

# t City of Fullerton

## Solid Waste and Recycling Services

Republic Services Best and Final Offer Letter



**REPUBLIC**<sup>®</sup>  
SERVICES

Sustainability in Action



Dear City of Fullerton RFP Selection Committee,

On behalf of Republic Services (Republic), we would like to sincerely thank the Fullerton City Council, staff, and selection committee for the opportunity to submit our “Best and Final” offer for the City of Fullerton’s solid waste and recycling services franchise.

Here is summarized list of Republic’s revised commitment to the City of Fullerton:

- **Community Enhancement:** Fullerton to receive a **\$10 million Community Enhancement payment** upon contract signing.
- **Immediate, risk free SB 1383 compliance:** Day-One organics recycling for all three-cart Fullerton residents and begin commencement of full commercial service roll out within six weeks of contract signing.
- **Industry-Leading Fleet Modernization:** Fullerton will receive one of the newest fleets in Orange County, anchored by a forward-looking transition to state-of-the-art electric collection vehicles.
- **Resident union workforce with proven Fullerton expertise:** Republic has employees that live within and serve our neighbors in Fullerton.

We appreciate the opportunity to refine our proposal and remain firmly committed to our decades-long partnership with the City of Fullerton. For more than 70 years, Republic has served the community as both a solid waste and recycling provider, and a trusted municipal partner guided by four core pillars: Safety, Talent, Climate Leadership, and Communities.

Our final offer ensures a seamless transition into the new franchise agreement while delivering enhanced services, long-term operational stability, measurable value through immediate SB 1383 compliance, industry-leading fleet modernization, a stable, union-represented local workforce with established experience serving the City, and a \$10 million Community Enhancement.

We are honored to present a final offer that reflects our shared commitment to serving the public interest while delivering the highest level of service and value to the City of Fullerton—today and for generations to come.

Respectfully submitted,

Vince Sanudo  
Executive Area President  
Republic Services

David Hamblin  
Executive Vice President  
Republic Services

*Vince Sanudo*

*David Hamblin*

### Confirmation of Original Proposal

Republic confirms that all services and enhancements in our most recent proposal remain fully committed as submitted, with no reductions, except where expressly enhanced herein.

### Republic's Best and Final Offer Letter (In response to City request via email on April 21, 2026)

The following represents enhancements and value-added commitments that go beyond Republic's original proposal:

#### Community Enhancement combined with Competitive and Reduced Rates:

- **\$10M Community Enhancement Payment + Single Family Residential & Multi-Family Alignment:** Republic will provide the City with a **\$10,000,000 payment** upon execution of the franchise agreement to be used for municipal services and infrastructure at the City's discretion. Multi-family cart rates will be reduced to match Single Family Residential rate at \$25.82 per month; Garbage Trash GTCI +1.25% applied from Years 3–5.
- Republic remains open to negotiating an alternative proposal that meets the City's objectives within the economic value provided above. Note: Republic has already reduced current single family residential rates by 14%, reinforcing affordability, operational efficiency, long-term rate stability, and full regulatory compliance for residents and businesses.

Republic is also committing to providing the following Value-Add Contributions and Events to the City of Fullerton:

#### Additional Value-Add Contribution and Events (Annual) (above and beyond the City's RFP):

Republic will expand its support for Fullerton based community organizations through an annual contribution that reinforces its commitment to local neighborhoods.

- \$215,000 in annual sponsorships
- \$25,000 in kind support

#### RFP Required Fees paid to City (Annual):

- City Fees (Annual)
  - NPDES Fee: \$1,550,000
  - City Billing Fee: \$155,000
  - Legislative Compliance Fee: \$2,000,000
- Services & Events (Annual)
  - Household Hazardous Waste (HHW) Event: \$200,000
  - Compost Drive-Through, Paper Shredding, and Compost Giveaways: \$18,000
  - Downtown District Weekly Cleaning: \$42,500

### Republic’s Cumulative Financial Commitment to City of Fullerton (10-year Term):

- One-Time Community Enhancement Payment: \$10,000,000
- Additional Value-Add Contribution and Events: \$2,400,000
- City Fee Commitment (RFP requested annual adjustment by CPI): \$37,050,000
- Services & Events: \$2,605,000
- Franchise Fees: 10% of Gross Revenue

**Republic’s Total Commitment: \$52,055,000 plus 10% Franchise Fee**

### SB 1383 Compliance Commitment – Immediate and Guaranteed:

Republic delivers the **fastest, lowest risk** path to SB 1383 compliance for the City of Fullerton. Based on existing infrastructure, systems, and regulatory experience, Republic is the only provider capable of bringing Fullerton into early compliance under its current CalRecycle Corrective Action Plan.

