

May 5, 2026

City Council and City Staff
City of Fullerton
303 West Commonwealth Avenue
Fullerton, California 92832

Dear Mayor, Mayor Pro Tem, Members of the City Council, and City Staff,

Athens Services appreciates the opportunity to respond to the City's request for final offers and wants to begin by saying we heard you loud and clear during the April 14 special City Council meeting.

Since 1957, Athens Services has built its reputation on the very values the City prioritizes: service reliability, workforce stability, environmental responsibility, and long-term community investment. These are not just commitments to the Fullerton community, they are principles Athens has operated by for nearly seven decades. Today, with more than 2,800 team members and a fleet of 1,500+ vehicles, we proudly serve over 50 municipalities and over two million residential, commercial, and industrial customers across five Southern California counties. Our approach is grounded in delivering consistent, high-quality service while remaining a responsive and accountable partner to the communities we serve.

Within the last few years, we have had extensive experience successfully transitioning large municipalities comparable to and exceeding Fullerton's population. These transitions include the:

- City of Pomona (total population 148,000)
- City of Thousand Oaks (total population 124,000)
- City of Riverside (total population 328,000)
- City of Whittier (total population 86,000)

These transitions required careful planning, effective communication, and disciplined execution to ensure uninterrupted service and strong community outcomes.

A key component of our transition approach is our commitment to the existing workforce. In every transition, we prioritize offering employment to the current hauler's employees at wages and benefits equal to or better than their current compensation. This approach preserves institutional knowledge, supports workforce stability, and ensures continuity of service for the community.

We also want to clearly set expectations regarding service delivery. All elements within Athens' proposal, including proposed services and enhancements, remain valid and provide genuine value-added benefits for the Fullerton community. Many of the enhancements highlighted by other haulers throughout this process are, for Athens, standard operating practice, not optional add-ons. These services are routinely delivered as part of our commitment to the communities we serve and include:

- SB 1383 compliance and program management
- Downtown Fullerton cleaning services
- Community and local organization sponsorships
- Holiday tree collection programs
- Household Hazardous Waste (HHW) events
- Compost giveaways and organics waste education
- Paper shredding events

- Disaster preparedness and response support
- Dedicated Outreach Coordinators
- Ongoing community engagement and meetings

This approach reflects Athens' philosophy of providing comprehensive, high-touch service as a baseline, not as an upgrade.

We are deeply committed to the downtown communities we serve, delivering full-time, white-glove service and value-added programs across some of the region's most active districts, including Pomona, Monrovia, and Whittier. Each downtown district shares strong parallels to Fullerton and is bolstered by strong praise from their City Council members, municipal staff, and local businesses recognizing Athens' reliable service, responsiveness, and commitment to the community. Their feedback highlights our consistent operational performance, proactive communication, and ability to maintain high service standards while supporting local needs. Building on this experience, our approach will enhance the Fullerton Downtown District through a tailored service program that emphasizes shared-service efficiencies for businesses utilizing common infrastructure, supported by consistent maintenance, cleanliness, and proactive engagement. These efforts will be backed by seamless account management through a *dedicated Municipal Account Manager* focused exclusively on downtown operations.

As part of our refined offering, we are further strengthening our commitment by introducing a *dedicated mini street sweeper* to the Downtown District, providing daily weekday coverage of streets and alleyways alongside a *dedicated City porter*. This addition represents a meaningful enhancement to overall cleanliness, visibility, and responsiveness, reinforcing a high standard of service delivery for Fullerton's downtown. Additionally, we are excited to offer unlimited bulky collection services for residents, as well as the ability to take on residential billing at no additional cost.

Athens has been a committed partner in Southern California for nearly 70 years, consistently investing in the communities we serve. In Fullerton, this includes plans to develop both a *dedicated local office* and, over time, develop a *future hauling yard*. This investment and key differentiator has the potential to improve operational efficiency, reduce truck travel distances, advance environmental goals, and generate meaningful local economic benefits, including jobs, revenue, and infrastructure investment.

