



May 5, 2026

Mr. Steven Avalos
Interim Director of Administrative Services
City of Fullerton
303 W. Commonwealth Ave.
Fullerton, CA 92832

Dear Mr. Avalos,

Consistent with the Official Notice #3 dated April 21, 2026, and Update #2 dated April 20, 2026, regarding RFP 2526-03 Solid Waste Management Services, please allow this correspondence to serve as EDCO's Final Offer Letter to the City of Fullerton. In addition, attached please find the Best and Final Pricing Form and Proposed Downtown District Program.

1. EDCO affirms that all proposed services and enhancements in our most recent proposal dated January 27, 2026, are still valid.
2. EDCO presents the following new or expanded services, as well as new proposed enhancements:

Bulky Item Service for Multi-Family Residential Customers – EDCO will expand the definition in Section 8.2.10 of the draft Franchise Agreement for Single Family to also include Multi-Family residents at no additional charge. As such, **all Single and Multi-Family Residential Customers in the City will receive up to four (4) requests for Bulky Item Collection during each calendar year with no limitation on the number of Bulky Items to be collected at no charge.** The Property Manager or Owner would be the designated person to request service for Bulky Items generated at the Dwelling Unit.

Downtown District Enclosures – As further outlined in the attachment, **EDCO will provide weekly power washing of all Downtown District enclosures.** This is well in excess of the quarterly power washing referenced.

City Billing Fee – In order to assist the City with increases United States Postal Service charges and other impacts, **EDCO will increase the required \$155,000 annual payment to \$200,000.** This fee will continue to be retained by the City from all residential service

“We’ll Take Care of It”

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billings administered by the City and beginning in July 2028 the charge will be adjusted by the same percentage change in the rate adjustment index.

Alternate Billing Bid – **EDCO will adjust our proposal to make this option no charge for handling the billing.** Should the City select this alternative, EDCO would discontinue the City Billing Fee.

Facility Development Payment Option – In order to secure the proper amortization for the significant investment EDCO is making for the new Fullerton Terminal, EDCO proposes the following alternative option to the City of Fullerton: **EDCO will remit a one-time \$15,000,000 payment to the City within ten days of a fully executed Franchise Agreement to the City in exchange for a 20-year fixed term and an adjustment in the service rate index and offer implementation of a rate cap** as follows:

- Instead of the originally proposed ten-year term with an option to extend services in two (5) year increments thereafter (20-year term), the City would convert to a fixed 20-year term. Longer term Agreements are often found with the development of a new facility, especially when combined with SB 1383 program implementation.
- Instead of basing the service component on the Consumer Price Index for All Urban Consumers, not seasonally adjusted, all items index (CPI-U) – All Items in Los Angeles-Long Beach-Anaheim (CUURS49ASA0), this adjustment would use the Consumer Price Index Series for All Urban Consumers, not seasonally adjusted, all items index (CPI-U) - Water and Sewer and Trash Collection in the US city average (CUSR0000SEHG). This index is also a United States produced formula and is more reflective of impacts to collection services.
- Instead of no cap on the service rate adjustment as currently proposed, as an additional component of this offer EDCO will also provide an annual rate cap on the index of 4.5%, with any unused portion of the adjustment deferred and carried over to future years. This excludes any new, unforeseen Federal, State or local mandates or fees.
- In turn, all City remitted fees would be adjusted annually by this formula, including the Legislative Compliance Fee, the NPDES Fee and the City Billing Fee.

3. EDCO has a significant number of key differentiators that distinguishes it over other proposers, including but not limited to the following:
 - **EDCO will invest in a new Administrative Terminal** in the City to enhance Customer Service, Operations and Accessibility, while generating additional City tax revenue.
 - **EDCO will invest in a new, Renewable Natural Gas (RNG) powered collection fleet, new residential carts and new bins.**
 - **EDCO will fully implement SB 1383** throughout the City of Fullerton, **including a personal site** visit to each commercial establishment prior to the conversion date and providing use of our SB 1383 reporting platform at no additional charge.
 - **EDCO will implement a strong initial and continuing Public Education plan** for both the conversion and full SB 1383 Implementation, including hosting up to 12 Community meetings and 6 direct mail pieces to Residential, Multifamily and Commercial customers.
 - **EDCO will utilize a new, state of the art Anaerobic Digester** to capture methane from the Fullerton commercial organics stream and create RNG. In turn, **EDCO will also supplement this RNG production with a combination of mulch and compost provided to the City at no additional charge, ensuring the City meets 100% of its SB 1383 Recovered Organic Waste procurement target and achieves full compliance.**
 - **EDCO will provide a Financial Challenged Senior Discount of up to 20%.**
 - **EDCO will provide extra single family recycling carts at no additional charge and up to three total single family organic carts at no additional charge** to encourage diversion.
 - Consistent with California Labor Code Section 1072, **EDCO will provide written offers of employment to displaced employees of the current contractor under the terms set forth in EDCO's existing Collective Bargaining Agreement with Teamsters Local 396.**
 - **EDCO will create the EDCO Community Fund and provide an annual \$25,000 investment** that the City Council can distribute. In addition, **EDCO will be an active, engaged and financially committed partner and resource to the community.**