- **Day One Residential Compliance**
  - All residents and multi-family customers currently receiving three cart services will be in immediate SB 1383 compliance on Day One, with the ability to place food scraps directly into their organics carts.
- **Accelerated Commercial Compliance**
  - SB 1383 collection, education, monitoring, and reporting services provided to all customers within three (3) months. Full compliance with mandatory organics commercial collection achieved within six (6) months of contract execution.

Republic guarantees timely performance of all SB 1383-related services required under this Agreement, in alignment with CalRecycle standards and audit expectations. This accelerated implementation materially reduces the City’s exposure to fines, penalties, and enforcement actions, while advancing Fullerton’s environmental, public health, and climate goals.

Republic will implement the program in accordance with the SB 1383 Rollout Plan attached hereto, as may be adjusted by mutual agreement to maintain continuous compliance.

### Fleet Replacement Commitment: Fullerton Fleet Modernization:

Fullerton will receive one of the newest collection fleets in Orange County, led by a phased transition including **state-of-the-art electric vehicles**.

- Accelerated fleet modernization through **21 new replacement vehicles, including 10 new vehicles** ordered upon contract execution and an **additional 11 new units** deployed within the first five years
- Immediate reliability and long-term sustainability, enhancing safety and environmental performance, including the integration of electric vehicles
- **Full compliance with all City fleet** and operational standards

### Local Drivers. Union Stability. Proven Expertise:

As Fullerton’s incumbent provider, Republic delivers unmatched **workforce stability, local expertise, and continuity of service**, supported by a decades-long agreement with Teamsters Union Local 396.

- **Teamsters Union Workforce:** All collection and recycling services are performed by Union members covered under Republic’s established collective bargaining agreement—now and throughout the term of the contract.
- Local workforce continuity: **59 experienced employees directly support the Fullerton franchise**, many of whom live in the Fullerton community.
- Proven Fullerton expertise: This resident workforce brings deep familiarity with the City’s neighborhoods, routes, and service expectations, ensuring reliable service with minimal disruption.
- The drivers currently providing service to the City of Fullerton are tenured employees with seniority under Republic’s workforce structure and would transition to other Republic locations if their services were no longer required in Fullerton.

By continuing Republic’s services, Fullerton preserves local jobs, institutional knowledge, and operational continuity, while avoiding transition-related workforce risk, and strengthening long-term community investment.

### Enhanced Unlimited Bulk Item Pickup Service:

Republic will continue to provide **free, unlimited on-call bulky item collection** to all single-family and multi-family residences. This is an enhancement to the City’s RFP request for only four bulky item pick-ups per year. Pickups will be scheduled upon resident or property manager request and completed within seven (7) days. Service includes all eligible bulky items generated at the requesting dwelling or commercial property. Republic will also conduct resident education, including annual communications and program brochures explaining service availability and request procedures.

Republic will also continue to support the City’s clean up event program.

### Disposal and Recycling Capacity Assurance and Unmatched Infrastructure:

Republic provides the City of Fullerton with long-term infrastructure certainty by ensuring secure landfill capacity and local, reliable recycling and materials processing.

- Evergreen access to Republic owned disposal facilities for non-recyclable waste, reducing regional landfill
- Local processing of all materials streams at Republic’s Anaheim Recycling Center, ensuring reliable, compliant service

### Downtown District program:

As the incumbent hauler, Republic is uniquely positioned to deliver an immediately implementable, scalable solution for Fullerton’s Downtown District. Republic has first-hand knowledge of the City’s challenges and ongoing, proactive efforts already underway to address capacity, operational, and service needs.

- Deep, **first-hand understanding of downtown-specific issues**, including capacity constraints, billing complexity, cleanliness expectations, and sustainability goals.

- Ready-to-deploy, low risk Downtown District Program built on Republic’s existing, field-tested implementations in comparable downtown environments.
- A single fixed-rate methodology will be applied uniformly across Blocks 1 through 6 to ensure consistency downtown.
- Improved cleanliness, diversion, and compliance achieved through optimized routing and consistent application across all downtown blocks.

Cost control for businesses without compromising public-realm cleanliness or the City’s long-term downtown vision.

### Dedicated Republic Staff in Service to Fullerton:

Republic will provide the City of Fullerton with **3 dedicated Sustainability Specialists** to support public education, customer service, and the ongoing maintenance of recycling programs.

