

**Bid Tabulation Packet
for
Solicitation RFP No. 2022-046**

Solid Waste and Recycling Collection Services

Bid Designation: Public



City of Delray Beach

Coastal Waste & Recycling of Florida, Inc.

Bid Contact **Eileen Damaso**
edamaso@coastalwasteinc.com
Ph 954-947-4000

Address **2481 NW 2nd Ave.**
Boca Raton, FL 33341

Item #	Line Item	Notes	Unit Price	Qty/Unit	Attch. Docs
RFP No. 2022-046--01-01	Table 1: Rates for Residential Curbside Collection Service with Garbage Carts or Plastic Bags: Garbage	Supplier Product Code:	First Offer - \$13.75	1 / month	\$13.75 Y Y
RFP No. 2022-046--01-02	Table 1: Rates for Residential Curbside Collection Service with Garbage Carts or Plastic Bags: Yard Waste	Supplier Product Code:	First Offer - \$5.95	1 / month	\$5.95 Y
RFP No. 2022-046--01-03	Table 1: Rates for Residential Curbside Collection Service with Garbage Carts or Plastic Bags: Source Separated Recyclable Material	Supplier Product Code:	First Offer - \$5.75	1 / month	\$5.75 Y
RFP No. 2022-046--01-04	Table 1: Rates for Residential Curbside Collection Service with Garbage Carts or Plastic Bags: Bulky Waste	Supplier Product Code:	First Offer - \$4.50	1 / month	\$4.50 Y
RFP No. 2022-046--01-05	Table 1: Rates for Residential Curbside Collection Service with Garbage Carts or Plastic Bags: Monthly Cost per Dwelling Unit for Contractorâ€™s Services	Supplier Product Code:	First Offer - \$29.95	1 / month	\$29.95 Y
RFP No. 2022-046--01-06	Table 1: Rates for Residential Curbside Collection Service with Garbage Carts or Plastic Bags: Franchise Fee	Supplier Product Code:	First Offer - \$1.50	1 / month	\$1.50 Y
RFP No. 2022-046--01-07	Table 1: Rates for Residential Curbside Collection Service with Garbage Carts or Plastic Bags: Total Monthly Cost per Dwelling Unit	Supplier Product Code:	First Offer - \$31.45	1 / month	\$31.45 Y
				Lot Total	\$92.85
Item #	Line Item	Notes	Unit Price	Qty/Unit	Attch. Docs

RFP No. 2022-046--02-01	Table 2: Rates for Multi-Family Dwellings with Mechanical Containers: Garbage	Supplier Product Code:	First Offer - \$11.66	1 / month	\$11.66	Y
RFP No. 2022-046--02-02	Table 2: Rates for Multi-Family Dwellings with Mechanical Containers: Source Separated Recyclable Material	Supplier Product Code:	First Offer - \$2.73	1 / month	\$2.73	Y
RFP No. 2022-046--02-03	Table 2: Rates for Multi-Family Dwellings with Mechanical Containers: Bulky Waste	Supplier Product Code:	First Offer - \$1.25	1 / month	\$1.25	Y
RFP No. 2022-046--02-04	Table 2: Rates for Multi-Family Dwellings with Mechanical Containers: Monthly Cost per Dwelling Unit for Contractorâ€™s Services	Supplier Product Code:	First Offer - \$15.64	1 / month	\$15.64	Y
RFP No. 2022-046--02-05	Table 2: Rates for Multi-Family Dwellings with Mechanical Containers: Franchise Fee	Supplier Product Code:	First Offer - \$0.78	1 / month	\$0.78	Y
RFP No. 2022-046--02-06	Table 2: Rates for Multi-Family Dwellings with Mechanical Containers: Total Monthly Cost per Dwelling Unit	Supplier Product Code:	First Offer - \$16.42	1 / month	\$16.42	Y
Lot Total					\$48.48	
Item #	Line Item	Notes	Unit Price	Qty/Unit	Attch.	Docs
RFP No. 2022-046--03-01	Table 3: Rates for Commercial Collection Services: Rate for Collection of Commercial Waste with Mechanical Containers	Supplier Product Code:	First Offer - \$12.00	1 / cubic yard	\$12.00	Y
RFP No. 2022-046--03-02	Table 3: Rates for Commercial Collection Services: Rate for Collection of Commercial Waste with Mechanical Containers	Supplier Product Code:	First Offer - \$2.81	1 / each	\$2.81	Y
RFP No. 2022-046--03-03	Table 3: Rates for Commercial Collection Services: Rate for Collection of Commercial Waste with Mechanical Containers	Supplier Product Code:	First Offer - \$14.81	1 / cubic yard	\$14.81	Y
RFP No. 2022-046--03-04	Table 3: Rates for Commercial Collection	Supplier Product Code:	First Offer - \$14.62	1 / cubic yard	\$14.62	Y

Services: Rate for Collection **Code:**
of Commercial Waste in
Compactors (8 cubic yards
or less)

RFP No. 2022-046--03-05	Table 3: Rates for Commercial Collection Services: Rate for Collection of Commercial Waste in Compactors (8 cubic yards or less)	Supplier Product Code:	First Offer - \$5.62	1 / each	\$5.62	Y
RFP No. 2022-046--03-06	Table 3: Rates for Commercial Collection Services: Rate for Collection of Commercial Waste in Compactors (8 cubic yards or less)	Supplier Product Code:	First Offer - \$20.24	1 / cubic yard	\$20.24	Y
RFP No. 2022-046--03-07	Table 3: Rates for Commercial Collection Services: Rate for Collection of Commercial Waste in Compactors (greater than 8 cubic yard	Supplier Product Code:	First Offer - \$357.50	1 / each	\$357.50	Y
RFP No. 2022-046--03-08	Table 3: Rates for Commercial Collection Services: Rate for Collection of Commercial Waste in Roll-Off Containers	Supplier Product Code:	First Offer - \$357.50	1 / each	\$357.50	Y
RFP No. 2022-046--03-09	Table 3: Rates for Commercial Collection Services: Rate for Collection of Recyclable Materials in Mechanical Containers	Supplier Product Code:	First Offer - \$8.00	1 / cubic yard	\$8.00	Y
RFP No. 2022-046--03-10	Table 3: Rates for Commercial Collection Services: Rate for Collection of Commercial Waste with 96 Gallon Garbage Cart	Supplier Product Code:	First Offer - \$48.92	1 / month	\$48.92	Y
RFP No. 2022-046--03-11	Table 3: Rates for Commercial Collection Services: Rate for Collection of Commercial Waste with 96 Gallon Garbage Cart	Supplier Product Code:	First Offer - \$6.08	1 / month	\$6.08	Y
RFP No. 2022-046--03-12	Table 3: Rates for Commercial Collection	Supplier Product Code:	First Offer - \$40.00	1 / month	\$40.00	Y

Services: Rate for Collection **Code:**
of Recyclable Materials
with 96 Gallon Recycling
Cart

					Lot Total	\$888.10	
Item #	Line Item	Notes	Unit Price	Qty/Unit	Attch. Docs		
RFP No. 2022-046--04-01	Table 4: Rates for Collection Services for the City: Rate for Clamshell Truck and Driver, five (5) days per week	Supplier Product Code:	First Offer - \$21,823.00	1 / month	\$21,823.00	Y	
RFP No. 2022-046--04-02	Table 4: Rates for Collection Services for the City: Rate for Collection of Recyclable Materials in a 40 gallon Recycling Container	Supplier Product Code:	First Offer - \$0.00	1 / month	\$0.00	Y	
RFP No. 2022-046--04-03	Table 4: Rates for Collection Services for the City: Rate for Collection of trash in a 40 gallon receptacle (7 times each week)	Supplier Product Code:	First Offer - \$0.00	1 / month	\$0.00	Y	
					Lot Total	\$21,823.00	
					Supplier Total	\$22,852.43	

Coastal Waste & Recycling of Florida, Inc.

Item: **Table 1: Rates for Residential Curbside Collection Service with Garbage Carts or Plastic Bags:Garbage**

Attachments

CWR-Delray Beach RFP 2022-046.pdf

**SECTION 12
SOLICITATION SUMMARY**

The City of Delray Beach
100 NW 1st Avenue
Delray Beach, FL 33444

PURCHASING DIVISION

SOLICITATION SUMMARY

IMPORTANT NOTICE

The information you provide on this page will be read aloud at the PUBLIC OPENING for this solicitation. It is VERY IMPORTANT that the summary information you provide below is exactly the same information contained in your Proposal. If subsequent to the opening of Proposals, the City determines that the information contained in the electronic version of your Proposal is different from the information on this solicitation Summary, the City reserves the right to deem your Proposal NON-RESPONSIVE, and remove your Proposal from further evaluation and consideration for contract award.

PROPOSAL INFORMATION

Proposal Number: RFP 2022-046


Title: Solid Waste and Recycling Collection Services
October 31, 2022

Due Date and Time: ~~XXXXXXXXXX~~
September 29, 2022, 2:00 P.M., ET

Name of Proposer: Coastal Waste & Recycling

Address: 2481 NW 2nd Ave., Boca Raton, FL 33431

Contact Person: Brendon Pantano, CEO

Authorized Signature: 

Date: October 28, 2022

By signing and submitting this solicitation Summary, the Proposer affirms that the information provided above is an exact and correct summary of the information contained in the electronic version of the Proposer's Proposal to the City of Delray Beach.

THIS SOLICITATION SUMMARY MUST BE SIGNED AND INCLUDED IN YOUR ELECTRONIC SUBMITTAL

Request for Proposal No. RFP 2022-046 Solid Waste and Recycling Collection Service



100 NW 1st Avenue
Delray Beach, FL 33444

October 31, 2022, 2:00 pm

Submitted by



Coastal Waste & Recycling of Florida, Inc.
2481 NW 2nd Avenue, Boca Raton, Florida 33431
954-947-4000 • www.coastalwasteinc.com
John Casagrande, jcasagrande@coastalwasteinc.com



Introduction



October 31, 2022

Honorable City of Delray Beach Mayor and City Commissioners
100 NW 1st Avenue
Delray Beach, FL 33444

Dear Honorable Mayor and City Commissioners:

Coastal Waste & Recycling of Florida, Inc. (Coastal) is pleased to submit this proposal to The City of Delray Beach for Solid Waste and Recycling Collection Services.

Coastal Waste & Recycling's corporate headquarters is in Boca Raton, Florida. Coastal provides solid waste and recycling services throughout Florida from our facilities located in Broward, Palm Beach, Martin, Miami Dade, Orange, Pinellas, Lee, and Bay Counties. We provide service under exclusive franchises to several municipalities that include automated and semi-automated solid waste and recycling cart collection, bulk, and yard waste collection, as well as roll off and commercial frontload collection.

We understand that The City of Delray Beach expects and demands a superior level of service. We are confident that our team can provide and exceed your expectations. The team at Coastal is focused on providing industry leading procedures with a commitment to complete customer satisfaction.

As the CEO of Coastal Waste & Recycling I am authorized to represent the company in any negotiations in addition to executing an agreement with the City.

Coastal Waste & Recycling is ready to offer The City of Delray Beach residents and business owners solid waste and recycling service they expect and deserve. We are fully committed to servicing The City of Delray Beach and look forward to partnering with the City, its residents, and its business owners.

Thank you for your consideration.

Sincerely,

A handwritten signature in blue ink, appearing to read "B Pantano", is written over a faint blue circular stamp.

Brendon Pantano
Chief Executive Officer
bpantano@coastalwasteinc.com



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Firm's Understanding and Approach to the City's Work



Overall Understanding

Coastal Waste & Recycling fully comprehends the purpose and objective of this solicitation.

The City of Delray Beach is looking to award a contract to the most qualified and competent solid waste and recycling company capable of supplying the required service offerings safely and efficiently at cost effective prices to the City, its residents and its businesses. The City is looking for that company to have the experience in servicing a city such as Delray Beach with its many different service requirements. Beginning with successfully servicing the commercial collection in the Downtown Entertainment District, to being able to consistently deliver all four residential curbside material collection service, and service all commercial and multi-family containers. The company that is awarded the RFP must be big enough to handle all of those service requirement and small enough to personalize those services to everyone. Coastal Waste & Recycling is that company.

Work Plan Methodology

Coastal will collect the garbage from the residential dwelling units who are serviced curb side, two ways. For the residential units using carts, Coastal will deploy automated side load trucks operated by one driver. For the curbside residential units using pails and/or bags, Coastal will use a rear load type truck operated by a driver and a driver helper.

Coastal will collect the recyclables from curbside residential dwelling units using four split body rear load trucks. Each truck will have a driver and driver helper. These four trucks will also be used to service the recycling at multi-family properties using roll out cart containers.

Collection of yard waste will be performed by two rear load type vehicles. Each truck will have a driver and a driver helper. The bulk will be collected by five clam shell type trucks. The clam shell vehicles will have one driver each. These clam shell trucks can also be used for yard waste separately. **These services will not be subcontracted and will be performed by Coastal employees.**

The service for the collection of garbage from multi-family residential dwellings and commercial customers using mechanical containers will be done with six front end load type trucks. Five of these trucks will have a driver and driver helper. Having two people on these trucks will help service the large number of roll out containers and can assist the truck maneuver tight spots. One front end load type truck with one driver will be assigned to the industrial area of the City that have the larger containers.

Due to the uniqueness of the Downtown Entertainment District and its non-stop generation of waste during Christmas and Thanksgiving, Coastal will service those commercial accounts on the holidays.

Transition Plan



Committed to Seamless Transitions

The organizational approach to a contract startup is critical for long term success of the contract. We understand the thought of transitioning from one provider to another can be taxing on the municipality and the residents. At Coastal we fully understand the need for a seamless transition.

Coastal Waste & Recycling has successfully transitioned three new contracts in the past 24 months. All three of these transitions were from the City of Delray Beach's current service provider to their new provider, Coastal Waste & Recycling. With great success, we have transitioned into servicing the Town of Davie, City of North Miami Beach and the City of Pompano Beach. With each of these awards, Coastal entered into an exchange agreement with Waste Management, allowing Coastal to begin switching out the mechanical containers before the start date. The agreement states that the current service provider will continue to service all the accounts while using a Coastal container, and this continues until the commencement date. At such time, Coastal trucks will empty any remaining containers belonging to the incumbent hauler. Coastal will facilitate all the exchanges, delivering a brand new Coastal container and removing the existing container at the same time. This process, which Coastal has perfected, guarantees a seamless exchange during transition for the Customers. It also guarantees that the Customers will be getting the correct size containers that they are paying for.

This exchange agreement also includes all Roll Off Type equipment. Coastal will coordinate with the current service provider daily on all service requests. Since most of these type services are on an on-call schedule, when the customer calls in for a pick up, Coastal will deliver an empty roll off as the incumbent removes its container.

Coastal will work with the incumbent to acquire all the commercial and multi-family mechanical container daily route sheets. Coastal will service these customers on the same schedule they have today. The information will be uploaded into our system and the route information will appear on the driver's tablet.

Coastal does not plan on changing any service days for residential collection. All of the service days will remain the same for each collection type: solid waste, recycling, bulk and yard waste.

Coastal has had great success with hiring many of the incumbent's drivers. In all three recently transitioned contracts, Coastal has been able to bring on no less than 60% of the existing drivers. Hiring these drivers and keeping them on the same routes truly lends itself to a seamless transition.

It is important to note that Coastal Waste & Recycling's Senior Vice President, John Casagrande, has extensive experience transitioning services for the City of Delray Beach. In 2015, while John was with Southern Waste Systems (SWS), the City awarded SWS the contract for Solid Waste and Recycling Collection Services



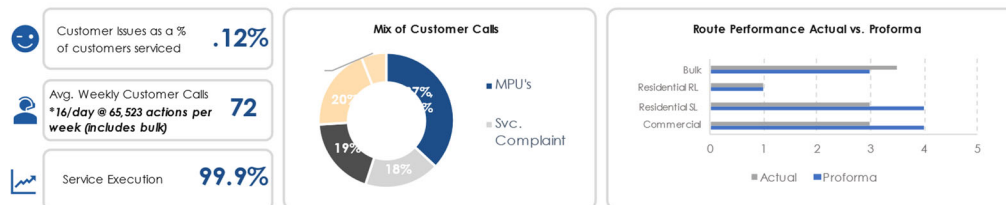
(RFP 2014-38). The contract transitioned without an issue. Prior to Southern Waste Systems, John was the Market Area Vice President for Waste Management in South Florida. From 2003-2008, John oversaw the collection operation for the City of Delray Beach.

All areas of the organization participate in the contract start up, including but not limited to the executive team, operations, customer service, marketing, and community affairs. The entire team is hands on from creating the timeline, to the kickoff on day one with the drivers. We utilized Monday.com, a project management system to track the ongoing status throughout the project, with the project lead manager, reporting to the entire team weekly, until project launch. It provides status reports to the entire team along with project completion updates. (See example provided.)

Municipal Contract Update



North Miami Beach



City of Pompano Beach



The screenshots above and on the following page show the weekly status reports that we have developed for some recent transitions. These reports track our progress during prelaunch (City of Pompano Beach) and continue during the actual startup and execution (North Miami Beach). These reports are shared weekly with both Coastal's transition teams and the municipalities. We would do the same with Delray Beach.

Examples of recent and current project include:

In June of 2021, the Coastal team started the Residential and Commercial Solid Waste Collection contract for the Town of Davie. Coastal provides the Town with *Residential Waste Collection to 24,728 homes* - curbside automated solid waste and recycling collection as well as a monthly bulk pickup with up to 15 yards per service. It also includes multi-family and commercial containerized collection for over 900 customers. The start up



included a rerouting for all service zones, complete cart change-out and a change in collection services provided. The project was tracked through to completion and the launch was on time with no issues.

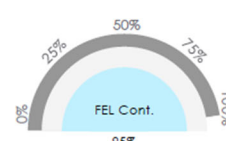
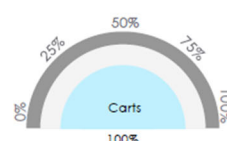
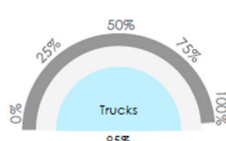
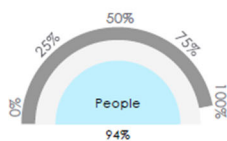
In June of 2022, Coastal Waste & Recycling commenced servicing the City of North Miami Beach. Coastal provides service to 8,400 homes. Service includes residential curbside automated solid waste, recycling, and bulk – along with all multi-family and all commercial accounts. The project was tracked through to completion and the launch was on time with no issues.

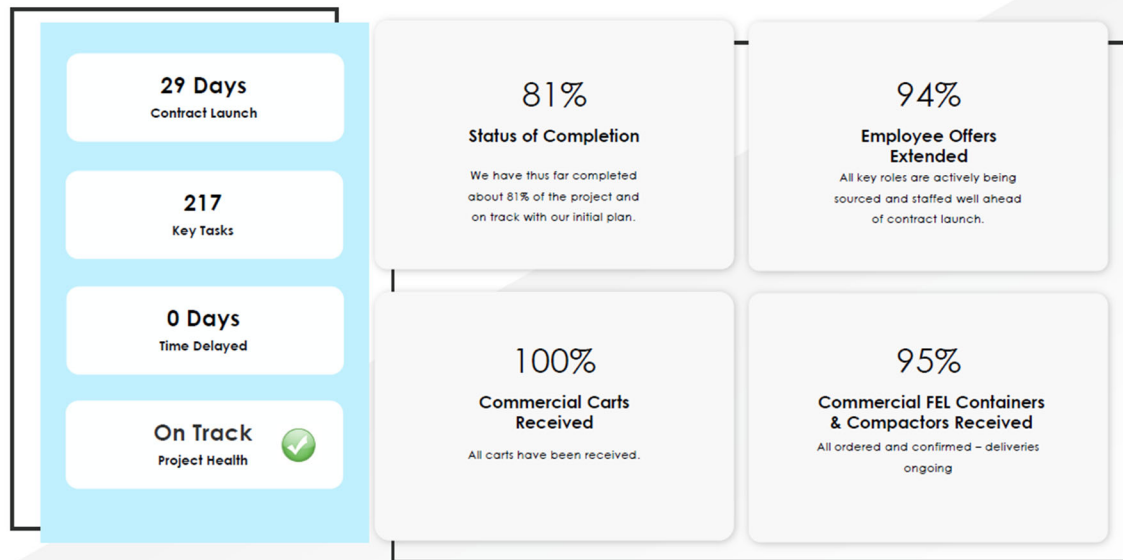
We began service in the City of Pompano Beach on October 1, 2022 – The report shown below is from 9/1/2022 – at that time we were over 80% complete with 29 days until launch. Coastal was 100% complete ahead of the launch date.



Project Progress Report

Activity	Manager	Start	Critical Task Completion	% Project Progress Status
Recruiting	Trevor Black	5/20/2022	9/1/2022	93%
Operations	Trevor Black	6/1/2022	10/1/2022	73%
Customer Service	Stephanie De La Roca	6/20/2022	9/26/2022	64%
Maintenance	Joe Barksdale Ron Feragottii	5/23/2022	9/22/2022	100%
Billing/Finance	Don Minihan William Borregard	5/30/2022	9/30/2022	67%
Sales / Muni	Jeremy Saroza	5/20/2022	9/20/2022	89%
IT / Technology	Steven Martinez	5/20/2022	8/19/2022	100%
Marketing	Patti Hamilton	6/2/2022	9/5/2022	100%
Infrastructure	Trevor Black	6/13/2022	8/31/2022	100%
Commercial Container Del. & Retrieval	Trevor Black	7/12/2022	9/30/2022	63%





Recruiting

Coastal will focus on existing drivers and work with the current service provider to ensure all employees are offered employment to ensure a smooth transition. In addition, we will utilize our highly effective human resource and recruiting staff to fill any open positions that remain after recruitment of drivers from the current service provider.

Jennifer Wolf, Talent Acquisition & Development Manager



Jennifer joined Coastal Waste & Recycling in August 2021 as a Talent Acquisition & Development Manager. Prior to joining Coastal Waste, she spent 23 years in a Top 25 Insurance Brokerage Firm headquartered in Dubuque, IA. During those years, the company grew from 200 employees to almost 1,200 employees. She has reviewed over 30,000 resumes & hired almost 3,000 employees by maximizing the use of technology to handle repetitive tasks so she could focus on building programs that would create ongoing pipelines of candidates. Some of the programs included:

Employee Referral Program

- Created an employee referral program that resulted in over 40% of hires coming from employee referrals year over year

High School & College Partnerships

- Spoke to students about preparing for and finding careers
- Sat on advisory committees to influence curriculum
- Created internship and job shadow programs
- Created curriculum for a customer service certificate program offered by the college

Military Partnerships

- Partnered with the Veteran's Center at local college, Home-base Iowa, and the local VA office to help Veterans create resumes for civilian jobs and prepare for interviews. Also helped create LinkedIn profiles and taught how to use LinkedIn for career search.
- Recognized by the ESGR (Employer Support for Guard and Reserves) for my role in helping service members find employment





Current Recruiting Process



1. Post on Indeed.com
 - Sponsor posts for greater reach
 - Utilize keywords for search engine optimization
 - Search database for qualified candidates and invite them to apply to the position
 - Monitor results and adjust accordingly
2. After application is received, recruiter:
 - Sends a calendar link to allow applicant to schedule a phone interview for a time that works for them (quicker turnaround time- no back and forth emails to set up call- higher percent of calls answered)
 - Prescreens applicants to determine that they meet basic requirements
 - Schedules qualified applicants to meet with supervisors

We are currently changing our job postings to highlight the company culture versus using a job description approach.

CDL Drivers (Class A or B): Residential, Front-end Loader, Roll-off, Tractor Trailer, and Grapple

Coastal Waste & Recycling is privately-owned, locally operated solid waste disposal and recycling company. We are experiencing explosive growth and with growth comes opportunity. We are currently adding CDL drivers to our team to help support this growth.

Why join Coastal Waste? Our drivers tell us that they joined Coastal Waste because they wanted to be more than just a number. They wanted to work for a company that cared about drivers, offered competitive pay and benefits, and had great equipment. They found those things with Coastal Waste but say the biggest reason they stay is for the people and the culture. They feel valued.

Even better – Our drivers are home every night. These are Monday through Friday jobs with occasional Saturdays. Overtime is available.

Ideal candidates will have an active CDL (Class A or B), a clean driving record, and will share the company values of safety, integrity, and customer service. We are an EOE and Drug-Free Workplace.

Don't let this opportunity pass you by without submitting a resume!

Recruits, other than drivers from the current service provider, will be brought on board as soon as hired to complete Coastal's extensive safety and operations training program. Since Coastal already runs automated cart routes, clam shells trucks for bulk and rear load routes, these new recruits can start in the field with our experienced drivers and begin training immediately after they completed their onboarding and safety training. Coastal Waste & Recycling does not anticipate any issues with staffing and expect to be fully staffed by the start of the contract, however, if needed, Coastal will draw from its vast networks of supervisors, swing men and drivers to ensure a successful commencement of the contract. Coastal has been successful in properly recruiting employees from all the incumbent haulers it transitioned from.

Finding the right person for the position is the toughest challenge any business faces. We are pleased that our reputation and position in the industry has afforded us the opportunity to bring some of the very brightest and most



Attract talent

Create incredible candidate experiences that communicate your brand, mission, and values with recruitment marketing solutions.

Hire talent

Select the right candidates to drive your business forward and simplify how you build winning, diverse teams.

Engage talent

Communicate effectively and efficiently with the candidates that can drive your business forward.

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The #1 ATS in market share¹, we're here to help your recruiting team overcome your most difficult hiring challenges. Our cloud-based recruiting software is built for both commercial and large, global employers.



experienced professionals in the market to our organization. Everyone from the owners to the representative that will personally answer your residents' calls, completely understands that our customers are our greatest asset.

Additionally, Coastal Waste & Recycling is an equal opportunity employer. We make all employment decisions without regard to any classification protected by law. Our employees receive a comprehensive package that includes benefits for their entire family.

Eligible Employees can elect to participate in:

- Comprehensive medical benefit coverage
- Vision Coverage
- Dental Insurance
- Health Care and Dependent Care Flexible Spending Accounts - FSR
- 401K Program

Coastal has transitioned 2 major contracts in the last 8 months and has had all personal on board ready to go from day one. Coastal will make every effort to hire the existing drivers. If Coastal needs to hire additional drivers, above and beyond the existing drivers currently operating within the City, they will be on board at least **two months** prior to the start of the contract. They will be trained on the specific equipment they will be assigned to at one of our existing hauling operations.

Coastal Supervisors will educate and train our team members on The City of Delray Beach collection rules, procedures, and expectations. Route Supervisors will have Company-issued vehicles and will be expected to be in the field during the hours of collection to monitor and support our team members on the trucks. As discussed above, when a complaint is received, the Route Supervisors will respond to the complaint and initiate an investigation. The investigation will include pulling video from our GPS system to verify if service was or was not completed. This will be notated in a report to the City. The Supervisor will make direct contact with the resident to respectfully explain the compliance issue. If the resident is available at the time of contact, the Supervisor will meet for a face-to-face conversation instead of leaving a message and risk confusing the resident. Management will always dress professionally (wearing a shirt that bears our company logo) hand out business cards to everyone we meet and expected to be respectful to the resident.

While in the field, Supervisors will be expected to be vigilant for missed collections and to look for opportunities to inspect any noncompliant waste as they ride the route to ensure that the team members are aware of what awaits them. This will also include training all staff the use of the tablets and GPS systems installed in each truck and how it works, but more importantly in this phase to train everyone that drives how to use the picture or video function. Using this function will give Management and City personnel an advantage to looking at any pile without having to track the complaint down and see the tag left for the resident. Spending all day in the field also gives the Supervisor the opportunity to monitor all routes for completion and to provide The City of Delray Beach Solid Waste notice of any possible issues.



Upon completion of a route, each driver would call his or her Route Supervisor and notify that person that the route is finished and that all residents have been serviced. This will also be monitored using the tablets and TRUX trails feature which is a bread crumb trail of every truck, every street or road traveled, and any overlapping by routes. At that point, the Route Supervisor would have had a visual confirmation that the route has been completed and meets The City of Delray Beach's requirements. Once all routes have been confirmed complete, our field management team would send a notification to The City of Delray Beach, informing that all daily routes are complete for the area.

We are well equipped, trained and prepared to ensure that there will be few if any missed collections. In any case that an address comes in more than once is put into a "Hot List" by our Manager for 4 weeks, which then feeds into a Management Team calendar with alerts to ensure that this resident does not have a repeat issue. By doing this, we contain missed calls and limit repeat occurrences from being created or escalating. An email is then sent to the City in response to the previous email for that resident stating that "this is a follow up on a previous complaint by this resident and service has been provided." The goal is to ensure we are providing the highest possible service to the residents by physical appearance by Managers, use of the Tablets for pictures, video, service verifications, and tagging non-compliance items.

City of Delray Beach Timeline



Coastal has prepared the timeline below based on assumptions we have now.

Timeline based on date of award given in RFP

January 2023

- Begin discussions with current service provider and execute lease/use agreement for all commercial and multifamily containers. Order all new containers and confirm delivery dates.
- Get current cart vendor information from City for Carts and Order carts needed for inventory for replacement and new inventory.
- Place order for Split body rear load recycling trucks and Grapple trucks for bulk and Yard waste
- Get all residential tax roll information from City so we can begin loading into our Trux system for routing.

March 2023

- Begin hiring process for all drivers, route supervisor mechanics, and customer service representatives. Initiate conversation with current provider and offer jobs to all existing employees.
- Get current routing information for all commercial and multifamily services from either the City or Current vendor.

May/June 2023

- Begin creating an introduction for the residents and commercial customers of Coastal for the City Web Site.
- Prepare residential and commercial introduction mailer and get approval from City.
- Start training all new drivers on all existing residential automated side load and grapple routes in Pompano Beach and Davie.
- Meet with City to update on Progress.

July/August 2023

- Begin delivering new Coastal containers and removing incumbents' containers at the same time.
- Assign Drivers to each of their new routes.
- Have Drivers start following current routes and familiarize themselves with all the streets and nuisances on there routes
- Meet with City and discuss progress and any issues.

September 2023

- Mail flyers to all residents and commercial and multifamily accounts introducing Coastal again. Give everyone the Delray Beach specific direct line to call into customer service as well as the Delray Beach Specific email address to report and issues or ask any questions.

October 1st, 2023 Start Contract

Communication System



Technological Equipment on Vehicles

All vehicles used to service the City will be equipped with state-of-the-art tablets and equipment appropriate for communications between the vehicle operator, the Field Supervisor, and the District Manager. These tablets will expedite communication between the customer service representative (CSR) and the service operator.



Customer Service-Related Issue

- Notification of a service-related issue is received in the Coastal Call Center and a CSR schedules a work order for the required service for the reported service address. All issues received will be resolved the next business day or within 24 hours.
- Service inquiries are immediately sent to the tablet for collection vehicle to service.

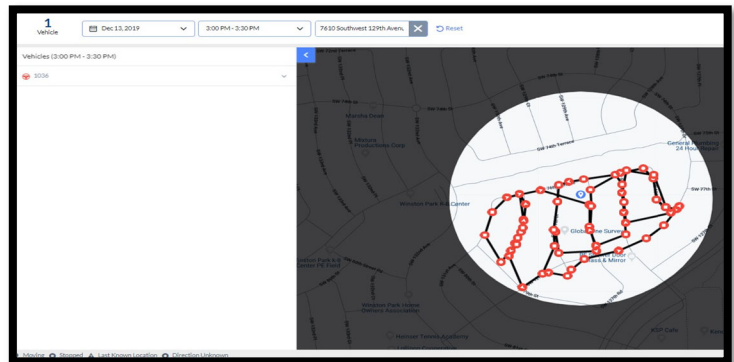


Completion of Route Process:

- Driver marks the work order as "Work Completed" in the route tablet.
- Information in the Trux software is updated simultaneously.
- Coastal will supply a monthly issue report to the City which will include date, hour of the complaint and the date, hour of the complaint when it was resolve.

Drive Cam Video & GPS Technology

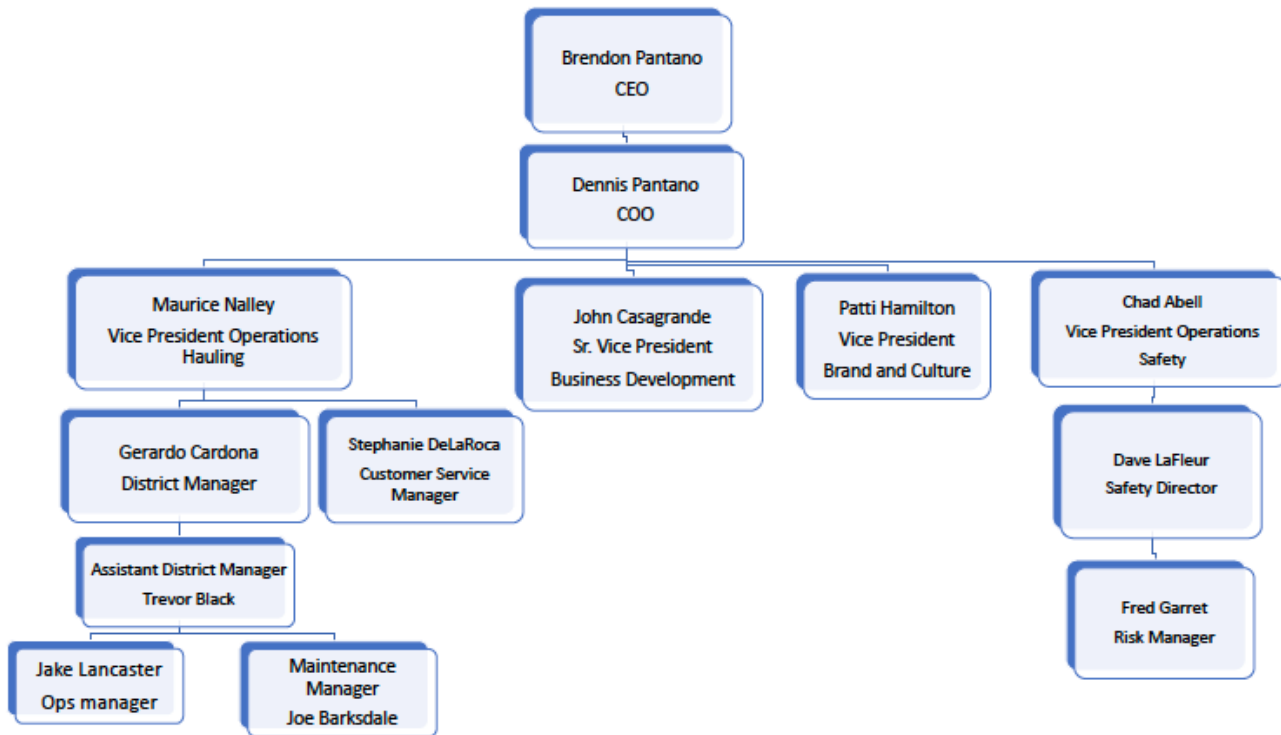
All the Collection vehicles will be equipped with Global Positioning Systems ("GPS") that identify and record the locations of the vehicles when they are servicing the City. The locations shall be recorded at least once every five (5) seconds. GPS logs and records will be available to the Administrator upon request.



Our office uses our date base system called TRUX to communicate between Customer Service and our Route Trucks. Any information that would come into Customer Service would be entered into TRUX where a record that call is kept, then it would be sent out to the driver electronically and go straight to the tablet. The Driver would be made aware and address the concern. Once addressed the Driver would enter the resolution on their tablet and Customer Service would see it and close the loop with the resident or customer.

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City of Delray Beach Organizational Chart



Every proposing company that meets the financial and resources requirement begins on a level playing field with the assets to execute the contract for the Collection and Disposal of Solid Waste, Yard Trash, and Bulk Waste. It is the team of individuals who are dedicated to serving your residents that truly make the difference.

Coastal Waste & Recycling understands how vital the service we provide, is to the health and welfare of each resident and business owner. *Our number one priority is timely, safe, and efficient collection for every resident and commercial customer.* With that goal in mind, we are focused on providing personal hands-on attention, to your residents from the initial contact to the end of the agreement.



