 Rates	American Reclamation	CR&R	Republic	UWS	Ware	WM
1	Residential Basic Service	N/A (1)	N/A (1)	N/A (1)	N/A (1)	N/A (1)	N/A (1)	N/A (1)
2	Commercial 3 CY Refuse Bin 1x week	\$ 127.72	\$ 100.67	\$ 162.47	\$ 194.46	\$ 153.26	NA	N/A

(1) Franchise Area 7-A (John Wayne Airport) does not include residential areas.

OC Waste & Recycling
First-Year Estimated Rate Revenue Summary as Proposed by Proposer
Franchise Area 7-B

Row	Service Level	Current FY 2020-21 Rates	American Reclamation	CR&R	Republic	UWS	Ware	WM
1	Residential Curbside Cart Rate Revenue	\$ 202,476	\$ 172,836	\$ 417,456	N/A	N/A	\$ 315,792	\$ 355,560
2	Commercial/Multi-Family Bin Rate Revenue	\$ 18,792	\$ 24,768	\$ 34,932	N/A	N/A	\$ 19,440	\$ 56,736
3	Commercial/Multi-Family Cart Rate Revenue	N/A	\$ 141	\$ 1,897	N/A	N/A	\$ 360	\$ 1,224
4	Roll-off Rate Revenue	N/A	N/A	N/A	N/A	N/A	N/A	N/A
5	Total Rate Revenue	\$ 221,268	\$ 197,745	\$ 454,285	N/A	N/A	\$ 335,592	\$ 413,520
6	Total Rate Revenue, Rounded	\$ 221,000	\$ 198,000	\$ 454,000	N/A	N/A	\$ 336,000	\$ 414,000
7	Percentage Increase to Current Rate Revenue	-	-10%	105%	N/A	N/A	52%	87%

*Final negotiated rates are noted in green next to the original proposed rate, only if there are any updates.

First-Year Proposed Rates
Franchise Area 7-B

Row	Service Level	Current FY 2020-21 Rates	American Reclamation	CR&R	Republic	UWS	Ware	WM	
1	Residential Basic Service	\$ 17.74	\$ 17.95	\$ 38.99	N/A	N/A	\$ 21.95	\$ 36.50	\$36.25
2	Commercial 3 CY Refuse Bin 1x week	\$ 127.72	\$ 114.56	\$ 162.47	N/A	N/A	\$ 116.00	\$ 205.00	\$260.00

**OC Waste & Recycling
First-Year Estimated Rate Revenue Summary as Proposed by Proposer
Franchise Area 8**

Row	Service Level	Current FY 2020-21 Rates	American Reclamation	CR&R	Republic	UWS	Ware	WM
1	Residential Curbside Cart Rate Revenue	\$ 2,934,540	\$ 2,985,144	\$ 3,139,128	N/A	N/A	\$ 3,745,572	\$ 4,451,100
2	Commercial/Multi-Family Bin Rate Revenue	\$ 740,700	\$ 943,584	\$ 1,277,760	N/A	N/A	\$ 785,712	\$ 1,650,636
3	Commercial/Multi-Family Cart Rate Revenue	N/A	\$ 6,627	\$ 89,168	N/A	N/A	\$ 16,920	\$ 42,300
4	Roll-off Rate Revenue	\$ 90,411	\$ 121,151	\$ 92,117	N/A	N/A	\$ 97,520	\$ 102,260
5	Total Rate Revenue	\$ 3,765,651	\$ 4,056,506	\$ 4,598,173	N/A	N/A	\$ 4,645,724	\$ 6,246,296
6	Total Rate Revenue, Rounded	\$ 3,766,000	\$ 4,057,000	\$ 4,598,000	N/A	N/A	\$ 4,646,000	\$ 6,246,000
7	Percentage Increase to Current Rate Revenue	-	8%	22%	N/A	N/A	23%	66%

*Final negotiated rates are noted in green next to the original proposed rate, only if there are any updates.

**First-Year Proposed Rates
Franchise Area 8**

Row	Service Level	Current FY 2020-21 Rates	American Reclamation	CR&R	Republic	UWS	Ware	WM
1	Residential Basic Service	\$ 17.74	\$ 18.15	\$ 18.64	N/A	N/A	\$ 21.23	\$ 26.65
2	Commercial 3 CY Refuse Bin 1x week	\$ 127.72	\$ 102.00	\$ 162.47	N/A	N/A	\$ 116.00	\$ 188.00

\$20.50

\$245.00

OC Waste & Recycling
First-Year Estimated Rate Revenue Summary as Proposed by Proposer
Franchise Area 9

Row	Service Level	Current FY 2020-21 Rates	American Reclamation	CR&R	Republic	UWS	Ware	WM
1	Residential Curbside Cart Rate Revenue	\$ 678,768	\$ 689,028	\$ 680,592	N/A	N/A	\$ 719,868	N/A
2	Commercial/Multi-Family Bin Rate Revenue	\$ 210,252	\$ 245,088	\$ 349,128	N/A	N/A	\$ 210,216	N/A
3	Commercial/Multi-Family Cart Rate Revenue	N/A	\$ 3,948	\$ 53,122	N/A	N/A	\$ 10,080	N/A
4	Roll-off Rate Revenue	\$ 329,452	\$ 439,427	\$ 335,676	N/A	N/A	\$ 330,350	N/A
5	Total Rate Revenue	\$ 1,218,472	\$ 1,377,491	\$ 1,418,518	N/A	N/A	\$ 1,270,514	N/A
6	Total Rate Revenue, Rounded	\$ 1,218,000	\$ 1,377,000	\$ 1,419,000	N/A	N/A	\$ 1,271,000	N/A
7	Percentage Increase to Current Rate Revenue	-	13%	17%	N/A	N/A	4%	N/A

First-Year Proposed Rates
Franchise Area 9

*Final negotiated rates are noted in green next to the original proposed rate, only if there are any updates.

Row	Service Level	Current FY 2020-21 Rates	American Reclamation	CR&R	Republic	UWS	Ware	WM
1	Residential Basic Service	\$ 17.74	\$ 18.02	\$ \$20.95 17.75	N/A	N/A	\$ 18.64	N/A
2	Commercial 3 CY Refuse Bin 1x week	\$ 127.72	\$ 102.00	\$ 162.47	N/A	N/A	\$ 108.00	N/A

**OC Waste & Recycling
Comparison of First-Year Rate Revenues**

Row	Hauler	Proposed First-Year Rate Revenue (from Attach. 5-A, Row 5)		Difference (should be \$0)
		Recalculated by HF&H	As Proposed in Hauler Cost Proposal Forms	
1	American Reclamation	\$ 11,333,966	\$ 11,333,966	\$ -
2	CR&R (1)	\$ 13,896,002	\$ 13,895,121	\$ 881 (3)
3	Republic (2)	\$ 2,547,510	\$ 2,547,510	\$ -
4	UWS	\$ 5,186,442	\$ 5,186,424	\$ 18 (3)
5	Ware	\$ 12,132,569	\$ 12,132,569	\$ -
6	WM	\$ 11,260,923	\$ 11,260,923	\$ -

(1) CR&R provided revised cost proposal forms on April 9, 2021.

(2) Republic provided revised cost proposal forms on April 12, 2021.

(3) Differences are due to rounding proposed rates to nearest penny, and are immaterial.

COMPARISON OF RATE REVENUES AND REVENUE REQUIREMENTS**Proposing Company:** AMERICAN RECLAMATION, INC.Instructions: Confirm automatic references and accuracy of automatic calculations.

Row	Franchise Area	Description	Proposed First-Year Rate Revenue (from Attach. 5-A, Row 5)	Proposed First-Year Revenue Requirement (from Attach. 6-A, Row 14)	Difference (should be \$0)
1	Area 1	Rossmoor	\$ 1,005,321	\$ 1,005,321	\$ 0
2	Area 2	Buena Park, Placentia, and Yorba Linda Islands	\$ 439,941	\$ 439,941	\$ 0
3	Area 3	Orange Islands	\$ 56,904	\$ 56,904	\$ (0)
4	Area 4	Fountain Valley Island	\$ 122,904	\$ 122,904	\$ -
5	Area 5 CA-1	OPA, Canyons and OPA Special Access	\$ 974,085	\$ 974,085	\$ -
6	Area 5 CA-2	El Modena Islands	\$ 268,684	\$ 268,684	\$ 0
7	Area 6	North Tustin and Musick Facility	\$ 2,425,710	\$ 2,425,710	\$ 0
8	Area 7-A	John Wayne Airport	\$ 408,675	\$ 408,675	\$ -
9	Area 7-B	Emerald Bay and Laguna Coast Wilderness Park	\$ 197,745	\$ 197,745	\$ -
10	Area 8	Coto De Caza/Ladera Ranch/Las Flores	\$ 4,056,506	\$ 4,056,506	\$ (0)
11	Area 9	Rancho Mission Viejo	\$ 1,377,491	\$ 1,377,491	\$ (0)
12	Total		\$ 11,333,966	\$ 11,333,966	\$ 0

Failure to complete and submit this form will deem the proposer's franchise proposal non-responsive.

COMPARISON OF RATE REVENUES AND REVENUE REQUIREMENTSProposing Company: CR&RInstructions: Confirm automatic references and accuracy of automatic calculations.

