



BARTLE WELLS ASSOCIATES
INDEPENDENT PUBLIC FINANCE ADVISORS

DATE: November 24, 2025

TO: Chris Gorsky and Carlye Buchholz
City of Sonora

FROM: Ray Holmes and Erik Helgeson
Bartle Wells Associates

RE: Solid Waste Rates and Franchise Fee Study

MEMORANDUM

Background

The City of Sonora provides solid waste, green waste and recycling services to residents and businesses within its service area. The City utilizes a contractor to deliver the services under a franchise agreement. Recently, a new franchise agreement was awarded to California Waste Recovery Systems (Cal-Waste) by the Sonora City Council after a competitive request for proposals (RFP) process. Cal-Waste was chosen over the incumbent provider, Cal Sierra Disposal (a Waste Management subsidiary).

The new franchise agreement began November 1, 2025, and provides for subscription-based solid waste, recycling, and green waste collection service. Significantly, the new agreement increases the franchise fee rate from 2% to 6% and adds the collection of residential green waste. Historically, the 2% Franchise Fee was added to the bill as a separate line item, increasing the rates shown in Table 1 by 2%. Moving forward, the 6% Franchise Fee will be included within the contract rates shown in Table 1.

Bartle Wells Associates (BWA) was retained by the City to support the Proposition 218 notice and rate adoption process and evaluate the franchise fee for compliance with State law. BWA is an independent public finance consulting firm with over 60 years of experience providing financial advice to over 600 public agencies throughout California and the United States.

Solid Waste Rates

The City establishes solid waste rates for different types of residential and commercial services. Rates are established by resolution of the City Council pursuant to the procedural requirements of Proposition 218. The City sets the rates but Cal-Waste handles billing and collections.

Single family residential rates vary by three cart sizes, ranging from 35 gallons to 96 gallons with lower rates for smaller cart sizes. Most of the City's residential customers have 35-gallon carts. Standard residential service

includes weekly collection of solid waste and bi-weekly collection of recyclables and green waste. Commercial rates, including multi-family residential service, vary by type and frequency of service.

Cal-Waste is currently charging customers the rates that were in place prior to the new agreement. Upon successful completion of the necessary Proposition 218 proceedings, Cal-Waste will begin charging the service rates contained in the new agreement (Exhibits A.1.1 – A.5.1).

The new franchise agreement was the result of a competitive bidding process wherein contractors submitted cost proposals explicitly representing their actual cost of service for the collection of solid waste, recyclables, and green waste. Further negotiations were held with Cal-Waste and the final rates were memorialized in the franchise agreement. Based on the information included in Cal-Waste's cost proposal provided to the City of Sonora in the competitive bidding process (see Exhibit I), Bartle Wells Associates (BWA) finds that the rates charged by Cal-Waste represent their reasonable cost of providing service to the City of Sonora.

The current and proposed monthly solid waste rates are shown in Table 1, below.

| Table 1 - Proposed Monthly Solid Waste Rates | | |
|---|----------------------------------|-------------------------------------|
| | Current Solid Waste Rates | Proposed Rates eff. 01/01/26 |
| RESIDENTIAL CURBSIDE SERVICE | | |
| (Includes bi-weekly recycling & green waste collection) | | |
| <u>Cart Size (weekly pickup)</u> | | |
| 35 gallon | \$ 33.26 | \$ 33.26 |
| 65 gallon | \$ 50.96 | \$ 50.96 |
| 95 gallon | \$ 66.80 | \$ 66.80 |
| COMMERCIAL TRASH CART SERVICE | | |
| <u># of Carts - Cart Size</u> | | |
| 1 - 35 gallon 1x/wk pickup | \$ 47.57 | \$ 49.47 |
| 2 - 35 gallon 1x/wk pickup | \$ 95.14 | \$ 103.88 |
| 3 - 35 gallon 1x/wk pickup | \$ 142.70 | \$ 163.23 |
| 1 - 65 gallon 1x/wk pickup | \$ 63.41 | \$ 65.94 |
| 2 - 65 gallon 1x/wk pickup | \$ 126.83 | \$ 138.47 |
| 3 - 65 gallon 1x/wk pickup | \$ 190.25 | \$ 217.60 |
| 1 - 95 gallon 1x/wk pickup | \$ 74.73 | \$ 77.71 |
| 2 - 95 gallon 1x/wk pickup | \$ 149.49 | \$ 163.18 |
| 3 - 95 gallon 1x/wk pickup | \$ 224.20 | \$ 256.43 |

Table 1 (cont.) - Proposed Monthly Solid Waste Rates

| | | Current Solid Waste Rates | Proposed Rates eff. 01/01/26 |
|-------------------------------------|--------------|--------------------------------------|---|
| COMMERCIAL TRASH BIN SERVICE | | | |
| <u>Bin Size</u> | | | |
| 1 Yard | 1x/wk pickup | \$ 160.65 | \$ 167.03 |
| 1 Yard | 2x/wk pickup | \$ 293.34 | \$ 367.47 |
| 1 Yard | 3x/wk pickup | \$ 425.93 | \$ 609.67 |
| 1 Yard | 4x/wk pickup | \$ 558.65 | \$ 785.05 |
| 1 Yard | 5x/wk pickup | \$ 691.31 | \$ 960.43 |
| 1 Yard | 6x/wk pickup | \$ 823.89 | \$ 1,119.11 |
| 2 Yard | 1x/wk pickup | \$ 293.34 | \$ 305.00 |
| 2 Yard | 2x/wk pickup | \$ 558.65 | \$ 671.00 |
| 2 Yard | 3x/wk pickup | \$ 824.01 | \$ 1,113.26 |
| 2 Yard | 4x/wk pickup | \$ 1,089.16 | \$ 1,433.51 |
| 2 Yard | 5x/wk pickup | \$ 1,354.45 | \$ 1,753.76 |
| 2 Yard | 6x/wk pickup | \$ 1,619.79 | \$ 2,043.51 |
| 3 Yard | 1x/wk pickup | n/a | \$ 442.87 |
| 3 Yard | 2x/wk pickup | n/a | \$ 974.31 |
| 3 Yard | 3x/wk pickup | n/a | \$ 1,616.47 |
| 3 Yard | 4x/wk pickup | n/a | \$ 2,081.48 |
| 3 Yard | 5x/wk pickup | n/a | \$ 2,546.49 |
| 3 Yard | 6x/wk pickup | n/a | \$ 2,967.21 |
| 4 Yard | 1x/wk pickup | n/a | \$ 580.87 |
| 4 Yard | 2x/wk pickup | n/a | \$ 1,277.91 |
| 4 Yard | 3x/wk pickup | n/a | \$ 2,120.17 |
| 4 Yard | 4x/wk pickup | n/a | \$ 2,730.08 |
| 4 Yard | 5x/wk pickup | n/a | \$ 3,339.99 |
| 4 Yard | 6x/wk pickup | n/a | \$ 3,891.82 |
| 5 Yard | 1x/wk pickup | n/a | \$ 691.55 |
| 5 Yard | 2x/wk pickup | n/a | \$ 1,521.41 |
| 5 Yard | 3x/wk pickup | n/a | \$ 2,524.16 |
| 5 Yard | 4x/wk pickup | n/a | \$ 3,250.29 |
| 5 Yard | 5x/wk pickup | n/a | \$ 3,976.41 |
| 5 Yard | 6x/wk pickup | n/a | \$ 4,633.39 |
| 6 Yard | 1x/wk pickup | n/a | \$ 824.30 |
| 6 Yard | 2x/wk pickup | n/a | \$ 1,813.46 |
| 6 Yard | 3x/wk pickup | n/a | \$ 3,008.70 |
| 6 Yard | 4x/wk pickup | n/a | \$ 3,874.21 |
| 6 Yard | 5x/wk pickup | n/a | \$ 4,739.73 |
| 6 Yard | 6x/wk pickup | n/a | \$ 5,522.81 |

Table 1 (cont.) - Proposed Monthly Solid Waste Rates

| | Current Solid Waste Rates | Proposed Rates eff. 01/01/26 |
|---|----------------------------------|-------------------------------------|
| COMMERCIAL RECYCLE CART SERVICE | | |
| <u># of Carts - Cart Size</u> | | |
| 1 - 95 gallon 1x/wk pickup | \$ 5.06 | \$ 8.30 |
| 2 - 95 gallon 1x/wk pickup | \$ 12.03 | \$ 16.60 |
| 3 - 95 gallon 1x/wk pickup | \$ 19.00 | \$ 24.90 |
| 4 - 95 gallon 1x/wk pickup | \$ 25.97 | \$ 33.20 |
| 5 - 95 gallon 1x/wk pickup | \$ 32.94 | \$ 41.50 |
| COMMERCIAL RECYCLING BIN SERVICE | | |
| <u>Bin Size</u> | | |
| 1 Yard 1x/wk pickup | \$ 37.91 | \$ 59.74 |
| 1 Yard 2x/wk pickup | \$ 75.83 | \$ 109.49 |
| 2 Yard 1x/wk pickup | \$ 37.91 | \$ 61.66 |
| 2 Yard 2x/wk pickup | \$ 75.83 | \$ 113.33 |
| 3 Yard 1x/wk pickup | n/a | \$ 77.50 |
| 3 Yard 2x/wk pickup | n/a | \$ 162.74 |
| 4 Yard 1x/wk pickup | n/a | \$ 103.33 |
| 4 Yard 2x/wk pickup | n/a | \$ 216.99 |
| 5 Yard 1x/wk pickup | n/a | \$ 131.43 |
| 5 Yard 2x/wk pickup | n/a | \$ 276.00 |
| 6 Yard 1x/wk pickup | n/a | \$ 144.99 |
| 6 Yard 2x/wk pickup | n/a | \$ 304.48 |
| ROLLOFF SERVICES (Per- service charges, not monthly rates) | | |
| 10-CY Bin Haul Charge per Load | \$ 478.49 | \$ 613.64 |
| 20-CY Bin Haul Charge per Load | \$ 719.59 | \$ 818.18 |
| 30-CY Bin Haul Charge per Load | \$ 982.66 | \$ 1,029.33 |
| Transfer Station Charge per Ton | \$ 104.90 | \$ 83.14 |
| *Services are not comparable due to billing differences. Current rates include a rental and disposal fee. | | |
| HANDY-HAULERS (Per-service charges, not monthly rates) | | |
| <u>Bin Size</u> | | |
| 3.5 CY - Trash | n/a | \$ 110.85 |
| 3.5 CY - Green Waste | n/a | \$ 100.29 |
| 3.5 CY - C & D | n/a | \$ 121.41 |
| 5 CY - Trash | n/a | \$ 217.75 |
| 5 CY - Green Waste | n/a | \$ 204.55 |
| 5 CY - C & D | n/a | \$ 237.54 |

Franchise Fee Study

The franchise fee study was conducted to quantify whether amounts paid by Cal-Waste to the City fall within an exemption to the definition of a tax per Article XIII C, Section 1(e) of the California Constitution (Proposition 26). The relevant exceptions to Proposition 26 for the franchise fee charged by the City are:

1. "A charge imposed for a specific benefit conferred or privilege granted directly to the payor that is not provided to those not charged, and which does not exceed the reasonable costs to the local government of conferring the benefit or granting the privilege."
2. "A charge imposed for a specific government service or product provided directly to the payor that is not provided to those not charged, and which does not exceed the reasonable costs to the local government of providing the service or product."
3. "A charge imposed for the reasonable regulatory costs to a local government for issuing licenses and permits, performing investigations, inspections, and audits, enforcing agricultural marketing orders, and the administrative enforcement and adjudication thereof."
4. "A charge imposed for entrance to or use of local government property, or the purchase, rental, or lease of local government property."

The focus of the franchise fee study by Bartle Wells Associate (BWA) was to determine if the City's proportionate costs to manage and perform solid waste and sanitation management activities exceeded the amount of the franchise fee, thereby qualifying as an exception per items 1, 2, and 3 above.

BWA analyzed cost information provided by the City in two broad categories: one-time costs related to the issuing of the RFP and negotiating the franchise agreement; and ongoing annual costs relating to solid waste and sanitation management activities.

