



REQUEST FOR PROPOSALS  
FOR  
SOLID WASTE MANAGEMENT SERVICES

V.7

September 17, 2025

**CITY OF FULLERTON**  
**REQUEST FOR PROPOSALS**  
**FOR**  
**SOLID WASTE MANAGEMENT SERVICES**

September 17, 2025

**NOTICE OF AVAILABILITY OF REQUEST FOR PROPOSALS  
AND MANDATORY PRE-PROPOSAL CONFERENCE**

The City of Fullerton requests technical and cost proposals for: (1) the collection, transfer, processing, recycling, and disposal of cart-served residential and commercial refuse, bin-served residential and commercial sector refuse and debris, and recurring and temporary roll-off service for refuse and debris; (2) the collection, processing, and landfill diversion of residential, commercial, and industrial sector recyclables; and (3) the collection, processing, and acceptable landfill diversion of residential and commercial organic waste in a manner that is compliant with all applicable laws including AB 939, AB 341, AB 1826, SB 1383 and all relevant regulations. Included with these specific technical services, the successful proposer should be able to demonstrate how their programs and services will satisfy applicable SB 1383 regulations.

The RFP is available electronically at <https://procurement.opengov.com/portal/cityoffullerton>

A mandatory pre-proposal conference will be held on Wednesday, October 1<sup>st</sup> at the Fullerton Community Center – Grand Hall A, 340 W. Commonwealth Avenue, Fullerton, CA 92832. This conference will start at 1pm, include a brief presentation on the RFP process, and will conclude at 3:00 pm or earlier if all attendees have had their questions addressed.

Proposals will be received until 4:00 p.m. on Monday, November 17, 2025. For further information, contact Michelle Duron via email at [michelle.duron@cityoffullerton.com](mailto:michelle.duron@cityoffullerton.com) .

# CITY OF FULLERTON

## REQUEST FOR PROPOSALS

### FOR

### SOLID WASTE MANAGEMENT SERVICES

<u>Description</u>	<u>Page</u>
<b>Section 1</b>	<b>Overview of the Request for Proposal</b>
	<b>1</b>
	RFP Schedule
	3
	Rights of the City of Fullerton
	4
	Project Background and Administration
	4
<b>Section 2</b>	<b>Required Proposal Format</b>
	<b>5</b>
<b>Section 3</b>	<b>Solid Waste Management Specifications</b>
	<b>8</b>
	SERVICES PROVIDED
	8
	A. GENERAL AND IMPLEMENTATION PLAN
	8
	B. RESIDENTIAL SECTOR
	8
	C. COMMERCIAL SECTOR
	9
	D. INDUSTRIAL SECTOR
	11
	E. ORGANICS RECYCLING SERVICES
	11
	F. CITY FACILITIES
	11
	G. PUBLIC EDUCATION AND OUTREACH
	12
	H. CITY FEES
	13
	LEGAL REQUIREMENTS
	14
	A. PERFORMANCE BOND AND CASH BOND
	14
	B. OWNERSHIP OF WASTE
	14
	C. ANNUAL REVIEW
	14
	D. TERM OF AGREEMENT
	14
	E. PERMITS, LICENSES, AND INSURANCE
	14
	REPORTING AND COMPLIANCE WITH LOCAL, STATE AND
	14
	A. MONTHLY REPORTS
	14
	B. ANNUAL REPORTS
	14
	C. SB 1383 STUDIES AND COMPLIANCE REPORTING
	15
	INDEMNIFICATION (CERCLA)
	15
	COLLECTION EQUIPMENT
	15
	SPECIAL WASTES AND ADDITIONAL PROGRAMS
	16
	A. CONSTRUCTION AND DEMOLITION DEBRIS RECYCLING
	16
	B. BULKY ITEM PICK-UP
	16
	C. ADDITIONAL PROGRAMS (HHW-COMPOST-SHREDDING)
	16
	D. DISASTER PREPAREDNESS
	17
	TRANSFER STATION AND DIVERSION FACILITY CAPABILITIES
	17
	DISPOSAL AND DIVERSION CAPACITY
	17
	RATES
	18
<b>Section 4</b>	<b>Proposal Evaluation &amp; Selection Criteria</b>
	<b>18</b>
<b>Section 5</b>	<b>Final Selection Process</b>
	<b>20</b>
<b>Section 6</b>	<b>Other Related Information</b>
	<b>20</b>

**LIST OF  
ATTACHMENTS**

Attachment 1:	Residential Accounts & Containers in Service
Attachment 2:	Commercial Accounts & Containers in Service
Attachment 3:	Residential and Commercial Alley and Hot Spot Service
Attachment 4:	Commercial Downtown District Map and Service Information
Attachment 5:	Draft Franchise Agreement
Attachment 6:	Current City Facilities
Attachment 7:	Pricing Form

FINAL DRAFT

# REQUEST FOR PROPOSALS (RFP) FOR SOLID WASTE MANAGEMENT SERVICES

## Section 1 Overview of the Request for Proposals

The City of Fullerton (City) is requesting proposals from qualified solid waste and recycling companies to provide residential, commercial, and industrial sector solid waste management services for a period of ten (10) years, with a city option to extend services in two (5) year increments thereafter (20-year maximum term). The City is also requiring that responding firms provide guaranteed processing/diversion capacity for organic wastes for the term of this Agreement. The required services are summarized in the tables below and described in detail in subsequent sections of this RFP.

