

RFP 2023-2-PW

Solid Waste Removal Services

October 23, 2023, 3:00 PM

A large, cylindrical stone monument with the words "COOPER CITY" in large, white, sans-serif capital letters. The monument is surrounded by a well-manicured green hedge and a bed of pink flowers in the foreground. In the background, there are palm trees and a clear blue sky.

COOPER  
CITY

Office of the City Clerk  
City of Cooper City  
9090 SW 50 Place  
Cooper City, FL 33328



**Coastal Waste & Recycling, Inc.**

2481 NW 2nd Avenue,  
Boca Raton, FL 33431

**John Casagrande**

Senior Vice President  
jcasagrande@coastalwasteinc.com  
954-947-4000



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A large, lush green palm tree dominates the center of the image. To its right, a blue park bench sits on a paved path. The background shows more greenery and a clear blue sky with some clouds. A large blue and green diagonal graphic overlay covers the left side of the page.

# 01 Proposal Transmittal Letter



**ATTACHMENT A**

(Page 4 of 6)

**TRANSMITTAL LETTER**

I, Matthew Cowan, a resident of Palm Beach in the State of Florida, DO HEREBY CERTIFY that I am the Clerk/Secretary of Coastal Waste & Recycling, Inc., a corporation duly organized and existing under and by virtue of the laws of the State of Florida; that I have custody of the records of the corporation; and that as of the date of this certification, Brendon Pantano holds the title of CEO of the corporation, and is authorized to execute and deliver in the name and on behalf of the corporation the Proposal submitted by the corporation in response to the Request for Proposals for Solid Waste Removal Services ("the RFP") issued by the City of Cooper City ("the City") on Friday, September 29, 2023, as amended; and all documents, letters, certificates and other instruments which have been executed by such officer on behalf of the corporation in connection therewith.

IN WITNESS WHEREOF, I have hereunto set my hand and affixed the corporate seal of the corporation this 18 day of October, 2023.

(Affix Seal Here)



Clerk/Secretary

**Note:**

- Separate certifications shall be submitted if more than one corporate officer has executed documents as part of the Proposal.
- Proposers shall make appropriate conforming modifications to this Certificate in the event that the signatory's address is outside of the United States.





October 23, 2023

**City of Cooper City  
Purchasing Division  
9090 Southwest 50<sup>th</sup> Place  
Cooper City, FL 33328**

***Request for Proposals No. 2023-2 PW, Solid Waste Removal Services***

Coastal Waste & Recycling, Inc. ("Coastal" or "the Company") appreciates the opportunity to submit this proposal to the City of Cooper City in response to the above referenced *Request for Proposals (RFP)2023-2 PW* for Solid Waste Removal Services.

Headquartered in Boca Raton, Florida, Coastal Waste & Recycling delivers solid waste and recycling services throughout Florida, Georgia and South Carolina through our 23 locations. Coastal offers residential, commercial, industrial and municipal waste and recycling services and has about 1,100 employees enacting some 1.3 million service transactions each month. We provide services under exclusive franchises to several municipalities utilizing automated and semi-automated collection equipment, as well as bulk and yard waste collection and roll-off and commercial front load collection (mechanical containers).

Recently, Macquarie Asset Management (MAM), the world's largest infrastructure manager, completed a recapitalization of Coastal through a fund managed by MAM, bringing tremendous financial strength to the Company. This infusion of capital provides additional assurance that the plans outlined in this proposal will be executed as described and on time, without disruption to the customer. Local personnel remain, including the management and transition team described in this proposal.

The entire Coastal team stands ready to provide the residents and businesses of Cooper City with exceptional solid waste and recycling collection services. Furthermore, the City can rely on Coastal to responsibly manage the collected materials from collection point through processing. We look forward to a mutually beneficial, and long-lived partnership between our two parties.

As Coastal Waste & Recycling's CEO, I am authorized to represent the Company throughout negotiations and bind the Coastal in contract with the City of Cooper City as identified in *RFP No. 2023-2-PW*.

I personally look forward to entering discussions with the City of Cooper City.

Respectfully,

A handwritten signature in blue ink, appearing to read "B Pantano", is written over a light blue horizontal line.

Brendon Pantano`  
Chief Executive Officer  
[bpantano@coastalwasteinc.com](mailto:bpantano@coastalwasteinc.com)





# Proposal Bond



# Document A310™ – 2010

Conforms with The American Institute of Architects AIA Document 310

## Bid Bond

### CONTRACTOR:

(Name, legal status and address)

Coastal Waste & Recycling of Florida, Inc.  
2481 NW 2nd Ave  
Boca Raton, FL 33431

### 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 400  
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.

### OWNER:

(Name, legal status and address)

City of Cooper City, Florida  
9090 Southwest 50th Place  
Cooper City, FL 33328

**BOND AMOUNT:** \$ 5% Five Percent of Amount Bid

### PROJECT:

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

Solid Waste Removal Services -RFP 2023-2-PW

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 23rd day of October, 2023

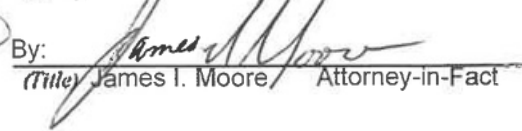
  
\_\_\_\_\_  
(Witness)

Coastal Waste & Recycling of Florida, Inc.  
(Principal) \_\_\_\_\_ (Seal)

By:   
\_\_\_\_\_  
(Title)

  
\_\_\_\_\_  
(Witness) Jennifer J. McComb

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** 23rd **day of** October , 2023 .

*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 of Florida, Inc.  
Obligee: City of Cooper City, Florida

This Power of Attorney revokes all previous Powers of Attorney issued on behalf of the Attorneys-In-Fact named above and expires on March 25<sup>th</sup>, 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 25<sup>th</sup> day of March, 2019.

UNITED STATES FIRE INSURANCE COMPANY



\_\_\_\_\_  
Anthony R. Slimowicz, Executive Vice President



State of New Jersey }  
County of Morris }

On this 25<sup>th</sup> 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

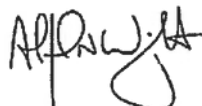


(Notary Public)

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 23<sup>rd</sup> day of October, 2023.

UNITED STATES FIRE INSURANCE COMPANY



\_\_\_\_\_  
Al Wright, Senior Vice President





# Technical Proposal

COOPER  
CITY





# 03 Executive Summary



# Executive Summary

Coastal Waste & Recycling (Coastal) has quickly become a regional leader in the provision of waste and recycling services. We are proud to be known for the important work our people do in providing an essential service to the communities we serve. Coastal offers Cooper City a committed team of professionals who take personal responsibility for serving customers with professionalism and care, backed by the financial strength of the Macquarie Group—the world’s largest infrastructure provider.

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***"From transparent communications to going the extra mile in delivering carts that had been swept away during storm events, Coastal simply rolls up their sleeves and gets to work. There are no excuses. There are no extraordinary asks. They simply get the job done."***

***-Melissa Doyle, Division Manager, Solid Waste & Recycling City of Fort Lauderdale***

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Coastal has a track record of not only reliably meeting the needs of its customers but also exceeding them. As customer needs change, Coastal changes. Coastal responsibly provides services to 1.3 million services each and every month delivered through a network of 23 administrative, operations, maintenance, and material recovery facilities powered by nearly 1,000 dedicated employees and a fleet of over 600 trucks. Coastal has always had a great respect for doing the hard work required to be its cities’ waste services provider, but Coastal is actually much more than that: Coastal is the partner that Cooper City can count on.

***From reliable essential services to designing solutions to complicated problems, Coastal will deliver. In times of uncertainty and emergency, Coastal will be a first responder, relentlessly working to carry on the work needed to keep Cooper City moving.***

But don’t take our word for it. Our references, provided in Section 7 which include letters of support, combine to assure Cooper City, Coastal's ability to implement accurately and on time and provide ongoing reliable service through a partnership with its municipal clients.

## **A Powerful, Talented Team**

Coastal’s management team is widely known to be comprised of dedicated and highly skilled professionals. Coastal’s culture of excellence extends out to every facet of its business from there. To attract top talent, Coastal has developed a rigorous, holistic process for attracting, recruiting, and retaining talent that is described in detail in Section 9 – Contractors Operational Plan.

Coastal employees enjoy a safe, positive, and productive workplace, and are supported by the many built-in and optional benefits Coastal provides. Because of this, Coastal is able to easily engage with the displaced workers of exiting contractors and welcome them into the Coastal team to help provide a seamless transition.

Coastal’s comprehensive onboarding process ensures everyone knows what their targeted goals and responsibilities are from day one. Coastal’s well-organized customer service function and suite of technological tools, create a web of support for employees, and an ongoing stream of data and metrics to fuel Coastal’s model of continuous improvement are detailed in Section 9 – Contractors Operational Plan.



# Executive Summary

## **Transition Approach**

As evidenced by our references, Coastal has developed an approach to transition that bolsters efforts and ensures success. Our initial scoping session, regular meetings, status updates, customer database development process, routing approach, container deployment strategy, and more are detailed in Section 9. This overall approach is borne out of recent, local, relevant transition experience as documented throughout this proposal. Coastal's intention is to develop a solid foundation with the City from contract execution to facilitate a powerful partnership to reliably meet the City's needs and the needs of its residents and businesses.

## **New Equipment**

For this Cooper City contract, Coastal is deploying a fleet of new frontline collection vehicles for all lines of business, and new dumpsters, signaling the proper start of a new contract and eliminating spewing emissions, leaking hydraulic fuel, and aging containers, thereby infusing City streets with a more appealing aesthetic and raising the quality of life in Cooper City.

*Coastal's financial strength, operational expertise, and committed core of management professionals, along with the daily execution by highly trained administrative, customer service, and collection personnel, and a network of facilities, guarantee reliable waste management services throughout the entire term of the Franchise Agreement.*

CITY OF COOPER CITY MEMORIAL PARK  
DEDICATED: DECEMBER 8, 1995

|                       |                   |
|-----------------------|-------------------|
| 1996                  | 1999              |
| HELEN FARRELL         | AGNES BURNS       |
| KATHERINE KELLER      | BURTON COOPER     |
| BRADLEY NADEAU        | THOMAS R. ROUNTON |
| WALTER J. ENGELHARDT  | KOURTNEY SCHMIDT  |
| ROBERT K. (BOB) JAMES |                   |
| 1997                  | 2000              |
| JERRY D. HARKEY, JR.  | JACK STUART       |
| PEGGY ROBBINS         | 2002              |
| ERNEST CACCAMO        | HILDA MARKS       |
| 1998                  | 2003              |
| EUGENE FARRELL        | DELIA ESCOBAR     |
| BRUCE JENNINS         |                   |
| VICTORIA LUCASCO      |                   |

# 04 Proposer Team Identification & Qualifications





## About Coastal

Coastal Waste & Recycling was established by its CEO, Brendon Pantano, in partnership with Summer Street Capital. As a third-generation descendant of Horace and Dennis Pantano, the founders of Fredonia Sanitary Services, Brendon's upbringing was steeped in the waste hauling industry. Fredonia Sanitary Services, a waste management company originating in Fredonia, New York, during the late 1950s, became part of Browning-Ferris Industries (BFI) in 1985. Throughout this journey, Brendon garnered invaluable experience, gaining a comprehensive understanding of providing exceptional customer service, from the collection of materials at residences and businesses to their secure disposal in an environmentally responsible manner.

The founders of Coastal firmly believe that their unwavering commitment to the people they serve is the cornerstone of their success, setting them apart from competitors. They recognize that, beyond infrastructure and equipment, the true value of a service organization resides in its human capital.

With a wealth of industry expertise and a vision to address an unmet need in the southeast Florida market, Coastal embarked on its journey by assembling a team of industry professionals who shared a common vision: to establish a leading, fully integrated regional solid waste and recycling company while upholding their core values as the guiding principles of their operations.

Coastal wasted no time in building their company's reputation. In just one year of operations, they successfully completed four strategic acquisitions across the Southeast Florida market. The collective knowledge and experience of their team have propelled both organic and acquisitive growth, establishing the company on a firm foundation. Since its inception in 2017, Coastal has evolved into one of the Southeast's largest private solid waste and recycling companies.

As a regional waste services provider committed to safety and excellence, Coastal prides itself on its ability to rapidly respond to the evolving needs of its municipal clients, while also delivering extraordinary service to each of its residential and commercial customers day in and day out. The bench depth and unmatched technical expertise of Coastal's management team, described in this section, allows us to act quickly, decisively, and with a high degree of accuracy and safety. We believe this is a critical consideration for Cooper City, since all solid waste collection, processing, and disposal activities necessarily occur within an increasingly regulated and dynamic environmental context.

We also provide methods for direct, immediate contact between our municipal clients and the management team. When the need arises, the City's representative may just call or email its assigned contract manager, and any requests or concerns will be immediately addressed.



## About Coastal

At Coastal, customer service is not simply a department. Customer service is why the Company exists, and therefore all Coastal employees—no matter the position—are continuously coached and trained to optimize the customer experience. Coastal’s ethos and protocols around customer service are described in detail in Section 8 - Equipment & Facilities.

Key personnel assigned to this project are all full-time employees of Coastal and highly experienced in full contract and program transition activities. The following Organization Chart identifies key management personnel assigned to this contract; these professionals will also act as the project transition team. Full qualifications for the management team are also included in this section.

The Organization Chart also names the positions and numbers of route collection personnel to be dedicated to the Cooper City contract. Route collection personnel are highly and continuously trained to ensure safety, efficiency, and professionalism.



# Coastal's Leadership Team



## Brendon Pantano, Chief Executive Officer

Brendon is a third-generation waste management industry professional, who grew up working in his family's waste collection firm in Buffalo, New York. His 20-year experience ranges from working the back of the truck as a young man to overseeing environmental compliance and operations. It is this extensive experience, honed by both large public and private industry leaders, that led to his selection as CEO.



## John Casagrande, Senior Vice President

A seasoned professional, John began his career in waste management over 45 years ago in Miami, shortly after relocating from his native New York in 1979. His career began as a humble garbage truck driver for his own company, which grew to be one of the largest privately owned organizations in South Florida. His drive and determination earned him the position as Area Vice President of Collection for industry giant Waste Management (WM), responsible for the Monroe (Key West) to St. Lucie County territory. **From 1999 to 2008 was responsible for the collection and operation from Cooper City Collection Solid Waste Franchise.**



## Kristi Beaudoin, Chief Financial Officer

A finance expert with 12 years of experience in overseeing finance and accounting for waste industry companies. Most notably, she managed financial operations at Republic Services for the California, Nevada, and Arizona region. Specializing in Mergers & Acquisitions, she has played a pivotal role in achieving successful integration and blending of waste management, software, and consulting firms. She earned a BS in Accounting and an MBA from the University of Dubuque.



## Dennis Pantano, Chief Operating Officer

As an accomplished, performance-focused industry professional with nearly 5 decades of experience, he has extensive knowledge and proficiency in all facets of solid waste management. In his current role, he oversees all collection and post-collection activities. His hands-on experience and desire to please the customer make him an invaluable asset to Coastal Waste & Recycling.



## Maurice Nalley, VP Hauling Operations

With 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.



# Exclusive Franchise Agreements

|   |   |  |
|---|---|--|
| <b>Miami Dade County</b>                          | Residential automated curbside collection (recycling)   | 230,038 Homes  |
| <b>City of Hialeah</b>                            | Residential automated curbside collection (recycling)   | 38,623 Homes   |
| <b>City of Fort lauderdale</b>                    | Residential automated curbside collection (recycling)   | 40,218 Homes   |
| <b>Town of Davie</b>                              | Residential curbside automated solid waste, recycling and bulk - includes multifamily and all commercial accounts | 24,728 Homes<br>612,000 Commercial Cubic Yards Services Annually |
| <b>City of Pompano Beach</b>                      | Residential curbside automated solid waste, recycling and bulk - includes multifamily and all commercial accounts | 27,150 Homes<br>800,000 Commercial Cubic Yards Services Annually |
| <b>City of Augusta</b>                            | Residential curbside automated solid waste, recycling and bulk  | 40,919 Homes   |
| <b>City of North Miami Beach</b>                  | Residential curbside automated solid waste, recycling and bulk - includes multifamily and all commercial accounts | 8,415 Homes<br>495,770 Commercial Cubic Yards Serviced Annually  |
| <b>Broward County Municipal Services District</b> | Residential curbside automated solid waste, recycling and bulk - includes multifamily and all commercial accounts | 4,700 Homes<br>43,568 Commercial Cubic Yards Serviced Annually   |
| <b>City of Oldsmar</b>                            | Residential curbside manual solid waste and yard waste,bulk, and automated recycling                              | 4,328 Homes  |
| <b>Town of Bay Harbor Island</b>                  | Residential curbside automated solid waste, recycling and bulk - includes multifamily and all commercial accounts | 2,748 Homes<br>31,100 Commercial Cubic Yards Serviced Annually   |
| <b>Town of Loxahatchee Groves</b>                 | Residential curbside automated solid waste, recycling and bulk - includes multifamily and all commercial accounts | 1,535 Homes<br>40,000 Commercial Cubic Yards Serviced Annually   |
| <b>Village of El Portal</b>                       | Residential curbside automated solid waste, recycling and bulk - includes multifamily and all commercial accounts | 848 Homes  |
| <b>City of Wilton Manors</b>                      | Residential curbside automated solid waste, recycling, and bulk – includes multi-family and commercial accounts   | 3,507 Homes<br>18,000 Commercial Cubic Yards Serviced Annually   |
| <b>Town Lantana</b>                               | Residential curbside collection and containerized multifamily collection (solid waste and recycling)              | 6,016 Homes  |

## Entities Held

**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, LLC**









# 05 Experience and Technical Information





## Overview

In this section, we will provide an in-depth overview of our team and its organizational structure. We aim to offer transparency and insight into the individuals driving the success of our Cooper City project. Within this segment, you will discover an organizational chart that showcases the hierarchy and roles within our Cooper City team, along with detailed resumes showcasing the extensive experience and qualifications of our key personnel who will play pivotal roles in the Cooper City project. This comprehensive presentation underscores our commitment to assembling a capable and proficient team dedicated to achieving the project's objectives.



# District Manager and Operations/Route Supervisor(s)



## **District Manager:**

Gerardo Cardona, as the District Manager assigned to this contract, will be responsible for managing all technical and administrative aspects related to this Agreement. Cooper City will have direct and prompt communication with Gerardo throughout the duration of the Agreement via phone and email. The District Manager is entrusted with the duty of supervising and ensuring the Contractor's compliance with the performance requirements outlined in this Agreement.

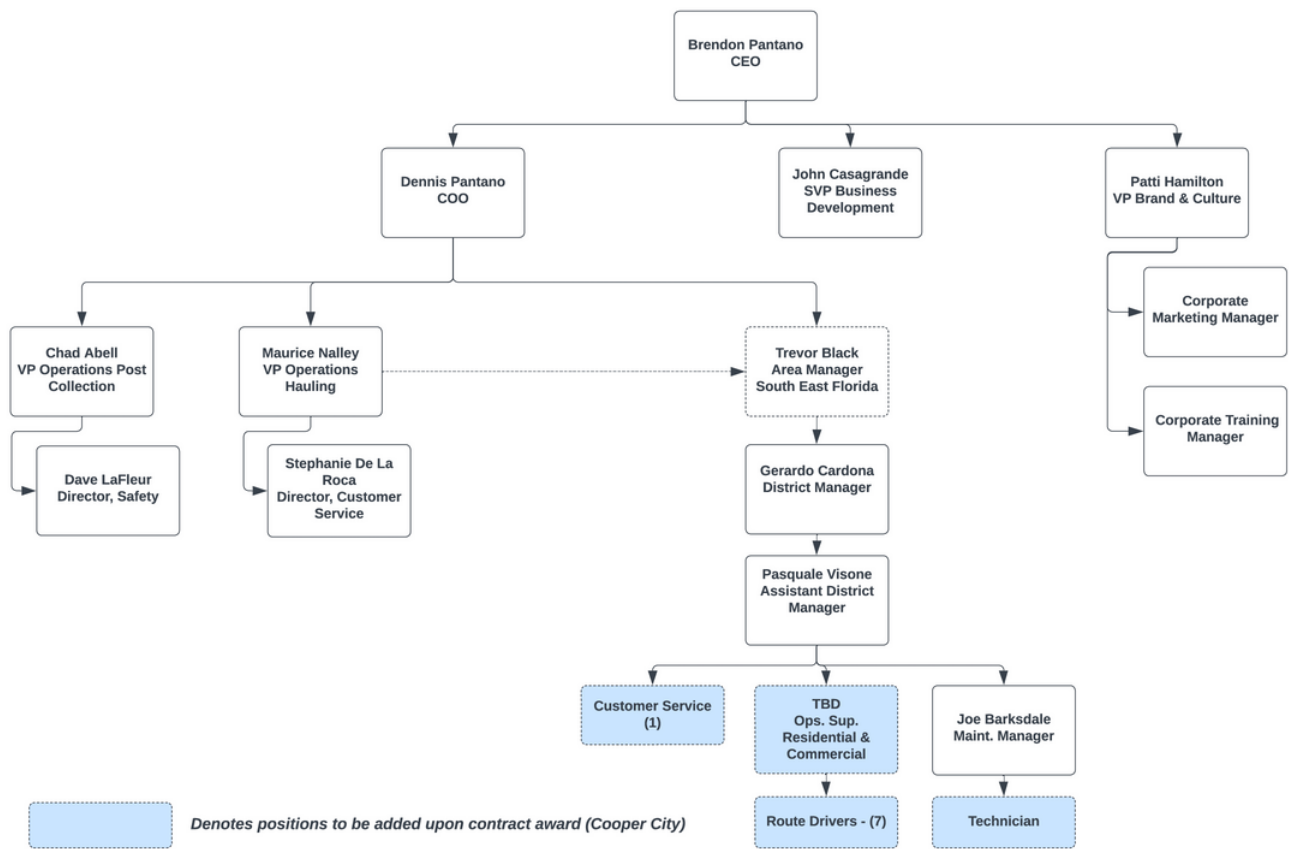
**Gerardo played a pivotal role in the transition of Cooper City to automated cart service while employed at Waste Management.**

## **Operations Supervisor:**

The Operations Supervisor will directly oversee the Collection Service as outlined in this Agreement. With over 5 years of prior experience in supervising drivers and other employees involved in Solid Waste collection within a community of at least twenty thousand (20,000) single-family Dwelling Units, our Operations Supervisors possess the necessary expertise. Furthermore, all Operation Supervisors will be specifically assigned to handle the City's Commercial Customers. They will have unrestricted access to an automobile or truck between 6:00 a.m. and 7:00 p.m. every day. Throughout the entire duration of the Cooper City Agreement, the Director will maintain direct communication with our Operations Supervisor via telephone and email.