RFP and Contract Negotiation Costs

City personnel consisting of the City Administrator, City Attorney, and City Engineer, devoted a combined 325 hours to the process. The City provided hourly rates for each position and BWA calculated a total amount of \$59,302 for this item. Per the terms of the franchise agreement, Cal-Waste provided a \$10,500 payment to the City to partially offset these costs, leaving a final amount of \$48,802. Since the franchise agreement has an eight-year term, the \$48,802 was divided by eight, leaving an annual amount of \$6,100 (after rounding) relating to the RFP and contract negotiation costs.

Administrative Staff Time

This category includes administrative staff time to manage the franchise agreement. It also includes staff time devoted to other solid waste and recycling issues, including state compliance activities and reporting to, and meeting with, Cal-Recycle.

The City provided an estimate of 227 hours, split among 6 personnel, for these activities and provided hourly rates for each position. BWA calculated a total of \$26,534 in annual costs for administrative staff time.

Street Sweeping

Street sweeping is necessary due to solid waste accumulating in streets and City personnel and equipment are used to remove and dispose of this solid waste. The City provided the annual hours of street sweeping, as well

as the hourly rate, fuel, maintenance, and depreciation expense for the equipment. BWA calculated a total of \$51,487 in annual costs for street sweeping.

Storm Basin Cleaning

Solid waste that is not captured by street sweeping operations accumulates in catch basins in the City's storm drain system. City personnel and equipment are used to remove and dispose of this solid waste. The City provided the annual hours of storm basin cleaning, as well as the hourly rate, fuel, maintenance, and depreciation expense for the equipment. BWA calculated a total of \$50,077 in annual costs for storm basin cleaning.

Leaf Collection

The new franchise agreement provides green waste collection for customers who subscribe to service. However, not all residents subscribe to service and City personnel and equipment will still be required to remove leaves, particularly during "leaf" season. The City provided an estimated 576 annual hours of leaf collection. This represents a 60% reduction of the hours spent prior to the new franchise agreement, and accounts for the roughly 60% subscription level for residential customers. It is assumed that these customers will use their green waste carts for leaf collection.

The City provided annual equipment costs for leaf collection (fuel, maintenance, depreciation, and disposal costs) and an hourly rate for the personnel. BWA calculated a total of \$48,772 in annual costs for leaf collection.

Other Costs

In addition to street sweeping, storm basin cleaning, and leaf collection, the City's public works personnel perform other activities relating to the collection and disposal of solid waste. This category includes activities such as, illegal dumping collection, collection of trash cans at the cemetery, and cleaning the park of debris left by the homeless.

The City estimated that 832 total hours are devoted to these other activities. The City provided annual equipment costs (fuel, maintenance, depreciation, and disposal costs) and an hourly rate for the personnel. BWA calculated a total of \$56,470 in annual costs for these other activities.

Public Works Supervision

Street sweeping, storm basin cleaning, leaf collection, and other activities related to solid waste collection are performed by the City's public works personnel. Accordingly, it is appropriate to allocate a portion of the Public Works Supervisor costs to these activities. The City provided an estimate of 244 annual hours to allocate to these activities. Based on the hourly rate provided by the City, BWA calculated an annual cost of \$17,409 for public works supervision.

Annual Total of City's Costs

The total annual City costs calculated is \$256,849. BWA confirmed with the City that all of the costs are paid from the general fund. See Table 2 below for a summary of the costs.

Table 2: City's Annual Solid Waste Related Costs

| Solid Waste Related Costs | Amount |
|----------------------------------|-------------------|
| RFP and Contract Negotiation | \$ 6,100 |
| Administrative Staff Time | 26,534 |
| Street Sweeping | 51,487 |
| Storm Basin Cleaning | 50,077 |
| Leaf Collection | 48,772 |
| Other Costs | 56,470 |
| Public Works Supervision | 17,409 |
| Total Annual City's Costs | \$ 256,849 |

Conclusion

The City has provided an annual franchise fee revenue estimate of between \$148,000 - \$160,000. The City's costs incurred in managing and administering the franchise agreement and the sanitation system are \$256,849. Therefore, the franchise fee is not more than necessary to cover the City's costs and is not a tax per Article XIII C, Section 1(e) of the California Constitution.



Cost Proposal Solid Waste Collection Management Services

Narrative Summary

Cal-Waste proposes a comprehensive solid waste management program for residents and businesses of the City of Sonora. The program aims to promote responsible waste disposal and recycling practices, with a focus on diverting waste from landfills and achieving sustainability goals. All materials will be collected by dedicated, well-maintained, clean vehicles equipped with appropriate safety features and waste containment systems to prevent littering or spillage during transport to permitted transfer, disposal or diversion facilities.

Key Elements of the Cal-Waste Proposal are/include:

- ✓ A New 3 Cart Residential System For Trash, Recycling & Green Waste
- ✓ Additional Recycling Volume For Every Residential Customer
- ✓ Recyclable Material Revenue Share From Generated Recyclables Processed At Cal-Waste State-Of-The-Art MRF
- ✓ New Handy-Hauler Services For Residents
- ✓ Two Additional Services Per Resident Per Year To Assist Customers In Managing Larger Materials For Disposal (1 Large Item Pickup & 1 Handy-Hauler)
- ✓ On-Site School Education For All Public Schools Within The City Of Sonora
- ✓ High Quality Customer Service With Local Knowledge In Our Live Call Center
- ✓ Mobile App Providing Customer Service At Your Fingertips, Including Notifications For Collection Days & Schedules, As Well As Guidance On The Proper Disposal & Diversion Of Items Not Included In The Regular Collection Program
- ✓ Split Body Trucks To Reduce Trips & Traffic Disruption
- ✓ Community Outreach & Education Teach Customers How To Effectively Participate In Our Recycling & Green Waste Programs
- ✓ Engagement With Community & Sponsorships
- ✓ Industry Leading Software & Technology Solutions Designed For Efficient Routing, Recording & Management Of Customer Service Requirements
- ✓ Sustainability & Innovation For Cost Saving Measures
- ✓ Discounted Rates For Low-Income Residents
- ✓ Cart And Route Audits For Compliance With Contamination & State Mandates, Leaving Cart Tags To Educate Customers
- ✓ New Transfer Station On City Owned Property To Provide Increased Value
- ✓ Ongoing Collaboration With The City And Partners To Create Value Through Projects Such As A Transfer Station, Biomass Plant, Or Other Renewable Energy Initiatives

Cost Proposal Structure: Cal-Waste is proposing four (4) Cost Proposal Options. Assumptions and Rate Overviews are provided followed by detailed rate sheets.

Assumptions: All required assumptions are clearly addressed in the following pages and/or in the rate tables.

Residential Collection: Residential Services will include: Weekly collection of Trash, Bi-Weekly collection of Recyclables and Bi-Weekly collection of Green Waste.

Commercial Collection: Commercial businesses will have cart service options and additional options for 1 to 6 yd containers to right size their waste and recycling needs. Multiple frequency collection options will also be offered to fit each business's needs.

Rate Escalation: Due to inflation, fuel cost changes and other relevant factors, all rates will be subject to an annual adjustment equal to the annual change in the U.S. Bureau of Labor Statistics, Consumer Price Index for All Urban Consumers: Water and Sewer and Trash Collection services Series CUSR0000SEHG <https://data.bls.gov/cgi-bin/srgate>

Franchise Fee: A 6% fee of gross revenue is offered to the City of Sonora.

Recycling Revenue Sharing: 90% revenue share to the City, as described in the Recyclables Revenue Share Experience section of the main proposal.

Term: 5 years with a City option to extend an additional 5 year term at their discretion.

Value Added Services: An itemized list of Value Added Services is provided in the following pages. Note that Proposed Value Added Services are the same for all Options. For additional detail of Value Added Services, please see the Value Added Services Section of the main proposal.

Transfer Station Costs: Estimated capital costs, annual operating and maintenance costs are included in the applicable Option Proposals. The per account rates include the cost allocation methodology and are presented in the assumptions.

Rates & Extras Tables: All required rates are presented in a tabular format with separate table for each proposed option with clear delineation of costs associated with residential and commercial accounts

Cal-Waste is dedicated to delivering the highest value proposal for the City of Sonora by leveraging our extensive experience in solid waste collection and our thorough understanding of the City's needs. Our proposal ensures full compliance with all required services and introduces meaningful enhancements to the current collection program, creating new opportunities and reinvesting recycling revenue back into the City for the benefit of its residents. Please find our Cost Proposal in the following pages.

| Cost Assumptions | Without Transfer Station | | With Transfer Station | |
|--|--------------------------|--------------------------|-----------------------|--------------------------|
| Operating Assumptions - All included in rates below | Option 1 Mandatory | Option 2 Subscription | Option 3 Mandatory | Option 4 Subscription |
| Residential Customers | 2190 | 1,314 | 2190 | 1,314 |
| Commercial Customers | 220 | 220 | 220 | 220 |
| Rate Adjustment Escalation Factor | Annual WST CPI | Annual WST CPI | Annual WST CPI | Annual WST CPI |
| Anticipated Regulatory/Environmental Costs | Included | Included | Included | Included |
| Franchise Fee | 6.0% | 6.0% | 6.0% | 6.0% |
| Cost of Transfer Station (per resident) | \$0.00 | \$0.00 | \$3.69 | \$5.07 |
| Recyclable Materials Revenue Share | 90% | 90% | 90% | 90% |
| Term of Contract | 5 Years | 5 Years | 5 Years | 5 Years |

| | Option 1 Mandatory | Option 2 Subscription | Option 3 Mandatory | Option 4 Subscription |
|--------------------------|-----------------------|--------------------------|-----------------------|--------------------------|
| Residential Rates | | | | |
| 35 Gallon Trash | \$32.26 | \$33.26 | \$32.26 | \$33.26 |
| 65 Gallon Trash | \$49.96 | \$50.96 | \$49.96 | \$50.96 |
| 95 Gallon Trash | \$65.08 | \$66.08 | \$65.08 | \$66.08 |

*Residential rates include one trash cart serviced weekly, one 95 gallon recycling cart serviced bi-weekly, and one 95 gallon green waste cart serviced bi-weekly

| Commercial Trash Rates | Option 1 | Option 2 | Option 3 | Option 4 |
|------------------------|----------|----------|----------|----------|
| 35 Gallon | \$49.47 | \$49.47 | \$49.47 | \$49.47 |
| 65 Gallon | \$65.94 | \$65.94 | \$65.94 | \$65.94 |
| 95 Gallon | \$77.71 | \$77.71 | \$77.71 | \$77.71 |
| 1 Yard | \$167.03 | \$167.03 | \$167.03 | \$167.03 |
| 2 Yard | \$305.00 | \$305.00 | \$305.00 | \$305.00 |
| 3 Yard | \$442.87 | \$442.87 | \$442.87 | \$442.87 |
| 4 Yard | \$580.87 | \$580.87 | \$580.87 | \$580.87 |
| 5 Yard | \$691.55 | \$691.55 | \$691.55 | \$691.55 |
| 6 Yard | \$824.30 | \$824.30 | \$824.30 | \$824.30 |

*All commercial customers are serviced weekly. Additional frequency can be see found on full rate sheets

| Commercial Recycling Rates | Option 1 | Option 2 | Option 3 | Option 4 |
|----------------------------|----------|----------|----------|----------|
| 95 Gallon | \$50.51 | \$50.51 | \$50.51 | \$50.51 |
| 1 Yard | \$108.57 | \$108.57 | \$108.57 | \$108.57 |
| 2 Yard | \$198.25 | \$198.25 | \$198.25 | \$198.25 |
| 3 Yard | \$287.86 | \$287.86 | \$287.86 | \$287.86 |
| 4 Yard | \$377.56 | \$377.56 | \$377.56 | \$377.56 |
| 5 Yard | \$449.51 | \$449.51 | \$449.51 | \$449.51 |
| 6 Yard | \$535.80 | \$535.80 | \$535.80 | \$535.80 |