<p><b>Residential Collection</b> – The City provides residential billing services to 28,768 residential accounts. 28,709 accounts have recycling carts, and 25,342 accounts have green waste carts. No accounts are currently designated as senior citizens. 5 residential customers have 1.5-yard manure bins. We estimate 145 residential accounts are multi-family properties. All are in the 2-to-4-unit range, with the majority being 4-unit properties. Please refer to the attached “Attachment 1” for individual property addresses and container counts.</p> <p>An exact count of alley-served properties is not available. Attachment 3 also provides a map of and list of addresses that are adjacent to alleys. Proposers are encouraged to tour residential collection areas to familiarize themselves with local conditions.</p> <p>Currently, the City bills all residential customers for trash service on their utility bills, and the existing franchise hauler bills commercial customers and temporary services directly.</p> <p><u>Your pricing proposal should assume the City continuing to bill for recurring residential service. As a “bid alternate” please list your per-unit charge to provide residential billing service.</u></p> <p>All payments to the franchisee, from City-billings, will be net of City fees. All fees from hauler gross receipts will be remitted to the City quarterly.</p> <p>Calendar year 2024 residential franchise tonnage was 55,814, with 31,125 tons of trash, 7,240 tons of recycling, and 17,449 tons of green waste.</p>	<ul style="list-style-type: none"> <li>➤ Provide a description and pricing for a 3-container SB 1383 “standard compliance” approach program (14 CCR, Division 7, Chapter 12, Article 3). <b><u>This is a proposal requirement.</u></b> Pricing for this service must include hauler-provided annual route reviews and/or waste evaluations as required by regulations.</li> <li>➤ Proposal alternatives for the residential collection program are permissible. Please mark any alternative program as “proposal-alternate” and provide description/pricing <b><u>IN ADDITION TO</u></b> your required 3-container proposed service.</li> <li>➤ Provide containers with signage and color combinations that comply with SB 1383 regulations. Standard container size for residential program is 95/96 gallon carts for all three (3) waste streams.</li> <li>➤ Provide guaranteed tonnage capacity for organic waste processing and landfill disposal at State permitted facilities.</li> <li>➤ Provide walk-out service for customers with a verifiable disability</li> <li>➤ Provide 4 free bulky-item collections per year, for an unlimited number of items.</li> <li>➤ Hours of operation limited to 7am until 7pm, with no Sunday collection or on the following holidays: New Year’s Day, Memorial Day, Independence Day, Labor Day, Thanksgiving and Christmas Day.</li> <li>➤ Provide service-container sizing options (35-65-95 gallon or equivalent) for all customers and discounted pricing for senior citizens.</li> <li>➤ Provide public education and outreach on all residential services provided, including HHW and bulky items, all state mandated compliance programs, and up to two (2) City-directed messages through newsletters or billing inserts each year (Inserts for City to distribute). <b>City distribution waived if bid alternate selected.</b></li> <li>➤ Reporting on all collection, diversion, disposal, monitoring, and evaluation activities in the format required by the city.</li> <li>➤ Provide weekly sweeps of City “hot spots” (including alleyways, streets, vacant lots, and other specified locations, subject to change as needed) to remove abandoned items from designated areas. Also provide on-call abandoned item removal within 24 hours’ notice (Attachments 3).</li> <li>➤ Provide annual HHW, Compost, and Shred events.</li> </ul>
--	---

<p><b>Commercial Collection</b> – 1,991 accounts receive commercial service, including an estimated 572 multi-family properties with 5+ units that are part of commercial collections. The selected proposer will be expected to work with the City to establish a definitive commercial multifamily property count. There are alley served commercial accounts. Please refer to map and list included in Attachment 3. Proposers are encouraged to tour commercial collection areas to familiarize themselves with local conditions.</p> <p>Commercial recurring collection containers in service include:</p> <p><b>Trash Service</b></p> <p>134 - 96-gallon carts 82 – 1.5-cubic-yard bins 2,106 – 3-cubic-yard bins</p> <p>10 – 3/4 cubic-yard mini compactors 10– 15 to 20-yard roll-offs 52 – 30 to 40-yard roll-offs</p> <p><b>Recycling &amp; Organics</b> – Commercial compliance with AB 341, AB 1826 and SB 1383 is currently low. Please see Attachment 2 for a list of all commercial customers and multi-family commercial customers and current service levels. Most will need to add recycling and organics containers. We estimate that 25% to 33% of commercial customers will qualify for de minimis or space constraint waivers. The City will attempt to inspect and finalize waivers prior to the start of the new franchise service, to facilitate a complete roll-out of all required services. The selected firm will work with City staff to complete any needed on-site waiver inspections on an as needed basis.</p> <p>Calendar year 2024 commercial tonnage was 54,933, with 53,201 tons of trash, 950 tons of recycling, and 842 tons of organics.</p>	<ul style="list-style-type: none"> <li>➤ A 3-container SB1383 “standard compliance” approach program (14 CCR, Division 7, Chapter 12, Article) is required. This service must include hauler-provided annual route reviews or waste evaluations, as required by SB 1383.</li> <li>➤ Proposal alternatives for the commercial collection program are permissible. Please mark any alternative program as “proposal-alternate” and provide <u>IN ADDITION TO</u> your required 3-container service.</li> <li>➤ Provide guaranteed tonnage capacity for organic waste processing and landfill disposal at State permitted facilities.</li> <li>➤ Provide containers with signage and colors that comply with SB 1383 regulations.</li> <li>➤ Hours of operation limited to 6am till 9pm, with no Sunday collection or the following holidays: New Year’s Day, Memorial Day, Independence Day, Labor Day, Thanksgiving and Christmas Day.</li> <li>➤ Public education and outreach services on all commercial services provided (including general service requirements, all State mandated compliance programs, and up to two (2) City-directed messages through quarterly newsletters or billing inserts.</li> <li>➤ Once-per-year steam cleaning of City-owned disposal enclosures.</li> <li>➤ Downtown District requires shared-service pricing for businesses using City-owned enclosures. Areas in and around City-owned enclosures must be kept debris free, power-washed weekly, and steam cleaned annually (10-foot radius around enclosure). Please refer to Attachment 4 for additional information.</li> <li>➤ Commercial cart service (including trash, recycling, and organics priced individually) for businesses and multi-family properties of 5-units or more. The City will also require “split-containers” as an alternative for commercial trash and recycling service.</li> <li>➤ Reporting on all collection, diversion, disposal, monitoring, and waste evaluation activities as directed by the City and in the format required by the City.</li> </ul>
<p><b>Construction/Demolition and Temporary Bins</b></p> <p>3,087 tons of C&amp;D collected by franchise in CY 2024.</p>	<ul style="list-style-type: none"> <li>➤ Roll-off and bin service for construction, deconstruction, and temporary/clean-up work. All such for-hire hauling is incorporated into the City’s exclusive franchise. Please refer to Attachment 5 (Draft Franchise Agreement) for a list of activity that is not included in the franchise.</li> </ul>
<p><b>City Facilities</b></p>	<ul style="list-style-type: none"> <li>➤ Free trash, recycling, and organics containers, event boxes, and service for major city-events (list provided), and event boxes for smaller city-events.</li> <li>➤ Free recurring trash, recycling and organics recycling services at all City facilities (31 currently exist – See Attachment 6).</li> <li>➤ Free monthly collection of abandoned items, collected by City crews and consolidated at the City Yard.</li> </ul>

Collection Vehicles	<ul style="list-style-type: none"> <li>➤ All collection vehicles must be in “as-new” operating condition and appearance. At no time during the term of the agreement can recurring collection vehicles be over 12- years of age. Recurring vehicle operational issues, causing delayed or missed services, may result in administrative penalties.</li> <li>➤ Preference points may be awarded to firms that commit to using renewable natural gas (RNG) that assists the city in meeting SB 1383 procurement requirements.</li> <li>➤ All vehicles must be equipped with GPS systems and have the ability to show vehicle location on designated dates/times, as requested by the city.</li> <li>➤ All vehicles must be equipped with safety/notification equipment to alert drivers to pedestrians or bikers in the vicinity of collection vehicles.</li> <li>➤ Collection Vehicles to be equipped with cameras and GPS systems capable for use in addressing complaints of missed Collections, with minimum backup/storage of 30 days.</li> </ul>
---------------------	--

Through this procurement process, the City declares its intention to maintain reasonable rates and the highest level of service for the collection, transfer, processing, landfill diversion and disposal of residential, commercial, and industrial sector wastes generated within City limits. Written questions will be accepted after the mandatory pre-proposal conference (October 1<sup>st</sup>) through October 15th, with written answers provided electronically to all proposers on Fridays through October 17, 2025. Verbal answers will only be provided at the pre-proposal conference. However, written responses will govern. Communications regarding this solicitation should be conducted exclusively through Michelle Duron at [michelle.duron@cityoffullerton.com](mailto:michelle.duron@cityoffullerton.com). Failure to do so may result in your disqualification.