Brendon Pantano, CEO - A third-generation industry professional, Brendon grew up working in his family's waste collection company in Buffalo, New York. From working on the back of a truck, to environmental compliance and operations, Brendon's 20-year commitment to a career in waste and recycling has seen him rise rapidly to the top of the industry. Brendon's extensive hands-on experience and expertise, developed at both large public and private waste and recycling companies, was the driving force behind his appointment as Chief Operating Officer (CEO) of Coastal Waste & Recycling.



John Casagrande, Vice President has over 45 years' experience in the waste hauling industry. From his very first job driving a garbage truck on a route, to his responsibility as Area Vice President for collection and disposal operations for Waste Management, his entire career has been in the solid waste collection industry. John has lived in South Florida since 1979 and has spent the entire time in the solid waste industry. His experience began driving a garbage truck in Miami for his own company. Through the years his company grew to one of the largest privately owned companies in South Florida. In 1999, John became Area Vice President for Waste Management, managing the collection, hauling and disposal assets from Key West to St. Lucie County.



Kristi Beaudoin, Chief Financial Officer is a finance executive with over 15 years of professional experience, including 12 years in the waste and environmental industry. Kristi has extensive knowledge in leading the accounting and finance organizations in companies of all sizes, most notably at Republic Services where she oversaw the financial operations across California, Arizona, and Nevada. She has spent a significant amount of time working in Mergers & Acquisitions and has played a key role in ensuring successful integrations in multiple industries including waste, software, and consulting. Kristi holds a CPA and has a Bachelor of Science degree in Accounting and an MBA from the University of Dubuque.



Dennis Pantano, Chief Operating Officer, brings over 45 years of solid waste industry experience to the team at Coastal. As an accomplished, performance focused industry professional with extensive knowledge and experience in all facets of the solid waste industry, he has oversight for all collection and post collection operations. His extensive hands-on experience and expertise is invaluable to the Coastal team.



Maurice Nalley, Vice President of Operations, Maurice brings to Coastal Waste & Recycling 28 years of leadership experience with 13 of those coming directly from the solid waste industry. Shortly after leaving the ARMY where he served as a Sniper, in 3rd Ranger Battalion, Maurice decided to pursue a career in transportation by obtaining his CDL and entering the industry as a driver. As his career progressed, he was introduced to all facets of the waste industry, much of which came through M&A integration. Maurice has been recognized for consistently delivering revenue growth and cost reductions through improved operating efficiencies.



Patti W. Hamilton, Vice President Brand & Culture, Patti has more than 35 years of executive leadership experience focused on the areas of operations, sales, strategic marketing, business development and leadership advancement. She has over 14 years of solid waste and recycling industry experience. She is responsible for the Coastal brand and culture initiatives, community outreach and leadership development.



Gerardo Cardona, District Manager, has over 20 years of experience in the waste industry. Gerardo has focused his career on operations maximizing the efficiency of commercial, residential and roll off hauling operations, in addition to running large facilities with a high degree of business expertise. Prior to joining Coastal Waste & Recycling in 2018, Gerardo served as Operations Manager with Waste Connections where he managed operations in both Broward and Miami Dade County from 2010-2018. Prior to that he was an Operations Route Manager with Waste Management supervising the City of Fort Lauderdale, Davie, and Cooper City 2000-2010.



Trevor Black, Assistant District Manager Trevor joined Coastal as the Residential Supervisor of Broward Hauling and was recently promoted to Assistant District Manager. Trevor who is a second-generation garbage man and Western New York native joined Coastal after gaining extensive experience with Waste Connections where he filled many rolls for the company in New York, Tennessee, Colorado, and Illinois. Trevor holds a bachelor's degree in Corporate Finance from St. John Fisher College.



John Casagrande

Accomplished, goal and performance focused **Business Development & Operations Management Professional** with broad knowledge and experience in large-volume commercial, industrial, and residential collection, commercial and residential recycling, and solid-waste processing, transfer, and disposal. Proven ability to assess customer's needs, establish realistic goals and develop positive business relationships that lead to successful contract award and returns. Adept at managing difficult situations effectively, identifying setbacks and implementing corrective measures that minimize the impact on the bottom line, and maximize the use of time and resources.

Key Areas of Accomplishment

- Effectively competed with other firms and gained bid approval for multiple projects, consistently achieving business growth, increasing market share and revenues
- Earned reputation across the industry for solid business knowledge, first-class work execution, superior customer service and timely projects delivery
- Remarkable emergency/crisis management logistics skills including, but not limited to before, during and after-hurricane debris removal throughout Miami-Dade, Broward, and Monroe Counties, productively collecting and transporting debris to disposal sites within or below expected time.
- Coordinated and managed diverse emergency services, integrating owned and third-party trucks fleets, arranged for employee's meals and on the road personal needs services. Reciprocated services to other communities; dispatching fleet, drivers, and staff, in the aftermath of the 6 disastrous events in Florida during the 2004-2005 hurricane seasons.
- Developed and sustained effective open line of communication with local and State Government Public Works, Environmental and Regulatory Agencies management and representatives
- Recognized for work excellence numerous times; received the Circle of Excellence award in 2003

COASTAL WASTE & RECYCLING INC.

2018 – Present

Vice President of Business Development

Help develop an Area strategy to expand Market Share through out current Company footprint. Report to CEO.

- Won the Martin County Bid for the Processing and Recycling of all County Construction and Demolition Debris.
- Awarded Town of Loxahatchee Groves Solid Waste & Recycling Services Contract
- Acquired the contract for Solid Waste and Recycling for Broward County Municipal Services District.
- Acquired Town of Davie, City of Pompano Beach, and City of North Miami Beach since 2020.
- Transitioned several municipal contracts successfully.
- Increased dramatically the governmental revenue for the Company.



SOUTHERN WASTE SYSTEMS L.L.C. – Davie, Florida **2013 - 2018**
SUN RECYCLING L.L.C. (nka. LGL RECYCLING L.L.C.)

Vice President of Business Development

Began working with the both the hauling and recycling operations to grow both revenues and volumes as well improve returns on existing customers.

- Formulated, assembled, and successfully negotiated the hauling RFP and Bid awards for the City of Delray Beach, Village of Key Biscayne, SWA of Palm Beach Area 4 and City of Miami Beach.
- Won the SWA of Palm Beach bid to supply Supplemental Combustible Waste to REF#2
- Assisted with the revenue growth from \$86M to \$150m, EBIT from \$23M to \$46M, and increasing margins from 23% to 30%
- Negotiated new disposal/exchange agreements with Waste Management.
- Facilitated the operating requirements of LGL for the Sun-Bergeron Joint Venture.

WASTE MANAGEMENT INC. – Atlanta, GA **2008 - 2012**
Vice President of Business Development, Southern Group

Joined the Group staff to centralize and improve logistics and to increase sustainability through diversion of material from the landfills. Reported directly to the Senior VP

WASTE MANAGEMENT INC., OF FLORIDA - Pompano Beach, FL **2002 - 2008**
Market Area Vice President, South Florida Market Area

Promoted to senior operating executive based on in-depth business knowledge, consistent growth, and cost containment success.

- Directed sales, customer service, administrative and accounting functions, and market penetration efforts, exceeding \$500M annual revenues.
- Managed truck-fleet operations - waste collection, transportation and disposal, construction, and demolition recycling - for commercial, industrial, and residential accounts from Key West to Okeechobee County, with a combined workforce of 1,000+ employees, operating 500 trucks with total responsibility for 3 landfills, 6 hauling companies and 10 transfer stations
- Successfully negotiated the renewal of the union contract with Southern Sanitation, freezing front load wages for 4 years, establishing a 2 tier pay system.
- Entered into a host agreement with the Town of Medley, which led to the expansion of 27 new acres of landfill outside Medleys' permitted footprint
- Negotiated new residential curbside processing agreement with Miami Dade County to include single stream recycling for over 300,000 homes.
- Renegotiated long term Franchise contract extensions with improved margins for Martin and Okeechobee Counties, The Cities of Parkland, Pompano Beach Dania Beach, Plantation, Coral Gables Key West, Riviera Beach, Jupiter, Wilton Manors, and Cooper City.

District Manager, Southern Sanitation **1999 - 2002**

Promoted by new corporate owners within 6 months based on exemplary work performance, continuous revenue growth and cost reduction initiatives.



- Grew annual EBIT from \$2M to \$12M while increasing margins from 2% to 11% within 3 years
- Implemented same day service for roll offline of business and added 10 routes
- Reorganized Sales and Customer Service Departments, which enhanced local customer service coverage and satisfaction while improving staff work efficiency

Business Development - Florida Group**1999**

Retained by new corporate owners, recognized for effective client relations and market knowledge, and share increase.

- Visited newly acquired companies during merger of USA, Kimmins and Eastern Waste throughout the State of Florida; developed strategic plan for accounts consolidation. Integrated diverse service plans into one, which effectively reduced operating expenses, and resolved post-merger customer service concerns. Established and sustained positive business relationships based on mutual trust.



Dennis G Pantano

Dennis Pantano, as a senior manager, has experienced in strategic planning and development of multi-million dollar, regional solid waste services business operations. He has a proven record of achievement in developing newly acquired companies and projects from start up through profitability.

COASTAL WASTE & RECYCLING., POMPAÑO BEACH, FLORIDA

Chief Operating Officer

2020 - Present

CASELLA WASTE SYSTEMS, INC., RUTLAND, VERMONT

Western Region Vice President / NY, VT, PA, NH

2014 - 2020

- Managed Fourteen Market Area Managers for thirty-seven locations
- Responsible for eighteen Collection Companies, twelve Transfer Stations, seven Landfills that generated annual revenues of \$480M.

PROGRESSIVE WASTE SOLUTIONS, ALTAMONTE SPRINGS, FLORIDA

Regional Vice President / Senior Area Manager

2007- 2013

- Managed seven Division Managers for twenty-three locations.
- Responsible for nine Collection Company's, four Landfills, six Transfer and Processing Facilities that generated annual revenues of \$200M.

REGUS INDUSTRIES, WEST SENECA, NEW YORK

Chief Operating Officer

2003-2006

- Managed three rail served Landfills with three rail served Transfer Stations and Collection operations in New York, Massachusetts, Ohio and Connecticut. Generated annual revenues in excess of \$100M.

WASTE MANAGEMENT OF NEW YORK, INC.

Regional Vice President

1999- 2003

- Managed three Landfills and one Hazardous Waste Landfill and Treatment Facility, nine Collection operations, eight Transfer Stations that transferred approximately 12K tons of waste per day and six Processing Facility's. Generated annual revenues in excess of \$750M.

BROWNING FERRIS INDUSTRIES (BFI) HOUSTON, TEXAS

Market Vice President

1985 – 1999

- Managed and directed BFI's entrance, activities and services in the metropolitan NYC area. Worked closely with the Manhattan District attorney's office to liberate regional solid waste industry from Organized Crime Dominance.
- Managed the successful operation of the largest municipal recycling contract with the NYC Department of Sanitation (DOS)

Vice President / Division Manager

1993-1996



- Oversaw all of BFI's operations in the states of NY, CT, and NJ with annual revenues of approximately \$350M.

Vice President / District Manager (Western NY Area Market) 1991-1993

- Responsible for all phases of a \$250M annual revenue integrated solid waste management company's in Western New York.

Vice President of Business Development (North East Region) 1988-1991

- Established marketing goals. Analyzed economic conditions, business trends and market potentiality. Recommended business strategies to achieve profit objectives.
- Critically instrumental in BFI's successful entry into the Regulated Medical Waste collection, transportation and treatment services within the NY, CT, and NJ market area.
- Developed the first commercial, Regulated Medical Waste Treatment Facility in NYS.
- Responsible for permitting, construction and start up of the facility.

Vice President / District Manager Dunkirk/Fredonia, NY 1985-1988

- Managed three solid waste collection and disposal company's day-to-day operations located in Dunkirk/Fredonia/ Olean, NY and Erie PA.

FREDONIA SANITATION SERVICES, INC., DUNKIRK/FREDONIA, NEW YORK

President / General Manager 1974-1985

- Owned and operated a private solid waste collection company in Western NY and Western Pennsylvania. Sold company to BFI.

IVS ENVIRONMENTAL SERVICES, INC., DUNKIRK, NEW YORK

President / General Manager 1976 -1996

- Started, owned and operated IVS Environmental Services, a hazardous waste transportation and remediation company serving NY, PA, OH, MI, CT, VT, ME, and MA.



Maurice Nalley

Coastal Waste & Recycling

2021 - Present

Vice President of Operations, Hauling and Systems

- Oversee market strategy, P&L performance, capital allocation, asset utilization, compliance, operations, safety, customer experience and employee engagement.
- Responsible for the operations and financial success of 9 locations contained in the South Florida market with service offerings in both the hauling and post collection lines of business.
- Responsible for developing and implementing procedures and systems for personnel to operate in a safe, efficient, and cost-effective manner
- Creates and monitors budget and operating metrics while diagnosing and improving profit, processes and return on investment. Develops short-term and long-term goals and action plans in conjunction with the District Managers
- Partners with local city, municipal and county agencies to ensure Coastal Waste & Recycling is providing top notch customer service and identifies ways to improve services.

Republic Services

2008-2021

Director Digital Operations, Phoenix, AZ (Headquarters)

- Oversee the transition from a paper-based front-line organization to a fully digital platform with over 800 locations, impacting 23,000 employees.
- Developed a "Go Faster" plan enabling the organization to reduce two years of deployment, resulting in improved benefit realization of just over \$2M annually.
- Successfully negotiated the adoption of technology across all our union locations.
- Integrated Video on Demand (VOD) learning infrastructure significantly enhancing the front-line learning experience.
- Re-designed the General Managers Accelerated Program (GMAP) Operations curriculum to now have Capstone deliverables generating real benefits to the organization through the training rotation.

Director Strategy & Transformation, Phoenix, AZ (Headquarters) 2019 – 2020

Hand selected by our President to vacate the Southwest Area Director of Operations and manage Republic Services portfolio of initiatives. Restructured our strategic portfolio based on overall profitability, margin contribution and long-term competitive advantage.

- Championed HR transformation and HRIS systems conversion to Workday, utilizing a cloud-based platform to automate processes for 85% of the HR-related transactions. Delivered on 2020 in year benefits of 1.7MM.
- Formulated a COVID response team which created a remote solution for our three Call Centers and our Headquarters locations. Call center metrics increased across all categories. Average Speed to Answer (ASA), improved by two minutes per call or 43%, Average Handle Time (AHT) declined by three minutes per call or 18% and turnover reduced by 47%.
- Established 10-member team of Operations Managers, recently displaced because of our internal training rotation, who redeploy to the corporate office for special



assignment for the period of one year. This results in a cost reduction on outside labor of \$800K annually.

Area Director of Operations, Phoenix, AZ (Southwest Area Office) 2016 – 2019

Promoted to Area Director of Operations resulting from the City of LA Franchise Conversion. This was identified as the largest franchise conversion in the waste industry and was asked by our COO to lead all operational facets of this transition. Responsible for overall market strategy, P&L performance, capital allocation, asset utilization, compliance, labor relations, operations, safety, customer experience and employee engagement. Responsible for the operations and financial success of 11 hauling companies, eight landfills, five material recovery facilities (MRF's), and six transfer stations with a workforce of 1,250 employees and fleet size of 1,050 vehicles.

- Assigned to directly manage the City of LA franchise transition. (\$1.2B contract, \$85M in annual revenue).
- Adjusted maintenance staffing levels across facilities resulting in a 60% reduction of outside repair expense. Annual savings of \$1.2M.
- Developed an interface with Kronos providing real time hours of service exposure resulting in a 70% reduction of DOT over 60 violations across the Southwest Area.

General Manager, Lexington KY 2013 – 2016

Held 360° responsibility for solid waste and recycling business in both franchised and unfranchised markets in Kentucky. \$76M/year revenue, 168 employees; operations and facilities spanning 9,000 square miles across Central and Eastern Kentucky.

- Adjusted sales team responsibilities allowing market footprint to extend into 13 counties (previous 9) covering 9,000 square miles with no additional headcount. This resulted in a year one increase in gross revenue of \$2M.
- Operate at a 99.5% overall service level. Recognized as a top performer in service through 2016.
- Developed Employee Engagement Committee focused on bringing the initiatives of the organization more in line with the specific desires of the local workforce. Have seen engagement scores increase consecutively year-over-year by an average of 6%.

Fleet Operations Change Agent 2010 – 2013

Responsible for deploying new cultural directives to various sites on a three-month rotation ensuring local team members became proficient with all materials introduced. While serving as Lead Change Agent for the last 18 months of my assignment, I was able to achieve single digit accident frequency across all locations while also reducing on-hand inventories by an average of \$350K.

Operations Manager, Lexington, KY 2008 – 2010

Monitored status vs. budget (P&L s, Cap Ex, KPMs, cash flow, accounts receivable) to gain an understanding of present performance levels vs. target. Created action plans and strategic solutions to ensure margin expansion.



Gerardo Cardona

Experienced leader with strong emphasis in logistics. Awarded for achievements in all functional aspects of project logistics, logistics modernization, long range planning and integration of national software support solutions. Profit driven top performer offering outstanding credentials defining and achieving corporate and client objectives through strategic planning, logistic analysis, and workforce/resource/process optimization programs.

Coastal Waste & Recycling – District Manager

2018-Present

- Provide leadership for the collections operations of Broward Division by providing management oversight to route supervisors, dispatchers, operations clerks, drivers, and helpers, who are responsible for the route system for commercial, roll-off and residential customers, including prompt and courteous waste removal service and customer service.
- Manage staff, including hiring, training, coaching, performance management; develop supervisory goals and objectives; and effective resolution of safety issues and claims.
- Implement and execute plans to complement the Broward Division strategic and operating plan; champion the execution of tactical initiatives within the division to maximize the customer experience, growth, and durability, while optimizing profitability.
- Ensure maximum productivity and route management systems for commercial, roll-off and residential routes and establish productivity goals where needed; ensure adherence to operating standards; and manage labor hours and disposal expenses.
- Interact with customers and local, state, and federal government employees to resolve customer service concerns; ensure regulatory compliance standards are met.
- Oversee effective safety and accident prevention programs to ensure all reasonable action are taken to prevent accidents and injuries; ensure a safe and productive work environment for all employees; implement and maintain an effective loss control and safety program.
- Build and maintain strong and effective relations with relevant government, community, and environmental groups.

Waste Connections, Inc. –

District Operations Manager

October 2015 – July 2018

- Developed and implemented procedures and systems for personnel to operate in a safe, efficient, and cost-effective manner.
- Created and monitored budget and operating metrics while diagnosing and improving profit, processes and return on investment.
- Established and maintained performance targets, objectives, and standards for each service activity at the site.
- Partnered with local city, municipal and county agencies to ensure WCI is provided top notch customer service and identified ways to improve services. Worked with municipalities to renew contracts and negotiated new contracts.
- Reduced our Safety Metrics by 50% going from red district to green district.



- Instrumental in winning the Division of the year 2 years back-to-back.

**Waste Connections, Inc –
Site Manager**

October 2010 – October 2015

- Assigned and supervised work crews operating solid waste collection equipment.
- Conducted field inspections and audits of all site personnel to ensure proper work procedures.
- Participated in regular P&L reviews to ensure that budgets are met, develop, and implement programs for optimal equipment utilization, equipment maintenance, and labor and material costs.

**Waste Management –
District Route Manager**

August 1999 – February 2010

- Managed the operational and fiscal activities of the department to include staffing levels, budgets, and financial goals.
- Planned and developed systems and procedures to improve the operating quality and efficiency of the department.
- Analyzed and documented business processes and problems. Developed solutions to enhance efficiencies.
- Coordinated and implemented solutions from process analysis and general department projects.
- Conducted interviews, hired new staff, and provided employee orientation.
- Monitored progress of daily operations, reassigned employees and made route changes as necessary.
- Maintained employee company and DOT logs and reports.
- Conducted field inspections of route crews to ensure proper work procedures.
- Performed driver reviews.
- Instrumental in going for the last district in Safety, to the # 2 company in the nation. M2Z (Mission 2 zero)



Trevor Black

Coastal Waste & Recycling Assistant District Manager

March 2020 - Present

- Managed all Contract Transitions.
- Manage residential contracts and commercial franchises for The Town of Loxahatchee Groves, Unincorporated Broward County, Town of Davie and the City of Pompano Beach.
- Manage the recycling contracts for the Broward County School Board and the Palm Beach County School Board
- Conduct safety meetings, route observations, and coach drive cams leading to improved safety results
- Perform reroutes to ensure our customers are being serviced safely and efficiently

Waste Connections, Thompsonville, IL Site Manager –

4/2019 - 3/2020

- Drop into a newly acquired site to assess where improvements can be made
- Develop strategic vision for the site to repair lackluster reputation with the customers and community
- Establish individual and team goals to ensure the strategic vision is being met
- Create a dynamic safety culture where the team looks forward to coming to work every day
- Implement operational controls to drive improved, sustainable P&L results

Waste Connections – Erie, CO Assistant District Manager

9/2018 - 4/2019

- Oversee all facets of business to ensure operations, maintenance, and sales are working synergistically
- Identify and develop team members that could handle more responsibility within the company leading to 3 promotions within 2 months
- Create individual and team goals then delegated responsibility to make sure the goals are achieved
- Hold town hall meetings and site tours to create community awareness about the site
- Overhaul maintenance program to lower the maintenance cost per ton while achieving fleet optimization

Waste Connections – Athens, TN Operations Manager –

7/2017 - 9/2018

- Manage personnel to ensure the site is operating safely and efficiently while remaining compliant with relevant governing bodies
- Perform and monitor monthly forecasting to make sure the site meets or exceeds budget
- Conduct safety meetings and implement SOPs to ensure all employees are working



- in a safe and productive manner
- Work with senior management to create and execute short- and long-term goals to keep the site operating at peak performance
- Coach employees to develop their skills to create a dynamic culture that fosters success

Waste Connections – Athens, TN**8/2016 - 7/2017*****Site Manager***

- Perform and monitor monthly forecasting to make sure the site meets or exceeds budget
- Perform environmental audits to ensure the site remains in compliance with relevant governing bodies
- Manage leachate treatment systems to make sure they are being utilized to their maximum potential
- Implement cost cutting measures where applicable to improve the P&L

Progressive Waste Solutions, New York/New Jersey**5/2015 - 2/2016*****Area Accounting Intern –***

- Performed fixed asset inventory by site where I corrected multiple inconsistencies in the asset database
- Performed account reconciliations to balance customer accounts
- Assisted with audits issued by governing bodies
- Created ad-hoc reports to clarify and present data for management as necessary
- Completed existing reports for internal management

Approach to Customer Service



Customer Service Procedures Managing Inquiries

Coastal Waste & Recycling will assign a dedicated Customer Service Representative for the City and its residents, to ensure quick response to the City, Coastal will assign a dedicated local phone number as well as a dedicated email address for the residents to use to report any issues.

Coastal Waste & Recycling places great importance on the highest quality of customer service focusing on polite, courteous, and expedient response at all times. We aim not to simply meet the quality standards expected by the City, but rather to exceed those quality criteria in everything we do.

Our goal is to provide “0” complaint service at all times, although we understand there will be customer calls and inquiries during the transition. We will handle all calls in a professional and courteous manner with pride that we have the opportunity to assist every resident in the City.

- All customer calls will be documented and logged into the Customer Issues Module of the TRUX Software.
- All customer calls will be addressed by day's end and an action plan to resolve the inquiry, if needed.
- Supervisor action will be initiated immediately, with site-visits if needed. Appropriate service response will ensue. The legitimacy of concerns, if any, will be noted.
- Trux software communicates with the Supervisor on “real time” ensuring immediate response.
- Customer Service call statistics are constantly reviewed and monitored.
- Daily and monthly recaps will be prepared, analyzed, and monitored for increased and effective customer service response. Improvement procedures will be enacted at every step of the process.
- Our GPS / Tablet technology will enable optimum efficiency in customer service response as the City, Managers, Customer Service Personnel, etc. can locate any driver and/or supervisor at any time. Our GPS tracking system will ensure the finest in quality assurance.
- All Customer Service personnel will have constant contact supervisors for immediate communication and customer issue resolution.



Sample of Customer Issue Report

Customer Issue Listing		
Detail		
Status: All Issues Customers: 8881 to 8881 Users: All Users	Date Range: June 29, 2020 to July 05, 2020 Promise Date: All Dates Keywords: None	Type: GENERAL Urgency: All Urgencies Order By: Issue Number
<hr/>		
Issue #: 6009	Bulk Question	
Customer: 008881 THE TOWN OF LOXAHATCHEE GROVES	Caller: Robert Hall	
Site: 0093 RESIDENT OF 15531 42ND RD N, 15531 42ND RD N, LOXAHATCHEE	Phone: (561) 790-1714	
Service: 001 0.45YD RESI RL MSW	Original Call:	
Received: 7/2/2020 10:01:00AM Jillian Lopapa	Scheduled Call:	
Modified:	Promise Date:	
Closed: 7/2/2020 10:01:00AM Jillian Lopapa	Type: GENERAL	
Assigned To:	Urgency: HIGH	
Issue: 7/2/2020 10:01:00AM Jillian Lopapa - Resident left a voicemail that he had left out a couch for bulk but noticed the driver did not take it with them. I called him back and left a message to let him know that if our truck can safely fit it in the rear end truck they will collect. If not, we will schedule to have the grapple come and get it. Grapple is scheduled for 7/3/20		
RESOLVED js		
Notes:		
<hr/>		
Issue #: 6035	Possible Illegal Dump	
Customer: 008881 THE TOWN OF LOXAHATCHEE GROVES	Caller: Edgar Sasser	
Site: 0557 RESIDENT OF 2962 D RD, 2962 D RD, LOXAHATCHEE	Phone:	
Service: 001 0.45YD RESI RL MSW	Original Call:	
Received: 7/3/2020 8:15:00AM Jillian Lopapa	Scheduled Call:	
Modified: 7/3/2020 8:19:00AM Jillian Lopapa	Promise Date:	
Closed: 7/3/2020 8:19:00AM Jillian Lopapa	Type: GENERAL	
Assigned To: Jillian Lopapa	Urgency: HIGH	
Issue: 7/3/2020 8:15:00AM Jillian Lopapa - Called as he states someone dropped off a few additional bags by his garbage and plastic buckets. He wanted to make sure we collected. I told him the drivers should collect as bulk.		
RESOLVED js		
Notes:		

SAMPLE DELRAY BEACH Customer Service Plan

➤ Queue system

- DELRAY BEACH Phone Number: (xxx) xxx-xxxx
- **Call Flow**
 - Delray Beach's phone number will be in a queue system, which will have its own customized auto attendant menu.
 - The customized menu will allow residents to select from different languages depending on their preference.
 - We have a designated Creole and Spanish speaker, which will be available upon selection.
 - Calls will be routed to all customer service representative (CSR) if chosen English, 4 CSR for Spanish, and 1 CSR if Creole if selected.
 - The queue will measure total inbound calls from that specific number, language preference and reason codes.
 - Metrics will be measured to understand trends and adjustments will be made through startup and ongoing to ensure overall customer satisfaction.
 - Examples of metrics: Total inbound calls, average calls answered per CSR, average wait time, and average speed of answer.
- **Municipality CSR**
 - A Municipality CSR is an agent who is designated to be the point of contact to the CITY. The CITY will be able to contact this agent for any questions or escalations.



- Although all CSRs will be trained on the service provided to the CITY, the municipality CSR will be more aware of any daily operational issues and will be the point of contact to the CITY.
 - The municipality CSR will have a private queue with the purpose of ensuring direct contact availability to the CITY.
 - The call will prioritize the queues and will ring to the Municipality CSR even if the rep was on a separate call.
 - Should the rep be unavailable, a voicemail could be left.
 - An email alert would be sent to the CSR rep which will then contact the town ASAP.
- **Start Up Call Volume Prep**
 - Upon contract start date, the metrics will be monitored so that the reps to call ratio is correct.
 - Adjustments will be made to the CSR team to adjust influx calls. (BackUp)
 - 8 CSRs will be actively in the queue
 - 4 CSRs will be in data entry (will jump into the queue if there is an increase)
 - Sales reps/ dispatch will come in as needed for the startup (5 reps)

➤ Email

- Email : DelrayBeach@coastalwasteinc.com
- The email will be monitored by the assigned municipality CSR.
- The email will be accessible to Stephanie De La Roca, and designated municipality CSR.
- Emails will be monitored daily and will be responded to within 24 hours.
- Upon receipt of email of service issues, a Trux customer issues will be created, and customer will be contacted same day for resolution.
- All contact forms submitted from the website will be sent to the DelrayBeach@coastalwasteinc.com which will be handled by the assigned municipality CSR.
- In the first 90 days of the contract, a daily report of customer reported issues (aka Trux Issues) will be given to the Delray Beach Representative in order to ensure that he is aware of all escalations.
- The first month, Delray Beach Representative will; receive two reports, one at 12:00pm and one at 5:00pm.
- On the 2nd month and 3rd month he will receive this report daily at 5:00pm.
- After 90 days the customer issue report will be sent monthly.

➤ Hierarchy Escalation

Delray Beach:





- **Service Issue**
 - All CSR will take call or email and create a customer issue into Trux. Trux issue will be assigned to a dispatcher. Trux issue is updated by dispatcher with notes. Customer will be informed of solution via phone call/ or email and ticket will be closed.
 - If an escalation is needed due to second call, the Trux issue is to be assigned to route supervisor. Route Supervisor will be notified via email and will have 24 hours to contact customer and resolve issue.
- **Container Delivery/ Repair**
 - Resident emails/calls Coastal's Customer Service and CSR will advise customer if police report is needed for a no charge exchange.
 - The container will be scheduled for an exchange/ repair within 3 operating days
- **Miss Pick Up**
- *If a customer calls for a MPU*
 1. Customer will call into our DELRAY BEACH queue. Customer service rep will enter the complaint into our Trux system as a customer issue. The issue will detail, contact person, address, details from missed pick up and date.
 2. The customer service representative will then assign the Trux issue to the DELRAY BEACH route manager and notify via email.
 3. The DELRAY BEACH route manager will find a solution and recover the missed pick up within 24 hours of the call.
- *If driver is unable to service, the cart*
 1. Driver will tag the unable to service cart and create an issue in our system with the image taken. The following options will be selected for unable to service:
 - a. Residential Waste Not in Cart
 - b. Unacceptable Waste
 - c. Bulk/Yardwaste (exceeding 6 cubic yds)
 - d. Service limit is ____carts
 - e. Unauthorized container size
 - f. Recycling Contamination

All tags will have a brief description of the reason why the cart was not serviced along with educational material for the resident.
 2. The tag will become a customer issue, which a report will be sent within 24 hours to the city identifying the addresses that were not collected.
 3. If the customer calls, customer service will be able to explain the reason of why the cart was not serviced along with educating the customer to correct the issue for the future.



➤ Training Plan

- Talk Tracks/ Scripts
- FAQs
- Cheat Sheets
 - Pricing for Services for all Line of Business
 - Residential Service days
 - Updates to current operation
 - Communication sent to customers
- Training Workshop Prior to October 1st start-up
 - Residential Changes/ services
 - Multifamily/ Commercial rates and container delivery updates/ ordinances
 - Roll off



Qualifications, Experience, and Past Performance



Firm's Longevity, Name and Owner's Previous Business Names

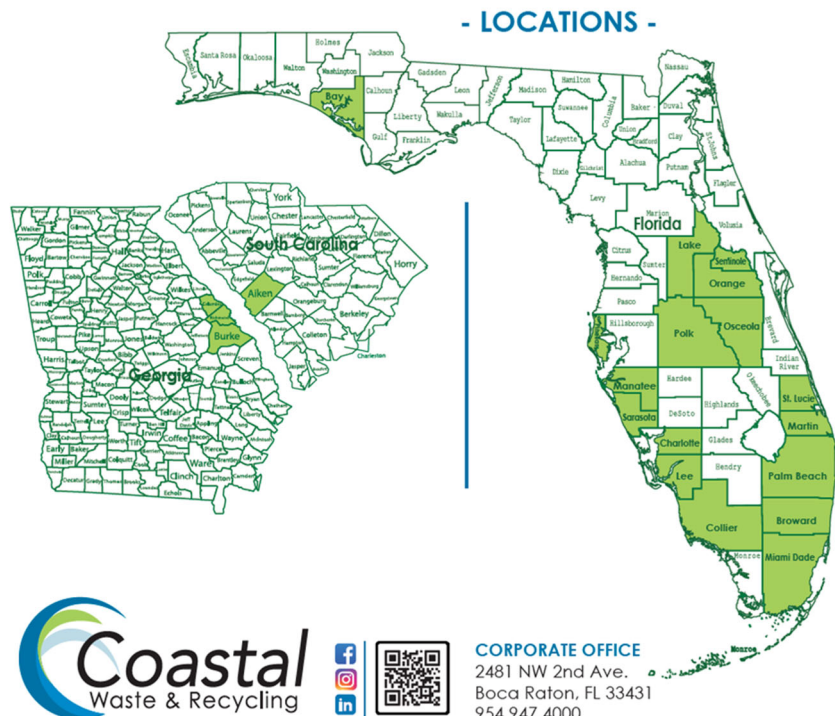
Coastal Waste & Recycling was formed in August of 2017 by CEO Brendon Pantano and his partners at Summer Street Capital Partners. With a vision to fill a void in the Florida market for a customer service focused, independent operator with the financial ability to participate and compete effectively in the highly capital intense solid waste industry, this team of Coastal Waste & Recycling began to secure operations both through acquisition and organically.

Coastal Waste & Recycling of Florida, Inc., which was established in 2002, will be submitting this proposal to the City of Delray Beach. Coastal Waste & Recycling of Florida, Inc. formerly known as World Waste Recycling has been servicing South Florida since the early 2000s and was acquired by Coastal Waste & Recycling in 2019.

The extensive knowledge and successful records of the team that leads Coastal provides the true measure of the experience necessary to execute a collection contract. The leadership team at Coastal Waste & Recycling includes individuals that have successfully executed residential and commercial solid waste collection contracts in Florida for over 40 years. Their proven records are testament to Coastal's strong ability to have secured several exclusive franchise agreements throughout South Florida.

Firm Description

The company employs over 750 people, operates over 435 trucks, and owns and/or operates eleven facilities in the South Florida Market, including two transfer stations, four maintenance and truck facilities, and five material recovery facilities (MRFs). The company's customer base includes a mix of residential and municipal collection, industrial collection, commercial collection, and post-collection processing contracts.





Coastal Waste & Recycling of Florida, Inc. is a C Corporation established in the State of Florida. This proposal is submitted under Coastal Waste & Recycling of Florida, Inc.

Coastal Waste & Recycling, Inc., as the parent company of Coastal Waste & Recycling of Florida, Inc. will fulfill the requirements of the Project Guarantor in accordance with the requirements set forth in the RFP.

Coastal Waste & Recycling, Inc. is the parent company of our operating entities, which include:

- Coastal Waste & Recycling of Florida, Inc.
- *Coastal Waste & Recycling of Bay County, LLC*
- *Coastal Waste & Recycling of Broward County, LLC*
- *Coastal Waste & Recycling of Central Florida, LLC*
- *Coastal Waste & Recycling of Georgia, LLC*
- *Coastal Waste & Recycling of Lee County, LLC*
- *Coastal Waste & Recycling of Martin County, LLC*
- *Coastal Waste & Recycling of Miami-Dade County, LLC*
- *Coastal Waste & Recycling of Palm Beach County, LLC*
- *Coastal Waste & Recycling of St. Lucie, LLC*
- *Coastal Waste & Recycling of SW Florida, LLC*
- *Nate's Sanitation Services*
- *Precision Portables, LL*

Committed to Leading with Culture



Our Culture is one that promotes growth and success through accountability. Holding ourselves to the highest level of accountability through out the organization. Accountable to our employees, customers and shareholders. Communicating goals, objectives and expectations clearly while gaining commitment from our team by promoting a sense of ownership through out the company.

Our Values



Safety Working to keep our employees, customers and communities safe. Identifying risks in our operations and developing solutions to mitigate hazards.

Integrity Honesty and accountability. Keeping our commitments and holding ourselves to the highest level of accountability with our employees, customers, communities and shareholders.

Customer Service Committed to being the industry leader in customer service. Going the extra mile for the customers that have allowed us to serve them.