Furthermore, Athens maintains longstanding relationships with our vendors and can provide all the necessary commitments to staff to confirm a seamless transition. Regarding the updated timeline questions from staff, Athens can confirm the updated timeline:

- Will NOT impact Athens' ability to have all new vehicles operational by July 1, 2027
- Will NOT impact Athens' ability to have all required containers in place by July 1, 2027
- Will NOT impact Athens' ability to roll out all required SB 1383 programs by July 1, 2027

Finally, in response to Council and staff feedback regarding affordability, we have carefully reviewed and refined our residential and commercial rate structures and as a result, we are proposing an updated all-inclusive monthly residential rate of **\$35.49** for trash, recycling, and organics services and refined commercial rates that can be referenced in the our last and final pricing form.

All costs associated with Athens' optional and proposed services are fully incorporated into our overall service offering and reflected in our best and final proposal. These enhancements are provided at no additional cost to

the City, reinforcing our commitment to delivering exceptional value and a comprehensive, high-quality service program from day one.

Outlined below is a summary of Athens' contract enhancements as part of our Last and Final submission:

- Refined base residential rate of **\$35.49**
- Refined commercial rates (see Best and Final Pricing Form)
- Residential billing included at no additional cost
- Unlimited bulky item collection services for residential
- Full SB 1383 compliance from day one
- Annual \$250,000 Community Benefit Fund (\$50,000 allocated per Council District)
- Two dedicated Operations Supervisors assigned to the City
- Dedicated Municipal Account Manager focused on the Downtown District
- Dedicated Downtown Porter
- Dedicated Community Relations Manager
- Full-time mini street sweeper exclusively servicing the Downtown District
- Comprehensive Downtown District Program, including:
 - Streamlined billing and account coordination
 - Dedicated operational and customer support
 - Integrated daily porter and sweeping presence
 - Ongoing enclosure maintenance and cleanliness standards
 - Targeted pressure washing in high-traffic areas
 - Partnership on optimizing enclosure solutions
- Upon award, Athens will launch a local downtown Fullerton office as a center for customer service and community outreach
- Proven transition plan designed to ensure a seamless, zero-disruption onboarding
- Robust emergency response and service continuity capabilities if there is a gap in service between award and go-live
- Commitment to job placement and workforce continuity for incumbent drivers

Athens Services is ready to partner with the City of Fullerton to deliver a seamless transition, support your workforce, and provide residents and businesses with service reliability, environmental responsibility, and long-term community investment—delivering a level of service that not only meets but exceeds expectations. Should we be selected, Athens also welcomes the opportunity to continue working collaboratively with the City at the final negotiating table to further refine and align our program for long-term success.

Thank you for your time and consideration.

Sincerely,



Gary Clifford
Senior Executive Vice President

PROPOSED DOWNTOWN DISTRICT PROGRAM

Athens Services is proud to offer the City of Fullerton a comprehensive, white-glove service program tailored to the unique needs of the historic Downtown District. With a deep understanding of the nuance associated with managing a vibrant, high-activity historic district, Athens is well-positioned to provide personalized, concierge-level support to property managers and tenants ensuring seamless day-to-day operations. Our continued success in the Cities of Covina, Monrovia, and Pomona, as well as in Uptown Whittier, demonstrates our expertise in providing world-class service in similarly dynamic environments, while maintaining full compliance with Senate Bill (SB) 1383. This experience reflects our commitment to customer responsiveness and upholding the City's aesthetic and cleanliness standards.

Downtown District Proposal Highlights:

- **Dedicated City Council and Staff Liaison** – Athens will designate a dedicated Government Affairs Representative to serve as the primary point of contact between the company and City Council. This individual will ensure clear and consistent communication, coordinate reporting and meetings, and promptly address service-related issues. This role will support alignment with Council priorities, maintain accountability, and help ensure efficient and responsive service delivery.
- **Dedicated Account Management** – Athens will have a dedicated outreach team, consisting of a Municipal Account Manager and two Outreach Coordinators, to oversee all program and compliance initiatives throughout the City.