## RFP Schedule

Activity	Milestone
RFP Posted - Electronic Delivery	September 17, 2025
Mandatory Pre-Proposal Conference	October 1, 2025
Last day to submit RFP questions.	October 15, 2025
Last written response to proposer questions	October 17, 2025
Deadline for submittal of proposals	November 17, 2025 4:00 p.m., Pacific Time
Complete proposal evaluation	January 15, 2026
Interview selected proposers	January 19 through 23, 2026
Review Committee finalize recommendation	February 2, 2026
Finalize agreement with recommended firm	March 2, 2026
Finalize equipment purchase and roll-out plan	March 16, 2026
Present evaluation at Council study session	April 7, 2026
Present final recommendation to the City Council	April 21, 2026
Selected firm orders equipment	July 1, 2026
Roll out of commercial program	July 1, 2027
Roll out of residential program	July 1, 2027

\*These dates are subject to change by the city.

## Rights of the City

The City's rights include, but are not limited to, the following:

- Issue addenda to the RFP, including extending or otherwise revising the deadline for submittals.
- Request clarifications and/or additional information from any proposer at any point in the procurement process.
- Reject all proposals and accept or reject all or any part of any proposal.
- Select the proposal that the City feels best meets its needs, without regard to the proposed costs.
- Discontinue its negotiations after commencing negotiations with a proposer if progress is unsatisfactory in the judgement of the City and commence discussions with another qualified proposer.
- Reissue or modify the RFP.

## Project Background and Administration

The City of Fullerton (City) is soliciting proposals from qualified firms interested in providing solid waste management services for residential, commercial, and industrial accounts, as well as temporary construction/deconstruction waste hauling. The City is soliciting proposals because it intends to select a single service provider for all residential, commercial, and industrial solid waste collection. This includes the provision of waste diversion programs that ensure the City's compliance with all applicable laws including AB 939, AB 341, AB 1826, SB 1383, and all relevant regulations and additional State mandates as may be in place and applicable to the services proposed at the time RFP responses are received. The City's franchise Agreement (Attachment 5) stipulates the process to be followed should new legislation and State mandates be passed after award of the franchise.

Proposals should be prepared according to the guidelines presented in the following sections:

Section 1	Project Background
Section 2	Required Proposal Format
Section 3	Solid Waste Management Specifications
Section 4	Proposal Evaluation Criteria
Section 5	Selection Process
Section 6	Other Related Information

**Proposals must be submitted electronically through OpenGov no later than 4:00 p.m. (PST), on Monday, November 17, 2025.** All submissions after this time and date will **NOT** be accepted.

To be considered, you must list all proposed rates for residential, commercial, and industrial services on the Pricing Form provided (Attachment 7). If you wish to levy any special charges (overage fees, contamination fees, rollout charges, locks, etc.) they must be included within your Pricing Form. Only rates and charges included in Attachment 7 will be allowed.



Please note that failure to provide any requested information in the appropriate format is grounds for immediate disqualification.

The City does not warrant or guarantee the information contained in this RFP. The City, by releasing this RFP, is not obligated to select any of the submitted proposals and reserves the right to enter or to terminate exclusive negotiations at any time. The City also reserves the right to reject or accept any or all incomplete submissions, or parts of submissions, waive irregularities in the RFP, and issue addenda to the RFP. The City may request clarification or additional information from a proposer at any point in the process.

Submission of a response shall constitute acknowledgment and acceptance of all the terms and conditions contained in the RFP and the accompanying draft franchise Agreement, unless exceptions to terms and conditions are expressed in writing in your proposal. This RFP is not to be construed as a contract of any kind. The City is not liable for any costs or expenses incurred in the preparation of proposals.

## **Section 2 Required Proposal Format**

All responses must be typed and include the following information as a minimum.

1. **Complete and submit proposals through OpenGov:** Each proposal must include a completed pricing form (Attachment 7) covering all services and charges. Pricing for services must be all-inclusive and provided in the monthly or per-occurrence format used by the form. Pricing must also be broken out into the rate components provided, where applicable.
2. **Transmittal letter:** The Letter of Transmittal shall be high-level and concise (recommended no more than 1 page), addressed to the City of Fullerton, and at a minimum contain the following:
  - A. Express the firm's intent and formal interest in the RFP and why their firm's services are advantageous/beneficial to the City.
  - B. Identification of proposer that will have contractual responsibility with the City. Identification shall include legal name of company, corporate address, and telephone number. Include name, title, address, email and telephone number of the contact person identified during period of proposal evaluation.
  - C. Identification of all proposed sub-consultants (if applicable) including legal name of company, contact person's name and address, and phone number.
  - D. Acknowledgment of receipt of all RFP addenda, if any.
  - E. A statement to the effect that the proposal shall remain valid for a period of no less than 120 days from the date of submittal.
  - F. Signature of a person authorized to bind proposer to the terms of the proposal.