# Organization Chart





# Brendon Pantano

---

## **Coastal Waste & Recycling**

**2017 – Present**

### *Founder and CEO*

- Expanded the workforce from 15 to over 1,000 employees.
- Scaled the fleet size from 4 to 600 trucks.
- Successfully executed 18 strategic acquisitions.
- Attained the position of Florida's largest independent provider of Construction & Demolition recycling services.
- Secured the position as the second-largest private waste hauler in Florida.
- Secured and managed major franchise contracts, including partnerships with the Town of Davie, the City of Pompano Beach, and the City of North Miami Beach.
- Recognized as a "40 under 40 Honoree" in the industry.
- Assembled a high-performing management team dedicated to cultivating talent, establishing robust systems, and implementing effective processes to drive success.

## **Waste Connections, Inc. Seneca Meadows Landfill**

**2016 - 2017**

### *Landfill Manager*

- Oversaw the operations of the Seneca Meadows Landfill, the largest landfill in the eastern United States, on behalf of Waste Connection, Inc., the third-largest waste service provider in North America.
- Managed day-to-day operations, handling the processing of 10,000 tons daily (2.6 million tons annually) and overseeing revenue generation of nearly \$65 million per year.
- Provided direct leadership to a team of six managers while indirectly supervising a diverse workforce of 100 employees.
- Spearheaded facility construction initiatives, including cell development, capping, and infrastructure expansion, managing an annual CAPEX budget exceeding \$20 million.
- Achieved a 20% reduction in variable landfill operating costs by optimizing labor expenses, minimizing truck variable costs, and streamlining cover expenses, resulting in annual savings of approximately \$1.5 million.
- Implemented innovative approaches to increase landfill gas collection by 30%, elevating the output from 9,000 SCFM to 13,000 SCFM. This was accomplished through the strategic deployment of landfill gas extraction equipment and infrastructure, leading to enhanced revenue from our landfill gas-to-energy facilities.

## **Progressive Waste Solution of FL, INC, Miami, FL**

**2012 – 2016**

### *District Manager PC*

- Oversaw post-collection operations for Progressive Waste Solutions' South Florida Area.
- Managed a network comprising (3) Class I transfer stations with a combined daily capacity of nearly 3,000 tons, (2) materials recovery facilities, including the largest residential single-stream MRF in Miami Dade County, and (2) construction and demolition debris recycling and transfer stations handling 1,000 tons per day, resulting in annual revenues exceeding \$50 million.
- Provided direct leadership to a team of 8 managers while indirectly supervising almost 100 employees.
- Successfully obtained permits for substantial expansion of two transfer stations, doubling their daily processing capabilities.
- Secured and maintained major disposal and recycling contracts, serving municipalities including the City of Hialeah, City of Hollywood, City of Miami, City of Miramar, City of Hallandale Beach, and more.
- Led the transformation of the underperforming Miami MRF, which was previously incurring annual losses of over \$1 million. Through comprehensive operational analysis, material procurement restructuring, successful bid awards, and a capital infusion, the facility achieved an annual EBITDA of nearly \$1 million with impressive 20%+ profit margins, despite challenging commodity market conditions.
- Spearheaded a 125% increase in district revenue within a span of less than 3 years, resulting in EBITDA growth of over fourfold.
- Effectively integrated the Choice Environmental acquisition in late 2012 and early 2013, which included two waste processing facilities.
- Established and implemented comprehensive safety programs district-wide, encompassing Standard Operating Procedures, Site Operating Plans, Task Training, and Near Miss Programs.



- Contributed to the strategic planning and execution of recycling initiatives for the state of Florida.
- Orchestrated and coordinated material transportation logistics for Progressive Waste Solutions' Atlantic Coast Area, overseeing the daily movement of more than 5,500 tons.
- Received the 2014 Company "Shareholder Value Award" on behalf of the area, recognizing exceptional performance and the successful financial outcomes of the Miami MRF project.
- Played an instrumental role in the development of "Corporate Maintenance Standards" as part of the company's team.
- Collaborated with the Corporate Director of Safety and Director of Post Collections to design and launch the company's standard "Site Operating Plan Template."
- Consistently exceeded budgeted District EBIT for three consecutive years.

**Environmental Logistics Services, Bridgewater, NJ**

**2007 - 2012**

*VP Operations, ELS-Bridgewater, NJ*

- Directed daily operations for ELS, a prominent, fully integrated, independent, non-hazardous solid waste rail transportation and disposal company in the United States.
- Provided leadership and oversight for a 7,500-ton-per-day (tpd) rail-served landfill, three transfer stations, and New Jersey's largest waste-by-rail trans-loading facility, effectively handling nearly 7,500 tons daily.
- Collaborated with site management to drive the successful execution of landfill expansions, GCCS installations, AMDWR increases, and internal landfill cell development.
- Cultivated robust relationships with local communities and regulatory agencies by actively fostering open lines of communication and participating in community engagement initiatives.

*General Manager, Apex Landfill-Amsterdam, OH*

- Spearheaded day-to-day operations at Apex Environmental, a rail-served landfill catering to the extensive New York market, alongside local and long-haul truck customers.
- Held accountability for coordinating the transportation, transfer, and disposal logistics for a landfill processing 7,500 tons per day.
- Provided leadership to a workforce of 85 individuals, comprising 7 supervisors, 2 foremen, and administrative personnel.
- Produced comprehensive financial reports encompassing budgeting and P&L management, including oversight of annual capital expenditures exceeding \$8 million.
- Contributed actively to the company's "Cost Cutting Committee," leveraging cost-saving initiatives.
- Ensured strict compliance with all Ohio Environmental Protection Agency (OEPA) rules and regulations to guarantee environmentally responsible operations.

**Regus Industries, LLC, Fostoria, OH**

**2005 - 2007**

*VP Operations, ELS-Bridgewater, NJ*

- Oversaw the daily activities, permitting processes, construction projects, and regulatory compliance for a 5,000-ton-per-day landfill and rail unloading operation.
- Successfully assembled and directed a team of 35 personnel, including departmental managers and administrative staff.
- Rectified operational inefficiencies across construction, landfill operations, and rail waste transfer, resulting in improved overall performance.
- Enhanced rail unloading capacity twofold by introducing best practices, providing comprehensive training, and deploying suitable equipment.
- Established and executed a comprehensive fleet management program encompassing heavy machinery, railcars, and all equipment vital to landfill and rail operations.
- Cultivated strong, cooperative relationships with both neighboring communities and regulatory agencies, notably the OEPA (Ohio Environmental Protection Agency).



# Pasquale Visone

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## **Coastal Waste & Recycling**

**2022 – Present**

*Assistant District Manager - Pompano Beach, FL*

- Manage the daily operations of a team comprising five supervisors and three leads, overseeing a workforce of ninety employees responsible for fifty-eight routes.
- Led the new hire onboarding process, ensuring a smooth and efficient transition for incoming employees.
- Monitored and optimized the efficiency and productivity of all vehicles on scheduled routes.
- Maintained an appropriate employee headcount, ensuring an adequate workforce to efficiently execute our route operations.
- *Authorized and managed payroll processing to ensure accurate and timely compensation for the team.*
- Oversees container repair shop across South Florida

## **Waste Management**

*District Operations Manager – Pembroke Pines, FL*

**2010 -2022**

- Managed container routing across three counties.
- Oversaw daily operations for a team consisting of two supervisors, two Fleet Managers, and four operations clerks, leading a workforce of twenty-five employees.
- Coordinated the routing of commercial containers across three counties.
- Facilitated the relocation of open top containers between various sites.
- Managed container procurement, including obtaining competitive price quotes.
- Ensured the operational readiness of compactors and provided temporary service when necessary.
- Took charge of a transfer station operation.
- Held responsibility for overseeing and supporting three supervisors.

*District Operations Manager – Pompano Beach, FL*

**2004 - 2010**

- Managed routing operations across three counties for all containers.
- Oversaw day-to-day operations for a team of fourteen supervisors and two hundred forty employees, coordinating one hundred sixty routes.
- Ensured a safe work environment by conducting weekly OSHA-recordable safety meetings for all employees.
- Managed and maintained employee headcount to guarantee adequate staffing levels for route operations.
- Led the new hiring process, including requisition requests to fill open positions.
- Monitored and optimized the efficiency and productivity of all routed vehicles.
- Approved disciplinary actions, including suspensions and terminations, in accordance with district operations manager guidelines.
- Authorized and supervised new construction enclosures for Broward County to ensure uninterrupted service.
- Approved payroll for all employees to ensure accurate and timely compensation.
- Addressed Collective Bargaining Agreement issues and concerns, actively participating in negotiations.
- Maintained an open-door policy for the district, enforcing a code of conduct for employees.

*Lead Operations Supervisor – Pompano Beach, FL*

**2000 - 2004**

- Led the initial dispatch of 240 routes and coordinated the activities of 300 employees every morning.
- Managed a team of 9 supervisors, providing guidance and support in their roles.
- Directed a team of 9 commercial and residential dispatchers, ensuring efficient routing and scheduling.
- Responsible for coordinating employee time off and vacation requests, ensuring optimal workforce management.
- Led the hiring process for drivers and dispatchers, selecting top talent to join the team.
- Managed all disciplinary actions, including suspensions and terminations, in a Collective Bargaining Facility without losing any grievances.
- Oversaw division revenue of \$15,000,000 per month, contributing to the financial success of the organization.
- Achieved a perfect score of 100% on the Safety M2Z (Mission to Zero) initiative, demonstrating a commitment to safety in operations.
- Improved route productivity by an impressive 17%, optimizing resource utilization.



- Successfully reduced labor costs by \$15,000 per month by implementing cost-effective measures.
- Led efforts to reduce missed pick-ups by 25% per month, resulting in the district receiving a Gold Certification from the corporation for exceptional customer service.

**Waste Management/ USA Waste Pompano Beach**

**1987- 2000**

*Route Auditor, Route Supervisor*

- Conducted route audits to identify revenue loss related to unbilled containers.
- Achieved a 15% increase in recycling productivity by optimizing the routing of six trucks.
- Managed 10 routes and oversaw all container traffic tickets for Dade and Broward County.

*Driver*

- Served as a Recycling Driver, servicing over 6,000 customers per week.
- Proficiently operated various types of trucks across diverse lines of business.
- Maintained an accident-free record for a continuous four-year period.



# Dennis G Pantano

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Dennis Pantano, as a senior manager, has experience 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** **2020 – Present**  
*Chief Operating Officer*

**Casella Waste Systems INC.** **2014 - 2020**  
*Western Region Vice President/ NY,VT,PA,NH*

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

**Progressive Waste Solutions** **2003 - 2013**  
*Regional Vice President/ Senior Area Manager*

- Managed seven Division Managers for twenty-three locations.
- Responsible for nine Collection Company's, four Landfills, six Transfer a
- 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** **1999 - 2003**  
*Regional Vice President*

- 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)** **1985 - 1999**  
*Market Vice President*

- 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*

- 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)*

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

*Vice President of Business Development (Northeast Region)*

- Established marketing goals. Analyzed economic conditions, business trends and market potential. 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/ Division Manager (Dunkirk/Fredonia, NY)*

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

## **Coastal Waste & Recycling**

**2018 – Present**

### *Broward District Manager*

- Spearheaded the collections operations within the Broward Division, offering comprehensive management oversight to route supervisors, dispatchers, operations clerks, drivers, and helpers. This team was responsible for delivering prompt, courteous waste removal services to a diverse customer base, including commercial, roll-off, and residential clients.
- Directed and led staff, including recruitment, training, coaching, and performance management. Developed and communicated supervisory goals and objectives, while proactively resolving safety issues and claims.
- Formulated and executed plans aligned with the Broward Division's strategic and operational objectives. Demonstrated a commitment to enhancing the customer experience, driving growth, ensuring long-term sustainability, and optimizing profitability by championing tactical initiatives.
- Spearheaded efforts to maximize productivity and route management systems for commercial, roll-off, and residential routes, while also establishing productivity targets where necessary. Maintained strict adherence to operating standards and adeptly managed labor hours and disposal expenses.
- Acted as a liaison between customers and local, state, and federal government representatives to address and resolve customer service concerns, ensuring compliance with regulatory standards.
- Implemented a comprehensive safety and accident prevention program aimed at minimizing workplace accidents and injuries. Pioneered initiatives to create a safe and productive work environment for all employees, while maintaining an effective loss control and safety program.

## **Waste Connections Inc**

**2015 - 2018**

### *District Operations Manager*

- Devised and executed procedures and systems to ensure the safety, efficiency, and cost-effectiveness of personnel operations.
- Established and oversaw budgets and operational metrics, driving improvements in profitability, processes, and return on investment.
- Set performance targets, objectives, and service standards for all activities at the site.
- Fostered partnerships with local city, municipal, and county agencies to enhance customer service for WCI, including contract renewals and negotiations.
- Achieved a 50% reduction in Safety Metrics, transforming our district from a red to a green rating.
- Played a pivotal role in securing the Division of the Year award for two consecutive years.

### *Site Manager*

**2010 - 2015**

- Managed and oversaw work crews responsible for operating solid waste collection equipment.
- Conducted on-site inspections and audits to enforce proper work protocols among team members.
- Actively engaged in routine Profit and Loss (P&L) assessments to maintain budget adherence, develop strategies for efficient equipment utilization, oversee equipment maintenance, and optimize labor and material expenses.

## **Waste Management**

**2006 - 2010**

### *District Route Manager – Cooper City, FL*

- Oversaw departmental operations, including staffing, budgets, and financial objectives.
- Developed and implemented streamlined systems and procedures to enhance department efficiency.
- Analyzed and resolved business process issues, driving improved operational effectiveness.
- Managed recruitment, onboarding, and employee orientation.
- Monitored daily operations, adjusting employee assignments and routes as needed.
- Maintained comprehensive records, including employee, company, and DOT logs and reports.
- Conducted on-site inspections of route crews to ensure compliance with work procedures.
- Contributed to elevating the district's safety ranking from the last position to #2 nationwide in M2Z (Mission 2 Zero).



# John Casagrande

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## **Coastal Waste & Recycling**

**November 2021 – Present**

*Senior Vice President, Business Development*

Instrumental in developing the Area strategy to expand Market Share throughout the current Company footprint. Reports to CEO.

- Won the Martin County Bid for the Processing and Recycling of all County Construction and Demolition Debris.
- Awarded Town of Loxahatchee Groves, The Town of Davie, The City of North Miami Beach, and the City of Pompano Beach Solid Waste & Recycling Services Contracts.

## **Southern Waste Systems – Sun Recycling**

**2013 - 2018**

*Vice President, 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. Reported to the CEO.

- 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
- Negotiated new disposal/exchange agreements with statewide disposal facilities.

## **Waste Management INC. – Atlanta, GA**

**2008 - 2012**

*Vice President, 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. – Pompano Beach, FL**

**2002 - 2008**

*Market Area Vice President, South Florida Market Area*

- 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.
- 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**.

## **Southern Sanitation**

**1999 - 2002**

*District Manager*

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

- 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.

# Maurice Nalley

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## **Coastal Waste & Recycling**

**2021 – Present**

### *Area President – South Florida*

- 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.
- 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 Waste Services**

**2008 - 2021**

### *Digital Operations*

- 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*

- 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.

### *Area Director of Operations*

- 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.

### *General Manager*

- 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.

### *Fleet Operations Change Agent*

- 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*

- Monitored current 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.



**Coastal Waste & Recycling**

**2020 – Present**

*Area Manager*

- Collaborated with local city, municipal, and county agencies to enhance Coastal's customer service, identifying opportunities for service improvement.
- Implemented safety measures to ensure compliance with Coastal, DOT, OSHA, and other regulatory standards.
- Developed and executed processes and procedures to optimize personnel operations for safety, efficiency, and cost-effectiveness.
- Collaborated with the Area President to establish short-term and long-term goals and action plans.
- Held P&L and capital responsibility for the District, overseeing budget adherence, equipment utilization, maintenance, labor, and material costs.
- Managed residential contracts and commercial franchises within the District.
- Conducted safety meetings, route observations, and provided coaching to drivers, resulting in improved safety outcomes.
- Conducted reroutes to ensure safe and efficient customer service.

**Waste Connections, Thompsonville, IL**

**2019 - 2020**

*Site Manager*

- 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

*Assistant District Manager*

**2018 – 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

*Operations Manager*

**2017 – 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 & long term goals to keep the site operating at peak performance
- Coach employees to develop their skills in order to create a dynamic culture that fosters success

*Site Manager*

**2016 – 2017**

- 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**

**2015 – 2016**

*Accounting Intern*

- Performed fixed asset inventory by site where I corrected multiple inconsistencies in the asset database
- Performed account reconciliations to balance customer accounts

# Stephanie De La Roca

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## **Coastal Waste & Recycling**

**2021 – Present**

### *Director of Customer Service*

- Cultivated a customer-centric service team, fostering exceptional experiences by instilling accountability and removing obstacles.
- Formulated and implemented effective customer service procedures, policies, and standards.
- Oversaw the daily operations of a customer service department comprising 10+ employees.
- Spearheaded recruitment and training of new customer service representatives.
- Managed a high volume of incoming calls and emails, ensuring consistently high service levels.
- Evaluated customer service performance through comprehensive call metric analysis and report generation.
- Conducted daily reviews of data entries to maintain precision and accuracy.
- Proactively engaged with residents requiring immediate issue resolution.
- Served as the primary point of contact for municipal liaisons when their involvement was necessary.

## **Behavioral Aid Solutions**

**2017 - 2020**

### *Administrative Assistant – Outpatient Mental Health Counseling*

- Oversaw the operations of the Seneca Meadows Landfill, the largest landfill in the eastern United States, on behalf of Waste Connection, Inc., the third-largest waste service provider in North America.
- Managed an average caseload of 6-10 clients, delivering individual psychotherapy services.
- Conducted weekly group therapy sessions with an average attendance of approximately 8 clients, utilizing tailored activities to enhance their independence and address functional declines.
- Maintained meticulous clinical records, including documentation, assessments, and outcome measures for each client.
- Offered mental health counseling covering a wide range of issues, such as depression, bipolar disorders, anxiety, panic attacks, life transitions, divorce, relationship conflicts, grief and loss, family disputes, parenting challenges, trauma, adjustment difficulties, and anger management.
- Actively participated in weekly individual and group supervision sessions, which included thorough review sessions through video and audio analysis.

## **Clarion Inn and Suites Miami International Airport**

**2012 – 2017**

### *Front Office Supervisor*

- Consistently deliver exceptional customer service while fostering a welcoming atmosphere.
- Provide comprehensive training for new team members, oversee shift operations, and offer guidance and support to front desk staff.
- Supervise daily shift operations to ensure that all front desk agents strictly adhere to standard operating procedures.
- Efficiently address and resolve customer concerns, issues, and problems to maintain a high level of customer satisfaction.
- Proficiently manage PBX equipment, handling incoming calls, setting wake-up calls, enabling Do Not Disturb (DND) mode, and ensuring timely delivery of requested items to in-house guests.
- Implement safety measures by adhering to guest check-in and security protocols, and promptly reporting any suspicious activity to management or the Manager on Duty (MOD).
- Monitor housekeeping reports, verify guest check-outs, and confirm room vacancy status. Address discrepancies between in-house room assignments and system records by taking appropriate actions to reconcile inventory.

### *Reservation Coordinator*

- Consistently deliver exceptional customer service while fostering a welcoming atmosphere.
- Responsibly handle all incoming calls, demonstrating attentiveness, courtesy, and efficiency.
- Provide guests with information regarding hotel services, facilities, operating hours, and local attractions.
- Successfully managed room reservations, upsold available options, and coordinated reservations for transportation to the Port of Miami.



- Collaborate with third-party websites and agencies that offer rooms at contracted rates, ensuring smooth accommodation arrangements.
- Established direct billing relationships with corporate clients reserving multiple rooms, managing payments, assisting with billing documentation, and maintained a monthly room reservation spreadsheet for these companies.
- Accurately record revenue from no-shows, late check-outs, and smoking-related charges on relevant reservations.
- Generated invoices for companies that have reserved multiple rooms daily, maintained organized billing paperwork, and created comprehensive billing packets with individual billing folios for each corporate client.

**Education:**

|   |                    |
|---|--------------------|
| <b>Nova Southeastern University</b>     | <b>2018 - 2020</b> |
| Masters in Mental Health Counseling     |                    |
| <b>Florida International University</b> | <b>2015 - 2017</b> |
| <i>Bachelor of Arts - Psychology</i>    |                    |



# Technical Proposal

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# 06

## Relevant Project Experience





In this section, Coastal Waste and Recycling presents a comprehensive portfolio of prior contractual engagements and references, underscoring our exceptional performance and capacity. This compilation serves to demonstrate our proven track record and aptitude in undertaking projects of the caliber of Cooper City. We have successfully executed projects similar to the scope and complexity of Cooper City's requirements in the past, attesting to our competency and suitability for such endeavors.