Row	Franchise Area	Description	Proposed First-Year Rate Revenue (from Attach. 5-A, Row 5)	Proposed First-Year Revenue Requirement (from Attach. 6-A, Row 14)	Difference (should be \$0)
1	Area 1	Rossmoor	\$ 1,052,327	\$ 1,052,315	\$ (12)
2	Area 2	Buena Park, Placentia, and Yorba Linda Islands	\$ 475,530	\$ 475,530	\$ 0
3	Area 3	Orange Islands	\$ 83,045	\$ 83,045	\$ 0
4	Area 4	Fountain Valley Island	\$ 153,118	\$ 153,118	\$ 0
5	Area 5 CA-1	OPA, Canyons and OPA Special Access	\$ 858,958	\$ 858,947	\$ (12)
6	Area 5 CA-2	El Modena Islands	\$ 266,199	\$ 266,200	\$ 0
7	Area 6	North Tustin and Musick Facility	\$ 3,951,605	\$ 3,951,282	\$ (323)
8	Area 7-A	John Wayne Airport	\$ 584,244	\$ 584,244	\$ -
9	Area 7-B	Emerald Bay and Laguna Coast Wilderness Park	\$ 454,285	\$ 454,297	\$ 12
10	Area 8	Coto De Caza/Ladera Ranch/Las Flores	\$ 4,598,173	\$ 4,597,624	\$ (550)
11	Area 9	Rancho Mission Viejo	\$ 1,418,518	\$ 1,418,519	\$ 1
12	Total		\$ 13,896,002	\$ 13,895,121	\$ (882)

Failure to complete and submit this form will deem the proposer's franchise proposal non-responsive.

COMPARISON OF RATE REVENUES AND REVENUE REQUIREMENTS**Proposing Company:** Republic Waste Services of Southern California, LLC and Rainbow Disposal Co., Inc.Instructions: Confirm automatic references and accuracy of automatic calculations.

Row	Franchise Area	Description	Proposed First-Year Rate Revenue (from Attach. 5-A, Row 5)	Proposed First-Year Revenue Requirement (from Attach. 6-A, Row 14)	Difference (should be \$0)
1	Area 1	Rossmoor	\$ 1,247,412	\$ 1,247,412	\$ -
2	Area 2	Buena Park, Placentia, and Yorba Linda Islands	\$ 427,152	\$ 427,152	\$ -
3	Area 3	Orange Islands	\$ 78,658	\$ 78,658	\$ -
4	Area 4	Fountain Valley Island	\$ 114,396	\$ 114,396	\$ -
5	Area 5 CA-1	OPA, Canyons and OPA Special Access	\$ -	\$ -	\$ -
6	Area 5 CA-2	El Modena Islands	\$ 277,410	\$ 277,410	\$ -
7	Area 6	North Tustin and Musick Facility	\$ -	\$ -	\$ -
8	Area 7-A	John Wayne Airport	\$ 402,482	\$ 402,482	\$ -
9	Area 7-B	Emerald Bay and Laguna Coast Wilderness Park	\$ -	\$ -	\$ -
10	Area 8	Coto De Caza/Ladera Ranch/Las Flores	\$ -	\$ -	\$ -
11	Area 9	Rancho Mission Viejo	\$ -	\$ -	\$ -
12	Total		\$ 2,547,510	\$ 2,547,510	\$ -

Failure to complete and submit this form will deem the proposer's franchise proposal non-responsive.

COMPARISON OF RATE REVENUES AND REVENUE REQUIREMENTS**Proposing Company:** Universal Waste Systems, Inc.Instructions: Confirm automatic references and accuracy of automatic calculations.

Row	Franchise Area	Description	Proposed First-Year Rate Revenue (from Attach. 5-A, Row 5)	Proposed First-Year Revenue Requirement (from Attach. 6-A, Row 14)	Difference (should be \$0)
1	Area 1	Rossmoor	\$ 1,097,772	\$ 1,097,777	\$ 5
2	Area 2	Buena Park, Placentia, and Yorba Linda Islands	\$ -	\$ -	\$ -
3	Area 3	Orange Islands	\$ -	\$ -	\$ -
4	Area 4	Fountain Valley Island	\$ -	\$ -	\$ -
5	Area 5 CA-1	OPA, Canyons and OPA Special Access	\$ -	\$ -	\$ -
6	Area 5 CA-2	El Modena Islands	\$ -	\$ -	\$ -
7	Area 6	North Tustin and Musick Facility	\$ 3,761,521	\$ 3,761,497	\$ (24)
8	Area 7-A	John Wayne Airport	\$ 327,149	\$ 327,149	\$ -
9	Area 7-B	Emerald Bay and Laguna Coast Wilderness Park	\$ -	\$ -	\$ -
10	Area 8	Coto De Caza/Ladera Ranch/Las Flores	\$ -	\$ -	\$ -
11	Area 9	Rancho Mission Viejo	\$ -	\$ -	\$ -
12	Total		\$ 5,186,442	\$ 5,186,424	\$ (19)

Failure to complete and submit this form will deem the proposer's franchise proposal non-responsive.

COMPARISON OF RATE REVENUES AND REVENUE REQUIREMENTS**Proposing Company:** WARE DISPOSAL INC.Instructions: Confirm automatic references and accuracy of automatic calculations.

Row	Franchise Area	Description	Proposed First-Year Rate Revenue (from Attach. 5-A, Row 5)	Proposed First-Year Revenue Requirement (from Attach. 6-A, Row 14)	Difference (should be \$0)
1	Area 1	Rossmoor	\$ 911,916	\$ 911,916	\$ 0
2	Area 2	Buena Park, Placentia, and Yorba Linda Islands	\$ 312,912	\$ 312,912	\$ (0)
3	Area 3	Orange Islands	\$ 56,340	\$ 56,340	\$ 0
4	Area 4	Fountain Valley Island	\$ 83,472	\$ 83,472	\$ 0
5	Area 5 CA-1	OPA, Canyons and OPA Special Access	\$ 871,354	\$ 871,354	\$ 0
6	Area 5 CA-2	El Modena Islands	\$ 211,032	\$ 211,032	\$ (0)
7	Area 6	North Tustin and Musick Facility	\$ 2,919,861	\$ 2,919,861	\$ 0
8	Area 7-A	John Wayne Airport	\$ 513,852	\$ 513,852	\$ (0)
9	Area 7-B	Emerald Bay and Laguna Coast Wilderness Park	\$ 335,592	\$ 335,592	\$ (0)
10	Area 8	Coto De Caza/Ladera Ranch/Las Flores	\$ 4,645,724	\$ 4,645,724	\$ (0)
11	Area 9	Rancho Mission Viejo	\$ 1,270,514	\$ 1,270,514	\$ 0
12	Total		\$ 12,132,569	\$ 12,132,569	\$ (0)

Failure to complete and submit this form will deem the proposer's franchise proposal non-responsive.

COMPARISON OF RATE REVENUES AND REVENUE REQUIREMENTS**Proposing Company:** Waste Management Collection & Recycling, IncInstructions: Confirm automatic references and accuracy of automatic calculations.

Row	Franchise Area	Description	Proposed First-Year Rate Revenue (from Attach. 5-A, Row 5)	Proposed First-Year Revenue Requirement (from Attach. 6-A, Row 14)	Difference (should be \$0)
1	Area 1	Rossmoor	\$ -	\$ -	\$ -
2	Area 2	Buena Park, Placentia, and Yorba Linda Islands	\$ -	\$ -	\$ -
3	Area 3	Orange Islands	\$ -	\$ -	\$ -
4	Area 4	Fountain Valley Island	\$ -	\$ -	\$ -
5	Area 5 CA-1	OPA, Canyons and OPA Special Access	\$ 988,690	\$ 988,690	\$ -
6	Area 5 CA-2	El Modena Islands	\$ -	\$ -	\$ -
7	Area 6	North Tustin and Musick Facility	\$ 3,612,417	\$ 3,612,417	\$ -
8	Area 7-A	John Wayne Airport	\$ -	\$ -	\$ -
9	Area 7-B	Emerald Bay and Laguna Coast Wilderness Park	\$ 413,520	\$ 413,520	\$ -
10	Area 8	Coto De Caza/Ladera Ranch/Las Flores	\$ 6,246,296	\$ 6,246,296	\$ -
11	Area 9	Rancho Mission Viejo	\$ -	\$ -	\$ -
12	Total		\$ 11,260,923	\$ 11,260,923	\$ -

Failure to complete and submit this form will deem the proposer's franchise proposal non-responsive.

ATTACHMENT 2: DETAILED SCORING RESULTS

Results Summary

Final Score (Out of 150)	AR	CR&R	RS	UWS	WARE	WM
Franchise Area 1	88.4	127.8	123.2	91.2	85.8	
Franchise Area 2	85.4	120.4	128.2		85.8	
Franchise Area 3	91.4	126.8	126.2		84.8	
Franchise Area 4	88.4	122.4	128.2		85.8	
Franchise Area 5 CA1	84.4	123.4			82.8	131.2
Franchise Area 5 CA2	85.4	124.8	124.2		87.2	
Franchise Area 6	91.4	122.4		87.2	84.8	128.2
Franchise Area 7A	89.4	121.4	128.2	93.2	77.8	
Franchise Area 7B	91.4	116			82.8	124.2
Franchise Area 8	91.4	124.4			81.8	125.2
Franchise Area 9	89.4	127.8			84.8	

Franchise Area 1

Qualifications	AR	CR&R	RS	UWS	WARE	WM
Panelist 1	2	5	5	3	3	
Panelist 2	2	4	4	3	2	
Panelist 3	2	5	5	3	2	
Panelist 4	3	5	5	3	3	
Panelist 5	3	5	5	3	3	
Average Panelist Score:	2.4	4.8	4.8	3	2.6	
Qualifications Total (Out of 25):	12	24	24	15	13	

Technical	AR	CR&R	RS	UWS	WARE	WM
Panelist 1	3	5	5	3	2	
Panelist 2	1	4	3	2	2	
Panelist 3	2	4	5	3	2	
Panelist 4	3	5	5	2	3	
Panelist 5	2	4	5	3	3	
Average Panelist Score:	2.2	4.4	4.6	2.6	2.4	
Technical Total (Out of 35):	15.4	30.8	32.2	18.2	16.8	

Safety	AR	CR&R	RS	UWS	WARE	WM
Panelist 1	3	3	3	3	2	
Panelist 2	3	4	3	2	2	
Panelist 3	3	4	5	3	2	
Panelist 4	3	4	3	2	2	
Panelist 5	3	3	4	3	2	
Average Panelist Score:	3	3.6	3.6	2.6	2	
Safety Total (Out of 25):	15	18	18	13	10	