- G.** Signed statement attesting that all information submitted with the proposal is true and correct.
3. **Introduction:** A response should have an introductory chapter that identifies the contents of the submission and demonstrates knowledge and familiarity of the firm with the City of Fullerton's service and compliance needs.
  4. **Related experience by area:** A response must address all the identified service areas in Section 3, clearly identify your firm's relevant experience, and identify current and previous work for cities in the general vicinity of the City of Fullerton or in Southern California.
  5. **Project team:** Identify all members of your proposed project team. Clearly identify any subcontractors, their proposed use and their qualifications. Main point of contact for the City should be featured in your proposal and clarify if the proposer will have an office in Fullerton or nearby (please list distance from City Hall if office will not be in Fullerton), and where the City's primary contact with your firm will be based.
  6. **Other resources including equipment:** Identify proposer resources that can be used to implement the required programs, including but not limited to, the collection fleet, alternative fuel vehicles, transfer station, processing center or material recovery facility (MRF), organic waste processing and/or diversion facilities (designate as owned or contracted), bin inventory, recycling containers, special bins, promotional items and educational capabilities, and special equipment. Identify special services that can be provided including public education, route audits, facility diversion audits, waste evaluations, employee training, video transmission, bilingual specialists, etc. Be sure to include the age and condition of fleet vehicles proposed for the start of franchised service.
  7. **Safety record:** Describe and document the firm's safety record, and include a description or quantification of industrial accidents, driving accidents, workers' compensation claims, etc., over the past five years in Southern California.
  8. **Ownership and Financial records:** Provide a detailed description of the business ownership and relationships between parent companies, subsidiaries, or partial owners. Be prepared to make available for review (within 5-days of City request) financial reports describing the fiscal health and wellbeing of the firm, references (name, phone number and address) of banking representatives, and a recent audit of firm accounting practices and financial records. If audited records are not available, explain the reason and provide other records such as financial ratios and/or profit and loss statements.
  9. **Insurance:** Provide a listing of the insurance held by the firm, including general liability, workers' compensation, vehicular insurance, property liability, and environmental impairment. Include the amounts and name of contact person for each insurance policy. Your response must list all paid claims for the past five (5) years. Be prepared to provide copies of policies and information on any previous and pending claims against current and past policies if requested.
  10. **References:** Provide a listing of all municipal clients currently or previously worked for under franchise or exclusive contract for the past 10 years in Southern California. Include

municipality name, contact person, phone number and address, and identify the term of the contract. If a proposer cannot meet this requirement, it must explain why.

11. **Disposal and processing facility capacity:** Identify ownership of and/or long-term commitment(s) of the firm providing any processing facility capacity and describe any commitments that can be provided to the City in the form of agreements or other instruments. The interest is whether the proposing firm can assist the City in meeting facility capacity requirements in SB 1383 regulations. Failure to demonstrate your ability to provide all needed capacity guarantees for the City's SB 1383 compliance is grounds to reject your proposal.
12. **Community Involvement:** As discussed in item 5 above, an ongoing and local presence is seen as an important selection criterion. Your proposal should feature your planned participation in community events, membership or assistance to community service groups, scholarships, local office (in or in close proximity to Fullerton), and any other efforts to forge close ties with the City, its businesses, and its residents.
13. **Customer service:** Disclose the firm's customer service record for the past 2 years. Quantify service issues and complaints, and your procedures for responding to and resolving them. Discuss your capabilities for customer service (local office, call center, website, etc.) you believe set your firm apart. This is an important review area, and preference may be given to firms that can effectively demonstrate their ability to address and resolve customer complaints and provide a local presence to assist customers.
14. **Rates and costs:** Only provide residential, commercial, and industrial rates proposed for the City of Fullerton in Attachment 7 and not in the main body of your proposal.
15. **Operation:** Provide evidence of ability to meet schedules and conduct exclusive collection of solid waste without commingling Fullerton's wastes with another city. It will be a requirement of the contract that the selected vendor either not commingle waste from Fullerton with another city or provide an acceptable methodology for commingled waste allocation. Also address fleet reliability and the procedures you employ to provide reliable and safe services.
16. **Exceptions:** Clearly identify any exceptions proposer has with City-requirements addressed in this document or the attached draft franchise Agreement (Attachment 5). If no exceptions are claimed, please specify this in your letter of transmittal.
17. **SB 1383 Compliance:** Proposer will be expected to demonstrate familiarity with all relevant SB 1383 regulations as they relate to proposed collection, processing, landfill avoidance, reporting, route and facility audits, customer education and monitoring, and/or other services and functions required to demonstrate regulatory compliance within the services or activities proposed.

### Section 3 Solid Waste Management Specifications

A proposer must demonstrate experience in all the following required areas to be deemed qualified. Any additional assistance from subcontractors can be provided but must be clearly identified. The City reserves the right to accept or reject proposed subcontractors and/or their personnel.

The information provided within this section is intended to guide the proposer in its preparation of the proposal. Each proposer should carefully examine this section and address each service area with a description of its experience, how it will implement the services, and suggestions, if any, to the proposed program, including whether any exceptions are taken with the City's RFP or draft franchise Agreement. The following areas are discussed in more detail below:

- ☐ Services provided
- ☐ Legal requirements
- ☐ Reporting and compliance with local, State, and federal mandates
- ☐ Indemnification (RCRA, CERCLA and AB 939)
- ☐ Collection equipment
- ☐ Special wastes (construction and demolition wastes, tires, and bulky items)
- ☐ Transfer station and diversion facility capability
- ☐ Organic waste processing and landfill disposal capacity

#### ☐ *Services provided*

##### A. General Requirements and Implementation plan

The firm is expected to provide solid waste management services within the City of Fullerton in accordance with all City code provisions as identified therein.

The proposer must submit a detailed implementation plan describing your approach to facilitating a smooth transition to your services that ensures 100% compliance with SB 1383. The information presented must clearly demonstrate that your firm can implement the services in accordance with the RFP schedule, including procurement of all necessary collection equipment, personnel, including administrative and maintenance staff, and develop and distribute initial public education materials. You should completely describe any assumptions, justify them, and specify your expectations for the City and the current haulers' involvement in the transition process. Items for consideration should include but are not limited to disposition of customers' containers and contingency plans to address delays.

##### B. Residential Sector

The proposer shall present a solid waste management program that collects and removes solid wastes that have been discarded into carts at all residential properties in the City of Fullerton (approximately 28,768 accounts). These residential properties include single-family homes and

145 multi-family dwellings. See Attachment 1 for a full residential account list, including the multi-family properties (with unit counts) that receive residential service. The selected firm shall propose providing the preferred three-container system, which includes:

- A grey or black container for non-organic waste for disposal.
- A blue container for non-organic recyclables, and the following types of organic wastes: paper products, printing and writing paper, wood and dry lumber and textiles (specific items are at the proposer's discretion – please list).
- A green or brown container for organic waste (yard waste and food waste).

Provision of both collection and support services for the above 3-container program must demonstrate that it is meeting all standard compliance approach regulations of SB 1383. This includes the required provision of educational material, performance of route reviews or waste composition studies at required levels and articulating how your firm will assist the City in responding to contamination findings.

The proposer may include a proposal-alternate program in lieu of the 3-container program described above. Please include a description that demonstrates a proposal-alternate is advantageous and/or superior for residential sector solid waste management, inclusive of all support services you will perform to meet SB 1383 regulations.

#### Alley Service

As an older community (founded in 1887) the City of Fullerton has residential properties that require alley service. The City does not have an exact count of alley served properties. However, we are providing a map that shows all alleys in the City, as well as a list showing all properties that are adjacent to alleys. Each proposer should inspect residential and commercial collection areas to the extent required to formulate your cost for services.

