



May 5, 2026

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

Re: RFP #2526-003 Solid Waste Management Services  
Final Offer Letter

Dear Mr. Avalos:

Universal Waste Systems, Inc. (UWS) is pleased to submit a Final Offer to the City of Fullerton as requested in the letter date April 21, 2026. Before we provide any areas of enhancement, we would like to point out a few areas of our existing proposal and how they benefit the residents and businesses of Fullerton by selecting UWS as your new solid waste management partner.

First, all offers of services, enhancements and benefits in our original proposal are still valid and will be honored as described. UWS does not intend to remove or change any of the existing offers in our original proposal, we only plan to enhance the offer as noted in this letter.

Second, UWS provided its best offer with our original proposal, which is significantly lower than any of the top three proposers by as much as \$3 million dollars per year. These are real savings for the residents and businesses of the city and would account for over \$30 million over the first 10 years of the contract. We believe that the goal of the RFP was to provide all the services requested at the lowest rate the first time for the benefit of the residents and businesses. UWS met that objective, therefore it should be noted that all the other proposers still in the process get a second chance, to improve rates and increase their enhancements with the knowledge of what has already been proposed.

Third, and most importantly, any of the proposed benefits and/or enhancements offered from the other proposers will not come close to the savings (\$3 million per year) that the residents and businesses would enjoy by selecting UWS' original proposal and price structure. Please see examples of these on Exhibit "A".

To be more specific about the statements above, please find some highlights of our proposal below.

1. UWS provided the lowest residential rate to the residents saving them approximately \$6.48 per month from the next lowest proposer which would generate savings of over \$2 million dollars per year and over \$20 million dollars for the first 10 years of the contract.
2. The subcommittee ranked three companies as the highest across a variety of categories, thus creating the top three. All three of these companies can perform the work, however

UWS offered over \$3 million dollars per year in savings compared to the other two proposers when looking at the rates to the residents and businesses. When you aggregate the numbers for residential and commercial services of the top three, UWS will generate over \$30 million dollars in savings over the other two companies during the initial contract term.

3. UWS services over 100,000 residents per week in all of its service areas combined. There are two areas similar in size to the City of Fullerton. The City of Southgate has over 100,000 in population with approximately 15,000 single family homes and over 1,500 commercial customers. UWS is one of only six companies servicing the City of Los Angeles' commercial sector and the Northeast zone that was awarded to UWS has over 6,000 commercial customers with over 35,000 containers serviced from one to seven times per week. These two franchises are similar or larger in size as compared to the City of Fullerton thus confirming UWS' service capabilities.
4. The City of Los Alamitos has enjoyed services from UWS for over 4+ years without any interruption of service due to labor disputes or disruptions. The City of Los Alamitos has the lowest residential rate in the County of Orange because of their decision to award a franchise to UWS rather than selecting companies that offered much higher rates, many of which are proposing on the City of Fullerton.
5. UWS currently has a Labor and Peace agreement with the Teamsters Local 396 for their franchise area in the City of Los Angeles. UWS is not opposed to a union workforce, however the employees of UWS have decided to remain non-union due to the pay, benefits and working environment that they enjoy from the company. UWS has always strived to pay its employees above the current union wage which we do now and to provide health and welfare benefits that are at least equal to what is proposed in a union agreement. One of the most important benefits to the employees is our 401K program and the match that they receive from the company thus making it superior to a traditional defined benefit retirement plan.
6. The facilities that UWS proposes to use to process the City's waste, recyclables and organics are located in the City of Santa Fe Springs just a few miles from Fullerton city limits. As part of the City's review process, we would encourage the City's subcommittee to tour the facilities proposed to be used by each proposer. The UWS facilities are very close to the City and will provide adequate capacity for all the City's waste streams (waste, recyclables, and organics) to be processed at a company-owned and operated facility. In some cases, one or more of the top three proposers will be required to utilize facilities not controlled by their company.

UWS proposes the following enhancements and modifications to our proposal as represented by this Final Offer Letter. Below are the areas in the proposal that are being amended or newly proposed.