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- **EDCO will use its experience and resources to ensure a smooth transition** from the current hauler with a ***“We’ll Take Care of It”*** approach for Fullerton.

EDCO and its sister company Burrtec Waste Industries, serve several communities that are equal or larger in size than the City of Fullerton. EDCO services the City of Escondido, County of San Diego, and the combined neighboring Cities of Buena Park-La Palma-La Mirada. In addition, Burrtec serves the City of Santa Clarita, City of San Bernadino, City of Fontana, City of Rancho Cucamonga and City of Victorville all of whom are larger than the City of Fullerton.

To address questions raised in Update #2, EDCO provides the following italicized answers below. If the award selection is not made until a Council meeting in September 2026:

- Will this impact your ability to have all new vehicles operational by July 1, 2027? If yes, please explain. *No impact as EDCO will utilize a combination of existing and new orders to secure the fleet by July 1, 2027.*
- Will this impact your ability to have all required containers in place by July 1, 2027? If yes, please explain. *No impact as EDCO has received assurances that a combination of existing and new orders will secure containers in place by July 1, 2027.*
- Will this impact your ability to roll out all required SB 1383 collection programs by July 1, 2027? If yes, please explain. *No impact as EDCO will invest additional resources to ensure any delay in schedule implementation proposed will be made up prior to July 1, 2027.*

Family owned and operated EDCO would be honored to serve the City of Fullerton and believe we offer *the best overall value*. Thank you for your consideration.

Sincerely,

A handwritten signature in blue ink, consisting of a stylized 'S' followed by a horizontal line.

President & Chief Executive Officer

Attachments: Best and Final Pricing Form and Proposed Downtown District Program

Instructions

Please list your rates in the format provided below so we can ensure they include all city fees and proposed facility per-ton fees. PLEASE ADD ANY OTHER SERVICES AND FEES IN THE SPACES PROVIDED OR ADD MORE ROWS AS NEEDED. If you do not provide a service or fee, leave it blank and

Note: The Facility Component and Per ton disposal charge, where applicable, assumes a 7/1/2027 OCWR landfill tip rate of \$74.00/ton

Residential Service

Rate Type	Service Component	Facility Component	All-Inclusive Rate
Standard 3-cart (96gal-96gal-96gal)	\$ 17.43	\$ 15.16	\$ 32.59
Senior 3-cart (35gal-35gal-35gal)	\$ 13.94	\$ 12.13	\$ 26.07
Senior 3-cart (upsized 1 to 3 carts to 65 gal)	\$ 14.82	\$ 12.89	\$ 27.70
Other Cart size/configuration	\$ 17.43	\$ 15.16	\$ 32.59
Residential Manure Bin	\$ 159.01	\$ 82.99	\$ 242.00
Extra Trash Cart	\$ 9.65		\$ 9.65
Extra Recycle Cart	No Add'l Charge	No Add'l Charge	No Add'l Charge
Extra Organics Cart -(1st 3 carts - no charge)	\$ 6.65		\$ 6.65
Overloaded Cart Fee*	No Add'l Charge	No Add'l Charge	No Add'l Charge
Contaminated Cart Fee*	\$ 9.65		\$ 9.65
Reactivation Fee	No Add'l Charge	No Add'l Charge	No Add'l Charge
Extra Dump - service day	\$ 6.65	\$ -	\$ 6.65
Extra Dump - non service day	\$ 9.65		\$ 9.65

*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
Downtown Containers	\$125/\$45	Per Dump per Bin/Cart for as-needed and special events
Bulky Item Event	\$ 145.00	Per Truck Hour for Designated Special Event or Clean-up
HHW Event	\$35,000.00	Per Additional Event, per scope of Section 8.7.3 of Agreement
Curbside HHW	\$ 79.61	On-Call Service Per Per Home
Other?		