#### C. Commercial Sector

Upon commencement of the contract, the selected firm shall collect and remove solid waste that have been placed in carts, bins, roll-off containers, and compactors, from all commercial generators within the City that require recurring service per the City Code. Currently this includes the 2,188 business and multi-family accounts receiving commercial bin service, 62 accounts receiving recurring roll-off service, and approximately 134 accounts receiving commercial cart service.

The City of Fullerton will require all commercial accounts to be compliant with SB 1383, having both recycling and organic waste recycling programs, unless they qualify for a de minimis or space constraint waiver. We estimate that approximately 25% of commercial accounts will qualify for waivers, from a list of 717 accounts (33%) identified as potentially meeting waiver criteria. All commercial accounts are expected to be auto-enrolled and provided all required SB 1383 collection programs as new service is rolled-out in July 2027. The proposer should use their own best judgment when estimating required containers, above the amounts shown in Attachment 2 to this document. To accurately estimate the services needed to adequately handle the waste stream of the customers/generators we suggest proposers tour the City's commercial areas, including the Downtown District and alley served properties discussed in greater detail below. The selected firm

will be required to provide appropriate container sizing and frequency of collection for the amount and type of solid waste generated by each customer. The RFP's requirement is that the proposed services be inclusive of all solid waste management services mandated by the State of California and the City's municipal code. The selected service provider must also provide temporary bin and roll-off services, including but not limited to bins for construction and deconstruction projects, and perform or contract to have performed all waste diversion activity to meet CALGreen requirements. On an annual basis the selected firm must provide steam cleaning services at all City-owned trash enclosures. Within the Downtown District, all City owned enclosures and surrounding area (to a 10-foot radius) shall be kept free of debris, power washed weekly, and steam cleaned annually.

For commercial sector services the City prefers a three (3) container program and requires a cart-service option for smaller commercial and multi-family properties. The City will consider "split-bin" service as an alternative to commercial cart service. As with residential services above, the City requires hauler support services in keeping with a standard compliance approach as described in SB 1383 regulations. As also discussed, the City will allow proposal-alternate services to be proposed, in addition to the required 3-container program.

#### Downtown District

Within the City's commercial sector is our historic Downtown District, within which are designated properties where the City requires that individual tenants be provided special "shared service" pricing. These properties all use City-owned trash enclosures. Attachment 4 includes a color-coded customer list and corresponding map highlights, by block designation, the business properties that currently share services within these City owned waste enclosures. The chosen hauler is required to work closely with City staff to maintain an up-to-date list of existing businesses receiving services in the Downtown District.

The City requires that all businesses within the designated "Downtown District", herein established by list and map (Attachment 4) receive shared-service pricing. This pricing should be established at a fixed fee for all services (trash, recycling, and organics), with varying rates for: (1) Organics Generators"; (2) "All Other Businesses".

The City considers the Downtown District to be a treasured asset that honors Fullerton's history by providing current entertainment, dining, and other benefits for both residents and tourists. As such, we will require diligence from our franchise hauler in servicing these accounts as scheduled, maintaining regular contact with property managers and tenants, and that enclosures and surrounding areas be maintained in cleanliness and appearance as described herein. Also included in Attachment 4 is a City memorandum providing additional maps of the downtown area, detail on enclosure maintenance practices, and a description of general maintenance service currently provided within the downtown district.

#### Alley Service

Please see Attachment 3 for a listing of accounts and a map showing all commercial properties requiring alley service.

#### D. Industrial Sector

The proposer must provide temporary bin and roll-off services, including but not limited to bins and roll-off boxes for construction and deconstruction (C&D) projects. These services shall be performed in a manner that complies with CALGreen requirements, which currently includes a 65% minimum diversion rate stipulation at all covered projects. In addition, reporting and documentation of C&D project activities must be input into a City designated software. Proposer should offer source separation in an ongoing effort to divert the maximum amount material that is feasible. A 65% diversion rate is the minimum expectation for every project, except when non-recyclable material warrants a request for a waiver from this requirement.

#### E. Organic Waste Recycling Services

Organic waste recycling services provided to residential and commercial generators must be through a process and/or vendor approved by CalRecycle and be performed at a facility or facilities that are fully permitted to perform all processing and landfill diversion services required. Proposers that cannot meet these criteria may have their proposals removed from consideration at the City's discretion.

#### F. City Facilities & Events

The City currently owns 110 properties, which includes 25 public buildings, a municipal corporate yard, a municipal airport, 59 parks, and 24 reservoirs, wells, water pumping and treatment properties. Of these properties, 31 currently receive complementary solid waste management services from the City's franchised hauler. A complete list of all current City-owned properties is provided as Attachment 6. Please review the services provided and applicability of waivers for each location currently receiving service. We also encourage you to inspect these properties.

The City will require solid waste management services, in a configuration that meets SB 1383 regulatory requirements, at no cost at all City facilities, including the following 31 properties:

- City facilities:
  1. City Hall – 303 W. Commonwealth Ave.
  2. Fullerton Municipal Airport – 4011 W. Commonwealth Ave.
  3. Maintenance Service Complex – 1580 & 1581 W. Commonwealth Ave.
  4. Amtrak Station – 120 E. Santa Fe Ave.
  5. Fullerton Community Center – 340 W. Commonwealth Ave.
  6. Fire Station #1 (Headquarters) – 312 E. Commonwealth Ave.
  7. Fire Station #2 – 1732 W. Valencia Dr.
  8. Fire Station #3 – 700 S. Acacia Ave.
  9. Fire Station #4 – 3251 N. Harbor Blvd.
  10. Fire Station #5 – 2555 E. Yorba Linda Blvd.
  11. Fire Station #6 – 2691 Rosecrans Ave.
  12. Museum Center – 301 N. Pomona Ave.
  13. Hillcrest Recreation Center – 1155 N. Lemon St.
  14. Fullerton Public Library – 353 W. Commonwealth Ave.
  15. Hunt Branch Library – 201 S. Basque
  16. Police Department – 237 W. Commonwealth Ave.

17. Muckenthaler Cultural Center – 1201 W. Malvern Ave.
18. Hillcrest Reservoir – 1155 N. Lemon St.
19. Child Guidance Center – 680 Langsdorf Dr. Ste. 200
20. HOPE Center – 2050 Youth Way
21. Commonwealth Pump Station – 201 S. Basque
22. Lemon Pump Station – 275 E. Walnut

▪ City parks:

1. Independence Park – 801 W. Valencia Dr.
2. Amerige Park – 300 W. Commonwealth Ave.
3. Bastanchury Sports Park – 1717 W. Bastanchury Rd.
4. West Commonwealth School – 2200 E. Commonwealth Ave.
5. Gilbert Park – 2120 W. Orangethorpe Ave.
6. Laguna Lake Park – 3120 Lakeview Dr.
7. Lemon Park – 701 S. Lemon St.
8. Lions Field – 1440 N. Brea Blvd.
9. Pooch Park- 201 S. Basque Ave.