The Municipal Account Manager will serve as the primary point of contact and will be responsible for managing both customer accounts and shared enclosures. This role is designed to provide consistent, high-level support to all customers, including assistance with waste-related management, service adjustments, and issue resolution. The Municipal Account Manager will also provide ongoing education on applicable waste regulations, including SB 1383, and will conduct training for staff and tenants to ensure proper waste sorting and compliance.

Two Outreach Coordinators will assist in delivering targeted engagement services. They will provide one-on-one site visits for smaller customers, support on-site education efforts, and staff outreach booths as needed. This team-based approach ensures that all customers, regardless of size, receive the attention, resources, and guidance necessary to maintain compliant and efficient waste sorting best practices.

- **Dedicated Operations Supervisors** – Athens will assign a minimum of two dedicated Operations Supervisors to the Fullerton community. These supervisors will oversee all service-related requests, coordinate day-to-day operations, and manage beautification and porter services throughout the Downtown District, ensuring accountability, responsiveness, and consistent service delivery.



- **Shared-Service Billing** – Athens proposes an all-inclusive rate of **\$298.08** per month for non-organics generators and rate of **\$399.76** for all other businesses for shared-service recipients. This structure is designed to simplify billing, improve cost predictability, and reflects Athens’ core commitment to supporting small businesses.

- **Beautification Program** – Athens will implement a comprehensive beautification program with an array of sweeper and porter services designed to enhance the appearance and cleanliness of the Downtown District, including:

- Weekly power washing of all City-owned enclosures and surrounding areas
- Annual steam cleaning of all City-owned enclosures and surrounding areas
- Maintaining a 10-foot debris-free perimeter of all City-owned enclosures
- Weekly pressure washing of high traffic commercial areas
- Daily weekday supplemental street sweeping using a miniature sweeper to target alleyways and hard-to-reach areas across the downtown district.
- Alley Way Service – Targeted daily monitoring of downtown alley ways leveraging Athens’ mini street sweeper and porter with rapid responses to bulky removal.



- **Service Frequency Capacity** – Athens has the operational capacity to provide collection services up to seven (7) days per week, with rapid response times to meet the elevated and variable demands of the Downtown District. Athens will custom tailor collection service in the downtown to best suit the needs of the business community.
- **Shared Enclosures** – The Downtown District’s enclosures are a valuable asset to the City and its business community, contributing to the functionality, cleanliness, and overall experience of the area. As the downtown area continues to evolve as a center for economic activity, dining, and community engagement, Athens recognizes a long-term opportunity to reimagine these enclosures as part of the broader public benefit.

Over time, Athens welcomes the opportunity to collaborate with City staff, Downtown stakeholders, and the business community to explore design enhancements and reconstruction concepts of the Downtown District enclosures that complement the City’s economic development goals. This could include considerations around improved aesthetics, better integration with surrounding uses, and operational efficiencies that support both businesses and service delivery.

Through a phased, collaborative approach, these efforts could enhance the visual character and functionality of the Downtown environment, further supporting the City’s continued investment in a vibrant, accessible, and business-friendly district.

City of Fullerton RFP - Pricing Form

Residential Service

Rate Type	Service Component	Disposal / Facility Component	All-Inclusive Rate
Standard 3-cart (96gal-96gal-96gal)	\$20.23	\$15.26	\$ 35.49
Senior 3-cart (35gal-35gal-35gal)	\$18.21	\$13.73	\$ 31.94
Senior 3-cart (upsize 1 to 3 carts to 65 gal)	\$2.02	\$1.53	\$ 3.55
Other Cart size/configuration	\$20.23	\$15.26	\$ 35.49
Residential Manure Bin (2 YD)	\$205.37	\$154.93	\$ 360.30
Extra Trash Cart	\$8.09	\$6.10	\$ 14.20
Extra Recycle Cart	\$7.28	\$5.49	\$ 12.78
Extra Organics Cart	\$9.71	\$7.33	\$ 17.04
Overloaded Cart Fee*	\$31.35	\$23.65	\$ 55.00
Contaminated Cart Fee*	\$31.35	\$23.65	\$ 55.00
Reactivation Fee	\$25.00	n/a	\$ 25.00
Extra Dump - service day	\$9.71	\$7.33	\$ 17.04
Extra Dump - non service day	\$20.23	\$15.26	\$ 35.49

*After 3rd offense only. First and second offense will be warnings.