Our Vision is to develop a premier fully integrated regional solid waste and recycling company while keeping our core values and culture at the forefront of everything we do. This means doing the right thing for our employees, customers, communities and shareholders. Keeping focus on the people that we have the privilege to serve will solidify our position in the industry and separate us from our competitors.

Qualifications



Our complete list of exclusive franchise contracts is provided below, along with the detail of the type of service provided, the number of homes serviced, and the amount of commercial waste collected.

Miami Dade County	Residential automated curbside collection (recycling)	223,975 Homes
City of Hialeah	Residential automated curbside collection (recycling)	38,423 Homes
City of Fort Lauderdale	Residential automated curbside collection (recycling)	38,387 Homes
Town of Davie	Residential curbside automated solid waste, recycling, and bulk – includes multi-family and all commercial accounts	24,728 Homes 612,000 commercial cubic yards serviced annually
City of Pompano Beach October 1, 2022	Residential curbside automated solid waste, recycling, and bulk - Includes multi-family and commercial accounts	24,580 Homes Expected 800,000 commercial cubic yards annually
City of North Miami Beach	Residential curbside automated solid waste, recycling, and bulk - includes multi-family and all commercial accounts	8,400 Homes 495,770 commercial cubic yards serviced annually
Broward County Municipal Services District	Residential curbside automated solid waste, recycling, and bulk – includes multi-family and commercial accounts	4,700 Homes 43,568 commercial cubic yards serviced annually
Town of Bay Harbor Island	Residential curbside automated solid waste, recycling, and bulk – includes multi-family and commercial accounts	2,748 Homes 31,100 commercial cubic yards serviced annually
Town of Loxahatchee Groves	Residential curbside automated solid waste, recycling, and bulk – includes multi-family and commercial accounts	1,535 Homes 40,000 commercial cubic yards serviced annually
Village of El Portal -	Residential curbside automated solid waste, recycling, and bulk – includes multi-family and commercial accounts	848 Homes

**CITY OF DELRAY BEACH**

156097

**BUSINESS TAX RECEIPT
& CONTRACTOR REGISTRATION****RESTRICTION: CONSTRUCTION & DEMOLITION DEBRIS DISPOSAL**

OWNER/QUALIFIER BRENDON J. PANTANO

BUSINESS NAME: COASTAL WASTE & RECYCLING OF M

LOCATION: OUTSIDE OF DELRAY BEACH

CLASSIFICATION: MISCELLANEOUS OCCUPATION - REG.

RECEIPT NO 23 00063368

CONTROL NO 148935

DATE ISSUED: 9/12/22

BUSINESS TAX FEE: 13.41

DELINQUENT FEE: .00

TRANSFER FEE: .00

TOTAL AMOUNT PAID: 13.41COASTAL WASTE & RECYCLING OF M
1840 NW 33RD ST
POMPANO BEACH FL 33064BUSINESS TAX RECEIPT ISSUED FOR THE PERIOD
OCTOBER 1 2022 TO SEPTEMBER 30 2023**BUSINESS TAX RECEIPT MUST BE
CONSPICUOUSLY DISPLAYED TO
PUBLIC VIEW AT BUSINESS LOCATION**

Notice: This business tax receipt becomes NULL and VOID if ownership, business name, or address is changed. Applicant must apply for Transfer. Address change s need zoning approval.



State of Florida

Department of State

I certify from the records of this office that COASTAL WASTE & RECYCLING OF FLORIDA, INC. is a corporation organized under the laws of the State of Florida, filed on January 16, 2002.

The document number of this corporation is P02000007567.

I further certify that said corporation has paid all fees due this office through December 31, 2022, that its most recent annual report/uniform business report was filed on January 31, 2022, and that its status is active.

I further certify that said corporation has not filed Articles of Dissolution.

*Given under my hand and the
Great Seal of the State of Florida
at Tallahassee, the Capital, this
the Third day of February, 2022*



Randy Bee
Secretary of State

Tracking Number: 5536778010CU

To authenticate this certificate, visit the following site, enter this number, and then follow the instructions displayed.

<https://services.sunbiz.org/Filings/CertificateOfStatus/CertificateAuthentication>



Litigation or Disputes

Coastal Waste & Recycling does not have any cases arising or pending on or after January 1, 2017 in which a civil, criminal, or administrative proceeding was filed against the Company. There are no proceedings which were initiated by a city, county or other governmental entity that arose or is related to a contract with the governmental entity for the collection of Solid Waste or Recyclable Materials.

Prior Complaints

Coastal Waste & Recycling prides itself in delivering excellent service to our customers, however there are times when an issue might arise. From 2019 through 2020, Coastal Waste & Recycling was assessed an administrative charge of \$31,500 for missed pick-ups in Miami Dade County. There were 126 reported missed pick-ups out of the 223,000 homes serviced monthly that were missed more than once.

The City of Fort Lauderdale assessed Coastal Waste & Recycling \$27,370 since the inception of the contract in 2020. Administrative fines include Deliver. Exchange, Repair or Remove within 10 days (\$12,700 since 2020); Complaints over 15 (\$6,990 since 2020) and 3 or more complaints from the same address (\$5,125 since 2020)

During 2020, Coastal was also assessed minor fines for City of Hialeah. Fines were as follows: Leaving container where it blocks the driveway (7), Failure to return container to original place (1); Failure to respond to complaint (1); Failure to complete a route (1) (April 3, 2020 – Due to the pandemic, we were short staffed, route was completed the following day). From April 2021, Coastal Waste & Recycling has been assessed \$15,800 in administrative fines for missed pick-ups.



References

References



Coastal Waste & Recycling has been servicing the contracts below for the over five years. Additional information concerning the agreements can be provided upon request. Coastal Waste & Recycling is the prime contractor on all of these contracts, and they are still active.

Miami Dade County – *Provide Residential Collection to 230,038 homes* - curbside automated collection (recycling). Includes unincorporated Miami Dade County and the following piggyback municipalities.

El Portal (838 homes)	West Miami (1,409 homes)
Miami Springs (3,154 homes)	Opa Locka (2,041 homes)
Miami Lakes (1,548 homes)	South Miami (2,797 homes)
Virginia Gardens (559 homes)	Medley (359 homes)
Miami Beach (5,408 homes)	Miami Gardens (18,000 homes)
North Bay Village (410 homes)	

Contact: Michael Fernandez, Solid Waste Director

Address: 2525 NW 62 Street, Miami, FL 33142, - (305) 514-6623 / 786-473-7314

Email: michael.fernandez@miamidade.gov

Duration: June 30, 2008 – September 30, 2022,

Annual Contract Value: \$6,000,000

Employees: Drivers, Mechanics, Customer Service, Supervisor are responsible for this contract.

Contract Type: Residential collection services with automated vehicles.

Results: Collection of residential recycling. Service for residential is every other week. Materials are delivered to the assigned facility which was a local transfer station.

City of Hialeah – *Provide Residential Collection to 38,602 homes* - curbside automated collection (recycling).

Contact: Armando Vidal, Public Works Director

Address: 3700 W 4th Ave., Hialeah, FL 33012 – (305) 556-3800

Email: avidal@hialeahfl.gov via Hialeah City Clerk cityclerk@hialeahfl.gov

Duration: April 1, 2018 – September 30, 2027, plus (1) 4-year renewal options

Annual Contract Value: \$1,060,475

Employees: Drivers, Mechanics, Customer Service, Supervisor are responsible for this contract.

Contract Type: Residential collection services with automated vehicles.

Results: Collection of residential recycling. Service for residential is every other week. Materials are delivered to the designated facility.

City of Fort Lauderdale - *Provide Residential Collection to 40,218 homes* - curbside automated collection (recycling).

Contact: Melissa Doyle, Program Manager

Address: 949 NW 38 St, Fort Lauderdale FL 33309 - (954) 828-6111

Email: mdoyle@fortlauderdale.gov

Duration: December 1, 2020 – November 30, 2023 - plus (2) three-year renewals options



Annual Contract Value: \$1,916,000

Employees: Drivers, Mechanics, Customer Service, Supervisor are responsible for this contract.

Contract Type: Residential collection services with automated and semi-automated vehicles.

Results: Collection of residential recycling. Service for residential is weekly. Materials are delivered to the designated facility.

Town of Davie - *Provide Residential Multifamily and Commercial Waste Collection to 24,728 homes* - curbside automated solid waste, and monthly bulk – includes multi-family and all commercial accounts (600,000 cubic yards serviced annually).

Contact: Phillip Holste, Assistant Town Manager

Address: 6591 Orange Drive, Davie FL 33314

Email: Phillip.Holste@davie-fl.gov

Duration: June 1, 2021 – December 31, 2030, plus (2)-9-year renewal options

Annual Contract Value: \$20,827,911

Employees: Drivers, Mechanics, Customer Service, Supervisor are responsible for this contract.

Contract Type: Residential collection services with automated, semi-automated and clam shells type vehicles. Commercial collection with front end loaders and roll off type vehicles.

Results: Collection of residential solid waste, bulk, and recycling. Service for residential is twice a week solid waste and monthly bulk. Materials are delivered to the designated facility.

City of Pompano Beach - *Provide Residential, Multifamily and Commercial Waste Collection to 27,150 homes* curbside automated solid waste, recycling, and bulk – Commercial accounts 1.2 million cubic yards annually.

Contact: Russell Ketchem, Director of Environmental Services

Duration: October 1, 2022 – 2027 plus (2) 10-year renewals

Address: 1190 NE 3rd Ave., Pompano Beach FL 33060 – (954) 786-5516

Email: russell.ketchem@copbfl.com

Annual Contract Value: \$33,100,284

Employees: Drivers, Mechanics, Customer Service, Supervisor are responsible for this contract.

Contract Type: Residential collection services with semi-automated and clam shells type vehicles. Commercial collection with front end loaders and roll off type vehicles.

Results: Collection of residential solid waste, bulk, and recycling. Service for residential is twice a week solid waste, weekly recycling and weekly yard waste and bulk, Materials are delivered to the designated facility.

City of North Miami Beach – *Provide Residential Multifamily and Commercial Waste Collection - 8,415 homes* - curbside automated solid waste, recycling, and monthly bulk – includes multi-family and all commercial accounts (360,000 cubic yards serviced annually).

Contact: Kemarr Brown, Assistant City Manager



Address: 17011 NE 19th Avenue, North Miami Beach, FL 33162 – 305-947-7581 ext: 7922

Email: kemarr.brown@citynmb.com

Duration: June 1, 2022 – May 31, 2029, plus (1) 3-year renewal option

Annual Contract Value: \$11,075,409

Employees: Drivers, Mechanics, Customer Service, Supervisor are responsible for this contract.

Contract Type: Residential collection services with automated, semi-automated and clam shells type vehicles. Commercial collection with front end loaders and roll off type vehicles.

Results: Collection of residential solid waste, bulk, and recycling. Service for residential is twice a week solid waste, every other week recycling, and monthly bulk. Materials are delivered to the designated facility.

Broward County Municipal Services District – *Provide Residential Multifamily and Commercial Waste Collection to 4,700 homes* - curbside automated solid waste, recycling, and bulk. collection –Commercial Accounts (43,568 cubic yards serviced annually).

Contact: Andres Conde, Solid Waste Collection Administrator

Address: 1 North University Dr., Plantation, FL 33324 – (954) 474-1821

Email: aconde@broward.org

Duration: October 1, 2020 – September 30, 2025

Annual Contract Value: \$1,631,124

Employees: Drivers, Mechanics, Customer Service, Supervisor are responsible for this contract.

Contract Type: Residential collection services with automated, semi-automated and clam shells type vehicles. Commercial collection with front end loaders and roll off type vehicles.

Results: Collection of residential solid waste, bulk, and recycling. Service for residential is twice a week solid waste, weekly recycling and monthly bulk, Materials are delivered to the designated facility.

City of Oldsmar - *Provide Residential, Commercial and Industrial Waste Collection to 4,328 homes* - curbside manual solid waste and yard waste, bulk, and automated recycling –

Contact: Cindy Nenno, Administrative Services Director

Address: 100 State Street West, Oldsmar, FL 34677 - 813-749-1105

Email: CNenno@myoldsmar.com

Duration: October 1, 2021 – 2026 plus (2) 5 years renewals

Annual Contract Value: \$2.4 Million Annual Revenue

Employees: Drivers, Mechanics, Customer Service, Supervisor are responsible for this contract.

Contract Type: Residential collection services with automated and rear end load type vehicles.



Results: Collection of residential solid waste, bulk, and recycling. Service for residential is twice a week solid waste, weekly recycling and weekly yard waste and bulk, Materials are delivered to the designated facility.

Town of Bay Harbor Island – *Provide Residential Multifamily and Commercial Waste Collection - 2,748 homes* – curbside semi-automated solid waste, recycling, and bulk -includes multifamily and single family residential, iCommercial Accounts (31,100 cubic yards serviced annually)

Contact: Yusnielkys Palacio, Administrative Assistant for Public Works

Address: 9665 Bay Harbor Terrace, Bay Harbor Islands FL 33154 - (305) 866-6241

Email: ypalacio@bayharborislands-fl.gov

Duration: April 1, 2017 – March 30, 2022, plus (2) two-year renewals

Annual Contract Value: \$747,000

Employees: Drivers, Mechanics, Customer Service, Supervisor are responsible for this contract.

Contract Type Residential collection services with automated, semi-automated and clam shells type vehicles. Commercial collection with front end loaders and roll off type vehicles.

Results: Collection of residential solid waste, bulk, and recycling. Service for residential is three times a week solid waste, twice a week recycling and monthly bulk, Materials are delivered to the designated facility. Back door service.

Town of Loxahatchee Groves – *Provide Residential, and Commercial Waste Collection - 1,535 homes* - curbside semi-automated solid waste, recycling, and bulk - in addition to all Commercial Accounts (40,000 cubic yards serviced annually)

Contact: Francine Ramaglia, Assistant Town Manager

Address: 155 F Road, Loxahatchee Groves FL 33470 – (561) 793-2418

Email: FRamaglia@loxahatcheegrovesfl.gov

Duration: October 1, 2018 – September 30, 2025

Annual Contract Value: \$1,150,092

Employees: Drivers, Mechanics, Customer Service, Supervisor are responsible for this contract.

Contract Type: Residential collection services with semi-automated and clam shells type vehicles. Commercial collection with front end loaders and roll off type vehicles.

Results: Collection of residential solid waste, bulk, and recycling. Service for residential is twice a week solid waste, weekly recycling and weekly yard waste and bulk, Materials are delivered to the designated facility.



Vehicle, Equipment and other Resources

Routes



ROUTE PLAN					
Waste Stream	Truck Type	Number of Routes	Homes Per Route	Hours Per Route	Staffing
Garbage	Automated Side Load	5	1184	10	1 Driver
Garbage	Rear Load	1	876	10	1 Driver & 1 Helper
Yardwaste	Rear Load	2	1700	10	1 Driver & 1 Helper
Recycling	Split Body Rear Load	4	850	10	1 Driver & 1 Helper
Bulk	Clam Shell Grapple Truck	5	679	10	1 Driver
Garbage (Comm & Multifamily)	Front End Load	7	N/A	10	1 Driver & 1 Helper

Employees

EMPLOYEE PLAN			
Category	Total	Hours	Days Per Week
Drivers	30	10.5	6
Helpers	13	10.5	6
Mechanics	3	10	5
Customer Service Reps	2	9	6
Route Managers	2	11	6
Total	50		

Vehicles



VEHICLE PLAN							
Make	Model	Year	Type	Service	Fuel	Capacity	Frontline /Reserve
Mack	LR64R	2023	ASL	Garbage	Bio-Diesel	31 YD	Frontline
Mack	LR64R	2023	ASL	Garbage	Bio-Diesel	31 YD	Frontline
Mack	LR64R	2023	ASL	Garbage	Bio-Diesel	31 YD	Frontline
Mack	LR64R	2023	ASL	Garbage	Bio-Diesel	31 YD	Frontline
Mack	LR64R	2023	ASL	Garbage	Bio-Diesel	31 YD	Frontline
Mack	LR64R	2023	ASL	Garbage	Bio-Diesel	31 YD	Reserve
Mack	TerraPro	2023	SplitBody REL	Recycling	Bio-Diesel	25 YD	Frontline
Mack	TerraPro	2023	SplitBody REL	Recycling	Bio-Diesel	25 YD	Frontline
Mack	TerraPro	2023	SplitBody REL	Recycling	Bio-Diesel	25 YD	Frontline
Mack	TerraPro	2023	SplitBody REL	Recycling	Bio-Diesel	25 YD	Frontline
Mack	TerraPro	2023	SplitBody REL	Recycling	Bio-Diesel	25 YD	Reserve
Mack	TerraPro	2023	REL	Garbage	Bio-Diesel	25 Yd	Frontline
Mack	TerraPro	2023	REL	Garbage/Yardwaste	Bio-Diesel	25 Yd	Reserve
Mack	TerraPro	2023	REL	Yardwaste	Bio-Diesel	25 Yd	Frontline
Mack	TerraPro	2023	REL	Yardwaste	Bio-Diesel	25 Yd	Frontline
Mack	MD	2022	Clam Shell	Bulk	Bio-Diesel	30 YD	Frontline
Mack	MD	2022	Clam Shell	Bulk	Bio-Diesel	30 YD	Frontline
Mack	MD	2022	Clam Shell	Bulk	Bio-Diesel	30 YD	Frontline
Mack	MD	2022	Clam Shell	Bulk	Bio-Diesel	30 YD	Frontline
Mack	MD	2022	Clam Shell	Bulk	Bio-Diesel	30 YD	Frontline
Mack	MD	2022	Clam Shell	Bulk	Bio-Diesel	30 YD	Reserve
Peterbilt	520	2022	FEL	Comm/Multifamily	Bio-Diesel	28 YD	Frontline
Peterbilt	520	2022	FEL	Comm/Multifamily	Bio-Diesel	28 YD	Frontline
Peterbilt	520	2022	FEL	Comm/Multifamily	Bio-Diesel	28 YD	Frontline
Peterbilt	520	2022	FEL	Comm/Multifamily	Bio-Diesel	28 YD	Frontline
Peterbilt	520	2022	FEL	Comm/Multifamily	Bio-Diesel	28 YD	Frontline
Peterbilt	520	2022	FEL	Comm/Multifamily	Bio-Diesel	28 YD	Frontline
Peterbilt	520	2022	FEL	Comm/Multifamily	Bio-Diesel	28 YD	Reserve

Frontline Vehicle Capacity by Collection Service

Garbage	180 YD
Yardwaste	50 YD
Recycling	100 YD
Bulk	150 YD
Comm/Multifamily	168 YD

Vehicle By Collection Service

Service	Front Line	Reserve
Garbage	6	1
Yardwaste	2	1
Recycling	4	1
Bulk	5	1
Comm/Multifamily	6	1

Other Resources



To service the City of Delray Beach, Coastal will be operating from its Coastal 3 Facility, which is located at 3900 NE 10th Way in Pompano Beach and which is within 25 miles of the City of Delray Beach. Coastal currently operates several curbside residential contracts including Town of Davie, Unincorporated Broward County and City of Pompano Beach and will service Delray Beach from this site. Coastal will service the residents of Delray Beach with twice a week garbage, weekly bulky and yard waste and weekly recycling.



Vehicle maintenance and cart replacement and storage is located at this facility. Vehicles will be kept in clean and in optimum condition at all times. Our facilities have full repair services and wash bays. Our highly trained maintenance personnel are qualified to ensure all vehicles and equipment are running at optimum and safe levels, with a professional appearance. Additional mechanics will be hired as necessary throughout the contract.

Coastal Waste & Recycling Customer Service Department is also located at this facility.



Safety Program



Environmental Health & Safety



Environmental Health & Safety – The Team



Dave Lafleur
Director of Safety

- Dave brings 20+ years of experience in Environmental, Health and Safety, including 16 years in the waste industry.
- Dave has held VP and Director level safety positions at Orion Waste Solutions, Wheelabrator, Tunnel Hill Partners, and Badger Daylighting.
- Earlier in his career he spent 12 years at Republic Services as a Region Safety Director and Area Safety Manager.
- Experience implementing HSE strategic direction and building effective partner relationships with operational and other functional leaders



Fred Garrett
Corp Risk Manager

- Fred brings 30+ years of experience in Claims Management, Health and Safety Program development and implementation.
- Fred has held Roles as Senior Vice President of Risk Management, Excess Claims Manager and Claims Adjuster
- Fred started his career as a claim's specialist for State Farm Mutual Insurance and work his way up to executive level leadership roles
- He has spent the last 12 years involved as a leader in the logistics and transportation industry with Volume Transport, PS Logistics and Landair Transport



Bradland Ross
EH&S Admin

- Brings 7 years of EHS related experience in the waste and hazardous materials
- Works with the EHS team to build and implement systems to streamline processes and measure results
- Extensive background dealing with environmental agencies, best practice, and implementation of compliant programs



Environmental Health & Safety – The Program



Safety Program Development

Training Improvements

- Smith System Trainers
- New Hire Safety Orientation
- Manager Safety Orientation



Drive Cam Enhancement



Promote Culture of Safety

- Celebrations
- Recognition

Acquisition Integration

- Target Weaknesses
- Encourage Strengths

Incident Review Boards (IRBs)

- Post with 24 hours
- Executive Review Weekly

OSHA Program Development

- Revising Program over 12 months
- One new topic per month



Environmental Health & Safety – Drive Cam



Drive Cam Enhancement Pilot

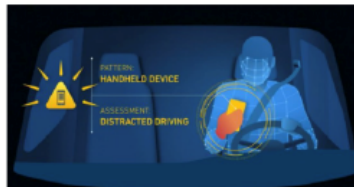
Machine Vision & Artificial Intelligence Triggers

lytx

Through MV+AI, you can proactively address risks and enable your drivers to self-correct through our in-cab experience.

Road-View Triggers

- Lane Departure
- Critical Distance
- Following Distance
- Rolling Stop*



In-Cab Triggers

- Driver Smoking
- Food and Drink
- Handheld Device
- No Seat Belt
- Inattentive
- Lens Obstruction*

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*Note: Visual alerts only.



The following pages are a section of Coastal Waste & Recycling's Safety Program.



COASTAL WASTE & RECYCLING

CORPORATE SAFETY POLICY

The Occupational Safety and Health Act of 1970 clearly states our common goal of safe and healthful working conditions. The safety and health of our employees continues to be the first consideration in the operation of our business.

Safety and health in our business must be a part of every operation. Without question it is every employee's responsibility at all levels.

It is the intent of *Coastal Waste & Recycling, Inc.* to comply with all laws. To do this we must constantly be aware of conditions in all work areas that can produce injuries. No employee is required to work at a job he or she knows is not safe or healthful. Your cooperation in detecting hazards and, in turn, controlling them is a condition of your employment. Inform your supervisor immediately of any situation beyond your ability or authority to correct.

The personal safety and health of each employee of *Coastal Waste & Recycling, Inc.* is of primary importance. The prevention of injuries and illnesses is of such consequence that it will be given precedence over operating productivity whenever necessary. To the greatest degree possible, management will provide all mechanical and physical facilities required for personal safety and health in keeping with the highest standards.

Our objective is a safety and health program that will reduce the number of injuries and illnesses to an absolute minimum. Our goal is always zero accidents and injuries.

Signature

Brendon J. Pantano, CEO

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**COASTAL WASTE & RECYCLING****COMPANY POLICIES AND PROCEDURES****1. PROGRAM REQUIREMENTS.**

Coastal Waste & Recycling will ensure that the hazards at our jobsites are evaluated and communicated to its employees and that proper protective measures are provided. Safety is also the responsibility of every employee of this company. This program will be maintained in accordance with OSHA Regulations 29 CFR 1910 and 29 CFR 1926. In addition, Coastal Waste & Recycling will review and evaluate this program on an annual basis or when operational changes occur that require a revision of this document.

2. WRITTEN INDIVIDUAL PROGRAMS.

Coastal Waste & Recycling will maintain written individual procedures for the types of hazards/issues that our employees will or could potentially be exposed to. Each program will be reviewed/revised on an annual basis or as required by the respective governing OSHA Standard. Each written program will be communicated to all personnel that are affected by it. Each will encompass the total workplace, regardless of number of workers employed or the number of work shifts. They will be designed to establish clear goals and objectives.

3. HEALTH AND SAFETY PROGRAM RESPONSIBILITY.

- 3.1. **Company Responsibilities.** Coastal Waste & Recycling recognizes the importance of safety and has committed to creating a place of employment which is free from recognized hazards. The Company is ultimately responsible for the safety of all employees. The Company will ensure that all levels of management in the company are delegated the necessary authority to cultivate a safe environment and to take the appropriate actions to correct any deviations or deficiencies relating to safety on the job. The Company will also be responsible for making available the funds necessary to ensure that employees are provided with effective safety equipment to perform their work.
- 3.2. **Project Manager Responsibilities.** Project Managers will be responsible for safety on their respective projects. Specific Safety Practices will be identified and implemented as appropriate for the project work being completed.
- 3.3. **Supervisor Responsibilities.** Company Supervisors are responsible for the daily enforcement of the policies and procedures in the Coastal Waste & Recycling safety program. They will be responsible for all aspects of employee safety in their respective areas. They will conduct periodic safety meetings for their employees. Supervisors will monitor the safety of employees on a daily basis and take the appropriate actions to correct any deviations or deficiencies relating to safety on the job. Supervisors will be attentive to employee safety concerns and report them to the Vice President of Operations. They will keep in communication with the Vice President of Operations to ensure all employees receive training, refresher training, or retraining as needed.

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- 3.4. Employee Responsibilities. Employees are the first lines of defense as it pertains to safety at all Coastal Waste & Recycling jobsites. Employees are expected to abide by all of the safety policies and procedures in the company safety program. They will be held accountable for their own safety and are expected to report unsafe conditions to their Supervisors immediately. If the Supervisor is unavailable, they will report safety violations or concerns to the Vice President of Operations. Employees, if feasible, are also expected to correct safety violations within their immediate areas. They will ensure they report to work in a state of readiness, with the appropriate clothing, and with all issued personal protective equipment. Employees will only operate equipment on which they have been trained and authorized to use. They will report accidents, injuries, and near misses immediately to their Supervisor.

4. JOB SAFETY PLANNING AND ANALYSIS.

- 4.1. Pre-Construction. *Coastal Waste & Recycling* is dedicated to ensuring the safety of all employees. For this reason, safety is considered even before contracts are awarded. The Safety Officer will be involved throughout the bid process to ensure that special tasks or procedures requiring additional safety precautions are identified as soon as practicable. In addition, once the contract has been awarded and before the project begins, a pre-construction safety meeting should be held with the Prime or General Contractor, Subcontractors, and other applicable parties to discuss the following:
- 4.1.1. Safety Management specifics and controls.
 - 4.1.2. Subcontractor requirements.
 - 4.1.3. Job hazard analysis.
 - 4.1.4. Special safety equipment, tools, hazards, or methods that will help in completing the job efficiently and safely.
 - 4.1.5. Safety Training and Orientation.
 - 4.1.6. Job-site safety inspections.
- 4.2. Job Safety (Hazard) Analysis. Job hazard analysis is to be used to make a habit of safe work practices. It is also beneficial as a guideline to follow during new employee training efforts and for quickly identifying the cause of an accident should one occur. Each analysis should be periodically reviewed for possible improvements. All supervisors will be familiar with the proper completion of a Job Safety (Hazard) Analysis. The following basic steps should be followed in preparation of a job hazard analysis:
- 4.2.1. Select the jobs or specific tasks for hazard analysis.



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- 4.2.2. Consider the task to be performed and inspect the area(s) to identify potential hazards.
- 4.2.3. Break the job or task into individual components or activities.
- 4.2.4. Identify the hazards associated with each component activity (ex. Falls, electric shock, chemical exposure, cuts, etc.).
- 4.2.5. Identify what procedures or equipment are needed to perform each component activity safely (ex. Ladders, scissor lifts, personal protective equipment, etc.).
- 4.2.6. Apply the analysis to the job.

5. ROUTINE SAFETY AND HEALTH INSPECTIONS.

Routine safety and health inspections of all job sites will be conducted as necessary by the Safety Officer or designated individual. The inspection will be conducted to discover conditions and work practices that may lead to job accidents and industrial illnesses, through specific, methodical auditing, checking, or inspection procedures.

- 5.1. Inspection elements. The following inspection elements will be checked during safety inspections.

5.1.1. Floors	Condition, slip, trip, falls
5.1.2. Aisles	Marking, obstructions
5.1.3. Stairs	Condition, railings, obstructions
5.1.4. Ladders	Condition, Metal in electrical areas
5.1.5. Exits	Obstructions, locked?, lighted?
5.1.6. Ventilation	Adequate, fans guarded?, maintained
5.1.7. Hand tools	Grounded, guarded, pressure switches
5.1.8. Chemicals	MSDS's, labels, storage, separated
5.1.9. Compressed gas	Storage, heat sources, labels, training
5.1.10. Guarding	Installed, over, under, around, between
5.1.11. Lockout Tagout	Procedures, training, devices, tags
5.1.12. Eye protection	Used, training, Z-87 rated protectors
5.1.13. Fire protection	Extinguishers, training, locations
5.1.14. First Aid	Kits, OSHA logs, training



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5.1.15. Confined Spaces Marked, training, ventilation, equipment

5.1.16. Work practices Unsafe work practices observed? (list)

5.2. Inspection report. The Safety Officer will provide a safety report based on the inspection items noted during the inspection to the appropriate supervisor.

6. SAFETY MEETINGS.

A well-ordered flow of information is essential to a good safety program. The company, through a program of safety meetings at all levels, intends to accomplish the goals of safety awareness, education, and participation.

6.1. We are committed to efficient and quality training that increases safety awareness amongst all employees.

6.2. Safety meetings for employees will be held on a regular basis to demonstrate management's commitment to accident prevention. Possible agenda items include but are not limited to the review of accidents, safety education, safety inspections, elimination of workplace hazards, new methods of improving job performance, employee training, personal protective equipment, safety incentives, hazard communication, lockout/tagout, respiratory protection, fall protection, and other safety policies.

6.3. It is vital to this Workplace Safety Program that all safety training and meetings be carefully documented. Written records of all safety meetings are the responsibility of the Supervisor(s). Training activities are the responsibility of the Safety Officer.

7. HAZARD REPORTING.

All employees are required to report potential or known hazards immediately upon identification. If possible, the hazard should be eliminated immediately when found. Otherwise, the immediate supervisor must be notified and all work where employees are exposed to the hazard must be discontinued until the hazard has been removed.

8. FIRST AID PROCEDURES.

8.1. Serious Injuries. Supervisors will be responsible to ensure all employees report serious accidents or injuries immediately to the Safety Officer. Where employees require professional medical attention, the Supervisor will accompany the employee to the hospital or clinic and observe the employees condition and status. The supervisor will report directly to the Safety Officer the condition of the employee and ensure that proper accident investigation procedures are followed.

8.2. Minor injuries. Minor injuries, such as cuts, scratches, bruises, and burns that do not require a doctor's treatment, may be handled by the employee at the jobsite.



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Recurring first aid injuries will be reported to the Safety Officer to ensure they do not become serious.

- 8.3. First Aid Kits. First aid kits will be maintained at each jobsite by the Supervisor. All employees will be made aware of the location and availability of the first aid kit. The type of first aid kit to be maintained will be for minor emergencies such as cuts and skin abrasions.

9. ACCIDENT INVESTIGATION.

Accident investigation is primarily a fact-finding procedure; the facts revealed are used to prevent recurrences of similar accidents. The focus of accident investigation will be to prevent future accidents and injuries to increase the safety and health of all our employees.

9.1. Immediate concerns.

- 9.1.1. Ensure any injured person receives proper care.
- 9.1.2. Ensure co-workers and personnel working with similar equipment or in similar jobs are aware of the situation. This is to ensure that procedural problems or defects in certain models of equipment do not exist.
- 9.1.3. Start the investigation promptly.

- 9.2. Accident Investigation Form. An investigation form which details specific company requirements for investigation will be used to gather data to determine causes and corrective actions. As a minimum the form will contain the following areas of concern.

- 9.2.1. Accident investigation form data.
 - Injured employee's name
 - Date and time of injury
 - Occupation or task being performed when injured
 - Employee's address
 - Sex/age/DOB
 - Social security number
 - Length of service
 - Length of time at specific job
 - Time shift started
 - Overtime length when injury occurred
 - Physician's and hospital name (if transported)
 - Type of injury
 - Resulting fatalities
 - Description and analysis of accident
 - Action taken to prevent recurrence and person
 - Employee's statement



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- Witnesses' statement
- Person completing form and date
- Person reviewing form and date

9.3. Supervisors are responsible for ensuring that employees follow safe work practices and receive appropriate training to enable them to do this. Supervisors will be responsible to fill out accident reporting/investigation requirement forms and to reinforce the ***Coastal Waste & Recycling*** safety program.

10. GENERAL SAFETY RULES FOR ALL EMPLOYEES.

The following safety rules are established by this company as general safety rules for all Employees.

- 10.1. Never operate any machine or equipment unless you are authorized and trained to do so.
- 10.2. Do not operate defective equipment. Do not use broken hand tools. Report them to your supervisor immediately.
- 10.3. Never start on any hazardous job without being completely familiar with the safety techniques which apply to it. Check with your supervisor if in doubt.
- 10.4. Make sure all safety attachments are in place and properly adjusted before operating any machine.
- 10.5. Do not operate any machine or equipment at unsafe speeds. Shut off equipment which is not in use.
- 10.6. Wear all protective garments and equipment necessary to be safe on the job. Wear proper shoes. Sandals or other open-toed or thin-soled shoes should not be worn.
- 10.7. Do not wear loose, flowing clothing or long hair while operating moving machinery.
- 10.8. Never repair or adjust any machine or equipment unless you are specifically authorized to do so by your foreman.
- 10.9. Never oil, clean, repair, or adjust any machine while it is in motion.
- 10.10. Never repair or adjust any electrically driven machine without opening and properly tagging the main switch.
- 10.11. Put tools and equipment away when they are not in use.
- 10.12. Do not lift items which are too bulky or too heavy to be handled by one person. Ask for assistance.
- 10.13. Keep all aisles, stairways, and exits clear of skids, boxes, air hoses, equipment, and spillage.



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- 10.14. Do not place equipment and materials so as to block emergency exit routes, fire boxes, sprinkler shutoffs, machine or electrical control panels, or fire extinguishers.
- 10.15. Stack all materials neatly and make sure piles are stable.
- 10.16. Keep your work area, machinery and all company facilities which you use clean and neat.
- 10.17. Do not participate in horseplay, or tease or otherwise distract fellow workers.
- 10.18. Power-truck operators must safeguard other workers at all times; workers must show courtesy to power-truck operators.
- 10.19. Floor mounted extension cords should be placed so that they are flush to the ground at all times.
- 10.20. Frayed or damaged electrical cords should be replaced.
- 10.21. Never take chances. If you're unsure, you're unsafe!
- 10.22. Ask for help, if needed.

11. FIRE PREVENTION AND PROTECTION.

Fire and explosion pose a serious risk to our employees during operations involving open flames or high heat sources such as the use of propane or electric torches. Flames can be produced which could quickly become uncontrollable under certain situations. For this reason, all employees will be trained in these procedures:

- 11.1. Basic safety precautions. Heat, open flame, or any operations where sparks may be produced will be permitted only in areas that are or have been made fire safe. When work cannot be moved practically, as in most construction work, the area will be made safe by removing combustibles or protecting combustibles from ignition sources.
- 11.2. Fire extinguishers. Suitable fire extinguishing equipment will be maintained in a state of readiness for instant use. Such equipment may consist of hose or portable extinguishers depending upon the nature and quantity of the combustible material exposed. Employees will not use portable fire extinguishers unless they have been trained.
- 11.3. Housekeeping. All employees will be familiar with the Housekeeping Program and will follow all applicable requirements as stated therein to ensure that flammable or combustible materials do not accumulate in the work area.
- 11.4. Chemical Storage. **Coastal Waste & Recycling** will ensure that proper storage locations are provided to employees using chemicals. Flammable chemicals will be stored in approved locations or flammable liquids cabinets designed in accordance with 29 CFR 1910.106. Toxic and corrosive chemicals will be stored apart from flammable

**COASTAL WASTE & RECYCLING****COMPANY POLICIES AND PROCEDURES**

chemicals and will be further segregated according to acidity and/or alkalinity. All chemical storage location will be approved by the Safety Officer before use.