1. UWS will offer street sweeping for the city based on the current city program of sweeping every other week as part of our Final Offer. UWS proposes this service to the city by increasing all of the rates proposed for residential and commercial services by 1.75%.
2. UWS will take over the residential billing from the city at a reduced cost from our original proposal. UWS will reduce the cost to the residents for this service from \$1.45 per month

as originally proposed to \$.95 per month saving the residents an additional \$.50 per month. This change represents annual savings of approximately \$168,000 per year.

3. UWS, as originally proposed, does not take any exceptions to the franchise agreement and is prepared to sign the agreement after receiving the award from the City Council.
4. Regarding SB1383 procurement assistance, UWS' proposal includes the use of all Compressed Natural Gas (CNG) trucks for the collection of waste, recyclables, and organic waste in the city. These vehicles will be fueled with renewable natural gas (RNG) generated from anaerobic digestion at the Rialto Bioenergy facility where all the city's organic waste will be shipped. Once the organic waste has been processed at the Santa Fe Springs material recovery and organic process facility, it will be shipped to Rialto for digestion. Once the organic fraction arrives at the Rialto Bioenergy facility, it will be converted into RNG and high-quality soil amendment. This process would allow the city to use the credits generated from the conversion of the organic waste to RNG as part of their SB1383 procurement requirements.

In addition to the proposed assistance through our vehicles operating on RNG fuel derived from the organic waste collected and processed from the city, UWS proposes to offer compost and /or mulch to various vendors, city contractors and landscapers, compost give-away events as well as other programs that the city may wish to include. This type of reuse of compost and/or mulch in the city will further qualify for SB1383 procurement credit.

5. UWS recommends that the city consider performing a waste characterization study in conformance with AB2346 and AB2902. The procurement target formula does not account for differences in organic disposal on a jurisdiction-by-jurisdiction basis. These bills created targeted relief mechanisms and UWS would assist in the preparation of the studies to improve the city's current organic procurement requirements in SB1383. Many cities that have performed these studies have been able to reduce the procurement target by as much as 50%.
  - AB 2346: Allows jurisdictions to use a CalRecycle-approved waste characterization study to demonstrate that organic waste disposal is lower than the default calculation.
  - AB 2902: Provides additional pathways for adjusted procurement targets, including small jurisdiction relief and study-based reductions.

Below is some additional information regarding our proposed Downtown District Program. UWS proposes our white glove service for the businesses of the downtown area with the following enhancements to be included in our services.

1. UWS will locate an office in the downtown district where residents can pay a bill, get information about their recycle program, schedule a bulky item pick up and so on. In addition, UWS will staff the office with its community outreach staff allowing close monitoring of the proposed recycling and organics programs. The community outreach staff will be available to attend community events and attend mixers and special group events.
2. UWS will pick up any un-containerized waste from the trash enclosures daily when servicing the container to always ensure a clean and presentable area.
3. UWS will power wash each downtown enclosure on a quarterly basis again with the goal of keeping the area clean and presentable.

4. UWS will clean and/or exchange all bins in the downtown area on a quarterly basis to ensure that all of bins are clean and odor free. Bins that are in the food service areas will be cleaned and/or exchanged on a more frequent basis if necessary to maintain and clean and healthy environment.
5. UWS will perform weekly sweeps of the downtown area to pick up items that have been illegally dumped or to collect items left near the trash enclosures. In addition to the weekly sweeps, customers will be able to call and have bulky items removed on an as needed basis.
6. UWS will have a route supervisor monitor the downtown area daily to ensure that all the services are performed as required and any issues that arise during the collection of the waste, recyclables and organics from the downtown area are resolved timely.

UWS currently has its Orange County operation in the City of Costa Mesa, however we are actively looking for locations to move our office, truck, and container maintenance center as well as the truck parking and potentially a small transfer facility for the handling of recyclables and bulky items. UWS would be open to moving our Orange County operations to the City of Fullerton should we be awarded the franchise as this may be a priority for the city. This move of our Orange County operation would generate approximately 100 to 125 full-time jobs as well as it would generate tax dollars for the City of Fullerton through purchases of equipment and supplies from the Orange County operation.

Below are our responses to the questions from the email dated April 29, 2026, regarding the award of the contract sometime in September of 2026.