Additional City Events & Services (Not Defined As "No Cost" in RFP)

Service	Cost	Additional Detail
Porter Services	\$250 / Hour	4 Hour Minimum
Bulky Item Event	\$ 58,000.00	1 Day Event
HHW Event	\$ 90,000.00	1 Day Event
Curbside HHW	\$ 125,000.00	1 Day Event

Commercial Service

Rate Type	Service Component	Disposal / Facility Component	All-Inclusive Rate
Commercial Trash (Black or Grey Container)			
96-gallon 1x week	\$94.71	\$51.00	\$ 145.70
96-gallon 2x week	\$187.57	\$101.00	\$ 288.57
96-gallon 3x week	\$280.43	\$151.00	\$ 431.43
96-gallon 4x week	\$373.29	\$201.00	\$ 574.30
96-gallon 5x week	\$466.15	\$251.01	\$ 717.16
96-gallon 6x week	\$559.02	\$301.01	\$ 860.02
1 yard bin 1x week	\$119.59	\$64.40	\$ 183.99
1 yard bin 2x week	\$229.08	\$123.35	\$ 352.44
1 yard bin 3x week	\$338.58	\$182.31	\$ 520.89
1 yard bin 4x week	\$448.07	\$241.27	\$ 689.33
1 yard bin 5x week	\$557.56	\$300.22	\$ 857.78
1 yard bin 6x week	\$667.05	\$359.18	\$ 1,026.23
2 yard bin 1x week	\$154.73	\$83.31	\$ 238.04
2 yard bin 2x week	\$297.48	\$160.18	\$ 457.66
2 yard bin 3x week	\$440.23	\$237.05	\$ 677.27
2 yard bin 4x week	\$582.98	\$313.91	\$ 896.89
2 yard bin 5x week	\$725.73	\$390.78	\$ 1,116.51
2 yard bin 6x week	\$868.48	\$467.64	\$ 1,336.13
3 yard bin 1x week	\$189.77	\$102.19	\$ 291.96
3 yard bin 2x week	\$365.79	\$196.96	\$ 562.75
3 yard bin 3x week	\$541.80	\$291.74	\$ 833.53
3 yard bin 4x week	\$717.81	\$386.51	\$ 1,104.32
3 yard bin 5x week	\$893.82	\$481.29	\$ 1,375.11
3 yard bin 6x week	\$1,069.83	\$576.06	\$ 1,645.89
4 yard bin 1x week	\$225.59	\$121.47	\$ 347.06
4 yard bin 2x week	\$434.86	\$234.16	\$ 669.02
4 yard bin 3x week	\$644.13	\$346.84	\$ 990.97
4 yard bin 4x week	\$853.40	\$459.52	\$ 1,312.93
4 yard bin 5x week	\$1,062.67	\$572.21	\$ 1,634.88
4 yard bin 6x week	\$1,271.94	\$684.89	\$ 1,956.84
6 yard bin 1x week	\$298.33	\$160.64	\$ 458.96
6 yard bin 2x week	\$574.12	\$309.14	\$ 883.26
6 yard bin 3x week	\$849.91	\$457.64	\$ 1,307.55
6 yard bin 4x week	\$1,125.70	\$606.14	\$ 1,731.84
6 yard bin 5x week	\$1,401.49	\$754.65	\$ 2,156.14
6 yard bin 6x week	\$1,677.28	\$903.15	\$ 2,580.43

Split Bin Pricing available upon request

Residential Service

BID ALTERNATE	Per-Unit Charge to Perform All Residential Billing Services.	NO ADDITIONAL CHARGE
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Commercial - Downtown District (DD) & Other City Facility Services