Cost	AR	CR&R	RS	UWS	WARE	WM
Panelist 1	4	3	3	3	4	
Panelist 2	2	4	3	3	3	
Panelist 3	3	4	1	3	5	
Panelist 4	4	3	2	3	4	
Panelist 5	3	3	2	3	3	
Average Panelist Score:	3.2	3.4	2.2	3	3.8	
Cost Total (Out of 25):	16	17	11	15	19	

AB 1669	AR	CR&R	RS	UWS	WARE	WM
Panelist 1	5	5	5	5	5	
Panelist 2	5	5	5	5	5	
Panelist 3	5	5	5	5	5	
Panelist 4	5	5	5	5	5	
Panelist 5	5	5	5	5	5	
Average:	5	5	5	5	5	
AB 1669 Total (Out of 15):	15	15	15	15	15	

Interview	AR	CR&R	RS	UWS	WARE	WM
Panelist 1	3	5	4	4	3	
Panelist 2	3	4	4	3	2	
Panelist 3	2	5	5	3	2	
Panelist 4	4	5	5	2	3	
Panelist 5	3	4	5	3	2	
Average Panelist Score:	3	4.6	4.6	3	2.4	
Interview Total (Out of 25):	15	23	23	15	12	

Total	AR	CR&R	RS	UWS	WARE	WM
Panelist 1	96	130	125	101	89	
Panelist 2	72	123	106	84	74	
Panelist 3	79	133	130	96	84	
Panelist 4	106	135	125	79	96	
Panelist 5	89	118	130	96	86	

Average Final Score (Out of 150):	88.4	127.8	123.2	91.2	85.8	
%	58.93%	85.20%	82.13%	60.80%	57.20%	

RANK:	4	1	2	3	5	
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Franchise Area 2

Qualifications	AR	CR&R	RS	UWS	WARE	WM
Panelist 1	2	4	5		3	
Panelist 2	2	4	4		2	
Panelist 3	2	5	5		2	
Panelist 4	3	5	5		3	
Panelist 5	3	4	5		3	
Average Panelist Score:	2.4	4.4	4.8		2.6	
Qualifications Total (Out of 25):	12	22	24		13	

Technical	AR	CR&R	RS	UWS	WARE	WM
Panelist 1	3	4	5		2	
Panelist 2	1	4	3		2	
Panelist 3	2	4	5		2	
Panelist 4	3	5	5		3	
Panelist 5	2	4	5		3	
Average Panelist Score:	2.2	4.2	4.6		2.4	
Technical Total (Out of 35):	15.4	29.4	32.2		16.8	

Safety	AR	CR&R	RS	UWS	WARE	WM
Panelist 1	3	3	3		2	
Panelist 2	3	4	3		2	
Panelist 3	3	4	5		2	
Panelist 4	3	4	3		2	
Panelist 5	3	3	4		2	
Average Panelist Score:	3	3.6	3.6		2	
Safety Total (Out of 25):	15	18	18		10	

Cost	AR	CR&R	RS	UWS	WARE	WM
Panelist 1	4	3	3		4	
Panelist 2	2	4	3		3	
Panelist 3	2	2	3		5	
Panelist 4	3	2	4		4	
Panelist 5	2	2	3		3	
Average Panelist Score:	2.6	2.6	3.2		3.8	
Cost Total (Out of 25):	13	13	16		19	

AB 1669	AR	CR&R	RS	UWS	WARE	WM
Panelist 1	5	5	5		5	
Panelist 2	5	5	5		5	
Panelist 3	5	5	5		5	
Panelist 4	5	5	5		5	
Panelist 5	5	5	5		5	
Average:	5	5	5		5	
AB 1669 Total (Out of 15):	15	15	15		15	

Interview	AR	CR&R	RS	UWS	WARE	WM
Panelist 1	3	5	4		3	
Panelist 2	3	4	4		2	
Panelist 3	2	5	5		2	
Panelist 4	4	5	5		3	
Panelist 5	3	4	5		2	
Average Panelist Score:	3	4.6	4.6		2.4	
Interview Total (Out of 25):	15	23	23		12	

Total	AR	CR&R	RS	UWS	WARE	WM
Panelist 1	96	118	125		89	
Panelist 2	72	123	106		74	
Panelist 3	74	123	140		84	
Panelist 4	101	130	135		96	
Panelist 5	84	108	135		86	

Average Final Score (Out of 150):	85.4	120.4	128.2		85.8	
%	56.93%	80.27%	85.47%		57.20%	

RANK: 4 2 1 3

Franchise Area 3

Qualifications	AR	CR&R	RS	UWS	WARE	WM
Panelist 1	2	5	5		3	
Panelist 2	2	4	4		2	
Panelist 3	2	5	5		2	
Panelist 4	3	5	5		3	
Panelist 5	3	5	5		3	
Average Panelist Score:	2.4	4.8	4.8		2.6	
Qualifications Total (Out of 25):	12	24	24		13	

Technical	AR	CR&R	RS	UWS	WARE	WM
Panelist 1	3	5	5		2	
Panelist 2	1	4	3		2	
Panelist 3	2	4	5		2	
Panelist 4	3	5	5		3	
Panelist 5	2	4	5		3	
Average Panelist Score:	2.2	4.4	4.6		2.4	
Technical Total (Out of 35):	15.4	30.8	32.2		16.8	

Safety	AR	CR&R	RS	UWS	WARE	WM
Panelist 1	3	3	3		2	
Panelist 2	3	4	3		2	
Panelist 3	3	4	5		2	
Panelist 4	3	4	3		2	
Panelist 5	3	3	4		2	
Average Panelist Score:	3	3.6	3.6		2	
Safety Total (Out of 25):	15	18	18		10	

Cost	AR	CR&R	RS	UWS	WARE	WM
Panelist 1	4	3	3		4	
Panelist 2	3	4	3		3	
Panelist 3	5	3	3		4	
Panelist 4	4	3	3		4	
Panelist 5	3	3	2		3	
Average Panelist Score:	3.8	3.2	2.8		3.6	
Cost Total (Out of 25):	19	16	14		18	

AB 1669	AR	CR&R	RS	UWS	WARE	WM
Panelist 1	5	5	5		5	
Panelist 2	5	5	5		5	
Panelist 3	5	5	5		5	
Panelist 4	5	5	5		5	
Panelist 5	5	5	5		5	
Average:	5	5	5		5	
AB 1669 Total (Out of 15):	15	15	15		15	

Interview	AR	CR&R	RS	UWS	WARE	WM
Panelist 1	3	5	4		3	
Panelist 2	3	4	4		2	
Panelist 3	2	5	5		2	
Panelist 4	4	5	5		3	
Panelist 5	3	4	5		2	
Average Panelist Score:	3	4.6	4.6		2.4	
Interview Total (Out of 25):	15	23	23		12	

Total	AR	CR&R	RS	UWS	WARE	WM
Panelist 1	96	130	125		89	
Panelist 2	77	123	106		74	
Panelist 3	89	128	140		79	
Panelist 4	106	135	130		96	
Panelist 5	89	118	130		86	

Average Final Score (Out of 150):	91.4	126.8	126.2		84.8	
%	60.93%	84.53%	84.13%		56.53%	

RANK: 3 1 2 4

Franchise Area 4						
Qualifications	AR	CR&R	RS	UWS	WARE	WM
Panelist 1	2	4	5		3	
Panelist 2	2	4	4		2	
Panelist 3	2	5	5		2	
Panelist 4	3	5	5		3	
Panelist 5	3	4	5		3	
Average Panelist Score:	2.4	4.4	4.8		2.6	
Qualifications Total (Out of 25):	12	22	24		13	

Technical	AR	CR&R	RS	UWS	WARE	WM
Panelist 1	3	4	5		2	
Panelist 2	1	4	3		2	
Panelist 3	2	4	5		2	
Panelist 4	3	5	5		3	
Panelist 5	2	4	5		3	
Average Panelist Score:	2.2	4.2	4.6		2.4	
Technical Total (Out of 35):	15.4	29.4	32.2		16.8	

Safety	AR	CR&R	RS	UWS	WARE	WM
Panelist 1	3	3	3		2	
Panelist 2	3	4	3		2	
Panelist 3	3	4	5		2	
Panelist 4	3	4	3		2	
Panelist 5	3	3	4		2	
Average Panelist Score:	3	3.6	3.6		2	
Safety Total (Out of 25):	15	18	18		10	

Cost	AR	CR&R	RS	UWS	WARE	WM
Panelist 1	4	3	3		4	
Panelist 2	2	4	3		3	
Panelist 3	4	3	3		5	
Panelist 4	3	2	4		4	
Panelist 5	3	3	3		3	
Average Panelist Score:	3.2	3	3.2		3.8	
Cost Total (Out of 25):	16	15	16		19	

AB 1669	AR	CR&R	RS	UWS	WARE	WM
Panelist 1	5	5	5		5	
Panelist 2	5	5	5		5	
Panelist 3	5	5	5		5	
Panelist 4	5	5	5		5	
Panelist 5	5	5	5		5	
Average:	5	5	5		5	
AB 1669 Total (Out of 15):	15	15	15		15	

Interview	AR	CR&R	RS	UWS	WARE	WM
Panelist 1	3	5	4		3	
Panelist 2	3	4	4		2	
Panelist 3	2	5	5		2	
Panelist 4	4	5	5		3	
Panelist 5	3	4	5		2	
Average Panelist Score:	3	4.6	4.6		2.4	
Interview Total (Out of 25):	15	23	23		12	

Total	AR	CR&R	RS	UWS	WARE	WM
Panelist 1	96	118	125		89	
Panelist 2	72	123	106		74	
Panelist 3	84	128	140		84	
Panelist 4	101	130	135		96	
Panelist 5	89	113	135		86	