1. Will this impact your ability to have new vehicles operational by July 1, 2027?
  - No, UWS currently has multiple units on order that could be used in the City of Fullerton. Also, UWS owns Spartan Truck Body, which makes trash truck bodies for the waste industry so we would be the only company that does not have to rely on a third party for the delivery of our trash bodies to be placed on the trucks to service the city.
2. Will this impact your ability to have all required containers in place by July 1, 2027?
  - No, we will not. As mentioned above with the trucks and truck bodies, UWS owns a company that manufactures front loader bins which will be able to construct the number of bins required to service the commercial and multi-family areas of the city with steel bins. Regarding the automated carts, nine (9) months is plenty of time to order and deliver all if the carts into the city in time for service commencement on July 1, 2027.
3. Will this impact your ability to roll-out all required SB1383 collection programs by July 1, 2027?
  - No, it will not be a problem. Nine months will be plenty of time to prepare and roll out the SB1383 programs for the community. In the City of Los Angeles, we had a six-month transition for an area that required us to exchange 35,000 front loader containers as well as audit every customer and design an SB1383 complaint program for them and deliver the equipment. UWS was successful in this endeavor and in fact received high praise for the city leaders on how smoothly the transition was performed.


In closing, UWS clearly put its best foot forward with our original proposal therefore we will not be adjusting any of the rates originally proposed other than what has been disclosed in this letter. UWS is a company that has been built on integrity and reliance on providing excellent service for

its customers at a fair price where the city benefits and the company will make a reasonable profit. We believe that the RFP process in Fullerton was designed to select the best company available for the city, and UWS ranked in the top three overall but number #1 in rates to the customer. If you were to survey the customers to ask them what is most important to them, we are confident that it would be the best overall price for the companies that are qualified to provide the service.

We hope that the city will consider in their final review that UWS met all the requirements of the RFP and provided the best pricing for these services in the original proposal which will save the residents and businesses of the city over \$30 million dollars during the contract term.

We would like to thank you again for this opportunity and we look forward to continuing in the process of being the next waste collection contractor for the City of Fullerton. Please do not hesitate to contact us with any questions.

Respectfully,



Matthew Blackburn  
Senior Vice President

## Exhibit "A"

1. One or more of the companies offered free street sweeping to the city as an enhancement. This enhancement is estimated at approximately \$150,000 to \$250,000 dollars per year. Although this is a nice enhancement it is not close to the savings of approximately \$3 million dollars per year that the UWS proposal delivers to the residents and businesses of the city.
2. One or more of the companies offered free billing of the residential customers to the city as an enhancement. This enhancement is estimated at approximately \$25,000 dollars per month. Although this is a nice enhancement it is not close to the savings of over \$6 dollars per month for each offered by UWS in its pricing structure.
3. One company offered to refurbish the downtown enclosures and street beautification at a value of \$300,000 one time. The UWS proposal offers rate savings of over \$3 million per year which would equate to \$30 million over the first ten years of the contract.
4. One company offered a \$1 million dollar community fund in their proposal. Again, this offer is well below the estimated savings of \$3 million per year that is offered in the original UWS proposal.
5. Many companies offered scholarship funds as UWS did in their proposals. These again are far below the savings the UWS proposal offers the residents and businesses of the city.

City of Fullerton RFP - Pricing Form (Effective July 1, 2027)

**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 shade the corresponding cells so we know it was intentionally left empty. All listed rates should be monthly (for recurring services) or per-occurrence.

**Residential Service**

Rate Type	Service Component	Facility Component	All-Inclusive Rate
Standard 3-cart (96gal-96gal-96gal)	\$ 12.41	\$ 8.28	\$ 20.69
Senior 3-cart (35gal-35gal-35gal)	\$ 11.17	\$ 7.45	\$ 18.62
Senior 3-cart (upsized 1 to 3 carts to 65 gal)	\$ 11.55	\$ 7.70	\$ 19.24
Other Cart size/configuration			
Residential Manure Bin - 1.5 Cubic yard	\$ 134.84	\$ 47.38	\$ 182.22
Extra Trash Cart	\$ 7.45	\$ 4.97	\$ 12.41
Extra Recycle Cart	\$ 6.70	\$ 4.47	\$ 11.17
Extra Organics Cart	\$ 7.45	\$ 4.97	\$ 12.41
Overloaded Cart Fee*			\$ 25.00
Contaminated Cart Fee*			\$ 25.00
Reactivation Fee			\$ 35.00
Extra Dump - service day			\$ 35.00
Extra Dump - non service day			\$ 50.00

\*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	\$15.00	Per Container
Bulky Item Event	\$0.35	Per home per month for one bulky-item event per year
HHW Event	\$0.55	Per home per month for one HHW event per year
Curbside HHW	\$ -	Curbside is not recommended but we can discuss
Other?		