*All commercial customers are serviced weekly. Additional frequency can be see found on full rate sheets

| Roll-Off Rates | Option 1 | Option 2 | Option 3 | Option 4 |
|-----------------------|-----------------|-----------------|-----------------|-----------------|
| 10 yard Haul Charge | \$613.64 | \$613.64 | \$521.60 | \$521.60 |
| 20 yard Haul Charge | \$818.18 | \$818.18 | \$695.45 | \$695.45 |
| 30 Yard Haul Charge | \$1,029.33 | \$1,029.33 | \$874.93 | \$874.93 |
| Disposal Charge | \$83.14 | \$83.14 | \$83.14 | \$83.14 |

*All Roll-Off services are done through on-call scheduling. Rates include 14 days of occupancy, each day additional day is charged \$12.00 per day.

| Transfer Station Development | Initial Capital | Monthly Operating Cost |
|--|------------------------|-------------------------------|
| Building and Land Improvements | \$355,085.00 | \$2,959.04 |
| Transfer Equipment | \$510,000.00 | \$4,250.00 |
| Operation and Maintenance | | \$17,113.42 |
| TTL Monthly Operating Cost | | \$24,322.46 |
| Allocation Method (based on tons) | % of TTL Tons | Cost Allocation |
| Residential | 30% | \$7,406.10 |
| Commercial | 18% | \$4,305.58 |
| Roll-Off | 52% | \$12,610.78 |

*Cost allocation varies depending on mandatory vs. subscription service

| Value Added Services: | |
|---|-----------------|
| Recyclable Revenue Sharing | \$30,000 |
| Low-Income Discount | \$10,000-15,000 |
| Recycling & Waste Education in Schools | \$50,000 |
| Recycling Cart Additional Volume | |
| Large Item Handy-Hauler Additional Volume | |

| RESIDENTIAL SERVICES - with or without Transfer Station | Subscription | Mandatory |
|--|---------------------|------------------|
| One 35 gallon trash cart serviced weekly; One 95 gallon recycling cart serviced bi-weekly; One 65 gallon Green Waste cart serviced bi-weekly | \$33.26 | \$32.26 |
| One 65 gallon trash cart serviced weekly; One 95 gallon recycling cart serviced bi-weekly; One 65 gallon Green Waste cart serviced bi-weekly | \$50.96 | \$49.96 |
| One 95 gallon trash cart serviced weekly; One 95 gallon recycling cart serviced bi-weekly; One 65 gallon Green Waste cart serviced bi-weekly | \$66.08 | \$65.08 |

| Extra & Special Residential Charges | Same for all Options | |
|--|-----------------------------|---|
| | Rate | Unit |
| Special Charges (On an unscheduled service day) | | |
| Trash Cart or Can | \$29.03 | per Service |
| Recycle Cart or Can | \$29.03 | per Service |
| Green Waste Cart | \$29.03 | per Service |
| Extra Charges (On a scheduled service Day) | | |
| Trash Cart or Can | \$14.52 | per Service |
| Recycle Cart or Can | \$14.52 | per Service |
| Green Waste Cart | \$14.52 | per Service |
| On-Call Charges (on a scheduled service day for that route area) | | |
| Trash Cart | \$29.03 | per Service |
| Recycle Cart or Can | \$29.03 | per Service |
| Green Waste Cart | \$29.03 | per Service |
| On-Call Charges (on an unscheduled service day for that route area) | | |
| Trash Cart | \$58.07 | per Service |
| Recycle Cart or Can | \$58.07 | per Service |
| Green Waste Cart | \$58.07 | per Service |
| Monthly Cart or Can Rent for On-Call Services | \$5.28 | per Month |
| Each Additional Recycle Cart or Can (must be kept for 6 months minimum) | \$5.28 | per Month |
| Each Additional Green Waste Cart (must be kept for 6 months minimum) | \$5.28 | per Month |
| Cart equipped with Locking Lid | \$3.96 | per Month |
| Walk-In / Backyard Service | \$19.79 | per Month |
| Drive-In/Long Driveway Service (Calculated from where leaving City-maintained road | \$19.79 | per Month + additional \$15/mile after 1st mile (1-way) |
| Cart or Can Steam Cleaning | \$23.75 | per Cart |
| Deposit to Restart Service after stopped for non-payment | \$197.95 | per Restart |
| Lost Cart or Can/destroyed Cart or Can | \$158.36 | per Each |

COMMERCIAL TRASH SERVICES - Same for all Options

Monthly Rates For Commercial Trash Service

| | | Trash Cart/Can Pickups per week | | | | | |
|---------------------------------|-------------------|----------------------------------|------------|------------|------------|------------|-------------|
| Cart/Can Size, Gals | Cart or Can Count | 1 | 2 | 3 | 4 | 5 | 6 |
| 35 Gallon Cart or 32 Gallon Can | 1 | \$49.47 | \$108.82 | \$180.55 | \$232.49 | \$284.42 | \$331.42 |
| | 2 | \$103.88 | \$228.53 | \$379.15 | \$488.22 | \$597.29 | \$695.97 |
| | 3 | \$163.23 | \$359.12 | \$595.81 | \$767.20 | \$938.60 | \$1,093.67 |
| | 4 | \$217.65 | \$478.82 | \$794.41 | \$1,022.94 | \$1,251.47 | \$1,458.23 |
| | 5 | \$262.16 | \$576.76 | \$956.90 | \$1,232.17 | \$1,507.45 | \$1,756.50 |
| | | | | | | | |
| 65 Gallon Cart | 1 | \$65.94 | \$145.07 | \$240.68 | \$309.92 | \$379.15 | \$441.79 |
| | 2 | \$138.47 | \$304.64 | \$505.43 | \$650.82 | \$796.22 | \$927.77 |
| | 3 | \$217.60 | \$478.72 | \$794.24 | \$1,022.72 | \$1,251.20 | \$1,457.92 |
| | 4 | \$290.13 | \$638.29 | \$1,058.99 | \$1,363.63 | \$1,668.27 | \$1,943.90 |
| | 5 | \$349.48 | \$768.85 | \$1,275.60 | \$1,642.55 | \$2,009.51 | \$2,341.51 |
| | | | | | | | |
| 95 Gallon Cart | 1 | \$77.71 | \$170.95 | \$283.63 | \$365.22 | \$446.81 | \$520.63 |
| | 2 | \$163.18 | \$359.00 | \$595.61 | \$766.95 | \$938.29 | \$1,093.32 |
| | 3 | \$256.43 | \$564.14 | \$935.96 | \$1,205.21 | \$1,474.46 | \$1,718.07 |
| | 4 | \$341.90 | \$752.19 | \$1,247.95 | \$1,606.95 | \$1,965.95 | \$2,290.76 |
| | 5 | \$411.84 | \$906.05 | \$1,503.21 | \$1,935.65 | \$2,368.08 | \$2,759.32 |
| | | | | | | | |
| | | Trash Container Pickups per week | | | | | |
| Container Size, CY | Container Count | 1 | 2 | 3 | 4 | 5 | 6 |
| 1 CY | 1 | \$167.03 | \$367.47 | \$609.67 | \$785.05 | \$960.43 | \$1,119.11 |
| | 2 | \$302.79 | \$666.14 | \$1,105.18 | \$1,423.11 | \$1,741.04 | \$2,028.69 |
| | 3 | \$551.20 | \$1,212.65 | \$2,011.90 | \$2,590.66 | \$3,169.42 | \$3,693.07 |
| | 4 | \$734.94 | \$1,616.87 | \$2,682.53 | \$3,454.21 | \$4,225.90 | \$4,924.09 |
| | 5 | \$885.27 | \$1,947.59 | \$3,231.23 | \$4,160.76 | \$5,090.29 | \$5,931.29 |
| 2 CY | 1 | \$305.00 | \$671.00 | \$1,113.26 | \$1,433.51 | \$1,753.76 | \$2,043.51 |
| | 2 | \$640.50 | \$1,409.11 | \$2,337.84 | \$3,010.37 | \$3,682.89 | \$4,291.37 |
| | 3 | \$1,006.51 | \$2,214.31 | \$3,673.74 | \$4,730.57 | \$5,787.40 | \$6,743.58 |
| | 4 | \$1,342.01 | \$2,952.41 | \$4,898.32 | \$6,307.43 | \$7,716.54 | \$8,991.45 |
| | 5 | \$1,616.51 | \$3,556.32 | \$5,900.25 | \$7,597.59 | \$9,294.92 | \$10,830.60 |

COMMERCIAL TRASH SERVICES

Monthly Rates For Commercial Trash Service

| | | Trash Container Pickups per week | | | | | |
|--------------------|-----------------|----------------------------------|------------|-------------|-------------|-------------|-------------|
| Container Size, CY | Container Count | 1 | 2 | 3 | 4 | 5 | 6 |
| 3 CY | 1 | \$442.87 | \$974.31 | \$1,616.47 | \$2,081.48 | \$2,546.49 | \$2,967.21 |
| | 2 | \$930.02 | \$2,046.05 | \$3,394.58 | \$4,371.10 | \$5,347.63 | \$6,231.15 |
| | 3 | \$1,461.46 | \$3,215.22 | \$5,334.34 | \$6,868.88 | \$8,403.41 | \$9,791.80 |
| | 4 | \$1,948.62 | \$4,286.96 | \$7,112.45 | \$9,158.50 | \$11,204.55 | \$13,055.74 |
| | 5 | \$2,347.20 | \$5,163.84 | \$8,567.27 | \$11,031.83 | \$13,496.39 | \$15,726.23 |
| 4 CY | 1 | \$580.87 | \$1,277.91 | \$2,120.17 | \$2,730.08 | \$3,339.99 | \$3,891.82 |
| | 2 | \$1,219.82 | \$2,683.61 | \$4,452.36 | \$5,733.17 | \$7,013.99 | \$8,172.82 |
| | 3 | \$1,916.87 | \$4,217.11 | \$6,996.56 | \$9,009.27 | \$11,021.98 | \$12,843.01 |
| | 4 | \$2,555.82 | \$5,622.81 | \$9,328.75 | \$12,012.36 | \$14,695.98 | \$17,124.01 |
| | 5 | \$3,078.60 | \$6,772.93 | \$11,236.90 | \$14,469.44 | \$17,701.97 | \$20,626.65 |
| 5 CY | 1 | \$691.55 | \$1,521.41 | \$2,524.16 | \$3,250.29 | \$3,976.41 | \$4,633.39 |
| | 2 | \$1,452.26 | \$3,194.96 | \$5,300.73 | \$6,825.60 | \$8,350.47 | \$9,730.11 |
| | 3 | \$2,282.12 | \$5,020.65 | \$8,329.72 | \$10,725.94 | \$13,122.16 | \$15,290.17 |
| | 4 | \$3,042.82 | \$6,694.20 | \$11,106.29 | \$14,301.25 | \$17,496.22 | \$20,386.89 |
| | 5 | \$3,665.22 | \$8,063.47 | \$13,378.03 | \$17,226.51 | \$21,074.99 | \$24,556.94 |
| 6 CY | 1 | \$824.30 | \$1,813.46 | \$3,008.70 | \$3,874.21 | \$4,739.73 | \$5,522.81 |
| | 2 | \$1,731.03 | \$3,808.27 | \$6,318.26 | \$8,135.84 | \$9,953.42 | \$11,597.90 |
| | 3 | \$2,720.19 | \$5,984.42 | \$9,928.69 | \$12,784.89 | \$15,641.09 | \$18,225.27 |
| | 4 | \$3,626.92 | \$7,979.22 | \$13,238.26 | \$17,046.52 | \$20,854.79 | \$24,300.36 |
| | 5 | \$4,368.79 | \$9,611.34 | \$15,946.08 | \$20,533.31 | \$25,120.54 | \$29,270.89 |