Average Final Score (Out of 150):	88.4	122.4	128.2		85.8	
%	58.93%	81.60%	85.47%		57.20%	

RANK: 3 2 1 4

Franchise Area 5 CA-1						
Qualifications	AR	CR&R	RS	UWS	WARE	WM
Panelist 1	2	4			3	5
Panelist 2	2	4			2	4
Panelist 3	2	5			2	5
Panelist 4	3	5			3	5
Panelist 5	3	4			3	5
Average Panelist Score:	2.4	4.4			2.6	4.8
Qualifications Total (Out of 25):	12	22			13	24

Technical	AR	CR&R	RS	UWS	WARE	WM
Panelist 1	3	4			2	4
Panelist 2	1	4			2	4
Panelist 3	2	4			2	5
Panelist 4	3	5			3	5
Panelist 5	2	4			3	5
Average Panelist Score:	2.2	4.2			2.4	4.6
Technical Total (Out of 35):	15.4	29.4			16.8	32.2

Safety	AR	CR&R	RS	UWS	WARE	WM
Panelist 1	3	3			2	3
Panelist 2	3	4			2	3
Panelist 3	3	4			2	5
Panelist 4	3	4			2	4
Panelist 5	3	3			2	4
Average Panelist Score:	3	3.6			2	3.8
Safety Total (Out of 25):	15	18			10	19

Cost	AR	CR&R	RS	UWS	WARE	WM
Panelist 1	4	3			3	4
Panelist 2	2	4			3	4
Panelist 3	2	2			3	4
Panelist 4	2	4			4	3
Panelist 5	2	3			3	4
Average Panelist Score:	2.4	3.2			3.2	3.8
Cost Total (Out of 25):	12	16			16	19

AB 1669	AR	CR&R	RS	UWS	WARE	WM
Panelist 1	5	5			5	5
Panelist 2	5	5			5	5
Panelist 3	5	5			5	5
Panelist 4	5	5			5	5
Panelist 5	5	5			5	5
Average:	5	5			5	5
AB 1669 Total (Out of 15):	15	15			15	15

Interview	AR	CR&R	RS	UWS	WARE	WM
Panelist 1	3	5			3	4
Panelist 2	3	4			2	3
Panelist 3	2	5			2	5
Panelist 4	4	5			3	5
Panelist 5	3	4			2	5
Average Panelist Score:	3	4.6			2.4	4.4
Interview Total (Out of 25):	15	23			12	22

Total	AR	CR&R	RS	UWS	WARE	WM
Panelist 1	96	118			84	123
Panelist 2	72	123			74	113
Panelist 3	74	123			74	145
Panelist 4	96	140			96	135
Panelist 5	84	113			86	140

Average Final Score (Out of 150):	84.4	123.4			82.8	131.2
%	56.27%	82.27%			55.20%	87.47%

RANK: 3 2 4 1

Franchise Area 5 CA-2						
Qualifications	AR	CR&R	RS		WARE	WM
Panelist 1	2	4	5		4	
Panelist 2	2	4	4		2	
Panelist 3	2	5	5		2	
Panelist 4	3	5	5		3	
Panelist 5	3	4	5		3	
Average Panelist Score:	2.4	4.4	4.8		2.8	
Qualifications Total (Out of 25):	12	22	24		14	

Technical	AR	CR&R	RS	UWS	WARE	WM
Panelist 1	3	5	5		3	
Panelist 2	1	4	3		2	
Panelist 3	2	4	5		2	
Panelist 4	3	5	5		3	
Panelist 5	2	4	5		3	
Average Panelist Score:	2.2	4.4	4.6		2.6	
Technical Total (Out of 35):	15.4	30.8	32.2		18.2	

Safety	AR	CR&R	RS	UWS	WARE	WM
Panelist 1	3	3	3		2	
Panelist 2	3	4	3		2	
Panelist 3	3	4	5		2	
Panelist 4	3	4	3		2	
Panelist 5	3	3	4		2	
Average Panelist Score:	3	3.6	3.6		2	
Safety Total (Out of 25):	15	18	18		10	

Cost	AR	CR&R	RS	UWS	WARE	WM
Panelist 1	4	3	3		4	
Panelist 2	2	4	3		3	
Panelist 3	2	2	1		4	
Panelist 4	3	4	2		4	
Panelist 5	2	3	3		3	
Average Panelist Score:	2.6	3.2	2.4		3.6	
Cost Total (Out of 25):	13	16	12		18	

AB 1669	AR	CR&R	RS	UWS	WARE	WM
Panelist 1	5	5	5		5	
Panelist 2	5	5	5		5	
Panelist 3	5	5	5		5	
Panelist 4	5	5	5		5	
Panelist 5	5	5	5		5	
Average:	5	5	5		5	
AB 1669 Total (Out of 15):	15	15	15		15	

Interview	AR	CR&R	RS	UWS	WARE	WM
Panelist 1	3	5	4		3	
Panelist 2	3	4	4		2	
Panelist 3	2	5	5		2	
Panelist 4	4	5	5		3	
Panelist 5	3	4	5		2	
Average Panelist Score:	3	4.6	4.6		2.4	
Interview Total (Out of 25):	15	23	23		12	

Total	AR	CR&R	RS	UWS	WARE	WM
Panelist 1	96	125	125		101	
Panelist 2	72	123	106		74	
Panelist 3	74	123	130		79	
Panelist 4	101	140	125		96	
Panelist 5	84	113	135		86	

Average Final Score (Out of 150):	85.4	124.8	124.2		87.2	
%	56.93%	83.20%	82.80%		58.13%	

RANK: 4 1 2 3

Franchise Area 6						
Qualifications	AR	CR&R	RS	UWS	WARE	WM
Panelist 1	2	4		3	3	5
Panelist 2	2	4		3	2	4
Panelist 3	2	5		3	2	5
Panelist 4	3	5		3	3	5
Panelist 5	3	4		3	3	5
Average Panelist Score:	2.4	4.4		3	2.6	4.8
Qualifications Total (Out of 25):	12	22		15	13	24

Technical	AR	CR&R	RS	UWS	WARE	WM
Panelist 1	3	4		3	2	4
Panelist 2	1	4		2	2	4
Panelist 3	2	4		3	2	5
Panelist 4	3	5		2	3	5
Panelist 5	2	4		3	3	5
Average Panelist Score:	2.2	4.2		2.6	2.4	4.6
Technical Total (Out of 35):	15.4	29.4		18.2	16.8	32.2

Safety	AR	CR&R	RS	UWS	WARE	WM
Panelist 1	3	3		3	2	3
Panelist 2	3	4		2	2	3
Panelist 3	3	4		3	2	5
Panelist 4	3	4		2	2	4
Panelist 5	3	3		3	2	4
Average Panelist Score:	3	3.6		2.6	2	3.8
Safety Total (Out of 25):	15	18		13	10	19

Cost	AR	CR&R	RS	UWS	WARE	WM
Panelist 1	4	3		3	4	3
Panelist 2	3	4		2	3	4
Panelist 3	5	3		1	4	3
Panelist 4	4	2		3	4	3
Panelist 5	3	3		2	3	3
Average Panelist Score:	3.8	3		2.2	3.6	3.2
Cost Total (Out of 25):	19	15		11	18	16

AB 1669	AR	CR&R	RS	UWS	WARE	WM
Panelist 1	5	5		5	5	5
Panelist 2	5	5		5	5	5
Panelist 3	5	5		5	5	5
Panelist 4	5	5		5	5	5
Panelist 5	5	5		5	5	5
Average:	5	5		5	5	5
AB 1669 Total (Out of 15):	15	15		15	15	15

Interview	AR	CR&R	RS	UWS	WARE	WM
Panelist 1	3	5		4	3	4
Panelist 2	3	4		3	2	3
Panelist 3	2	5		3	2	5
Panelist 4	4	5		2	3	5
Panelist 5	3	4		3	2	5
Average Panelist Score:	3	4.6		3	2.4	4.4
Interview Total (Out of 25):	15	23		15	12	22

Total	AR	CR&R	RS	UWS	WARE	WM
Panelist 1	96	118		101	89	118
Panelist 2	77	123		79	74	113
Panelist 3	89	128		86	79	140
Panelist 4	106	130		79	96	135
Panelist 5	89	113		91	86	135

Average Final Score (Out of 150):	91.4	122.4		87.2	84.8	128.2
%	60.93%	81.60%		58.13%	56.53%	85.47%

RANK: 3 2 4 5 1

Franchise Area 7A

Qualifications	AR	CR&R	RS	UWS	WARE	WM
Panelist 1	3	4	5	4	3	
Panelist 2	2	4	4	3	2	
Panelist 3	2	5	5	3	2	
Panelist 4	3	5	5	2	3	
Panelist 5	3	4	5	3	3	
Average Panelist Score:	2.6	4.4	4.8	3	2.6	
Qualifications Total (Out of 25):	13	22	24	15	13	

Technical	AR	CR&R	RS	UWS	WARE	WM
Panelist 1	3	4	5	3	2	
Panelist 2	1	4	3	2	2	
Panelist 3	2	4	5	3	2	
Panelist 4	3	5	5	2	3	
Panelist 5	2	4	5	3	3	
Average Panelist Score:	2.2	4.2	4.6	2.6	2.4	
Technical Total (Out of 35):	15.4	29.4	32.2	18.2	16.8	

Safety	AR	CR&R	RS	UWS	WARE	WM
Panelist 1	3	3	3	3	2	
Panelist 2	3	4	3	2	2	
Panelist 3	3	4	5	3	2	
Panelist 4	3	4	3	2	2	
Panelist 5	3	3	4	3	2	
Average Panelist Score:	3	3.6	3.6	2.6	2	
Safety Total (Out of 25):	15	18	18	13	10	