### Comprehensive Service Guarantee

When evaluating all factors, service reliability, compliance readiness, financial value, infrastructure strength, workforce stability, and community impact, Republic represents the lowest-risk and highest-value option for the City of Fullerton.

### Our proposal delivers:

- Rapid SB1383 compliance
- Operational continuity with City experienced union workforce
- Proven performance at 99.9% reliability (Based on current service performance metrics in Fullerton)
- Industry-leading local infrastructure
- Long-term disposal security
- Deep community partnership

Simply put, Republic is the **only proposer that can guarantee a seamless transition, immediate performance, and sustained excellence** for the residents and businesses of Fullerton.

We appreciate the City’s thoughtful and thorough evaluation process and welcome the opportunity to meet in person to review our final offer in detail.

### RFP Delay Question Responses

- Will this impact your ability to have all new vehicles operational by July 1, 2027?
  - **Republic Response: No, it will not.**
- Will this impact your ability to have all required containers in place by July 1, 2027?
  - **Republic Response: No, it will not.**
- Will this impact your ability to roll out all required SB 1383 collection programs by July 1, 2027?
  - **Republic Response: No, it will not.**

**Best and Final Offer Letter – Attachments** (Including City Requested Documents and Forms-City Email: Official Notice #3 – Final Offer Instructions, April 21, 2026):

- Attachment A: SB 1383 Rollout Timeline
- Attachment B: Summary of Proposed Downtown District Services (City Requested Downtown Plan)
- Attachment C: Best and Final Pricing (City Requested Form)

### Attachment A: Republic’s SB 1383 Rollout Timeline

Republic Services (Republic) provides the City of Fullerton with the fastest, lowest risk, and most reliable path to full SB 1383 compliance. As the City’s current exclusive franchised solid waste, recycling, and organics service provider, Republic will diligently perform all SB 1383-related services required under the Franchise Agreement using proven industry best practices and extensive experience implementing SB 1383 programs throughout California. Republic’s proposed SB 1383 Plan includes:

- Residential SB1383 compliance begins immediately upon contract execution (**Day One SB 1383 Compliance**)
- Commercial customer assessments for customized service solutions begin in Week Two with deployment of Republic staff.
- Full implementation of all SB 1383 requirements within six (6) months of contract execution, significantly accelerating the City’s compliance timeline
- Immediate deployment of proven collection, monitoring, education, and reporting systems already successfully operating in comparable jurisdictions
- Phased rollout across residential, commercial, multi-family, and HOA sectors to ensure orderly, measurable compliance
- Full alignment with CalRecycle compliance standards, including documentation, monitoring, and reporting requirements
- Guaranteed delivery of assigned SB 1383 services, including collection programs, educational outreach, monitoring, and reporting, in a professional, timely, and commercially reasonable manner
- Reduced regulatory exposure, minimizing the City’s risk of fines, penalties, and enforcement actions

This SB 1383 Plan represents Republic’s proposed compliance framework and will be finalized in close coordination with Fullerton City staff. Republic will work collaboratively with the City to refine program design, implementation schedules, education strategies, and reporting protocols to ensure full alignment with City goals, operational priorities, and CalRecycle expectations.

Republic affirms its commitment to supporting the City’s SB 1383 compliance framework through a scalable, proven approach that ensures both immediate and long-term regulatory compliance for Fullerton.

#### Republic Services SB 1383 Proposed Timeline:

Timeline	Step	Phase/Activity	Key Task/Milestone
Day 0	Phase 1	Contract Execution and Program Launch	Upon contract execution, SB 1383 implementation formally begins, with Republic Services immediately mobilizing to support compliance. All residents currently utilizing the three-cart system achieve immediate SB 1383 compliance.
Day 0	Phase 2	Procurement and Pre-Rollout	Additional equipment orders have been placed to support the residential, commercial, and multi-family program rollout.
Week 2	Phase 3	Customer Outreach Begins	Mailer #1 distributed to non-compliant customers, initiating the commercial customer service assessment process.
Week 6	Phase 4	Commercial and Multi-Family Rollout	Following assessment, commercial and multi-family customers begin receiving customized solutions tailored to their needs.
Week 8	Phase 5	Supplemental Residential Rollout Underway	Organic cart delivery begins for remaining residential customers, with approximately 150 carts deployed daily, accompanied by secondary education outreach through distribution of Mailer #2.
Week 9	Phase 6	HOA/Special Property Rollout	Assessments of HOA and other multi-housing facilities commence, followed by delivery of customized solutions.
Week 16		Residential SB1383 Compliance Reached	All Fullerton residential customers are fully compliant with SB 1383 requirements.
Week 17	Phase 7	Commercial Auto-Enrollement	Auto-enrollment of all remaining commercial customers begins to ensure full SB 1383 compliance by Week 26.
Week 17-24	Phase 8	Stabilization and Optimization	Route audits are conducted, services are refined, and ongoing customer engagement continues, with monthly tracking of participation, compliance, and waivers, and non-compliant customers reported to the City.
Week 26		City of Fullerton Fully SB1383 Compliant	Full SB 1383 compliance achieved across residential, commercial, multi-family, HOA, and special property sectors.