- 11.5. Authorization. Employees performing heat or open flame operations must obtain authorization from their Supervisor. Where required, employees will fill out a Hot Work permit.

12. EVACUATION PROCEDURES.

All employees upon receipt of an evacuation order will exit the work area via the Nearest Unaffected Exit. They will proceed to the designated evacuation muster point for the area they were in at the time of the evacuation order, quickly and quietly. They will also upon request, aid their supervisor in taking role or by being a runner.

- 12.1. Egress Routes. All employees will become familiar with the location of all posted egress routes of the facility areas that they frequent and will know the primary and secondary egress routes of their work area.

- 12.2. Evacuation Muster Points. All employees will become familiar with the marked evacuation muster points and will know the primary evacuation muster point of the facility areas that they frequent and for their work area. NO ONE WILL LEAVE AN EVACUATION MUSTER POINT WITHOUT THE EXPRESS PERMISSION OF THE SENIOR EMPLOYEE PRESENT.

- 12.3. Severe Weather Safe Spots. All employees will become familiar with posted Severe Weather Safe Spots, and will know the location of the nearest Severe Weather Safe Spot for the areas that they frequent and their work area. Upon the announcement of severe weather, proceed to the designated safe spot.

- 12.4. Arrival Actions. Upon arrival at an evacuation muster point, each employee will seek out the senior employee present to assure that they have been accounted for. They will also, upon request, aid area supervisors or managers in taking a role or by being a runner.

- 12.5. Visitor Escorts. Each visitor at the facility must be escorted at all times throughout the facility or jobsite by a company employee. The escort will ensure their visitor is escorted to an evacuation muster point or safe spot as required. Upon arrival at an evacuation muster point, the visitor's name will be forwarded to the employee in charge at the evacuation muster point.

13. RECORDKEEPING REQUIREMENTS.

Coastal Waste & Recycling fully understands that companies with eleven (11) or more employees at any time during the calendar year immediately preceding the current calendar

**COASTAL WASTE & RECYCLING****COMPANY POLICIES AND PROCEDURES**

year must comply with the provisions of 29 CFR 1904. Records will be established on a calendar year basis.

13.1. **Coastal Waste & Recycling** will report to OSHA, as required by 29 CFR 1904.39, all fatalities, hospitalizations, amputations, and losses of an eye as a result of work-related incidents. Incidents that will be reported to the nearest OSHA Area Office include:

13.1.1. Fatalities within eight hours after the occurrence to one or more employees, and

13.1.2. Within 24 hours of learning of any incident which results in hospitalization, amputation, or loss of an eye of an employee.

13.2. Log and summary of occupational injuries and illnesses. This employer will:

13.2.1. Maintain a log and summary of all recordable occupational injuries and illnesses by calendar year.

13.2.2. Enter each recordable injury and illness on the log and summary as early as practicable but no later than 7 working days after receiving information that a recordable injury or illness has occurred. For this purpose, form OSHA No. 300 or an equivalent which is as readable and comprehensible to a person not familiar with it will be used. The log and summary will be completed in the detail provided in the form and instructions on form OSHA No. 300.

13.3. Supplementary record. In addition to the log of occupational injuries and illnesses (OSHA 300) **Coastal Waste & Recycling** will have available for inspection at each of our facilities within 7 working days after receiving information that a recordable case has occurred, a supplementary record for each occupational injury or illness for that establishment. The record will be completed in the detail prescribed in the instructions accompanying Occupational Safety and Health Administration Form OSHA No. 301. Workmen's compensation, insurance, or other reports are acceptable alternative records if they contain the information required by Form OSHA No. 301 (according to OSHA). If no acceptable alternative record is maintained for other purposes, Form OSHA No. 301 will be used or the necessary information will be otherwise maintained.

13.4. Annual summary. **Coastal Waste & Recycling** will post an annual summary of occupational injuries and illnesses for each facility under our control. This summary will consist of a copy of the year's totals from the form OSHA No. 300A and the following information from that form:

13.4.1. Calendar year covered.

13.4.2. Company Name and establishment address.

13.4.3. Certification signature, title, and date.

**COASTAL WASTE & RECYCLING****COMPANY POLICIES AND PROCEDURES**

- 13.4.4. A form OSHA No. 300A will be used in presenting the summary. If no injuries or illnesses occurred in the year, zeros will be entered on the totals line, and the form posted.
- 13.4.5. The summary will be completed by February 1 of each calendar year. This company, or the officer or employee of **Coastal Waste & Recycling** who supervises the preparation of the log and summary of occupational injuries and illnesses, will certify that the annual summary of occupational injuries and illnesses is true and complete. The certification will be accomplished by affixing the signature of the employer, or the officer or employer who supervises the preparation of the annual summary of occupational injuries and illnesses, at the bottom of the last page of the summary.
- 13.4.6. **Coastal Waste & Recycling** will post a copy of the establishment's summary in each facility. The summary covering the previous calendar year will be posted no later than February 1, and will remain in place until April 30. For employees who do not primarily report or work at a fixed site belonging to this company, or who do not report to any fixed site on a regular basis, we will satisfy this posting requirement by presenting or mailing a copy of the summary during the month of February of the following year to each such employee who receives pay during that month. (NOTE: For multi-establishment employers where operations have closed down in some establishments during the calendar year, it will not be necessary to post summaries for those establishments).
- 13.5. Records retention. Records will be retained for 5 years following the end of the year to which they relate.

14. DISCIPLINARY ACTIONS FOR WILLFUL UNSAFE ACTS.

Employee safety is paramount at **Coastal Waste & Recycling**. The willful commitment of an unsafe act cannot be condoned. Employees who willfully jeopardize their own or coworkers' safety will be disciplined. The type of discipline can range from a verbal warning to dismissal. The Safety Officer, and supervisory personnel in the administrative chain of any employee may give employees a verbal warning for a known unsafe act or procedural, or operational infraction. Disciplinary action other than a release from shift without pay must be reviewed by the company Owner.

14.1. Forms of discipline.

- 14.1.1. Verbal warning. The company Safety Officer, and supervisory personnel in the administrative chain of any employee may give employees a verbal warning for a known unsafe act or procedural, or operational infraction. A second verbal warning in the same shift will be grounds for release from the current

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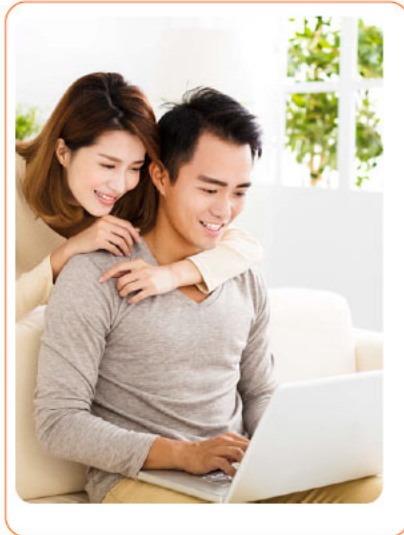
work shift without pay. The immediate supervisor will be consulted in all cases and will make the determination for release.

- 14.1.2. Written warning. A written warning will be issued automatically for a second verbal warning for an unsafe act. The written warning will become part of the employee's permanent personnel record.
- 14.1.3. Retraining. It must be considered that the possibility exists that lack of proper training may be a cause of any unsafe act. Supervisors will review the need for employee remedial training in their job skill to enable them to better accomplish their jobs.
- 14.1.4. Dismissal hearing. The employee concerned will be notified of his or her rights in advance of termination. The option of dismissal will be reviewed by the company Owner before termination. The immediate supervisor will be consulted to determine if a lesser form of discipline is warranted. The employees' rebuttal (if provided) will be considered along with the severity of the act, the supervisor's recommendation and any other supporting information provided at the time of the hearing.



Coastal will be using the web-based system call Trac EZ. This system gives you an overview on all open and closed customer complaints. It is widely used throughout the industry. This system handles service issues and can be integrated with our current system, TRUX. This way nothing falls through the cracks as far as any service issue request.

trac EZ. Municipal Tracking



Tracking municipal services has never been easier than with trac EZ. We provide simple but powerful real-time tracking services for municipalities.

Any Type of Service

Other tracking systems are e-mail based and have no ability to differentiate between services by category. trac EZ's features are designed for a huge range of municipal services, including:

- Administration
- Animal Control
- City Clerks
- Code Enforcement
- Development Services
- Leisure Services
- Police Departments
- Reclaimed Water
- Finance Departments
- Fire Departments
- Fleet Services
- Recycling
- Sewer
- Storm Water
- Streets
- Utility Billing
- Water

Communication Is the Key to Success

Contracts and services are impossible to administer without effective communication. Give your employees the tools they need to do a good job. trac EZ provides real-time communication between all parties.



Coastal uses LYTX for its drive cam and GPS technology. The program is explained in the next section.

Once awarded the contract, Coastal will work with the City to see what is the best way to use both resources. Either way we integrate the two tracking systems or run them both side by side to ensure the highest quality of customer service.

GPS Tracking

Coastal Waste & Recycling understands how vital the service we provide is to the health and welfare of each resident and commercial customer. Our number one priority is timely and efficient collection for every customer. With that goal in mind, we are focused on providing quick, efficient, and personal attention to all customers.

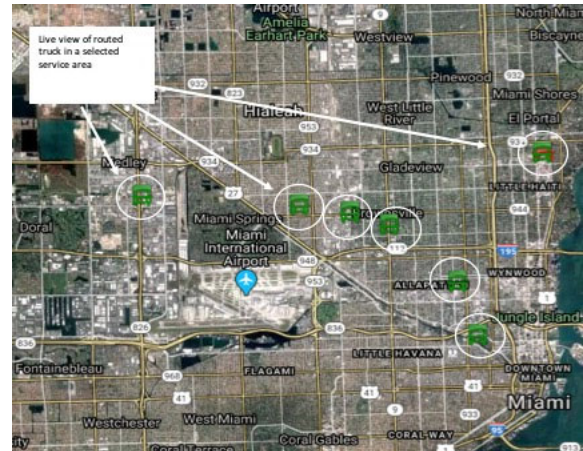
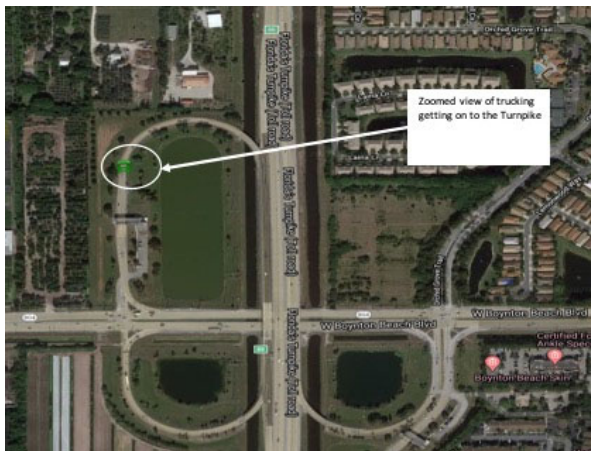


All calls are answered and handled locally. All the employees at the Coastal location that answer the phone will be able to assist with any concerns, requests, and issues from the City.

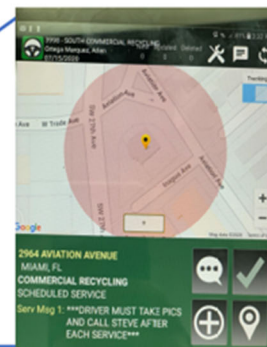
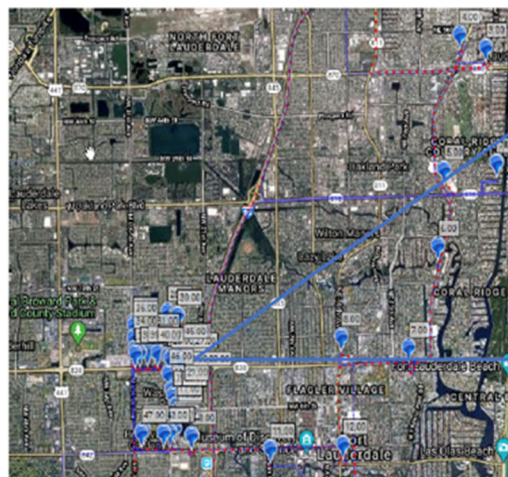


Coastal Waste & Recycling utilizes the TRUX Haul-IT software. TRUX Haul-IT is a complete operational, financial solution for waste and recycling haulers. The software package provides comprehensive routing, dispatch, scheduling, billing, collection, and sales reporting tools.

TRUX Routing & Dispatch Live View GPS



TRUX – Breadcrumb Trail Technology



TRUX – Driver View
(Example Only)

Breadcrumb Trail Technology

This live GPS Technology can determine what time of the day a vehicle was at an address or on a certain street. It can determine the difference between a miss pick up and a late set out.



Timeline for Acquisition



Containers – Coastal will acquire the approximately 900 brand new mechanical containers from a local vendor, Built Rite. We will place the order immediately upon award. Previous orders for the Pompano Beach's 1,300 commercial and multi-family containers were completed in less than 4 months. We anticipate having all containers needed for Delray Beach within the same time frame.

Automated Side Loaders (Residential Carts) – Coastal has all five, brand new, 2022 front line automated side loaders needed to service the City of Delray Beach **in stock** in our facility today.



Front-Load Vehicle - (Commercial / Multi-Family Mechanical Containers) Coastal has all six, brand new front line, front end load trucks needed to service the City of Delray Beach **in stock** in our facility today.

Rear Load Vehicle – (Residential Bag and Pails as well as Yard Waste) Coastal has the three new rear load trucks needed to service the yard waste and residential curbside pail and bag collection in stock.



Mini-Rear Load Vehicles – (City pails) Coastal has an 18-yard, **in stock**, it will use to service the pails in the parks, along the beach and Atlantic Avenue and Pineapple Grove. In addition, this truck will service homes south of Linton that dead end into the Intercoastal.

Split Body Rear Load (Residential / Multi-family Recycling Carts) Coastal will order 6 brand new split body rear load trucks. They will be ordered from Sunbelt immediately upon award. Delivery is expected to be 6 to 8 months.



Grapple/Clam Type Trucks (Residential Bulk and Yard Waste) Coastal will order 6 new Grapple/Clam Type trucks from Petersen Industries in Lake Wales, Florida. The trucks will be immediately ordered upon award. Delivery time is 3 to 4 months.



Coastal is prepared to lease the grapple trucks from multiple vendors if necessary. Also, Coastal is prepared to lease or buy used Split Body Rear loader until the new ones arrive.

Coastal does not anticipate any supply chain issues when it comes to any trucks. We received all equipment for Pompano Beach (10/1/2022 start) and North Miami Beach (6/1/2022 start) on time.

GPS and Camera Monitoring Technology

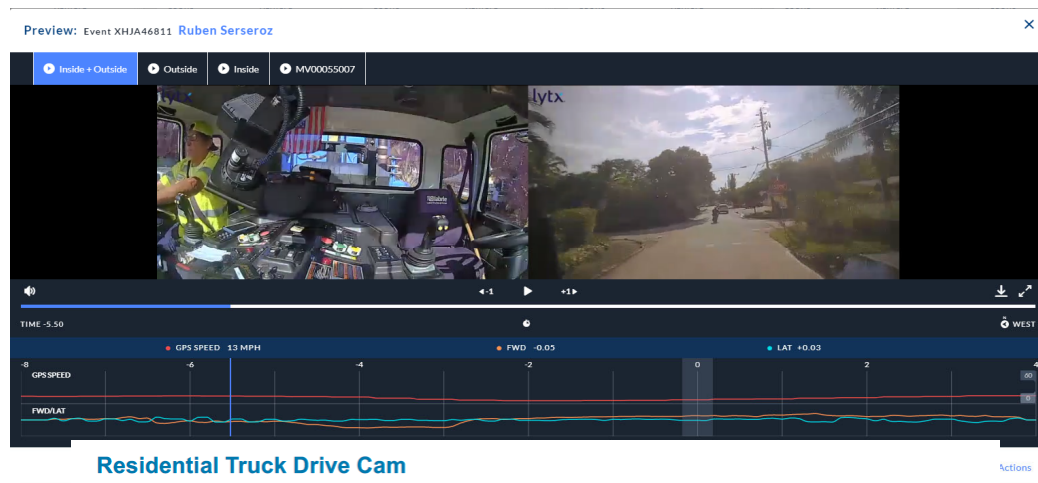


Lytix Drive Cam on Board Video Resource

All Coastal trucks are equipped with Lytx Drive Cam. Lytx Drive Cam is a highly rated brand of on-board video technology, like Third Eye. Lytx's video telematics and fleet safety solutions provide an important component to our overall safety program as they improve driver behavior and manage the fleet while ensuring compliance and improved productivity on each route. The Drive Cam Safety Program is a video-based safety program designed to help improve driver performance. This camera system provides near real time visibility into the status of every vehicle in our fleet and will help increase driver accountability.



The Drive Cam program provides an objective picture of what is happening on the road, allowing the driver to document through time stamped photos any events or situations, such as late set outs, bulk and vegetation debris, blocked access of any kind and time of service, to name a few. This program also gives us the ability to make sure that our driver is operating in a safe and lawful manner.





Current Fleet

Vehicle	Year	Serial Number	Department	Vehicle Make	Vehicle Model
100308	2008	1M2AU02C78M001551	ASL	Mack	LEU613 600
101108	2008	1M2AU02C98M001504	ASL	Mack	LEU613 600
101208	2008	1M2AU02C38M001448	ASL	Mack	LEU613 600
101409	2009	1M2AU02CX9M002775	ASL	Mack	LEU613 600
101509	2009	1M2AU02C99M002783	ASL	Mack/Labrie	LEU613 600
102109	2009	1M2AU02C39M002777	ASL	Mack	LEU613 600
102208	2008	1M2AU02C28M001506	ASL	Mack	LEU613 600
102316	2016	1M2AU02C0GM010400	ASL	Mack/New Way	LEU613 600
102416	2016	1M2AU02C2GM010401	ASL	Mack	LEU613 600
102516	2016	1M2AU02C4GM010397	ASL	Mack/New Way	LEU613 600
102616	2016	1M2AU02C6GM010398	ASL	Mack	LEU613 600
102716	2016	1M2AU02C4GM010402	ASL	Mack	LEU613 600
102816	2016	1M2AU02C8GM010399	ASL	Mack/New Way	LEU613 600
102916	2016	1M2AU02C6GM010403	ASL	Mack	LEU613 600
103016	2016	1M2AU02C8GM010404	ASL	Mack	LEU613 600
103116	2016	1M2AU04C4GM010669	ASL	Mack/New Way	LEU613 600
103216	2016	1M2AU04C0GM010670	ASL	Mack/New Way	LEU613 600
103316	2016	1M2AU04C4GM010672	ASL	Mack/New Way	LEU613 600
103416	2016	1M2AU04C2GM010671	ASL	Mack	LEU613 600
103516	2016	1M2AU02C6GM010661	ASL	Mack	LEU613 600
103619	2019	1M2LR2GC7KM001040	ASL	Mack	LR613SL
103718	2018	1M2LR06C5JM003132	ASL	MACK	LR613
103818	2018	1M2LR06C7JM003133	ASL	MACK	LR613
103918	2018	1M2LR06C3JM003131	ASL	MACK	LR613
104421	2021	1M2LR2GCXMM003996	ASL	MACK	LR64R-SL
104921	2021	1M2LR2GC2MM004009	ASL	MACK	LR64R-SL
105220	2020	1M2LR2GC8LM002361	ASL	MACK	LR64R-SL
105521	2021	1M2LR2GCXMM004050	ASL	MACK	LR64R SL
110122	2022	1M2LR2GC6NM005889	ASL	MACK	LR64
110422	2022	1M2LR2GC7NM005982	ASL	MACK	LR
110522	2022	1M2LR2GC4NM005891	ASL	MACK	LR
110722	2022	1M2LR2GC9NM005885	ASL	MACK	LR
200516	2016	1M2AX13C8GM033872	ROLL OFF	MACK	GU813 800
200618	2018	1M2AX13C0JM041908	ROLL OFF	MACK	GU813 800
201305	2005	1M2AG11C85M018949	ROLL OFF	MACK	700
201918	2018	1M2AX13C5JM041094	ROLL OFF	MACK	GU813
202016	2016	1M2AX13C6GM033871	ROLL OFF	MACK	GU813
202219	2019	1M2GR2GC1KM007773	ROLL OFF	MACK	GR64B
202518	2018	1M2AX13C0JM041794	ROLL OFF	MACK	GU813
203407	2007	1M2AG11C97M051042	ROLL OFF	MACK	
203815	2015	1NPCL70X1FD270858	ROLL OFF	PETERBILT	



Vehicle	Year	Serial Number	Department	Vehicle Make	Vehicle Model
203916	2016	1NPCL70X6GD336807	ROLL OFF	PETERBILT	
204016	2016	1NPCL70X2GD336805	ROLL OFF	PETERBILT	GU813
204421	2021	1M2GR2GC8MM020491	ROLL OFF	MACK	GR64B
209022	2022	1M2GR4GC6NM029641	ROLL OFF	MACK	GRANITE
210022	2022	1M2GR2GC1NM026733	ROLL OFF	MACK	GR64B4
300905	2005	1M2K195C25M027385	REL	Mack	MR688S
301419	2019	2NP2HJ7X1KM273991	REL	PETERBILT	
304622	2022	1M2TE2GC2NM007330	REL	MACK	LH
400316	2016	1M2AV04C2GM014460	FEL	Mack/Heil	MRU613 600
400407	2007	1M2K189C67M036209	FEL	Mack/RDK	MR690S 600
400516	2016	1M2AV04C6GM015451	FEL	Mack/Heil	MRU613 600
400618	2018	1M2AV04C8JM019279	FEL	Mack	MRU613
400918	2018	3BPDL70X3JF192161	FEL	PETERBILT	F/L
401318	2018	3BPDL70X8JF160967	FEL	PETERBILT/McNei	520
401619	2019	3BPDL70X5KF104115	FEL	PETERBILT	520
403316	2016	1M2AV02C9GM013826	FEL	MACK/New Way	MR
403416	2016	1M2AV02C6GM014965	FEL	MACK	
403618	2018	3BPDLJ0X4JF191324	FEL	PETERBILT	
403718	2018	3BPDL70X2JF191311	FEL	PETERBILT/new w	
403819	2019	3BPDLJ0X2KF104036	FEL	PETERBILT/New W	
404020	2020	3BPDL70X0LF106453	FEL	PETERBILT/McNei	PETE 520
407922	2022	1M2TE2GCXNM007429	FEL	MACK	
408222	2022	1M2TE2GC0NM007424	FEL	MACK	MRU
409422	2022	1M2TE2GC6NM007489	FEL	MACK	LH
409522	2022	1M2TE2GC0NM007472	FEL	MACK	LH
409622	2022	1M2TE2GC8NM007476	FEL	MACK	LH
409722	2022	1M2TE2GC6NM007525	FEL	MACK	LH
491103	2003	1FDWE35L93HB33342	FIELD SUP	FORD	BOX TRUCK
500116	2016	1M2AX09C9GM030920	GRAPPLES	MACK	
500216	2016	1M2AX04C4HM033216	GRAPPLES	MACK	
501715	2015	1M2AX04C9FM022094	GRAPPLES	MACK	GU713
502217	2017	1M2AX04C7JM040117	GRAPPLES	MACK	GU713
650604	2004	MTS100D	FIELD SUP	AMA	100KW
650706	2006	25YW	FIELD SUP	DGC	25KW
650814	2014	MTS200J	FIELD SUP	AMA	200KW
C90115	2015	1GTR1TEC0FZ419964	PICKUPS	GMC	SIERRA1500
C90315	2015	1GTN1TEC7FZ213488	PICKUPS	GMC	SIERRA1500
C90416	2016	1GTR1LEC4GZ242885	PICKUPS	GMC	SIERRA1500
C90515	2015	1GT12YEG0FF547536	PICKUPS	GMC	2500
C94122	2022	3GCPABEK0NG523037	FIELD SUP	CHEVROLET	SILVERADO
M10316	2016	3C7WRSBLXGG198582	FIELD SUP	DODGE	3500



Vehicle	Year	SerialNumber	Department	VehicleMake	VehicleModel
M11119	2019	1FD0X5GT1KEF71197	FIELD SUP	FORD	

ASL Automatic Side loaders
 REL Rear End Loaders
 FEL Front End Loader
 Field Sup Field Supervisor

Current Mechanical Containers

Coastal Waste & Recycling has an estimated 25,000 mechanical containers throughout the State of Florida. The majority of those 25,000 are at existing customers today. In addition to those containers, Coastal maintains a surplus inventory at our facilities throughout the State of Florida. They range in size from 1 cubic yard to 8 cubic yard. In addition, Coastal has over 5,000 open top roll off containers throughout the State of Florida ranging from 10 cubic yards open top to 40 cubic yard. Coastal also owns several hundred compactors ranging in size from 6 cubic yards up to 40 cubic yards. These are all ordered on an as needed customer bases and all are in use today.

Reserve Equipment and Trucks

Coastal Waste & Recycling operates over 400 vehicles statewide. Spare vehicles are part of that number and can be deployed anywhere, if needed. Coastal also maintains a working arrangement with Premier Truck Rentals. We have the ability to call on them to lease any type vehicle at any time.

Plan to Provide Garbage Carts

Coastal Waste will warehouse the City's carts at the facility in Pompano Beach. Coastal will dedicate a cart delivery specialist exclusively for the City of Delray Beach. Coastal will try to coordinate with the City's current cart vendor to purchase carts for the new residents and replacement.





Financial Capability

Financial Capability



Neither Coastal Waste & Recycling nor any of its affiliates has ever had a bankruptcy proceeding.

Coastal Waste & Recycling is financially backed by three large investment partners: Summer Street Capital Partners, Concentric Equity Partners, and Comerica Bank

Summer Street Capital Partners – \$50 Million Capital Commitment

Summer Street Capital Partners is a private equity firm based in Buffalo, NY, that provides capital and strategic support to exceptional companies pursuing rapid growth and have extensive experience investing in the solid waste services industry specifically. Summer Street's approach is to support high-performing entrepreneurs and management teams with capital, strategic expertise, and industry knowledge. Summer Street is committed in expanding Coastal Waste & Recycling's market share and is very focused on ensuring that Coastal Waste & Recycling has the proper resources to perform and continue growing successfully.

Concentric Equity Partners - \$75 Million Capital Commitment

Concentric Equity Partners is a private investment firm based in Chicago, IL. Concentric Equity Partners provides capital and strategic support to exceptional service companies pursuing rapid growth. Concentric's approach is to support entrepreneurs with capital, operating expertise, and industry knowledge. Concentric's principals have distinguished track records as operators and professional investors in a variety of growth oriented middle market companies. Concentric is the direct investing arm of Financial Investments Corporation ("FIC"), a private asset management firm with over \$2 billion in investment commitments under management.

Comerica Bank - \$225 Million Credit Commitment

The waste business in Pennsylvania is not the same as in California. Obvious, but often overlooked in the financial industry. Comerica's seasoned environmental services advisors understand the diverse and complex needs of clients across the U.S. and Canada who collect, transport via truck and/or rail, treat, recycle, process, and dispose of waste, including solid, liquid, recyclables, landfill gas, hazardous and medical. Coastal Waste & Recycling has a \$225 million dollars credit commitment for the growth and development from Comerica.



Trade Secrets

Coastal Waste & Recycling is claiming that the Audited Financial Statements as required in Tab 7, Financial Capability, as Trade Secret, therefore confidential and not privy to Public Records Request. Chapter 119.071(1) (c) which states the following:

119.071 General exemptions from inspection or copying of public records.—

(1) AGENCY ADMINISTRATION. —

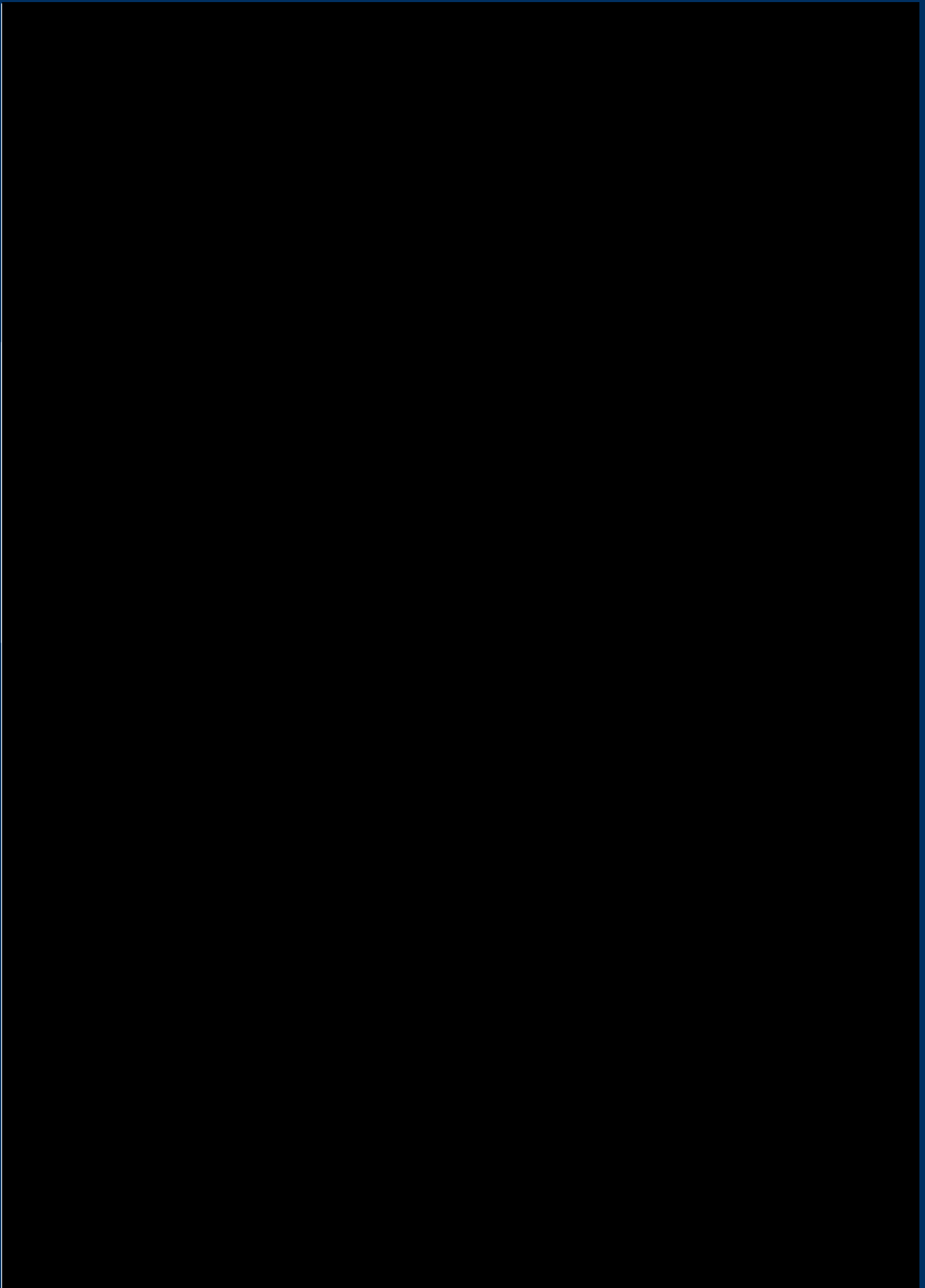
(c) Any financial statement that an agency requires a prospective bidder to submit in order to prequalify for bidding or for responding to a proposal for a road or any other public works project is exempt from s. 119.07(1) and s. 24(a), Art. I of the State Constitution.