Residential Service

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

Rate Type	Service	Facility	All-Inclusive Rate
DD - Organics Generators	\$ 451.39	\$ 96.41	\$ 547.80
DD - All Other Businesses	\$ 244.33	\$ 18.57	\$ 262.90
Power-wash (over weekly)	\$ 175.00		\$ 175.00
Gate/Restricted Access (Per mth)	No Add'l Charge		No Add'l Charge
Resume Fee/Collection	\$ 50.00		\$ 50.00
Damaged Cart (negligence)	No Add'l Charge		No Add'l Charge
Damaged Bin (negligence)	No Add'l Charge		No Add'l Charge
Damaged Lid (negligence)	No Add'l Charge		No Add'l Charge
Extra Dump - service day	\$ 66.00		\$ 66.00
Extra Dump - non service day	\$ 66.00		\$ 66.00
Commercial Manure Bin	\$ 242.00		\$ 242.00
Extra Dump - non service day	\$ 242.00		\$ 242.00

Per Enclosure

Temporary & Industrial Service

Rate Type	(Added Description)	Service Charge	Per-Ton Charge *	Per- Load Charge (Added)	All-Inclusive Rate
Temporary Bin (3-yard)		\$ 224.49	\$ 82.22	\$ 12.33	\$ 236.82
Temporary Bin (4-yard)		\$ 335.66	\$ 82.22	\$ 16.44	\$ 352.10
Temporary Bin (10-yard)	4-Ton Minimum C&D	\$ 450.00	\$ 144.44	\$ 577.78	\$1,027.78
Temporary Bin (20-yard)	2-Ton Minimum Recycle	\$ 450.00	\$ 55.56	\$ 111.11	\$ 561.11
Temporary Bin (30-yard)	4 Ton Minimum Yardwaste	\$ 450.00	\$ 127.78	\$ 511.11	\$ 961.11
Temporary Bin (40-yard)	4 - Ton Minimum Trash	\$ 450.00	\$ 82.22	\$ 328.89	\$ 778.89
(Following Rates Were Added) :					
Permanent Rolloff Compactor	20-40 -Yard Trash	\$ 395.00	\$ 82.22		
Permanent Rolloff Compactor	20-40 -Yard Recycle	\$ 395.00	\$ 55.56		
Permanent Rolloff Compactor	20-40 -Yard Organics	\$ 395.00	\$ 188.89		
Permanent Rolloff (10 - 40 Yard) C&D		\$ 335.00	\$ 144.44		
Permanent Rolloff (10 - 40 Yard) Recycle		\$ 335.00	\$ 55.56		
Permanent Rolloff (10 - 40 Yard) Greenwaste		\$ 335.00	\$ 127.78		
Permanent Rolloff (10 - 40 Yard) Trash		\$ 335.00	\$ 82.22		
Permanent Rolloff (10 - 15 Yard) Inert		\$ 335.00	\$ 57.96		
*Note : Per Ton Charge applies to Actual Tons for Permanent Rolloff Loads and Tons in excess of Load Minimums for Temporary Rolloff-loads					
All Compactor Rates assume Customer owned or leased containers					