## Attachment B: Summary of Proposed Downtown District Services

This proposal applies a fixed rate pricing methodology across all six Fullerton Downtown blocks, supported by a structured, data driven service allocation framework. Three standardized rate categories are utilized: businesses receiving municipal trash, recycling, and organics services; businesses requiring organics service only; and all other businesses with limited-service needs. This approach maintains a simple and predictable billing structure, while still allowing individual businesses to assess, right-size, and adjust their trash, recycling, and organics service levels based on actual operational demand.

Service configurations are informed by best practices in commercial waste management, including adequate container capacity, appropriate collection frequency, and material specific routing to minimize overflow, contamination, and public health concerns. Standard rates are based on a **seven-day-per-week** collection schedule to support downtown cleanliness, accommodate peak business activity, and reduce the likelihood of illegal dumping or container misuse. Service frequencies and container allocations may be modified as conditions warrant, providing flexibility to respond to seasonal changes, special events, or evolving business activity.

To support effective system performance, the proposed framework encourages the use of clearly labeled containers for trash, recycling, and organics; right-sized dumpsters or carts matched to waste volume; and regular service intervals sufficient to prevent excess material accumulation. Businesses generating food scraps or compostable materials are supported through dedicated organics service, which diverts recoverable material from landfill disposal, reduces odor and vector issues, and promotes compliance with state and local sustainability objectives. Recycling services prioritize the separation of high value materials such as cardboard, paper, and containers, improving material recovery while lowering overall disposal demand.

By aligning service levels with demonstrated operational needs, this approach **advances the City's goals for downtown cleanliness, sustainability, and operational efficiency**. The fixed-rate structure provides transparency and consistency, while the underlying service framework ensures that collection capacity and frequency are appropriately aligned with real-world conditions. The result is a defensible, easy-to-administer system that supports a clean, functional, and vibrant downtown environment, while encouraging responsible waste practices and long-term system performance.

**Proposed Downtown Block Fixed Rate Pricing Model**

**Downtown Fullerton Summary:**

The fixed rate methodology used to evaluate service needs will be applied uniformly across Blocks 1 through 6, creating consistency throughout the downtown area. By using a standardized framework for all blocks, the proposal avoids uneven service distribution and ensures that businesses in similar operational categories receive comparable levels of service regardless of location.

Downtown Block	Number Of Business	Pricing		
		All Three Services**	Organics Generators	All Other Businesses
1	9	\$ 207.79	\$ 78.17	\$ 129.62
2	20	\$ 207.79	\$ 78.17	\$ 129.62
3A	76	\$ 207.79	\$ 78.17	\$ 129.62
3B	51	\$ 207.79	\$ 78.17	\$ 129.62
4	51	\$ 207.79	\$ 78.17	\$ 129.62
5	98	\$ 207.79	\$ 78.17	\$ 129.62
6	24	\$ 207.79	\$ 78.17	\$ 129.62

\* Rates above are based on 7x per week service frequency

\*\*Rate includes Organics services that are not currently included

This uniform application supports an equal service approach—not by providing identical service to all businesses, but by ensuring each business receives service appropriate to its level of waste generation. The outcome is a cleaner downtown, improved regulatory compliance, optimized routing efficiency, and enhanced customer satisfaction.

Overall, extending a fixed rate model across Blocks 1–6 creates a cohesive, defensible service strategy that balances fairness, sustainability, and operational effectiveness while supporting the long-term cleanliness and vitality of the downtown district.

**Attachment C: Best and Final Pricing (City Requested Form)**

Please find this document submitted as an Excel file along with this document using the City's requested form.