COMMERCIAL RECYCLE SERVICES - Same for all Options

Monthly Rates For Commercial Recycling Service

| | | Recycle Cart Pickups per week | | | | | |
|---------------------|-------------------|------------------------------------|------------|------------|------------|------------|------------|
| Cart/Can Size, Gals | Cart or Can Count | 1 | 2 | 3 | 4 | 5 | 6 |
| 95 Gallon Cart | 1 | \$50.51 | \$111.12 | \$184.36 | \$237.39 | \$290.42 | \$338.41 |
| | 2 | \$106.07 | \$233.35 | \$387.15 | \$498.52 | \$609.89 | \$710.66 |
| | 3 | \$166.68 | \$366.69 | \$608.38 | \$783.39 | \$958.40 | \$1,116.75 |
| | 4 | \$222.24 | \$488.92 | \$811.17 | \$1,044.52 | \$1,277.87 | \$1,488.99 |
| | 5 | \$267.70 | \$588.93 | \$977.09 | \$1,258.17 | \$1,539.25 | \$1,793.56 |
| | | Recycle Container Pickups per week | | | | | |
| Container Size, CY | Container Count | 1 | 2 | 3 | 4 | 5 | 6 |
| 1 CY | 1 | \$108.57 | \$238.86 | \$396.28 | \$510.28 | \$624.28 | \$727.42 |
| | 2 | \$196.81 | \$432.99 | \$718.37 | \$925.02 | \$1,131.68 | \$1,318.65 |
| | 3 | \$358.28 | \$788.22 | \$1,307.73 | \$1,683.93 | \$2,060.13 | \$2,400.49 |
| | 4 | \$477.71 | \$1,050.96 | \$1,743.64 | \$2,245.24 | \$2,746.83 | \$3,200.66 |
| | 5 | \$575.42 | \$1,265.93 | \$2,100.30 | \$2,704.49 | \$3,308.69 | \$3,855.34 |
| 2 CY | 1 | \$198.25 | \$436.15 | \$723.62 | \$931.78 | \$1,139.94 | \$1,328.28 |
| | 2 | \$416.33 | \$915.92 | \$1,519.59 | \$1,956.74 | \$2,393.88 | \$2,789.39 |
| | 3 | \$654.23 | \$1,439.30 | \$2,387.93 | \$3,074.87 | \$3,761.81 | \$4,383.33 |
| | 4 | \$872.30 | \$1,919.07 | \$3,183.91 | \$4,099.83 | \$5,015.75 | \$5,844.44 |
| | 5 | \$1,050.73 | \$2,311.61 | \$3,835.17 | \$4,938.43 | \$6,041.70 | \$7,039.89 |

COMMERCIAL RECYCLE SERVICES

Monthly Rates For Commercial Recycling Service

| | | Recycle Container Pickups per week | | | | | |
|--------------------|-----------------|------------------------------------|------------|-------------|-------------|-------------|-------------|
| Container Size, CY | Container Count | 1 | 2 | 3 | 4 | 5 | 6 |
| 3 CY | 1 | \$287.86 | \$633.30 | \$1,050.70 | \$1,352.96 | \$1,655.22 | \$1,928.69 |
| | 2 | \$604.51 | \$1,329.93 | \$2,206.48 | \$2,841.22 | \$3,475.96 | \$4,050.25 |
| | 3 | \$949.95 | \$2,089.89 | \$3,467.32 | \$4,464.77 | \$5,462.22 | \$6,364.67 |
| | 4 | \$1,266.60 | \$2,786.52 | \$4,623.09 | \$5,953.03 | \$7,282.96 | \$8,486.23 |
| | 5 | \$1,525.68 | \$3,356.49 | \$5,568.73 | \$7,170.69 | \$8,772.65 | \$10,222.05 |
| 4 CY | 1 | \$377.56 | \$830.64 | \$1,378.11 | \$1,774.55 | \$2,171.00 | \$2,529.68 |
| | 2 | \$792.89 | \$1,744.35 | \$2,894.03 | \$3,726.56 | \$4,559.09 | \$5,312.33 |
| | 3 | \$1,245.96 | \$2,741.12 | \$4,547.77 | \$5,856.03 | \$7,164.29 | \$8,347.95 |
| | 4 | \$1,661.28 | \$3,654.83 | \$6,063.69 | \$7,808.04 | \$9,552.39 | \$11,130.61 |
| | 5 | \$2,001.09 | \$4,402.40 | \$7,303.99 | \$9,405.14 | \$11,506.28 | \$13,407.32 |
| 5 CY | 1 | \$449.51 | \$988.92 | \$1,640.70 | \$2,112.69 | \$2,584.67 | \$3,011.70 |
| | 2 | \$943.97 | \$2,076.72 | \$3,445.47 | \$4,436.64 | \$5,427.80 | \$6,324.57 |
| | 3 | \$1,483.37 | \$3,263.42 | \$5,414.32 | \$6,971.86 | \$8,529.40 | \$9,938.61 |
| | 4 | \$1,977.83 | \$4,351.23 | \$7,219.09 | \$9,295.82 | \$11,372.54 | \$13,251.48 |
| | 5 | \$2,382.39 | \$5,241.26 | \$8,695.72 | \$11,197.23 | \$13,698.74 | \$15,962.01 |
| 6 CY | 1 | \$535.80 | \$1,178.75 | \$1,955.65 | \$2,518.24 | \$3,080.82 | \$3,589.83 |
| | 2 | \$1,125.17 | \$2,475.37 | \$4,106.87 | \$5,288.30 | \$6,469.72 | \$7,538.64 |
| | 3 | \$1,768.12 | \$3,889.87 | \$6,453.65 | \$8,310.18 | \$10,166.71 | \$11,846.43 |
| | 4 | \$2,357.50 | \$5,186.50 | \$8,604.87 | \$11,080.24 | \$13,555.61 | \$15,795.24 |
| | 5 | \$2,839.71 | \$6,247.37 | \$10,364.95 | \$13,346.65 | \$16,328.35 | \$19,026.08 |

COMMERCIAL SPECIALS, EXTRAS, ON-CALL, MISCELLANEOUS - Same for all options

| | | | | Rate | Unit |
|--|-------------------|------|--|----------|--------------|
| Special Charges (On an unscheduled service day) | | | | | |
| | Trash Cart/Can | | | \$29.03 | per Cart/Can |
| | Recycle Cart/Can | | | \$29.03 | per Cart/Can |
| | Trash Container | | | | |
| | | 1 CY | | \$33.27 | per Service |
| | | 2 CY | | \$66.53 | per Service |
| | | 3CY | | \$106.46 | per Service |
| | | 4 CY | | \$144.72 | per Service |
| | | 5 CY | | \$179.65 | per Service |
| | | 6 CY | | \$216.24 | per Service |
| | Recycle Container | | | | |
| | | 1 CY | | \$19.35 | per Service |
| | | 2 CY | | \$29.05 | per Service |
| | | 3CY | | \$90.49 | per Service |
| | | 4 CY | | \$123.01 | per Service |
| | | 5 CY | | \$143.25 | per Service |
| | | 6 CY | | \$183.81 | per Service |
| Extra Charges (On a scheduled service Day) | | | | | |
| | Trash Cart/Can | | | \$14.52 | per Cart/Can |
| | Recycle Cart/Can | | | \$14.52 | per Cart/Can |
| | Trash Container | | | | |
| | | 1 CY | | \$21.95 | per Service |
| | | 2 CY | | \$43.91 | per Service |
| | | 3CY | | \$70.25 | per Service |
| | | 4 CY | | \$95.50 | per Service |
| | | 5 CY | | \$118.54 | per Service |
| | | 6 CY | | \$142.69 | per Service |
| | Recycle Container | | | | |
| | | 1 CY | | \$12.77 | per Service |
| | | 2 CY | | \$19.16 | per Service |
| | | 3CY | | \$59.71 | per Service |
| | | 4 CY | | \$81.17 | per Service |
| | | 5 CY | | \$94.52 | per Service |
| | | 6 CY | | \$121.29 | per Service |
| On-Call Charges (on the scheduled service day for that route area) | | | | | |
| | Trash Cart/Can | | | \$29.03 | per Service |
| | Recycle Cart/Can | | | \$29.03 | per Service |
| | Trash Container | | | | |
| | | 1 CY | | \$33.27 | per Service |
| | | 2 CY | | \$66.53 | per Service |
| | | 3CY | | \$106.46 | per Service |
| | | 4 CY | | \$144.72 | per Service |
| | | 5 CY | | \$179.65 | per Service |
| | | 6 CY | | \$216.24 | per Service |

COMMERCIAL SPECIALS, EXTRAS, ON-CALL, MISCELLANEOUS

| | | | | | Rate | Unit |
|--|--------------------------------|----------|--|--|--|---|
| | Recycle Container | | | | | |
| | | 1 CY | | | \$19.35 | per Service |
| | | 2 CY | | | \$29.05 | per Service |
| | | 3CY | | | \$90.49 | per Service |
| | | 4 CY | | | \$123.01 | per Service |
| | | 5 CY | | | \$143.25 | per Service |
| | | 6 CY | | | \$183.81 | per Service |
| Walk-In Service | | | | | | |
| | | Cart/Can | | | \$19.79 | per Month |
| Drive-In/Long Driveway Service (Calculated from where leaving County-maintained road | | | | | \$19.79 | per Month + additional \$15/mile after 1st mile (1-way) |
| Monthly Rent for On-Call Accounts | | | | | | |
| | Cart | | | | \$5.28 | per Month |
| | Container | | | | \$26.39 | per Month |
| Locks and Lock Bars | | | | | | |
| | Cart equipped with Locking Lid | | | | \$3.96 | per Month |
| | Container unlocking service | | | | \$10.56 | per Month |
| Deposit to Restart Service after stopped for non-payment | | | | | Computed value of three (3) times monthly service rate | |
| Steam Clean | | | | | | |
| | Cart/Can | | | | \$23.75 | per Cart/Can |
| | All container sizes | | | | \$85.78 | per Container |

ROLLOFF SERVICES

Total Customer Charge is sum of Appropriate Haul Charge plus tons hauled multiplied by Transfer Station Charge per Ton

| | w/o Transfer Station | | w/ Transfer Station | |
|-------------------------|-----------------------------|--------------------------|----------------------------|--------------------------|
| Haul Charge | Option 1 Mandatory | Option 2 Subscription | Option 3 Mandatory | Option 4 Subscription |
| 10 Yard Bin | \$613.64 | \$613.64 | \$521.60 | \$521.60 |
| 20 Yard Bin | \$818.18 | \$818.18 | \$695.45 | \$695.45 |
| 30 Yard Bin | \$1,029.33 | \$1,029.33 | \$874.93 | \$874.93 |
| Disposal per Ton | \$83.14 | \$83.14 | \$83.14 | \$83.14 |

Rolloff rates include 14 days on customer's site, not including day of delivery or day of removal. Per-day rental charge after 14 days on customer's site is \$12.00 per day.

Roll Off Trip Charge and Monthly Rent - same for all options

| | Rate | Unit |
|---|-------------|-----------------------|
| Trip Charge (Assessed whenever work scheduled is not accessible) | \$100.00 | per Hour (time spent) |
| Monthly Rent (Assessed whenever a permanently placed bin is not serviced for 30 days) | | |
| 10-20 CY Bins | \$130.00 | per Month |
| 30 CY Bins | \$150.00 | per Month |

Unacceptable Materials Charges

| | Rate | Unit |
|---|-------------|-------------|
| Unacceptable Materials Charges when found in Rolloff Loads; | | |
| Appliances | \$49.49 | per Each |
| Tires-Small | \$4.95 | per Each |
| Tires-Small on Rim | \$9.90 | per Each |
| Tires-Truck | \$15.84 | per Each |
| Tires-Truck on Rim | \$19.79 | per Each |
| Electronic Waste (E-Waste) | \$13.20 | per Each |

HANDY-HAULERS AND BULKY WASTE

| Handy-Haulers | | | |
|---------------|----------|-------------|----------|
| | Trash | Green Waste | C&D |
| 3.5 CY | \$110.85 | \$100.29 | \$121.41 |
| 5.0 CY | \$217.75 | \$204.55 | \$237.54 |

Handy-Hauler rates include 7 days on customer's site, not including day of delivery or day of removal. Per-day rental charge after 7 days on customer's site is \$12.00 per day.