**Commercial Service**

Rate Type	Service Component	Facility Component	All-Inclusive Rate
<b>Commercial Trash (Black or Grey Container)</b>			
96-gallon 1x week	\$ 83.55	\$ 35.81	\$ 119.36
96-gallon 2x week	\$ 167.10	\$ 71.61	\$ 238.71
96-gallon 3x week	\$ 250.65	\$ 107.42	\$ 358.07
96-gallon 4x week	\$ 334.19	\$ 143.23	\$ 477.42
96-gallon 5x week	\$ 417.74	\$ 179.03	\$ 596.78
96-gallon 6x week	\$ 501.29	\$ 214.84	\$ 716.13
1 yard bin 1x week	\$ 117.27	\$ 50.26	\$ 167.54
1 yard bin 2x week	\$ 222.82	\$ 95.49	\$ 318.32
1 yard bin 3x week	\$ 340.10	\$ 145.76	\$ 485.85
1 yard bin 4x week	\$ 457.37	\$ 196.02	\$ 653.39
1 yard bin 5x week	\$ 574.65	\$ 246.28	\$ 820.92
1 yard bin 6x week	\$ 691.92	\$ 296.54	\$ 988.46
1.5 yard bin 1x week	\$ 139.67	\$ 59.86	\$ 199.53
1.5 yard bin 2x week	\$ 265.38	\$ 113.73	\$ 379.11
1.5 yard bin 3x week	\$ 405.05	\$ 173.59	\$ 578.64
1.5 yard bin 4x week	\$ 544.72	\$ 233.45	\$ 778.17
1.5 yard bin 5x week	\$ 684.39	\$ 293.31	\$ 977.70
1.5 yard bin 6x week	\$ 824.06	\$ 353.17	\$ 1,177.23
2 yard bin 1x week	\$ 147.93	\$ 63.40	\$ 211.34
2 yard bin 2x week	\$ 281.08	\$ 120.46	\$ 401.54
2 yard bin 3x week	\$ 429.01	\$ 183.86	\$ 612.87
2 yard bin 4x week	\$ 576.94	\$ 247.26	\$ 824.21
2 yard bin 5x week	\$ 724.88	\$ 310.66	\$ 1,035.54
2 yard bin 6x week	\$ 872.81	\$ 374.06	\$ 1,246.88
3 yard bin 1x week	\$ 183.39	\$ 78.59	\$ 261.98
3 yard bin 2x week	\$ 271.14	\$ 116.20	\$ 387.34
3 yard bin 3x week	\$ 421.79	\$ 180.77	\$ 602.55
3 yard bin 4x week	\$ 605.17	\$ 259.36	\$ 864.53
3 yard bin 5x week	\$ 788.56	\$ 337.95	\$ 1,126.51
3 yard bin 6x week	\$ 971.94	\$ 416.55	\$ 1,388.49
4 yard bin 1x week	\$ 221.71	\$ 95.02	\$ 316.73
4 yard bin 2x week	\$ 421.25	\$ 180.54	\$ 601.78
4 yard bin 3x week	\$ 642.96	\$ 275.55	\$ 918.51
4 yard bin 4x week	\$ 864.67	\$ 370.57	\$ 1,235.24
4 yard bin 5x week	\$ 1,086.38	\$ 465.59	\$ 1,551.97
4 yard bin 6x week	\$ 1,308.09	\$ 560.61	\$ 1,868.70
5 yard bin 1x week	\$ 260.04	\$ 111.44	\$ 371.48
5 yard bin 2x week	\$ 494.07	\$ 211.74	\$ 705.81
5 yard bin 3x week	\$ 754.10	\$ 323.19	\$ 1,077.29