Community Event Support

The City also requires free solid waste management services and event boxes/containers at nine (9) events on an annual basis, as determined by City, such as the July 4<sup>th</sup> Celebration, Spring Eggstravaganza, and First Night.

The City hosts several smaller events throughout the year where we will require event boxes for trash, recycling, and organics as set forth in the accompanying Agreement (Attachment 5).

Please include any other services you can provide, in conjunction with these City events (staff a booth, provide education or other materials, etc.).

G. Public Education and Outreach

The selected firm will be required to prepare and implement a public education and outreach program at its sole expense that is consistent with regulatory all requirements, including those in AB 939, AB 341, AB 1826, AB 827, and within SB 1383 regulations or future regulations. The program shall be prepared in coordination with the City. This program shall at a minimum familiarize residents, property owners and managers, business owners and managers, and designated institutional representatives with essential waste prevention and recycling concepts, program elements, and all State mandated services. Outreach shall be consistent and frequent, explaining the benefits and attributes of recycling. At minimum, the City requires (2) newsletters per year. Materials shall explain the purpose and manner of solid waste management programs; emphasize the materials and practices that fall under various State mandates; and show residents and businesses how to obtain further information and/or assistance.

City-approved slogans and logos shall be used when requested. They will identify the City as the sponsor and be used as a means to integrate and unify program activities, attract attention, and send a positive message to the public to encourage individual participation.



Before the residential and commercial program initial service roll out, the selected firm shall prepare and distribute a series of documents for public consumption. After the initial roll out campaign, the selected service provider shall promote recycling and waste prevention through continued education and outreach, in a manner that is compliant with SB 1383. The selected firm shall provide an annual progress report to keep residents and businesses informed about the status of the City's solid waste management program, suitable for use as a billing insert or social media post.

#### H. City Fees

The selected firm will be required to remit to the City the following fees as consideration for the franchise:

- RFP and Ongoing Legal/Consulting Costs – Upon execution of the Agreement, the selected service firm will be required to remit to the City a one-time fee to reimburse the City's RFP related costs. This is estimated at \$75,000, and an update will be provided to reflect actual costs. In addition, reimbursement of all ongoing legal and consulting costs incurred in administering the franchise agreement will be required.
- Franchise Fee – A 10% fee on total customer invoice amount (City or hauler-billings) of any kind that are related to the franchise granted, shall be retained by or remitted to the City on a monthly basis.
- NPDES Fee – An annual payment of \$1,550,000 payable in equal and quarterly installments. This fee is adjusted annually by CPI and is required to compensate the City for contracted street sweeping, annual catch basin maintenance costs, and other costs incurred by City as a result of waste collection operations by the selected provider.
- City Billing Fee – A \$155,000 annual charge, adjusted by CPI, to cover City billing expenses. This fee will be retained by the City from all residential service billings administered by the City. **WAIVED IF BID ALTERNATE SELECTED – Provide your per-unit pricing to perform residential billing in the space provided in Attachment 7.**
- Legislative Compliance Fee – An annual payment of \$2,000,000, payable in equal and quarterly installments. This fee is adjusted annually by CPI and is required to compensate the City for administrative costs incurred associated with unfunded State mandates, starting with AB 939 up to and including the recent SB 1383 short-lived climate pollutant reduction regulations. Such costs include staffing to develop, implement, monitor, and enforce solid and hazardous waste programs, containers and additional staffing at City facilities, recycled organic waste product procurement required of the City, edible food recovery program and support costs borne by the City, new ordinance enforcement requirements, and the creation and ongoing maintenance of mandated implementation record files to meet at-any-time inspection standards.
- Business License – The selected service provider and any of its subcontractors will be required to maintain appropriate business licensing during the term of the Agreement.

#### ☐ *Legal requirements*

A. Performance Bond and Cash Bond

Contemporaneously with the execution of the Agreement, the selected firm will be expected to deposit funds payable to the City in the form of surety bond or other financial instrument to guarantee performance to the satisfaction of the City. This instrument will be used if required to provide service to customers in the event of nonperformance by the selected proposer. The size and type of performance guarantee shall be in the sum of two hundred and fifty thousand dollars (\$250,000.00). The cash bond shall be deposited in a manner similar to the performance bond but shall be used to pay the City for any payments not received in a timely manner or in lieu of payments if the selected firm were to become insolvent for any reason. The size of the cash bond shall be no less than fifty thousand dollars (\$50,000.00).

B. Ownership of Waste

Once solid wastes are placed in the selected firm's containers or bins for collection at curbside or at designated locations, ownership shall transfer to the selected proposer. Disposed materials will become the property of the disposal site or as required through an agreement obtained with the disposal site owner/operator. The right to direct materials and refuse will be retained by the City to the maximum extent permissible by law.

C. Bi-Annual Performance Evaluation

The City shall conduct a bi-annual review of the selected firm's performance by evaluating said performance and quality of service, which may include holding a public hearing to solicit customer comments. Findings of noncompliance, with any provision of the Agreement, will require corrective action and if not satisfied may be grounds to decline the extension and/or terminate the Agreement.

D. Term of Agreement

The term of this Agreement shall be for a period of ten (10) years, with the City-option to award an extension for up to ten (10) years (for a total of 20 years maximum), in two (5) year increments, based upon continued demonstration of exemplary contract performance.

E. Permits, Licenses, and Insurance

The selected proposer and its subcontractors, if any, shall be required to secure or maintain in force during the term of the Agreement resulting from this solicitation any applicable license, permit, and/or insurance required by law for the operation of the business.

☐ ***Reporting and compliance with local, state, and federal mandates***

A. Monthly, quarterly and annual reports

The selected service provider will be expected to submit monthly, quarterly and annual reports for the length of the Agreement commencing upon final approval of the franchise award by the City Council. Monthly reports shall be due no later than the last business day of each subsequent month, and quarterly and annual reports shall be due within thirty (30) calendar days from the end of the reporting quarter or year as applicable. These reports will address tonnages hauled and diverted, hauler-customer compliance (AB 341, AB 1826, SB 1383, etc.), and gross revenues and gross receipts for hauler-billed services. At the City's discretion, reports can be expanded to include

addition contracted service, additional State compliance measurements, or any other aspect of franchise hauler performance (including initial program roll-out progress reporting). Where applicable, use of a City designated software for reporting and documentation submission will be required. Specific reporting requirements are detailed in Attachment 5.

#### **B. SB 1383 Studies and Compliance Reporting**

The selected firm will be expected to assist the City with all aspects of SB 1383 compliance related to the collection, processing, and ultimate disposition of organic wastes and other collection programs that may impact the City's compliance. As such, route reviews and/or waste evaluation studies will be required at the frequencies established in SB 1383 regulations and/or by CalRecycle staff reviewing and judging the City's compliance efforts. Customized reports, as may be deemed necessary by the City, shall also be prepared, and provided by the selected firm, at the time(s) and frequency required to comply with these regulations (no less than annually). Reports shall be prepared and submitted in the form and format the City requires, including online through a software service the City elects to utilize.