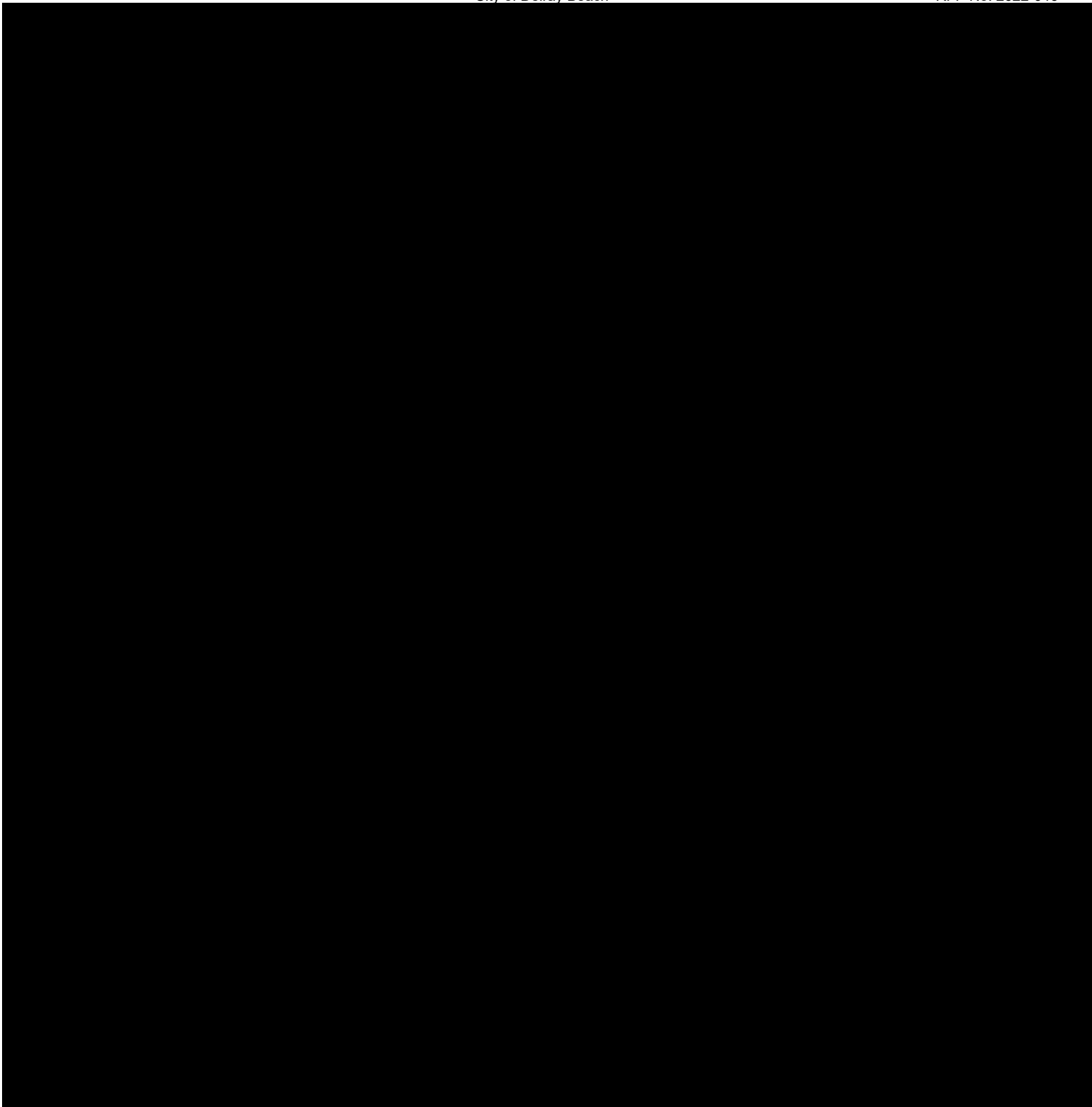
Audited Financial Statements

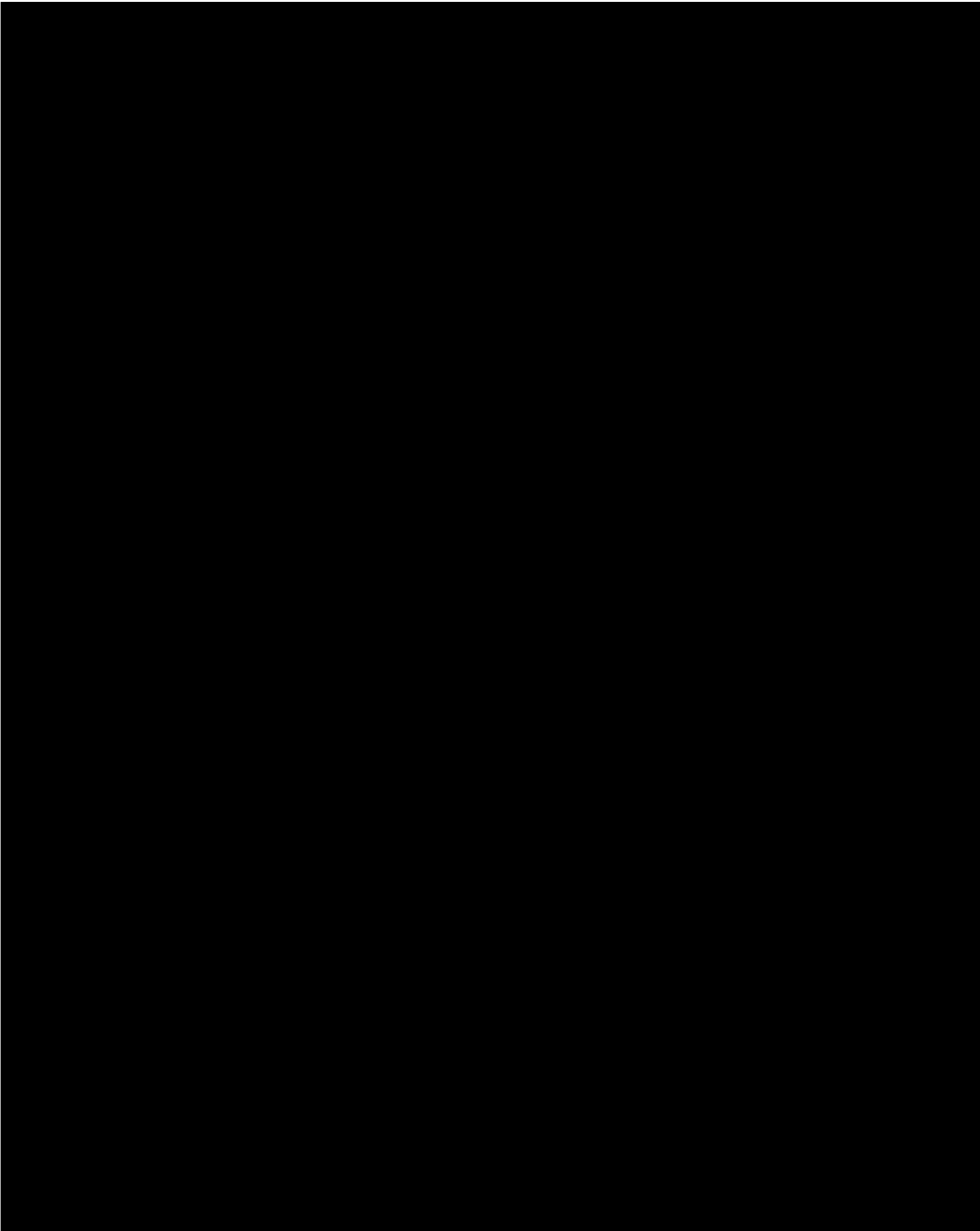
Citing FS 119.071 (1) (c), Coastal Waste & Recycling Audited Financial Statements will be exempt from disclosure under Florida's Public Records Law. Pages, Coastal Waste & Recycling cites as confidential, will be marked with the following statement:

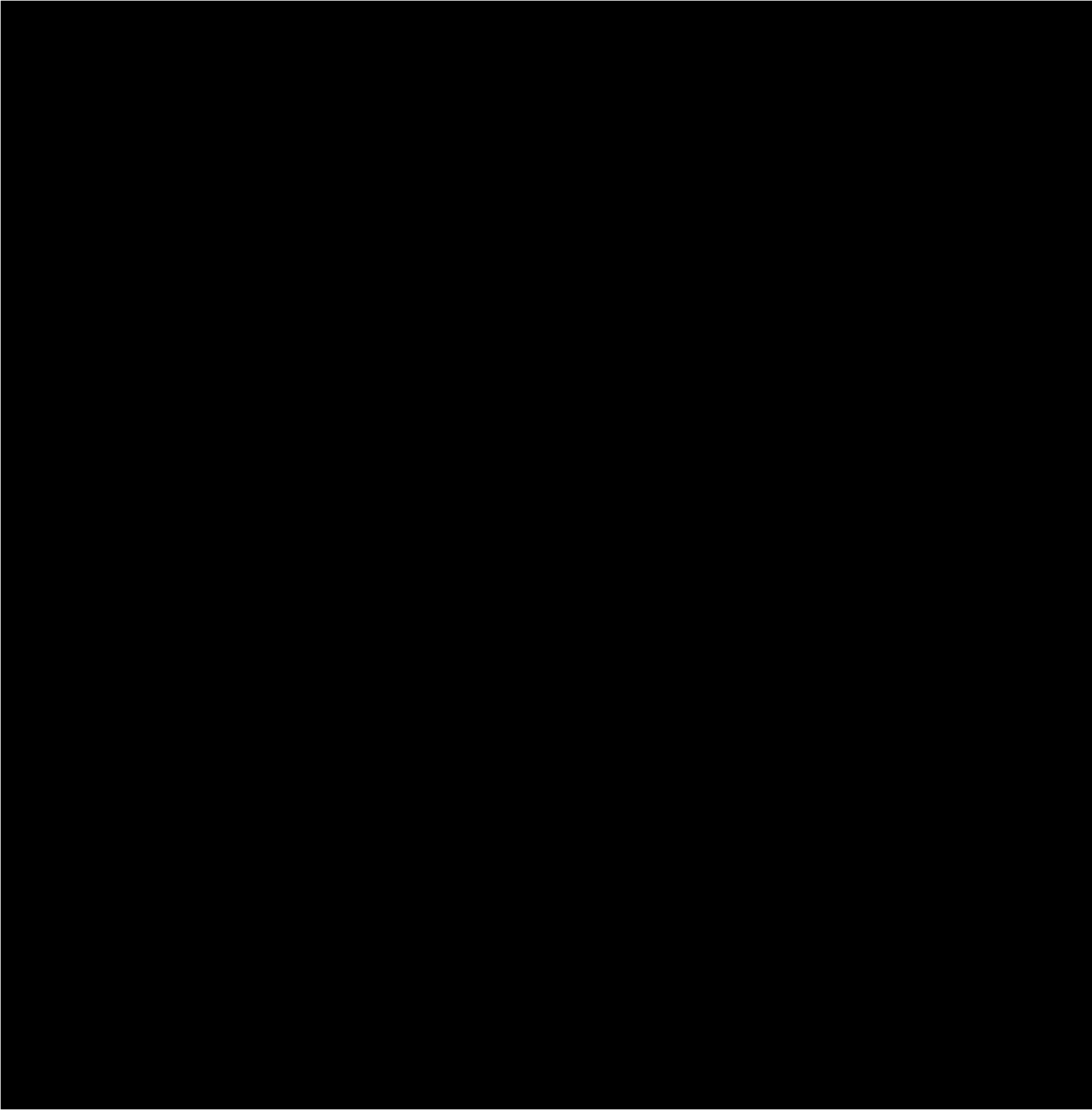
This page contains trade secrets and/or confidential commercial or financial information that the Coastal believes to be exempt from disclosure under Florida's Public Records Law, and which is subject to the non-disclosure requested on the cover page of this proposal.

The following pages are confidential and not for public release.

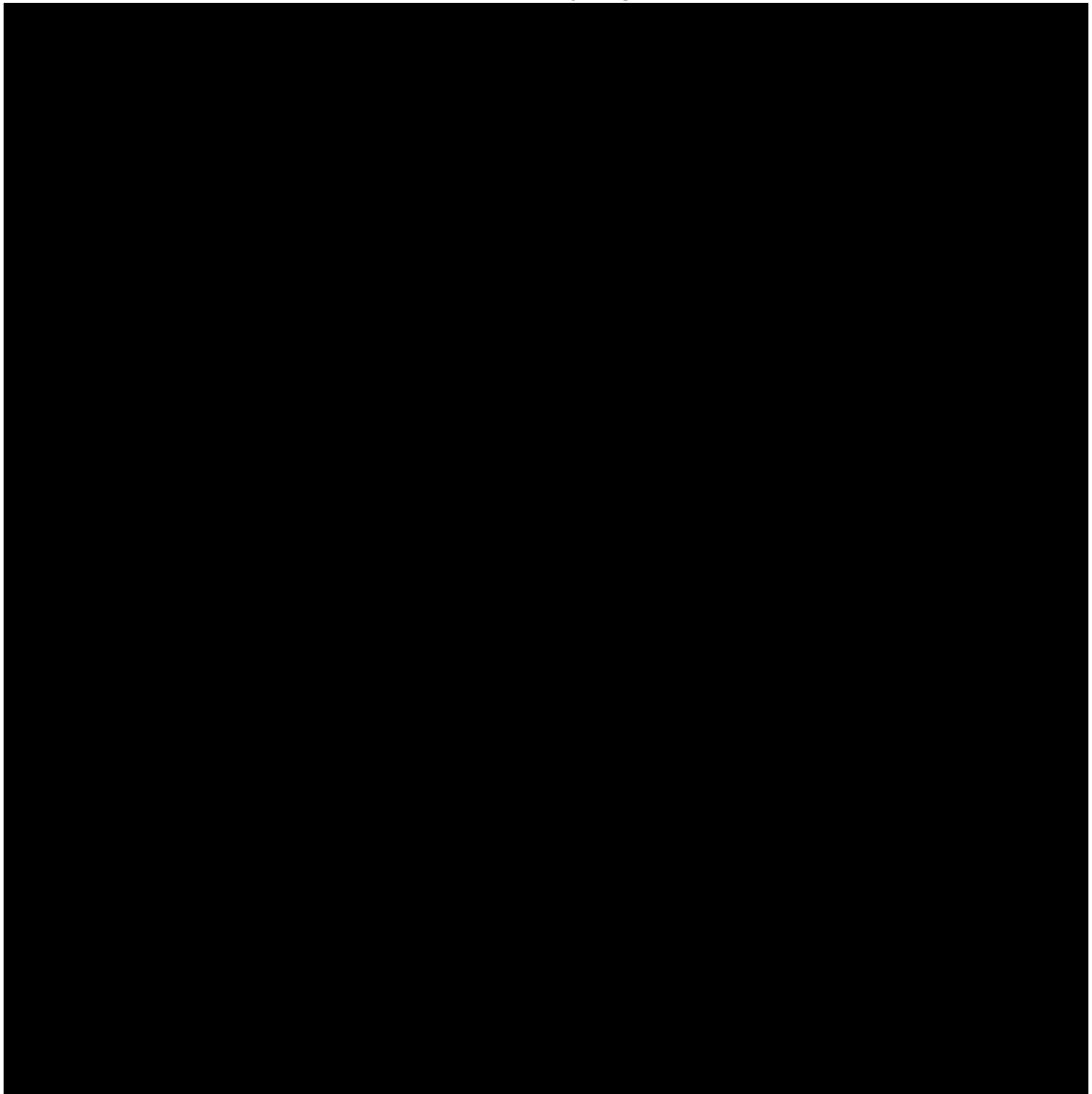




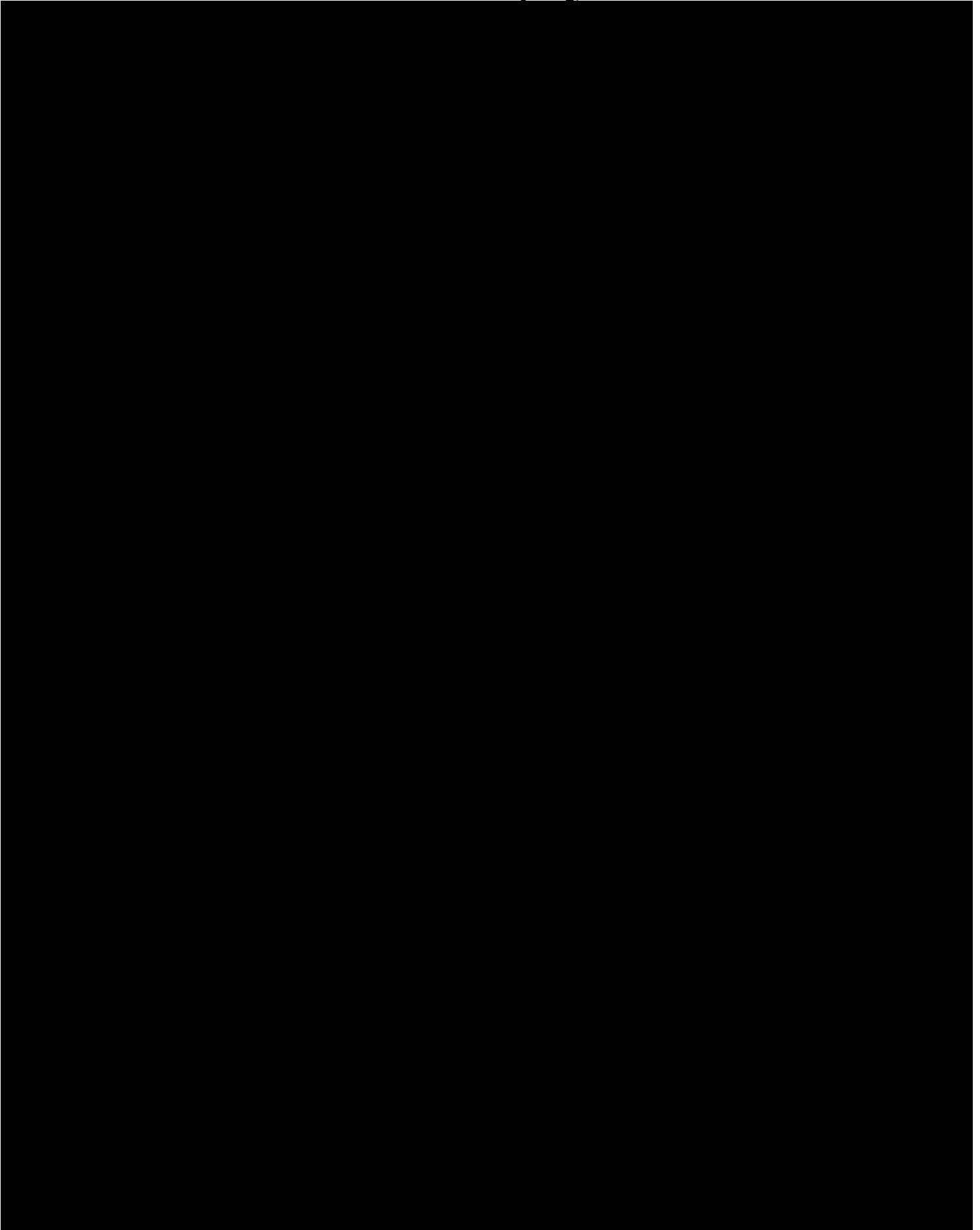




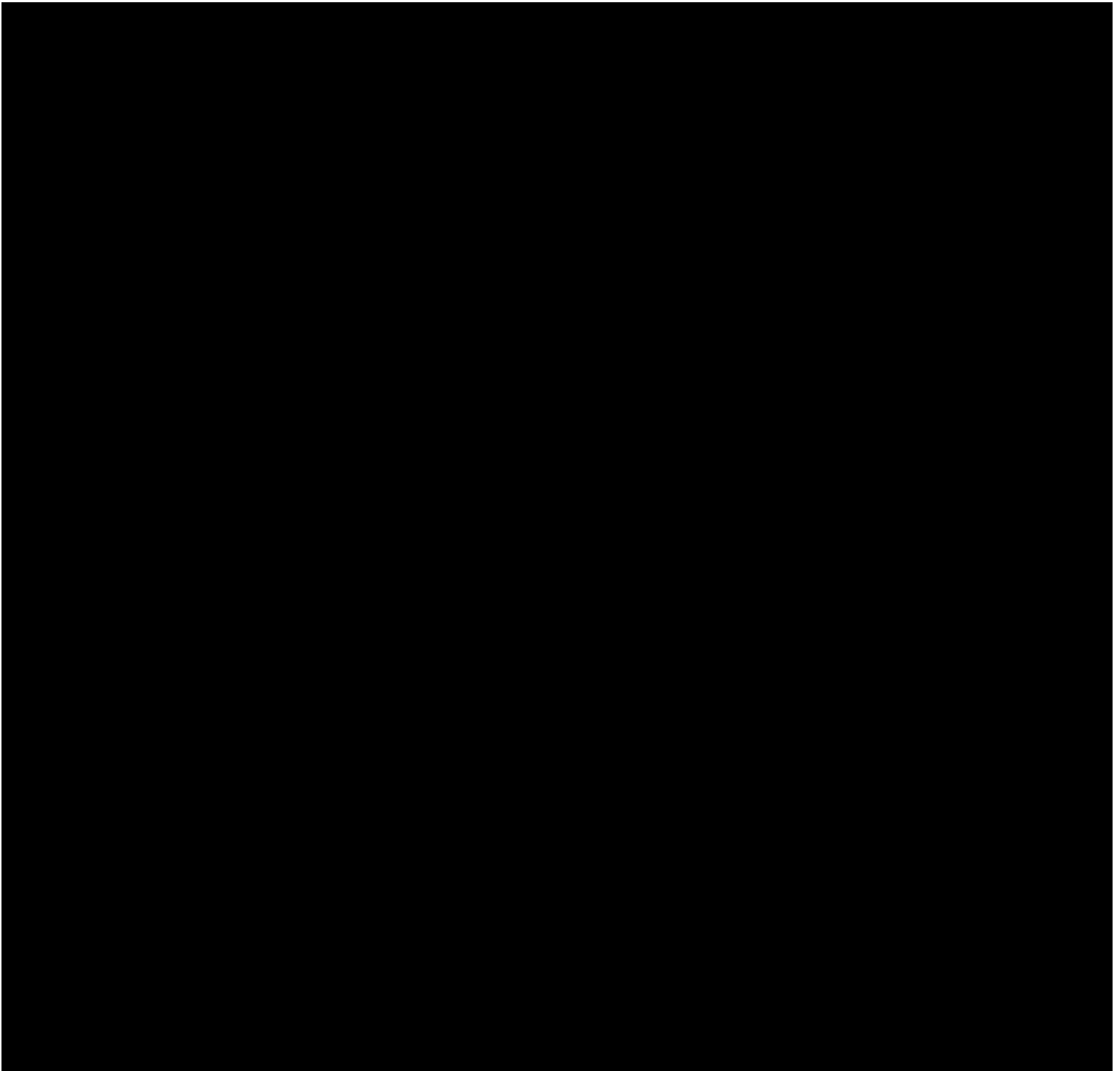
Coastal Waste & Recycling, Inc.



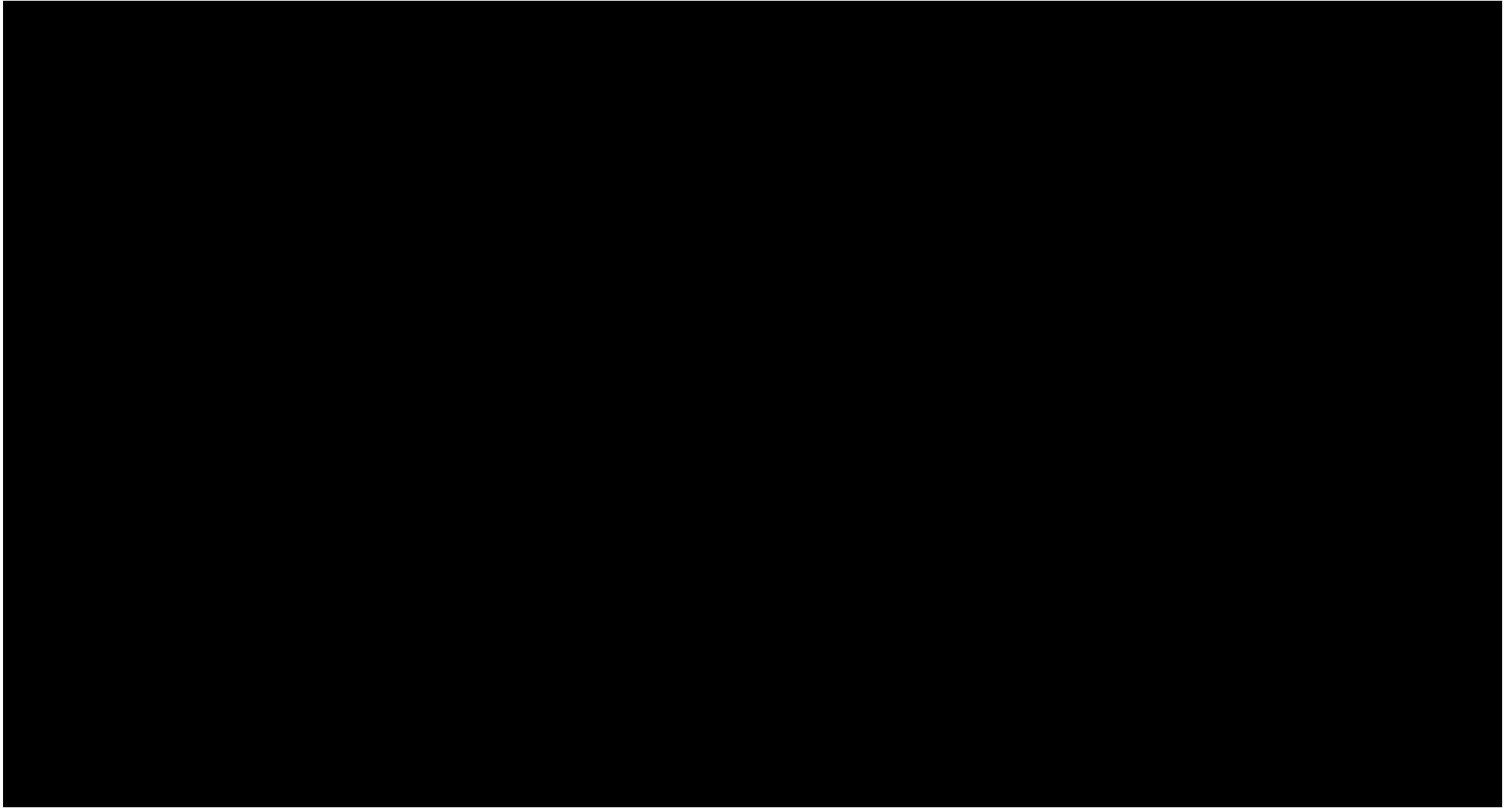
Coastal Waste & Recycling, Inc.



Coastal Waste & Recycling, Inc.

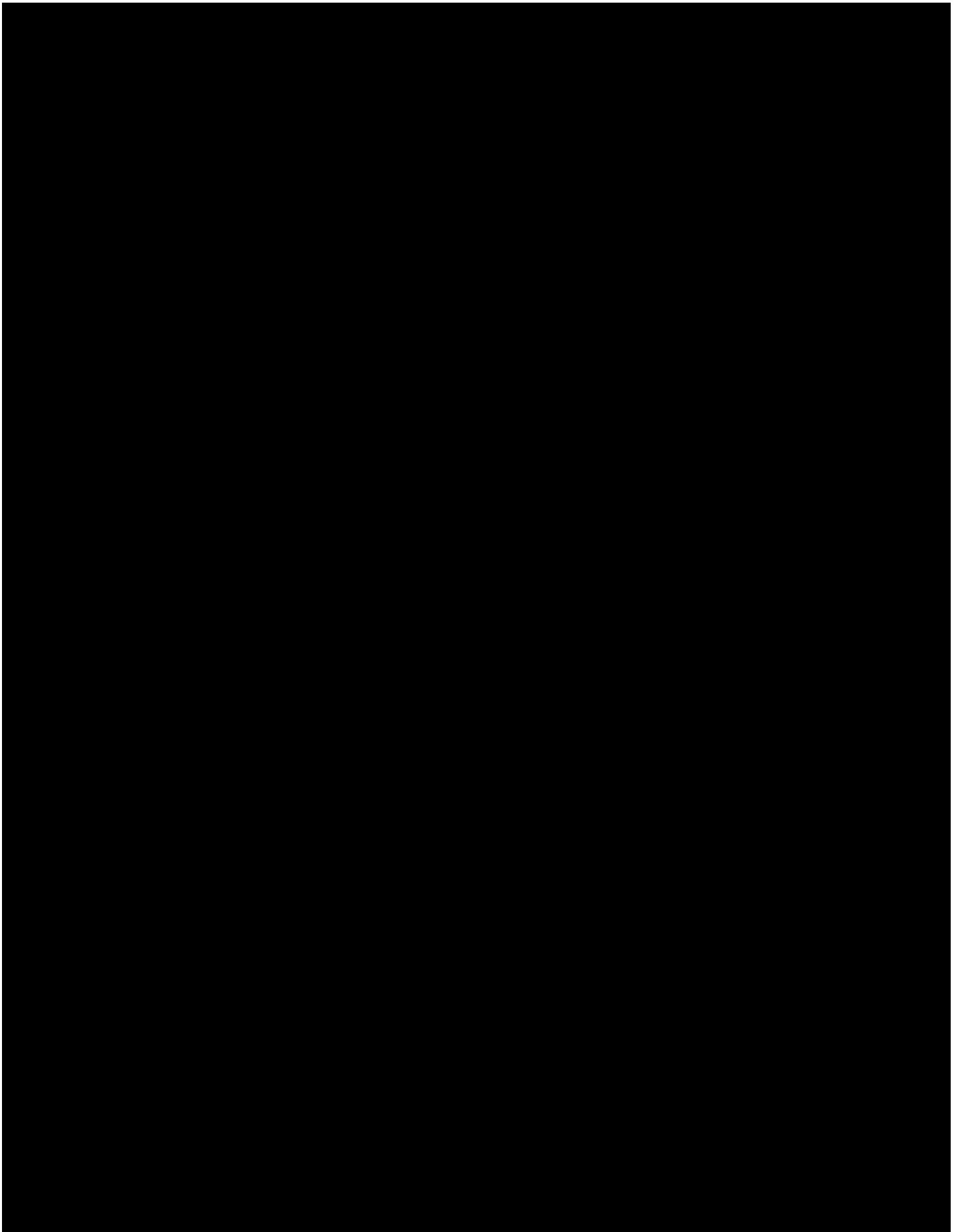


See Notes to Consolidated Financial Statements.



See Notes to Consolidated Financial Statements.

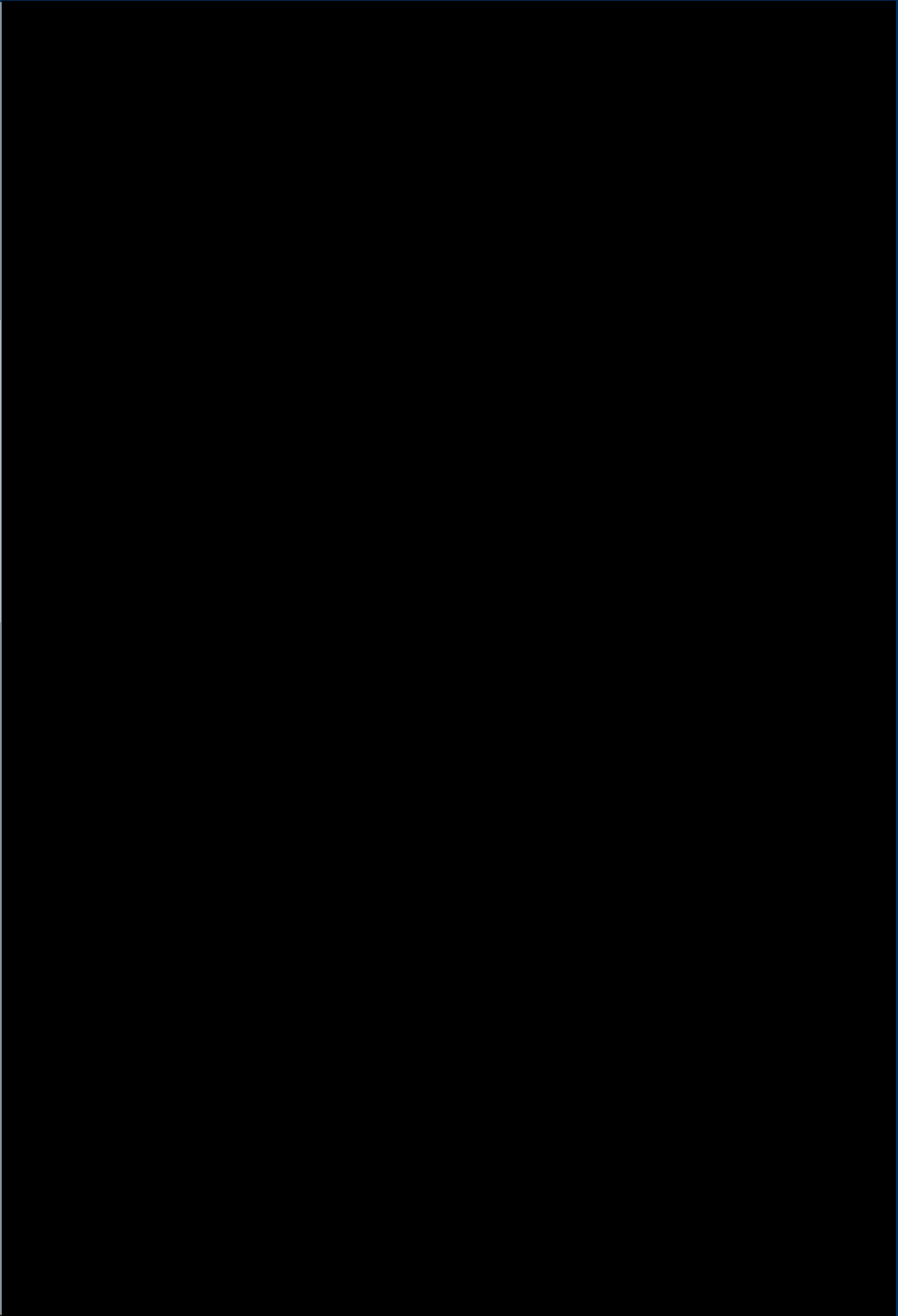
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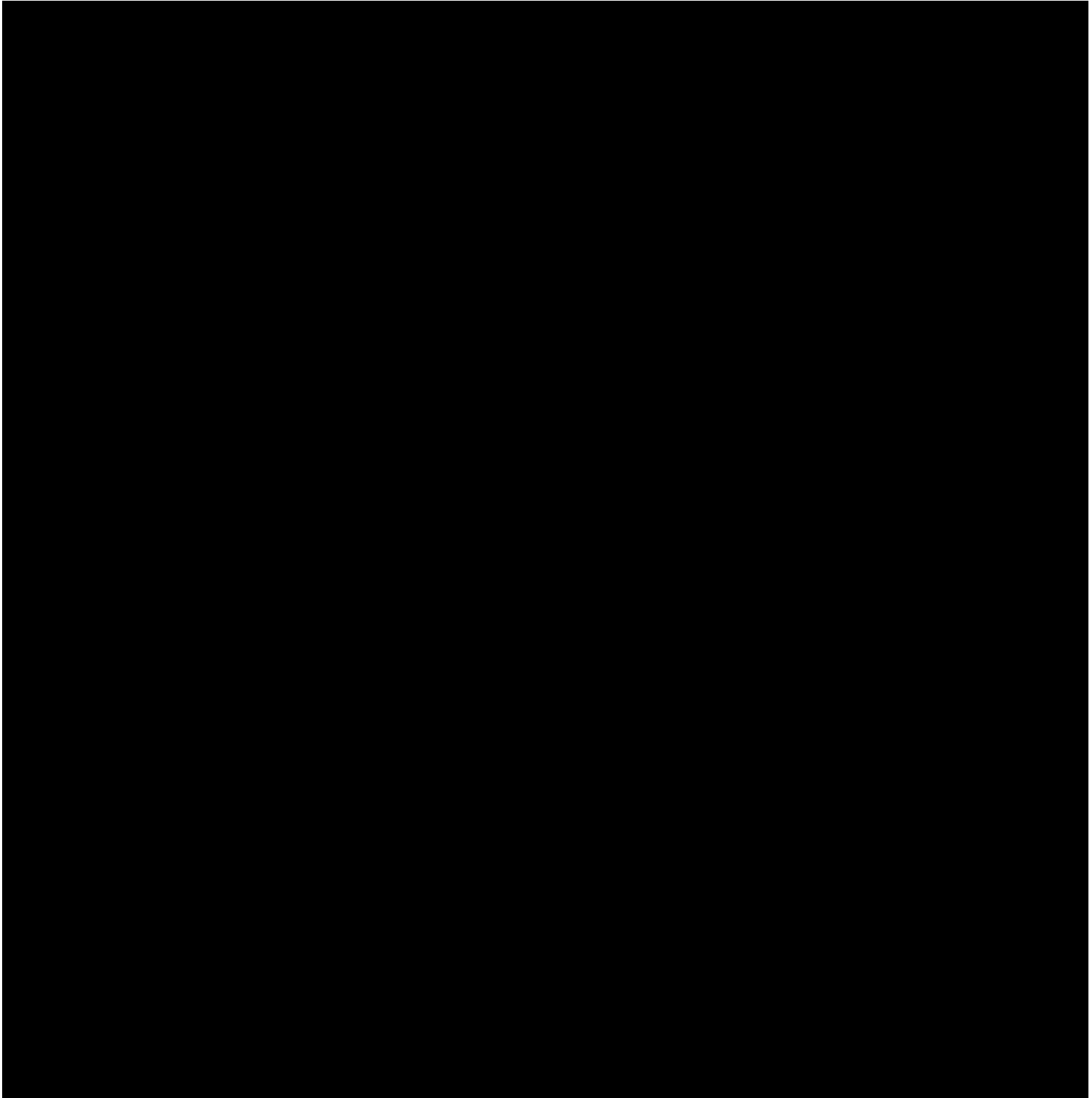