Large Item Charges

| | | Rate | Unit |
|---|----------------------------|---------|----------|
| Large Item Service | | \$26.39 | per Item |
| Special Materials Charges when setout with Large Items; | | | |
| | Appliances | \$49.49 | per Each |
| | Tires-Small | \$4.95 | per Each |
| | Tires-Small on Rim | \$9.90 | per Each |
| | Tires-Truck | \$15.84 | per Each |
| | Tires-Truck on Rim | \$19.79 | per Each |
| | Electronic Waste (E-Waste) | \$13.20 | per Each |

August 11, 2025

Carly Buchholz, PE

City Engineer

cbuchholz@reyengineers.com

RE: City of Sonora Request for Proposals for Solid Waste, Recycling, and Green Waste Collection and Management Services

Dear Carly Buchholz,

California Waste Recovery Systems, LLC (Cal-Waste) has been providing refuse collection and recycling services in Northern California for nearly 100 years. Our commitment to the highest level of customer service and diversion of solid waste from landfills puts us in a ready position to provide superior and sustainable collection services for the City of Sonora at a cost-effective rate.



Our proposal includes all existing Agreement services plus significant enhancements for the residents and businesses of Sonora.

Through our proven methodology and program improvements, we will deliver a comprehensive Solid Waste & Recycling Program for the City that meets State Compliance requirements both now and moving forward. This initiative will foster an authentic partnership characterized by broad transparency and offer substantially greater value than the current solid waste contractor.

Highlights of our proposal include:

- ✓ **A New 3 Cart Residential System For Trash, Recycling & Green Waste**
- ✓ **Additional Recycling Volume For Every Residential Customer**
- ✓ **Recyclable Material Revenue Share From Generated Recyclables Processed At Cal-Waste State-Of-The-Art MRF**
- ✓ **New Handy-Hauler Services For Residents**
- ✓ **Two Additional Services Per Resident Per Year To Assist Customers In Managing Larger Materials For Disposal (1 Large Item Pickup & 1 Handy-Hauler)**
- ✓ **On-Site School Education For All Public Schools Within The City Of Sonora**
- ✓ **High Quality Customer Service With Local Knowledge In Our Live Call Center**
- ✓ **Mobile App Providing Customer Service At Your Fingertips, Including Notifications For Collection Days & Schedules, As Well As Guidance On The Proper Disposal & Diversion Of Items Not Included In The Regular Collection Program**
- ✓ **Split Body Trucks To Reduce Trips & Traffic Disruption**
- ✓ **Community Outreach & Education Teach Customers How To Effectively Participate In Our Recycling & Green Waste Programs**

- ✓ **Engagement With Community & Sponsorships**
- ✓ **Industry Leading Software & Technology Solutions Designed For Efficient Routing, Recording & Management Of Customer Service Requirements**
- ✓ **Sustainability & Innovation For Cost Saving Measures**
- ✓ **Discounted Rates For Low-Income Residents**
- ✓ **Cart And Route Audits For Compliance With Contamination & State Mandates, Leaving Cart Tags To Educate Customers**
- ✓ **New Transfer Station On City Owned Property To Provide Increased Value**
- ✓ **Ongoing Collaboration With The City And Partners To Create Value Through Projects Such As A Transfer Station, Biomass Plant, Or Other Renewable Energy Initiatives**

Our Project Manager for this proposal is Mr. Casey Vaccarezza, who is authorized to negotiate and contractually bind Cal-Waste with the City for the requested services. Contact information is provided below:

Casey Vaccarezza, Vice President & Treasurer

CaseyVacc@Cal-Waste.com; Mobile: (209) 327-1676

Fax: 209.754.2863; Address: 175 Enterprise Court, Suite A, Galt, CA 95632

Required Policies & Disclosures

Cal-Waste acknowledges receipt of the August 5th, 2025 Addendum No. 1: Reflecting Changes, Clarifications, and Additions to the RFP. Cal-Waste has reviewed the RFP and its attachments and has no exceptions to the RFP, Sample Solid Waste Franchise Agreement or Addendum No. 1: Reflecting Changes, Clarifications, and Additions to the RFP.

This proposal and associated terms will remain in effect for 120 days following the date of submittal. Cal-Waste complies with the indemnification, insurance and performance bond requirements outlined in Article 1.06 “PUBLIC LIABILITY AND PROPERTY DAMAGE, INSURANCE”, and Article 1.09 “INDEMNIFICATION” of the Exhibit A.

Cal-Waste attests that we have policies that eliminate unlawful discrimination in employment that is integrated into our employee hiring processes. Additional information about Cal-Waste’s hiring practices, can be provided to the City upon request.

Cal-Waste has no conflicts of interest in performing these services required.

Cal-Waste complies with the State of California’s General Prevailing Wage Rate requirements in accordance with the California Labor Code, Section 117, and all federal, state, and local laws and ordinances to the work.

Cal-Waste will comply with all Federal, State, and Local laws for handling refuse.

We look forward to the opportunity to provide exemplary services for the City of Sonora. Should the City have any questions on the following proposal, Cal-Waste is willing to meet with the City to discuss or refine any items. Our thoughtful approach will provide the City with State compliance and a significant value for the future.

Best Regards,



Casey Vaccarezza
Vice President & Treasurer
California Waste Recovery Systems, LLC

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**CAL-WASTE RECOVERY SYSTEMS
PROPOSAL FOR THE CITY OF SONORA
SOLID WASTE, RECYCLING, AND GREEN WASTE
COLLECTION AND MANAGEMENT SERVICES**

AUGUST 11, 2025



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Technical Proposal

A. Summary of Capabilities & History

Having been in business for nearly 100 years, Cal-Waste and its current owners Dave, Casey, and Rudy Vaccarezza, have a long history as a customer-centered provider of waste collection services in the Central Valley and Sierra Nevada. Cal-Waste also operates a state-of-the-art regional Material Recovery Facility (MRF) in Galt with proven success. In addition to collection services and advanced processing operations, Cal-Waste is deeply involved in the communities we serve through various memberships, sponsorships, and donations to local organizations and charities. Our community involvement extends to educational outreach as we built a custom observation room and education center at our MRF so we can offer tours and educational programs for community members of all ages. By dedicating resources to public education and outreach efforts, we are raising awareness about the importance of recycling and environmental stewardship, fostering a culture of sustainability within the community.

We are excited to partner with the City of Sonora to provide best in class collection services and diversion programs. Our goals are directly in line with the City's and our proposals reflect our desire to implement effective and high-quality services at reasonable rates while prioritizing the hierarchy of waste reduction, reuse, recycling, composting, then landfilling as a last resort.

Cal-Waste has the equipment, experience, and customer relationships to ensure collection services never skip a beat. We pride ourselves on providing courteous, reliable, and high-quality collection services. As an experienced and dedicated service provider, we focus our attention on implementing seamless collection services, new service enhancements, and associated public education and outreach efforts. We will engage customers through convenient channels including our website and social media, in-person site visits and community workshops and meetings. Combining face-to-face outreach and direct mail with social and local media, we will ensure the community understands the benefits of the newly expanded services and diversion programs we are proposing for the City of Sonora.

History

Cal-Waste has been a pioneer in recycling for nearly a century, dating back to 1927 when Colombo Vaccarezza began collecting rubbish using horse-drawn wagons from residents in Lodi. Over the

decades, Cal-Waste has evolved into a regional leader in recovery and diversion.

Innovation has been a driving force behind Cal-Waste's success.



We were an early adopter of curbside recycling practices and continue to lead the industry in innovation and advancements in processing technology.

In the 1980s, long before recycling became a state-mandated activity, Cal-Waste introduced curbside recycling services. Under the leadership of Dave Vaccarezza, the company distributed recycling buckets to households, enabling residents to separate recyclables like glass, paper, and metal from regular waste. This early adoption of recycling practices positioned Cal-Waste as a leader in waste recovery and set the stage for future advancements in the industry. Our recent \$35 million upgrade to the Material Recovery Facility (MRF) in Galt is a testament to our commitment to staying at the forefront of the industry. The upgrade included advanced sorting technology (using Artificial Intelligence) and increased capacity, which positions us and our jurisdictions to meet future challenges and continue providing high-quality services for years to come. Today, Cal-Waste provides excellent customer service and collection operations, as well as operating the state-of-the-art MRF that has the ability to divert more than 76% of recyclables from the landfill and market clean materials with minimal contamination.

Business Structure

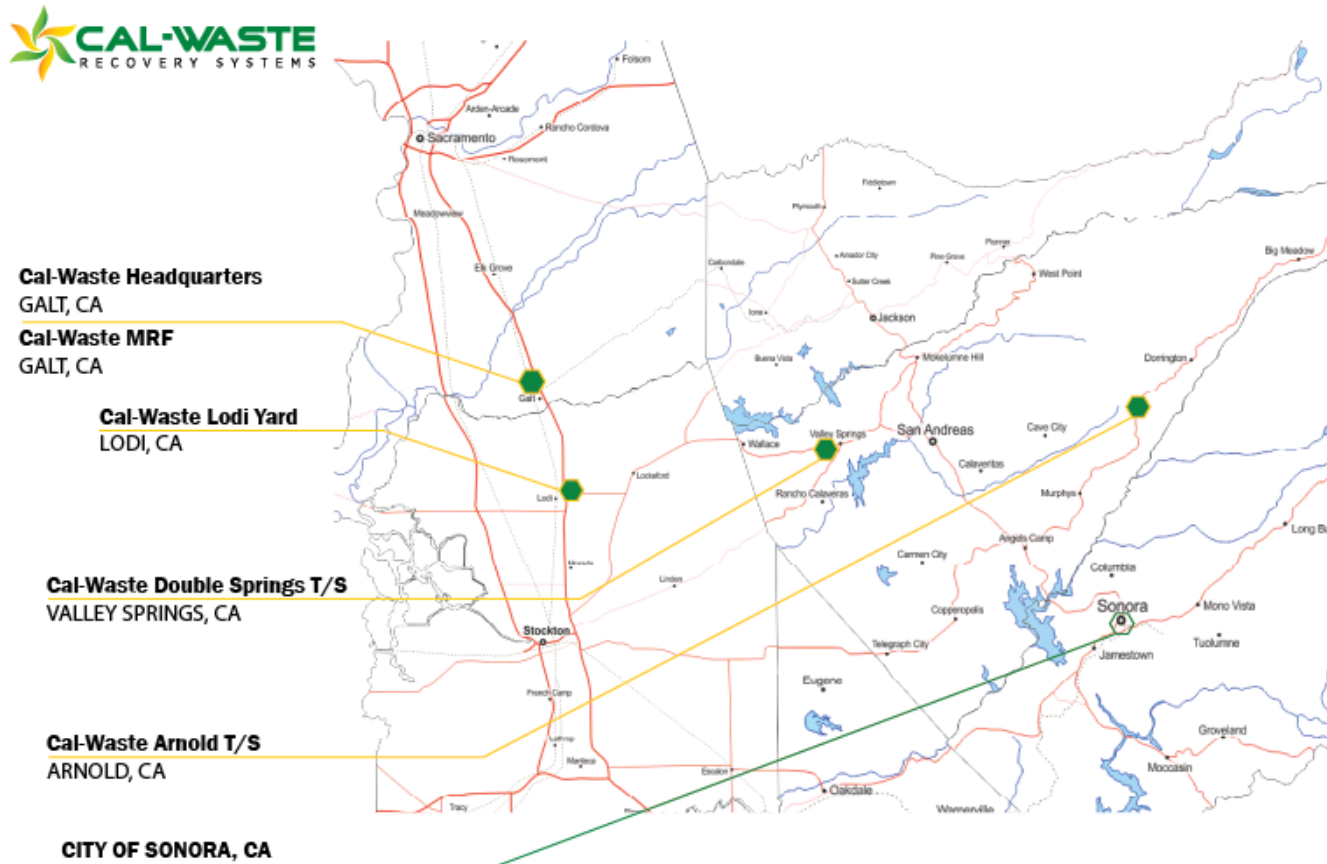


award of this Contract, Cal-Waste Recovery Systems, LLC. will be the legal entity that will provide a corporate guarantee and sign the final Franchise Agreement. Cal-Waste's owners (holding more than 10% equity) are the Vaccarezza Family Trust, Casey Vaccarezza, and Rudolph Vaccarezza. Cal-Waste's Officers are David Vaccarezza (President), Rudolph Vaccarezza (Secretary), and Casey Vaccarezza (Treasurer).