Commercial Service

Rate Type	Service Component	Facility Component	All-Inclusive Rate
Commercial Trash (Black or Grey Container)			
96-gallon 1x week	\$ 61.64	\$ 13.36	\$ 75.00
96-gallon 2x week	\$ 123.28	\$ 26.72	\$ 150.00
96-gallon 3x week	\$ 179.92	\$ 40.08	\$ 220.00
96-gallon 4x week	\$ 231.56	\$ 53.44	\$ 285.00
96-gallon 5x week	\$ 275.00	\$ 66.80	\$ 341.80
96-gallon 6x week	\$ 313.85	\$ 80.16	\$ 394.01
1 yard bin 1x week	\$ 149.47	\$ 17.80	\$ 167.27
1 yard bin 2x week	\$ 258.94	\$ 35.60	\$ 294.54
1 yard bin 3x week	\$ 360.41	\$ 53.40	\$ 413.81
1 yard bin 4x week	\$ 453.88	\$ 71.20	\$ 525.08
1 yard bin 5x week	\$ 539.35	\$ 89.00	\$ 628.35
1 yard bin 6x week	\$ 616.82	\$ 106.80	\$ 723.62
1.5 yard bin 1x week	\$ 152.21	\$ 26.70	\$ 178.91
1.5 yard bin 2x week	\$ 262.42	\$ 53.40	\$ 315.82
1.5 yard bin 3x week	\$ 364.23	\$ 80.10	\$ 444.33
1.5 yard bin 4x week	\$ 457.64	\$ 106.80	\$ 564.44
1.5 yard bin 5x week	\$ 542.65	\$ 133.50	\$ 676.15
1.5 yard bin 6x week	\$ 619.26	\$ 160.20	\$ 779.46
2 yard bin 1x week	\$ 148.95	\$ 35.60	\$ 184.55
2 yard bin 2x week	\$ 280.90	\$ 71.20	\$ 352.10
2 yard bin 3x week	\$ 412.85	\$ 106.80	\$ 519.65
2 yard bin 4x week	\$ 544.80	\$ 142.40	\$ 687.20
2 yard bin 5x week	\$ 676.75	\$ 178.00	\$ 854.75
2 yard bin 6x week	\$ 800.20	\$ 213.60	\$ 1,013.80
3 yard bin 1x week	\$ 190.60	\$ 53.40	\$ 244.00
3 yard bin 2x week	\$ 345.34	\$ 106.80	\$ 452.14
3 yard bin 3x week	\$ 496.51	\$ 160.20	\$ 656.71
3 yard bin 4x week	\$ 647.68	\$ 213.60	\$ 861.28
3 yard bin 5x week	\$ 798.85	\$ 267.00	\$ 1,065.85
3 yard bin 6x week	\$ 950.02	\$ 320.40	\$ 1,270.42
4 yard bin 1x week	\$ 280.89	\$ 71.21	\$ 352.10

Commercial Service

Rate Type	Service Component	Facility Component	All-Inclusive Rate
Commercial Recycling (Blue Container)			
96-gallon 1x week	\$ 56.99	\$ 3.01	\$ 60.00
96-gallon 2x week	\$ 113.98	\$ 6.02	\$ 120.00
96-gallon 3x week	\$ 170.97	\$ 9.03	\$ 180.00
96-gallon 4x week	\$ 227.96	\$ 12.04	\$ 240.00
96-gallon 5x week	\$ 274.95	\$ 15.05	\$ 290.00
96-gallon 6x week	\$ 317.69	\$ 18.06	\$ 335.75
1 yard bin 1x week	\$ 105.79	\$ 4.21	\$ 110.00
1 yard bin 2x week	\$ 184.08	\$ 8.42	\$ 192.50
1 yard bin 3x week	\$ 256.87	\$ 12.63	\$ 269.50
1 yard bin 4x week	\$ 324.16	\$ 16.84	\$ 341.00
1 yard bin 5x week	\$ 385.95	\$ 21.05	\$ 407.00
1 yard bin 6x week	\$ 442.24	\$ 25.26	\$ 467.50
1.5 yard bin 1x week	\$ 113.69	\$ 6.31	\$ 120.00
1.5 yard bin 2x week	\$ 197.38	\$ 12.62	\$ 210.00
1.5 yard bin 3x week	\$ 275.07	\$ 18.93	\$ 294.00
1.5 yard bin 4x week	\$ 346.76	\$ 25.24	\$ 372.00
1.5 yard bin 5x week	\$ 412.45	\$ 31.55	\$ 444.00
1.5 yard bin 6x week	\$ 472.14	\$ 37.86	\$ 510.00
2 yard bin 1x week	\$ 121.58	\$ 8.42	\$ 130.00
2 yard bin 2x week	\$ 210.66	\$ 16.84	\$ 227.50
2 yard bin 3x week	\$ 293.24	\$ 25.26	\$ 318.50
2 yard bin 4x week	\$ 369.32	\$ 33.68	\$ 403.00
2 yard bin 5x week	\$ 438.90	\$ 42.10	\$ 481.00
2 yard bin 6x week	\$ 501.98	\$ 50.52	\$ 552.50
3 yard bin 1x week	\$ 127.37	\$ 12.63	\$ 140.00
3 yard bin 2x week	\$ 254.74	\$ 25.26	\$ 280.00
3 yard bin 3x week	\$ 382.11	\$ 37.89	\$ 420.00
3 yard bin 4x week	\$ 509.48	\$ 50.52	\$ 560.00
3 yard bin 5x week	\$ 636.85	\$ 63.15	\$ 700.00
3 yard bin 6x week	\$ 764.22	\$ 75.78	\$ 840.00
4 yard bin 1x week	\$ 143.16	\$ 16.84	\$ 160.00