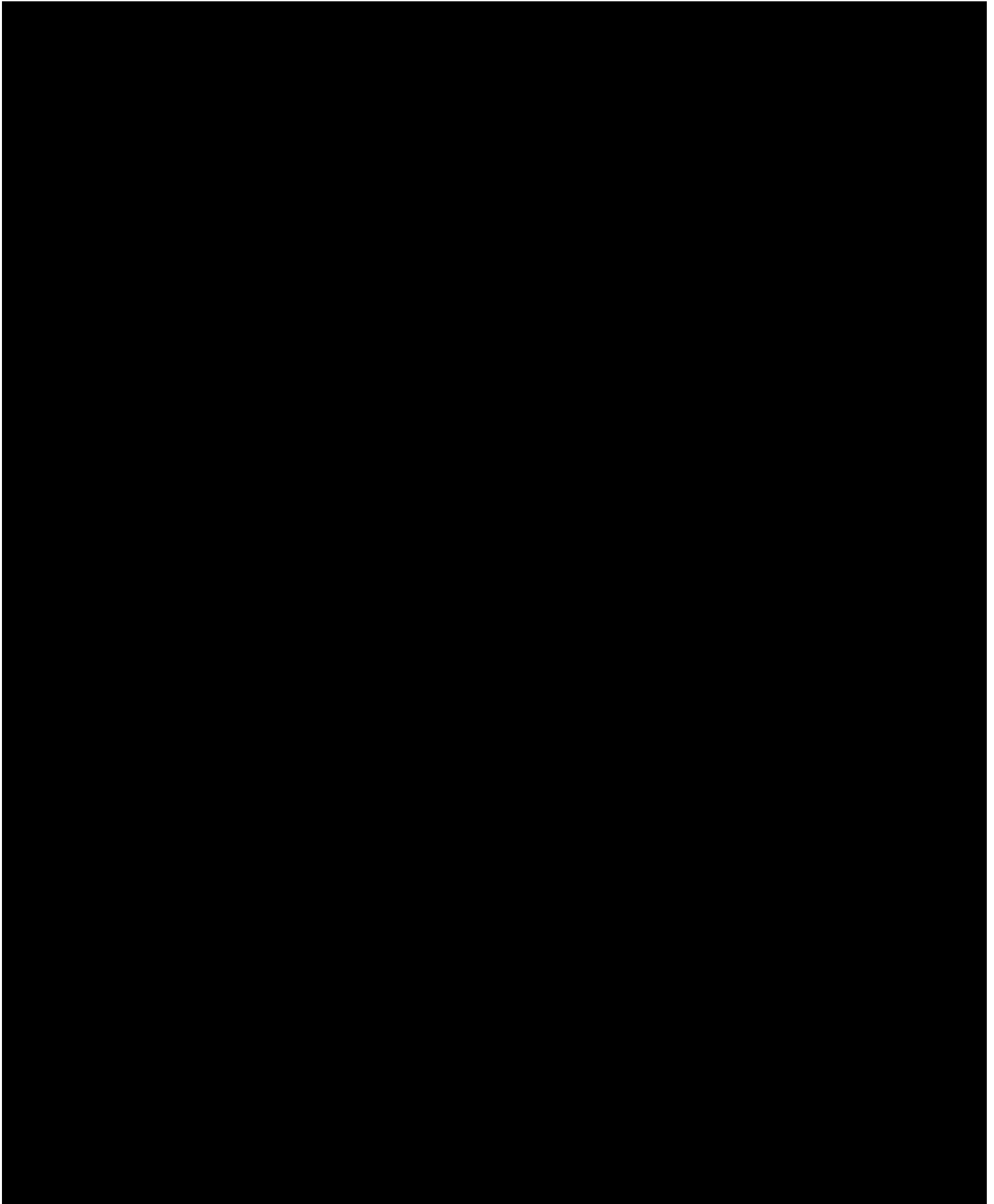
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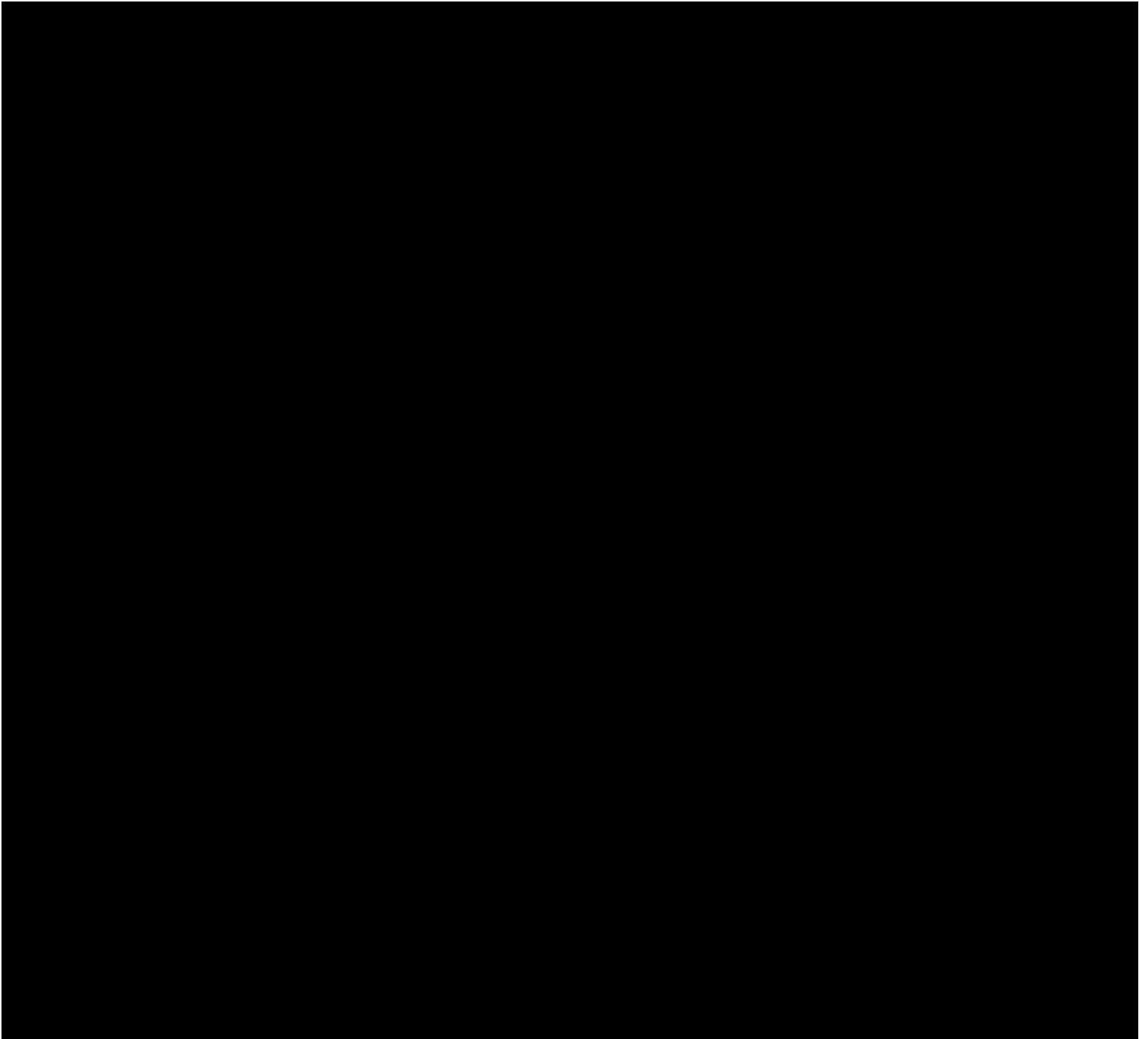


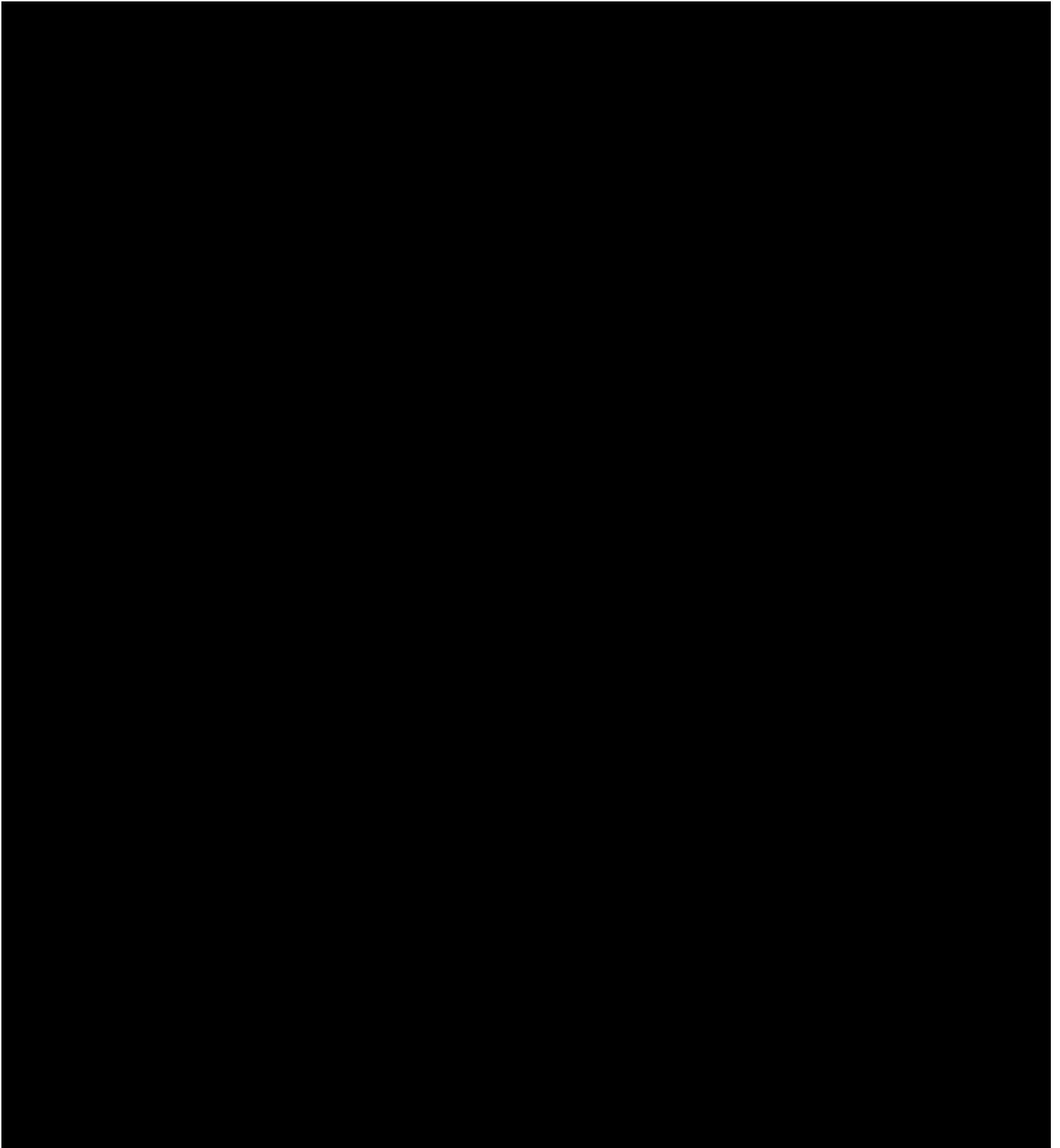
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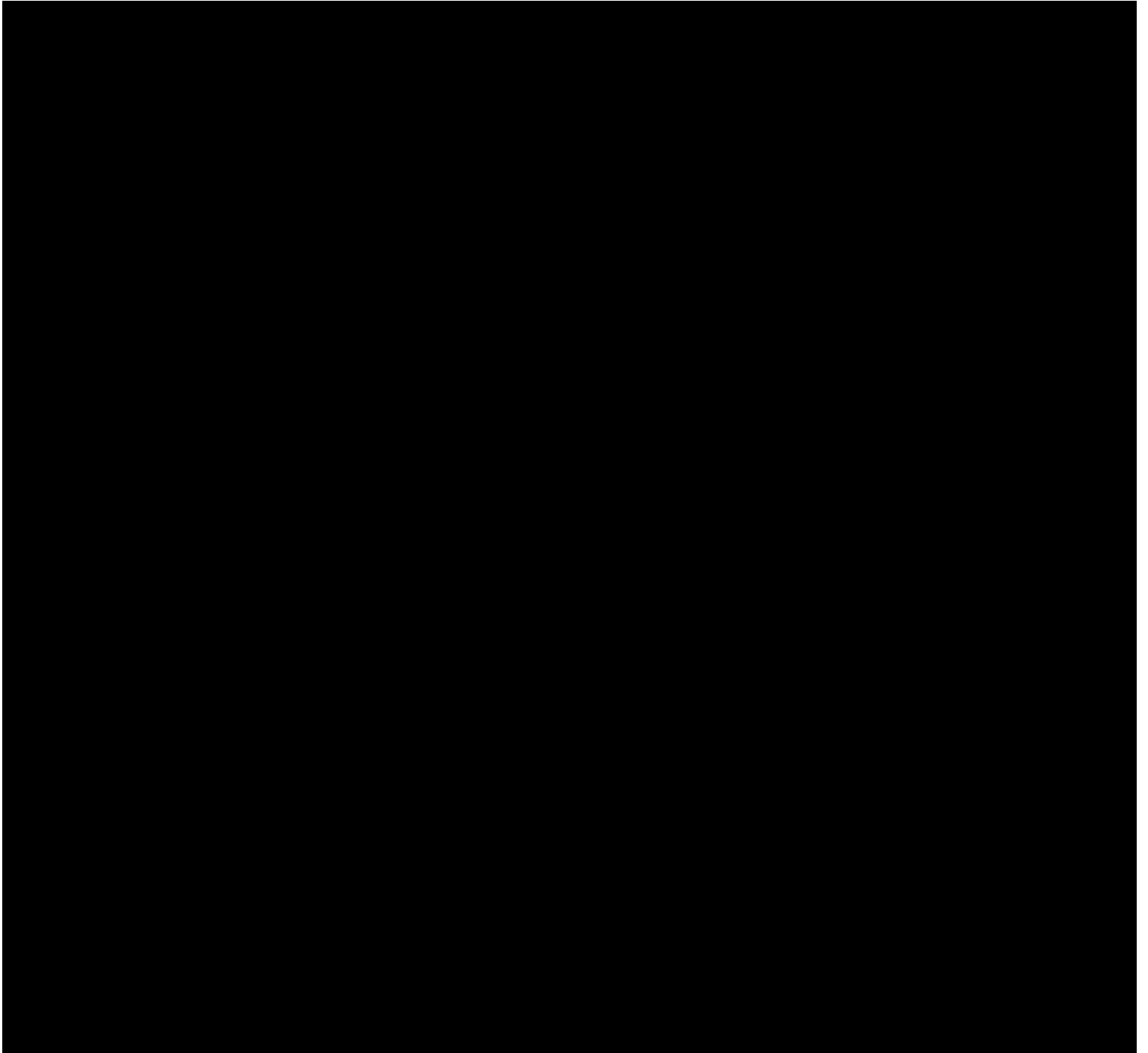


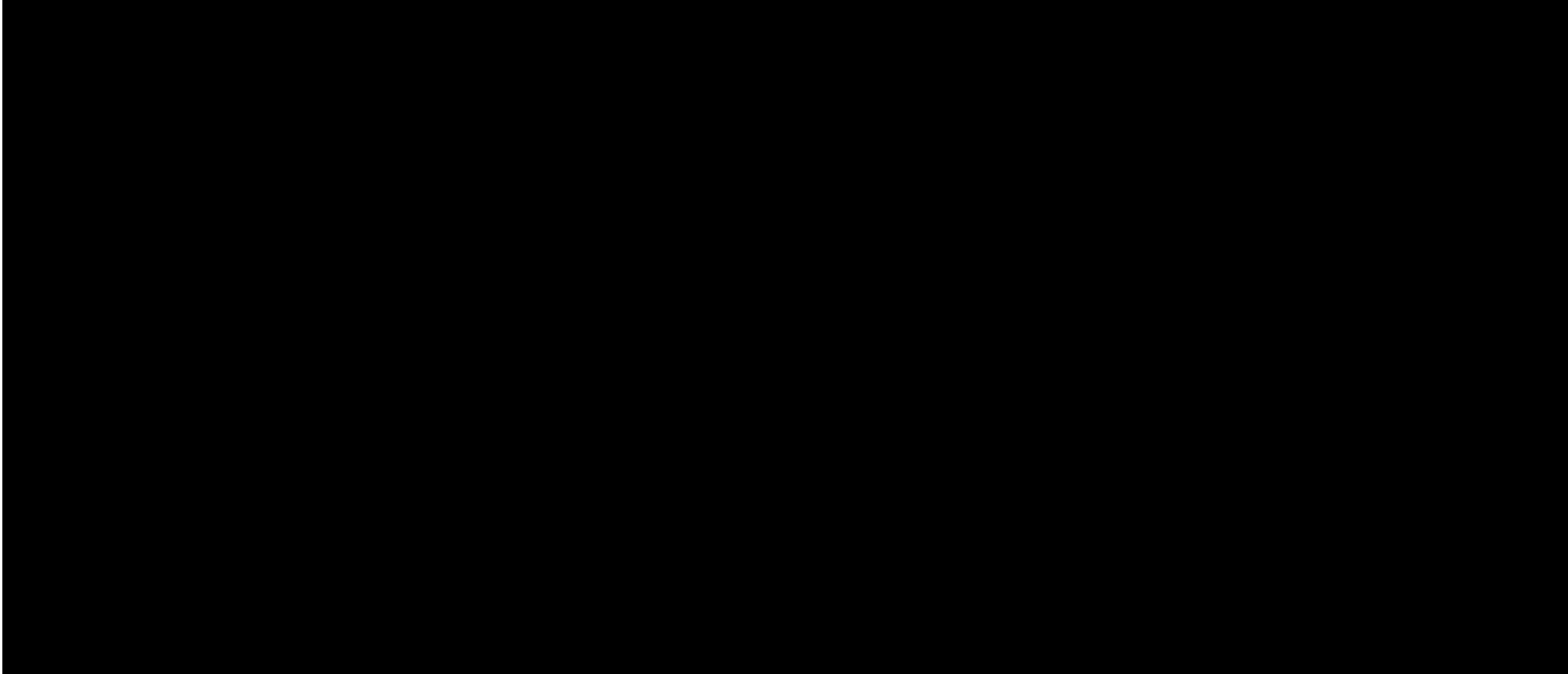


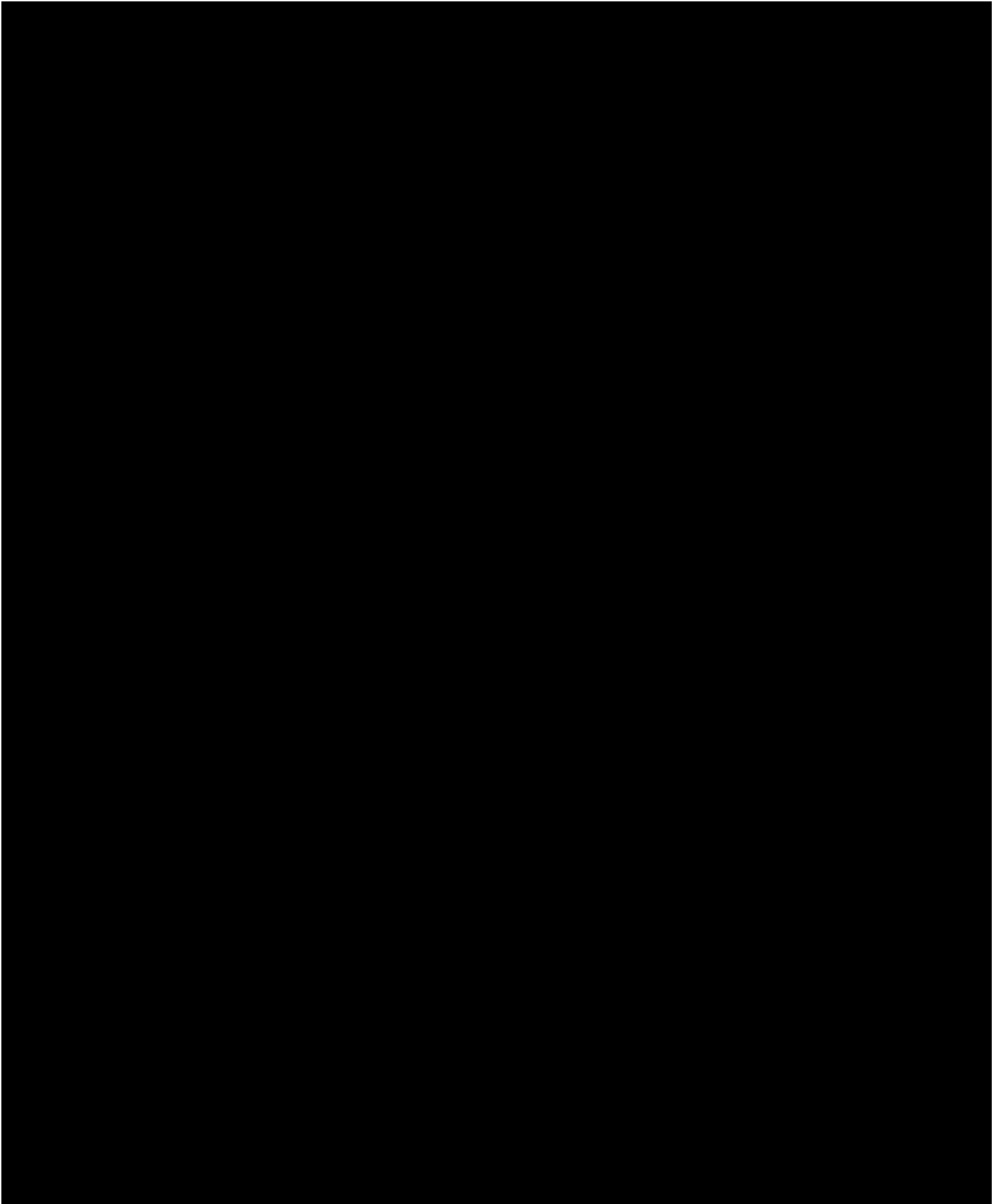




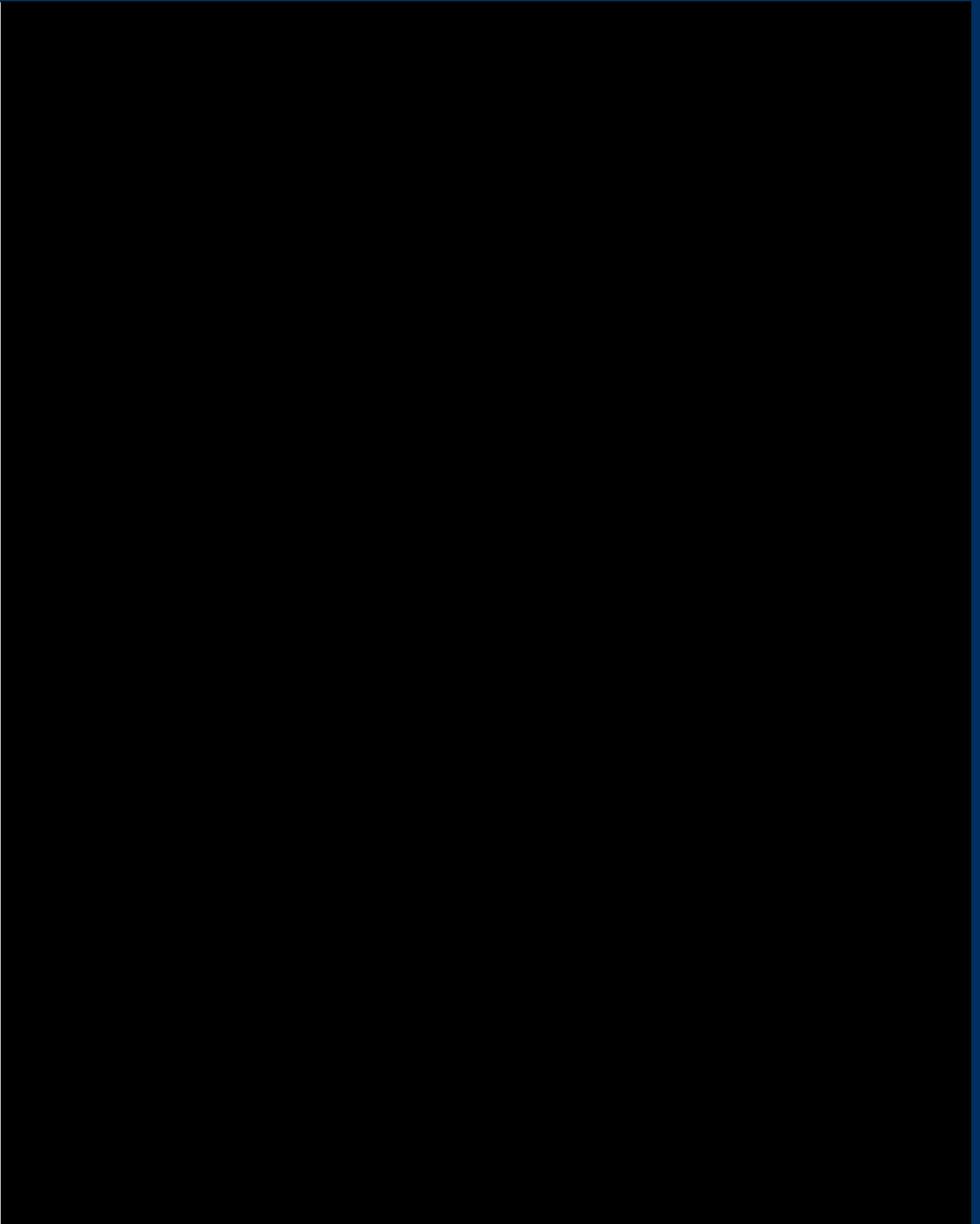




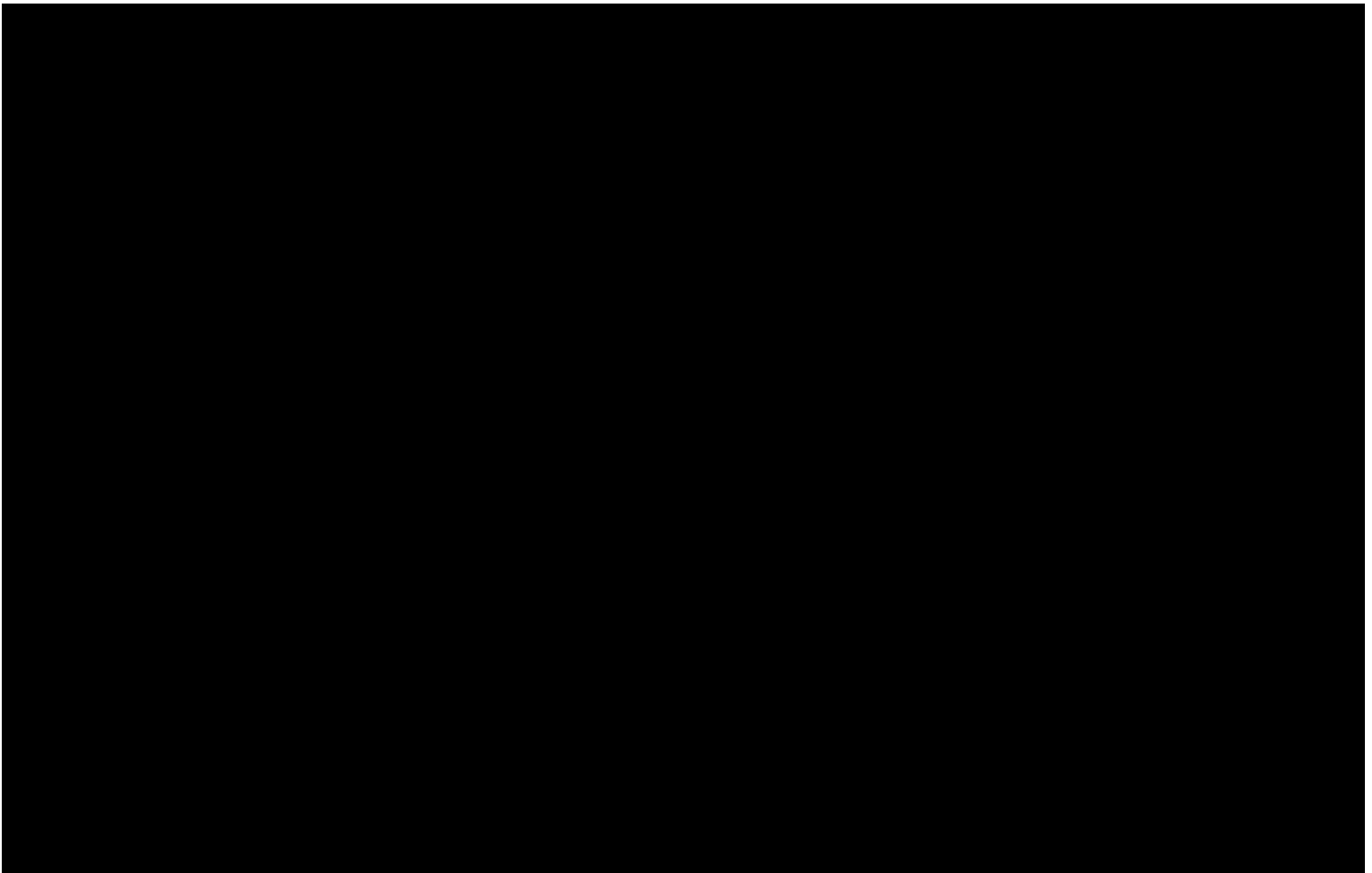


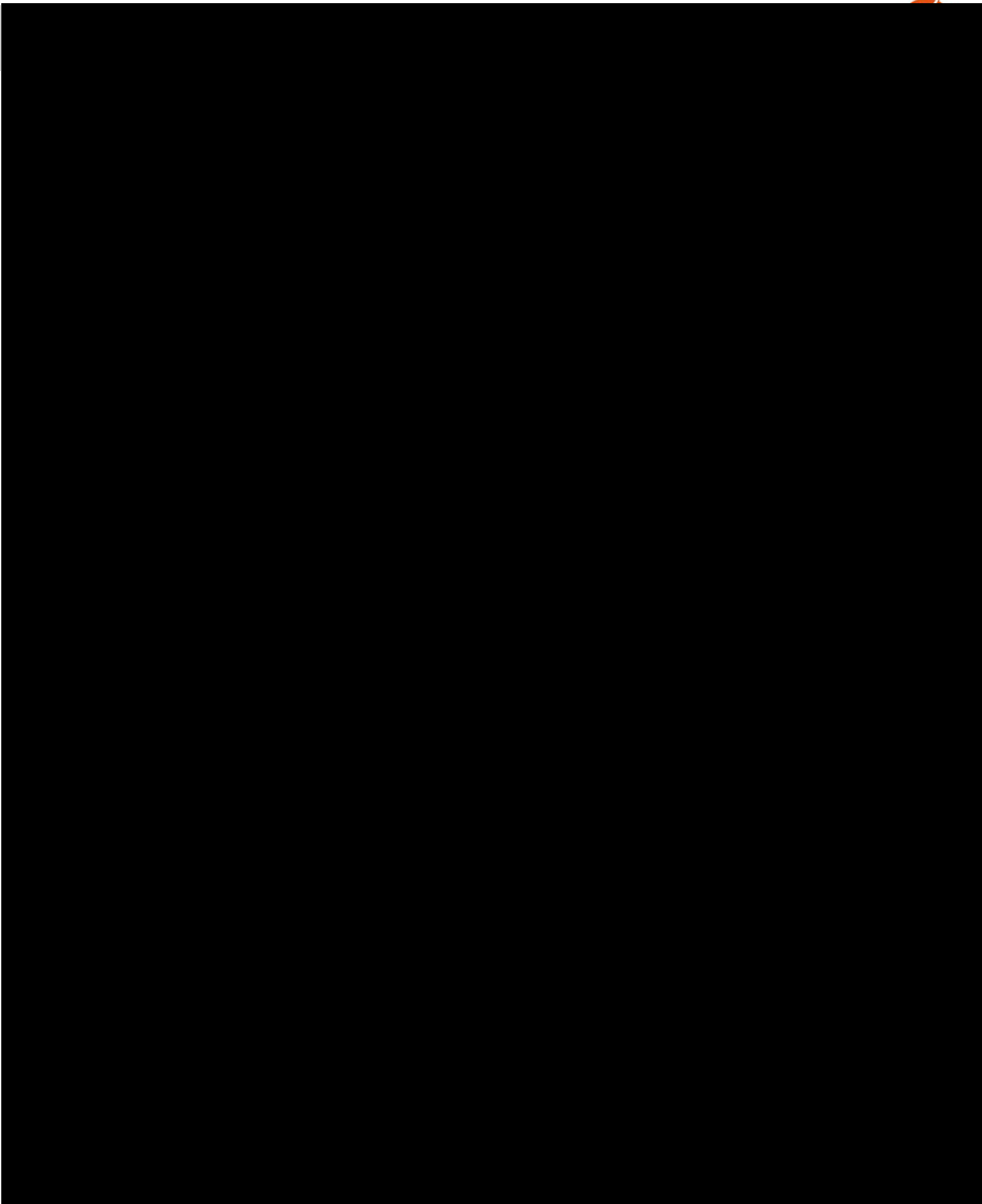




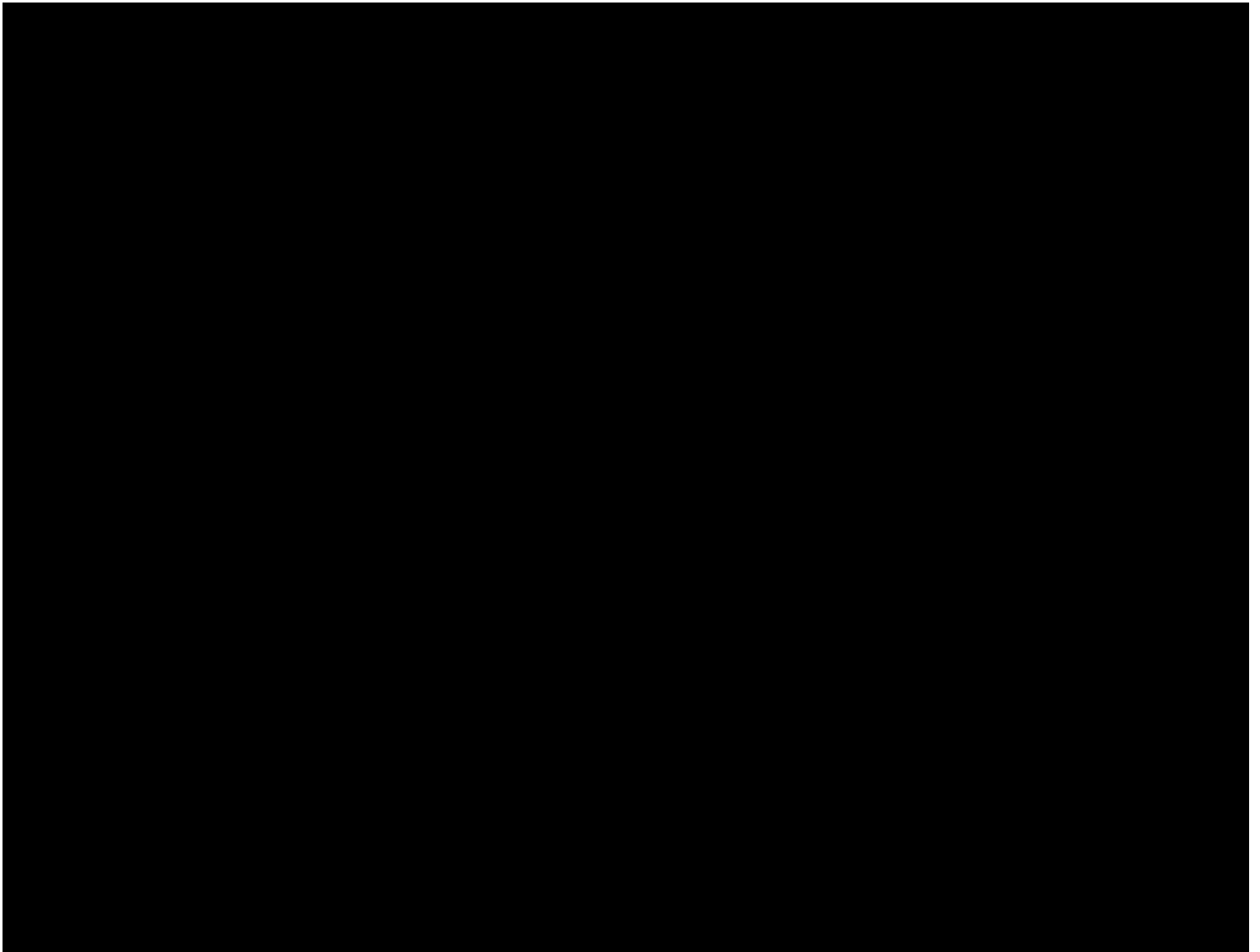


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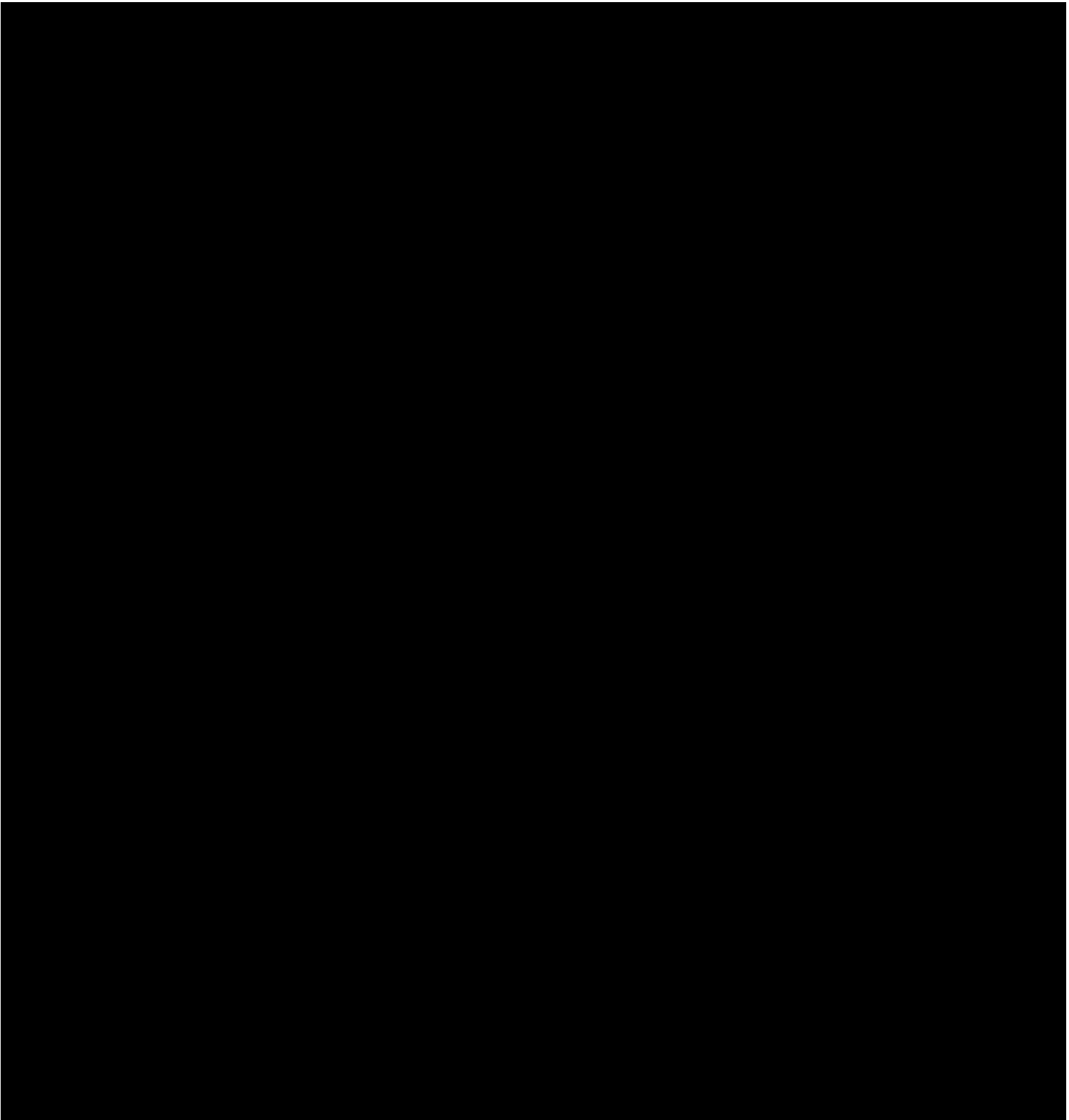




Coastal Waste & Recycling, Inc.