Although the company's beginnings date back to 1927, Cal-Waste was officially formed in 1997. Upon successful

Cal-Waste Facilities

- **Cal-Waste Headquarters:** 175 Enterprise Court, Suite A, Galt CA, 95632
- **Cal-Waste MRF:** 175 Enterprise Court, Galt CA, 95632
- **Cal-Waste Arnold:** 1149 Dunbar Road, Arnold, CA 95223
- **Cal-Waste Double Springs:** 3524 Double Springs Rd, Valley Springs, CA 95252
- **Cal-Waste Lodi Yard:** 1065 E. Turner Rd., Lodi, CA 95240



Collection Experience

Cal-Waste has decades of experience providing regular, weekly scheduled or on call curbside collection of solid waste, bulky items, recyclables and green waste or organics for residential, commercial, industrial, and municipal service, as well as processing services for numerous jurisdictions.

Our programs ensure that:

- ✓ Current & Future Public Health, Regulatory & Environmental Compliance is met
- ✓ Collection Routes are Optimized to Minimize Environmental Impact, Disruption, Noise & Traffic During Designated Operating Hours
- ✓ Quality Solid Waste Containers are Supplied, Designated, Clearly Labeled & Maintained to Accommodate Customer Needs & Inspected for Contamination
- ✓ Collected Trash, Recyclables, Green Waste/Organics & C&D are Hauled to Approved & Permitted Disposal or Diversion Facilities
- ✓ State of the Art & Industry Specific Technology is Utilized to Accurately Document & Track Activities for Compliance & Regular Reporting of Jurisdiction's Solid Waste Program Performance
- ✓ Landfill Diversion is Maximized via Comprehensive Programs, Strategies & Public Outreach Campaigns
- ✓ A Broad Range of Recyclable Material including Paper, Cardboard, Glass, #1-7 Plastic Containers, Aluminum &

Steel Cans are Accepted, Collected & Sold at Market Value for Revenue Sharing at the Permitted State of the Art Cal-Waste Material Recovery Facility

- ✓ Green Waste Materials Including Grass Clippings, Leaves, Branches & Tree Trimmings are Accepted, Regularly & Seasonally Collected & Handled According to Guidelines
- ✓ Collaborative Annual Reviews of the City & Cal-Waste's Performance
- ✓ All Necessary Permits, Licenses & Insurance are Maintained for the Operation of Collection, Hauling & Disposal/Processing Activities

Cal-Waste has a history of innovation and sustainability which has resulted in increased diversion, recovery and environmental benefits for our customers. We were an early adopter of automated collection using carts for residential customers. Transitioning customers from 5-gallon buckets and tubs was done using a variety of communication and outreach approaches to ensure all residents and customers were well aware of the new collection and diversion programs available using carts. Our proactive and effective public education and outreach program also informed the community on the benefits of participating in a more comprehensive recycling and organics diversion program. We take great pride in implementing effective recyclables collection and processing services well before State mandates made it a requirement.

To limit environmental impacts, we implement, operate, and properly educate customers via public outreach on the proper use

of split container collection programs using spilt-body vehicles. In Galt and Woodbridge, we collect refuse and organics weekly using split-body trucks to reduce vehicle trips through the community, by only passing the residence one time per week. Again, we used our experience in implementing a comprehensive and effective public education and outreach program to educate the communities on how to participate in the program and keep contamination to a minimum.

Customer Service Experience

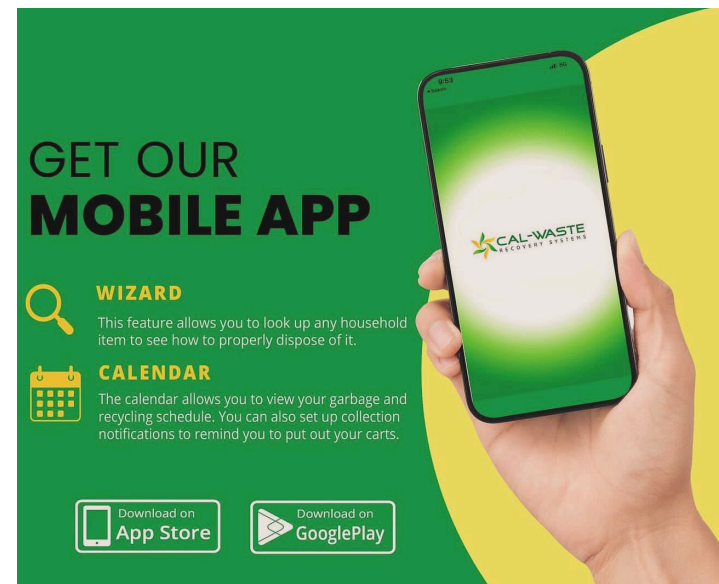
Our focus is all about the customer experience. We strive to provide clear and consistent messaging to deliver the desired and expected level of service. Regardless of whether the customer is a resident, commercial account, or industrial enterprise, our personnel convey a unified and friendly message. For this reason, whether on the street, at events, or in the community, all Cal-Waste staff is trained to be a customer service ambassador. This deliberate effort to align customer service with the customer experience is integral to our strategy aimed at enhancing service efficiency and ensuring customer satisfaction with our offerings. One of the ways we can be more transparent, and customer focused by:

- ✓ Providing proactive contract management.
- ✓ Managing the customer's account and experience.
- ✓ Initiating the appropriate action.
- ✓ Taking responsibility for customer service issues and offering one call resolution.
- ✓ Engaging the customer in a two-way conversation.

The team's collective goals are straightforward and integrated into all our interactions with service recipients:

- ✓ Improve customer experience.
- ✓ Streamline communication.
- ✓ Support operations.
- ✓ Increase and promote collection and diversion efficiencies.

To ensure we are meeting customer needs quickly, we monitor several performance indicators to ensure customer experience and satisfaction. We document and respond promptly to complaints and service issues and take immediate action to resolve the issue in less than 24 hours. We continually look for ways to improve



customer service, measure meaningful success, and to engage customers and our employees. Cal-Waste has been operating CSR Offices and Call Centers for decades providing excellent service to our customers at our locations. We operate our customer service

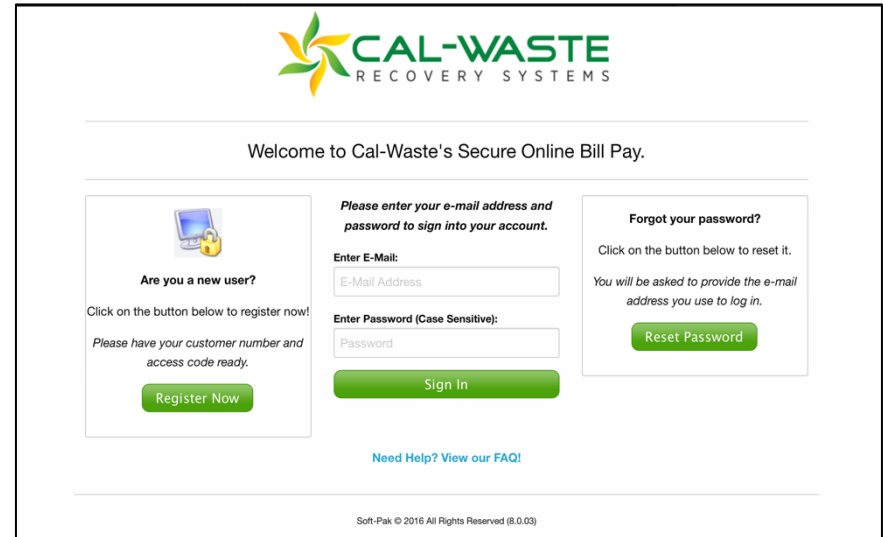
offices during regular business hours with toll-free phone numbers to handle inquiries, complaints and service requests. Our main office is in Galt and our other offices are in Arnold and Double Springs. Additional CSRs are staffed at our other locations to provide local knowledge and experience. We also provide user friendly mobile and online apps for customers to conveniently communicate with our employees, manage their accounts, schedule pickups and access educational materials.

Billing Experience

Cal-Waste has decades of experience providing billing services to more than 21,000 customers (residential and commercial). We offer billing terms monthly in advance and arrears as well as bi-monthly and quarterly.

All Single-Family customers in the City of Sonora will be on a consistent basis in advance of services provided. On-call and/or non-recurring services will be billed no more frequently than monthly and only for services provided during the previous billing period.

Cal-Waste will make every effort to enroll customers in electronic billing using paperless invoices; however, customers who decline paperless, will be mailed standard (paper) invoices. Bills can be paid by an electronic check or credit card and can be automatically charged on a recurring basis. Customers can also pay their bills by cash, check, electronic check, money order, and credit card. The Soft-Pak system allows for a seamless online billing platform and in an effort to reduce paper consumption, we will promote the use of electronic billing.

The image shows a web browser window displaying the Cal-Waste Recovery Systems login page. At the top is the company logo, which consists of a stylized green and yellow flower-like icon next to the text "CAL-WASTE RECOVERY SYSTEMS". Below the logo, a horizontal line separates it from the heading "Welcome to Cal-Waste's Secure Online Bill Pay." The main content area is divided into three sections. The left section, titled "Are you a new user?", includes an icon of a laptop with a lock, a prompt to click a button to register, and a "Register Now" button. The middle section, titled "Please enter your e-mail address and password to sign into your account.", contains input fields for "E-Mail Address" and "Password (Case Sensitive)", and a "Sign In" button. The right section, titled "Forgot your password?", includes a prompt to click a button to reset the password and a "Reset Password" button. At the bottom of the page, there is a link for "Need Help? View our FAQ!" and a small copyright notice: "Soft-Pak © 2016 All Rights Reserved (8.0.03)".

Billings and receipts will be kept for inspection and verification by the City Contract Manager for the entire term of the Franchise Agreement.

Collection Vehicles

Cal-Waste takes great pride in its fleet and employs teams of people to keep our vehicles safe, clean and ready to do the job at the highest standard. Dedicated and compartmentalized trucks are provided to ensure containment and not cross contamination. We propose to utilize renewable diesel-powered collection vehicles for our operations in the City of Sonora. Cal-Waste has great working relationships with a variety of vehicle manufacturers and vendors. We are working with specific vehicle manufacturers that can meet the procurement schedule.

ZEV & Fleet Readiness. Reducing impacts from Cal-Waste's vehicle emissions has been a cornerstone priority for our operations. For operations in the City of Sonora, we will operate collection vehicles that are fueled by renewable diesel which is an entirely renewable and sustainable drop-in fuel that delivers superior emissions benefits while meeting performance needs. Renewable diesel lowers maintenance costs and helps to reduce air quality impacts.

On-Board Monitoring System for Collection Vehicles. Our vehicle hoppers will be equipped with a video camera and monitoring system that is a part of our customer service and routing suite of software called Soft-Pak. Additional information on the Soft-Pak benefits and capabilities are discussed in the Customer Service section of this Proposal and are available on Soft-Pak's website at: <https://soft-pak.com/mobile-pak/>.

3rd Eye Camera System. In addition to the hopper camera and Soft-Pak onboard computer, we also utilize safety monitoring equipment from 3rd Eye, which allows for improved safety, productivity, and sustainability. With innovations that allow for driver education and development, positive service verification, route and facility contamination detection, and more, 3rd Eye provide automated solutions that previously required manual action, letting drivers focus on providing the best customer service in the safest manner.

Vehicle Maintenance / BIT Compliance

Our primary maintenance facilities are at Double Springs located at 3524 Double Springs Rd, Valley Springs, CA 95252 and Galt located at 175 Enterprise Court. Cal-Waste has an excellent track record in terms of keeping our fleet of more than 50 collection and transfer vehicles operating at full capacity and within manufacturers' specifications.

In addition, our main maintenance facility in Galt received a satisfactory rating from the California Highway Patrol during its BIT compliance inspection in September 2024 as documented in the cover page shown here.