Cost	AR	CR&R	RS	UWS	WARE	WM
Panelist 1	4	3	3	3	2	
Panelist 2	2	4	3	3	3	
Panelist 3	4	2	3	4	2	
Panelist 4	3	2	4	4	2	
Panelist 5	3	3	3	3	2	
Average Panelist Score:	3.2	2.8	3.2	3.4	2.2	
Cost Total (Out of 25):	16	14	16	17	11	

AB 1669	AR	CR&R	RS	UWS	WARE	WM
Panelist 1	5	5	5	5	5	
Panelist 2	5	5	5	5	5	
Panelist 3	5	5	5	5	5	
Panelist 4	5	5	5	5	5	
Panelist 5	5	5	5	5	5	
Average:	5	5	5	5	5	
AB 1669 Total (Out of 15):	15	15	15	15	15	

Interview	AR	CR&R	RS	UWS	WARE	WM
Panelist 1	3	5	4	4	3	
Panelist 2	3	4	4	3	2	
Panelist 3	2	5	5	3	2	
Panelist 4	4	5	5	2	3	
Panelist 5	3	4	5	3	2	
Average Panelist Score:	3	4.6	4.6	3	2.4	
Interview Total (Out of 25):	15	23	23	15	12	

Total	AR	CR&R	RS	UWS	WARE	WM
Panelist 1	101	118	125	106	79	
Panelist 2	72	123	106	84	74	
Panelist 3	84	123	140	101	69	
Panelist 4	101	130	135	79	86	
Panelist 5	89	113	135	96	81	

Average Final Score (Out of 150):	89.4	121.4	128.2	93.2	77.8	
%	59.60%	80.93%	85.47%	62.13%	51.87%	

RANK: 4 2 1 3 5

Franchise Area 7B

Qualifications	AR	CR&R	RS	UWS	WARE	WM
Panelist 1	2	4			3	5
Panelist 2	2	4			2	4
Panelist 3	2	5			2	5
Panelist 4	3	5			3	5
Panelist 5	3	4			3	5
Average Panelist Score:	2.4	4.4			2.6	4.8
Qualifications Total (Out of 25):	12	22			13	24

Technical	AR	CR&R	RS	UWS	WARE	WM
Panelist 1	3	4			2	4
Panelist 2	1	4			2	4
Panelist 3	2	4			2	5
Panelist 4	3	5			3	5
Panelist 5	2	3			3	5
Average Panelist Score:	2.2	4			2.4	4.6
Technical Total (Out of 35):	15.4	28			16.8	32.2

Safety	AR	CR&R	RS	UWS	WARE	WM
Panelist 1	3	3			2	3
Panelist 2	3	4			2	3
Panelist 3	3	4			2	5
Panelist 4	3	4			2	4
Panelist 5	3	3			2	4
Average Panelist Score:	3	3.6			2	3.8
Safety Total (Out of 25):	15	18			10	19

Cost	AR	CR&R	RS	UWS	WARE	WM
Panelist 1	4	2			3	3
Panelist 2	3	2			3	3
Panelist 3	5	1			4	1
Panelist 4	4	2			3	2
Panelist 5	3	3			3	3
Average Panelist Score:	3.8	2			3.2	2.4
Cost Total (Out of 25):	19	10			16	12

AB 1669	AR	CR&R	RS	UWS	WARE	WM
Panelist 1	5	5			5	5
Panelist 2	5	5			5	5
Panelist 3	5	5			5	5
Panelist 4	5	5			5	5
Panelist 5	5	5			5	5
Average:	5	5			5	5
AB 1669 Total (Out of 15):	15	15			15	15

Interview	AR	CR&R	RS	UWS	WARE	WM
Panelist 1	3	5			3	4
Panelist 2	3	4			2	3
Panelist 3	2	5			2	5
Panelist 4	4	5			3	5
Panelist 5	3	4			2	5
Average Panelist Score:	3	4.6			2.4	4.4
Interview Total (Out of 25):	15	23			12	22

Total	AR	CR&R	RS	UWS	WARE	WM
Panelist 1	96	113			84	118
Panelist 2	77	113			74	108
Panelist 3	89	118			79	130
Panelist 4	106	130			91	130
Panelist 5	89	106			86	135

Average Final Score (Out of 150):	91.4	116			82.8	124.2
%	60.93%	77.33%			55.20%	82.80%

RANK: 3 2 4 1

Franchise Area 8

Qualifications	AR	CR&R	RS	UWS	WARE	WM
Panelist 1	2	4			3	5
Panelist 2	2	4			2	5
Panelist 3	2	5			2	5
Panelist 4	3	5			3	5
Panelist 5	3	4			3	5
Average Panelist Score:	2.4	4.4			2.6	5
Qualifications Total (Out of 25):	12	22			13	25

Technical	AR	CR&R	RS	UWS	WARE	WM
Panelist 1	3	4			2	4
Panelist 2	1	4			2	4
Panelist 3	2	4			2	5
Panelist 4	3	5			3	5
Panelist 5	2	4			3	5
Average Panelist Score:	2.2	4.2			2.4	4.6
Technical Total (Out of 35):	15.4	29.4			16.8	32.2

Safety	AR	CR&R	RS	UWS	WARE	WM
Panelist 1	3	3			2	3
Panelist 2	3	4			2	3
Panelist 3	3	4			2	5
Panelist 4	3	4			2	4
Panelist 5	3	3			2	4
Average Panelist Score:	3	3.6			2	3.8
Safety Total (Out of 25):	15	18			10	19

Cost	AR	CR&R	RS	UWS	WARE	WM
Panelist 1	4	3			4	3
Panelist 2	3	4			3	3
Panelist 3	5	4			2	2
Panelist 4	4	3			3	1
Panelist 5	3	3			3	3
Average Panelist Score:	3.8	3.4			3	2.4
Cost Total (Out of 25):	19	17			15	12

AB 1669	AR	CR&R	RS	UWS	WARE	WM
Panelist 1	5	5			5	5
Panelist 2	5	5			5	5
Panelist 3	5	5			5	5
Panelist 4	5	5			5	5
Panelist 5	5	5			5	5
Average:	5	5			5	5
AB 1669 Total (Out of 15):	15	15			15	15

Interview	AR	CR&R	RS	UWS	WARE	WM
Panelist 1	3	5			3	4
Panelist 2	3	4			2	3
Panelist 3	2	5			2	5
Panelist 4	4	5			3	5
Panelist 5	3	4			2	5
Average Panelist Score:	3	4.6			2.4	4.4
Interview Total (Out of 25):	15	23			12	22

Total	AR	CR&R	RS	UWS	WARE	WM
Panelist 1	96	118			89	118
Panelist 2	77	123			74	113
Panelist 3	89	133			69	135
Panelist 4	106	135			91	125
Panelist 5	89	113			86	135

Average Final Score (Out of 150):	91.4	124.4			81.8	125.2
%	60.93%	82.93%			54.53%	83.47%

RANK: 3 2 4 1

Franchise Area 9

Qualifications	AR	CR&R	RS	UWS	WARE	WM
Panelist 1	2	5			3	
Panelist 2	2	4			2	
Panelist 3	2	5			2	
Panelist 4	3	5			3	
Panelist 5	3	5			3	
Average Panelist Score:	2.4	4.8			2.6	
Qualifications Total (Out of 25):	12	24			13	

Technical	AR	CR&R	RS	UWS	WARE	WM
Panelist 1	3	5			2	
Panelist 2	1	4			2	
Panelist 3	2	4			2	
Panelist 4	3	5			3	
Panelist 5	2	4			3	
Average Panelist Score:	2.2	4.4			2.4	
Technical Total (Out of 35):	15.4	30.8			16.8	

Safety	AR	CR&R	RS	UWS	WARE	WM
Panelist 1	3	3			2	
Panelist 2	3	4			2	
Panelist 3	3	4			2	
Panelist 4	3	4			2	
Panelist 5	3	3			2	
Average Panelist Score:	3	3.6			2	
Safety Total (Out of 25):	15	18			10	

Cost	AR	CR&R	RS	UWS	WARE	WM
Panelist 1	4	3			4	
Panelist 2	2	4			3	
Panelist 3	4	4			4	
Panelist 4	4	3			4	
Panelist 5	3	3			3	
Average Panelist Score:	3.4	3.4			3.6	
Cost Total (Out of 25):	17	17			18	

AB 1669	AR	CR&R	RS	UWS	WARE	WM
Panelist 1	5	5			5	
Panelist 2	5	5			5	
Panelist 3	5	5			5	
Panelist 4	5	5			5	
Panelist 5	5	5			5	
Average:	5	5			5	
AB 1669 Total (Out of 15):	15	15			15	

Interview	AR	CR&R	RS	UWS	WARE	WM
Panelist 1	3	5			3	
Panelist 2	3	4			2	
Panelist 3	2	5			2	
Panelist 4	4	5			3	
Panelist 5	3	4			2	
Average Panelist Score:	3	4.6			2.4	
Interview Total (Out of 25):	15	23			12	

Total	AR	CR&R	RS	UWS	WARE	WM
Panelist 1	96	130			89	
Panelist 2	72	123			74	
Panelist 3	84	133			79	
Panelist 4	106	135			96	
Panelist 5	89	118			86	

Average Final Score (Out of 150):	89.4	127.8			84.8	
%	59.60%	85.20%			56.53%	

RANK: 2 1 3

ATTACHMENT 3: DETAILED SUPPORTING COST BIDS FROM EACH PROPOSER

PROPOSER DOCUMENTS
(FILED ALPHABETICALLY)

- AMERICAN RECLAMATION
- CR&R
- REPUBLIC SERVICES
- UNITED WASTE SYSTEMS
- WARE DISPOSAL
- WASTE MANAGEMENT

PROJECTED ANNUAL REVENUE REQUIREMENT BASED ON ESTIMATED CONTAINER MATRIX

Proposing Company: AMERICAN RECLAMATION, INC.