Commercial Service

Rate Type	Service Component	Facility Component	All-Inclusive Rate
Commercial Organics (Green or Brown Container)*			
96-gallon 1x week	\$118.64	\$16.36	\$135.00
96-gallon 2x week	\$203.53	\$32.72	\$236.25
96-gallon 3x week	\$281.67	\$49.08	\$330.75
96-gallon 4x week	\$353.06	\$65.44	\$418.50
96-gallon 5x week	\$417.70	\$81.80	\$499.50
96-gallon 6x week	\$475.59	\$98.16	\$573.75
1 yard bin 1x week	\$113.88	\$51.12	\$165.00
1 yard bin 2x week	\$186.51	\$102.24	\$288.75
1 yard bin 3x week	\$250.89	\$153.36	\$404.25
1 yard bin 4x week	\$307.02	\$204.48	\$511.50
1 yard bin 5x week	\$354.90	\$255.60	\$610.50
1 yard bin 6x week	\$394.53	\$306.72	\$701.25
1.5 yard bin 1x week	\$152.45	\$22.55	\$175.00
1.5 yard bin 2x week	\$261.15	\$45.10	\$306.25
1.5 yard bin 3x week	\$361.10	\$67.65	\$428.75
1.5 yard bin 4x week	\$452.30	\$90.20	\$542.50
1.5 yard bin 5x week	\$534.75	\$112.75	\$647.50
1.5 yard bin 6x week	\$608.45	\$135.30	\$743.75
2 yard bin 1x week	\$194.93	\$30.07	\$225.00
2 yard bin 2x week	\$281.11	\$60.14	\$341.25
2 yard bin 3x week	\$387.54	\$90.21	\$477.75
2 yard bin 4x week	\$484.22	\$120.28	\$604.50
2 yard bin 5x week	\$571.15	\$150.35	\$721.50
2 yard bin 6x week	\$648.33	\$180.42	\$828.75
3 yard bin 1x week	\$199.90	\$45.10	\$245.00
3 yard bin 2x week	\$373.55	\$90.20	\$463.75
3 yard bin 3x week	\$513.95	\$135.30	\$649.25
3 yard bin 4x week	\$641.10	\$180.40	\$821.50
3 yard bin 5x week	\$755.00	\$225.50	\$980.50
3 yard bin 6x week	\$855.65	\$270.60	\$1,126.25
4 yard bin 1x week	\$234.86	\$60.14	\$295.00

4 yard bin 2x week		\$ 529.48	\$ 142.42	\$ 671.90
4 yard bin 3x week		\$ 778.07	\$ 213.63	\$ 991.70
4 yard bin 4x week		\$ 1,026.66	\$ 284.84	\$ 1,311.50
4 yard bin 5x week		\$ 1,275.25	\$ 356.05	\$ 1,631.30
4 yard bin 6x week		\$ 1,507.69	\$ 427.26	\$ 1,934.95
5 yard bin 1x week		\$ 287.37	\$ 89.00	\$ 376.37
5 yard bin 2x week		\$ 489.74	\$ 178.00	\$ 667.74
5 yard bin 3x week		\$ 675.11	\$ 267.00	\$ 942.11
5 yard bin 4x week		\$ 843.48	\$ 356.00	\$ 1,199.48
5 yard bin 5x week		\$ 994.85	\$ 445.00	\$ 1,439.85
5 yard bin 6x week		\$ 1,129.22	\$ 534.00	\$ 1,663.22
6 yard bin 1x week		\$ 258.19	\$ 106.81	\$ 365.00
6 yard bin 2x week		\$ 516.38	\$ 213.62	\$ 730.00
6 yard bin 3x week		\$ 774.57	\$ 320.43	\$ 1,095.00
6 yard bin 4x week		\$ 1,032.76	\$ 427.24	\$ 1,460.00
6 yard bin 5x week		\$ 1,290.95	\$ 534.05	\$ 1,825.00
6 yard bin 6x week		\$ 1,549.14	\$ 640.86	\$ 2,190.00

Please add and list all Split-Bin Configurations (Trash/Recycling)				
3 yard bin 1x week		\$ 265.90	\$ 33.01	\$ 298.91
3 yard bin 2x week		\$ 503.00	\$ 66.02	\$ 569.02

