

| The Proposer's Experience and Past Performance 15 Pts. Max. | Missie Barletto | Sam Metott | Duane D'Andrea | Criterion Score | The Proposer's Experience and Past Performance 15 Pts. Max. Scoring Discussions |
|--|-----------------|------------|----------------|-----------------|---|
| Coastal Waste & Recycling of Florida, Inc. | 10.0 | 11.0 | 13.0 | 34.0 | Established in 2002. Became coastal in 2019, four references, one was good and one was okay. A couple were for only recycling. Transition of new provider in past 8 months, individually good experience but as a team only 2 or 3 years. Listed at 435 trucks and 11 facilities; timeframe establishment; noted prior complaints |
| Waste Management | 15.0 | 14.0 | 12.0 | 41.0 | Started in 1964, purposes of 124, 21 trucks, prior complaints; Headquarters in Boca; Operations route is in Boynton; A lot of South Florida Experience; Good individuals assigned to project; provided no references; |

| The Proposer's Plan for Providing Service to the City 20 Pts. Max. | Missie Barletto | Sam Metott | Duane D'Andrea | Criterion Score | The Proposer's Plan for Providing Service to the City 20 Pts. Max. Scoring Discussions |
|---|-----------------|------------|----------------|-----------------|---|
| Coastal Waste & Recycling of Florida, Inc. | 15.0 | 17.0 | 18.0 | 50.0 | Strengths include transitional plan; keeping of the same daily schedule; recruitment of staff; inclusion of timeline spell out how they go through that; management background; inclusion of customer Very small section on how they are going to provide services to the City (maintain existing routes and schedules); Operating from Pompano Beach facility which is a drive from DB; Very good transition plan; excellent safety program; no subcontractors |
| Waste Management | 18.0 | 20.0 | 17.0 | 55.0 | 33 total employees dedicated to DB; 35 trained in DB routes, issues, customer service call center which includes 96 people; 170 collection trucks; 5000 employees in FL; Number of trucks; decent discussion of recycling program; ADA services curbside for handicap; Very good discussion of services to be provided in DB and how that will work; included strengths noted of proposal; routing; familiarity of routes and traffic pattern; driver safety record; implementation of new contract; experience of executive team |

| The Proposer's Financial and Other Resources 15 Pts. Max. | Missie Barletto | Sam Metott | Duane D'Andrea | Criterion Score | The Proposer's Financial and Other Resources 15 Pts. Max. Scoring Discussions |
|--|-----------------|------------|----------------|-----------------|---|
| Coastal Waste & Recycling of Florida, Inc. | 13.0 | 13.0 | 12.0 | 38.0 | Utilizing onboard tablets real time customer service calls; drive cams; Truck software for routing; Fewer missed pickups; Proposed customer service rep specifically for Delray beach; offer both Spanish and creole customer calls; Total of 750 employees; 50 employees would be dedicated to the City; Credit appear to be adequate; Substantial revenue and assets; backing of investment firms |
| Waste Management | 15.0 | 15.0 | 13.0 | 43.0 | Substantial revenue and assets available to them; Onboard computing system; tablets for real time customer service; drive cams outside and inside the truck connected to safety officer; e-route makes sure they don't miss pickups; 29.4 billion assets; No truck older than 3 years on road in Delray beach; no litigation; no bankruptcies; |

| The Proposer's Green Initiatives for the City 5 Pts. Max. | Missie Barletto | Sam Metott | Duane D'Andrea | Criterion Score | The Proposer's Green Initiatives for the City 5 Pts. Max. Scoring Discussions |
|--|-----------------|------------|----------------|-----------------|--|
| Coastal Waste & Recycling of Florida, Inc. | 2.0 | 4.0 | 2.0 | 8.0 | Biodiesel compared to petrol diesel trucks; first electric truck in service; drop off events for electronics; Looking for more detail; The only real nod to sustainability for DB is the truck; One year out from when they were to be selected |
| Waste Management | 5.0 | 3.0 | 2.0 | 10.0 | The entire fleet proposed operates on compressed natural gas; quieter truck for early morning pick ups; significant reduction of emissions; Every truck will be CNG truck; received awards for environmental activities; Trucks are leak proof so no liquid waste; Good discussion of recycling facilities; repeat offender for contaminating recycles there is a charge to the customer; utilize route optimization; ground water protection program; looking for more detail; Use of the CNG vehicles; additional recycling education initiatives; maintenance and services for bid belly trash cans |

| The Cost of the Proposer's Services 45 Pts. Max. | City Formula | City Formula | City Formula | Criterion Score | The Cost of the Proposer's Services 45 Pts. Max. Scoring Discussions |
|---|--------------|--------------|--------------|-----------------|--|
| Coastal Waste & Recycling of Florida, Inc. | 37.0 | 37.0 | 37.0 | 111.0 | |
| Waste Management | 45.0 | 45.0 | 45.0 | 135.0 | |

| Firm | Score |
|--|-------|
| Coastal Waste & Recycling of Florida, Inc. | 241.0 |
| Waste Management | 284.0 |