Instructions: Fill in bolded boxes. Confirm accuracy of automatic calculations.

Row		Franchise Area 1	Franchise Area 2	Franchise Area 3	Franchise Area 4	Franchise Area 5 CA-1	Franchise Area 5 CA-2	Franchise Area 6	Franchise Area 7-A	Franchise Area 7-B	Franchise Area 8	Franchise Area 9	TOTAL ANNUAL REVENUE RQMT
		Rossmoor	Buena Park, Placentia, and Yorba Linda Islands	Orange Islands	Fountain Valley Island	OPA, Canyons and OPA Special Access	El Modena Islands	North Tustin and Musick Facility	John Wayne Airport	Emerald Bay and Laguna Coast Wilderness Park	Coto De Caza/Ladera Ranch/Las Flores	Rancho Mission Viejo	
1	Operations												
2	Truck Operating Costs (1)	\$ 392,871.36	\$ 201,387.41	\$ 24,451.86	\$ 55,058.00	\$ 422,730.00	\$ 81,312.00	\$ 493,514.09	\$ 108,721.00	\$ 142,545.00	\$ 292,651.89	\$ 463,645.00	\$ 2,678,887.61
3	Transfer Station, Transport, MRF costs net of recyclable material revenues	\$ 152,768.00	\$ 54,432.00	\$ 2,066.00	\$ 16,740.00	\$ 83,298.00	\$ 33,860.00	\$ 139,260.00	\$ 72,426.00	\$ 7,182.00	\$ 955,627.00	\$ 165,789.56	\$ 1,683,448.56
4	Organics Processing Costs	\$ 143,414.00	\$ 47,044.00	\$ 4,256.00	\$ 14,668.00	\$ 122,740.00	\$ 38,836.00	\$ 717,972.00	\$ 82,624.00	\$ 9,308.00	\$ 781,364.00	\$ 166,188.09	\$ 2,128,414.09
5	Landfill Disposal Costs	\$ 112,470.00	\$ 43,822.00	\$ 5,755.00	\$ 11,649.00	\$ 164,752.00	\$ 54,675.00	\$ 490,927.00	\$ 92,472.00	\$ 8,957.00	\$ 738,413.00	\$ 247,821.00	\$ 1,971,713.00
6	Container Depreciation/ Amortization Costs	\$ 52,115.00	\$ 8,715.00	\$ 2,285.00	\$ 1,330.00	\$ 23,600.00	\$ 9,676.00	\$ 144,398.00	\$ 13,800.00	\$ 7,318.00	\$ 333,012.00	\$ 146,495.09	\$ 742,744.09
7	Other:	\$ 29,441.00	\$ 18,164.00	\$ 1,638.00	\$ 2,486.00	\$ 38,614.00	\$ 6,959.00	\$ 80,819.00	\$ 3,798.00	\$ 3,201.00	\$ 128,720.00	\$ 16,495.00	\$ 330,335.00
8	Subtotal: Operations Costs	\$ 883,079.36	\$ 373,564.41	\$ 40,451.86	\$ 101,931.00	\$ 855,734.00	\$ 225,318.00	\$2,066,890.09	\$ 373,841.00	\$ 178,511.00	\$3,229,787.89	\$1,206,433.74	\$ 9,535,542.35
9	Outreach, Education, and Contamination Monitoring	\$ 14,856.00	\$ 9,765.00	\$ 2,180.00	\$ 1,250.00	\$ 9,680.00	\$ 3,680.00	\$ 84,500.00	\$ 3,750.00	\$ 1,670.00	\$ 137,665.00	\$ 27,064.00	\$ 296,060.00
10	General and Administrative	\$ 15,000.00	\$ 8,000.00	\$ 2,000.00	\$ 3,000.00	\$ 7,000.00	\$ 4,000.00	\$ 41,000.00	\$ 5,000.00	\$ 3,000.00	\$ 169,000.00	\$ 42,500.00	\$ 299,500.00
11	Profit	\$ 36,963.00	\$ 23,812.00	\$ 3,043.00	\$ 9,055.00	\$ 43,368.00	\$ 13,605.00	\$ 120,023.00	\$ 7,098.00	\$ 6,270.00	\$ 294,981.00	\$ 30,046.00	\$ 588,264.00
12	Franchise Fee (2)	\$ 23,235.00	\$ 8,475.00	\$ 2,220.00	\$ 915.00	\$ 29,490.00	\$ 6,885.00	\$ 52,770.00	\$ 12,855.00	\$ 3,225.00	\$ 118,230.00	\$ 41,700.00	\$ 300,000.00
13	Other Interest Expense and Taxes	\$ 32,188.00	\$ 16,325.00	\$ 7,009.00	\$ 6,753.00	\$ 28,813.00	\$ 15,196.00	\$ 60,527.00	\$ 6,131.00	\$ 5,069.00	\$ 106,842.00	\$ 29,747.00	\$ 314,600.00
14	TOTAL REVENUE REQUIREMENT	\$ 1,005,321.36	\$ 439,941.41	\$ 56,903.86	\$ 122,904.00	\$ 974,085.00	\$ 268,684.00	\$ 2,425,710.09	\$ 408,675.00	\$ 197,745.00	\$ 4,056,505.89	\$ 1,377,490.74	\$ 11,333,966.35
15	Tons Collected	10,079	2,982	259	839	7,909	2,688	26,176	2,322	359	38,185	8,567	100,366
16	Operations Cost Per Ton Collected	\$ 87.61	\$ 125.28	\$ 156.18	\$ 121.49	\$ 108.19	\$ 83.82	\$ 78.96	\$ 161.00	\$ 496.64	\$ 84.58	\$ 140.82	
17	Revenue Requirement per Ton Collected	\$ 99.74	\$ 147.54	\$ 219.71	\$ 146.49	\$ 123.16	\$ 99.96	\$ 92.67	\$ 176.00	\$ 550.15	\$ 106.23	\$ 160.79	

(1) Includes driver/helper/supervisor wages and benefits, vehicle depreciation and maintenance, vehicle insurance, fuel, uniforms, and other route costs.

(2) Target franchise fee of \$300,000 per year based on number of residential subscribers and commercial gross receipts from FY 2019-20. See Section 3.3 of the agreement.

Failure to complete and submit this form will deem the proposer's franchise proposal non-responsive.

PROJECTED ANNUAL REVENUE REQUIREMENT BASED ON ESTIMATED CONTAINER MATRIX

Proposing Company: CR&R Inc.

Instructions: Fill in bolded boxes. Confirm accuracy of automatic calculations.

Row		Franchise Area 1	Franchise Area 2	Franchise Area 3	Franchise Area 4	Franchise Area 5 CA-1	Franchise Area 5 CA-2	Franchise Area 6	Franchise Area 7-A	Franchise Area 7-B	Franchise Area 8	Franchise Area 9	TOTAL ANNUAL REVENUE RQMT
		Rossmoor	Buena Park, Placentia, and Yorba Linda Islands	Orange Islands	Fountain Valley Island	OPA, Canyons and OPA Special Access	El Modena Islands	North Tustin and Musick Facility	John Wayne Airport	Emerald Bay and Laguna Coast Wilderness Park	Coto De Caza/Ladera Ranch/Las Flores	Rancho Mission Viejo	
1	Operations												
2	Truck Operating Costs (1)	\$ 372,102	\$ 136,894	\$ 57,729	\$ 33,109	\$ 516,360	\$ 125,772	\$ 1,982,344	\$ 310,483	\$ 370,459	\$ 2,014,945	\$ 563,776	\$ 6,483,973
3	Transfer Station, Transport, MRF costs net of recyclable material revenues	\$ (2,898)	\$ (4,800)	\$ 81	\$ -	\$ (2,609)	\$ 751	\$ (10,781)	\$ -	\$ (246)	\$ (49,653)	\$ 1,158	\$ (68,996)
4	Organics Processing Costs	\$ 171,423	\$ 61,543	\$ 6,947	\$ 3,043	\$ 158,226	\$ 32,004	\$ 913,629	\$ -	\$ 6,692	\$ 633,065	\$ 30,686	\$ 2,017,258
5	Landfill Disposal Costs	\$ 326,929	\$ 53,757	\$ 6,219	\$ 31,832	\$ 211,762	\$ 62,365	\$ 536,903	\$ 139,816	\$ 9,459	\$ 790,824	\$ 297,312	\$ 2,467,178
6	Container Depreciation/ Amortization Costs	\$ 55,341	\$ 17,837	\$ 1,386	\$ -	\$ 31,515	\$ 9,290	\$ 142,461	\$ -	\$ 2,079	\$ 217,091	\$ 52,338	\$ 529,337
7	Other:	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
8	Subtotal: Operations Costs	\$ 922,897	\$ 265,231	\$ 72,361	\$ 67,984	\$ 915,253	\$ 230,181	\$ 3,564,556	\$ 450,300	\$ 388,443	\$ 3,606,271	\$ 945,270	\$ 11,428,748
9	Outreach, Education, and Contamination Monitoring	\$ 22,644	\$ 10,233	\$ 1,787	\$ 3,295	\$ 18,483	\$ 5,728	\$ 85,025	\$ 12,572	\$ 9,776	\$ 98,933	\$ 30,524	\$ 299,000
10	General and Administrative	\$ 73,662	\$ 33,287	\$ 5,813	\$ 10,718	\$ 60,126	\$ 18,634	\$ 276,590	\$ 40,897	\$ 31,801	\$ 321,834	\$ 99,296	\$ 972,658
11	Profit	\$ 9,877	\$ 158,304	\$ 864	\$ 70,206	\$ (164,406)	\$ 4,771	\$ (27,659)	\$ 67,620	\$ 21,052	\$ 452,356	\$ 301,728	\$ 894,714
12	Franchise Fee (2)	\$ 23,235	\$ 8,475	\$ 2,220	\$ 915	\$ 29,490	\$ 6,885	\$ 52,770	\$ 12,855	\$ 3,225	\$ 118,230	\$ 41,700	\$ 300,000
13	Other												\$ -
14	TOTAL REVENUE REQUIREMENT	\$ 1,052,315	\$ 475,530	\$ 83,045	\$ 153,118	\$ 858,947	\$ 266,200	\$ 3,951,282	\$ 584,244	\$ 454,297	\$ 4,597,624	\$ 1,418,519	\$ 13,895,121
15	Tons Collected	10,106	2,873	271	694	7,823	2,381	26,104	2,934	373	37,588	8,649	99,796
16	Operations Cost Per Ton Collected	\$ 91.32	\$ 92.31	\$ 266.92	\$ 98.00	\$ 117.00	\$ 96.66	\$ 136.55	\$ 153.49	\$ 1,041.01	\$ 95.94	\$ 109.29	
17	Revenue Requirement per Ton Collected	\$ 104.13	\$ 165.51	\$ 306.33	\$ 220.73	\$ 109.80	\$ 111.78	\$ 151.36	\$ 199.14	\$ 1,217.49	\$ 122.32	\$ 164.01	

(1) Includes driver/helper/supervisor wages and benefits, vehicle depreciation and maintenance, fuel, uniforms, and other route costs.