Rate Type	Service	Disposal / Facility Component	All-Inclusive Rate
DD - Organics Generators	\$ 227.86	\$ 171.90	\$ 399.76
DD - All Other Businesses	\$ 169.91	\$ 128.17	\$ 298.08
Power-wash (over quarterly)	\$250 / Hour	n/a	4 Hour Minimum
Gate/Restricted Access (Per mth)	\$ 65.00	n/a	\$ 72.22
Resume Fee/Collection	\$ 50.00	n/a	\$ 55.56
Damaged Cart (negligence)	\$ 125.00	n/a	\$ 138.89
Damaged Bin (negligence)	\$ 900.00	n/a	\$ 1,000.00
Damaged Lid (negligence)	\$ 250.00	n/a	\$ 277.78
Extra Dump - service day	\$ 250.00	n/a	\$ 277.78
Extra Dump - non service day	\$ 375.00	n/a	\$ 416.67
Commercial Manure Bin (2YD)	\$ 205.37	n/a	\$ 228.19
Extra Dump - non service day	\$ 375.00	n/a	\$ 416.67

Commercial Service

Rate Type	Service Component	Disposal / Facility Component	All-Inclusive Rate
Commercial Recycling (Blue Container)			
96-gallon 1x week	\$59.90	\$ 32.25	\$ 92.15
96-gallon 2x week	\$118.61	\$ 63.87	\$ 182.47
96-gallon 3x week	\$177.32	\$ 95.48	\$ 272.79
96-gallon 4x week	\$236.03	\$ 127.09	\$ 363.12
96-gallon 5x week	\$294.73	\$ 158.70	\$ 453.44
96-gallon 6x week	\$353.44	\$ 190.32	\$ 543.76
1 yard bin 1x week	\$69.19	\$ 37.26	\$ 106.45
1 yard bin 2x week	\$131.88	\$ 71.01	\$ 202.90
1 yard bin 3x week	\$194.57	\$ 104.77	\$ 299.34
1 yard bin 4x week	\$257.26	\$ 138.53	\$ 395.79
1 yard bin 5x week	\$319.96	\$ 172.28	\$ 492.24
1 yard bin 6x week	\$382.65	\$ 206.04	\$ 588.69
2 yard bin 1x week	\$78.36	\$ 42.19	\$ 120.56
2 yard bin 2x week	\$149.02	\$ 80.24	\$ 229.25
2 yard bin 3x week	\$219.67	\$ 118.28	\$ 337.95
2 yard bin 4x week	\$290.32	\$ 156.33	\$ 446.65
2 yard bin 5x week	\$360.98	\$ 194.37	\$ 555.35
2 yard bin 6x week	\$431.63	\$ 232.42	\$ 664.05
3 yard bin 1x week	\$87.48	\$ 47.10	\$ 134.58
3 yard bin 2x week	\$166.09	\$ 89.43	\$ 255.53
3 yard bin 3x week	\$244.71	\$ 131.77	\$ 376.48
3 yard bin 4x week	\$323.33	\$ 174.10	\$ 497.43
3 yard bin 5x week	\$401.94	\$ 216.43	\$ 618.38
3 yard bin 6x week	\$480.56	\$ 258.76	\$ 739.33
4 yard bin 1x week	\$97.08	\$ 52.28	\$ 149.36
4 yard bin 2x week	\$183.66	\$ 98.90	\$ 282.56
4 yard bin 3x week	\$270.24	\$ 145.52	\$ 415.76
4 yard bin 4x week	\$356.82	\$ 192.14	\$ 548.96
4 yard bin 5x week	\$443.41	\$ 238.76	\$ 682.16
4 yard bin 6x week	\$529.99	\$ 285.38	\$ 815.36
6 yard bin 1x week	\$117.01	\$ 63.01	\$ 180.02
6 yard bin 2x week	\$219.52	\$ 118.20	\$ 337.72
6 yard bin 3x week	\$322.02	\$ 173.40	\$ 495.42
6 yard bin 4x week	\$424.53	\$ 228.59	\$ 653.13
6 yard bin 5x week	\$527.04	\$ 283.79	\$ 810.83
6 yard bin 6x week	\$629.55	\$ 338.99	\$ 968.53