Please add and list all trash compactor configurations				
		Service Component	Facility Component	All-Inclusive Rate
2 yard Comp 1x week		\$ 286.84	\$ 106.81	\$ 393.65
2 yard Comp 2x week		\$ 538.68	\$ 213.62	\$ 752.30
2 yard Comp 3x week		\$ 808.02	\$ 320.43	\$ 1,128.45
2 yard Comp 4x week		\$ 1,077.36	\$ 427.24	\$ 1,504.60
3 yard Comp 1x week		\$ 400.26	\$ 160.21	\$ 560.47
3 yard Comp 2x week		\$ 751.02	\$ 320.42	\$ 1,071.44
3 yard Comp 3x week		\$ 1,126.53	\$ 480.63	\$ 1,607.16
3 yard Comp 4x week		\$ 1,502.04	\$ 640.84	\$ 2,142.88
4 yard Comp 1x week		\$ 468.68	\$ 213.61	\$ 682.29
4 yard Comp 2x week		\$ 877.86	\$ 427.22	\$ 1,305.08
4 yard Comp 3x week		\$ 1,316.79	\$ 640.83	\$ 1,957.62
4 yard Comp 4x week		\$ 1,755.72	\$ 854.44	\$ 2,610.16

All Compactor Rates assume Customer owned or leased containers

Other Service - Program - Charge

Rate Type	Flat Rate	Service Component	Facility Component	All-Inclusive Rate
3 yard bin 7x week Trash		\$ 1,058.19	\$ 373.80	\$ 1,431.99
Push-Out Service Per Container >25ft, <50ft per Tip Freq/Mo	\$ 40.89			\$ 40.89
Scout Service Per Container >50ft Per Tip Freq/Mo	\$ 72.17			\$ 72.17
Sunday Service Premium Per Mo Per Container if less than 7 X	\$ 54.44			\$ 54.44

4 yard bin 2x week		\$ 286.32	\$ 33.68	\$ 320.00
4 yard bin 3x week		\$ 429.48	\$ 50.52	\$ 480.00
4 yard bin 4x week		\$ 572.64	\$ 67.36	\$ 640.00
4 yard bin 5x week		\$ 715.80	\$ 84.20	\$ 800.00
4 yard bin 6x week		\$ 858.96	\$ 101.04	\$ 960.00
5 yard bin 1x week		\$ 158.95	\$ 21.05	\$ 180.00
5 yard bin 2x week		\$ 272.90	\$ 42.10	\$ 315.00
5 yard bin 3x week		\$ 377.85	\$ 63.15	\$ 441.00
5 yard bin 4x week		\$ 473.80	\$ 84.20	\$ 558.00
5 yard bin 5x week		\$ 560.75	\$ 105.25	\$ 666.00
5 yard bin 6x week		\$ 638.70	\$ 126.30	\$ 765.00
6 yard bin 1x week		\$ 174.74	\$ 25.26	\$ 200.00
6 yard bin 2x week		\$ 299.48	\$ 50.52	\$ 350.00
6 yard bin 3x week		\$ 414.22	\$ 75.78	\$ 490.00
6 yard bin 4x week		\$ 518.96	\$ 101.04	\$ 620.00
6 yard bin 5x week		\$ 613.70	\$ 126.30	\$ 740.00
6 yard bin 6x week		\$ 698.44	\$ 151.56	\$ 850.00

Other Recycling Rates		Service Component	Facility Component	All-Inclusive Rate
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64-gallon 1x week		\$ 66.59	\$ 2.41	\$ 69.00
64-gallon 2x week		\$ 115.93	\$ 4.82	\$ 120.75

Please add and list all recycling compactor configurations				
		Service Component	Facility Component	All-Inclusive Rate
2 yard Comp 1x week		\$ 300.94	\$ 24.06	\$ 325.00
2 yard Comp 2x week		\$ 520.63	\$ 48.12	\$ 568.75
2 yard Comp 3x week		\$ 724.07	\$ 72.18	\$ 796.25
2 yard Comp 4x week		\$ 911.26	\$ 96.24	\$1,007.50
3 yard Comp 1x week		\$ 413.92	\$ 36.08	\$ 450.00
3 yard Comp 2x week		\$ 715.34	\$ 72.16	\$ 787.50
3 yard Comp 3x week		\$ 994.26	\$ 108.24	\$1,102.50
3 yard Comp 4x week		\$ 1,250.68	\$ 144.32	\$1,395.00
4 yard Comp 1x week		\$ 482.89	\$ 42.11	\$ 525.00
4 yard Comp 2x week		\$ 834.53	\$ 84.22	\$ 918.75
4 yard Comp 3x week		\$ 1,159.92	\$ 126.33	\$1,286.25
4 yard Comp 4x week		\$ 1,459.06	\$ 168.44	\$1,627.50