**City of Pompano Beach - Residential Multi-family and Commercial – 27,150 homes – Curbside Automated Solid Waste, Recycling and Bulk Collection (Commercial 1.2 million cubic yards.**

|                      |   |
|----------------------|---|
| <b>Contact</b>       | Russell Ketchem, Director of Environmental Services<br>1190 NE 3rd Ave., Pompano Beach, FL 33060<br>(954) 786-4030<br>russell.ketchem@cpbfl.com               |
| <b>Duration</b>      | October 1, 2022 – September 30, 2027, plus two (2) ten-year renewal options   |
| <b>Contact Value</b> | \$33,100,284 Annually (primary provider)  |
| <b>Employees</b>     | Drivers, mechanics, and customer service supervisors are responsible for this contract.   |
| <b>Contract Type</b> | Residential collection services with automated, semi-automated and clam shell vehicles.<br>Commercial collection with frontend loaders and roll-off vehicles. |
| <b>Results</b>       | Twice weekly collection of residential solid waste, weekly yard and bulk, and weekly recycling. Materials are delivered to the designated facility.           |

**Town of Davie - Residential Multi-family and Commercial Collection 24,728 homes – Curbside Automated Solid Waste and Monthly Bulk Collection (600,000 cubic yards)**

|                      |   |
|----------------------|---|
| <b>Contact</b>       | Phillip Holste, Assistant Town Manager<br>8800 SW 36th Street, Davie, FL 33328<br>(954) 797-1041<br>pholste@davie.fl.gov                                      |
| <b>Duration</b>      | June 1, 2021-December 31, 2030, plus three (5) five-year renewal options  |
| <b>Contact Value</b> | \$20,827,911 Annually (primary provider)  |
| <b>Employees</b>     | Drivers, mechanics, and customer service supervisors are responsible for this contract.   |
| <b>Contract Type</b> | Residential collection services with automated, semi-automated and clam shell vehicles.<br>Commercial collection with frontend loaders and roll-off vehicles. |
| <b>Results</b>       | Twice weekly collection of residential solid waste, monthly bulk, and recycling. Materials are delivered to the designated facility.                          |

## Broward County Municipal Services District - Residential Multi-family and Commercial – 4,700 homes Curbside Automated Solid Waste, Recycling and Bulk Collection (Commercial 43,568 cubic yards year)

|                      |  |
|----------------------|--|
| <b>Contact</b>       | Andres Conde, Solid Waste Collection Administrator<br>1 North University Dr., Plantation FL 33324<br>aconde@broward.org  |
| <b>Duration</b>      | October 1, 2020 – September 30, 2025   |
| <b>Contact Value</b> | \$1,631,124 Annually (primary provider)  |
| <b>Employees</b>     | Drivers, mechanics, and customer service supervisors are responsible for this contract.  |
| <b>Contract Type</b> | Residential collection services with automated, semi-automated and clam shell vehicles.<br>Commercial collection with front-end loaders and roll-off vehicles. |
| <b>Results</b>       | Twice weekly collection of residential solid waste, monthly bulk, and weekly recycling.<br>Materials are delivered to the designated facility.                 |

## City of Ft Lauderdale – Residential Collection – 40,218 homes – Curbside Automated Collection (recycle)

|                      |   |
|----------------------|---|
| <b>Contact</b>       | Melissa Doyle, Program Manager<br>949 NW 38th St., Fort Lauderdale, FL 33309<br>(954) 828-6111<br>mdoyle@fortlauderdale.gov                                       |
| <b>Duration</b>      | December 1, 2020 – September 30 2023  |
| <b>Contact Value</b> | \$1,916,000 Annually (primary provider)   |
| <b>Employees</b>     | Drivers, mechanics, and customer service supervisors are responsible for this contract.   |
| <b>Contract Type</b> | Residential collection services with automated and semi-automated vehicles. Weekly collection of residential recycling; materials are delivered to the designated |
| <b>Results</b>       | EOW collection of residential recycling; materials were delivered to the designated facility.   |



**Wilton Manors - Provide Residential collection services with automated, semi-automated and clam shell vehicles. Commercial collection with frontend loaders and roll-off vehicles.**

|                      |   |
|----------------------|---|
| <b>Contact</b>       | David J Archacki, Emergency Management/Utilities Director<br>2020 Wilton Drive, Wilton Manors, FL 33305<br>954 - 390 - 2190<br>darchacki@wiltonmanors.com     |
| <b>Duration</b>      | October 1, 2023 – September 30, 2026 plus (2) 2 year options  |
| <b>Contact Value</b> | \$4,129,800 Annual  |
| <b>Employees</b>     | Drivers, mechanics, and customer service supervisors are responsible for this contract.   |
| <b>Contract Type</b> | Residential collection services with automated, semi-automated and clam shell vehicles.<br>Commercial collection with frontend loaders and roll-off vehicles. |
| <b>Results</b>       | Twice weekly collection of residential solid waste, weekly yard and bulk, and weekly recycling. Materials are delivered to the designated facility.           |

**City of North Miami Beach - Residential Multi-family and Commercial – 8,415 homes – Curbside Automated Solid Waste, Recycling and Monthly Bulk Collection (360,000 cubic yards a year)**

|                      |   |
|----------------------|---|
| <b>Contact</b>       | David Scott, Public Works Director<br>17011 NE 19th Ave. North Miami Beach, FL 33162<br>(305) 947-7581 ext. 7925<br>david.scott@citynmb.com   |
| <b>Duration</b>      | June 1, 2022 – May 31, 2029, plus one (1) three-year renewal option   |
| <b>Contact Value</b> | \$11,075,409 Annually (primary provider)  |
| <b>Employees</b>     | Drivers, mechanics, and customer service supervisors are responsible for this contract.   |
| <b>Contract Type</b> | Residential collection with automated, semi-automated and clam shell type vehicles.<br>Commercial collection with front-end loaders and roll-off type vehicles.                                       |
| <b>Results</b>       | Collections of residential solid waste, bulk, and recycling. Service for residential is twice a week solid waste, EOW recycling and monthly bulk. Materials are delivered to the designated facility. |

**Miami- Dade County - Residential Collection - 230,284 homes Curbside Automated Collection (recycling) Includes unincorporated Miami - Dade County the following piggyback municipalities.**

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

|                      |   |
|----------------------|---|
| <b>Contact</b>       | Achaya Kelapanda, Assistant Director, Solid Waste Department<br>2525 NW 62nd St., Miami, FL 33142<br>(305) 514-6687<br>achaya.kelapanda@miamidade.gov |
| <b>Duration</b>      | June 30, 2008 – September 30, 2022  |
| <b>Contact Value</b> | \$6,000,000 Annually (primary provider)   |
| <b>Employees</b>     | Drivers, Mechanics, and Customer Service. Supervisors are responsible for this contract.  |
| <b>Contract Type</b> | EOW recyclable collection with automated vehicles.  |
| <b>Results</b>       | EOW and weekly collection of residential recycling, materials were delivered to assigned local transfer station.                                      |

**City of Hialeah – Residential Collection – 38,623 homes – Curbside Automated Collection (recycle)**

|                      |   |
|----------------------|---|
| <b>Contact</b>       | Yasmani Diaz, Superintendent of Solid Waste<br>3700 W. 4th Ave., Hialeah, FL 33012<br>(305) 687-2616<br>cityclerk@hialeahfl.gov |
| <b>Duration</b>      | April 1, 2018 – September 30, 2027, plus one (1) four-year renewal option   |
| <b>Contact Value</b> | \$1,060,475 Annually (primary provider)   |
| <b>Employees</b>     | Drivers, mechanics, and customer service supervisors are responsible for this contract.   |
| <b>Contract Type</b> | EOW recyclables collection with automated vehicles.   |
| <b>Results</b>       | EOW collection of residential recycling; 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.**

|                      |   |
|----------------------|---|
| <b>Contact</b>       | Cindy Nenno, Administrative Services Director<br>100 State St. W., Oldsmar, FL 34677<br>(813) 749-1105<br>onenno@myoldsmar.com                                |
| <b>Duration</b>      | October 1, 2021 – 2026 plus (2) 5 years renewals  |
| <b>Contact Value</b> | \$2,400,000 Annually  |
| <b>Employees</b>     | Drivers, mechanics, and customer service supervisors are responsible for this contract.   |
| <b>Contract Type</b> | Residential collection services with automated and rear end load type vehicles. Collection of residential solid waste, bulk, and recycling.                   |
| <b>Results</b>       | Service for residential is twice a week for solid waste, weekly recycling and weekly yard waste and bulk. Materials are delivered to the designated facility. |

**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)**

|                      |  |
|----------------------|--|
| <b>Contact</b>       | Francine Ramaglia, Assistant Town Manager,<br>155 F Road, Loxahatchee Groves FL 33470<br>(561) 793-2418,<br>FRamaglia@loxahatcheeegrovesfl.gov   |
| <b>Duration</b>      | January 1, 2020 - December 31, 2024 (plus (2) two year renewals)   |
| <b>Contact Value</b> | \$1,150,092 Annually (Primary Provider)  |
| <b>Employees</b>     | Drivers, mechanics, and customer service supervisors are responsible for this contract.  |
| <b>Contract Type</b> | Residential collection services with semi-automated and clam shells type vehicles. Commercial collection with front end loaders and roll off type vehicles.  |
| <b>Results</b>       | 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 Augusta – Residential Collection – 40,919 homes – Curbside Automated Solid Waste, Recycling and Weekly Bulk Collection. Commercial Collection 150,000 cubic yards)**

|                      |  |
|----------------------|--|
| <b>Contact</b>       | Becky Padgett, Contract Manager Environmental Services<br>4330 Deans Bridge Rd., Blythe, GA 30805<br>(706) 821-1079<br>bpadgett@augustaga.gov                                  |
| <b>Duration</b>      | October 1, 2013 – December 31, 2025  |
| <b>Contact Value</b> | \$8,100,000 Annually   |
| <b>Employees</b>     | Drivers, Mechanics, and Customer Service. Supervisors are responsible for this contract. Weekly automated collection of commercial, residential MSW, recycling and bulk waste. |
| <b>Contract Type</b> | Residential collection services with automated, semi-automated and clam shell vehicles. Commercial collection with front-end loaders and roll-off vehicles.                    |
| <b>Results</b>       | Weekly collection of all materials are delivered to the designated facility.   |





**07**  
**Project**  
**References**



**ATTACHMENT B  
REFERENCES**

All references shall be from entities/companies regularly engaged in the business of providing the goods and/or services as described in this solicitation. **CITY OF COOPER CITY STAFF SHALL NOT BE USED AS A CLIENT REFERENCE.**

1. ENTITY/COMPANY NAME: City of Pompano Beach

ADDRESS: 1190 NE 3rd Ave., Pompano Beach, FL 33060

CONTACT NAME & TITTLE: Russell Ketchem, Solid Waste Services Director

TELEPHONE: (954) 786-5516

E-MAIL (REQUIRED): russell.ketchem@copbfl.com

CONTRACT PERIOD: FROM: 10/1/2022 TO: 9/30/2027 + two 10 year renewal option

---
2. ENTITY/COMPANY NAME: Town of Davie

ADDRESS: 8800 SW 36th Street, Davie, FL 33328

CONTACT NAME & TITTLE: Phillip Holste, Assistant Town Manager

TELEPHONE: (954) 797 -1041

E-MAIL (REQUIRED): pholste@davie.fl.gov

CONTRACT PERIOD: FROM: 6/1/2021 TO: 12/31/30 + three 5 year renewal option

---
3. ENTITY/COMPANY NAME: City of Fort Lauderdale

ADDRESS: 949 NW 38th St., Fort Lauderdale, FL 33309

CONTACT NAME & TITTLE: Melissa Doyle, Program Manager

TELEPHONE: (954) 828-6111

E-MAIL (REQUIRED): mdoyle@fortlauderdale.gov

CONTRACT PERIOD: FROM: 12/1/2020 TO: 9/30/2023

**This page shall be completed IN FULL and submitted with your bid/proposal.**





Environmental Services Department  
Russell S. Ketchem  
Director of Environmental Services

City of Pompano Beach, Florida  
1190 NE 3<sup>rd</sup> Avenue, Bldg. B., Pompano Beach, Florida 33060  
Phone: 954.786.5516 | Email: Russell.Ketchem@copbfl.com

10 July 20223

To whom it may concern,

Re: Letter of reference for Coastal Waste & Recycling Inc.

As Director of Environmental Services and on behalf of the City of Pompano Beach, I submit this letter of recommendation and reference for Coastal Waste & Recycling.

The City of Pompano Beach recently awarded a contract and entered into an exclusive franchise agreement with Coastal Waste & Recycling. The contract began on October 1, 2022. Coastal provides residential solid waste collection twice a week, residential recycling once a week, and residential bulk once a week. In addition, they provide collection to all multifamily and commercial properties up to seven days a week.

Coastal accomplished a seamless transition from the city's previous service provider, who had been servicing the city for nearly the past 48 years.

Coastal had all personal and equipment ready to go on day one. They exchanged over 450 roll off containers and compactors as well as over 3,500 commercial and multifamily containers. During the transition process, and several months into the startup, Coastal scheduled weekly meetings with myself and my staff to review the process and discuss any issues that may have arisen. The entire Coastal team made themselves available whenever the need arose. From the C.O.O. and Sr. VP to the District manager, route managers and customers service supervisor.

Additionally, Coastal Waste & Recycling is already an active participant within the community. They collaborate with the city with awarding scholarships to students and help sponsor local events.

While there are times that an issue arises, the Coastal team responds quickly and effectively.

In short, Coastal has stood behind and delivered on every promise. Should you have any questions, please do not hesitate to give me a call.

Respectfully,

A handwritten signature in blue ink, appearing to read "R. S. Ketchem", written over a light blue horizontal line.

Russell S. Ketchem  
Director of Environmental Services



ADMINISTRATION DEPARTMENT

8800 SW 36TH STREET • DAVIE, FLORIDA 33328  
PHONE: 954.797.1034 • FAX: 954.797.2061 • WWW.DAVIE-FL.GOV

June 22, 2023

John Casagrande  
VP Business Development  
Coastal Waste and Recycling  
2481 NW 2<sup>nd</sup> Avenue, Boca Raton, FL 33431

**RE: Town of Davie's Successful Partnership with Coastal Waste & Recycling**

To Whom It May Concern,

In June 2021, the Town of Davie (Town), a municipality of 107,000 residents and over 5,500 businesses transitioned from a prior long-serving solid waste company to Coastal Waste & Recycling (Coastal) as our solid waste provider. The transition was intricate in that it included an overall change in services including waste collection service days, bulk pickup days, new residential solid waste containers, new service days for the business community, and new policies for the solid waste program. Nevertheless, Coastal was able to complete a successful transition and has continued to meet and exceed the Town's performance expectations.

A transition of this magnitude took a lot of time, planning, and most importantly, a partner organization that was invested in ensuring that the process was carried out seamlessly. In so doing, benchmarks and goals were set to ensure that the impact on the community was minimal. As such, several months prior to the transition, Coastal and Town personnel met on numerous occasions to discuss the new routes, bulk maps, Town service areas, garbage container swap-outs, adjusting the commercial/business containers, and most importantly, communication with the community.

For the past two years, the collective goals instituted have provided the framework for the successful partnership between the Town and Coastal. The designated contacts for the respective solid waste fields including residential, commercial, and billing have proven time and time again to be helpful in resolving customer issues. Another key element that we have seen really drive the community's positive interaction with Coastal is the consistency in addressing concerns promptly.

The designated Coastal route managers, drivers, and customer service teams have continually provided enhanced service and customer-facing experiences in the community which are vital when establishing positive connections with our community.



Coastal's proactive approach to providing exemplary services and addressing the solid waste needs in the community is evident in the way they carry out business day-to-day.

The Town is proud of our partnership with Coastal and looks forward to our continued relationship that benefits the residents and businesses of Davie.

Should you have any questions or need to dialogue further, do not hesitate to contact me at [pholste@davie-fl.gov](mailto:pholste@davie-fl.gov) or 954-797-1041.

Sincerely,

A handwritten signature in blue ink that reads "Phillip R. Holste". The signature is written in a cursive, flowing style.

Phillip R. Holste  
Assistant Town Administrator/CRA Director



July 7, 2023

*RE: Letter of recommendation for Coastal Waste & Recycling of Florida, Inc.*

To Whom It May Concern:

Coastal Waste and Recycling of Florida, Inc. (Coastal) provides curbside recycling service to the City of Fort Lauderdale under contract 12412-803 *Curbside Residential Recycling Services*. This contract has been in effect and in good standing since December 1, 2020.

Under contract 12412-803 *Curbside Residential Recycling Services*, Coastal provides once weekly curbside recycling service to more than 38,000 Fort Lauderdale properties. Included in their service are all cart shop related activities, including cart deliveries, repairs, exchanges and removals. Coastal has proven themselves to be an incredible service partner. Their missed pick-ups are extremely low- with less than 10 being recorded monthly. Additionally, they provide cart services typically within 48 hours of a request being made, exceeding their contractual obligation to provide services within 5 days.

Coastal transitioned services in December 2020 from an under-performing incumbent vendor. Not only were they successful in cleaning up what was incomplete behind this vendor, but they also successfully rerouted the City from a 6-day per week schedule to 5-days per week. The local management team was instrumental in this successful transition, reaching out to staff daily to make sure any issues were addressed immediately before they became larger problems.

Coastal has been a valued partner during normal operations as well as in times of emergency such as tropical storms, hurricanes and recent flooding events. They have extended their commitment by participating in community events, like the annual Big Toy and Truck Show, where they distributed children's "recycle driver" shirts and provided other giveaways to children as a means to reinforce the importance of recycling and truck safety.

From transparent communications, to going the extra mile in delivering carts that have been swept away during storm events, Coastal simply rolls up their sleeves and gets to work. There are no excuses. There are no extraordinary asks. They simply get the job done.

Should you have any questions, please contact me at [mdoyle@fortlauderdale.gov](mailto:mdoyle@fortlauderdale.gov) or (954) 828-6111.

Sincerely,

A handwritten signature in blue ink that reads "Melissa Boyle".

Melissa Boyle

Division Manager- City of Fort Lauderdale





Public Works Department  
**SOLID WASTE AND RECYCLING SERVICES**  
1 N. University Drive, Suite 400 - Plantation, Florida 33324 • 954-765-4999 • FAX 954-577-2391

Date: July 7, 2023  
To: Whom it may concern  
From: Andres Conde, Solid Waste Collections Administrator  
Subject: Letter of Recommendation for Coastal Waste & Recycling

I am writing on behalf of Coastal Waste & Recycling who has been our solid waste and recycling service provider since April 2020. Coastal provides solid waste, recycling and bulk collection services to over 4,000 residential units and approximately 200 commercial customers throughout the Broward Municipal Services District (unincorporated areas of Broward County). To date, we are very pleased with the services Coastal has provided.

The transition from the previous service provider to Coastal was seamless. There were no interruptions in collection services. The Coastal team was well prepared and did an excellent job. At the commencement of the contract, a new residential solid waste, recycling and bulk collection schedule was introduced which streamlined operations. The new schedule reduced time, traffic and the overall carbon footprint of the Broward Municipal Services District. Coastal's customer service related to responding to complaints, delivering carts, or making themselves available for special, last minute service requests is invaluable. As of this letter, they are timely, responsive and display a notion of customer care. Even as Coastal continues to grow, our services continue to be exceptional.

Coastal's professionalism and customer service is greatly appreciated.

Thank you,

**ANDRES  
CONDE** Digitally signed by  
ANDRES CONDE  
Date: 2023.07.07  
15:43:43 -04'00'

Andres Conde - Solid Waste Collections Administrator  
Broward Municipal Services District

Broward County Board of County Commissioners  
Mark D. Bogen • Lamar P. Fisher • Beam Furr • Steve Geller • Robert McKinzie • Nan H. Rich • Hazelle P. Rogers • Tim Ryan • Michael Udline  
[www.broward.org](http://www.broward.org)

VILLAGE HALL  
500 NE 87<sup>TH</sup> ST  
EL PORTAL, FL 33138  
CHRISTIA E. ALOU, ESQ.  
VILLAGE MANAGER



MAYOR OMARR C. NICKERSON  
VICE MAYOR LUIS M. PIRELA  
COUNCILPERSON ANDERS URBOM  
COUNCILPERSON ANNA LIGHTFOOT-WARD  
COUNCILPERSON DARIAN MARTIN

July 7, 2023

**Letter of Recommendation Coastal Waste and Recycling**

To Whom It May Concern:

As the Village Manager of the Village of El Portal, I write this letter of recommendation for Coastal Waste and Recycling (Coastal). Coastal was selected by the Village after a competitive bid in July 2021. Coastal, as the recycling contractor with Miami Dade County, has also been the Village of El Portal's recycling service provider for the past several years. With our account manager, Eileen Damaso, we have conducted several community education programs with our Village Council and Administration and provided special circumstances assistance to our residents. We have worked well with Coastal Waste and Recycling to address emergency conditions, special requests made by our residents, and keeping the Village of El Portal beautiful. The Village has been very happy with Coastal's service and customer service.

I welcome any questions you may have regarding Coastal Waste and Recycling.

Sincerely,

Christia E. Alou, Esq.  
Village Manager





**08**  
**Equipment &  
Facilities**





## Overview

Coastal's Pompano Beach facility – where Cooper City Franchise Agreement will be operated from – currently maintains a fleet of approximately 150 vehicles, consisting of residential automated side loaders, commercial front loaders, rear loaders, roll-off trucks, scout vehicles, maintenance vehicles, transfer trucks, and trailers, and container delivery trucks. Coastal also houses its commercial and multi-family containers, as well as all residential carts, from this facility. In addition to housing equipment for the Cooper City Franchise Agreement, Coastal's Pompano Beach facility would also be where our expert team of customer service representatives would manage customer relationships. All vehicles meet and exceed the highest equipment specifications and safety standards in the industry. Coastal ensures all vehicles meet all specifications set forth in the RFP and this proposal, and are and will continue to be fully compliant with all environmental standards, rules, and regulations.

***Coastal's commitment to a seamless transition has informed its decision to procure all collection vehicles well in advance such that they are available to deploy ahead of the operations start date. Vehicles will be new or no older than a 2022 model year. All commercial, and multifamily containers and compactors will be new and deployed according to the container management plan described in this section.***





# Our Locations in Broward County

## Broward Hauling – East

3900 NE 10<sup>th</sup> Way  
Pompano Beach, FL 33064

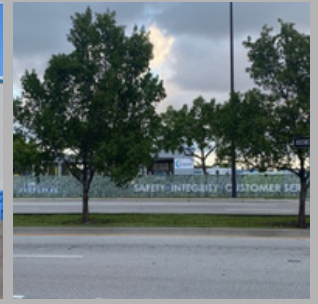
Size: 8 Acres



## Broward Hauling – West

2407 Hammondville Road  
Pompano Beach, FL 33069

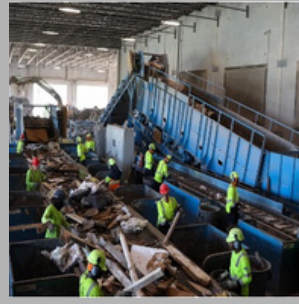
Size: 6.5 Acres



## Broward – MRF

1840 NW 33<sup>rd</sup> Street  
Pompano Beach, FL 33064

Size: 5 Acres



## Broward – Recycling

2281 NW 16<sup>th</sup> Street  
Pompano Beach, FL 33069

Size: 7.5 Acres



## Broward – Transfer

7060 SW 22<sup>nd</sup> Court  
Davie, FL 33317

Size: 2 Acres



# Vehicles



Coastal’s frontline collection equipment which will be assigned and dedicated exclusively to this Cooper City contract is indicated in the Equipment List below. **These vehicles are all in our inventory today ready to start for April.** Coastal maintains a spare or reserve fleet of 15 to 20 percent at any given time. Our spare fleet is meticulously maintained, just as the frontline fleet is, to assure readiness in case of frontline vehicle downtime. The City can rest assured that the equipment placed into service on its contract is maintained per manufacturer standards by our team of highly experienced maintenance personnel. Collection vehicles are also washed weekly.

| Truck # | Year | Vin #             | Type | Brand     | Body     | Make  | Tag     |            |
|---------|------|-------------------|------|-----------|----------|-------|---------|------------|
| 113823  | 2023 | 1M2LR2GCXPM006546 | ASL  | MACK      | LABRIE   | LR    | PWQ0243 | MSW        |
| 113923  | 2023 | 1M2LRGC7PM006620  | ASL  | MACK      | LABRIE   | LR600 | PWP6109 | MSW        |
| 114023  | 2023 | 1M2LR2GC2PM006511 | ASL  | MACK      | LABRIE   | LR    | PWQ5303 | MSW        |
| 114123  | 2023 | 1M2LR2GC8PM006576 | ASL  | MACK      | LABRIE   | LR    | PWW7518 | MSW        |
| 114223  | 2023 | 1M2LR2GC9PM006540 | ASL  | MACK      | LABRIE   | LR    | PWQ0243 | Recycling  |
| 114323  | 2023 | 1M2LR2GC0PM006605 | ASL  | MACK      | LABRIE   | LR    | PWW8392 | Recycling  |
| 410722  | 2022 | 3BPDLK0X4NF113010 | FEL  | PETERBILT | McNeilus | 520   | P4493G  | Commercial |

## Collection Vehicles & Carts – Additional Information

Onboard technology and how that interacts with our office systems is included in Section 9 – Operational Plan.