1.5 yard bin 2x week		\$ 208.24	\$ 181.40	\$ 389.64
1.5 yard bin 3x week		\$ 280.61	\$ 244.44	\$ 525.05
1.5 yard bin 4x week		\$ 352.96	\$ 307.48	\$ 660.44
1.5 yard bin 5x week		\$ 425.32	\$ 370.51	\$ 795.83
1.5 yard bin 6x week		\$ 497.69	\$ 433.55	\$ 931.24
<b>1.5 yard bin Extra P/U</b>		<b>\$ 40.33</b>	<b>\$ 35.12</b>	<b>\$ 75.45</b>
2 yard bin 1x week		\$ 157.92	\$ 137.57	\$ 295.49
2 yard bin 2x week		\$ 241.98	\$ 210.81	\$ 452.79
2 yard bin 3x week		\$ 326.09	\$ 284.06	\$ 610.15
2 yard bin 4x week		\$ 410.17	\$ 357.32	\$ 767.49
2 yard bin 5x week		\$ 494.26	\$ 430.56	\$ 924.82
2 yard bin 6x week		\$ 578.34	\$ 503.83	\$ 1,082.17
<b>2 yard bin Extra P/U</b>		<b>\$ 40.33</b>	<b>\$ 35.12</b>	<b>\$ 75.45</b>
3 yard bin 1x week		\$ 185.79	\$ 161.85	\$ 347.64
3 yard bin 2x week		\$ 284.68	\$ 248.01	\$ 532.69
3 yard bin 3x week		\$ 383.63	\$ 334.20	\$ 717.83
3 yard bin 4x week		\$ 482.55	\$ 420.38	\$ 902.93
3 yard bin 5x week		\$ 581.47	\$ 506.55	\$ 1,088.02
3 yard bin 6x week		\$ 680.41	\$ 592.73	\$ 1,273.14
<b>3 yard bin Extra P/U</b>		<b>\$ 48.58</b>	<b>\$ 42.31</b>	<b>\$ 90.89</b>
3 yard bin 1x week Temp Construction		\$ 193.72	\$ 168.77	\$ 362.49
3 yard bin 2x week Temp Construction		\$ 300.50	\$ 261.77	\$ 562.27
3 yard bin 3x week Temp Construction		\$ 410.26	\$ 357.40	\$ 767.66
3 yard bin 4x week Temp Construction		\$ 512.58	\$ 446.52	\$ 959.10
3 yard bin 5x week Temp Construction		\$ 622.34	\$ 542.15	\$ 1,164.49
3 yard bin 6x week Temp Construction		\$ 732.10	\$ 637.76	\$ 1,369.86
<b>3 yard bin (Temp) Extra P/U</b>		<b>\$ 107.63</b>	<b>\$ 93.77</b>	<b>\$ 201.40</b>
4 yard bin 1x week		\$ 213.66	\$ 186.13	\$ 399.79
4 yard bin 2x week		\$ 327.38	\$ 285.21	\$ 612.59
4 yard bin 3x week		\$ 441.17	\$ 384.33	\$ 825.51
4 yard bin 4x week		\$ 554.93	\$ 483.43	\$ 1,038.37
4 yard bin 5x week		\$ 668.69	\$ 582.53	\$ 1,251.22
4 yard bin 6x week		\$ 782.47	\$ 681.64	\$ 1,464.11
<b>4 yard bin Extra P/U</b>		<b>\$ 48.58</b>	<b>\$ 42.31</b>	<b>\$ 90.89</b>
5 yard bin 1x week				\$ -
5 yard bin 2x week				\$ -
5 yard bin 3x week				\$ -
5 yard bin 4x week				\$ -
5 yard bin 5x week				\$ -
5 yard bin 6x week				\$ -
<b>5 yard bin Extra P/U</b>				<b>\$ -</b>
6 yard bin 1x week		\$ 371.58	\$ 323.70	\$ 695.28
6 yard bin 2x week		\$ 569.38	\$ 496.00	\$ 1,065.38
6 yard bin 3x week		\$ 767.26	\$ 668.40	\$ 1,435.66
6 yard bin 4x week		\$ 965.11	\$ 840.74	\$ 1,805.85
6 yard bin 5x week		\$ 1,162.95	\$ 1,013.09	\$ 2,176.04
6 yard bin 6x week		\$ 1,360.81	\$ 1,185.47	\$ 2,546.28
<b>6 yard bin Extra P/U</b>		<b>\$ 48.58</b>	<b>\$ 42.31</b>	<b>\$ 90.89</b>
8 yard bin 1x week		\$ 427.32	\$ 372.25	\$ 799.57
8 yard bin 2x week		\$ 654.76	\$ 570.42	\$ 1,225.18
8 yard bin 3x week		\$ 882.35	\$ 768.66	\$ 1,651.01
8 yard bin 4x week		\$ 1,109.87	\$ 966.87	\$ 2,076.73
8 yard bin 5x week		\$ 1,337.38	\$ 1,165.07	\$ 2,502.45
8 yard bin 6x week		\$ 1,564.94	\$ 1,363.27	\$ 2,928.22
<b>8 yard bin Extra P/U</b>		<b>\$ 48.58</b>	<b>\$ 42.31</b>	<b>\$ 90.89</b>
Pull Out Service 1x week		\$ 75.73	\$ 22.61	\$ 98.34
Pull Out Service 2x week		\$ 151.47	\$ 45.20	\$ 196.67
Pull Out Service 3x week		\$ 227.20	\$ 67.81	\$ 295.01
Pull Out Service 4x week		\$ 302.94	\$ 90.40	\$ 393.34
Pull Out Service 5x week		\$ 378.68	\$ 113.01	\$ 491.69
Pull Out Service 6x week		\$ 454.42	\$ 135.60	\$ 590.02
<b>Pull Out Service Extra P/U</b>		<b>\$ 75.73</b>	<b>\$ 22.61</b>	<b>\$ 98.34</b>
<b>Please add and list all Split-Bin Configurations (Trash/Recycling)</b>				\$ -
3yd Split Bin 1x week		\$ 255.02	\$ 222.17	\$ 477.19
3yd Split Bin 2x week		\$ 374.43	\$ 326.19	\$ 700.62
3yd Split Bin 3x week		\$ 505.47	\$ 440.31	\$ 945.78
3yd Split Bin 4x week		\$ 636.47	\$ 554.46	\$ 1,190.93
3yd Split Bin 5x week		\$ 767.49	\$ 668.59	\$ 1,436.08
3yd Split Bin 6x week		\$ 898.52	\$ 782.73	\$ 1,681.25
<b>3yd Split Bin Extra P/U</b>		<b>\$ 48.58</b>	<b>\$ 42.31</b>	<b>\$ 90.89</b>
4yd Split Bin 1x week		\$ 303.11	\$ 264.04	\$ 567.15
4yd Split Bin 2x week		\$ 454.01	\$ 395.50	\$ 849.51
4yd Split Bin 3x week		\$ 612.95	\$ 533.95	\$ 1,146.90
4yd Split Bin 4x week		\$ 771.86	\$ 672.39	\$ 1,444.25
4yd Split Bin 5x week		\$ 930.78	\$ 810.84	\$ 1,741.62
4yd Split Bin 6x week		\$ 1,089.69	\$ 949.30	\$ 2,038.99