(2) Target franchise fee of \$300,000 per year based on number of residential subscribers and commercial gross receipts from FY 2019-20. See Section 3.3 of the agreement.

Failure to complete and submit this form will deem the proposer's franchise proposal non-responsive.

PROJECTED ANNUAL REVENUE REQUIREMENT BASED ON ESTIMATED CONTAINER MATRIX

Proposing Company: Republic Waste Services of Southern California, LLC and Rainbow Disposal Co., Inc.

Instructions: Fill in bolded boxes. Confirm accuracy of automatic calculations.

Row		Franchise Area 1	Franchise Area 2	Franchise Area 3	Franchise Area 4	Franchise Area 5 CA-1	Franchise Area 5 CA-2	Franchise Area 6	Franchise Area 7-A	Franchise Area 7-B	Franchise Area 8	Franchise Area 9	TOTAL ANNUAL REVENUE RQMT
		Rossmoor	Buena Park, Placentia, and Yorba Linda Islands	Orange Islands	Fountain Valley Island	OPA, Canyons and OPA Special Access	El Modena Islands	North Tustin and Musick Facility	John Wayne Airport	Emerald Bay and Laguna Coast Wilderness Park	Coto De Caza/Ladera Ranch/Las Flores	Rancho Mission Viejo	
1	Operations												
2	Truck Operating Costs (1)	\$ 355,513.51	\$ 123,553.87	\$ 38,331.00	\$ 59,252.00		\$ 54,307.60		\$ 82,882.99				\$ 713,840.97
3	Transfer Station, Transport, MRF costs net of recyclable material revenues	\$ 394,404.04	\$ 94,713.00	\$ 10,129.20	\$ 28,716.33		\$ 57,398.80		\$ 189,124.70				\$ 774,486.07
4	Organics Processing Costs	\$ 91,856.42	\$ 67,176.00	\$ 5,628.45	\$ 2,028.75		\$ 31,894.55		\$ 6,096.00				\$ 204,680.17
5	Landfill Disposal Costs	\$	\$ 77,779.00	\$ 10,129.20	\$		\$ 57,398.80		\$ -				\$ 145,307.00
6	Container Depreciation/ Amortization Costs	\$ 70,101.30	\$ 7,202.00	\$ 2,684.55	\$ 653.08		\$ 15,212.45		\$ 25,835.21				\$ 121,688.59
7	Other: Christmas Trees (Rossmoor), Addition	\$ 35,967.10	\$	\$	\$		\$ -		\$ 18,680.00				\$ 54,647.10
8	Subtotal: Operations Costs	\$ 947,842.37	\$370,423.87	\$ 66,902.40	\$ 90,650.16		\$216,212.20		\$322,618.90				\$ 2,014,649.90
9	Outreach, Education, and Contamination Monitoring	\$ 42,140.00	\$ 12,148.00	\$ 1,723.35	\$ 689.00		\$ 9,765.65		\$ -				\$ 66,466.00
10	General and Administrative	\$ 90,609.90	\$ 2,577.00	\$ 1,465.95	\$ 3,571.38		\$ 8,307.05		\$ 2,342.40				\$ 108,873.68
11	Profit	\$ 79,097.80	\$ 10,292.00	\$ 3,719.10	\$ 1,427.00		\$ 21,074.90		\$ 8,779.51				\$ 124,390.31
12	Franchise Fee (2)	\$ 23,235.00	\$ 8,475.00	\$ 2,220.00	\$ 915.00		\$ 6,885.00		\$ 12,855.00				\$ 54,585.00
13	Other Interest and Income Tax	\$ 53,698.92	\$ 21,556.13	\$ 2,362.80	\$ 17,143.14		\$ 13,389.20		\$ 8,245.99				\$ 116,396.18
14	TOTAL REVENUE REQUIREMENT	\$ 1,236,623.99	\$ 425,472.00	\$ 78,393.60	\$ 114,395.68		\$ 275,634.00		\$ 354,841.80				\$ 2,485,361.07
15	Tons Collected	7,185	2,878	307	555		1,740		2,723				15,388
16	Operations Cost Per Ton Collected	\$ 131.92	\$ 128.71	\$ 217.89	\$ 163.42		\$ 124.26		\$ 118.47				
17	Revenue Requirement per Ton Collected	\$ 172.11	\$ 147.84	\$ 255.31	\$ 206.23		\$ 158.41		\$ 130.31				

- (1) Includes driver/helper/supervisor wages and benefits, vehicle depreciation and maintenance, vehicle insurance, fuel, uniforms, and other route costs.
- (2) Target franchise fee of \$300,000 per year based on number of residential subscribers and commercial gross receipts from FY 2019-20. See Section 3.3 of the agreement.

Failure to complete and submit this form will deem the proposer's franchise proposal non-responsive.

PROJECTED ANNUAL REVENUE REQUIREMENT BASED ON ESTIMATED CONTAINER MATRIX

Proposing Company: Universal Waste Systems, Inc.

Instructions: Fill in bolded boxes. Confirm accuracy of automatic calculations.

Row		Franchise Area 1	Franchise Area 2	Franchise Area 3	Franchise Area 4	Franchise Area 5 CA-1	Franchise Area 5 CA-2	Franchise Area 6	Franchise Area 7-A	Franchise Area 7-B	Franchise Area 8	Franchise Area 9	TOTAL ANNUAL REVENUE RQMT
		Rossmoor	Buena Park, Placentia, and Yorba Linda Islands	Orange Islands	Fountain Valley Island	OPA, Canyons and OPA Special Access	El Modena Islands	North Tustin and Musick Facility	John Wayne Airport	Emerald Bay and Laguna Coast Wilderness Park	Coto De Caza/Ladera Ranch/Las Flores	Rancho Mission Viejo	
1	Operations												
2	Truck Operating Costs (1)	\$ 372,061.00						\$1,309,231.87	\$ 126,659.00				\$ 1,807,951.88
3	Transfer Station, Transport, MRF costs net of recyclable material revenues	\$ 345,330.00						\$ 392,640.00	\$ 40,500.00				\$ 778,470.00
4	Organics Processing Costs	\$ 111,930.00						\$ 429,156.00	\$ 11,400.00				\$ 552,486.00
5	Landfill Disposal Costs	\$ 52,129.44						\$ 489,354.48	\$ 56,165.40				\$ 597,649.32
6	Container Depreciation/ Amortization Costs	\$ 76,180.00						\$ 422,862.00	\$ 25,471.00				\$ 524,513.00
7	Other:												\$ -
8	Subtotal: Operations Costs	\$957,630.44	\$ -	\$ -	\$ -	\$ -	\$ -	\$3,043,244.35	\$260,195.40	\$ -	\$ -	\$ -	\$ 4,261,070.20
9	Outreach, Education, and Contamination Monitoring	\$ 10,438.97						\$ 119,183.21	\$ 3,691.00				\$ 133,313.18
10	General and Administrative	\$ 23,668.80						\$ 151,036.41	\$ 22,382.00				\$ 197,087.21
11	Profit	\$ 82,804.00						\$ 395,263.30	\$ 28,026.00				\$ 506,093.30
12	Franchise Fee (2)	\$ 23,235.00	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 52,770.00	\$ 12,855.00	\$ -	\$ -	\$ -	\$ 88,860.00
13	Other												\$ -
14	TOTAL REVENUE REQUIREMENT	\$ 1,097,777.21	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 3,761,497.28	\$ 327,149.40	\$ -	\$ -	\$ -	\$ 5,186,423.89
15	Tons Collected	9,216						26,172	2,820				38,208
16	Operations Cost Per Ton Collected	\$ 103.91	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 116.28	\$ 92.27	\$ -	\$ -	\$ -	
17	Revenue Requirement per Ton Collected	\$ 119.12	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 143.72	\$ 116.01	\$ -	\$ -	\$ -	

(1) Includes driver/helper/supervisor wages and benefits, vehicle depreciation and maintenance, vehicle insurance, fuel, uniforms, and other route costs.

(2) Target franchise fee of \$300,000 per year based on number of residential subscribers and commercial gross receipts from FY 2019-20. See Section 3.3 of the agreement.

Failure to complete and submit this form will deem the proposer's franchise proposal non-responsive.

PROJECTED ANNUAL REVENUE REQUIREMENT BASED ON ESTIMATED CONTAINER MATRIX

Proposing Company:

WARE DISPOSAL INC.

Instructions: Fill in bolded boxes. Confirm accuracy of automatic calculations.