All Compactor Rates assume Customer owned or leased containers

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

Rate Type	Flat Fee	All-Inclusive Rate
Contamination-cart*	\$ 33.00	\$ 33.00
Contamination-bin*	\$ 66.00	\$ 66.00
Overload-cart	No Add'l Charge	No Add'l Charge
Overload-bin	\$ 66.00	\$ 66.00
Locking Bin (per bin/per mth)	\$ 8.66	\$ 8.66
Locking Enclosure (Per mth)	\$ 8.66	\$ 8.66
Gate/Restricted Access (Per mth)	No Add'l Charge	No Add'l Charge
Resume Fee/Collection	\$ 50.00	\$ 50.00
Damaged Cart (negligence)	No Add'l Charge	No Add'l Charge
Damaged Bin (negligence)	No Add'l Charge	No Add'l Charge
Damaged Lid (negligence)	No Add'l Charge	No Add'l Charge
Extra Dump - service day	\$ 95.00	\$ 95.00
Extra Dump - non service day	\$ 125.00	\$ 125.00

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

4 yard bin 2x week		\$395.97	\$120.28	\$516.25
4 yard bin 3x week		\$542.33	\$180.42	\$722.75
4 yard bin 4x week		\$673.94	\$240.56	\$914.50
4 yard bin 5x week		\$790.80	\$300.70	\$1,091.50
4 yard bin 6x week		\$892.91	\$360.84	\$1,253.75
5 yard bin 1x week		\$254.83	\$75.17	\$330.00
5 yard bin 2x week		\$427.16	\$150.34	\$577.50
5 yard bin 3x week		\$582.99	\$225.51	\$808.50
5 yard bin 4x week		\$722.32	\$300.68	\$1,023.00
5 yard bin 5x week		\$845.15	\$375.85	\$1,221.00
5 yard bin 6x week		\$951.48	\$451.02	\$1,402.50
6 yard bin 1x week		\$294.79	\$90.21	\$385.00
6 yard bin 2x week		\$493.33	\$180.42	\$673.75
6 yard bin 3x week		\$672.62	\$270.63	\$943.25
6 yard bin 4x week		\$832.66	\$360.84	\$1,193.50
6 yard bin 5x week		\$973.45	\$451.05	\$1,424.50
6 yard bin 6x week		\$1,094.99	\$541.26	\$1,636.25

Other Organics Rates		Service Component	Facility Component	All-Inclusive Rate
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64-gallon 1x week		\$ 112.73	\$ 12.27	\$ 125.00
64-gallon 2x week		\$ 194.21	\$ 24.54	\$ 218.75
35-gallon 1x week		\$ 106.82	\$ 8.18	\$ 115.00
35-gallon 2x week		\$ 184.89	\$ 16.36	\$ 201.25

* 3-6 Cubic Yard Bins are offered for greenwaste only, due to weight, safety and servicing

City of Fullerton RFP - Services offered at No Additional Charge

May 1st 2026

Residential Service - No Additional Charge/Added Free Services

Description	Estimated Units Per Mo	Cost Per Unit	Cost Per Mo	Cost Per Yr
Extra Recycle Cart	2,870	\$ 5.25	\$ 15,067.50	\$ 180,810.00
Extra Organics Cart Up to 3 Carts	8,600	\$ 6.65	\$ 57,190.00	\$ 686,280.00
Senior Discount 20% - 35 Gal	2,500	\$ 6.55	\$ 16,375.00	\$ 196,500.00
Senior Discount 15% - 65 Gal	1,500	\$ 4.91	\$ 7,368.75	\$ 88,425.00
Kitchen Caddies offered	5,740	\$ 0.45	\$ 2,583.00	\$ 30,996.00
Two Additional SFR Environmental Times Newsletters	57,400	\$ 0.30		\$ 17,220.00
EDCO Community Fund – \$25,000				\$ 25,000.00
Overloaded Cart Fee*	861	\$ 7.50	\$ 6,457.50	\$ 77,490.00
Reactivation Fee	50	\$ 25.00	\$ 1,250.00	\$ 15,000.00
			Sub-total	\$ 1,317,721.00

Commercial Service - No Additional Charge/Added Free Services

Description	Estimated Units Per Mo	Cost Per Unit	Cost Per Mo	Cost Per Yr
Overload-cart	200	\$ 25.00	\$ 5,000.00	\$ 60,000.00
Gate/Restricted Access (Per mth)	150	\$ 20.00	\$ 3,000.00	\$ 36,000.00
Damaged Cart (negligence)	5	\$ 75.00	\$ 375.00	\$ 4,500.00
Damaged Bin (negligence)	5	\$ 300.00	\$ 1,500.00	\$ 18,000.00
Damaged Lid (negligence)	5	\$ 125.00	\$ 625.00	\$ 7,500.00
			Sub-total	\$ 126,000.00