#### **❑ *Indemnification***

Provisions on required indemnification are detailed in the draft Agreement accompanying this RFP document (Attachment 5). Please note any exceptions taken with the requirements of the City, expressed in this document or the draft Agreement, must be detailed in your proposal in response to this RFP. The number and type of exceptions taken by proposers will be a scoring criteria item.

#### **❑ *Collection equipment***

For each type of service, the proposer is expected to identify and describe the equipment it plans to use to fulfill the terms and conditions of the Agreement. All collection vehicles must be new or refurbished to "as new" appearance and operation, and if considered non-standard (i.e., dual collection vehicles), you must provide examples of where the proposed equipment is currently being used and the experience of the proposer with the equipment. Under no circumstances can collection vehicles be beyond 12-years of age. All collection vehicles are to be maintained in fully operational condition, kept in a visually appealing condition and comply with existing air quality mandates. Special consideration may be given to proposers who will guarantee purchase and use of renewable natural gas (RNG), to fuel collection vehicles, provided this RNG qualifies as "City procurement" under SB 1383 regulations. GPS tracking and reporting capabilities, and safety/warning equipment is required on all collection vehicles.

All collection containers shall be new at the start of the Agreement, or refurbished to "as new" condition, and be in the colors mandated by SB 1383. All containers shall have a number or similar form of identification that is associated with the specific customer receiving service. Containers shall be maintained, in appearance, function, and signage, in good condition and free from graffiti or other damage that could render the equipment "unsightly" in the opinion of the City, or non-compliant in the opinion of the State. The selected service provider shall change out, or otherwise remedy, unsightly and/or non-compliant containers within three days after receiving notice from the City. Starting in year five (5) of the Agreement, City will require annual inspection of containers to ensure proper container maintenance is provided.

☐ ***Special wastes and additional programs***

The City desires a comprehensive special waste program that shall consist of the following items:

A. Construction and Demolition (C&D) debris recycling

The City requires that the selected firm provide source separated recycling service and/or mixed waste processing service for C&D debris from all construction and deconstruction projects and will require the selected service provider to provide such services to developers and contractors who construct or demolish structures within the City limits so that they may achieve the 65% diversion level mandated by CALGreen (exceptions granted for non-recyclable materials on a case-by-case basis). The selected firm will be required to use the City's designated software, for C&D hauling reporting and associated documentation.

B. Bulky item pick-up

For purposes of this RFP, bulky items are defined as objects that cannot easily fit into compaction units of front-loader waste collection vehicles.

The selected firm must provide four bulky item collections to residential customers each calendar year. Residents will not be limited in the number of bulky items per collection. To the maximum extent possible bulky items may not be disposed of in landfills until the following hierarchy has been followed: 1) reuse, 2) disassembly, 3) recycle, and 4) disposal. The cost for additional bulky item collections for residents, or events beyond four times per-year, should be detailed in proposer's pricing; provided, however, each additional bulky item collection to which a charge applies shall include collection of up to ten (10) bulky items. In addition, unlimited bulky item collection shall be provided for commercial customers, and the price for each collection with parameters for the number of items to which such price applies should be detailed in the proposer's pricing (Pricing Form - Attachment 7). Furthermore, to address items that are abandoned in the public right-of-way, the City will require the selected firm to provide weekly bulky item sweeps of designated areas identified as "hot spots" such as alleyways, streets, vacant lots, and other specified locations (map provided in both Attachment 3) and assist the City in removing abandoned items on an on-call basis (response required within 24 hours to city-requests). The City has the right to modify the map of "hot spot" locations, as conditions change. Proposers should detail their abandoned item "sweep" and collection program in their proposal. This program shall be provided as a no-cost service to the City.

C. Additional Programs (HHW-Compost Give Away-Shredding)

The City would like proposers to provide a variety of recurring programs that are helpful to both residents and the City. Residents primarily use a nearby HHW drop-off facility, operated in conjunction with the County of Orange. Proposers will be required to feature HHW drop-off opportunities at County facilities in their educational materials at least once per-year and train their customer service staff to make City residents aware of this County resource. In addition, proposers are required to provide the following programs, in addition to your other franchised services:

- Holiday Tree Collection – The proposer shall be required to collect holiday trees during the three (3) weeks following December 25<sup>th</sup> each year and divert them from disposal.

- HHW Event - One event per year, at a City-designated site, to collect batteries, E-waste, and waste tires from City residents. Proposers shall provide capacity for the collection of all delivered items during the event. The event must be a minimum of four (4) hours in duration.
- Compost Give-Away – All proposers are required to provide and deliver at no cost, to a site within the City of Fullerton (as designated by the City), not less than 250 tons of compost that meets SB 1383 standards to qualify for City procurement credit as part of a Seasonal Compost Pile Program. This compost shall be delivered in bulk to a designated site in the City and will require a minimum of one compost delivery per week, continuing for at least eight (8) consecutive weeks, with a start date determined by the City. In addition, a "Drive-Thru" compost giveaway shall be provided once per-year, during which bagged material, in approximate 30 lb. bags, shall be provided to residents at no cost. Proposers shall provide up to twenty-eight (28) tons of compost (exact amount TBD) at each Drive-Thru event and allow residents attending such events to take at least four (4) bags of compost. Proposers should also provide a price for additional compost material, should the City require more than 250 tons. In addition, if available, the proposer should provide pricing for mulch material that meets SB 1383 guidelines.
- Paper Shredding Event – Twice per year the proposer shall offer, at no cost to the City, an event of at least 4 hours in length, where residents can bring up to four (4) "banker boxes" of documents for shredding. While the City will have representation at these events, the proposer will be responsible for staffing the event at a level sufficient to direct traffic, accept material from the public, and shred the material collected. Proposers shall provide capacity for collection of all paper delivered at each shredding event.

D. Disaster preparedness

The selected service provider shall assist the City in the development of a waste mitigation emergency plan to deal with any human or natural disaster. The response to the RFP shall demonstrate the firm's ability to assist the City in this task.

☐ ***Transfer Station and Diversion Facility Capabilities***

The response must include a description of all transfer stations, material recovery facilities, organic waste diversion facilities, and/or other facilities and locations where City waste will be taken after collection. The proposer should present the facilities it plans to use for franchise collection and provide all information it believes the City should have to determine if proposed facilities can be deemed effective and capable of ensuring the City's compliance with all State mandates.

☐ ***Disposal and Diversion Capacity***

Proposer must include in its submission a description of alternate disposal site(s) it can provide, should the City elect to discontinue participation in a waste disposal agreement with the County of Orange. It is permissible to state no such facility is currently available.