Coastal Waste will warehouse the residential and commercial carts at the facility in Pompano Beach.





# Collection Methodology



## Automatic Side Loader + Carts - Primarily Residential



**Materials Collected:** Garbage + Recycling Collection

2022 or newer Peterbilt/Labrie

- Sierra Containers
- 28 yards

## Roll Off + Debris Boxes/Compactors - Commercial/Industrial/Residential



**Materials Collected:** Construction + Demolition

2022 or newer Peterbilt/GALFAB

- Builtrite Containers

## Front End Loader + Dumpsters - Commercial/Multi-Family



**Materials Collected:** Garbage

2022 or newer Peterbilt/McNeilus

- Builtrite Containers
- 32 Yard

# Collection Methodology



## Grapple



### Materials Collected: Residential Bulk

2023 Peterbilt/GALFAB

- Bultrite Containers
- 27 yard

## PickUp Truck



- A supervisor will be given a pickup truck with a container and cart dumper on the back of the truck to help recover any missed pickups.
- Route Supervisors, in company- issued vehicles, dressed in easily identifiable logo bearing shirts are in the field during collection hours to monitor and support team members on the trucks,





# SIERRA SERIES

## Rollout Carts

### The Sierra Line of Rollout Carts

Has been designed by industry experts to improve overall functionality and long term durability to support all types of waste, recycling and organic collection programs

- Our injection process uses high density polyethylene (HDPE) that yields precise design features and strength in critical wear areas
- UV stabilized against the long term effects of the sun
- Manufactured with **prime resin**
- Designed for easy assembly and requires no bolts or holes that could potentially leak
- Ergonomically designed to be user friendly while maximizing wind stability



### Key Features & Colors

- ✓ *10" Quick Release Wheels with Integrated Spacers*
- ✓ *Quick Release Wheels make handling swaps and exchanges a simple task*
- ✓ *Multiple Lid Handles & Touchpoints*
- ✓ *Large open handle areas for easy gripping with gloves*

|                |            |               |
|----------------|------------|---------------|
| Black          | Gray       | Charcoal Gray |
| Kelly Green    | Camo Green | Forest Green  |
| Recycling Blue | True Blue  | Navy Blue     |
| Dark Blue      | Tan        | Brown         |

Colors above are for illustration purposes only, color chips and custom colors are available upon request



# 95 & 65 Gallon Universal Rollout Carts For Type B/G (Semi & Fully) Automated Lifters

## Branding - Highlights

Large 9.5"W x 7.5" H branding area for your company logo

8"x7" or 11"x6" In-Mold Label or Hot Stamp in Zone A

8"x7" or 11"x6" In-Mold Label or Hot Stamp in Zone A



Bottom wear strips for added protection



Standard Lid Insert or Hot Stamp in Zone B



Standard Lid Insert or Hot Stamp in Zone B

## Specifications

| Dimension         | 95 Gallon                   | 65 Gallon     | Certifications/Warranty  |
|-------------------|-----------------------------|---------------|--|
| Length (Depth)    | 33.5"                       | 27.75"        | 10-year warranty on both 95 & 65 Gallon Models   |
| Width             | 28.00"                      | 25.00"        |  |
| Height w/ Lid     | 44.25"                      | 41.75"        | 20-year life expectancy, designed for the most rigorous movement   |
| Height w/out Lid  | 41.00"                      | 38.5"         |  |
| Wheel Diameter    | 10" Diameter                | 10" Diameter  |  |
| Axle              | 3/4" Diameter               | 3/4" Diameter | Meets all American National Standards Institute (ANSI) requirements for safety and lifter compatibility (ANSI Z245.30 & Z245.60) |
| Load Rating       | 332.50 lbs                  | 227.50 lbs    |  |
| Assembled Weight  | 35.00 lbs                   | 30.00 lbs     |  |
| Units Per Stack   | 12/13                       | 12            |  |
| TL Quantity (53') | 648/702*                    | 816*          | 100% Recyclable  |
| Assembly Required | Snap On Wheels & Axles Only |               |  |



# 35-GALLON B SERIES ROLLOUT CART

**Collect great reviews from a cart you trust with proven decades of service.**

SCHAEFER delivers the durability you need with features your customers want. Keep your customers loyal and let SCHAEFER make your cart program a success.

**[schaeferwaste.com](http://schaeferwaste.com)**



**SSI SCHAEFER**



### BODY

- Non-slip, textured finish on corners for grabber traction
- Smooth surface inside and out for easy cleaning
- Injection molded for maximum strength and durability
- One-piece high-density polyethylene (HDPE) construction
- Built-in flexibility



### BAR / UPPER ATTACHMENT

- Rotating retention bar for less stress on cart body
- Highly durable, in-molded bar supports
- Extra wall thickness in bar area for durability
- Reinforced, in-molded upper attachment for cart tippers
- In-molded support ribs for added strength



### LIDS / HANDLES

- Overlapping lip for rain protection
- Inside dripping rim to seal in odors
- 270° lid opening
- Ergonomically designed hand grips for easy push and pull motion
- Smooth surface with no protrusions



### WHEELS & AXLES

- 7/8" solid wheel axle made of tempered, rolled and Zinc Chromate steel
- Lubricated maintenance free bearings
- Durable HDPE wheels for easy rolling motion

### BOTTOM

- In-molded toe hold to ease tilting of loaded cart
- Dual 3/8" wear strip for longer life



### OUTSIDE DIMENSIONS

| Order # | 1<br>TOTAL HEIGHT | 2<br>BODY HEIGHT | 3<br>WIDTH | 4<br>DEPTH | 5<br>WHEEL DIAMETER | LOAD RATING ↓ | TRUCKLOAD QUANTITY |
|---------|-------------------|------------------|------------|------------|---------------------|---------------|--------------------|
| USD 35B | 38.2              | 35.8             | 22.8       | 22.3       | 8                   | 125 lbs.      | 1008               |

ANSI Z245.30 and ANSI Z245.60 Approved. ISO 9001 Certified. Truckload quantity based on 53' trailer. Measurements in inches.

**INJECTION MOLDED MANUFACTURING,  
MANAGED ASSEMBLY & DISTRIBUTION,  
AND COMPREHENSIVE FLEET SERVICES**

### COLORS, MARKINGS, & OPTIONS

- Available in an array of standard colors. Custom colors available upon request with minimum quantities.
- Smooth surface for hot stamping on lid and body
- Customizable in-mold labeling (IML) on lid



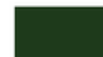
**BLUE**  
CL.BLU.1



**NAVY**  
CL.NVY.1



**GREEN**  
CL.GRN.1



**DARK GREEN**  
CL.DGN.1



**BROWN**  
CL.BRN.1



**DARK BROWN**  
CL.DBN.1



**GRAY**  
CL.GRY.1



**BLACK**  
CL.BLK.2

### MANUFACTURING LOCATIONS

- Charlotte, North Carolina
- Lodi, California

Proud supporters of:



[www.schaeferwaste.com](http://www.schaeferwaste.com)

Schaefer Systems International, Inc.  
10021 Westlake Drive Charlotte, NC 28273  
Phone 855-900-CART



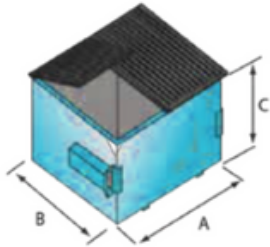


Built Rite Front Load containers are built to last. We use first grade material and ensure our standard line of containers provides all the options that today's haulers demand. Features like a full blunderbuss, true bumpers, full length gussets, heavy gauge top rails, and industrial primer in every nook and cranny mean longer trouble free container life. Containers 4 cubic yards and smaller come in a nestable design to reduce transportation costs and minimize required storage space. We also offer custom manufacturing to meet your specific requirements.

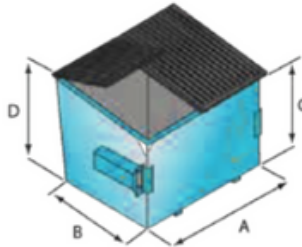


### FRONT LOAD CONTAINER SPECIFICATIONS

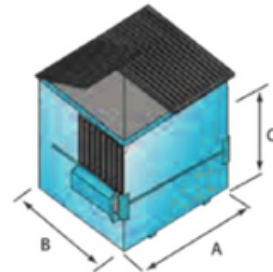
| SIZE/TYPE                                      | 2 /SLANT   | 4 /SLANT   | 6 /SLANT   | 8 /SLANT   |
|--|--|--|--|--|
| Floors   | 10 Gauge   | 10 Gauge   | 10 Gauge   | 10 Gauge   |
| Walls  | 12 Gauge   | 12 Gauge   | 12 Gauge   | 12 Gauge   |
| Top Rails                                      | 10 Gauge Formed "G" Channel                      | 10 Gauge Formed "G" Channel                      | 10 Gauge Formed "G" Channel                      | 10 Gauge Formed "G" Channel                      |
| Lift Pocket                                    | 10 Gauge   | 10 Gauge   | 10 Gauge   | 10 Gauge   |
| Blunderbuss - Full                             | Three Sided - 7 Gauge                            | Three Sided - 7 Gauge                            | Three Sided - 7 Gauge                            | Three Sided - 7 Gauge                            |
| Lift Pocket Gussets                            | Full Length "No Step" Top & 3 Triangle Bottom    | Full Length "No Step" Top & 3 Triangle Bottom    | Full Length "No Step" Top & 3 Triangle Bottom    | Full Length "No Step" Top & 3 Triangle Bottom    |
| Lids Ears                                      | 7 Gauge  | 7 Gauge  | 7 Gauge  | 7 Gauge  |
| Bumper   | 7 Gauge "V" rib                                  | 7 Gauge "V" rib                                  | 7 Gauge "V" rib                                  | 7 Gauge "V" rib                                  |
| Floor Support / Channel                        | 2 Full Length Formed Channels - 3" High - Capped | 2 Full Length Formed Channels - 3" High - Capped | 2 Full Length Formed Channels - 3" High - Capped | 2 Full Length Formed Channels - 3" High - Capped |
| Plastic Lids                                   | Reinforced Lids                                  | Reinforced Lids                                  | Reinforced Lids                                  | Reinforced Lids                                  |
| Drain Plugs                                    | 1 1/2" Diameter Plastic                          | 1 1/2" Diameter Plastic                          | 1 1/2" Diameter Plastic                          | 1 1/2" Diameter Plastic                          |
| Catchment Rounded / Dimensions L x W x H       | 72"x 38"x 41"                                    | 72"x 56"x 58"                                    | 72"x 71"x 68"                                    | 72"x 82"x 76"                                    |
| Nominal Weight                                 | 500lbs.  | 765lbs.  | 955lbs.  | 1160lbs.   |
| Truck Load Quantities 48' Flat Bed / Drop Deck | 48/53  | 20/25  | 12   | 7  |



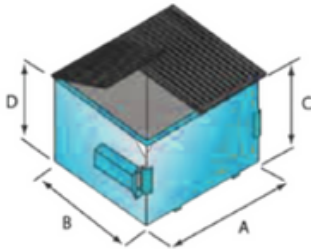
2 YARD BOX



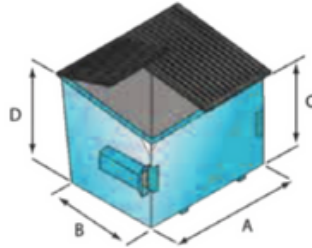
2 YARD SLANT



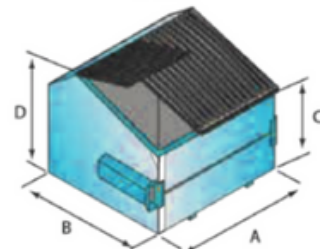
4 YARD BOX



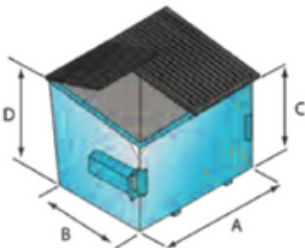
3 YARD BOX



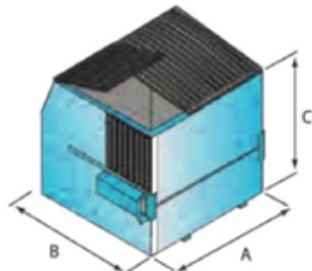
3 YARD SLANT



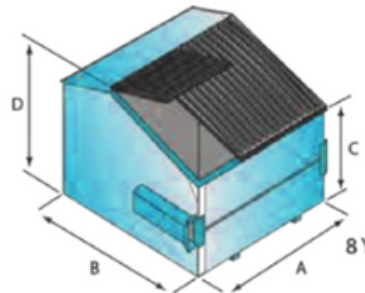
6 YARD SLANT



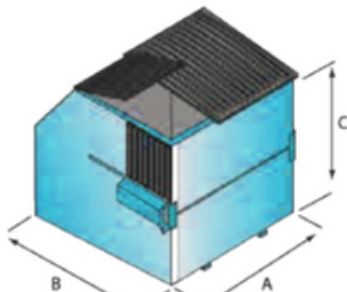
4 YARD SLANT



6 YARD BOX



8 YARD SLANT



8 YARD BOX

### NOMINAL DIMENSIONS IN INCHES

|                    | WIDTH | DEPTH | FRONT HEIGHT | BACK HEIGHT |
|--------------------|-------|-------|--------------|-------------|
| 2 Cubic Yard Box   | 72    | 38    | 41           | 41          |
| 2 Cubic Yard Slant | 72    | 35    | 37           | 45          |
| 3 Cubic Yard Box   | 72    | 41    | 48           | 48          |
| 3 Cubic Yard Slant | 72    | 42    | 46           | 52          |
| 4 Cubic Yard Box   | 72    | 56    | 50           | 50          |
| 4 Cubic Yard Slant | 72    | 56    | 50           | 58          |
| 6 Cubic Yard Box   | 72    | 66    | 64           | 64          |
| 6 Cubic Yard Slant | 72    | 68    | 50           | 68          |
| 8 Cubic Yard Box   | 72    | 75    | 73           | 73          |
| 8 Cubic Yard Slant | 72    | 82    | 50           | 76          |





# 09 Operational Plan





## Overview

Coastal's approach to providing services to the City is centered around a well-structured Operation Plan. This plan includes preliminary route boundary maps and is subject to updates and finalization after the effective date of the Franchise Agreement, with a detailed description of the transition steps to ensure a seamless process between contractors.

In line with the Franchise Agreement and the City's mission and sustainability goals, Coastal commits to responsibly managing materials throughout the collection process. They will provide all necessary resources for garbage and recyclable material collection, yard waste, and bulky item pickup from residential/cart customers.

Coastal's dedication to promoting materials diversion programs, such as recycling and bulky item collection, is evident through an ongoing public education program developed in collaboration with Cooper City. They have the resources and capabilities required to provide top-quality services to both residents and businesses in the City.

The organization of this plan aligns with the RFP's provided structure, and Coastal's robust capital, logistical, and technical resources are supported by their financial strength, as detailed in Section 11 – Financial Resources. Collectively, Coastal is confident that the City will recognize them as a serious and capable contender for this contract.

For residential routes, automated collection vehicles with a professionally trained driver are used, and these routes operate from Monday through Saturday. Bulk routes involve a driver, no helper.

In the case of commercial routes, one professionally trained driver is responsible for operations. Spotters are deployed for nine stops with restrictive or challenging conditions to enhance safety measures. The route design prioritizes eight-hour workdays to maximize efficiency and prevent driver burnout.





## Collection Plan

### Collection Plan Components

The Collection Plan components described herein pertain to the collection services detailed in the RFP documents, most particularly the details contained in the Franchise Agreement – Contractor’s Specific Collection Services. Coastal acknowledges its understanding of the services to be provided under this Agreement vis-à-vis the following recap. Certain of these tasks may be further described where Coastal believes it beneficial to the City to understand its typical way of rendering or approaching a particular service.

### Residential Collection Services

Coastal will dedicate our own employees and deploy our own equipment to perform the services as described as follows **without the use of any subcontractors**.

- Twice weekly collections of curbside municipal solid waste and yard waste (MSW) using automated carts in 96-gallon capacities
- Once weekly collections of curbside recycling (RCY) using automated carts, predominantly in 96-gallon capacities
- Once monthly collections of bulky waste and white goods (BULK) are limited to 6 cubic yards per customer (residential unit) per month.

In addition to the current service, Coastal is also prepared to offer the service options requested by the City for bulk. If the City selects to provide Bulk collection in accordance with one of the options below, Coastal may require the use of a subcontractor.

- Option A - Bulk Service 1x/week on Mondays only for up to 6 cubic yards.
- Option B - Bulk Service every other month for up to 10 cubic yards.
- Option C - Bulk Service provided quarterly for up to 15 cubic yards.

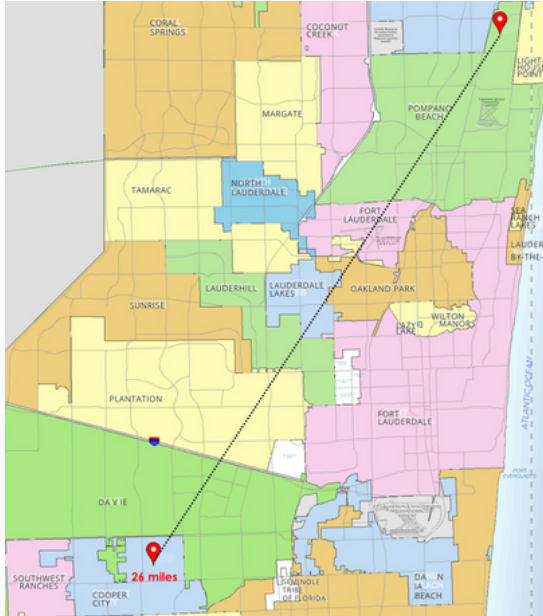
### Multi-Family Collection Services

- Standard collection services provide containers for the collection of commercial and multifamily solid waste. Coastal will deliver all brand-new containers to all of these customers. We will work with your current provider to ensure a smooth transition, and that no property is ever without its container. It is important to note that we have transitioned 4 Municipalities with exclusive franchise agreements from your current provider in the last 2 years. All container exchanges have been seamless.

| Cooper City Residential Collection |               |                |         |               |         |               |         |               |         |               |         |               |         |               |         |               |         |               |
|------------------------------------|---------------|----------------|---------|---------------|---------|---------------|---------|---------------|---------|---------------|---------|---------------|---------|---------------|---------|---------------|---------|---------------|
| G - Garbage                        | R - Recycling | Y - Yard Waste |         |               |         |               |         |               |         |               |         |               |         |               |         |               |         |               |
| Route Details                      |               | Monday         |         | Tuesday       |         | Wednesday     |         | Thursday      |         | Friday        |         | Saturday      |         |               |         |               |         |               |
|                                    | # Units       | Waste Streams  | # Units | Waste Streams | # Units | Waste Streams | # Units | Waste Streams | # Units | Waste Streams | # Units | Waste Streams | # Units | Waste Streams | # Units | Waste Streams | # Units | Waste Streams |
| Route-ASL                          | 900           | G              | 900     | G             | 900     | G             | 900     | G             | 900     | G             | 900     | G             | 900     | G             | 900     | G             | 900     | G             |
| Route-ASL                          | 850           | R              | 850     | R             | 850     | R             | 850     | R             | 850     | R             | 850     | R             | 850     | R             | 850     | R             | 850     | R             |
| Route-ASL                          | 900           | G              | 900     | G             | 900     | G             | 900     | G             | 900     | G             | 900     | G             | 900     | G             | 900     | G             | 900     | G             |
| Route-ASL                          | 850           | R              | 850     | R             | 850     | R             | 850     | R             | 850     | R             | 850     | R             | 850     | R             | 850     | R             | 850     | R             |
| Route-ASL                          | 900           | G              | 900     | G             | 900     | G             | 900     | G             | 900     | G             | 900     | G             | 900     | G             | 900     | G             | 900     | G             |
| Route-ASL                          | 900           | G              | 900     | G             | 900     | G             | 900     | G             | 900     | G             | 900     | G             | 900     | G             | 900     | G             | 900     | G             |
| Totals                             | # Units       | Loads          | # Units | Loads         | # Units | Loads         | # Units | Loads         | # Units | Loads         | # Units | Loads         | # Units | Loads         | # Units | Loads         | # Units | Loads         |
| Garbage                            | 4             | 2              | 4       | 2             | 4       | 2             | 4       | 2             | 4       | 2             | 4       | 2             | 4       | 2             | 4       | 2             | 4       | 2             |
| Recyclables                        | 2             | 1              | 2       | 1             | 2       | 1             | 2       | 1             | 2       | 1             | 2       | 1             | 2       | 1             | 2       | 1             | 2       | 1             |



# Customer Service



**48**  
Avg. Speed to Answer (in seconds)

**.10%**  
Abandonment Rate

## Our Core Value

**Committed to being the industry leader in customer service. Going the extra mile for the customers that have allowed us to serve them. Our Pompano Beach-based Customer Service call center is operated by a knowledgeable team of locals who are well-acquainted with Broward County. By utilizing local phone numbers, the City won't have the added concern of authorizing remote locations.**



### Phone #'s

We will have a dedicated phone number for Cooper City



### Language

We provide solutions in Spanish, Creole & Portuguese



### Call Routing

Routed to unique queues based on the type of call. All calls are classified by reason.



### Accountability

Call response will vary based on call type. We are excited to provide monthly reporting on this.



### Staff Location

We are a **local team** based out of Pompano Beach



### Empowerment

Our non-punitive infrastructure supports our representatives in making decisions with the customer at the forefront of everything we do.

# Customer Service

As previously mentioned, customer service is not merely a department or function at Coastal. It is the only thing the Company has to offer, being in the highly transactional waste services industry. As a precursor to the discussion points the City's RFP requires us to address herein, it is an important point to note that all employees, not just those answering customer phone calls and email inquiries, receive customer service coaching throughout the year.

Cooper City will have a direct line to a dedicated customer service representative, the direct phone number of the Operations Manager assigned to the contract, and its own monitored email address for sending City requests.