**Residential Service**

BID ALTERNATE	Per-Unit Charge to Perform All Residential Billing Services.	\$	0.95
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**Commercial - Downtown District (DD) & Other City Facility Services**

Rate Type	Service	Facility	All-Inclusive Rate
DD - Organics Generators (48 gal)	\$ 28.32	\$ 9.95	\$ 38.27
DD - All Other Businesses (48 gal)	\$ 28.32	\$ 9.95	\$ 38.27
Power-wash (over quarterly)			\$ 136.00
Gate/Restricted Access (Per mth)			\$ 29.95
Resume Fee/Collection			\$ 35.00
Damaged Cart (negligence)			\$ 85.00
Damaged Bin (negligence)			\$ 350.00
Damaged Lid (negligence)			\$ 125.00
Extra Dump - service day			\$ 52.68
Extra Dump - non service day			\$ 62.68
Commercial Manure Bin			\$ 182.22
Extra Dump - non service day			\$ 62.68

**Commercial Service**

Rate Type	Service Component	Facility Component	All-Inclusive Rate
<b>Commercial Recycling (Blue Container)</b>			
96-gallon 1x week	\$ 71.04	\$ 24.96	\$ 96.00
96-gallon 2x week	\$ 142.08	\$ 49.92	\$ 192.00
96-gallon 3x week	\$ 213.12	\$ 74.88	\$ 288.00
96-gallon 4x week	\$ 284.16	\$ 99.84	\$ 384.00
96-gallon 5x week	\$ 355.20	\$ 124.80	\$ 480.00
96-gallon 6x week	\$ 426.24	\$ 149.76	\$ 576.00
1 yard bin 1x week	\$ 104.34	\$ 36.66	\$ 141.00
1 yard bin 2x week	\$ 198.25	\$ 69.65	\$ 267.90
1 yard bin 3x week	\$ 302.59	\$ 106.31	\$ 408.90
1 yard bin 4x week	\$ 406.93	\$ 142.97	\$ 549.90
1 yard bin 5x week	\$ 511.27	\$ 179.63	\$ 690.90
1 yard bin 6x week	\$ 615.61	\$ 216.29	\$ 831.90
1.5 yard bin 1x week	\$ 124.32	\$ 43.68	\$ 168.00
1.5 yard bin 2x week	\$ 236.21	\$ 82.99	\$ 319.20
1.5 yard bin 3x week	\$ 360.53	\$ 126.67	\$ 487.20
1.5 yard bin 4x week	\$ 484.85	\$ 170.35	\$ 655.20
1.5 yard bin 5x week	\$ 609.17	\$ 214.03	\$ 823.20
1.5 yard bin 6x week	\$ 733.49	\$ 257.71	\$ 991.20
2 yard bin 1x week	\$ 135.42	\$ 47.58	\$ 183.00
2 yard bin 2x week	\$ 257.30	\$ 90.40	\$ 347.70
2 yard bin 3x week	\$ 392.72	\$ 137.98	\$ 530.70
2 yard bin 4x week	\$ 528.14	\$ 185.56	\$ 713.70
2 yard bin 5x week	\$ 663.56	\$ 233.14	\$ 896.70
2 yard bin 6x week	\$ 798.98	\$ 280.72	\$ 1,079.70
3 yard bin 1x week	\$ 147.26	\$ 51.74	\$ 199.00
3 yard bin 2x week	\$ 279.79	\$ 98.31	\$ 378.10
3 yard bin 3x week	\$ 427.05	\$ 150.05	\$ 577.10
3 yard bin 4x week	\$ 574.31	\$ 201.79	\$ 776.10
3 yard bin 5x week	\$ 721.57	\$ 253.53	\$ 975.10
3 yard bin 6x week	\$ 868.83	\$ 305.27	\$ 1,174.10
4 yard bin 1x week	\$ 169.46	\$ 59.54	\$ 229.00
4 yard bin 2x week	\$ 321.97	\$ 113.13	\$ 435.10
4 yard bin 3x week	\$ 491.43	\$ 172.67	\$ 664.10
4 yard bin 4x week	\$ 660.89	\$ 232.21	\$ 893.10
4 yard bin 5x week	\$ 830.35	\$ 291.75	\$ 1,122.10
4 yard bin 6x week	\$ 999.81	\$ 351.29	\$ 1,351.10
5 yard bin 1x week	\$ 191.66	\$ 67.34	\$ 259.00
5 yard bin 2x week	\$ 364.15	\$ 127.95	\$ 492.10
5 yard bin 3x week	\$ 555.81	\$ 195.29	\$ 751.10