SB 1383 regulations require our jurisdiction to demonstrate adequate capacity for organic waste processing and diversion from landfills, under a process that is deemed acceptable by the State. The successful proposer shall provide proof that it can provide this capacity, either under contracted arrangement or at a facility the proposer owns or otherwise controls; to process and divert all organic waste the City will reasonably be required to demonstrate such capacity for, over the term of this Agreement.

#### **❑ Rates**

Please utilize and amend as needed the pricing form provided to develop a complete listing of your proposed rates for residential, commercial, and industrial services (Attachment 7). If you wish to levy any additional charges that are not listed, please add them to the pricing form. For instance, rates for scout service, push out service, locking bins, etc., must be included in the proposal. Rates presented must be all-inclusive as the City will not allow line-item charges for fees or surcharges to be used in customer billings. The City also requires that only the proposed rates you submit on this form be allowed in the franchise. Any rates not disclosed through this RFP process will not be allowed. Pricing assumes City to continue billing residential recurring service and the associated \$155,000 per-year fee. **WAIVED IF BID ALTERNATE SELECTED – As a “bid alternate” please list your per-unit charge to provide residential billing service.**

As applicable, please provide the service and facility components of each rate, as provided for in Attachment 7. See language of Agreement (Attachment 5) related to annual adjustment to maximum rates for context related to breakdown between service component and disposal/processing facility component of rates. If a service type, container size, frequency of pick-up, or rate component does not require such a breakdown, please use shading in the applicable cell so the City knows you intentionally left it blank.

**BID ALTERNATE:** Please list your per-unit charge to perform residential billing services in the space provided in Attachment 7.

## **Section 4 Proposal Evaluation & Selection Criteria**

All proposals will be reviewed by a panel selected by the City. The panel will use but not be limited to the following criteria as important guidelines in selecting the most qualified and responsible firm who can best serve the residents, businesses, and interests of the City. The scoring criteria noted below are only guidelines, and the City reserves the right to select a service provider that presents the best qualifications as it subjectively determines, but not necessarily at the lowest price. The City also reserves the right to request further written information and interview multiple top-ranked proposers.

1. Document organization and completeness (5 Points)  
Compliance with RFP instructions, conformity with format, completeness in level of detail, presented in a well-organized manner.
2. SB 1383 compliance assistance (20 Points)  
Clarity, completeness, and demonstration of understanding of SB 1383 compliance activities and the franchise-hauler's role in minimizing City costs while maximizing compliance with regulations.

3. Project team and resumes (5 Points)  
Experience of individuals working specifically with the City of Fullerton.
4. Related experience and capabilities (20 Points)  
Municipal contracts and references within Southern California. Commercial and residential services provided, with particular emphasis on curbside and commercial recycling, green and food waste diversion programs and status of your city-clients' compliance with AB 341, AB 1826, and SB 1383. Also described experience with bulky item pick-up, City-event services, litter control, C&D debris recycling, diversion facilities owned-operated or under contract, education and outreach programs with emphasis on SB 1383, AB 1826 & AB 341, program rollouts, MRF processing, recordkeeping, reports and reporting, contracting and subcontracting, route audits and waste composition/generation studies.
5. Guaranteed Organic Waste capacity (5 Points)  
Long term organic waste processing agreement(s) and related description of your organics markets and State approved facilities.
6. Safety and Customer service program and record (20 Points)  
Equipment and personnel safety training and performance. Call center and/or other services offered to ensure exemplary customer service.
7. Financial Ability to Perform (5 Points)  
Financial strength, insurance ratings, ability to post faithful performance bond, evidence of the proposer's ability to finance equipment, and history of meeting financial obligations to municipal clients and creditors.
8. Exceptions (5 Points)  
The number and extent of exceptions to all requirements presented in this RFP document and the Draft Franchise Agreement (Attachment 5) will be a scoring criterion in the RFP process. You must list and briefly explain any exceptions and failure to list an exception, which is later brought up in contract negotiations, is grounds to terminate negotiations and select another proposer. The City's expectation is that proposers materially accept the draft Agreement. Furthermore, the City reserves the right to make revisions to this Agreement during the RFP process. Any revisions made will be presented to all proposing firms so exceptions, if any, can be incorporated into your proposal.
9. Other resources and equipment (10 Points)  
Age and condition of fleet and containers, maintenance facilities and practices, maintenance of records and current DMV registration confirmation, and description of vehicle software, AI, cameras or any other retrofits. Compatibility of your equipment and systems with proposed services. Examples of signage, quality of education/ outreach materials produced, etc. Any other area of investment in your ability to provide requested services, which you believe provide additional value to the City.
10. Operation (15 Points)  
Schedules and ability to maintain schedules, personnel, exclusive collection of City waste (avoid commingling of City's waste with adjacent cities or other customers' wastes), familiarity with local area. Ability to provide same-day response to address service issues.

11. References (5 Points)  
All municipal and County franchises/agreements in Southern California must be listed with contacts and phone numbers; references are positive or negative; strength of response. Minimum five references.
12. Valued added services, programs, or community support (15 Points)  
Additional benefits your firm will commit to, over and above, the specific services listed herein. Community service activities, charitable activities, participation in events, membership in local service groups, SB 1383 procurement credits provided, etc.
13. Local Commitment (5 Points)  
Distance of collection fleet and customer service office from the City. Staffing commitments for Fullerton residents, participation and support for local charities, schools, and events.
14. Proposed Rates (40 Points)
15. Oral Evaluation (25 Points)

## **Section 5 Final Selection Process**

Based on the results of the evaluation process, with priority given to pricing, the number and type of exceptions taken, and technical merits of the proposer, and the other key decision points listed above, the City will select the proposer which it deems to be the best overall choice. The City will then negotiate and finalize execution of its Franchise Agreement with that firm. At its sole option, the City may elect to interview multiple firms and/or enter negotiations with multiple firms to determine its final selection.

## **Section 6 Other Related Information**

Proposer must complete and submit Attachment 7, as a labeled “Pricing Form” and submit it separately as described herein. Proposers may also include any other relevant information including brochures, reference letters, etc., which should be suitably identified in the proposal as “attachments” and which the City will consider in its deliberations. Such attachments should be limited to 20 pages.



**City of Fullerton**  
**REQUEST FOR PROPOSALS**  
**FOR SOLID WASTE MANAGEMENT SERVICES**

**LIST OF ATTACHMENTS**

Attachment 1:	Residential Service
Attachment 2:	Commercial Service
Attachment 3:	Residential and Commercial Alley and Hot Spot Service
Attachment 4:	Downtown District
Attachment 5:	Draft Franchise Agreement
Attachment 6:	Current City Facilities
Attachment 7:	Pricing Form