This proposal addresses the items the City has asked for:

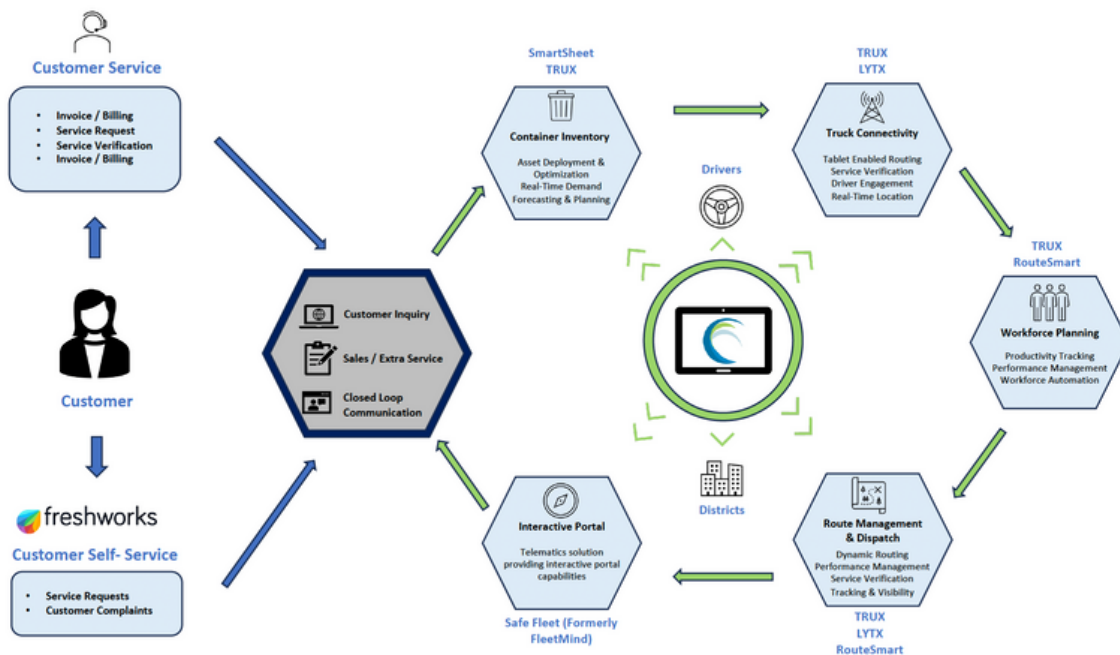
- Real-Time Web-based system for receiving, verifying, tracking, and resolving customer complaints
- Web-based system for handling requests for service
- GPS, video camera, and other systems for monitoring its services
- Complaint Types

To understand the technology Coastal uses, as an overview, please see the infographic below which shows the functionality of each component and how they relate, followed by a brief narrative corresponding to the City's requirements, outlined in the paragraph above.

Coastal has invested in state-of-the-art, real-time technology to ensure our drivers have all the necessary tools and the management team can efficiently and effectively manage the process to perform at the highest level. Each technology has a distinct purpose:

- TRUX - Used to locate every residential address.
- LYTX - Driver dashboard, intelligence.
- FleetMind - Manages Carts, Records Videos, live GPS.

## Systems Support Infrastructure and Interdependent Relationships





# Self - Service, Conversations, Tickets. Have it All. Supercharged with Gen AI.

## Automate Self Service Across Channels

with AI powered resolutions that are instant and personalized

## Supercharge Agent Productivity

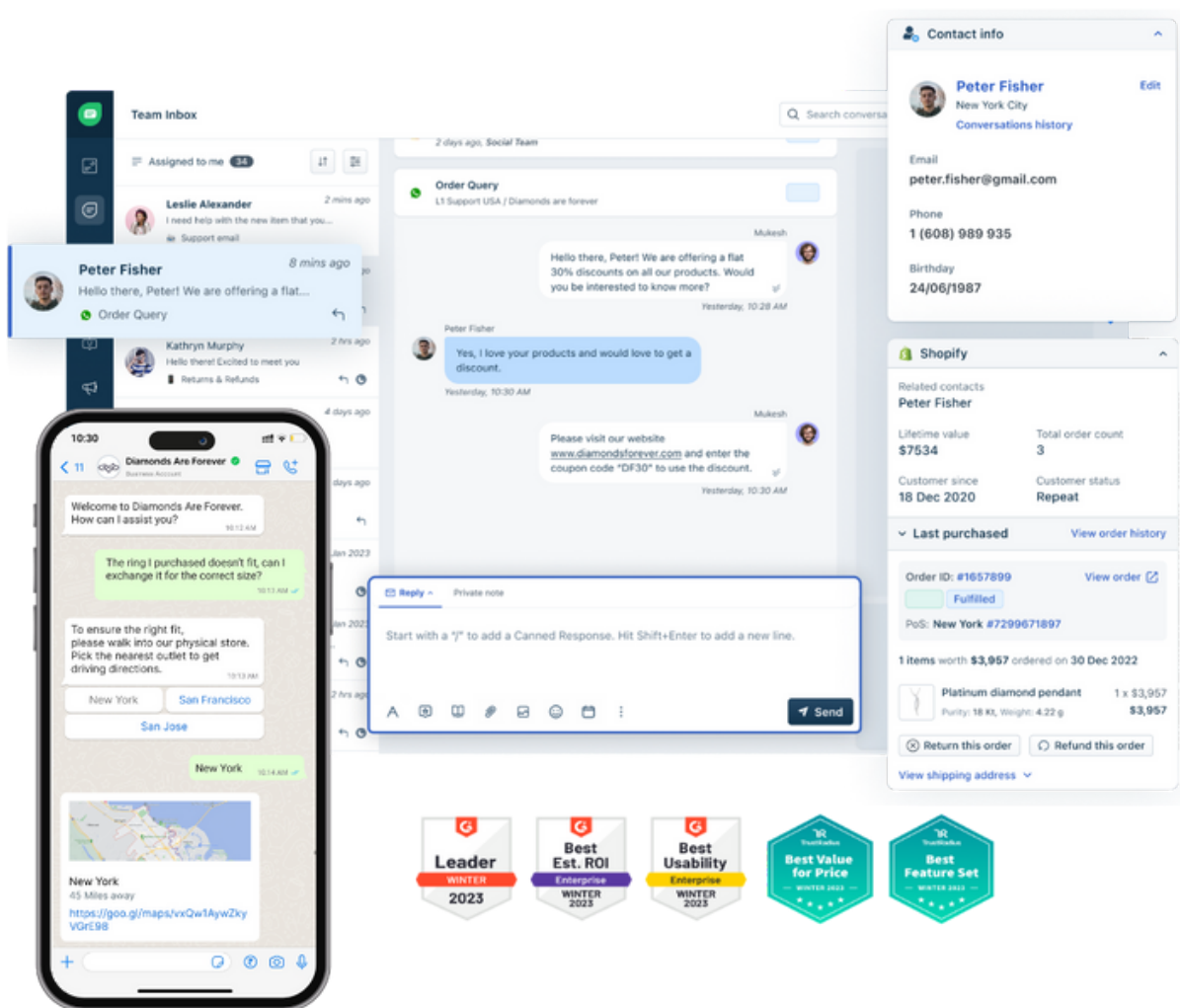
with intelligent assistance and powerful ticketing capabilities

## Make smart decisions faster

with proactive insights and recommendations

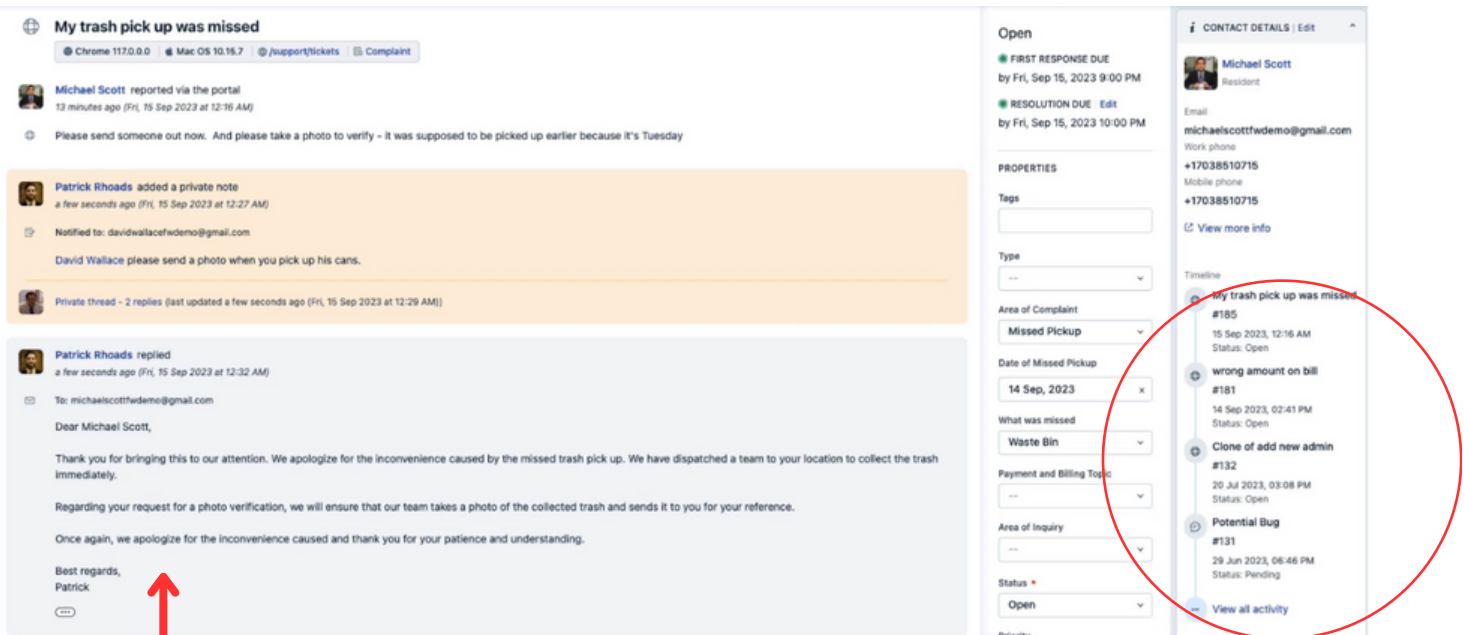
## Improve the overall experience with your residents

Easy to use solution that builds confidence in the solution through real-time updates .



Tickets arrive in a queue and are **categorized** by issue type.

Working in partnership with Cooper City we can assign different priorities to each type of issue created ensuring high-level **businesses of Cooper City. issues are prioritized for the residents and business of Cooper City.**



We **directly respond** to customer inquiries

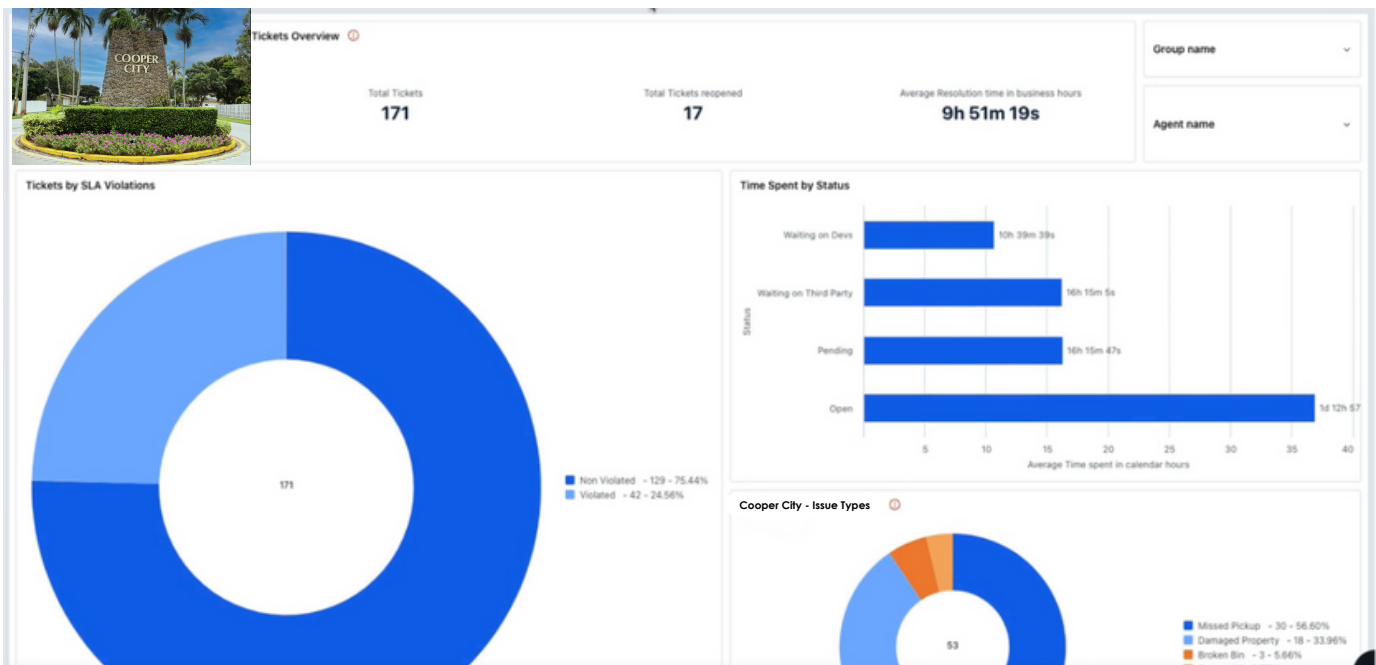
Customer **transaction history is logged** and visible to both the customer and Coastal Agents. This provides **quicker resolution and escalation for any repeat issues.**



# Reporting

## Reports are:

1. Easily **customizable** to meet the needs of Cooper City.
2. Can be **automated** ensuring all established reports are **automatically delivered** as expected.
3. Automatically generated ensuring **accuracy in reporting**





# Fleet Tracking Service Geofences Feature Focus Video

## Geofencing

Set customizable boundaries to...

Monitor driver times in designated area

And reduce unauthorized use

| REFERENCE NAME         | DATE CREATED | DATE APPLIED | NUMBER OF TIME | TRIGGER TYPE | STATUS | VEHICLES |
|------------------------|--------------|--------------|----------------|--------------|--------|----------|
| 11 and 12 Avenue - POB | 07/16/2019   | Everlast     | 2              | Both         | Both   | 1        |

Real time alerts when vehicle arrives and leaves

Disclaimer: \*Requires cellular network connectivity

Or when they're using fleet vehicles outside approved hours

Video provides context

It's just another way Lytx helps you improve operational efficiency





LYTX



## Safety

***We put safety at the forefront of everything we do*** by creating a safe environment for our community and employees, prioritizing investing in technology and developing solutions

### Improved Technology:

- Equipped with advanced sensors that collect and process ***data-driven video for analysis***
- Powered by award-winning Machine Vision and ***Artificial Intelligence***
- 
- **Live Coaching & Feedback**
- Empowers drivers to take ownership of their driving behavior by recognizing risky habits before a collision occurs
- **Identifies over 60 risky behaviors**
- Performance reporting system to guide customized ***coaching***



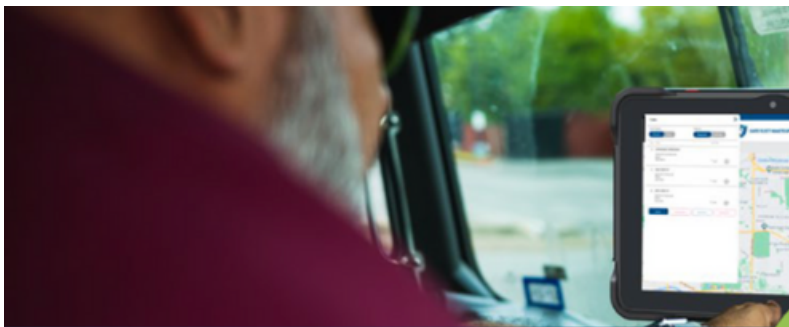
## System for Receiving, Verifying, Tracking, and Resolving Customer Complaints

Coastal's customer service team is located at our Pompano Beach facility and has completed five successful contract transitions in the past two years. We have ten (10) dedicated representatives who handle live calls, a municipal customer service agent and three data entry agents. Coastal's suite of technological tools ensures the highest level of service and underpins our commitment to superior service to our valued customers.

Even with all the technology, processes, and equipment, it is our people who make the difference in caring for the customers. It is our people who know how to respond quickly when an issue arises. It is our drivers who make certain carts are emptied completely, that all addresses are serviced, that exceptions are reported and handled courteously and professionally. It is our people who are empowered to achieve the highest level of service and to act quickly and creatively to solve problems. Customer service agents are monitored and coached for excellence.

Our office uses a database system called TRUX to communicate between the customer service team and Coastal's collection personnel. Any information that comes into Customer Service is entered into TRUX where a record of the call is kept, then it is immediately dispatched to the appropriate driver electronically where the driver can access the information on their tablet. The driver receives a notification about the concern and is prompted to take action. Once addressed, the driver enters the resolution on their tablet and Dispatch would see it and close the loop with the customer.

Coastal tracks performance metrics to ensure all targeted response times are met or exceeded, which conforms to our business model of continual improvement. The Customer Interaction Chart, below illustrates the manner in which calls are managed.



An AMCS Company





## System for Monitoring Service

Coastal employs two on-route systems for monitoring service: Lytx DriveCam, which is an onboard video technology, and Fleetmind, which is a GPS tracking and activity management system. However, again, it's our people who make all the difference. Coastal Route Supervisors, in company- issued vehicles, dressed in easily identifiable logo-bearing shirts are in the field during collection hours to monitor and support team members on the trucks, such as:

- Looking for missed pick-ups and non-compliant materials.
- Identifying and helping to permanently resolve potential route-related issues.
- Reviewing the TRUX trails (auto-tracking) to visually ensure route completion to Company and City satisfaction.
- Ensuring routes are completed and providing any required notification of such.
- Permanently resolving complaints and initiating an investigation when necessary Pulling and reviewing video from GPS to verify pick-up completion.
- Following up directly with the resident personally, as appropriate, to discuss a service matter.
- Making a notation for the report to the City as appropriate.
- Entering repeat concern addresses on to a Hot List for additional monitoring to prevent problem recurrence.

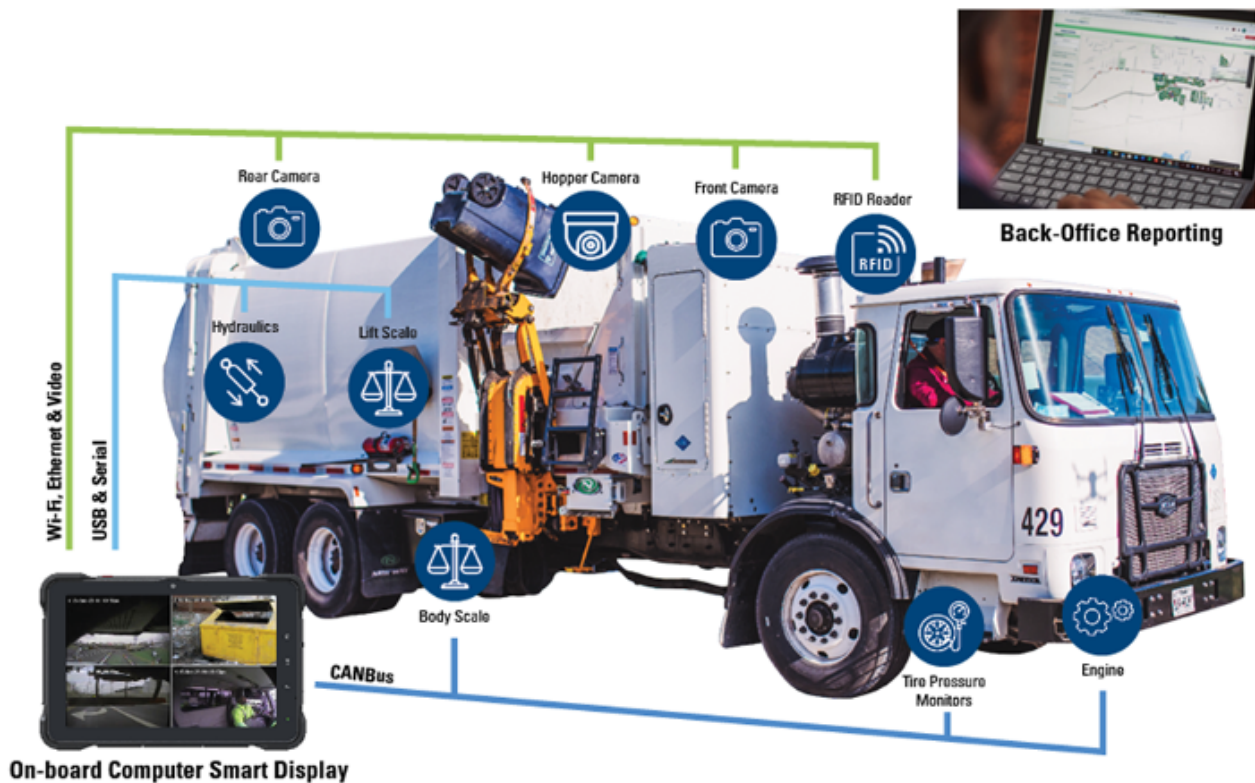
All Coastal trucks are equipped with Lytx Drive Cam. Lytx Drive Cam is a highly rated brand of on-board video technology, with the same capabilities as Third Eye. Lytx's safety solutions provide an important component to our overall safety program as they improve driver behavior and manage the fleet while ensuring compliance and improved productivity on each route. The Drive Cam Safety Program is a video-based 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 image 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 features. This program also gives us the ability to make sure our driver is operating in a safe and lawful manner.



Safe Fleet's web-based application, FleetLink—an onboard computing solution—helps Coastal maintain safe and efficient routes. Through FleetLink, Coastal can collect and communicate GPS, engine control module data, and service information from routes, drivers, customers, cameras, scales, and RFID sensors to track the progress of waste collection in real-time. Its in-cab video monitors display camera views to increase driver visibility for enhanced service, passenger safety, and reduced risk of accidents. It includes a planning tool to help develop safe and efficient routes and deliver turn-by-turn driver directions which also decrease street wear and tear and reduce fuel consumption, and hence, emissions. Coastal's operations team can monitor route progress and easily add more trucks or transfer stops to other drivers within minutes to ensure on-time completion of routes.

Service quality can also be more easily managed through the ability to verify pick-ups and replay driver activity. In case of an on-route incident or accident, the application allows Coastal to search for and download video surveillance footage through the vehicles video system. Managers can search for, view, extract, and package evidence relating to on-route activities, incidents, and accidents for third-party review, and access live footage to see exactly what is happening in real-time.



## Approach to Routing and Preliminary Route Maps

Prior to the commencement of collection service, Coastal will fully develop routes to be dispatched through use of a tablet and driven by collection personnel each day. To minimize disruption to customers, Coastal will create new optimal sequential routing, route entry and exit points, and computerized route maps for each route.