**Temporary & Industrial Service**

Rate Type	Service Charge	Per-Ton Charge	All-Inclusive Rate
Temporary Bin (3-yard)			\$ 249.97
Temporary Bin (4-yard)			\$ 333.29
Temporary Bin (10-yard)	8 ton max \$ 375.00	\$ 122.75	\$ 1,357.00
Temporary Bin (20-yard)	3 ton max \$ 375.00	\$ 122.75	\$ 743.25
Temporary Bin (30-yard)	4 ton max \$ 375.00	\$ 122.75	\$ 866.00
Temporary Bin (40-yard)	5 ton max \$ 375.00	\$ 122.75	\$ 988.75
Permanent Bin (30-yard)	4 ton max \$ 350.00	\$ 122.75	\$ 841.00
Permanent Bin (40-yard)	5 ton max \$ 350.00	\$ 122.75	\$ 963.75
Compactor Bin (30-yard)	4 ton max \$ 450.00	\$ 122.75	\$ 941.00
Compactor Bin (40-yard)	5 ton max \$ 450.00	\$ 122.75	\$ 1,063.75

**Commercial Service**

Rate Type	Service Component	Facility Component	All-Inclusive Rate
<b>Commercial Organics (Green or Brown Container)</b>			
48-gallon 1x week	\$28.32	\$9.95	\$38.27
48-gallon 2x week	\$53.81	\$18.91	\$72.71
48-gallon 3x week	\$82.13	\$28.86	\$110.98
48-gallon 4x week	\$110.45	\$38.81	\$149.25
48-gallon 5x week	\$138.77	\$48.76	\$187.52
48-gallon 6x week	\$167.09	\$58.71	\$225.79
64-gallon 1x week	\$49.80	\$17.50	\$67.30
64-gallon 2x week	\$94.62	\$33.25	\$127.87
64-gallon 3x week	\$144.43	\$50.74	\$195.17
64-gallon 4x week	\$194.23	\$68.24	\$262.47
64-gallon 5x week	\$244.03	\$85.74	\$329.77
64-gallon 6x week	\$293.83	\$103.24	\$397.07
1.5 yard bin 1x week	\$134.84	\$47.38	\$182.22
1.5 yard bin 2x week	\$256.20	\$90.02	\$346.22
1.5 yard bin 3x week	\$391.04	\$137.39	\$528.44
1.5 yard bin 4x week	\$525.89	\$184.77	\$710.66
1.5 yard bin 5x week	\$660.73	\$232.15	\$892.88
1.5 yard bin 6x week	\$795.57	\$279.53	\$1,075.10
2 yard bin 1x week	\$180.06	\$63.27	\$243.33
2 yard bin 2x week	\$342.12	\$120.21	\$462.33
2 yard bin 3x week	\$522.19	\$183.47	\$705.66
2 yard bin 4x week	\$702.25	\$246.74	\$948.99
2 yard bin 5x week	\$882.31	\$310.00	\$1,192.32
2 yard bin 6x week	\$1,062.38	\$373.27	\$1,435.65



**City of Fullerton - "The Blocks Account" Downtown**

**Trash - 1x per week**

Bin Size	Quantity	Frequency	Rate	Monthly Total
3 cubic yard	30	1	\$261.98	\$7,859.40

**Recycle - 1x per week**

Bin Size	Quantity	Frequency	Rate	Monthly Total
3 cubic yard	10	1	\$199.00	\$1,990.00

**Organics - 1x per week**

Cart Size	Quantity	Frequency	Rate	Monthly Total
64 gallon	19	1	\$67.30	\$1,278.70

**Monthly Total**

**\$11,128.10**

Customer Type - 1x	Quantity	Monthly	Per Customer
Non-organic	50	\$9,849.40	\$123.12
Organic	30	\$1,278.70	\$165.74

**Trash - 3x per week**

Bin Size	Quantity	Frequency	Rate	Monthly Total
3 cubic yard	30	3	\$583.29	\$17,498.70