6.5 PRICE OFFERS AND EVALUATION

After the evaluation of the technical aspects of the Proposal, the City will evaluate the prices offered by the Proposers. The City will use the prices submitted by each Proposer to estimate the total cost of the Proposer's services for residential customers and commercial customers. The Proposer that submits the lowest total price for residential and commercial collection services will be awarded the maximum number of points (45). Other Proposers will receive points on a pro rata basis.

Maximum Possible Cost Points* (lowest proposed fee/proposed fee)

| | | | |
|----|------------------|--------|-----------------|
| 37 | Coastal | Total: | \$18,676,601.06 |
| 45 | Waste Management | Total: | \$15,366,120.04 |

| Total Residential and Commercial Annual Estimated Cost Comparison | | |
|---|----|---------------|
| WMI | \$ | 15,550,614.79 |
| Coastal | \$ | 18,829,965.26 |
| Annual Difference | \$ | 3,279,350.47 |

COMMERCIAL

| Frontload Garbage | | | |
|-------------------|---------------|---------------------|----------------------|
| | Cubic YD Rate | EST Annual Cubic YD | Annual Dollar Amount |
| WMI | \$ 11.61 | 516482 | \$ 5,996,356.02 |
| Coastal | \$ 14.81 | 516482 | \$ 7,649,098.42 |

| VIP(=<8 cubic yard impactors) | | | |
|-------------------------------|---------------|---------------------|----------------------|
| | Cubic YD Rate | EST Annual Cubic YD | Annual Dollar Amount |
| WMI | 34.91 | 32735 | \$ 1,142,778.85 |
| Coastal | 20.24 | 32735 | \$ 662,556.40 |

| Compactor (Roll-Off) | | | |
|----------------------|---------------|------------------|----------------------|
| | Per Pull Rate | Annual EST pulls | Annual Dollar Amount |
| WMI | \$ 545.42 | 396 | \$ 215,986.32 |
| Coastal | \$ 357.50 | 396 | \$ 141,570.00 |

| Permanent Roll-Off Open-Top | | | |
|-----------------------------|---------------|------------------|----------------------|
| | Per Pull Rate | Annual EST pulls | Annual Dollar Amount |
| WMI | \$ 450.00 | 168 | \$ 75,600.00 |
| Coastal | \$ 357.50 | 168 | \$ 60,060.00 |

| Small Commercial Generator(96-Gallon Cart) | | | |
|--|-------------------|--------------|---------------|
| | Customer Serviced | Monthly Rate | Dollar Amount |
| WMI | 285 | \$ 58.85 | \$ 201,267.00 |
| Coastal | 285 | \$ 48.92 | \$ 167,306.40 |

| Commercial EST Total Dollar Amount | |
|------------------------------------|-----------------|
| WMI | \$ 7,631,988.19 |
| Coastal | \$ 8,680,591.22 |
| Difference | \$ 1,048,603.03 |

Residential

| Curbside | | | | |
|----------|--------------|----------------|---------------|-----------------|
| | Monthly Rate | Dwelling Units | Monthly Total | Annual Total |
| WMI | \$ 20.99 | 16453 | \$ 345,348.47 | \$ 4,144,181.64 |
| Coastal | \$ 31.45 | 16453 | \$ 517,446.85 | \$ 6,209,362.20 |

| Multifamily | | | | |
|-------------|--------------|----------------|---------------|-----------------|
| | Monthly Rate | Dwelling Units | Monthly Total | Annual Total |
| WMI | \$ 15.73 | 19996 | \$ 314,537.08 | \$ 3,774,444.96 |
| Coastal | \$ 16.42 | 19996 | \$ 328,334.32 | \$ 3,940,011.84 |

Annual Total Residential Cost Comparison (Curbside &M/F)

| | |
|------------|------------------|
| WMI | \$ 7,918,626.60 |
| Coastal | \$ 10,149,374.04 |
| Difference | \$ 2,230,747.44 |

Points allotment:

| | |
|---------|----|
| WMI | 45 |
| Coastal | 37 |