Well in advance of the commencement date, Coastal supervisors will evaluate routes and develop the routes within the current footprint to achieve greater efficiency, increase safety, and decrease emissions and street wear and tear. Mapping and confirming account data, along with route balancing and finalization, are two major components of effective initial and periodic route planning that Coastal employs in every jurisdiction it serves.

Coastal exercises caution and common sense when routing around areas where children are frequently present: schools, playgrounds, parks, community centers, and libraries. We route in such a way that our trucks either service these areas in the early hours or when children are not likely to be present. Our Operations Supervisor will spend a few weeks prior to the commencement of services reviewing, auditing, balancing and finalizing routes to ensure the most efficient collection system is deployed. Supervisors also routinely drive routes to document travel paths, ensure safety, and verify productivity assumptions. Coastal prefers to hire existing drivers and have them continue to service their current areas because of their familiarity and experience in the community.

Traffic patterns and times of congestion are also taken into account when finalizing routes. Finalized route maps will be submitted to the City as indicated in the Implementation Timeline included in the previous section. Our preliminary route maps are inserted on the following page. These route boundary maps sync with the current routes, such that customers will receive service on the same day they currently do. Coastal's in depth review of all routes, which will be conducted well in advance of the date finalized routes are due to the City, may result in a change of service time due to route stop sequencing for safety and efficiency.



# 10 Transition Plan

Cooper City  
HIGH SCHOOL



DISABILITIES  
AWARENESS  
THERE ARE  
NO LIMITS!

SPONSORED BY CLASS OF 2009



Home Of The





## Overview

Over the past several years, Coastal has grown organically—through the competitive RFP process, and strategically—through the acquisition of well-established waste services companies, as indicated in the infographic located in the Executive Summary.

To service these contracts, Coastal currently employs over 1,000 people and operates over 600 trucks. It owns and operates 19 facilities in the Florida market, including two (2) transfer stations, four (4) maintenance and truck facilities, and five (5) material recovery facilities.

### Coastal's Transition Advantage

Growth, whether through the competitive or acquisition process, necessarily involves transition. The growth Coastal has experienced has produced a seasoned team of transition experts dedicated to success. In South Florida, Coastal has secured several exclusive franchises and has successfully transitioned four (4) franchise agreements in the last 30 months. Directly relevant transition experience is highlighted in the three reference projects included in this section 7. These reference projects highlight the services the City's RFP seeks to acquire through its Franchise Agreement, namely:

- Cart collection of garbage/rubbish.
- Cart collection of recyclable materials.
- Curbside collection of yard waste and bulky waste.
- Mechanical container collection of materials from multi-family complexes and commercial customers subscribed to this type of service.

Having experience that runs the range of the City's requested services, Coastal's existing customer base is a mix of residential, commercial, and industrial generators, many under the umbrella of a municipal franchise agreement. Coastal also holds post-collection processing contracts in relation to some of its municipal collection contracts and some independently.

As stated in Section 3, Coastal's management/transition team is comprised of seasoned waste management professionals who have successfully secured, transitioned, and executed residential curbside solid waste and recycling collection contracts in Florida for over 40 years. Collectively, these professionals possess over 100 years of experience.



# Transition Plan for Services - Experience



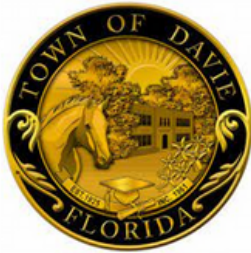
## **Contract Awarded December 14, 2021/ Contract Began on October 1, 2022:**

- 11 Brand New Automated Side Loader Trucks
- 9 Brand New Front Loaders/ 2,900 Commercial Front Loader Containers
- 10 Roll Off Trucks/ 600 Roll Off Containers, including 72 compactors
- Needed and hired 64 employees prior to start



## **Contract Awarded February 8, 2022/ Contract Began on June 1, 2022**

- 4 Brand New Automated Side Loader Trucks
- 2 Brand New Rearload Trucks
- 3 Brand New Front Loaders/ 850 Commercial Front Loader Containers
- 4 New Clam Trucks
- 17,000 Brand New Carts
- Needed and hired 25 employees prior to start



## **Contract Awarded January 21, 2021/ Contract Began on June 1, 2021**

- 12 Brand New Automated Side Loader Trucks
- 5 Brand New Front Loaders/ 1500 Commercial Front Loader Containers
- 5 Roll Off Trucks/ 300 Roll Off Containers, including 25 compactors
- 28,000 Brand New Carts
- Needed and hired 22 employees prior to start

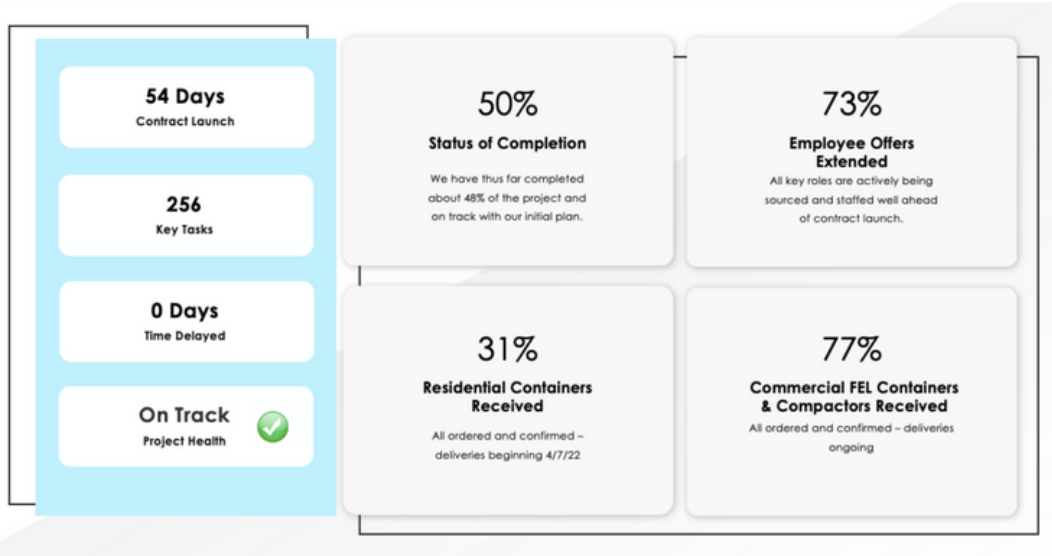


## **Contract Awarded August 22, 2023/ Contract Began on October 1, 2023**

- 3 Brand New Automated Side Loader Trucks
- 1 Brand New Front Loaders/ 200 Commercial Front Loader Containers
- Needed and hired 6 employees prior to start

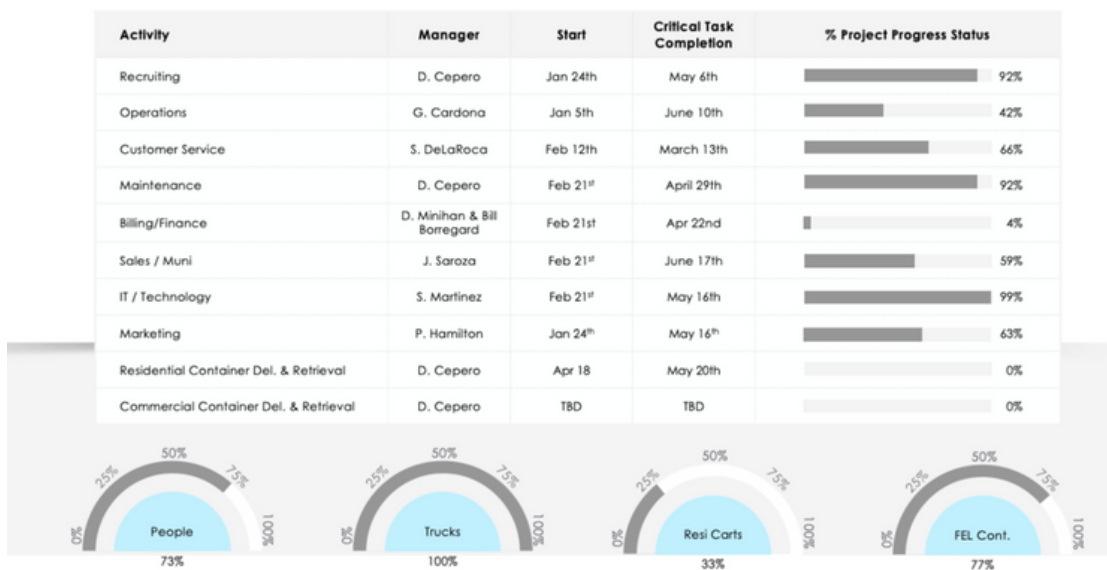
# Measurements Ensuring High Service Levels Start Up Planning

## The City of North Miami Beach



**Customer Service Is Ingrained As One of Our Core Values. Thus, Excellence in Customer Execution Starts Well Before Contract Start.**




### Project Progress Report



**Weekly Progress Updates Ensure Accountability Exists Across All Departments While Limiting Any Anxiety That May Exist Through Transition**



# Measurements Ensuring High Service Levels - Broward MPU Performance

| SERVICE AREA  | MPU PERFORMANCE   | KEY PERFORMANCE INDICATORS (KPI'S)  |
|---|---|---|
| <p><b>Town of Davie</b></p> <p>24,044 S/F units<br/>Twice a week Solid Waste<br/>Once a month Bulk</p>                              |    | <ul style="list-style-type: none"> <li>▶ Total monthly services = 238,872</li> <li>▶ Monthly Average MPU's = 15.75 ~ <b><u>(.001%)</u></b></li> <li>▶ <b><u>Less than 1 MPU's per 10,000 services.</u></b></li> </ul> |
| <p><b>North Miami Beach</b></p> <p>8,490 S/F , M/F Units<br/>Twice a week trash<br/>Once a week recycling<br/>Once a month bulk</p> |  | <ul style="list-style-type: none"> <li>▶ Total monthly services = 100,224</li> <li>▶ Monthly Average MPU's = 30 ~ <b><u>(.0003%)</u></b></li> <li>▶ <b><u>Less than 1 MPU's per 10,000 services.</u></b></li> </ul>   |
| <p><b>Pompano Beach</b></p> <p>24,000 S/F units<br/>2X a week Solid Waste<br/>1X a week Recycling &amp; Bulk</p>                    |  | <ul style="list-style-type: none"> <li>▶ Total monthly services = 415,860</li> <li>▶ Monthly Average MPU's = 90 ~ <b><u>(.0002%)</u></b></li> <li>▶ <b><u>Less than 1 MPU's per 10,000 services.</u></b></li> </ul>   |

# Implementation Plan

Coastal has developed an insightful, strategic and holistic service initiation approach that minimizes customer impact and provides an excellent foundation for the commencement of a new contract. Features of Coastal's finalized plan will include the following elements. Any supplemental details to aid in reviewer's understanding of Coastal's approach to implementing services will be further described in the summary following the Implementation Timeline.

"The transition from the previous service provider was seamless. The Coastal team was well prepared and did an excellent job."

- Andres Conde, Solid Waste Collections Administrator,  
Broward Municipal Services District



## Precise Container Delivery Plan

The plan includes an innovative container delivery plan which employs an experienced container manager. The container manager will work with the Company's container supplier(s) to deploy containers utilizing well-refined systems that have been tested and proven—through the recent transitions Coastal has managed—to ensure container delivery accuracy and that service and customers will not be disrupted. Status on container delivery will be provided to the City regularly during transition.

## Displaced Workers

Coastal will ensure an experienced local work force through the hiring of displaced collection personnel. These new employees will be provided with professional paid driver training in the weeks leading up to the operations start date.

## Routing

Coastal's approach to routing is a blend of route optimization through the use of appropriate technology and the safeguards inherent in the manual finetuning of routes for safety.

## Account Data Confirmation

Coastal's comprehensive approach to the development of its customer account database is comprehensive. It is not assumed that the outgoing contractor will be entirely cooperative in the timely supply of account data, and therefore Coastal has a multi-pronged approach to database build-out and testing to ensure the first invoice cycle is accurate.

## Outreach and Education Plan

Coastal's Implementation features a light-touch initial customer outreach plan. This plan is designed based on our experience that just the right amount of information at the right time eliminates unnecessary customer concerns and inquiry and allows Coastal the ability to focus on developing its supporting systems, training personnel, and procuring and deploying equipment in preparation for the operations start date.



# Implementation Timeline

We have learned that, to be effective, an implementation plan must function like a budget—able to easily be recalibrated to adjust to events that may arise during the period leading to the operations start date. Therefore, the following timeline is general, to be deepened based on the initial scoping session and adjusted weekly as needed. Coastal's transition team will be in such close communication with City staff, all challenges and changes will be discussed with solutions developed and built into the plan on a go-forward basis, this plan will fluidly deepen and evolve over the course of the transition time period.

Immediately upon contract award, the key transition team members will meet with the City in a scoping session to review and outline all program requirements and specific requirements of the Franchise Agreement. The team will outline all program objectives, key contractual requirements, timelines, and important milestones, as well as to assign specific responsibilities related thereto. A detailed Implementation Plan, based on contractual requirements and the general timeline included in this section will be developed beginning immediately upon contract award, as well as a summary outline of all operational and administrative obligations and requirements pursuant to the contract.

## **Collaboration**

A collaborative process between involved parties assures a smooth transition. Regular communication is essential, and Coastal recommends an initial scoping session with the City and regularly scheduled coordination meetings in advance of the operations start date, on a schedule agreed to between both parties.

## **Intelligent Planning**

Utilizing the proposed transition plan included in this proposal as a starting point, the transition team will continually define and/or adjust subtasks as the team moves closer to the collection start date, as is necessary or optimal.

## **Expert Execution of Tasks**

Coastal's team of managers will ensure each task/subtask is completed within the specified timeframe and to Franchise Agreement parameters and the satisfaction of the City. To facilitate project success, Coastal requires a high level of accountability and communication of project team members, including equipment vendors.

Coastal will ensure:

- All team members have clear, unambiguous milestones and deliverables that tie directly to the finalized Franchise Agreement.
- The formal and informal interfaces between Coastal, its vendors and suppliers, the City, and all other stakeholders are well documented and communicated.
- Before starting on any group of tasks, Coastal will obtain or issue any necessary authorization to proceed, and document it.

This planning work will be closely coordinated by Coastal to ensure the efforts of all parties are integrated into a cohesive plan through the process of top-down project control, which will assure a successful transition. Coastal will provide the City with status reports of its progress on a regular basis throughout the entire implementation period.

# Timeline Upon Reward

## December 2023

- Coastal will request the latest residential Tax Roll from the City so we can download into our software system, for Customer Service and Routing purposes.
- Order front-end multifamily and commercial containers
- In collaboration with the City, we will draft a formal notification for both residential and commercial customers to introduce their new waste hauler. Concurrently, we will be initiating modifications to the website to reflect this change.
- Establish a lease or usage agreement with the current hauler for the pre-existing commercial and multifamily containers, enabling Coastal to initiate the replacement of the incumbent containers before the commencement of the contractual period.

## January 2024

- Begin the hiring process for all drivers, supervisors, and customer service representatives
- Contact the incumbent hauler and let them know we will be contacting existing drivers
- Arrange bi-weekly meetings with the Cooper City Staff, maintaining this schedule from the present moment until one month after the contract's initiation. These meetings will serve as an avenue to keep the City informed of our ongoing progress.

## February 2024

- Initiate the onboarding process for newly appointed automated side load drivers.
- Facilitate the allocation of drivers to their designated vehicles.
- Retrieve the residential customer database and configure the new route tablets within each collection vehicle.
- Allocate newly onboarded drivers to their respective collection routes.

## March 2024

- Drivers will begin driving their routes in company pickup trucks to begin familiarizing themselves with their route and the geography of the area
- Start swapping incumbent containers with Coastal
- Establish Cooper City specific email (coopercity@coastalwasteinc.com) and phone number to be used by the residents and business of the City

## April 2024

Start of Contract

Coastal commits to initiating each task well in advance of its corresponding deadline, ensuring the City has ample time to adhere to the finalized implementation Timeline. This Timeline shall serve as the foundational framework of the Implementation Plan and will be populated with precise date information following the notice of award. Any necessary updates to the Timeline will be promptly executed and shared with the City



# Container Deployment Strategy

## Commercial and Multi-Family Dumpster Deployment:

Dumpster sizes initially ordered will reflect existing service levels with a buffer inventory of dumpsters in popular sizes to account for any customer-initiated changes. An initial assessment of commercial/multi-family premises will be conducted in the months leading up to the operations start date, and through that process container sizes and the customer database will be refined. This information will be sent to container manufacturers as an update. Coastal will work with the outgoing contractor to service existing containers (and will temporarily lease them if need be) until new containers can be deployed. New containers will be delivered to commercial customers on collection day after containers are serviced. Coastal will deliver new containers and will remove incumbent containers to an agreed-upon staging area from which the outgoing contractor will remove them. This arrangement is always agreeable to the previous service provider as it saves them a tremendous amount of time and expense in managing the retrieval of their own containers.

*All container deliveries, will be managed by a dedicated container delivery manager who will be responsible for ensuring timely and accurate container deliveries. This individual will follow up to ensure that the customer database accurately reflects the containers ordered and delivered.*





## Employees

The following staffing chart provides information pertaining to operational staffing and ties to the Organization Chart included in Section 5.

| <b>Operations Staffing Plan</b>                |                                   |
|--|-----------------------------------|
| <b>Job Category</b>                            | <b>Dedicated Cooper City FTEs</b> |
| Dispatcher/Customer Service Reps               | 1                                 |
| Operations Supervisor - Residential/Commercial | 1                                 |
| Residential Drivers                            | 6                                 |
| Commercial/Industrial Drivers                  | 1                                 |
| Residential Bulk Drivers - Current Service     | 5                                 |
| Bulk Option A                                  | 8                                 |
| Bulk Option B                                  | 8                                 |
| Bulk Option C                                  | 8                                 |

### *Operations Personnel - Additional Information*

Coastal will offer employment to the outgoing contractor's operations team. Coastal has transitioned two contracts within the last calendar year and has had all personnel on board ready to go from day one. Coastal will make every effort to hire the existing drivers. Coastal has been successful in retaining 65% of the existing incumbent workforce when transitioning to a new contract.

If Coastal needs to hire additional drivers, above and beyond the existing drivers currently operating within the City, they would begin Coastal's extensive safety and operations training program at the appropriate time and in accordance with the Implementation Plan given in Section 9—at least two months prior to the operations start date. All Coastal drivers when hired and annually are required to have their driver's license screened through an extensive Motor Vehicle Report.

These professionals will be trained to operate the specific equipment to which they will be assigned; training and the orientation process will be conducted at one of our existing hauling operations. Since Coastal already runs routes for all lines of business, new recruits can start in the field with our experienced drivers and begin training immediately after they complete their on-boarding and safety training.

As an unanticipated contingency measure, Coastal can draw from its vast networks of supervisors, swing men and drivers to ensure a successful commencement of the contract.





### **Recruiting Top Talent**

Coastal's reputation and position in the industry have afforded the Company the opportunity to attract top talent into our organization.

Our employees receive a comprehensive package that includes benefits for their entire family.

During the past decade, the proliferation of technology and social media has profoundly transformed the recruiting process and re-defined how recruiters, organizations, and candidates interact. In the face of a dynamic talent landscape, this market-driven workforce presents many challenges. Coastal has made recruiting top talent a priority.

Great recruiting practices are the result of senior management vision. Having worked in many positions in the waste services industry, Coastal's CEO, Brendon Pantano, developed a clear idea of the team he wanted to build when forming the company. His ideas and concepts were modeled into the company's core values.

### **Recruiting strategies employed at Coastal include:**

1. Improving brand awareness to let potential employees, community partners, and the general public know Coastal is searching for talent.
2. Positioning the company as a coveted place to work to attract the best prospective candidates.
3. Providing a wide range of healthcare and retirement packages.
4. Establishing partnerships with local schools and Veteran's Centers.
5. Maintaining an Employee Referral Program both supports and sustains retention and assists in employee selection by employee referral of good candidates.
6. Utilizing social media to expand the reach and shape the candidate pool through the specific use of niche job boards. Our job postings now highlight Coastal's culture versus using a defined job description approach.

Through these practices and its reputation, Coastal has been able to bring onboard exceptionally experienced professionals.

### **Recruiting for Cooper City**

Recruits for positions other than drivers—which will be recruited 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 Coastal's experienced driver team and begin training immediately upon completion of their onboarding and safety training.



Coastal does not anticipate any issues with staffing and expects to be fully staffed by the start of the contract, however, if needed, Coastal will draw from its vast networks of supervisors, swing positions and drivers to ensure a successful commencement of the contract. Coastal has been successful in recruiting and retaining employees from every incumbent hauler during contract transition periods.

### 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!

## Retaining Acquired Talent

Coastal has transitioned two major contracts within the last year and met its goal of having all personnel on board and ready to take over on the first day of contract initialization in both instances. New drivers hired from the local community to complement the transitioning drivers will be brought on at least two months prior to the operations start date.

When transitioning a contract, Coastal focuses on retaining existing drivers to ensure a smooth transition from the current service provider. All qualified current employees are offered employment. Coastal's human resources and recruiting professionals are trained to match existing employee skills to open positions so all are slotted into the right position. Remaining open positions are filled by recruiting local talent to complete the team of people needed to deliver unbeatable service.

Coastal is an equal-opportunity employer. Our employees receive a comprehensive package that includes benefits for their entire family. Coastal is deeply committed to providing an attractive, respectful, and safe working environment, paying competitive wages, and providing a comprehensive benefits program. Most drivers who come over to Coastal from other companies tell us our superior benefits and work environment are the primary reasons for them joining the Coastal team.





We want our employees to earn a livable wage to support a robust home life including housing and/or home ownership, children, education, vacations, and all that life has to offer. Our comprehensive benefits program which includes major medical/healthcare, retirement options, vision, and dental plans, and flexible spending accounts is detailed in the following subsection.

Coastal determined livable wages by a) scanning the wage and benefits programs provided by the competition, b) reviewing reports (government and private) that indicate the fair market value for each of our positions, and c) monitoring the current economic environment such as inflation, housing costs, escalating interest rates, and any other factors that impact purchasing power. Drivers are paid on an hourly basis, with the option for overtime paid at time and a half. The hourly wage is predicated upon career and work experience, and tenure with Coastal. The latter element supports our employee retention efforts, ensuring that drivers who remain with us are rewarded for doing so. Drivers may also train with additional equipment as a way to increase work experience which can lead to higher hourly wages.

A periodic comprehensive salary or wage review enables the validation and accuracy of underlying assumptions used to establish the compensation/wage and benefits.