Temporary & Industrial Service

Rate Type	Service Charge	Per-Ton Charge	All-Inclusive Rate
Temporary Bin (3-yard) - Trash	\$ 310.00	\$ 132.00	\$ 442.00
Temporary Bin (3-yard) - Recycle	\$ 310.00	\$ 136.60	\$ 446.60
Temporary Bin (3-yard) - Organics	\$ 310.00	\$ 198.42	\$ 508.42
Temporary Bin (3-yard) - C&D	\$ 310.00	\$ 151.00	\$ 461.00
*Temporary 3YD Bin includes up to 1 Ton			
Temporary Bin (10-40-yards) - Trash	\$ 513.50	\$ 132.00	\$ 1,041.50
Temporary Bin (10-40-yards) - Recycle	\$ 513.50	\$ 136.60	\$ 1,059.90
Temporary Bin (10-40-yards) - Organics	\$ 513.50	\$ 198.42	\$ 1,307.20
Temporary Bin (10-40-yards) - C&D	\$ 513.50	\$ 151.00	\$ 1,117.50
*Temporary 10-40YD Bin includes up to 4 Tons			
Permanent Bin (10-40-yards) - Trash	\$ 395.00	\$ 132.00	\$ 923.00
Permanent Bin (10-40-yards) - Recycle	\$ 395.00	\$ 136.60	\$ 941.40
Permanent Bin (10-40-yards) - Organics	\$ 395.00	\$ 198.42	\$ 1,188.70
Permanent Bin (10-40-yards) - C&D	\$ 395.00	\$ 151.00	\$ 999.00
*Permanent 10-40YD Bin includes up to 4 Tons			
Compactor Bin (Any Size) - Trash	\$ 553.00	\$ 132.00	\$ 1,081.00
Compactor Bin (Any Size) - Recycle	\$ 553.00	\$ 136.60	\$ 1,099.40
Compactor Bin (Any Size) - Organics	\$ 553.00	\$ 198.42	\$ 1,346.70
Compactor Bin (Any Size) - C&D	\$ 553.00	\$ 151.00	\$ 1,157.00
*Compactor Bin includes up to 4 Tons			

Commercial Service

Rate Type	Service Component	Disposal / Facility Component	All-Inclusive Rate
Commercial Organics (Green Container)			
32-gallon 1x week	\$ 63.47	\$ 34.18	\$ 97.65
32-gallon 2x week	\$ 126.26	\$ 67.99	\$ 194.25
32-gallon 3x week	\$ 189.05	\$ 101.80	\$ 290.84
32-gallon 4x week	\$ 251.84	\$ 135.61	\$ 387.44
32-gallon 5x week	\$ 314.63	\$ 169.41	\$ 484.04
32-gallon 6x week	\$ 377.42	\$ 203.22	\$ 580.64
64-gallon 1x week	\$ 74.83	\$ 40.29	\$ 115.12
64-gallon 2x week	\$ 148.80	\$ 80.12	\$ 228.92
64-gallon 3x week	\$ 222.76	\$ 119.95	\$ 342.70
64-gallon 4x week	\$ 296.72	\$ 159.77	\$ 456.49
64-gallon 5x week	\$ 370.68	\$ 199.60	\$ 570.28
64-gallon 6x week	\$ 444.64	\$ 239.42	\$ 684.06
96-gallon 1x week	\$ 86.68	\$ 46.67	\$ 133.35
96-gallon 2x week	\$ 172.67	\$ 92.98	\$ 265.65
96-gallon 3x week	\$ 258.66	\$ 139.28	\$ 397.94
96-gallon 4x week	\$ 343.97	\$ 185.22	\$ 529.19
96-gallon 5x week	\$ 429.97	\$ 231.52	\$ 661.49
96-gallon 6x week	\$ 515.96	\$ 277.83	\$ 793.79
1 yard bin 1x week	\$ 126.26	\$ 67.99	\$ 194.25
1 yard bin 2x week	\$ 247.06	\$ 133.03	\$ 380.09
1 yard bin 3x week	\$ 367.18	\$ 197.71	\$ 564.89
1 yard bin 4x week	\$ 487.98	\$ 262.76	\$ 750.74
1 yard bin 5x week	\$ 608.78	\$ 327.80	\$ 936.58
1 yard bin 6x week	\$ 729.58	\$ 392.85	\$ 1,122.43
2 yard bin 1x week	\$ 196.56	\$ 105.84	\$ 302.39
2 yard bin 2x week	\$ 386.97	\$ 208.37	\$ 595.34
2 yard bin 3x week	\$ 578.07	\$ 311.27	\$ 889.33
2 yard bin 4x week	\$ 768.48	\$ 413.80	\$ 1,182.28
2 yard bin 5x week	\$ 958.90	\$ 516.33	\$ 1,475.22
2 yard bin 6x week	\$ 1,149.31	\$ 618.86	\$ 1,768.17