1.5 yard bin 2x week		\$ 166.19	\$ 144.79	\$ 310.98
1.5 yard bin 3x week		\$ 224.86	\$ 195.87	\$ 420.73
1.5 yard bin 4x week		\$ 283.51	\$ 246.98	\$ 530.49
1.5 yard bin 5x week		\$ 342.17	\$ 298.08	\$ 640.25
1.5 yard bin 6x week		\$ 400.83	\$ 349.18	\$ 750.01
<b>1.5 yard bin Extra P/U</b>		<b>\$ 40.33</b>	<b>\$ 35.12</b>	<b>\$ 75.45</b>
2 yard bin 1x week		\$ 145.19	\$ 126.47	\$ 271.66
2 yard bin 2x week		\$ 212.03	\$ 184.70	\$ 396.73
2 yard bin 3x week		\$ 286.86	\$ 249.89	\$ 536.75
2 yard bin 4x week		\$ 361.69	\$ 315.07	\$ 676.76
2 yard bin 5x week		\$ 436.52	\$ 380.28	\$ 816.80
2 yard bin 6x week		\$ 511.35	\$ 445.47	\$ 956.82
<b>2 yard bin Extra P/U</b>		<b>\$ 40.33</b>	<b>\$ 35.12</b>	<b>\$ 75.45</b>
3 yard bin 1x week		\$ 227.61	\$ 198.29	\$ 425.90
3 yard bin 2x week		\$ 332.39	\$ 289.56	\$ 621.95
3 yard bin 3x week		\$ 449.70	\$ 391.76	\$ 841.46
3 yard bin 4x week		\$ 567.03	\$ 493.95	\$ 1,060.98
3 yard bin 5x week		\$ 684.34	\$ 596.16	\$ 1,280.50
3 yard bin 6x week		\$ 801.66	\$ 698.35	\$ 1,500.01
<b>3 yard bin Extra P/U</b>		<b>\$ 48.58</b>	<b>\$ 42.31</b>	<b>\$ 90.89</b>
4 yard bin 1x week		\$ 261.75	\$ 228.04	\$ 489.79
4 yard bin 2x week		\$ 382.25	\$ 332.99	\$ 715.24
4 yard bin 3x week		\$ 517.16	\$ 450.53	\$ 967.68
4 yard bin 4x week		\$ 652.08	\$ 568.05	\$ 1,220.13
4 yard bin 5x week		\$ 786.99	\$ 685.58	\$ 1,472.57
4 yard bin 6x week		\$ 921.91	\$ 803.10	\$ 1,725.01
<b>4 yard bin Extra P/U</b>		<b>\$ 48.58</b>	<b>\$ 42.31</b>	<b>\$ 90.89</b>
5 yard bin 1x week				\$ -
5 yard bin 2x week				\$ -
5 yard bin 3x week				\$ -
5 yard bin 4x week				\$ -
5 yard bin 5x week				\$ -
5 yard bin 6x week				\$ -
<b>5 yard bin Extra P/U</b>				<b>\$ -</b>
6 yard bin 1x week				\$ -
6 yard bin 2x week				\$ -
6 yard bin 3x week				\$ -
6 yard bin 4x week				\$ -
6 yard bin 5x week				\$ -
6 yard bin 6x week				\$ -
<b>6 yard bin Extra P/U</b>				<b>\$ -</b>
64-gallon 1x week		\$ 35.20	\$ 10.50	\$ 45.70
64-gallon 2x week		\$ 70.40	\$ 21.00	\$ 91.40
64-gallon 3x week		\$ 105.59	\$ 31.50	\$ 137.09
64-gallon 4x week		\$ 140.79	\$ 42.01	\$ 182.80
64-gallon 5x week		\$ 175.98	\$ 52.52	\$ 228.50
64-gallon 6x week		\$ 211.18	\$ 63.03	\$ 274.21
<b>64-gallon Extra P/U</b>		<b>\$ 35.20</b>	<b>\$ 10.50</b>	<b>\$ 45.70</b>