### **Benefits at a Glance (Full-Time)**

Coastal offers the following benefits to employees. Employees must complete the enrollment process within 31 days of the date of hire to be eligible. If an employee enrolls on time, coverage is effective the first of the month following 30 days.

**Health and Welfare Benefits:** Coastal offers several plan choices as well as a variety of resources and tools to help employees maintain a healthy lifestyle.

- Medical
- Vision
- Dental
- Flexible Spending Account

**Company Paid Benefits:** These benefits are offered at NO COST to the employee.

- Accidental Death and Dismemberment
- Life Insurance
- Long-Term Disability Insurance

**Voluntary Benefits:** These benefits are offered by the Company, but any costs associated with the benefits will be paid for entirely by the employee.

- Supplemental Life Insurance
- Voluntary Short-term Disability
- Critical Illness



- Accident Insurance
- Guaranteed Rate Platinum Mortgage Program
- Identity Theft Protection

**401(k) Plan:** Coastal Employee is eligible to enroll once they have completed two months of service. The company will match 100% of the salary deferrals up to the first 3% and 50% of the deferrals to the next 2% of the contribution.

**Paid Time Off (PTO):** Employees will accrue PTO according to the following schedule. PTO is established on a calendar-year basis and will be pro-rated during partial years.

Year 1: 6 Days

Year 2-5: 12 Days

Year 6-15: 17 Days

Year 16+: 22 Days

**Holiday Pay:** The Company recognizes the following paid holidays:

- New Year's Day
- Memorial Day
- Independence Day
- Labor Day
- Thanksgiving Day
- Christmas Day

### **Jennifer Wolf, Talent Acquisition and Development Management**

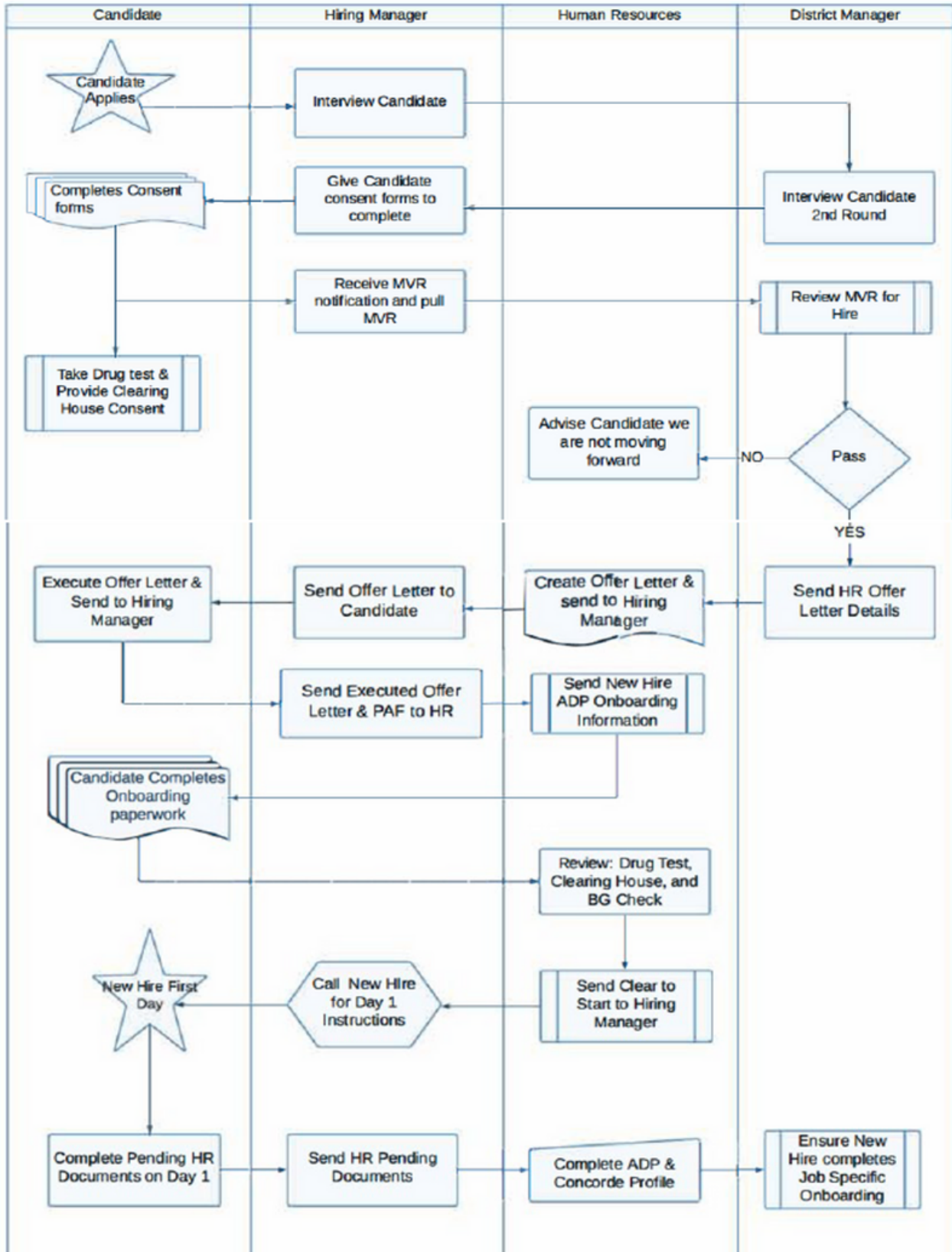
Jennifer joined Coastal in 2021 after spending 23 years at a Top 25 Insurance Brokerage firm headquartered in Dubuque, Iowa. While there, the company grew from two hundred (200) employees to nearly 1,200. She has reviewed over 30,000 resumes and hired nearly 3,000 employees. She uses technology to allow her to create ongoing candidate pipelines. Jennifer created an Employee Referral program which yielded 40 percent of all new hires. Through high school and college partnerships she created internships, curriculum, job shadow programs, and counseled youth. She created a partnership with local Veteran organizations to assist Veterans in securing civilian jobs, create resumes, utilize LinkedIn, and prepare for interviews.



The Onboarding Flow Chart on the following page depicts Coastal's comprehensive process described herein.



# Onboarding Flow Chart







# 11 Financial Resources





## Overview

Coastal Waste & Recycling has the financial stability and financial resources to provide Collection Services in the City in compliance with the requirements in the Agreement. Coastal Waste & Recycling does not have any pending or threatened bankruptcy proceedings in which Coastal Waste & Recycling of Florida, Inc., its parent, a subsidiary, an affiliate, or a subcontractor is seeking bankruptcy protection.

Please see the following letters of support from the Macquarie Infrastructure Partners—Coastal’s equity partner and TD Securities—administrators of Coastal’s credit facility.

Macquarie, the world’s largest infrastructure manager recently completed a recapitalization of Coastal, bringing tremendous financial strength to the Company. This infusion of capital provides additional assurance that the plans outlined in this proposal will be executed as described and on time, without disruption to the customer. Local personnel remain, including the management and transition team described in this proposal.

**Macquarie Asset Management**

125 W 55th Street New  
York, NY 10022 UNITED  
STATES

August 6, 2023

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

Dear Brendon,

Macquarie Infrastructure Partners VI, L.P. (together with Macquarie Infrastructure Partners VI SCSp, a parallel vehicle, and the alternative investment vehicles thereof in existence from time to time, "MIP VI") is the seventh vintage of North American focused infrastructure funds managed by Macquarie Asset Management (the "MIP funds"). Macquarie Asset Management is a leading asset manager with \$543 billion of assets under management globally. Across the MIP funds, Macquarie Asset Management has \$28 billion of assets under management as of March 31, 2023, having held a final close for MIP V with \$6.9 billion in commitments and is currently fundraising for MIP VI.

In the waste sector, across these seven vintages, the MIP funds have invested over \$5 billion of equity capital into nine separate solid waste businesses, with Coastal Waste & Recycling being the latest investment.

In addition to initial equity commitments, MIP funds maintain additional capital availability to support potential future growth investments. Across the various investment vehicles, the MIP funds have invested \$4.1 billion in follow-on equity after acquisition to fund growth initiatives since inception, including \$1.3 billion specifically invested to support MIP's existing waste services businesses.

MIP VI recapitalized Coastal Waste & Recycling on June 13, 2023, and has invested close to \$800 million of equity in the business. This includes investing approximately \$100 million of equity over the last 2 months to support the expansion of the business. MIP VI expects to continue to support the future growth of Coastal over time.

Yours sincerely,



Karl Kuchel, MIP CEO

Macquarie Asset Management (MAM) is the asset management division of Macquarie Group. MAM is a full-service asset manager offering a diverse range of products across public and private markets including fixed income, equities, multi-asset solutions, private credit, infrastructure, renewables, natural assets, real estate, and asset finance. The Public Investments business is a part of MAM and includes the following investment advisers: Macquarie Investment Management Business Trust (MIMBT), Macquarie Funds Management Hong Kong Limited, Macquarie Investment Management Austria Kapitalanlage AG, Macquarie Investment Management Global Limited, Macquarie Investment Management Europe Limited, and Macquarie Investment Management Europe S.A.

Other than Macquarie Bank Limited ABN 46 008 583 542 ("Macquarie Bank"), any Macquarie Group entity noted in this document is not an authorised deposit-taking institution for the purposes of the Banking Act 1959 (Commonwealth of Australia). The obligations of these other Macquarie Group entities do not represent deposits or other liabilities of Macquarie Bank. Macquarie Bank does not guarantee or otherwise provide assurance in respect of the obligations of these other Macquarie Group entities. In addition, if this document relates to an investment, (a) the investor is subject to investment risk including possible delays in repayment and loss of income and principal invested and (b) none of Macquarie Bank or any other Macquarie Group entity guarantees any particular rate of return on or the performance of the investment, nor do they guarantee repayment of capital in respect of the investment.

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TD Securities (USA) LLC  
1 Vanderbilt Avenue  
New York, NY 10017

June 29, 2023

Brendon Pantano  
CEO  
Coastal Waste & Recycling Inc.  
1840 NW 33<sup>rd</sup> Street  
Pompano Beach, FL 33064

In connection with a RFP process, Coastal Waste & Recycling Inc. (the "Company") has requested a letter describing the terms of the financial relationship between the Company and TD Securities (USA) LLC ("TD"). This letter is intended to document that relationship. This letter may be used in the Company's approval process. No party other than the Company can rely on this letter.

The Company has been a TD client since June 13, 2023. TD currently acts as Administrative Agent on the Company's existing Credit Facilities which include a \$155 million Revolving Credit Facility, a \$190 million Term Loan A and a \$85 million Delayed Draw Term Loan.

TD has no obligation to update this letter if there are changes to information provided herein.

Sincerely,



Alper Ilgar  
Managing Director  
TD Securities (USA) LLC



**Coastal Waste & Recycling, Inc.**

**Consolidated Financial Statements  
and Independent Auditor's Report**

**December 31, 2022 and 2021**

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Coastal Waste & Recycling, Inc.

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## Independent Auditor's Report

To the Board of Directors  
Coastal Waste & Recycling, Inc.

### *Opinion*

We have audited the consolidated financial statements of Coastal Waste & Recycling, Inc. (the Company), which comprise the consolidated balance sheets as of December 31, 2022 and 2021, and the related consolidated statements of operations, changes in stockholders' equity, and cash flows for the years then ended, and the related notes to the consolidated financial statements.

In our opinion, the accompanying consolidated financial statements present fairly, in all material respects, the financial position of Coastal Waste & Recycling, Inc. as of December 31, 2022 and 2021, and the results of their operations and their cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

### *Basis for Opinion*

We conducted our audits in accordance with auditing standards generally accepted in the United States of America ("GAAS"). Our responsibilities under those standards are further described in the Auditor's Responsibilities for the Audit of the Financial Statements section of our report. We are required to be independent of Coastal Waste & Recycling, Inc., and to meet our other ethical responsibilities, in accordance with the relevant ethical requirements relating to our audits. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

### *Emphasis-of-Matter*

As discussed in Note 1 to the consolidated financial statements, in 2022, the Company adopted Financial Accounting Standards Board (FASB) Accounting Standards Codification (ASC) 842, *Leases*. Our opinion is not modified with respect to this matter.

### *Responsibilities of Management for the Financial Statements*

Management is responsible for the preparation and fair presentation of the consolidated financial statements in accordance with accounting principles generally accepted in the United States of America, and for the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of consolidated financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the consolidated financial statements, management is required to evaluate whether there are conditions or events, considered in the aggregate, that raise substantial doubt about Coastal Waste & Recycling, Inc.'s ability to continue as a going concern for one year after the date that the consolidated financial statements are available to be issued.



*Auditor's Responsibilities for the Audit of the Financial Statements*

Our objectives are to obtain reasonable assurance about whether the consolidated financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance but is not absolute assurance and therefore is not a guarantee that an audit conducted in accordance with GAAS will always detect a material misstatement when it exists. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control. Misstatements are considered material if there is a substantial likelihood that, individually or in the aggregate, they would influence the judgment made by a reasonable user based on the consolidated financial statements.

In performing an audit in accordance with GAAS, we:

- Exercise professional judgment and maintain professional skepticism throughout the audit.
- Identify and assess the risks of material misstatement of the consolidated financial statements, whether due to fraud or error, and design and perform audit procedures responsive to those risks. Such procedures include examining, on a test basis, evidence regarding the amounts and disclosures in the consolidated financial statements.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of Coastal Waste & Recycling, Inc.'s internal control. Accordingly, no such opinion is expressed.
- Evaluate the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluate the overall presentation of the consolidated financial statements.
- Conclude whether, in our judgment, there are conditions or events, considered in the aggregate, that raise substantial doubt about Coastal Waste & Recycling, Inc.'s ability to continue as a going concern for a reasonable period of time.

We are required to communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit, significant audit findings, and certain internal control-related matters that we identified during the audit.



Hartford, Connecticut  
April 25, 2023

Coastal Waste & Recycling, Inc.

Consolidated Balance Sheets  
December 31, 2022 and 2021

|   | <u>Assets</u>         |                       |
|---|-----------------------|-----------------------|
|   | <u>2022</u>           | <u>2021</u>           |
| Current assets  |                       |                       |
| Accounts receivable, net allowance for doubtful accounts of \$1,479,074 and \$644,631, respectively | \$ 32,105,616         | \$ 21,547,618         |
| Deferred commissions  | 681,560               | 388,869               |
| Prepaid expenses and other current assets   | 5,278,470             | 11,213,974            |
|   | <u>38,065,646</u>     | <u>33,150,461</u>     |
| Total current assets  |                       |                       |
| Property and equipment, net   | <u>170,160,602</u>    | <u>111,196,205</u>    |
| Other assets  |                       |                       |
| Goodwill, net   | 78,379,080            | 87,580,729            |
| Operating lease right-of-use assets   | 8,961,385             | -                     |
| Financing lease right-of-use assets   | 16,063,274            | -                     |
| Contract fulfillment costs  | 3,956,910             | -                     |
| Deferred financing costs, net   | 268,168               | 123,521               |
| Note receivable from officer  | 57,466                | 56,641                |
| Restricted cash   | 222,780               | 274,044               |
| Deposits and other assets   | 653,269               | 399,756               |
|   | <u>108,562,332</u>    | <u>88,434,691</u>     |
| Total other assets  |                       |                       |
| Total   | <u>\$ 316,788,580</u> | <u>\$ 232,781,357</u> |



**Coastal Waste & Recycling, Inc.**

**Consolidated Balance Sheets  
December 31, 2022 and 2021**

Liabilities and Stockholders' Equity

|   | <u>2022</u>               | <u>2021</u>               |
|---|---------------------------|---------------------------|
| Current liabilities   |                           |                           |
| Cash overdrafts   | \$ 109,081                | \$ 1,139,430              |
| Accounts payable  | 8,887,997                 | 8,107,901                 |
| Accrued expenses  | 14,587,319                | 8,501,006                 |
| Deferred revenue  | 7,322,920                 | 4,928,450                 |
| Current portion of term loan  | 4,750,000                 | 4,512,500                 |
| Current portion of notes payable  | 3,318,522                 | 1,387,415                 |
| Current portion of operating lease liabilities  | 2,531,807                 | -                         |
| Current portion of finance lease liabilities  | 88,438                    | -                         |
| Other borrowings  | <u>1,129,259</u>          | <u>4,976,746</u>          |
| <br>Total current liabilities   | <br>42,725,343            | <br>33,553,448            |
| Long-term liabilities   |                           |                           |
| Line of credit  | 69,577,531                | 38,743,724                |
| Draw to credit loans  | 40,000,000                | 474,151                   |
| Term loan, net of current portion and deferred financing costs  | 84,323,895                | 88,598,955                |
| Notes payable, net of current portion   | 11,500,000                | 13,818,133                |
| Convertible notes payable   | 4,007,737                 | -                         |
| Operating lease liabilities, net of current portion   | 6,595,482                 | -                         |
| Finance lease liabilities, net of current portion   | 17,246,698                | -                         |
| Other long-term liabilities   | <u>6,120</u>              | <u>262,304</u>            |
| <br>Total liabilities   | <br><u>275,982,806</u>    | <br><u>175,450,715</u>    |
| Commitments and contingencies   |                           |                           |
| Stockholders' equity  |                           |                           |
| Series A Preferred stock, \$.001 par value, 800,000 shares authorized, 752,587 issued and outstanding | 752                       | 752                       |
| Series A Common stock, \$.001 par value, 250,000 shares authorized, 163,137 issued and outstanding    | 163                       | 163                       |
| Series B Preferred stock, \$.001 par value, 200,000 shares authorized, 10,700 issued and outstanding  | 10                        | 10                        |
| Series B Common stock, \$.001 par value, 50,000 shares authorized, 2,319 issued and outstanding       | 3                         | 3                         |
| Series C Common stock, \$.001 par value, 5,000 shares authorized, 1,313 issued and outstanding        | 1                         | 1                         |
| Additional paid-in capital  | 77,499,069                | 77,499,069                |
| Accumulated deficit   | <u>(36,694,224)</u>       | <u>(20,169,356)</u>       |
| <br>Total stockholders' equity  | <br><u>40,805,774</u>     | <br><u>57,330,642</u>     |
| <br>Total   | <br><u>\$ 316,788,580</u> | <br><u>\$ 232,781,357</u> |

See Notes to Consolidated Financial Statements.

**Coastal Waste & Recycling, Inc.**

**Consolidated Statements of Operations  
Years Ended December 31, 2022 and 2021**

|   | <u>2022</u>            | <u>2021</u>           |
|---|------------------------|-----------------------|
| Revenue                                       | <u>\$ 201,742,618</u>  | <u>\$ 118,539,876</u> |
| Operating expenses                            |                        |                       |
| Cost of operations                            | 132,751,715            | 75,381,383            |
| Selling, general and administrative           | 38,616,443             | 23,443,155            |
| Depreciation                                  | 20,834,604             | 9,961,862             |
| Amortization                                  | <u>11,334,255</u>      | <u>6,562,936</u>      |
| Total operating expenses                      | <u>203,537,017</u>     | <u>115,349,336</u>    |
| Income (loss) from operations                 | <u>(1,794,399)</u>     | <u>3,190,540</u>      |
| Other income (expense)                        |                        |                       |
| Acquisition related costs                     | (48,215)               | (957,324)             |
| Interest expense                              | (14,213,219)           | (5,143,107)           |
| Gain (loss) on sale of property and equipment | (469,860)              | 655,165               |
| Interest income                               | <u>825</u>             | <u>825</u>            |
| Total other expense                           | <u>(14,730,469)</u>    | <u>(5,444,441)</u>    |
| Loss before income taxes                      | (16,524,868)           | (2,253,901)           |
| Income tax benefit                            | <u>-</u>               | <u>907,510</u>        |
| Net loss                                      | <u>\$ (16,524,868)</u> | <u>\$ (1,346,391)</u> |

See Notes to Consolidated Financial Statements.



Coastal Waste & Recycling, Inc.

Consolidated Statements of Changes in Stockholders' Equity  
Years Ended December 31, 2022 and 2021

|                                       | Series A Preferred |               | Series A Common  |               | Series B Preferred |              | Series B Common  |             | Series C Common  |             | Additional paid-in capital | Accumulated deficit    | Total                |
|---------------------------------------|--------------------|---------------|------------------|---------------|--------------------|--------------|------------------|-------------|------------------|-------------|----------------------------|------------------------|----------------------|
|                                       | Number of shares   | Amount        | Number of shares | Amount        | Number of shares   | Amount       | Number of shares | Amount      | Number of shares | Amount      |                            |                        |                      |
| Balance, January 1, 2021              | 566,229            | \$ 566        | 127,052          | \$ 127        | 7,484              | \$ 7         | 1,679            | \$ 2        | -                | \$ -        | \$ 57,499,296              | \$ (18,822,965)        | \$ 38,677,033        |
| Issuance of Series A Preferred shares | 186,358            | 186           | -                | -             | -                  | -            | -                | -           | -                | -           | 18,635,568                 | -                      | 18,635,754           |
| Issuance of Series A Common shares    | -                  | -             | 36,085           | 36            | -                  | -            | -                | -           | -                | -           | 41,779                     | -                      | 41,815               |
| Issuance of Series B Preferred shares | -                  | -             | -                | -             | 3,216              | 3            | -                | -           | -                | -           | 321,706                    | -                      | 321,709              |
| Issuance of Series B Common shares    | -                  | -             | -                | -             | -                  | -            | 640              | 1           | -                | -           | 721                        | -                      | 722                  |
| Issuance of Series C Common shares    | -                  | -             | -                | -             | -                  | -            | -                | -           | 1,313            | 1           | 999,999                    | -                      | 1,000,000            |
| Net loss                              | -                  | -             | -                | -             | -                  | -            | -                | -           | -                | -           | -                          | (1,346,391)            | (1,346,391)          |
| Balance, December 31, 2021            | 752,587            | 752           | 163,137          | 163           | 10,700             | 10           | 2,319            | 3           | 1,313            | 1           | 77,499,069                 | (20,169,356)           | 57,330,642           |
| Net loss                              | -                  | -             | -                | -             | -                  | -            | -                | -           | -                | -           | -                          | (16,524,868)           | (16,524,868)         |
| Balance, December 31, 2022            | <u>\$ 752,587</u>  | <u>\$ 752</u> | <u>163,137</u>   | <u>\$ 163</u> | <u>10,700</u>      | <u>\$ 10</u> | <u>2,319</u>     | <u>\$ 3</u> | <u>1,313</u>     | <u>\$ 1</u> | <u>\$ 77,499,069</u>       | <u>\$ (36,694,224)</u> | <u>\$ 40,805,774</u> |

See Notes to Consolidated Financial Statements.