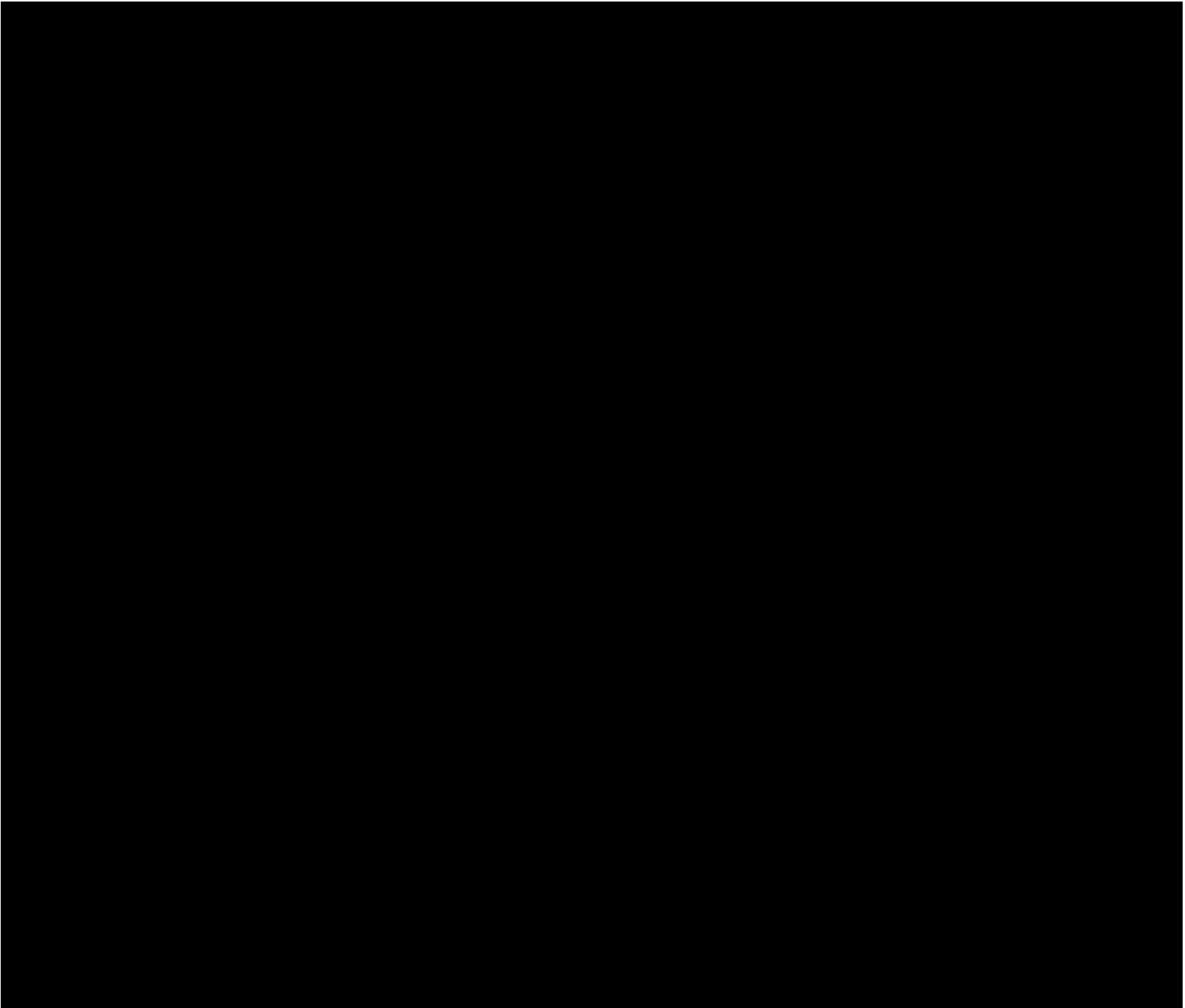


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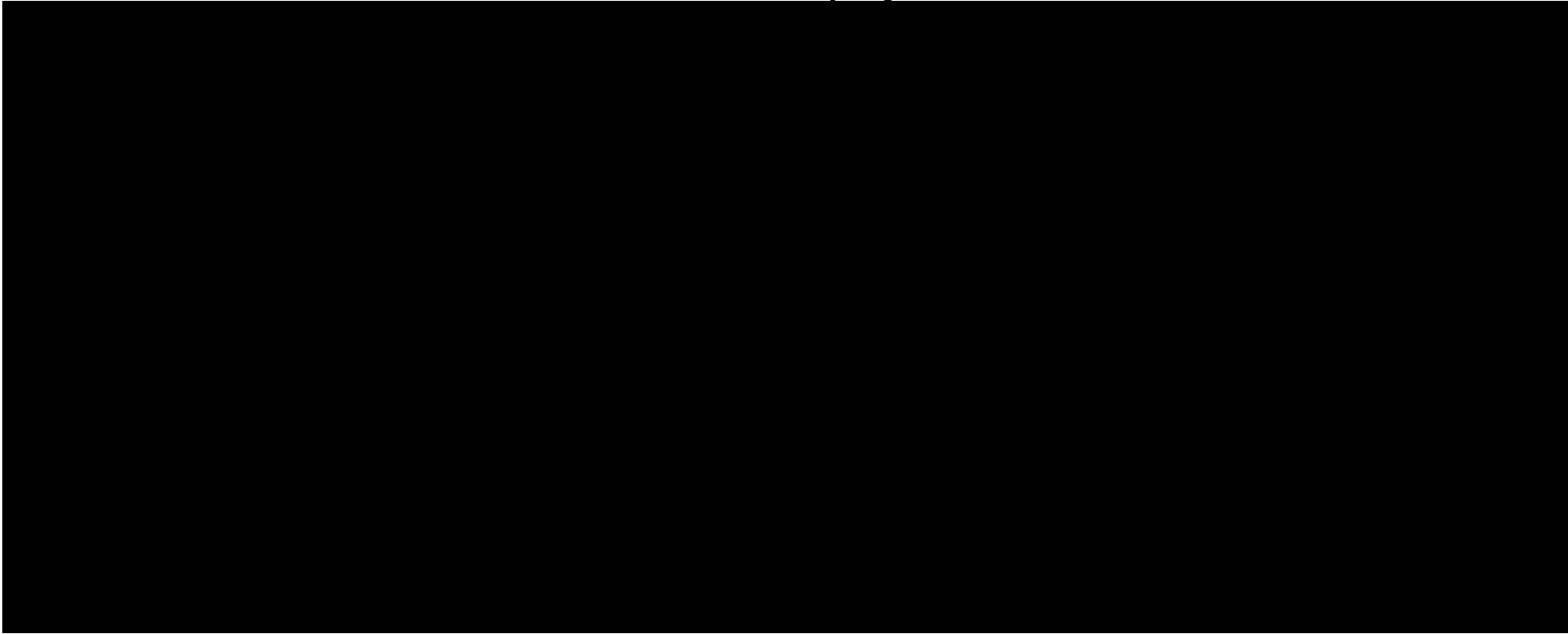
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Coastal Waste & Recycling, Inc.



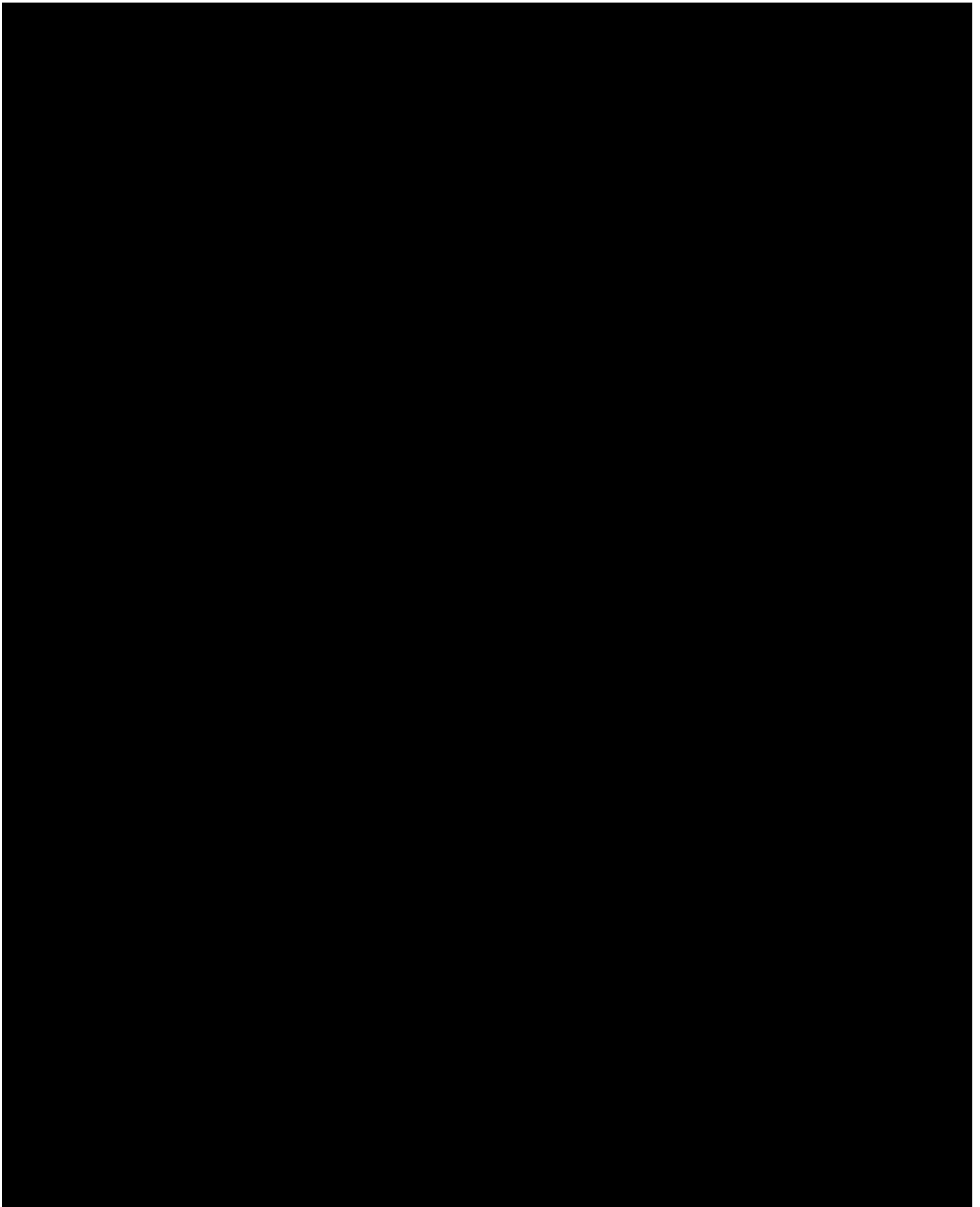
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Coastal Waste & Recycling, Inc.



See Notes to Consolidated Financial Statements.

Coastal Waste & Recycling, Inc.



Comerica Bank
411 W. Lafayette
Detroit, MI 48226
(313) 222-5610
(313) 222-9564 (fax)
impatterson@comerica.com

Ian M. Patterson
Senior Vice President

June 20, 2022

Brendon Pantano
CEO
Coastal Waste & Recycling
1840 NW 33rd Street
Pompano Beach, FL 33064

It has come to my attention that as part of the municipal contract bidding process for you have requested a letter describing the terms of the financial relationship between Coastal Waste & Recycling and Comerica Bank. This letter serves to document that relationship. Please use this letter in your approval process. However, as customary in letters such as this, no other parties can rely on this letter.

It should be known that Coastal Waste & Recycling has been a client of Comerica bank since September of 2018. We currently have a \$225 million senior bank credit facility in place.

Comerica has no obligation to update this letter if there are any to changes to information provided herein. Comerica is pleased to be a partner with Coastal Waste & Recycling.

Sincerely,



Ian M. Patterson





June 1, 2022

Mr. Brendon Pantano
CEO
Coastal Waste & Recycling, Inc.
1700 NW 33rd Street
Pompano Beach, FL 33064

Dear Brendon,

Concentric Equity Partners is a private investment firm based in Chicago, IL. We provide capital and strategic support to exceptional service companies pursuing rapid growth. Our approach is to support entrepreneurs with capital, operating expertise and industry knowledge.

Concentric is the direct investing arm of Financial Investments Corporation, the family office for the Steans, Morrison and Hunter families, with over \$2 billion in investments under management. We have made concentrated investments in multiple industries including banking (\$100M to Cole Taylor Bank; \$90M to USAmeriBank), real estate (\$350M to Laramar Group), pest control (\$50M to Environmental Pest Service), natural resources (\$45M to Lario Oil & Gas) and municipal waste management (\$30M to Mountain Waste & Recycling).

We have an existing equity investment commitment to Coastal totaling \$45 million and we are dedicated to significantly expanding this investment; we would expect to invest a total of \$50 to \$75 million over time into Coastal.

Our website is www.ficcep.com and more details about our firm, investments and team are located there. In addition, please call with any questions or if you would like additional information on Concentric or Financial Investments Corp.

Sincerely,

A handwritten signature in black ink, appearing to read "Jm W. Steans", with a stylized flourish at the end.

Jennifer W. Steans
President & CEO



June 20, 2022

Mr. Brendon Pantano
CEO
Coastal Waste and Recycling, Inc.
2481 NW Boca Raton Blvd
Boca Raton, FL 33431

RE: Coastal Waste and Recycling, Inc. ("Coastal Waste")

Dear Brendon,

Summer Street Capital is a private equity firm based in Buffalo, NY with a focus on environmental services. We provide capital and strategic support to exceptional companies pursuing rapid growth and have extensive experience investing in the solid waste services industry. Over the past 20 years, our approach is to support high-performing entrepreneurs and management teams with capital, strategic expertise, and industry knowledge.

Summer Street completed its initial investment in Coastal Waste out of its third institutional private equity fund which, together with its affiliates, totals approximately \$280 million in size. Summer Street has made equity investments in several leading solid waste companies over the past two decades totaling nearly \$150 million. Current and past environmental services investments include i) Action Environmental Group Inc (the largest privately held solid waste company in New York City), ii) Apple Valley Waste Services Inc. (mid-Atlantic region), iii) Curtis Bay Medical Waste Services (operations along the east coast US), iv) Oak Ridge Waste & Recycling (CT and NY area) and v) Interstate Waste Services (New York, New Jersey, and Ohio).

We are committed to further expanding our investment in Coastal Waste and together with our limited partners and co-investors, we have the ability to commit an additional \$25 to \$50 million as appropriate. Based on our substantial experience investing in the sector, we are very focused on ensuring Coastal has the proper resources to continue its successful growth and development.

Please do not hesitate to call with any questions or if you would like additional information on Summer Street Capital.

Sincerely,

A handwritten signature in blue ink, appearing to be "D", with a stylized flourish.

Brian D'Amico
Managing Partner



Pricing Proposal

**TABLE 1: RATES FOR RESIDENTIAL CURBSIDE
COLLECTION SERVICE**

Rates for Residential Curbside Collection Service with Garbage Carts or Plastic Bags	
1. Garbage	\$ <u>13.75</u> per month (2x/wk)
2. Yard Waste	\$ <u>5.95</u> per month (1x/wk)
3. Source Separated Recyclable Material	\$ <u>5.75</u> per month (1x/wk)
4. Bulky Waste	\$ <u>4.50</u> per month (1x/wk)
5. Monthly Cost per Dwelling Unit for Contractor's Services (i.e., Contractor's Total Fee, which equals the sum of 1 + 2 + 3 + 4, above)	\$ <u>29.95</u> per month
6. Franchise Fee (i.e., 5% of Contractor's Total Fee)	\$ <u>1.50</u> per month
7. Total Monthly Cost per Dwelling Unit (i.e., the sum of 5 + 6, above)	\$ <u>31.45</u> per month

These Rates do not include administrative fees.

The "Monthly Cost per Dwelling Unit for Contractor's Services" is the Collection component of the Rate, as discussed in Section 38.3 of the Agreement.

**TABLE 2: RATES FOR MULTI-FAMILY DWELLINGS
WITH MECHANICAL CONTAINERS**

Collection Service for Multi-Family Dwellings With Mechanical Containers	
1. Garbage	\$ 11.66 per month (2x/wk)
2. Yard Waste	Not Applicable
3. Source Separated Recyclable Material	\$ 2.73 per month (1x/wk)
4. Bulky Waste	\$ 1.25 per month (1x/wk)
5. Monthly Cost per Dwelling Unit for Contractor's Services (i.e., Contractor's Total Fee, which equals the sum of 1 + 2 + 3 + 4, above)	\$ 15.64 per month
6. Franchise Fee (i.e., 5% of Contractor's Total Fee)	\$.78 per month
7. Total Monthly Cost per Dwelling Unit (i.e., the sum of 5 + 6, above)	\$ 16.42 per month

These Rates do not include administrative fees.

The "Monthly Cost per Dwelling Unit for Contractor's Services" is the Collection component of the Rate, as described in Section 38.3 of the Agreement.

TABLE 3: RATES FOR COMMERCIAL COLLECTION SERVICES*

RATES FOR COMMERCIAL COLLECTION SERVICES	
Rate for Collection of Commercial Waste with Mechanical Containers (i.e., other than Compactors and Roll-Off Containers)	\$ <u>12.00</u> per cubic yard for Collection \$ <u>2.81</u> Disposal Total per cubic yard \$ <u>14.81</u>
Rate for Collection of Commercial Waste in Compactors (8 cubic yards or less)	\$ <u>14.62</u> per cubic yard for Collection (3x the Collection cost for Mechanical Containers, above) \$ <u>5.62</u> Disposal Total per cubic yard \$ <u>20.24</u>
Rate for Collection of Commercial Waste in Compactors (greater than 8 cubic yards – Roll-Off Compactors)	\$ <u>357.50</u> per pull for Collection
Rate for Collection of Commercial Waste in Roll-Off Containers	\$ <u>357.50</u> per pull for Collection
Rate for Collection of Recyclable Materials in Mechanical Containers	\$ <u>8.00</u> per cubic yard for Collection
Rate for Collection of Commercial Waste with 96 Gallon Garbage Cart collected one time per week (Customers generating less than 2 cubic yards per week)**	\$ <u>48.92</u> per month for Collection \$ <u>6.08</u> per month for Disposal Total monthly \$ <u>55.00</u>
Rate for Collection of Recyclable Materials with 96 Gallon Recycling Cart collected one time per week**	\$ <u>40.00</u> per month for Collection

* These Rates include the Franchise Fee.

** The Rates for Garbage Carts and Recycling Carts are based on Collection Service provided one time each week. If a Customer wishes to receive more frequent service, the Rate for the requested service shall be increased proportionately. For example, if a Customer using a Garbage Cart wishes to receive Collection Service for Garbage on two (2) occasions per week, the Customer shall pay the Rate for such service multiplied by two (2). The Rate shall be multiplied by three (3) if the Customer wishes to receive such service three (3) times per week.

TABLE 4: RATES FOR COLLECTION SERVICES FOR THE CITY*

Rate for Collection of Solid Waste with Mechanical Containers (i.e., other than Compactors and Roll-Off Containers)	Same as Commercial Rate in Table 3
Rate for Collection of Solid Waste in Compactors (8 cubic yards or less)	Same as Commercial Rate in Table 3
Rate for Collection of Solid Waste in Compactors (greater than 8 cubic yards – Roll-off Compactors)	Same as Commercial Rate in Table 3
Rate for Collection of Solid Waste in Roll-Off Containers	Same as Commercial Rate in Table 3
Rate for Collection of Recyclable Materials in Mechanical Containers	Same as Commercial Rate in Table 3
Rate for Collection of Garbage with 96 Gallon Garbage Cart collected one time per week (locations generating less than 2 cubic yards per week)	Same as Commercial Rate in Table 3
Rate for Collection of Recyclable Materials with 96 Gallon Recycling Cart (1 time per week)	Same as Commercial Rate in Exhibit 5
Rate for Clamshell Truck and Driver, five (5) days per week	\$ <u>21,823</u> per month
Rate for Collection of Recyclable Materials in a 40 gallon Recycling Container (2 times each week) at a location in the areas identified in Exhibits 15, 16, 18 or 20	\$ <u>No Charge</u> per month

Rate for Collection of trash in a 40 gallon receptacle (7 times each week) at a Bus Shelter, Park, or other location in the areas identified in Exhibits 15, 16, 18 or 20	\$ <u>No Charge</u> per month
---	-------------------------------

* These Rates only apply in the situations described in Section 8 of the Agreement.

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Green Initiative

Green Initiative



Alternate Fuel

All trucks will be Bio-Diesel. Bio-Diesel Fuel can be used in all conventional type engines greatly limiting down time. Unlike Compressed Natural Gas (CNG) equipment is more reliable and overall costs less allowing more savings to the City.



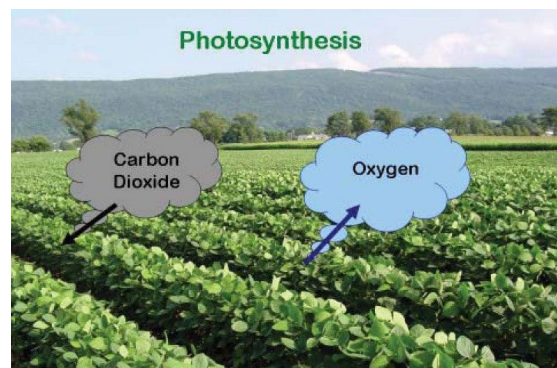
An article published by Penn State Extension stated that Biodiesel is a renewable alternative to petroleum-based diesel fuel (hereafter referred to as "petrodiesel"). Biodiesel contains no petroleum, but it can be blended at any level with petrodiesel. Biodiesel can be made from any plant oil, animal oil, or even used cooking oil. Animal oils (tallow and lard) and used cooking oil are generally the least expensive feedstocks to purchase; however, there may be considerable additional expenses for the logistics to transport and handle these materials.

In the U.S., soybean oil is used for about 90% of the biodiesel that is produced today. Canola oil and rapeseed oil are the most common feedstocks for making biodiesel in Canada and Western Europe, respectively.

Biodiesel works very well as fuel for any diesel engine with only minor, if any, required modifications. Diesel engines made before the early 1990's may need some modifications since many have seals and other components made with natural rubber, which degrades when in contact with biodiesel. Biodiesel has a lower energy content (124,000 BTU/gallon) compared to petrodiesel (136,000 BTU/gallon). Biodiesel has a slightly higher cetane number than petrodiesel, resulting in improved ignition properties.

Emissions from burning biodiesel in a conventional diesel engine have significantly lower levels of unburned hydrocarbons, carbon monoxide, carbon dioxide, particulate matter, sulfur oxides (SOx), odor, and noxious "smoke" compared to emissions from petrodiesel. The SOx are practically eliminated with the use of B100. However, using biodiesel results in a slight increase in the nitrogen oxides (NOx). Reduction of the SOx is significant because the SOx gases are largely responsible for acid rain and for impeding the performance of catalytic converters on diesel engines.

Carbon dioxide emissions from combustion of biodiesel are reduced by about 10% when compared to petrodiesel, but there is a more significant carbon dioxide benefit with biodiesel made from plant oils. During the photosynthesis process as the plants are growing and developing, carbon dioxide is drawn from the environment into the plant tissues; the plants are really carbon dioxide scrubbers. Biodiesel processed from plant oils is carbon dioxide neutral. In addition, the plants release beneficial oxygen into the environment.





Accidental spills of biodiesel are far less of a problem compared to petrodiesel. Pure biodiesel is fully biodegradable; in fact, about 98% of biodiesel degrades in about three weeks. The biodegradable property of biodiesel makes it an especially attractive fuel choice for environmentally sensitive areas such as national parks, forests, and marinas. The cleaner environment resulting from biodiesel benefits public health issues in this country and worldwide. Increasing incidences of allergies and respiratory ailments, such as asthma, have been linked at least partially to the steadily increasing levels of contaminants in the environment from burning fossil fuels in engines and power plants.

The environment is a clear winner if more biodiesel fuel is used! The U.S. Environmental Protection Agency (EPA) has been testing biodiesel for compliance with the Clean Air Act. The testing concluded that emissions from biodiesel are non-toxic and impose little or no health risks to humans. Tests have shown that the cancer-causing potential of particulate matter from pure biodiesel is about 94% less than that from petrodiesel.

In summary, Biodiesel is an alternative, renewable fuel with significant promise for addressing major energy problems. While biodiesel is not a "silver bullet" solution to our energy problems, it can provide 3 - 6 % of the energy required in this country. Effective energy management systems are needed to optimize energy use throughout all sectors of our economy. Using biodiesel as a fuel:

- Reduces our nation's dependency on foreign oil
- Increases our homeland security
- Promotes rural and agricultural economic development
- Improves environmental quality and public health
- Increases lubricity of petrodiesel fuel
- Conserves our fossil fuels

In addition to Bio-Diesel Fuel vehicles, Coastal has ordered our first electric truck. This truck is due to arrive next year and Coastal will deploy that truck along Atlantic Avenue and the beaches to service all the pails there as well as all the pails and Big Belly's in the parks.



Coastal will work with City to schedule electronic drop off events. These events can be either a stand-alone or coordinated with other community events. These events can be advertised in advance on the website to increase awareness and participation.



Attachments

SECTION 10**AFFIDAVITS, PERFORMANCE AND PAYMENT BONDS FORMAT, LETTER OF CREDIT FORMAT****10.1 AFFIDAVITS**

The forms listed below must be completed by an official having legal authorization to contractually bind the company or firm. Each signature represents a binding commitment upon the Proposer to provide the goods and/or services offered to the City if the Proposer is determined to be the most responsive and responsible Proposer.

- a. Conflict of Interest Disclosure Form
- b. Notification of Public Entity Crimes Law
- c. Notification of Public Records Law
- d. Drug-Free Workplace
- e. Non-Collusion Affidavit
- f. Truth-In-Negotiation Certificate
- g. Certification and Accuracy of Cost Form

10.2 SAMPLE FORM

The forms provided below shall be used when preparing a proposal bond or letter of credit for the benefit of the City.

- a. Sample Proposal Bond
- b. Sample Letter of Credit Format

SECTION 8
ACKNOWLEDGEMENT OF ADDENDA

INSTRUCTIONS: COMPLETE PART I OR PART II, WHICHEVER APPLIES

PART I:

List below the dates of issue for each addendum received in connection with this Solicitation:

Addendum #1, Dated September 16, 2022

Addendum #2, Dated September 19, 2022

Addendum #3, Dated October 6, 2022

Addendum #4, Dated October 25, 2022

Addendum #5, Dated October 25, 2022

Addendum #6, Dated October 27, 2022

Addendum #7, Dated _____


Addendum #8, Dated _____

PART II:

☐ NO ADDENDUM WAS RECEIVED IN CONNECTION WITH THIS SOLICITATION

Coastal Waste & Recycling

Firm Name


Signature

Brendon Pantano, CEO

Name and Title (Print or Type)

October 28, 2022

Date

SECTION 9
PROPOSAL SUBMITTAL SIGNATURE PAGE

By signing this Proposal the Proposer certifies that it satisfies all legal requirements as an entity to do business with the City, including all Conflict of Interest and Code of Ethics provisions.

Firm Name:

Coastal Waste & Recycling

Street Address:

2481 NW 2nd Ave., Boca Raton, FL 33431

Mailing Address (if different than Street Address):

Telephone Number(s): 954-947-4000

Fax Number(s): _____

Email Address: bpantano@coastalwasteinc.com

Federal Employer Identification Number: 01-0586987

Prompt Payment Terms: _____% _____ days' net _____ days

Signature: 

(Signature of authorized agent)

Print Name: Brendon Pantano

Title: CEO

By signing this document, the Proposer agrees to all Terms and Conditions of this Solicitation and the resulting Contract/Agreement.

THE EXECUTION OF THIS FORM CONSTITUTES THE UNEQUIVOCAL OFFER OF PROPOSER TO BE BOUND BY THE TERMS OF ITS OFFER, FOR NOT LESS THAN 180 DAYS, AND THE PROPOSER'S UNEQUIVOCAL OFFER TO BE BOUND BY THE TERMS AND CONDITIONS SET FORTH IN THIS INVITATION TO PROPOSAL. FAILURE TO SIGN THIS SOLICITATION WHERE INDICATED ABOVE, BY AN AUTHORIZED REPRESENTATIVE, SHALL RENDER THE PROPOSAL NON-RESPONSIVE. THE CITY MAY, HOWEVER, IN ITS SOLE DISCRETION, ACCEPT ANY PROPOSAL THAT INCLUDES AN EXECUTED DOCUMENT WHICH UNEQUIVOCALLY BINDS THE PROPOSER TO THE TERMS OF ITS OFFER.

CONFLICT OF INTEREST DISCLOSURE FORM

The award of this contract is subject to the provisions of Chapter 112, *Florida Statutes*. All Proposers must disclose within their Proposals: the name of any officer, director, or agent who is also an employee of the City of Delray Beach.

Furthermore, all Proposers must disclose the name of any City employee who owns, directly, or indirectly, an interest of more than five percent (5%) in the Proposer's firm or any of its branches.

The purpose of this disclosure form is to give the City the information needed to identify potential conflicts of interest for evaluation team members and other key personnel involved in the award of this contract.

The term "conflict of interest" refers to situations in which financial or other personal considerations may adversely affect, or have the appearance of adversely affecting, an employee's professional judgment in exercising any City duty or responsibility in administration, management, instruction, research, or other professional activities.


Please check one of the following statements and attach additional documentation if necessary:

- X To the best of our knowledge, the undersigned firm has no potential conflict of interest due to any other Cities, Counties, contracts, or property interest for this Proposal.
- The undersigned firm, by attachment to this form, submits information which may be a potential conflict of interest due to other Cities, Counties, contracts, or property interest for this Proposal.

Acknowledged by:

Coastal Waste & Recycling

Firm Name



Signature

Brendon Pantano, CEO

Name and Title (Print or Type)

October 28, 2022

Date

NOTIFICATION OF PUBLIC ENTITY CRIMES LAW

Pursuant to Section 287.133, *Florida Statutes*, you are hereby notified that a person or affiliate who has been placed on the convicted contractors list following a conviction for a public entity crime may not submit a Proposal on a contract to provide any goods or services to a public entity, may not submit a Proposal on a contract with a public entity for the construction or repair of a public building or public work, may not submit Proposals on leases or real property to a public entity, may not be awarded or perform work as a contractor, supplier, sub-vendor, or consultant under a contract with any public entity, and may not transact business with any public entity in excess of the threshold amount provided in Section 287.017 [F.S.] for Category Two [\$35,000.00] for a period of thirty-six (36) months from the date of being placed on the convicted contractors list.

Acknowledged by:

Coastal Waste & Recycling

Firm Name



Signature

Brendon Pantano, CEO

Name and Title (Print or Type)

October 28, 2022

Date

Notification of Public Records Law Pertaining to Public Contracts and Requests for Contractor Records Pursuant to Chapter 119, *Florida Statutes*

Pursuant to Chapter 119, *Florida Statutes*, Contractor shall comply with the public records law by keeping and maintaining public records required by the City of Delray Beach in order to perform the service. Upon request from the City of Delray Beach' custodian of public records, contract shall provide the City of Delray Beach with a copy of the requested records or allow the records to be inspected or copied within a reasonable time at a cost that does not exceed the cost provided in Chapter 119, *Florida Statutes* or as otherwise provided by law. Contractor shall ensure that public records that are exempt or confidential and exempt from public records disclosure requirements are not disclosed except as authorized by law for the duration of the contract term and following completion of the contract. If the Contractor does not transfer the records to the City of Delray Beach. Contractor upon completion of the contract, shall transfer, at no cost, to the City of Delray Beach all public records in possession of the Contractor or keep and maintain public records required by the City of Delray Beach in order to perform the service. If the Contractor transfers all public records to the City of Delray Beach upon completion of the contract, the Contractor shall destroy any duplicate public records that are exempt or confidential and exempt from public records disclosure requirements. If the Contractor keeps and maintains public records upon completion of the contract, the Contractor shall meet all applicable requirements for retaining public records. All records stored electronically must be provided to the City of Delray Beach, upon request from the City of Delray Beach' custodian of public records, in a format that is compatible with the information technology systems of the City of Delray Beach.

IF THE AWARDED PROPOSER HAS QUESTIONS REGARDING THE APPLICATION OF CHAPTER 119, FLORIDA STATUTES, TO THE AWARDED PROPOSER'S DUTY TO PROVIDE PUBLIC RECORDS RELATING TO THIS AGREEMENT, CONTACT THE CUSTODIAN OF PUBLIC RECORDS AT CITY OF DELRAY BEACH, CITY CLERK, 100 N.W. 1ST AVE., DELRAY BEACH FLORIDA. THE CITY CLERK'S OFFICE MAY BE CONTACTED BY PHONE AT 561-243-7050 OR VIA EMAIL AT CITYCLERK@MYDELRAYBEACH.COM.

Acknowledged:

Coastal Waste & Recycling

Firm Name



Signature

Brendon Pantano, CEO

Name and Title (Print or Type)

October 28, 2022

Date

DRUG-FREE WORKPLACE

Coastal Waste & Recycling is a drug-free workplace and has
(Company Name)
a substance abuse policy in accordance with and pursuant to Section 440.102, *Florida Statutes*.

Acknowledged by:

Coastal Waste & Recycling

Firm Name



Signature

Brendon Pantano, CEO

Name and Title (Print or Type)

October 28, 2022

Date

NON-COLLUSION AFFIDAVIT

Before me, the undersigned authority, personally appeared Brendon Pantano, who, after being by me first duly sworn, deposes and says of his/her personal knowledge that:

- a. He/She is CEO of Coastal Waste & Recycling, the Proposer that has submitted a Proposal to perform work for the following:

ITB No.: 2022-046

Title: Solid Waste and Recycling Collection Services

- b. He/She is fully informed respecting the preparation and contents of the attached Request for Proposals, and of all pertinent circumstances respecting such Solicitation.