STATE OF CALIFORNIA
DEPARTMENT OF CALIFORNIA HIGHWAY PATROL
SAFETY COMPLIANCE REPORT/
TERMINAL RECORD UPDATE
Page 1 of 6 pages

NEW TERMINAL INFORMATION
CA NUMBER 443473 FILE CODE NUMBER 351240 COUNTY CODE 34
TERMINAL TYPE CODE OTHER PROGRAMS LOCATION CODE 252 SUBAREA 81
CARRIER LEGAL NAME CALIFORNIA WASTE RECOVERY SYSTEMS TERMINAL NAME (IF DIFFERENT) TELEPHONE NUMBER (IN AREA CODE) (209) 369-6887
TERMINAL STREET ADDRESS (NUMBER, STREET, CITY, ZIP CODE) 175 ENTERPRISE COURT GALT CA 95632
MAILING ADDRESS (NUMBER, STREET, CITY, ZIP CODE) (IF DIFFERENT FROM ABOVE) INSPECTION LOCATION (NUMBER, STREET, CITY OR COUNTY)

HAZ. LIC. NO. HAUT REG. NO. HBS LIC. NO. LICENSE, FLEET AND TERMINAL INFORMATION
TRUCKS AND TYPES 49 D S TRAILERS AND TYPES 9 S PASSENGERS BY TYPE Mod LIMO 35 BIT FLEET SIZE
EXP. DATE EXP. DATE EXP. DATE REG. CT REG. VEH. REG. COM. PRECAST Yes No N/A Towed 9
TERMINALS IDENTIFIED IN SECTION 30100 CVC FILE CODE NUMBERS OF TERMINALS INCLUDED IN INSPECTION AS A RESULT OF SECTION 30100 CVC
Yes No

EMERGENCY CONTACT (NAME) KEN KIMMEL DAY TELEPHONE NO. (IN AREA CODE) (209) 369-6887 NIGHT TELEPHONE NO. (IN AREA CODE)
GINA CARLETON DAY TELEPHONE NO. (IN AREA CODE) (209) 426-9193 NIGHT TELEPHONE NO. (IN AREA CODE)

ESTIMATED CALIFORNIA MILEAGE FOR THIS TERMINAL FOR LAST YEAR (2023)
A UNDER 10,000 B 10,001 - 50,000 C 50,001 - 100,000 D 100,001 - 500,000 E 500,001 - 1,000,000 F 1,000,001 - 2,000,000 G 2,000,001 - 5,000,000 H 5,000,001 - 10,000,000 I MORE THAN 10,000,000

OPERATING AUTHORITIES OR PERMITS
PUC Yes No TCP Yes No PSC Yes No MC Yes No
USDOT 2723143

INSPECTION FINDINGS
REQUIREMENTS VIOL. MAINTENANCE PROGRAM DRIVER RECORDS REG. EQUIPMENT HAZARDOUS MATERIALS TERMINAL
1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 23 24 25 26 27 28 29 30 31 32 33 34 35 36 37 38 39 40 41 42 43 44 45 46 47 48 49 50 51 52 53 54 55 56 57 58 59 60 61 62 63 64 65 66 67 68 69 70 71 72 73 74 75 76 77 78 79 80 81 82 83 84 85 86 87 88 89 90 91 92 93 94 95 96 97 98 99 100
HAZARDOUS MATERIALS No Time 18 Time 2.0 No Time 2.0
No HMT Transported No HMT violations noted No Time Vehicles PLACED OUT/OF SERVICE 2.0
REMARKS

INSPECTION TYPE NON-BIT CPIS CHP 345 CHP 1000 COL INSPECTION DATES 9/4/2024 TIME IN TIME OUT
INSPECTED BY NAME BRANDI LUCAS G NUMBER A12723 SUSPENSE DATE Auto None
MOTOR CARRIER CERTIFICATION
I hereby certify that all violations described herein and recorded on the attached pages (2 through 6) will be corrected in accordance with applicable provisions of the California Vehicle Code and the California Code of Regulations. I understand that I may request a review of an unsatisfactory rating by contacting the Motor Carrier Safety Unit Supervisor at (916) 733-3350 within 5 business days of the rating.
CURRENT TERMINAL RATING SATISFACTORY
CARRIER REPRESENTATIVE'S PRINTED NAME KEN KIMMEL TITLE SHOP DIRECTOR DRIVER LICENSE NUMBER STATE

Safety Record

Our safety record reflects our commitment to protecting employees through the implementation of a proactive (not reactive) safety program. Our worker's compensation x-mod over the past 3 years is as follows:

- ✓ 2024: 0.68
- ✓ 2023: 0.83
- ✓ 2022: 0.68

To continue to achieve high levels of successful performance, Cal-Waste knows it is imperative to protect our most valuable resource – our employees. For this reason, Cal-Waste strives to eliminate any foreseeable hazard that may result in accident, injury, or illness; property damage or loss; or business interruption. Cal-Waste has developed and implements an Injury and Illness Prevention Program (IIPP) that serves as a guideline for all employees in the safe performance of their daily activities. The objectives of our IIPP include fully involving all employees, supervisors, and management to identify any exposure to workplace hazards, correct hazards in an appropriate and timely manner, and provide and receive effective training.

Safety Requirements for Employees

Cal-Waste employees are trained and oriented on our IIPP. Employees are also required to complete intensive training programs covering topics including, but not limited to, non-residential driver safe work practices, Personal Protective Equipment (PPE), hazard communication, seat belt requirements, confined space entry protocols, pre-trip/post trip inspections, and lockout/tag out requirements and procedures. Cal-Waste's

employee handbook is consistent with the U.S. Department of Transportation (DOT), Office of Drug and Alcohol Policy and Compliance, Drug and Alcohol Testing protocols. All commercial drivers are required to pass the DOT physical exam as a part of maintaining their commercial driver's license and undergo drug and alcohol testing. Drivers and other Safety-sensitive employees are subject to drug or alcohol testing in the following situations: Pre-employment, reasonable suspicion/cause, random, return-to-duty, follow-up, post-accident. Our approach to safety is a purposeful combination of driver training, excellent maintenance protocols, and technology deployment. Each plays a role in supporting our core value of safety.



Driver & Route Supervisor Training

Cal-Waste is dedicated to ensuring a safe and professional workforce where our drivers and route supervisors are the daily face of the operations, so that their conduct, abilities to complete collection services to the customer's expectations, and commitment to safety is the foundation of our service program. Training is a key component of this, especially as programs expand and reporting requirements change to ensure compliance with SB 1383. All drivers will be trained in the new technology and on the

requirements of SB 1383. Comprehensive driver and route supervisor training will occur annually where targeted training topics will be provided monthly, unless otherwise determined by Cal-Waste or the City.

Household Hazardous Waste (HHW) Management Protocols

The goal of our Household Hazardous Waste (HHW) Management Protocol is to prevent hazardous waste from entering the waste stream through our collection operations. Our HHW Management Protocols also provide guidance for safely managing prohibited wastes that were inadvertently collected on the route. In order to detect and deter hazardous waste, we have developed the following programs and training for drivers and operations personnel.

HHW Inspection Program & Training

All drivers are trained to identify hazardous waste and are reminded about the importance of our hazardous waste screening protocol during monthly safety meetings. We also educate customers about hazardous and unpermitted waste through our outreach materials and interactions with the community.

Response to Identification of HHW During Collection

If hazardous waste is found prior to collection, the container will not be collected, and a notice will be attached detailing the reason for the non-collection. Every occurrence will be documented, and the driver will provide proper hazardous waste handling and disposal procedures to the customer. In the event that any

hazardous waste is disposed in the waste stream, immediate and appropriate action will be taken to safely contain and remove it.

Spill Response Plan

If hazardous materials are spilled or a hazardous materials container is accidentally broken, the route supervisor will be notified immediately, and the collection crew will make every reasonable effort to safely contain the spill. After inspection by the route supervisor, the materials may be cleaned up by the collection crew, or in the case of a serious or dangerous hazardous waste spill, a specially trained and equipped hazardous waste contractor using State and Federally approved methods will be deployed. The route supervisor will maintain all necessary emergency response, notification, and response procedure records.



Fire Reporting & Response Plan

These guidelines are to be followed in the event a vehicle fire breaks out in the body of the collection vehicle. These types of fires can be caused during compaction where hazardous or combustible materials are inadvertently and unknowingly collected.

Driver's Responsibilities Include:

- ✓ Identify the origin of fire.
- ✓ Immediately call dispatch, then 911 for Fire Department Response.
- ✓ Continue sweeping the blade or using the packer if the fire is inside the truck body until you have found a safe place nearby to safely eject the load.
- ✓ Do not eject loads near schools or shopping centers, near businesses, on the freeway, or near trees or overhead wires.
- ✓ Keep radio clear for emergency communications.

Health & Safety Management Procedures

Cal-Waste's safety plan is predominately conducted through the continued implementation of an extensive health and safety program. All Cal-Waste drivers participate in monthly safety meetings, office personnel participate in quarterly safety meetings, and the management team is trained and certified in First Aid, CPR and AED.

Recyclables Revenue Share Experience

Cal-Waste provides recyclable revenue sharing to five local jurisdictions. Cal-Waste provides roughly 90% revenue share of the

values of all recyclables processed. It is estimated that Sonora will receive roughly a \$1.00-\$1.50 in reimbursement per resident served. Depending on whether subscription or mandatory service is selected the value to the city may be between \$20,000 to \$40,000 per year.

Low-Income Experience

In partnership with applicable jurisdictions, Cal-Waste has implemented low-income rate programs to meet residents' needs. For example, in the City of Angels' Customer Assistance Program (CAP), qualified residents are offered a low-income discount based on the PG&E California Alternate Rates for Energy (CARE) Program eligibility requirements.

Transition Experience

On multiple occasions, Cal-Waste has transitioned services from previous haulers. We have successfully taken over 6 of our Franchise Agreements from previous haulers with minimal disruption to customers. For our operations in City of Sonora, we are proposing to implement the same strategies we've successfully demonstrated to roll out new collection vehicles and containers as seamless as possible. By thoroughly preparing our transition plan, we can ensure minimal disruption to customers during the distribution of containers.

Cal-Waste will start distribution prior to the start of services. We will designate the City into sections that will be classified into distribution zones. We will complete the distribution of all 3 carts for all households within each sector within one week or earlier. All carts for each residence will be delivered on the same day and carts

will have a clear posting designating that they shall not be used until Cal-Waste commences collection services. This shall be done with both prior outreach as well as “on-the-cart” information (i.e. cart hangers or brochures left behind with the cart). Distribution schedules and maps detailing the distribution timeline will be provided to the City in advance of delivery.

In order to ensure that customers receive the cart size that they want and to reduce multiple exchanges, Cal-Waste will mail out a postcard with the new service offerings, available sizes, and accompanying rates. Customers will have the ability to select the service level that they want and send it using prepaid postage, call our CSR Call Center number provided on the postcard, or use our website to fill out an electronic version of the postcard, and select their cart size. If we do not receive a timely response from customers, we will default to their current refuse service level and receive the standard cart size for recyclables and organics. Our overall strategy is to make it as convenient as possible for customers to transition between haulers and collection services.

Cal-Waste will have a multi-faceted outreach approach related to the new services and programs that are required and offered as well as notifying customers of the change in new service provider and programs. This will include direct mailing campaigns informing households of any changes and timelines, community workshops hosted by Cal-Waste (in-person and virtual), social media campaigns both on our platforms and paid advertisements targeting City of Sonora residents within the service area, as well as radio ads. On top of these strategies for transition outreach we will provide a “Customer Welcome Packet” that will include everything

the customer needs to know including acceptable material lists, customer’s service calendar, Cal-Waste’s contact information and options to sign up service with the accompanying rates if they have not done so already.

Cal-Waste has practical experience in all elements of outreach related to transitioning customers to new services and has a dedicated staff that is ready to assist customers and their variable needs and situations. Our online resources will help customers during the transition because all outreach and new service information will be available as downloadable PDFs. Acceptable material lists, best practices for at home composting and other SB 1383-related compliance tips, as well as a robust YouTube channel related to tips and tricks for sorting waste at home will be available on our website. Cal-Waste will work with the City to ensure our messaging is complimentary to the City’s current programs and we will collaborate with the City on the overall outreach plan and transition strategy.