1.5 yard bin 2x week		\$ 229.29	\$ 199.75	\$ 429.04
1.5 yard bin 3x week		\$ 303.08	\$ 264.02	\$ 567.10
1.5 yard bin 4x week		\$ 376.87	\$ 328.30	\$ 705.17
1.5 yard bin 5x week		\$ 450.66	\$ 392.59	\$ 843.25
1.5 yard bin 6x week		\$ 524.45	\$ 456.87	\$ 981.32
<b>1.5 yard bin Extra P/U</b>		<b>\$ 40.33</b>	<b>\$ 35.12</b>	<b>\$ 75.45</b>
2 yard bin 1x week		\$ 167.48	\$ 145.90	\$ 313.38
2 yard bin 2x week		\$ 246.96	\$ 215.13	\$ 462.09
2 yard bin 3x week		\$ 326.44	\$ 284.37	\$ 610.81
2 yard bin 4x week		\$ 405.91	\$ 353.61	\$ 759.52
2 yard bin 5x week		\$ 485.39	\$ 422.85	\$ 908.24
2 yard bin 6x week		\$ 564.87	\$ 492.08	\$ 1,056.95
<b>2 yard bin Extra P/U</b>		<b>\$ 40.33</b>	<b>\$ 35.12</b>	<b>\$ 75.45</b>
3 yard bin 1x week				\$ -
3 yard bin 2x week				\$ -
3 yard bin 3x week				\$ -
3 yard bin 4x week				\$ -
3 yard bin 5x week				\$ -
3 yard bin 6x week				\$ -
<b>3 yard bin Extra P/U</b>				<b>\$ -</b>
4 yard bin 1x week				\$ -
4 yard bin 2x week				\$ -
4 yard bin 3x week				\$ -
4 yard bin 4x week				\$ -
4 yard bin 5x week				\$ -
4 yard bin 6x week				\$ -
<b>4 yard bin Extra P/U</b>				<b>\$ -</b>
5 yard bin 1x week				\$ -
5 yard bin 2x week				\$ -
5 yard bin 3x week				\$ -
5 yard bin 4x week				\$ -
5 yard bin 5x week				\$ -
5 yard bin 6x week				\$ -
<b>5 yard bin Extra P/U</b>				<b>\$ -</b>
6 yard bin 1x week				\$ -
6 yard bin 2x week				\$ -
6 yard bin 3x week				\$ -
6 yard bin 4x week				\$ -
6 yard bin 5x week				\$ -
6 yard bin 6x week				\$ -
<b>6 yard bin Extra P/U</b>				<b>\$ -</b>
32-gallon 1x week		\$ 42.06	\$ 12.55	\$ 54.61
32-gallon 2x week		\$ 84.17	\$ 25.11	\$ 109.28
32-gallon 3x week		\$ 126.23	\$ 37.68	\$ 163.91
32-gallon 4x week		\$ 168.29	\$ 50.22	\$ 218.51
32-gallon 5x week		\$ 210.35	\$ 62.77	\$ 273.12
32-gallon 6x week		\$ 252.42	\$ 75.32	\$ 327.74
<b>32-gallon Extra P/U</b>		<b>\$ 42.06</b>	<b>\$ 12.55</b>	<b>\$ 54.61</b>
64-gallon 1x week		\$ 62.98	\$ 18.79	\$ 81.77
64-gallon 2x week		\$ 125.96	\$ 37.59	\$ 163.55
64-gallon 3x week		\$ 188.93	\$ 56.38	\$ 245.31
64-gallon 4x week		\$ 251.91	\$ 75.17	\$ 327.08
64-gallon 5x week		\$ 314.88	\$ 93.97	\$ 408.85
64-gallon 6x week		\$ 377.85	\$ 112.76	\$ 490.61
<b>64-gallon Extra P/U</b>		<b>\$ 62.98</b>	<b>\$ 18.79</b>	<b>\$ 81.77</b>