Such Proposal is genuine and is not a collusive or sham Proposal.

- c. Neither the said Proposer nor any of its officers, partners, owners, agents, representatives, employees, or parties in interest, including this affiant, has in any way colluded, conspired, connived, or agreed, directly or indirectly, with any other Proposer, firm, or person to submit a collusive or sham Proposal in connection with the Solicitation and contract for which the attached Proposal has been submitted or to refrain from proposing in connection with such Solicitation and contract, or has in any manner, directly or indirectly, sought by agreement or collusion or communication or conference with any other Proposer, firm, or person to fix the price or prices in the attached Proposal or any other Proposer, or to fix any overhead, profit, or cost element of the Proposal price or the Proposal price of any other Proposer, or to secure through any collusion, conspiracy, connivance, or unlawful agreement any advantage against the City or any person interested in the proposed contract.
- d. The price or prices quoted in the attached Proposal are fair and proper and are not tainted by any collusion, conspiracy, connivance, or unlawful agreement on the part of the Proposer or any of its agents, representatives, owners, employees, or parties in interest, including this affiant.

B. Pantano

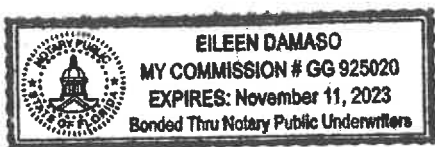
Signature

STATE OF Florida

COUNTY OF Palm Beach

The foregoing instrument was acknowledged before me by means of ☒ physical presence or ☐ online notarization, this 28 day of October, 2022 by Brendon Pantano (name of person acknowledging).

Personally known X OR Produced Identification
Type of Identification Produced _____



Eileen Damaso
Notary Public – State of Florida

TRUTH – IN – NEGOTIATION CERTIFICATE

The undersigned warrants (i) that it has not employed or retained any company or person, other than bona fide employees working solely for the undersigned, to solicit or secure the Agreement and (ii) that it has not paid or agreed to pay any person, company, corporation, individual, or firm other than its bona fide employees working solely for the undersigned or agreed to pay any fee, commission, percentage, gift, or any other consideration contingent upon or resulting from the award or making of the Agreement.

The undersigned certifies that the wage rates and other factual unit costs used to determine the compensation provided for in the Agreement are accurate, complete, and current as of the date of the Agreement.

(This document must be executed by a Corporate Officer.)

Name: Brendon Pantano

Title: CEO

Date: October 28, 2022

Signature: 

CERTIFICATION AND ACCURACY OF COST FORM

The undersigned individual, being duly sworn, hereby deposes and says:

1. I, Brendon Pantano [insert name of Proposer's officer], am duly authorized to execute and submit this Proposal on behalf of the Proposer, Coastal Waste & Recycling [insert name of Proposer].
2. I am fully informed regarding the preparation and contents of the attached Proposal and all of the forms, affidavits, and documents submitted in support of such Proposal. All of the information contained in the forms, affidavits, and documents submitted in support of the attached Proposal is accurate and correct. No information that should have been included in such forms, affidavits, and documents has been omitted. No information in such forms, affidavits, or documents is false or misleading.
3. By signing and submitting this Proposal in response to the City's RFP (No. RFP 2022-046), the Proposer acknowledges and agrees that:
 - a. the Proposer has carefully read the RFP, including the "Exclusive Franchise Agreement" ("Agreement") and all of the addenda concerning this RFP;
 - b. the Proposer has become fully informed about the local conditions, including the nature and extent of the work to be performed, and has examined and evaluated all relevant issues;
 - c. the Proposer understands and accepts the conditions and limitations contained in the RFP, the Agreement, and the addenda;
 - d. the Proposer's Proposal is not contingent upon any conditions, limitations, or changes to the RFP or Agreement;
 - e. the Proposal is a binding offer that will remain in effect and be available to the City for one hundred eighty (180) days after its submission to the City;
 - f. if recommended for selection by the City's Evaluation/Selection Committee, the Proposer shall execute the Agreement and provide the required performance bond and parent corporation guarantee to the City within ten (10) days after receiving notice of the Evaluation/Selection Committee's decision;
 - g. if selected by the City Commission, the Proposer will provide all of the services required under the Agreement, in compliance with the terms and conditions contained in the Agreement, for the Rates set forth in this Proposal; and

CERTIFICATION AND ACCURACY OF COST FORM

- h. the Proposer has sought and received the assistance of legal counsel, as necessary, before submitting this Proposal.

Dated this 28th day of October, 2022.

Coastal Waste & Recycling

Name of Proposer



Signature of President/Partner/Owner/Manager

Brendon Pantano, CEO

Printed Name of President/Partner/Owner/Manager and Title

N/A

Signature of Secretary

Printed Name of Secretary

CERTIFICATION AND ACCURACY OF COST FORM

The Proposer is an individual: _____; Partnership: _____; Corporation: X _____; Limited Liability Corporation _____; or other business entity: _____; and is authorized to do business in the State of Florida.

Witness my hand and official notary seal/stamp on October 28th, 2022 the day and year written above.

STATE OF Florida)
) SS:
COUNTY OF Palm Beach)

The foregoing Agreement was acknowledged before me, an officer duly authorized by law to administer oaths and take acknowledgments, by means of ☒ physical presence or ☐ online notarization, this 28th day of October, 2022 by Brendon Pantano, as CEO of Coastal Waste & Recycling, an organization authorized to do business in the State of Florida, and who executed the foregoing Agreement as the proper official of _____ for the uses and purposes mentioned in it and affixed the official seal of the corporation, and that the instrument is the act and deed of that corporation. He/She is ☒ personally known to me or ☐ has produced _____ as identification.

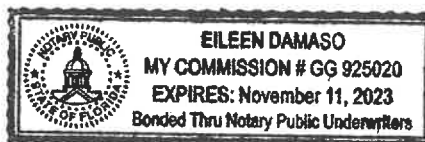
IN WITNESS OF THE FOREGOING, I have set my hand and official seal at in the state and city aforesaid on this 28th day of October, 2022.

Eileen Damaso
NOTARY PUBLIC

My Commission Expires: 11/11/23

Signature Instructions:

All signatures shall be manually executed.



If the Proposer is a CORPORATION, the name of the corporation must be listed, in full, and both the President and Secretary must sign the form, OR if one signature is permitted by the corporation's by-laws, a copy of the by-laws must be furnished to the City as part of the Proposal.

If the Proposer is a LIMITED LIABILITY CORPORATION, the name of the limited liability corporation must be listed in full, and the Manager or Managing Members must sign the form.

If the Proposer is a PARTNERSHIP, the full name of each partner should be listed, followed by the name that the Proposer is doing business as. Any authorized partner may sign the form.

If the Proposer is an INDIVIDUAL PROPRIETORSHIP, the name of the owner should be provided and any name that the Proposer is doing business as.

If the Proposer is operating as any other type of business entity, the name(s) of the Proposer's authorized representative(s) must be listed and the authorized representative(s) must sign the form. A copy of the appropriate documents evidencing legal binding authority to sign on behalf of the Proposer must be furnished to the City as part of the Proposal.



October 31, 2022

The City of Delray Beach
Attention: Lauren Czencz-Purchasing Agent
100 NW 1st Avenue, Delray Beach, FL 33444
Email: czencz@mydelraybeach.com

RE: COASTAL WASTE & RECYCLING, INC. BONDABILITY LETTER - CITY OF DELRAY BEACH - INVITATION
TO BID - SOLID WASTE AND RECYCLING COLLECTION SERVICES - BID No. 2022-046

To Whom It May Concern:

We understand that you are considering a business relationship with Coastal Waste & Recycling, Inc. (hereinafter, "Coastal Waste & Recycling"), and have requested information concerning Coastal Waste & Recycling's surety bond program. Surety bonds for Coastal are written by United States Fire Insurance Company (hereinafter, "USFIC"). USFIC is listed in the Federal Register Circular 570 with Treasury Limit of \$169,690,000 and is rated "A" by A.M. Best with a Financial Size Category of XIV.

USFIC is willing to consider single projects up to \$10 million within an aggregate limit of \$40 million. We would look favorably upon supporting bonds for the above-referenced project at the request of our client. However, our support is wholly conditioned and contingent upon completion of the underwriting process, including satisfactory review of contract documents and bond forms, confirmation of financing, and our ongoing review of the operational and financial capacity of Coastal Waste & Recycling.

It is important to understand that this correspondence should in no way be construed as an agreement to provide bonds for any particular project but is offered as an endorsement of our past experience and overall confidence in Coastal Waste & Recycling. It bears particular emphasis that any arrangement to provide final bonds is a matter between USFIC and Coastal Waste & Recycling, and we assume no liability to third parties if we do not execute said bonds.

We highly recommend Coastal Waste & Recycling to you. Coastal Waste & Recycling's management is strong, the company is well-financed, and it is very capable of meeting your requirements. If you have any questions regarding this letter, please do not hesitate to contact me.

Sincerely,

A handwritten signature in dark ink, appearing to read "James I. Moore".

James I. Moore
Attorney-in-Fact

State of Illinois}

} ss.

County of DuPage}

On October 31, 2022, before me, Cynthia A. Schwinn, a Notary Public in and for said County and State, residing therein, duly commissioned and sworn, personally appeared James I. Moore known to me to be Attorney-in-Fact of United States Fire Insurance Company the corporation described in and that executed the within and foregoing instrument, and known to me to be the person who executed the said instrument in behalf of the said corporation, and he duly acknowledged to me that such corporation executed the same.

IN WITNESS WHEREOF, I have hereunto set my hand and affixed my official seal, the day and year stated in this certificate above.

My Commission Expires: May 24, 2025



Cynthia A. Schwinn, Notary Public

Commission No. 932502



**POWER OF ATTORNEY
UNITED STATES FIRE INSURANCE COMPANY
PRINCIPAL OFFICE - MORRISTOWN, NEW JERSEY**

KNOW ALL MEN BY THESE PRESENTS: That United States Fire Insurance Company, a corporation duly organized and existing under the laws of the state of Delaware, has made, constituted and appointed, and does hereby make, constitute and appoint: **James I. Moore; Dawn L. Morgan; Stephen T. Kazmer; Melissa Schmidt; Martin Moss; Amy Wickett; Kelly A. Gardner** each, its true and lawful Attorney(s)-In-Fact, with full power and authority hereby conferred in its name, place and stead, to execute, acknowledge and deliver: Any and all bonds and undertakings of surety and other documents that the ordinary course of surety business may require, and to bind United States Fire Insurance Company thereby as fully and to the same extent as if such bonds or undertakings had been duly executed and acknowledged by the regularly elected officers of United States Fire Insurance Company at its principal office, in amounts or penalties not exceeding: **One Hundred Twenty Five Million Eight Hundred Thousand Dollars (\$125,800,000)**

This Power of Attorney limits the act of those named therein to the bonds and undertakings specifically named therein, and they have no authority to bind United States Fire Insurance Company except in the manner and to the extent therein stated.

This Power of Attorney revokes all previous Powers of Attorney issued on behalf of the Attorneys-In-Fact named above and expires on January 1, 2023.

This Power of Attorney is granted pursuant to Article IV of the By-Laws of United States Fire Insurance Company as now in full force and effect, and consistent with Article III thereof, which Articles provide, in pertinent part:

Article IV, Execution of Instruments - Except as the Board of Directors may authorize by resolution, the Chairman of the Board, President, any Vice-President, any Assistant Vice President, the Secretary, or any Assistant Secretary shall have power on behalf of the Corporation:

(a) to execute, affix the corporate seal manually or by facsimile to, acknowledge, verify and deliver any contracts, obligations, instruments and documents whatsoever in connection with its business including, without limiting the foregoing, any bonds, guarantees, undertakings, recognizances, powers of attorney or revocations of any powers of attorney, stipulations, policies of insurance, deeds, leases, mortgages, releases, satisfactions and agency agreements;

(b) to appoint, in writing, one or more persons for any or all of the purposes mentioned in the preceding paragraph (a), including affixing the seal of the Corporation.

Article III, Officers, Section 3.11, Facsimile Signatures. The signature of any officer authorized by the Corporation to sign any bonds, guarantees, undertakings, recognizances, stipulations, powers of attorney or revocations of any powers of attorney and policies of insurance issued by the Corporation may be printed, facsimile, lithographed or otherwise produced. In addition, if and as authorized by the Board of Directors, dividend warrants or checks, or other numerous instruments similar to one another in form, may be signed by the facsimile signature or signatures, lithographed or otherwise produced, of such officer or officers of the Corporation as from time to time may be authorized to sign such instruments on behalf of the Corporation. The Corporation may continue to use for the purposes herein stated the facsimile signature of any person or persons who shall have been such officer or officers of the Corporation, notwithstanding the fact that he may have ceased to be such at the time when such instruments shall be issued.

IN WITNESS WHEREOF, United States Fire Insurance Company has caused these presents to be signed and attested by its appropriate officer and its corporate seal hereunto affixed this 11th day of March, 2021.

UNITED STATES FIRE INSURANCE COMPANY



ARR

Anthony R. Slimowicz, Executive Vice President

State of New Jersey }
County of Morris }

On this 11th day of March 2021, before me, a Notary public of the State of New Jersey, came the above named officer of United States Fire Insurance Company, to me personally known to be the individual and officer described herein, and acknowledged that he executed the foregoing instrument and affixed the seal of United States Fire Insurance Company thereto by the authority of his office.

SONIA SCALA
NOTARY PUBLIC OF NEW JERSEY
MY COMMISSION EXPIRES 3/25/2024
No. 2163686

Sonia Scala

Sonia Scala, (Notary Public)

I, the undersigned officer of United States Fire Insurance Company, a Delaware corporation, do hereby certify that the original Power of Attorney of which the foregoing is a full, true and correct copy is still in force and effect and has not been revoked.

IN WITNESS WHEREOF, I have hereunto set my hand and affixed the corporate seal of United States Fire Insurance Company on 31st day the of October, 2022

UNITED STATES FIRE INSURANCE COMPANY



Daniel Sussman

Daniel Sussman, Senior Vice President

*For verification of the authenticity of the Power of Attorney, please contact Pat Taber at 860-956-3424 or email: SuretyInquiries@amynntagroup.com

Document A310™ – 2010

Conforms with The American Institute of Architects AIA Document 310

Bid Bond**CONTRACTOR:***(Name, legal status and address)*

Coastal Waste & Recycling
2481 NW 2nd Ave
Boca Raton, FL 33431

OWNER:*(Name, legal status and address)*

City of Delray Beach
100 Northwest 1st Avenue
Delray Beach, FL 33444

SURETY:*(Name, legal status and principal place of business)*

United States Fire Insurance Company
305 Madison Avenue
Morristown, NJ 07960
Mailing Address for Notices
1411 Opus Place, Suite 450
Downers Grove, Illinois 60515

This document has important legal consequences. Consultation with an attorney is encouraged with respect to its completion or modification.

Any singular reference to Contractor, Surety, Owner or other party shall be considered plural where applicable.

BOND AMOUNT: \$ 50,000 Fifty Thousand Dollars and 00/100

PROJECT:*(Name, location or address, and Project number, if any)*

BID RFP NO.: 2022-046

SOLID WASTE AND RECYCLING COLLECTION SERVICES


The Contractor and Surety are bound to the Owner in the amount set forth above, for the payment of which the Contractor and Surety bind themselves, their heirs, executors, administrators, successors and assigns, jointly and severally, as provided herein. The conditions of this Bond are such that if the Owner accepts the bid of the Contractor within the time specified in the bid documents, or within such time period as may be agreed to by the Owner and Contractor, and the Contractor either (1) enters into a contract with the Owner in accordance with the terms of such bid, and gives such bond or bonds as may be specified in the bidding or Contract Documents, with a surety admitted in the jurisdiction of the Project and otherwise acceptable to the Owner, for the faithful performance of such Contract and for the prompt payment of labor and material furnished in the prosecution thereof; or (2) pays to the Owner the difference, not to exceed the amount of this Bond, between the amount specified in said bid and such larger amount for which the Owner may in good faith contract with another party to perform the work covered by said bid, then this obligation shall be null and void, otherwise to remain in full force and effect. The Surety hereby waives any notice of an agreement between the Owner and Contractor to extend the time in which the Owner may accept the bid. Waiver of notice by the Surety shall not apply to any extension exceeding sixty (60) days in the aggregate beyond the time for acceptance of bids specified in the bid documents, and the Owner and Contractor shall obtain the Surety's consent for an extension beyond sixty (60) days.

If this Bond is issued in connection with a subcontractor's bid to a Contractor, the term Contractor in this Bond shall be deemed to be Subcontractor and the term Owner shall be deemed to be Contractor.

When this Bond has been furnished to comply with a statutory or other legal requirement in the location of the Project, any provision in this Bond conflicting with said statutory or legal requirement shall be deemed deleted herefrom and provisions conforming to such statutory or other legal requirement shall be deemed incorporated herein. When so furnished, the intent is that this Bond shall be construed as a statutory bond and not as a common law bond.

Signed and sealed this 31st day of October, 2022

(Witness)


(Witness) Cynthia A. Schwinn

Coastal Waste & Recycling

*(Principal)**(Seal)*By: *(Title)* CEO

United States Fire Insurance Company

*(Surety)**(Seal)*By: *(Title)* James I. Moore

Attorney-in-Fact

State of Illinois
County of DuPage

SURETY ACKNOWLEDGEMENT (ATTORNEY-IN-FACT)

I, Cynthia A. Schwinn Notary Public of DuPage County, in the State of Illinois,

do hereby certify that James I. Moore Attorney-in-Fact, of the United States Fire

Insurance Company who is personally known to me to be the same person whose

name is subscribed to the foregoing instrument, appeared before me this day in person, and

acknowledged that he signed, sealed and delivered said instrument, for and on behalf of the

United States Fire Insurance Company

for the uses and purposes therein set forth.

Given under my hand and notarial seal at my office in the City of Downers Grove in
said County, this 31st day of October, 2022.

Cynthia A. Schwinn

Notary Public

Cynthia A. Schwinn

My Commission expires:

May 24, 2025



**POWER OF ATTORNEY
UNITED STATES FIRE INSURANCE COMPANY
PRINCIPAL OFFICE - MORRISTOWN, NEW JERSEY**

KNOW ALL MEN BY THESE PRESENTS: That United States Fire Insurance Company, a corporation duly organized and existing under the laws of the state of Delaware, has made, constituted and appointed, and does hereby make, constitute and appoint:

James I. Moore

each, its true and lawful Attorney(s)-In-Fact, with full power and authority hereby conferred in its name, place and stead, to execute, acknowledge and deliver: Any and all bonds and undertakings of surety and other documents that the ordinary course of surety business may require, and to bind United States Fire Insurance Company thereby as fully and to the same extent as if such bonds or undertakings had been duly executed and acknowledged by the regularly elected officers of United States Fire Insurance Company at its principal office.

This Power of Attorney limits the act of those named therein to the bonds and undertakings specifically named therein, and they have no authority to bind United States Fire Insurance Company except in the manner and to the extent therein stated.

Surety Bond No.: Bid Bond
Principal: Coastal Waste & Recycling
Obligee: City of Delray Beach

This Power of Attorney revokes all previous Powers of Attorney issued on behalf of the Attorneys-In-Fact named above and expires on March 25th, 2024.

This Power of Attorney is granted pursuant to Article IV of the By-Laws of United States Fire Insurance Company as now in full force and effect, and consistent with Article III thereof, which Articles provide, in pertinent part:

Article IV, Execution of Instruments - Except as the Board of Directors may authorize by resolution, the Chairman of the Board, President, any Vice-President, any Assistant Vice President, the Secretary, or any Assistant Secretary shall have power on behalf of the Corporation:

(a) to execute, affix the corporate seal manually or by facsimile to, acknowledge, verify and deliver any contracts, obligations, instruments and documents whatsoever in connection with its business including, without limiting the foregoing, any bonds, guarantees, undertakings, recognizances, powers of attorney or revocations of any powers of attorney, stipulations, policies of insurance, deeds, leases, mortgages, releases, satisfactions and agency agreements;

(b) to appoint, in writing, one or more persons for any or all of the purposes mentioned in the preceding paragraph (a), including affixing the seal of the Corporation.

Article III, Officers, Section 3.11, Facsimile Signatures. The signature of any officer authorized by the Corporation to sign any bonds, guarantees, undertakings, recognizances, stipulations, powers of attorney or revocations of any powers of attorney and policies of insurance issued by the Corporation may be printed, facsimile, lithographed or otherwise produced. In addition, if and as authorized by the Board of Directors, dividend warrants or checks, or other numerous instruments similar to one another in form, may be signed by the facsimile signature or signatures, lithographed or otherwise produced, of such officer or officers of the Corporation as from time to time may be authorized to sign such instruments on behalf of the Corporation. The Corporation may continue to use for the purposes herein stated the facsimile signature of any person or persons who shall have been such officer or officers of the Corporation, notwithstanding the fact that he may have ceased to be such at the time when such instruments shall be issued.

IN WITNESS WHEREOF, United States Fire Insurance Company has caused these presents to be signed and attested by its appropriate officer and its corporate seal hereunto affixed this 25th day of March, 2019.

UNITED STATES FIRE INSURANCE COMPANY



A.R. Slimowicz

Anthony R. Slimowicz, Executive Vice President

State of New Jersey }
County of Morris }

On this 25th day of March 2019, before me, a Notary public of the State of New Jersey, came the above named officer of United States Fire Insurance Company, to me personally known to be the individual and officer described herein, and acknowledged that he executed the foregoing instrument and affixed the seal of United States Fire Insurance Company thereto by the authority of his office.

SONIA SCALA
NOTARY PUBLIC STATE OF NEW JERSEY
NO. 2163686
MY COMMISSION EXPIRES 3/25/2024

Sonia Scala

Sonia Scala

(Notary Public)

I, the undersigned officer of United States Fire Insurance Company, a Delaware corporation, do hereby certify that the original Power of Attorney of which the foregoing is a full, true and correct copy is still in force and effect and has not been revoked.

IN WITNESS WHEREOF, I have hereunto set my hand and affixed the corporate seal of United States Fire Insurance Company on the 31st day of October, 2022.

UNITED STATES FIRE INSURANCE COMPANY



Al Wright

Al Wright, Senior Vice President

Supplier: Coastal Waste & Recycling of Florida, Inc.

ACKNOWLEDEMENT OF ADDENDA

INSTRUCTIONS COMPLET PART I OR PART II, WHICHEVER APPLIES

PART I

List below that dates of issue for addendum received in connection with this solicitation.

Addendum #1, Dated	September 16, 2022
Addendum #2, Dated	September 19, 2022
Addendum #3, Dated	October 6, 2022
Addendum #4, Dated	October 25, 2022
Addendum #5, Dated	October 25, 2022
Addendum #6, Dated	
Addendum #7, Dated	
Addendum #8, Dated	
Addendum #9, Dated	
Addendum #10, Dated	

PART II

☐ NO ADDENDUM WAS RECEIVE IN CONNECTION WITH THE SOLICATION

Coasta Waste & Recycling

Frim Name

Brendon Pantano

Signature

Brendon Pantano, CEO

Name and TItle

October 28, 2022

Date

Supplier: Coastal Waste & Recycling of Florida, Inc.

CONFLICT OF INTEREST DISCLOSURE FORM

The award of this contract is subject to the provisions of Chapter 112, *Florida Statutes*. All Bidders/Proposers must disclose within their Bid/Proposal: the name of any officer, director, or agent who is also an employee of the City of Delray Beach.

Furthermore, all Bidders/Proposers must disclose the name of any City employee who owns, directly or indirectly, an interest of more than five percent (5%) in the Bidder's/Proposer's firm or any of its branches.

The purpose of this disclosure form is to give the City the information needed to identify potential conflicts of interest for evaluation team members and other key personnel involved in the award of this contract.

The term "conflict of interest" refers to situations in which financial or other personal considerations may adversely affect, or have the appearance of adversely affecting, an employee's professional judgment in exercising any City duty or responsibility in administration, management, instruction, research, or other professional activities.

Please check one of the following statements and attach additional documentation if necessary:



To the best of our knowledge, the undersigned firm has no potential conflict of interest due to any other Cities, Counties, contracts, or property interest for this Bid/Proposal.



The undersigned firm, by attachment to this form, submits information which may be a potential conflict of interest due to other Cities, Counties, contracts, or property interest for this Bid/Proposal.

Acknowledged by:

Coastal Waste & Recycling

Firm Name

Brendon Pantano

Signature

Brendon Pantano, CEO

Name and Title

10/24/22

Date

Supplier: **Coastal Waste & Recycling of Florida, Inc.**

DRUG-FREE WORKPLACE

Coastal Waste & Recycling is a drug-free workplace and has
(Company Name)
a substance abuse policy in accordance with and pursuant to Section 440.102, *Florida Statutes*.

Acknowledged by:

Coastal Waste & Recycling
Firm Name

Brendon Pantano
Signature

Brendon Pantano, CEO
Name and Title

edamaso@coastalwasteinc.com
Date

Supplier: **Coastal Waste & Recycling of Florida, Inc.**

NON-COLLUSION AFFIDAVIT

STATE OF **Florida**

COUNTY OF **Palm Beach**

Before me, the undersigned authority, personally appeared **Brendon Pantano**, who, after being by me first duly sworn, deposes and says of his/her personal knowledge that:

- a. He/She is **CEO of Coastal Waste & Recycling**, the Bidder/Proposer that has submitted a Bid/Proposal to perform work for the following:

Solicitation No.: **RFP 2022-046** Title: **Solid Waste and Recycling Collection Services**

- b. He/She is fully informed respecting the preparation and contents of the attached solicitation, and of all pertinent circumstances respecting such solicitation.

Such Bid/Proposal is genuine and is not a collusive or sham Bid/Proposal.

- c. Neither the said Bidder/Proposer nor any of its officers, partners, owners, agents, representatives, employees, or parties in interest, including this affiant, has in any way colluded, conspired, connived, or agreed, directly or indirectly, with any other Bidder/Proposer, firm, or person to submit a collusive or sham Bid/Proposal in connection with the solicitation and contract for which the attached Bid/Proposal has been submitted or to refrain from proposing in connection with such solicitation and contract, or has in any manner, directly or indirectly, sought by agreement or collusion or communication or conference with any other Bidder/Proposer, firm, or person to fix the price or prices in the attached Bid/Proposal or any other Bidder/Proposer, or to fix any overhead, profit, or cost element of the Bid/Proposal price or the Bid/Proposal price of any other Bidder/Proposer, or to secure through any collusion, conspiracy, connivance, or unlawful agreement any advantage against the City or any person interested in the proposed contract.
- d. The price or prices quoted in the attached Bid/Proposal are fair and proper and are not tainted by any collusion, conspiracy, connivance, or unlawful agreement on the part of the Bidder/Proposer or any of its agents, representatives, owners, employees, or parties in interest, including this affiant.

Brendon Pantano

Signature

Subscribed and sworn to (or affirmed) before me this **28** day of **October 2022** by **Brendon Pantano**, who is personally known to me or who has produced as identification.

SEAL

Notary Signature: **Eileen Damaso**

Notary Name: **Eileen Damaso**

Notary Public (State): **Florida**

My Commission No: **GG 925020**

Expires on: **11/11/23**

Supplier: **Coastal Waste & Recycling of Florida, Inc.**

NOTIFICATION OF PUBLIC ENTITY CRIMES LAW

Pursuant to Section 287.133, *Florida Statutes*, you are hereby notified that a person or affiliate who has been placed on the convicted contractors list following a conviction for a public entity crime may not submit a Bid/Proposal on a contract to provide any goods or services to a public entity; may not submit a Bid/Proposal on a contract with a public entity for the construction or repair of a public building or public work; may not submit Bids/Proposals on leases or real property to a public entity; may not be awarded or perform work as a contractor, supplier, sub-Bidder/sub-Proposer, or consultant under a contract with any public entity; and may not transact business with any public entity in excess of the threshold amount provided in Section 287.017 [F.S.] for Category Two [\$35,000.00] for a period of thirty-six (36) months from the date of being placed on the convicted contractors list.

Acknowledged by:

Coastal Waste & Recycling

Firm Name

Brendon Pantano

Signature

Brendon Pantano, CEO

Name and Title

October 28, 2022

Date

Supplier: Coastal Waste & Recycling of Florida, Inc.

Notification of Public Records Law Pertaining to Public Contracts and Requests for Contractor Records Pursuant to Chapter 119, *Florida Statutes*

Pursuant to Chapter 119, *Florida Statutes*, Contractor shall comply with the public records law by keeping and maintaining public records required by the City of Delray Beach in order to perform the service. Upon request from the City of Delray Beach' custodian of public records, contract shall provide the City of Delray Beach with a copy of the requested records or allow the records to be inspected or copied within a reasonable time at a cost that does not exceed the cost provided in Chapter 119, *Florida Statutes* or as otherwise provided by law. Contractor shall ensure that public records that are exempt or confidential and exempt from public records disclosure requirements are not disclosed except as authorized by law for the duration of the contract term and following completion of the contract. If the Contractor does not transfer the records to the City of Delray Beach. Contractor upon completion of the contract, shall transfer, at no cost, to the City of Delray Beach all public records in possession of the Contractor or keep and maintain public records required by the City of Delray Beach in order to perform the service. If the Contractor transfers all public records to the City of Delray Beach upon completion of the contract, the Contractor shall destroy any duplicate public records that are exempt or confidential and exempt from public records disclosure requirements. If the Contractor keeps and maintains public records upon completion of the contract, the Contractor shall meet all applicable requirements for retaining public records. All records stored electronically must be provided to the City of Delray Beach, upon request from the City of Delray Beach' custodian of public records, in a format that is compatible with the information technology systems of the City of Delray Beach.

IF THE SELECTED BIDDER/PROPOSER HAS QUESTIONS REGARDING THE APPLICATION OF CHAPTER 119, FLORIDA STATUTES, TO THE SELECTED BIDDER'S/PROPOSER'S DUTY TO PROVIDE PUBLIC RECORDS RELATING TO THIS AGREEMENT, CONTACT THE CUSTODIAN OF PUBLIC RECORDS AT CITY OF DELRAY BEACH, CITY CLERK, 100 N.W. 1ST AVE., DELRAY BEACH FLORIDA. THE CITY CLERK'S OFFICE MAY BE CONTACTED BY PHONE AT 561-243-7050 OR VIA EMAIL AT CITYCLERK@MYDELRAYBEACH.COM.

Acknowledged:

Coastal Waste & Recycling
Firm Name

Brendon Pantano
Signature

Brendon Pantano, CEO
Name and Title (Print or Type)

October 28, 2022
Date

Supplier: Coastal Waste & Recycling of Florida, Inc.

SOLICITATION SUMMARY

IMPORTANT NOTICE

The information you provide on this page may be read aloud at the PUBLIC OPENING for this Solicitation. It is VERY IMPORTANT that the summary information you provide below is exactly the same information contained in your Bid. If subsequent to the opening of Bids/Proposals, the City determines that the information contained in the electronic version of your Bid/Proposal is different from the information on this Solicitation Summary, the City reserves the right to deem your Bid/Proposal NON-RESPONSIVE and remove your Bid/Proposal from further evaluation and consideration for contract award.

BID INFORMATION

Solicitation Number:	RFP 2022-046
Title:	Solid Waste and Recycling Collection Services
Due Date and Time:	October 31, 2022 2:00 pm
Name of Bidder/Proposer:	Coastal Waste & Recycling
Address	2481 NW 2nd Ave., Boca Raton, FL 33431
Contact Person	John Casagrande
Bid/Proposal Amount (if applicable):	
Authorized Signature:	Brendon Pantano
Date:	October 28, 2022

By signing and submitting this Solicitation Summary, the Bidder/Proposer affirms that the information provided above is an exact and correct summary of the information contained in the electronic version of the Bidder's/Proposer's Bid/Proposal to the City of Delray Beach.

THIS SOLICITATION SUMMARY MUST BE SIGNED AND INCLUDED AS AN ORIGINAL HARDCOPY IN THE SEALED PACKAGE CONTAINING YOUR BID/PROPOSAL OR SIGNED AND INCLUDED WITH YOUR SECURE ELECTRONIC BID/PROPOSAL SUBMITTAL THROUGH WWW.BIDSYNC.COM.

Supplier: Coastal Waste & Recycling of Florida, Inc.

BID/PROPOSAL SUBMITTAL

This form is part of your original Bid/Proposal submittal package. Please also attach any additional information or documentation requested in this solicitation. There is no need to include the informational sections of this solicitation in your Bid/Proposal submittal package.

INSTRUCTIONS

Sealed Bids/Proposals must be received on or before the due date and time (local time) via electronic submission at www.bidsync.com, or via hard copy at the City of Delray Beach City Hall Front Lobby Reception Desk, 100 N.W. 1st Avenue, Delray Beach, Florida 33444. Normal City business hours are 8:00 AM to 5:00 PM, Monday through Friday, except holidays. **All Bids/Proposals will be publicly opened** at City Hall unless otherwise specified.

Each hard copy Bid/Proposal submitted to the City shall have the following information clearly marked on the face of the envelope: Bidder's/Proposer's name, return address, solicitation number, due date for Bids/Proposals, and the title of the solicitation. If the Solicitation Summary is not included in the package, the City may deem the Bid/Proposal non-responsive. Bids/Proposals must contain all information required to be included in the submittal, as described in this Solicitation.

Solicitation No.: **RFP 2022-046**

Solicitation Title: **Solid Waste and Recycling Collection Services**

Due Date and Time: **October 31, 2022, 2:00 pm**

Coastal Waste & Recycling

Name of Bidder/Proposer

Supplier: Coastal Waste & Recycling of Florida, Inc.

SUBMITTAL SIGNATURE PAGE

By signing this document, the Bidder/Proposer certifies that it satisfies all legal requirements as an entity to do business with the City, including all Conflict of Interest and Code of Ethics provisions.

Firm Name: **Coastal Waste & Recycling of Florida, Inc**

Street Address: **2481 NW 2nd Ave., Boca Raton, FL 33431**

Mailing Address (if different from Street Address):

Telephone Number(s): **954-947-4000**

Fax Number(s):

Email Address: **jasagrande@coastalwasteinc.com**

Federal Employer Identification Number: **010586987**

Prompt Payment Terms: % days' net days

Signature: **Brendon Pantano**

(Signature of authorized agent)

Print Name: **Brendon Pantano**

Title: **CEO**

Date: **10/27/2022**

By signing this document, the Bidder/Proposer agrees to all terms and conditions of this solicitation and the resulting contract/agreement.

THE EXECUTION OF THIS FORM CONSTITUTES THE UNEQUIVOCAL OFFER OF BIDDER/PROPOSER TO BE BOUND BY THE TERMS OF ITS BID/PROPOSAL, FOR NOT LESS THAN 90 DAYS, AND THE BIDDER'S/PROPOSER'S UNEQUIVOCAL OFFER TO BE BOUND BY THE TERMS AND CONDITIONS SET FORTH IN THIS SOLICITATION. FAILURE TO SIGN THIS SOLICITATION WHERE INDICATED ABOVE, BY AN AUTHORIZED REPRESENTATIVE, SHALL RENDER THE BID/PROPOSAL NON-RESPONSIVE. THE CITY MAY, HOWEVER, IN ITS SOLE DISCRETION, ACCEPT ANY BID/PROPOSAL THAT INCLUDES AN EXECUTED DOCUMENT WHICH UNEQUIVOCALLY BINDS THE BIDDER/PROPOSER TO THE TERMS OF ITS BID/PROPOSAL.

Supplier: Coastal Waste & Recycling of Florida, Inc.

TRUTH – IN – NEGOTIATION CERTIFICATE

The undersigned warrants (i) that it has not employed or retained any company or person, other than bona fide employees working solely for the undersigned, to solicit or secure the Agreement and (ii) that it has not paid or agreed to pay any person, company, corporation, individual, or firm other than its bona fide employees working solely for the undersigned or agreed to pay any fee, commission, percentage, gift, or any other consideration contingent upon or resulting from the award or making of the Agreement.

The undersigned certifies that the wage rates and other factual unit costs used to determine the compensation provided for in the Agreement are accurate, complete, and current as of the date of the Agreement.

Name: **Brendon Pantano**

Title: **CEO**

Date: **10/27/2022**

Signature: **Brendon Pantano**