Cal-Waste will open a local office to ensure an efficient transition of services. To assist in a smooth transition, Cal-Waste will request the existing customer database from the current hauler in electronic format and in collaboration with the City and the current hauler, we will start the database conversion to the Soft-Pak customer service software format. Once the database has been converted, we will do a thorough review and verify for accuracy by following routes and conducting frequent audits to update the database to ensure the most accurate and up-to-date customer information is in our system and utilized to optimize routes.

Related to the fleet aspect of the transition, we have commitments from vehicle manufacturers to ensure that purchase orders will be filled in a timeframe that ensures our collection vehicles for City of Sonora will be fully operational before the commencement of services. In addition to ordering new vehicles, we have an existing fleet that can provide the same services proposed for City of Sonora.

In addition to providing transition services in the City of Galt, we also conducted a successful transition from the previous hauler in Calaveras County. Some of the contract details are:

- ✓ Transitioned the entire County from Waste Connections to Cal-Waste in 2013.
- ✓ New 3 cart collection program was implemented and included distribution through the lower portion of Calaveras County, while a 2-cart system was provided in the portion of the County where snow falls.
- ✓ Over the two-week container distribution period, we removed old containers and distributed new carts to roughly 7,500 residential customers.
- ✓ We used direct mail and called residents via phone to notify them of the change and distribution of new carts. We also provided outreach electronically and with the new carts.
- ✓ Well before the commencement of services, we collaborated with the previous hauler to migrate all customer information and billing to our database.

Transfer Station Experience

Over the years Cal-Waste has developed a multitude of solid waste transfer stations in California requiring our team to develop expertise in:

- Design
- Build
- Permitting
- Environmental Impacts
- Traffic Studies
- Operation

Community Engagement

Cal-Waste is deeply involved in the community. The company has been a member of the Lodi Chamber of Commerce since the 1950s, reflecting its longstanding commitment to supporting local businesses and community events. Cal-Waste is also a sponsor of numerous events and charities in the region and our community involvement extends to educational outreach as well. As Cal-Waste continues to grow and evolve, our core mission remains unchanged: to **"Give More Than We Take."** This guiding principle shapes every aspect of the company's operations, from waste collection and recycling to community engagement and charitable activities. Cal-Waste has established itself as an integral part of the communities it serves, exemplifying sustainable business practices through its consistent commitment to both community engagement and environmental responsibility.

Community involvement is essential to Cal-Waste. By supporting and engaging with the local community, we can closely connect

with stakeholders. This relationship allows us to truly listen and understand the needs of the community, empowering us to elevate our operations and make a meaningful impact in the lives of those we serve. Together, we can create a brighter future for everyone. Cal-Waste sponsors and engages in many types of regional events and looks forward to participating in the City of Sonora community!



B. References

Refer to the Reference Table below for contact information for our references that can be contacted to rate our performance.

| Cal-Waste Jurisdictional References | | | | |
|--|--|---|---|--|
| Jurisdiction | Services Provided by Cal-Waste | Customer Information | Operational Data | Transition Highlights |
| City of Galt | Collection & processing of MSW, recyclables, & organics Materials processed at Cal-Waste MRF/Transfer Station in Galt | 8,770 residential & 280 commercial accounts | 7 drivers / 8 staff / collection of 20,079 tons per year | Cal-Waste acquired contract in 1988 and rolled out the 3-cart system in 1993 (one of the first in CA & 2 years before AB939 threshold mandates). |
| Contact: Robin Nelson, Administrative Analyst | | Phone: 209.366.7288 & Email: RNelson@cityofgalt.org | | |
| City of Isleton | Collection & processing of MSW, recyclables, & organics; Low-population SB 1383 waiver Materials processed at Cal-Waste MRF/Transfer Station in Galt | 272 residential & 29 commercial accounts | 2 drivers / 8 staff / collection of 851 tons per year | The existing contract with Waste Management was expiring and Cal-Waste took over services in roughly 6 months with great success. |
| Contact: Yvonne Zepeda, Deputy City Clerk | | Phone: 916.777.7770; Email: Yvonne.Zepeda@cityofisleton.com | | |
| Calaveras County | Collection & processing of MSW, recyclables, & organics; Low-population SB 1383 waiver Materials are transferred from our 2 Transfer Stations in Calaveras County to our MRF in Galt for processing | 7,485 residential & 779 commercial accounts | 10 drivers / 6 staff / collection of 17,815 tons per year | Acquired Waste Connections Calaveras contract in 2013. Rolled out 3 cart service to County residents at lower elevation and 2 cart service above 3,000 feet. |
| Contact: Jennifer Casci, Director Integrated Waste Management | | Phone: 209.754.6055; Email: JCasci@calaverascounty.gov | | |
| City of Angels | Collection & processing of MSW, recyclables, & organics; Low-population SB 1383 waiver Materials processed at Cal-Waste MRF/Transfer Station in Galt | 1,179 residential & 158 commercial accounts | 2 drivers / 6 staff / collection of 3,472 tons per year | Acquired Waste Connections Angels Camp contract in 2013. Rolled out 3 cart service to City residents. |
| Contact: Rose Beristianos, Administrative Services Officer/ City Clerk | | Phone: 209.736.2181; Email: RoseBeristianos@angelscamp.gov | | |
| Rancho Murieta Community Services District | Collection & processing of MSW, recyclables, & organics Materials processed at Cal-Waste MRF/Transfer Station in Galt | 2,642 residential | 5 drivers / 8 staff / collection of 4,113 tons per year | Acquired from Sac County in 2005, replaced an antiquated cart system with 3 cart system. |
| Contact: Tim Maybee, Director | | Phone: 916.354.3700; Email: TMaybee@rmcsd.com | | |
| | | | | |

| Cal-Waste Jurisdictional References | | | | |
|---|---|---|---|---|
| Jurisdiction | Services Provided by Cal-Waste | Customer Information | Operational Data | Transition Highlights |
| Alpine County | Collection & processing of MSW, recyclables, & organics Materials are transferred from our 2 Transfer Stations in Calaveras County to our MRF in Galt for processing | 98 residential & 21 commercial accounts | 2 drivers / 6 staff / collection of 471 tons per year | Acquired Waste Connections Alpine County Franchise in 2013. Rolled out refuse and recycling services to residents and businesses on the western slope of Alpine County. |
| Contact: Samuel Booth, Director Alpine County Community Development | | Phone: 530.694.2140; Email: SBooth@alpinecountyca.gov | | |
| Woodbridge Sanitary District | Collection & processing of MSW, recyclables, & organics Materials processed at Cal-Waste MRF/Transfer Station in Galt | 1,346 residential & 25 commercial accounts | 5 drivers / 8 staff / collection of 2,659 tons per year | Cal-Waste has been providing excellent services to this community for nearly 40 years! |
| Contact: Irlanda Mora, Board Secretary/ Office Manager | | Phone: 209.368.0900; Email: IMora@woodbridgesd.com | | |

Budget & Schedule Performance: In all the jurisdictions referenced above, Cal-Waste has not received any liquidated damages for non-performance during a transition. All jurisdictional reporting and compliance have been performed in ways that have satisfied all Franchise Agreement schedules. Rate changes have been completed and approved by jurisdictions in accordance with changes in scope of services.

Subcontractors: Cal-Waste does not utilize subcontractors to provide collection services in the jurisdictions above.

C. Primary Reference

Primary Reference: The City of Galt

Cal-Waste has been providing residential collection and processing services to roughly 8,000 customers in the City of Galt for almost 40 years! As of July 2025, Galt's population was more than 25,000 residents. Current services provided to the residents of Galt are the following:

- ✓ 3 cart residential automated collection service
- ✓ Food waste commingled with yard waste collected weekly
- ✓ Commercial collection offers source separated food waste processing
- ✓ 1 free bulky collection at the curb (includes e-waste) per year
- ✓ 1 free handy hauler (3.5 cubic yard “mini” debris box) per residential customer for disposal of unwanted items
- ✓ “What Goes Where?” search tool to help customers determine what material goes in what container
- ✓ Use of Recycle Coach application in coordination with the City to track compliance with SB 1383

Equipment utilized in the City of Galt includes split-body collection vehicles that service carts, reducing vehicle trips on roadways. The technology we deploy in all our jurisdictions is Soft-Pak, which includes

Our transition in the City of Galt included a comprehensive roll-out of services that were compliant with SB 1383 due to our foresight and collaboration with the City. Carts were purchased well in advanced in order to comply with SB 1383.

Mobile-Pak, and integrates seamlessly into our customer database and dispatch operations. Vehicles are also equipped with GPS, 3rd Eye system, cameras, and additional safety features.

Cost Proposal

Submitted as a separate PDF pursuant to the RFP.

Value Added Services

Value Added Services Overview

All our additional value-added services are being provided in the spirit of benefiting and beautifying the City of Sonora. We are committed to providing the most valuable and convenient services to customers in Sonora. We believe the required recyclables revenue sharing will engrain sustainable recycling habits and create long term value to offset future program expenses or fund alternative City sustainability initiatives; these additional services will greatly reduce litter and illegal dumping as each one of these services provide an added mechanism to dispose of waste at no additional cost to the City.

Recycling & Organics Education in Schools

Approach: Each year, Cal-Waste connects with more than 83,000 students at over 150 school sites sharing the practical application and values of recycling, landfill diversion, and sustainability.

Experience: Our Recycle Ambassadors engage students and teachers through classroom experience, school assemblies, virtual learning, community events and MRF tours. We also focus on training janitorial and cafeteria staff regarding SB 1383, food waste recycling and recovery, and have helped students at school and at home to separate food from trash, thereby diverting a large amount of food scraps from landfills.

Deliverables: Details of our school education and outreach activities will be described in our Annual Report to the City.

Sustainability: Educating the youth about landfill diversion, recycling and organics programs, and sustainability creates positive behavior change and improves the health, safety, and environment of the community.

Value: Estimated \$50,000 per year benefit

Residential Large Item & Handy-Hauler Curbside Collections

Approach: Cal-Waste will provide one (1) additional large item curbside collection and one (1) Handy Hauler collection for all customers in the City of Sonora, for a total of two (2) additional curbside collections provided per year per household. Customers call in to schedule their curbside collection service and will be informed of our next available day and time for collection. We track curbside Large Item and Handy-Hauler collection events in our database to ensure customers are eligible for two (2) per year.

Experience: We currently provide other franchised customers multiple on-call bulky curbside collection services each year. We use a combination of rear-loader collection vehicles and flatbed trucks to collect and separate materials for recovery.

Deliverables: Cal-Waste will provide the City metrics on the utilization of the additional bulky item collections in our Annual Report to the City. Increased recovery and diversion are expected with the additional, free curbside services.

Sustainability: By providing an additional, convenient, and on-call curbside collection service, we are encouraging and helping residents to responsibly manage their unwanted waste, reducing illegal dumping in the community, while also ensuring materials are diverted from local landfills.

Value: *Customers will receive approximately 2.5 cubic yards more per customer per year than the current offering.*

Additional Volume of Recycling Cart

Approach: Cal-Waste will use 95-gallon carts for all recycling services in order to provide all customers with a larger volume of service.

Value: *Customers will receive approximately 30 gallons more per service than the current offering.*

Supporting Those in Need

In an effort to safeguard individuals who may be low-income, Cal-Waste is pleased to offer a **discount rate to low-income residents utilizing cart service**. This discount will be applicable to the initial service level for refuse, recycling, and organics and eligibility will be determined by the City.

Value: *\$10,000 - \$15,000 in discounts per year for low-income residents.*

Transfer Facility Development

Cal-Waste is open and interested in the potential development and operation of a Transfer Facility on a City-owned site. If selected, Cal-Waste will commit to the following scope of services:

- Site Assessment and Proposal
- Facility Development
- Operation
- Lease Agreement
- Reporting
- Community Considerations



<https://www.cal-waste.com/>