GRAND TOTAL VALUE PER YEAR \$ 1,443,721.00

Other City Revenue and Cost Saving Enhancements:

EDCO anticipates the following additional revenue from the development of a Administrative Terminal within the City:

- Property taxes associated with appreciated value of acquired terminal property
- Property taxes and fees on terminal improvements of approximately \$8million
- One -time City sales tax of 1% on terminal-based capital expenditures of approx \$35million for ALL-NEW fleet and containers (\$350k)
- Annual ongoing sales tax on city terminal- based operating and cap-ex purchases

EDCO will transport up to 6500 tons of SB1383 loose compost annually, at no additional charge, to a City location valued at up to \$80k per year

EDCO will invest in adding two Field Supervisors in July, 2026, six months earlier than industry practice (\$200k)

EDCO will invest in adding two Recycling Coordinators in July, 2026, six months earlier than industry practice (\$122k)

EDCO will invest in up to 12 Community Meetings on the transition

EDCO will coordinate cart/bin removal activities of the current hauler to ensure there is a seamless transition and no customer

EDCO will offer use of its SB 1383 platform to the City at no additional cost.

EDCO will provide weekly power washing of all Downtown District enclosures

EDCO will provide bulky item service for Multi-Family customers at the same levels outlined in section 8.2.10 for single family customers

EDCO will increase the annual City Billing Fee to \$200,000 per year

EDCO will provide an Alternate Billing rate of No Charge

EDCO will provide a Facility Development Fee Payment option of \$15,000,000 in exchange for a 20-year fixed term and an adjustment in the service rate index and offer implementation of a rate cap



EDCO DISPOSAL PROPOSAL FACT SHEET

COMPANY OVERVIEW

A family-owned and operated waste collection and recycling company serving Southern California since 1967. Headquartered in Signal Hill, employing 1,600 personnel and a full fleet of trucks, serving (2) municipalities in Orange County, (6) in Los Angeles County, and (14) in San Diego County, including City of Buena Park (83,000 population), City of Escondido (149,000 population), City of El Cajon (104,000 population), and City of Lakewood (80,000 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>
\$32.59	\$26.07	\$244.00	Middle Pricing Tier

TOTAL VALUE ADDED AND ADDITIONAL ENHANCEMENTS

- Escondido high solids Anaerobic Digestion facility slated to be fully operational Summer 2026 - Pledging RNG SB 1383 Procurement credits
- Transport up to 6500 tons of SB 1383 loose compost annually at no additional charge, to a City location valued at up to \$80,000 per year
- Community Fund \$25,000
- (2) Field Supervisors in July 2026, (6) months earlier than industry practice, (2) Recycling Coordinators in July 2026, (6) months earlier than industry practice, (12) Community Meetings during the transition
- Coordinate cart/bin removal activities with the incumbent to ensure there is a seamless transition and leave no customers without a container
- Use of the firm's SB 1383 platform at no additional cost
- Residential Service - No Additional Charge/Added Free Services include extra recycling cart, extra organics cart up to (3) carts, senior discount 20% -35gal cart, senior discount 15% 65 gal cart, kitchen caddies offered, (2) additional SFR Environmental Times Newsletters, overloaded cart fee, reactivation fee
- Commercial Service - No Additional Charge/Added Free Services include overload-cart, gate/restricted access (per month), damaged cart (negligence), damaged bin (negligence), damaged lid (negligence)
- Bulky Item Service for Multi-Family Residential Customers
- Downtown District Enclosure weekly power washing
- Increase City Billing Fee to \$200,000
- Residential Billing Services at no additional cost
- Fullerton Facility Terminal with a one-time \$15 Million payment in exchange for a 20-year fixed term and adjustment to service rate index

PROPOSED FACILITIES

- EDCO Recycling & Transfer - Organics/Recyclables/C&D - Signal Hill
- Escondido Resource Recovery - Organics
- Salton City Landfill - Trash

UNION AFFILIATION

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

OVERALL EVALUATION

The latest offer delivered several new enhancements, a headline feature of an Administrative Terminal with a partial offset of a conditional \$15 Million one-time upfront payment tied to less favorable CPI terms. The distinguishing benefit of the terminal can provide roughly \$8 million in property taxes and about \$350,000 in one-time sales tax, plus local jobs and ongoing local spending. Placed 4th in pricing overall.