Commercial Trash (Black or Grey Container)		Service Component	Disposal / Facility Component	All-Inclusive Rate
2 yard compactor 1x week		\$464.18	\$249.94	\$ 714.12
2 yard compactor 2x week		\$892.43	\$480.54	\$ 1,372.97
2 yard compactor 3x week		\$1,320.69	\$711.14	\$ 2,031.82
2 yard compactor 4x week		\$1,748.94	\$941.74	\$ 2,690.68
2 yard compactor 5x week		\$2,177.19	\$1,172.34	\$ 3,349.53
2 yard compactor 6x week		\$2,605.45	\$1,402.93	\$ 4,008.38
3 yard compactor 1x week		\$569.32	\$306.56	\$ 875.88
3 yard compactor 2x week		\$1,097.36	\$590.88	\$ 1,688.24
3 yard compactor 3x week		\$1,625.39	\$875.21	\$ 2,500.60
3 yard compactor 4x week		\$2,153.42	\$1,159.54	\$ 3,312.96
3 yard compactor 5x week		\$2,681.46	\$1,443.86	\$ 4,125.32
3 yard compactor 6x week		\$3,209.49	\$1,728.19	\$ 4,937.68
4 yard compactor 1x week		\$676.77	\$364.41	\$ 1,041.18
4 yard compactor 2x week		\$1,304.58	\$702.47	\$ 2,007.05
4 yard compactor 3x week		\$1,932.39	\$1,040.52	\$ 2,972.91
4 yard compactor 4x week		\$2,560.21	\$1,378.57	\$ 3,938.78
4 yard compactor 5x week		\$3,188.02	\$1,716.63	\$ 4,904.64
4 yard compactor 6x week		\$3,815.83	\$2,054.68	\$ 5,870.51

Commercial Recycling (Blue Container)		Service Component	Disposal / Facility Component	All-Inclusive Rate
2 yard compactor 1x week		\$235.08	\$ 126.58	\$ 361.67
2 yard compactor 2x week		\$447.05	\$ 240.72	\$ 687.76
2 yard compactor 3x week		\$659.01	\$ 354.85	\$ 1,013.86
2 yard compactor 4x week		\$870.97	\$ 468.98	\$ 1,339.95
2 yard compactor 5x week		\$1,082.93	\$ 583.12	\$ 1,666.05
2 yard compactor 6x week		\$1,294.89	\$ 697.25	\$ 1,992.15
3 yard compactor 1x week		\$262.43	\$ 141.31	\$ 403.73
3 yard compactor 2x week		\$498.28	\$ 268.30	\$ 766.58
3 yard compactor 3x week		\$734.13	\$ 395.30	\$ 1,129.43
3 yard compactor 4x week		\$969.98	\$ 522.30	\$ 1,492.28
3 yard compactor 5x week		\$1,205.83	\$ 649.30	\$ 1,855.13
3 yard compactor 6x week		\$1,441.69	\$ 776.29	\$ 2,217.98
4 yard compactor 1x week		\$291.25	\$ 156.83	\$ 448.08
4 yard compactor 2x week		\$550.99	\$ 296.69	\$ 847.68
4 yard compactor 3x week		\$810.73	\$ 436.55	\$ 1,247.28
4 yard compactor 4x week		\$1,070.47	\$ 576.41	\$ 1,646.88
4 yard compactor 5x week		\$1,330.22	\$ 716.27	\$ 2,046.48
4 yard compactor 6x week		\$1,589.96	\$ 856.13	\$ 2,446.09