Row		Franchise Area 1	Franchise Area 2	Franchise Area 3	Franchise Area 4	Franchise Area 5 CA-1	Franchise Area 5 CA-2	Franchise Area 6	Franchise Area 7-A	Franchise Area 7-B	Franchise Area 8	Franchise Area 9	TOTAL ANNUAL REVENUE RQMT
		Rossmoor	Buena Park, Placentia, and Yorba Linda Islands	Orange Islands	Fountain Valley Island	OPA, Canyons and OPA Special Access	El Modena Islands	North Tustin and Musick Facility	John Wayne Airport	Emerald Bay and Laguna Coast Wilderness Park	Coto De Caza/Ladera Ranch/Las Flores	Rancho Mission Viejo	
1	Operations												
2	Truck Operating Costs (1)	\$ 278,316.56	\$ 125,629.24	\$ 24,010.41	\$ 41,104.26	\$ 377,352.94	\$ 64,886.25	\$ 1,087,498.64	\$ 254,859.66	\$ 191,867.26	\$ 1,717,165.55	\$ 549,537.19	\$ 4,712,227.97
3	Transfer Station, Transport, MRF costs net of recyclable material revenues	\$ 24,998.40	\$ 7,172.16	\$ 644.80	\$ 922.56	\$ 19,614.32	\$ 6,663.76	\$ 57,611.18	\$ 5,939.60	\$ 12,090.00	\$ 94,698.80	\$ 21,248.64	\$ 251,604.22
4	Organics Processing Costs	\$ 94,913.28	\$ 27,231.07	\$ 3,502.75	\$ 3,502.75	\$ 74,471.14	\$ 25,300.79	\$ 246,463.80	\$ 22,551.32	\$ 12,626.00	\$ 359,549.96	\$ 80,676.29	\$ 950,789.16
5	Landfill Disposal Costs	\$ 182,700.00	\$ 52,417.50	\$ 4,712.50	\$ 6,742.50	\$ 143,350.63	\$ 48,701.88	\$ 454,496.16	\$ 43,409.38	\$ 37,301.25	\$ 692,103.13	\$ 155,295.00	\$ 1,821,229.91
6	Container Depreciation/ Amortization Costs	\$ 73,562.23	\$ 25,155.77	\$ 3,072.09	\$ 1,140.00	\$ 33,818.83	\$ 14,200.46	\$ 203,133.69	\$ 15,000.00	\$ 10,000.00	\$ 303,346.80	\$ 74,284.80	\$ 756,714.66
7	Other: Bulky item collection program	\$ 26,327.24	\$ 6,790.77	\$ 5,456.91	\$ -	\$ 13,943.76	\$ 2,845.89	\$ 147,457.44	\$ -	\$ 2,320.00	\$ 180,063.24	\$ 28,992.95	\$ 414,198.20
8	Subtotal: Operations Costs	\$ 680,817.72	\$ 244,396.51	\$ 41,399.46	\$ 53,412.08	\$ 662,551.62	\$ 162,599.02	\$ 2,196,660.90	\$ 341,759.95	\$ 266,204.51	\$ 3,346,927.47	\$ 910,034.87	\$ 8,906,764.11
9	Outreach, Education, and Contamination Monitoring	\$ 12,610.00	\$ 4,335.00	\$ 1,000.00	\$ 1,500.00	\$ 11,856.00	\$ 3,000.00	\$ 39,238.00	\$ 5,000.00	\$ 1,000.00	\$ 57,241.00	\$ 12,844.00	\$ 149,624.00
10	General and Administrative	\$ 68,082.27	\$ 15,767.74	\$ 3,217.97	\$ 11,792.05	\$ 49,691.87	\$ 9,694.93	\$ 219,666.44	\$ 34,176.00	\$ 19,965.34	\$ 502,039.12	\$ 136,505.23	\$ 1,070,598.96
11	Profit	\$ 119,143.10	\$ 36,659.48	\$ 7,244.90	\$ 13,353.02	\$ 110,264.53	\$ 25,852.83	\$ 381,855.66	\$ 102,527.99	\$ 42,696.79	\$ 582,474.31	\$ 159,256.10	\$ 1,581,328.71
12	Franchise Fee (2)	\$ 23,235.00	\$ 8,475.00	\$ 2,220.00	\$ 915.00	\$ 29,490.00	\$ 6,885.00	\$ 52,770.00	\$ 12,855.00	\$ 3,225.00	\$ 118,230.00	\$ 41,700.00	\$ 300,000.00
13	Other Contingency	\$ 8,028.00	\$ 3,278.00	\$ 1,258.00	\$ 2,500.00	\$ 7,500.00	\$ 3,000.00	\$ 29,670.00	\$ 17,533.00	\$ 2,500.00	\$ 38,812.00	\$ 10,174.00	\$ 124,253.00
14	TOTAL REVENUE REQUIREMENT	\$ 911,916.09	\$ 312,911.73	\$ 56,340.33	\$ 83,472.15	\$ 871,354.02	\$ 211,031.78	\$ 2,919,861.00	\$ 513,851.93	\$ 335,591.64	\$ 4,645,723.89	\$ 1,270,514.20	\$ 12,132,568.77
15	Tons Collected	10,080	2,892	260	372	7,909	2,687	26,175	2,395	1,995	38,185	8,568	101,518
16	Operations Cost Per Ton Collected	\$ 67.54	\$ 84.51	\$ 159.23	\$ 143.58	\$ 83.77	\$ 60.51	\$ 83.92	\$ 142.70	\$ 133.44	\$ 87.65	\$ 106.21	
17	Revenue Requirement per Ton Collected	\$ 90.47	\$ 108.20	\$ 216.69	\$ 224.39	\$ 110.17	\$ 78.54	\$ 111.55	\$ 214.55	\$ 168.22	\$ 121.66	\$ 148.29	

(1) Includes driver/helper/supervisor wages and benefits, vehicle depreciation and maintenance, vehicle insurance, fuel, uniforms, and other route costs.

(2) Target franchise fee of \$300,000 per year based on number of residential subscribers and commercial gross receipts from FY 2019-20. See Section 3.3 of the agreement.

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PROJECTED ANNUAL REVENUE REQUIREMENT BASED ON ESTIMATED CONTAINER MATRIX

Proposing Company: Waste Management Collection & Recycling, Inc

Instructions: Fill in bolded boxes. Confirm accuracy of automatic calculations.

0.29

Row		Franchise Area 1	Franchise Area 2	Franchise Area 3	Franchise Area 4	Franchise Area 5 CA-1	Franchise Area 5 CA-2	Franchise Area 6	Franchise Area 7-A	Franchise Area 7-B	Franchise Area 8	Franchise Area 9	TOTAL ANNUAL REVENUE RQMT
		Rossmoor	Buena Park, Placentia, and Yorba Linda Islands	Orange Islands	Fountain Valley Island	OPA, Canyons and OPA Special Access	El Modena Islands	North Tustin and Musick Facility	John Wayne Airport	Emerald Bay and Laguna Coast Wilderness Park	Coto De Caza/Ladera Ranch/Las Flores	Rancho Mission Viejo	
1	Operations												
2	Truck Operating Costs (1)					\$ 394,667.00		\$ 1,189,000.00		\$ 289,452.00	\$ 2,729,270.00		\$ 4,602,389.00
3	Transfer Station, Transport, MRF costs net of recyclable material revenues					\$ 11,600.00		\$ 87,300.00		\$ 5,600.00	\$ 173,500.00		\$ 278,000.00
4	Organics Processing Costs					\$ 194,200.00		\$ 1,083,427.00		\$ 11,990.00	\$ 757,300.00		\$ 2,046,917.00
5	Landfill Disposal Costs					\$ 171,800.00		\$ 500,760.00		\$ 13,600.00	\$ 625,000.00		\$ 1,311,160.00
6	Container Depreciation/Amortization Costs					\$ 14,730.00		\$ 106,300.00		\$ 8,450.00	\$ 190,500.00		\$ 319,980.00
7	Other: Transformation					\$ 6,100.00		\$ 18,000.00		\$ 6,800.00	\$ 825,000.00		\$ 855,900.00
8	Subtotal: Operations Costs	\$ -	\$ -	\$ -	\$ -	\$ 793,097.00	\$ -	\$ 2,984,787.00	\$ -	\$ 335,892.00	\$ 5,300,570.00	\$ -	\$ 9,414,346.00
9	Outreach, Education, and Contamination Monitoring					\$ 5,200.00		\$ 9,600.00		\$ 3,600.00	\$ 9,600.00		\$ 28,000.00
10	General and Administrative					\$ 12,600.00		\$ 23,400.00		\$ 8,775.00	\$ 23,400.00		\$ 68,175.00
11	Profit					\$ 148,303.00		\$ 541,860.00		\$ 62,028.00	\$ 794,496.00		\$ 1,546,687.00
12	Franchise Fee (2)	\$ -	\$ -	\$ -	\$ -	\$ 29,490.00	\$ -	\$ 52,770.00	\$ -	\$ 3,225.00	\$ 118,230.00	\$ -	\$ 203,715.00
13	Other												\$ -
14	TOTAL REVENUE REQUIREMENT	\$ -	\$ -	\$ -	\$ -	\$ 988,690.00	\$ -	\$ 3,612,417.00	\$ -	\$ 413,520.00	\$ 6,246,296.00	\$ -	\$ 11,260,923.00
15	Tons Collected					8,020		26,849		450	38,213		73,532
16	Operations Cost Per Ton Collected	\$ -	\$ -	\$ -	\$ -	\$ 98.89	\$ -	\$ 111.17	\$ -	\$ 746.43	\$ 138.71	\$ -	
17	Revenue Requirement per Ton Collected	\$ -	\$ -	\$ -	\$ -	\$ 123.28	\$ -	\$ 134.55	\$ -	\$ 918.93	\$ 163.46	\$ -	

(1) Includes driver/helper/supervisor wages and benefits, vehicle depreciation and maintenance, vehicle insurance, fuel, uniforms, and other route costs.

(2) Target franchise fee of \$300,000 per year based on number of residential subscribers and commercial gross receipts from FY 2019-20. See Section 3.3 of the agreement.

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