**Recycle - 3x per week**

Bin Size	Quantity	Frequency	Rate	Monthly Total
3 cubic yard	10	3	\$602.55	\$6,025.50

**Organics - 3x per week**

Cart Size	Quantity	Frequency	Rate	Monthly Total
64 gallon	19	3	\$195.17	\$3,708.23

**Monthly Total**

**\$27,232.43**

Customer Type - 3x	Quantity	Monthly	Per Customer
Non-organic	50	\$23,524.20	\$294.05
Organic	30	\$3,708.23	\$417.66

**Trash - 7x**

Bin Size	Quantity	Frequency	Rate	Monthly Total
3 cubic yard	30	7	\$1,619.90	\$48,597.00

**Recycle - 7x**

Bin Size	Quantity	Frequency	Rate	Monthly Total
3 cubic yard	10	7	\$1,174.10	\$11,741.00

**Organics - 7x**

Cart Size	Quantity	Frequency	Rate	Monthly Total
64 gallon	19	7	\$397.07	\$7,544.33

**Monthly Total**

**\$67,882.33**

Customer Type - 7x	Quantity	Monthly	Per Customer
Non-organic	50	\$60,338.00	\$754.23
Organic	30	\$7,544.33	\$1,005.70



# UNIVERSAL WASTE SERVICES PROPOSAL FACT SHEET

## COMPANY OVERVIEW

A family-owned environmental and waste management company operating across California, Arizona, and New Mexico. Headquartered in City of Santa Fe Springs, employing over 800 personnel and a fleet of 350 vehicles, serving (4) municipalities in Orange County, and (18) in Los Angeles County, including City of Los Alamitos (11,800 population), City of South Gate (100,000 population), and City of Los Angeles (6,000 Commercial Customers).

## 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>
\$20.69	\$18.62	\$261.96	Low Pricing Tier

## TOTAL VALUE ADDED AND ADDITIONAL ENHANCEMENTS

- Free portable restrooms at City events
- Annual Scholarships to local high school students that have an interest in environmental studies and work \$10,000, with Annual Sponsorship Minimum \$120,000
- Establish fully staffed local office in Fullerton
- Annual Job Fair to hire locally in the City, pay for truck driving school for any residents in the City that want to be part of the UWS team
- As Fullerton residents become drivers with the firm, they will be eligible to receive a full benefits package, including 401k retirement, full benefits for them and their family, an estimated \$100k per year compensation, life insurance, and will be eligible for a \$2,000 signing bonus upon receiving their commercial Class B license
- Street Sweeping Services every other week by increasing all rates by 1.75%
- Reduced Residential Billing cost to \$0.95 per month
- SB 1383 Procurement Assistance with RNG fueled, unlimited mulch, compost, and wood chips to City of Fullerton facilities, parks, and City projects, provide compost and mulch to all residents free of charge one time per quarter or four times a year, and a waste characterization study to assist the City reduce the annual target
- Pickup of any un-containerized waste from the trash enclosures daily, Power Wash each Downtown Enclosure quarterly, Clean and/or Exchange all bins in the downtown area on a quarterly basis, Weekly Sweeps, and a Route Supervisor to monitor the Downtown area daily
- Open to moving Orange County location to Fullerton

## PROPOSED FACILITIES

- Orange County Landfill System - Trash/Residuals
- Universal Waste Systems MRF - Trash/Recyclables/Mixed Waste/ - Santa Fe Springs
- Greenwise Soil Technologies - Green Waste - South Gate
- UWS 24th Street High Diversion Facility - Organics - Los Angeles
- Rialto Bioenergy Facility - Organics

## UNION AFFILIATION

The company does not support a unionized workforce based on workforce preference and satisfied compensation.

## OVERALL EVALUATION

A high integrity operator in the industry with a full suite of operational services including processing facilities, and vehicle and container manufacturing capabilities. The lowest-cost-to-rate payers overall. Placing 1<sup>st</sup> in pricing, offering the lowest Residential rate. The firm noted it led with its best offer from the start. Although, carrying the highest Residential billing charge at \$0.95 per month, and street sweeping benefit (if requested) would be funded through a higher overall rate.