# REPUBLIC SERVICES PROPOSAL FACT SHEET

## COMPANY OVERVIEW

The second largest public waste disposal and environmental services provider in the United States. Headquartered in City of Anaheim, employing approximately 42,000 personnel and a fleet of over 17,000 vehicles, serving (11) municipalities in Orange County, including City of Brea (47,300 population), City of Anaheim (345,000 population), City of Garden Grove (172,000 population), and City of Placentia (55,000 population).

## PRICING

<i>Residential Single-Family &amp; Multi-Family Basic Rate</i>	<i>Residential Senior Discount Basic Rate</i>	<i>Commercial Business &amp; Multi-Family Basic Rate</i>	<i>Overall Pricing Level</i>
\$28.42	\$18.68	\$347.64	High Pricing Tier

## TOTAL VALUE ADDED AND ADDITIONAL ENHANCEMENTS

- Full Downtown District review & rate structure
- Full SB 1383 compliance (6) months prior
- \$215,000 Annual Sponsorships
- \$25,000 In Kind Support
- Partial SB 1383 Procurement Target Contribution \$75,000
- Enhanced Community Cleanliness (Downtown Fullerton Cleaning, service frequency, staffing, & equipment)
- \$10 Million Community Enhancement Payment
- Day One SB 1383 Organics Compliance for Three-Cart Customers, accelerated SB 1383 Commercial Compliance
- Additional \$40,000 in Annual Sponsorships and In Kind Support
- Fleet Replacement Commitment
- Enhanced Unlimited Residential Bulky Item Pickup Service

## PROPOSED FACILITIES

- CVT Anaheim - Recyclables/Mixed Recycling/Organics/Food Waste
- San Bernardino Sustainability Park - Organics
- Agromin Composting Facility - Organics - Chino
- Kochergen Farms Composting - Organics - Avenal
- Recology Blossom Valley - Organics - Lamont
- Olinda Alpha Landfill - Trash - Brea

## UNION AFFILIATION

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

## OVERALL EVALUATION

Providing service to the City of Fullerton for nearly 70 years. The firm’s final proposal reflects the highest overall cost to ratepayers and the City, ranking sixth in pricing and representing the highest-cost option for Commercial and Multi-Family customers. The proposal is the only submission that does not provide an all-new collection fleet at the start of the agreement, instead including 10 new vehicles at contract commencement, with the remaining 11 vehicles delivered over a period of up to five years. A primary enhancement, \$10 Million upfront payment, is contingent upon a less favorable CPI adjustment structure and three additional 1.25% rate increases in Years 3 through 5. While the proposal offers an accelerated SB 1383 compliance timeline, implementation would need to be carefully managed to ensure an effective rollout and full alignment with State requirements. A rapid implementation is not preferred given the necessary planning steps that must be completed in advance by all proposers, including the incumbent.