Commercial/Other Charges (only listed charges will be allowed)

Rate Type	Flat Fee	All-Inclusive Rate
Contamination-cart*	\$ 49.50	\$ 55.00
Contamination-bin*	\$ 150.00	\$ 166.67
Overload-cart	\$ 49.50	\$ 55.00
Overload-bin	\$ 150.00	\$ 166.67
Locking Bin (per bin/per mth)	\$ 15.00	\$ 16.67
Locking Enclosure (Per mth)	\$ 15.00	\$ 16.67
Gate/Restricted Access (Per mth)	\$ 65.00	\$ 72.22
Resume Fee/Collection	\$ 50.00	\$ 55.56
Damaged Cart (negligence)	\$ 125.00	\$ 138.89
Damaged Bin (negligence)	\$ 900.00	\$ 1,000.00
Damaged Lid (negligence)	\$ 250.00	\$ 277.78
Extra Dump - service day	\$ 250.00	\$ 277.78
Extra Dump - non service day	\$ 375.00	\$ 416.67
Demurrage Per Day (After 7 days)	\$ 87.00	\$ 96.67
Rolloff Relocation Fee	\$ 150.00	\$ 166.67
Rolloff Delivery Fee	\$ 150.00	\$ 166.67
Rolloff Overweight Fee	\$ 500.00	\$ 555.56
Rolloff Impound Fee	\$ 1,000.00	\$ 1,111.11
Scout Fee Per Bin Per Frequency	\$ 25.00	\$ 27.78
Cart Exchange / Replacement	\$ 90.00	\$ 100.00
Bin Exchange / Replacement	\$ 500.00	\$ 555.56
Late Fee (% of Billables)	1.5%	Variable
Declined Payment Charge	\$ 25.00	\$ 27.78

*After 3rd offense only. First and second offense will be warnings.



ATHENS SERVICES PROPOSAL FACT SHEET

COMPANY OVERVIEW

Family-owned waste collection and recycling company operating across Southern California. Headquartered in City of Industry, employing more than 2,800 team members and a fleet of 1,500+ vehicles, serving (42) municipalities in Los Angeles County, including City of Pomona (148,000 population), City of Thousand Oaks (124,000 population), City of Riverside (328,000 population), and City of Whittier (86,000 population).

PRICING

<i>Residential Single-Family & Multi-Family Basic Rate</i>	<i>Residential Senior Discount Basic Rate</i>	<i>Commercial Business & Multi-Family Basic Rate</i>	<i>Overall Pricing Level</i>
\$35.49	\$31.94	\$291.96	High Pricing Tier

TOTAL VALUE ADDED AND ADDITIONAL ENHANCEMENTS

- (2) Dedicated Operations Supervisors
- Dedicated Community Relations Manager
- Dedicated Municipal Account Manager
- More than (2) dedicated Recycling Coordinators
- Community Benefit Fund \$250,000 (\$50,000 per Council District)
- Sponsor Signature Community Events
- Open dedicated office in Downtown District
- Dedicated mini sweeper and porter
- Commitment to develop a Fullerton hauling yard no later than three years of contract award
- Unlimited Residential Bulky Item Collection Services

PROPOSED FACILITIES

- Irwindale MRF - All Waste Streams
- American Organics - Organics - Victorville
- City of Industry MRF - Organics
- Crown Recycling Services - C&D - Sun Valley
- D.A.R.T. - Material Transfer - Downey
- Puente Hills MRF - Recyclables
- Frank R. Bowerman Landfill - Trash - Irvine

UNION AFFILIATION

The company supports a unionized workforce through its affiliation with Teamsters Local 396.

OVERALL EVALUATION

Nearly 70 years of capable experience, a high-quality operator with strong safety and service marks. Highest Residential rate of any proposer. Placed 5th in pricing with standard operating practices included in the rates not as optional add-ons. The Best and Final Offer restated existing services from the original proposal with no improvements to financial or procurement enhancements. Robust Downtown District white glove service program.