**Coastal Waste & Recycling, Inc.**

**Consolidated Statements of Cash Flows  
Years Ended December 31, 2022 and 2021**

|  | <u>2022</u>         | <u>2021</u>          |
|--|---------------------|----------------------|
| Cash flows from operating activities   |                     |                      |
| Net loss   | \$ (16,524,868)     | \$ (1,346,391)       |
| Adjustments to reconcile net loss to net cash provided by operating activities |                     |                      |
| Depreciation and amortization  | 31,336,048          | 16,524,798           |
| Amortization of finance lease right-of-use assets                              | 832,811             | -                    |
| Amortization of deferred financing costs                                       | 598,461             | 166,366              |
| Net changes in operating lease right-of-use assets and liabilities             | 165,904             | -                    |
| Deferred income taxes  | -                   | (907,510)            |
| Accrued interest on note receivable from officer                               | (825)               | (825)                |
| Accrued interest on convertible notes payable                                  | 7,737               | -                    |
| Accrued interest on finance lease liabilities                                  | 298,080             | -                    |
| Bad debt expense   | 90,128              | 105,424              |
| (Gain) loss on sale of property and equipment                                  | 469,860             | (655,165)            |
| Changes in operating assets and liabilities                                    |                     |                      |
| Accounts receivable  | (10,695,745)        | (10,456,712)         |
| Deferred commissions   | (292,691)           | (215,701)            |
| Prepaid expenses and other current assets                                      | 5,404,604           | 2,469,176            |
| Contract fulfillment costs   | (3,956,910)         | -                    |
| Deposits and other assets  | (253,513)           | (221,553)            |
| Accounts payable   | 405,595             | (363,909)            |
| Accrued expenses   | 6,086,313           | 3,953,062            |
| Deferred revenue   | 2,208,248           | 1,109,130            |
| Other long-term liabilities  | (41,400)            | 262,304              |
|  | <u>16,137,837</u>   | <u>10,422,494</u>    |
| Net cash provided by operating activities                                      |                     |                      |
| Cash flows from investing activities   |                     |                      |
| Acquisition of business, net of cash acquired                                  | (4,227,694)         | (71,833,485)         |
| Deposit on contract  | 4,227,694           | (4,227,694)          |
| Proceeds from sale of property and equipment                                   | 2,812,198           | 4,206,536            |
| Purchase of property and equipment   | <u>(79,544,818)</u> | <u>(35,249,113)</u>  |
|  | <u>(76,732,620)</u> | <u>(107,103,756)</u> |
| Net cash used in investing activities  |                     |                      |



**Coastal Waste & Recycling, Inc.**

**Consolidated Statements of Cash Flows  
Years Ended December 31, 2022 and 2021**

|  | 2022                 | 2021                |
|--|----------------------|---------------------|
| Cash flows from financing activities                               |                      |                     |
| Net advances (repayments) on line of credit                        | 30,833,807           | (17,018,475)        |
| Proceeds from draw to credit loans                                 | 39,525,849           | -                   |
| Proceeds from issuance of Preferred stock                          | -                    | 18,957,463          |
| Proceeds from issuance of Common stock                             | -                    | 1,042,537           |
| Proceeds from term loan  | 2,375,000            | 95,000,000          |
| Repayment of term loan   | (6,887,500)          | -                   |
| Proceeds from related party bridge notes                           | -                    | 21,000,000          |
| Repayment of related party bridge notes                            | -                    | (21,000,000)        |
| Principal payments on finance leases                               | (73,813)             | -                   |
| Proceeds from convertible notes payable                            | 4,000,000            | -                   |
| Payment on notes payable   | (387,026)            | (451,967)           |
| Payment on other borrowings  | (7,544,281)          | (405,741)           |
| Deferred financing costs   | (268,168)            | (1,900,887)         |
| Change in cash overdrafts  | (1,030,349)          | 1,139,430           |
|  | <u>60,543,519</u>    | <u>96,362,360</u>   |
| Net cash provided by financing activities                          | <u>60,543,519</u>    | <u>96,362,360</u>   |
| Net decrease in cash and restricted cash                           | (51,264)             | (318,902)           |
| Cash and restricted cash, beginning                                | <u>274,044</u>       | <u>592,946</u>      |
| Cash and restricted cash, end                                      | <u>\$ 222,780</u>    | <u>\$ 274,044</u>   |
| Supplemental disclosures of cash flow data                         |                      |                     |
| Interest paid  | <u>\$ 12,318,959</u> | <u>\$ 5,008,096</u> |
| Taxes paid   | <u>\$ -</u>          | <u>\$ -</u>         |
| Noncash investing and financing activities                         |                      |                     |
| Purchase accounting adjustment of goodwill and accounts receivable | <u>\$ 261,535</u>    | <u>\$ -</u>         |
| Purchase accounting adjustment of goodwill and accounts payable    | <u>\$ 374,501</u>    | <u>\$ 279,188</u>   |
| Prepaid insurance financed through loan payable                    | <u>\$ 3,696,794</u>  | <u>\$ 5,382,487</u> |
| Seller note for acquisition of business                            | <u>\$ -</u>          | <u>\$ 8,000,000</u> |
| Property and equipment financed through notes payable              | <u>\$ -</u>          | <u>\$ 266,926</u>   |

See Notes to Consolidated Financial Statements.





# 12 Forms

COOPER'S POINTE





## **Addendum #1 - CLARIFICATIONS**

(Issued Friday, October 13, 2023)

### RFP 2023-2-PW, Solid Waste Removal Services

*This addendum is issued to make the following change(s)/correction(s)/clarification(s) to:*

*Question 1: Is C&D exclusive to this contract?*

Answer 1: Yes, it is exclusive.

*Question 2: Section 3.19, "Contractor Performance Reviews," can we receive details on the outline, methods, and metrics that will be used to evaluate the contractor's performance?*

Answer 2: Please see Section 3.19.

*Question 3: What is the projected growth for the city in terms of:*

- *Single-family homes*
- *Multi-family buildings*
- *Commercial developments*

Answer 3: Anticipated development in Cooper City is not expected to see substantial growth in the foreseeable future.

*Question 4: Is the hauler required to replace all existing carts with new carts at the start of the contract?*

Answer 4: No.

*Question 5: Can city provide current residential rates?*

Answer 5: The current residential rate per single family unit charged by current provider is \$33.81, including disposal.

*Question 6: Can city provide a past utility bill showing the current residential rate?*

Answer 6: No.

*Question 7: Under Section 5.6.11 Education Services, the section references the ability of the City to award a separate contract for bulk Services. Will the City accept a proposal in response to the RFP for the collection of bulk and yard waste ONLY as referenced in the aforementioned section, so long as all other provisions required in the RFP are satisfied?*

Answer 7: **1.9.1 Award of Contract**

A Contract (the “Agreement”) may be awarded by the City Commission. The City reserves the right to execute or not execute, as applicable, a contract with the Proposer(s) that is determined to be in the City’s best interests. The City reserves the right to award a contract to more than one Proposer, at the sole and absolute discretion of the City. City will consider awarding Residential Bulk Services to separate proposer. Should the City award a separate contract for Bulk Services, the Contractor awarded the remaining Residential, Commercial and Rolloff Services shall be considered the Primary Contractor.

---

*Question 8: How many pricing forms need to be submitted and should they all be in sealed envelope?*

Answer 8: THE PRICING SHEET MUST BE SUBMITTED IN A SEPARATE, SEALED ENVELOPE MARKED “SEALED PRICING SHEET FOR “RFP 2023-2-PW ,Solid Waste Removal Services”. Please include a sealed pricing form for each submittal.

---

*Question 9: Does every proposal hard copy and digital copy require a sealed cost envelope?*

Answer 9: See above response.

---

*Question 10: Is there a bid bond form?*

Answer 10: See attachment T (Bond Form(s)).

---

*Question 11: Referencing 5.3 Definitions, Section 5.3.1.6. Would landscaper-generated bulk fall within the guidelines given by this clause?*

Answer 11: Any yard waste materials generated from a property, and placed to the curb, are eligible for service as long as it is within the CY (cubic yard) limitation.

---

*Question 12: Is the contractor required to provide all new carts at commencement of the contract. If so, who retains ownership of the carts at its conclusion?*

Answer 12: Please refer to section 5.6.2.

---

*Question 13: Please confirm annual bond form will be allowed to be used based on the language in the RFP the bond where it does reference annual form is allowed with annual documentation (continuation certificate) OR if the bond form included in the RFP will just be written for one-year?*

Answer 13: Please refer to Section 4.4 Bonds

---

*Question 14: Is the City going to offer a virtual option to attend this mornings pre-bid meeting for the above referenced bid. If so, please provide the link.*

Answer 14: Pre-bid meeting has passed.



---

*Question 15: Given the concerns over long-term cost stability and the aim for accurate adjustments reflective of economic changes, would the City of Cooper consider adopting a standard CPI table using Series Id: CUSR0000SEHG02 as a basis for pricing adjustments, rather than maintaining a fixed pricing mechanism?*

Answer 15: No.

---

*Question 16: Pg 18 3.30.3 Considering the significant capital investment required for the execution of this contract, would the City of Cooper be open to revisiting and potentially removing the 'Termination for Convenience' clause to ensure stability and financial assurance for both parties involved?*

Answer 16: No.

---

*Question 17: page 7 - 1.9.7 Will the City Consider a mutual consent clause AND negotiated terms?*

Answer 17: No.

---

*Question 18: Page 8 P-Card, will the City Consider an ACH form of payment? If not, pricing will need to cover our fees.*

Answer 18: Please refer to Section 1.10.

---

*Question 19: Pg 13. Scope of service Given the substantial financial investment involved, estimated in millions of dollars, and recognizing that most, if not all, industry leaders would hesitate to participate if they lacked confidence in their ability to perform, would the City of Cooper consider eliminating Section 3.17, the Service Test Period?*

Answer 19: No

---

*Question 20: Pg. 7 sect 1.9.3 please clarify the city's intent on this section?*

Answer 20: Section 1.9.3 The City reserves the right to reject all bids or any portion of any bid the City deems necessary for the best interest of the City, to accept any item or group of items unless qualified by the Bidder, to acquire additional quantities at prices quoted on the Bid Form unless additional quantities are not acceptable, in which case the Bid Form must be noted "BID IS FOR SPECIFIED QUANTITY ONLY." All awards made as a result of this bid shall conform to applicable Florida Statutes and the City Code.

---

*Question 21: Pg. 14 Can the City Clarify the intent on pg. 14, regarding the non-exclusive clause?*

Answer 21: Proposer agrees and understands that the contract shall not be construed as an exclusive arrangement and further agrees that the City may, at any time, secure similar or identical services from another vendor at the City's sole option.

---

*Question 22: What is the Current residential collection per unit rate without any disposal cost or franchise fee cost?*

Answer 22: \$23.57

---

*Question 23: Pg 10. Estimated Quantities, Is the Cities Intent to have Bulk Services awarded separately, recycling separately? Solid waste Separately?*

Answer 23: See response to Question 7.

---

*Question 24: Pg 13. Are contractor performance reviews conducted monthly, quarterly, or annually? Alternatively, is the aim to evaluate performance primarily for a potential renewal option after the 7-year period?*

Answer 24: Likely perform the initial review in the first 6 months, and annually thereafter.

---

*Question 25: Pg 14 please clarify 3.22 Non-exclusive? Please clarify this section.*

Answer 25: See response to Question 21.

---

*Question 26: Pg 34 Will the city Consider providing the house count monthly?*

Answer 26: No.

---

*Question 27: Pg.66 Damage to Property Will the City consider adding provisions to ensure that a company cannot be held responsible for damages or neglect that they did not directly cause?*

Answer 27: Please provide language for the city to consider.

---

*Question 28: Pg. 66 admin charges, Does the City maintain historical records of the administrative charges levied?*

Answer 28: No.

---

*Question 29: Pg 66 Based on Section 5.15, which suggests administrative charges for mixing yard waste with MSW, can infer that the City mandates the use of dedicated vehicles exclusively for the collection of yard waste carts. Is this the case?*

Answer 29: No.

---

*Question 30: Section 5.18 indicates that the franchise fee and the 3% admin cost should not be added as line items on the City's invoice but should instead be addressed with a separate check. However, there appears to be an inconsistency in the subsequent examples. To clarify, does the City prefer a distinct check specifically for these fees?*

Answer 30: Yes.

---

*Question 31: Section 1.9.7 mentions a 180-day extension at the existing rates, whereas Section 5.20 post-contractual obligations hint at a duration not exceeding 12 months. This suggests that the city could potentially secure a full year of services without revisiting the rate discussions. Could the City please provide clarity and ensure consistency regarding the maximum duration for which services can be extended at the agreed-upon rates?*

Answer 31: Section 5.20 POST CONTRACTUAL OBLIGATIONS has been revised:

In the event of a termination, for any reason, or the expiration of the Renewal Term or any subsequent term, the Contractor shall continue to coordinate and work with the City during any transition to a subsequent vendor and ensure that there is no interruption in the services provided by the Original Agreement and any subsequent amendments, at the current rates, on a month-to-month basis not to exceed ~~12 months~~ until the City establishes a new contract for services.



To the following information:

Section 5.20 POST CONTRACTUAL OBLIGATIONS

In the event of a termination, for any reason, or the expiration of the Renewal Term or any subsequent term, the Contractor shall continue to coordinate and work with the City during any transition to a subsequent vendor and ensure that there is no interruption in the services provided by the Original Agreement and any subsequent amendments, at the current rates, on a month-to-month basis not to exceed 180 days until the City establishes a new contract for services.

**Acknowledgment of Addendum #1**

*Bidders hereby acknowledges that he/she has received and understands the information contained in this Addendum. Bidders further acknowledges that this page **MUST** be signed and returned with its Bid, along with any revised Bid Forms, if applicable.*

Acknowledged by:   
Print Name: Brendon Pantano

Company: Coastal Waste & Recycling, Inc.  
Date: October 19, 2023



## **Addendum #2 - CLARIFICATIONS**

(Issued Friday, October 20, 2023)

### RFP 2023-2-PW, Solid Waste Removal Services

*This addendum is issued to make the following change(s)/correction(s)/clarification(s) to:*

*Question 1: I am working on the Solid Waste Removal Services RFP and noticed that there are Performance Bond Forms but not Proposal or Bid Bond Forms? Are there any bid bond forms?*

Answer 1: Please note that while the City does not provide a specific bid bond form, proposers may obtain a bid bond form from their respective surety providers. Section 4.4.2 outlines the bid bond requirements and any necessary information regarding bid bond submission.

*Question 2: Section 3.21 – Would the City agree to add the following language: “Provided, however, the Proposer has no obligation to indemnify the City for its own negligent or wrongful conduct.”*

Answer 2: No.

*Question 3: Section 3.23 – Would the City agree to add pandemics and storms to the list of Force Majeure events?*

Answer 3: No.

*Question 4: Would the City agree to make any termination for convenience rights in the agreement mutual as to both parties?*

Answer 4: No.

*Question 5: Section 3.35(d) – Would the City add “upon request of the City” before “shall be delivered”?*

Answer 5: No.

*Question 6: Section 5.5.7 – Would the City change “may” to “shall” be eligible for additional compensation?*

Answer 6: No.



*Question 7: Article 3.1 Draft Agreement – Can “of both parties” be added after “consent and agreement”?*

Answer 7: Specimen Agreement, Article 3.1 has been revised:

**ARTICLE 3  
TERM AND TERMINATION**

3.1 The term of this Agreement shall be for seven (7) years, commencing on \_\_\_\_\_ and terminating on \_\_\_\_\_. This Agreement may be renewed for up to one (1) additional seven (7) year terms, subject to the written consent and agreement.

To the following information:

3.1 The term of this Agreement shall be for seven (7) years, commencing on \_\_\_\_\_ and terminating on \_\_\_\_\_. This Agreement may be renewed for up to one (1) additional seven (7) year terms, subject to the written consent and agreement of both parties.

---

*Question 8: Article 10.1.4 of Draft Agreement – Can “and upon request of City” be added after “Upon completion of the contract”?*

Answer 8: Please revisit Article 10.1.4 in the Specimen Agreement, more particularly the second sentence.

---

*Question 9: Article 7.1.4 of Draft Agreement – Please confirm this section can be removed as Professional liability insurance is not applicable and not required.*

Answer 9: Specimen Agreement, Article 7.1.4 has been revised:

7.1.4 Professional Liability/Errors & Omissions Insurance, when applicable, with a limit of liability no less than \$1,000,000 per wrongful act. This coverage shall be maintained for a period of no less than two (2) years after final payment of the contract.

To the following information:

~~7.1.4 Professional Liability/Errors & Omissions Insurance, when applicable, with a limit of liability no less than \$1,000,000 per wrongful act. This coverage shall be maintained for a period of no less than two (2) years after final payment of the contract.~~

---

*Question 10: Would the City consider amending provision 3.30.3 to read “at least one hundred and eighty (180) days prior to the effective date of such cancellation.”*

Answer 10: Section Article 3.30.3 has been revised:

**3.30.3 Termination for Convenience**

The City reserves the right, in its best interest as determined by the City, to cancel this Agreement for convenience by giving written notice to the Contractor at least ~~thirty (30)~~ days prior to the effective date of such cancellation. In the event this Agreement is terminated for convenience, Contractor shall be paid for any services performed to the City’s satisfaction pursuant to the Agreement through the termination date specified in the written notice of termination. Contractor acknowledges and agrees that it has received good, valuable, and sufficient consideration from City, the receipt and adequacy of which are hereby acknowledged by Contractor, for City’s right to terminate this Agreement for convenience.

To the following information:

The City reserves the right, in its best interest as determined by the City, to cancel this Agreement for convenience by giving written notice to the Contractor at least ninety (90) days prior to the effective date of such cancellation. In the event this Agreement is terminated for convenience, Contractor shall be paid for any services performed to the City’s satisfaction pursuant to the Agreement through the termination date specified in the written notice of termination. Contractor acknowledges and agrees that it has received

good, valuable, and sufficient consideration from City, the receipt and adequacy of which are hereby acknowledged by Contractor, for City's right to terminate this Agreement for convenience.

---

*Question 11: Regarding section 5.7.1.j on page 52, can the City confirm if submitting a monthly report would be an acceptable alternative for meeting the requirements instead of the mandated 5-business-day service change communication window?*

Answer 11: Please refer to Section 5.7.1(J).

---

*Question 12: In reference to section 5.7.1.m on page 53, is the City open to removing the bolded text (from 'Regulation by Cooper City' to 'Contractor's rates')? If not, would the City permit the contractor to disseminate this information to customers via email or an additional page separate from the terms of the agreement?*

Answer 12: No, "Regulation by Cooper City" will not be removed. Yes, the City will permit the contractor to disseminate this information electronically, via email or as an additional page added to the agreement.

---

*Question 13: In the past 12 months, City Facilities have generated 55 pulls with 395 tons. Does the City anticipate this volume to remain consistent in the coming years?*

Answer 13: Please refer to Section 3.5 Estimated Quantities.

---

*Question 14: Can the City confirm the facility where the recycling materials are required to be delivered?*

Answer 14: Cooper City has a Recyclables Processing Agreement with WM that directs volumes to 2380 College Avenue in Davie. WM has the right to direct materials to any of its 3 facilities in Broward County including Reuters Pembroke Pines and it's Sun facility in Deerfield Beach. See excerpt below:

**5. SERVICE:**

Customer shall have the option to deliver Recyclables, at Customer's expense, to 2380 College Avenue Davie FL ("Facility") during the Facilities operating hours, Monday through Saturday, excluding holidays specified by the Facility. All Recyclables must be delivered in self-dumping trucks and will be weighed in and out by Company at the Facility. Company retains the right to direct deliveries to one of the Company's other facilities in Broward County for operational reasons in its sole discretion.

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*Question 15: Can the City confirm whether the price to be entered on the Cost Proposal Sheet for the residential rate should be the monthly rate per home, INCLUDING Franchise and Administrative Fees?*

Answer 15: Yes.

---

*Question 16: On the Cost Proposal Sheet, can the City confirm whether the 'Monthly Collection Fee Rate' for Commercial Waste in a 96-gallon container pertains to a service provided once per week? If not, could the City specify the figure that should be entered in the 'Monthly Collection Fee' field?*

Answer 16: Yes.

---

*Question 17: Is it the City's intent to change how the hauler is compensated for collection service of the 641 multifamily units currently serviced by frontload from a per-yard rate to a curbside residential per-unit rate?*

Answer 17: Yes.

---

*Question 18: Can the City clarify how the hauler will be compensated for the disposal of waste from the 641 multifamily units*



*currently serviced by front-load containers, given that the curbside per unit residential rate excludes disposal fees?*

Answer 18: Hauler should include any and all costs related to this service in their residential per-unit collection rate.

---

*Question 19: Section 1.9.1 AWARD OF CONTRACT*

*Is the proposer required to submit pricing for all options regarding the bulk services in order to be responsible and responsive?*

Answer 19: No, please refer to Section 1.9.1(1).

---

**Acknowledgment of Addendum #2**

*Bidders hereby acknowledges that he/she has received and understands the information contained in this Addendum. Bidders further acknowledges that this page **MUST** be signed and returned with its Bid, along with any revised Bid Forms, if applicable.*

*Acknowledged by:*



*Print Name:*

Brendon Pantano

*Company:*

Coastal Waste & Recycling, Inc.

*Date:*

10/20/2023

ATTACHMENT A  
(Page 1 of 6)

# City of Cooper City, Florida

## PROPOSAL FORMS

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# Solid Waste Removal Services

## RFP 2023-2-PW

Proposal Due: Monday, October 23, 2023

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For Information Contact:

The Purchasing Division  
[Purchasing@cooperCity.gov](mailto:Purchasing@cooperCity.gov)

Release Date: Friday, September 29, 2023

Submitted by: Coastal Waste & Recycling, Inc.  
(Company name)

**ATTACHMENT A**

*(Page 2 of 6)*

**Project:** Solid Waste Removal Services  
**Contract Identification:** RFP 2023-2-PW  
**Bids submitted to:** Office of the City Clerk  
City of Cooper City  
9090 SW 50 Place  
Cooper City, Florida, 33328

1. The undersigned PROPOSER proposes and agrees, if this Bid/Proposal is accepted, to enter into an agreement with City in the form included in the contract documents to perform and furnish all work as specified or indicated in the contract documents for the contract price and within the contract time indicated in this Bid/Proposal and in accordance with the other terms and conditions of the contract documents.
2. Proposer accepts all of the terms and conditions of the advertisement of Request for Proposal and Instruction to Proposers including, without limitation, those dealing with the Bid/Proposal requirements. This Bid/Proposal will remain in full force for one hundred and twenty (120) days from the date of the Bid/Proposal opening. Proposer will sign and submit an agreement with the Bonds and other documents required by the Bidding Requirements within fifteen days after the City's notice of award.
3. In submitting this Bid/Proposal, Proposer represents, as more fully set forth in the Agreement that:
  - a. Proposer has examined copies of all plans, and bidding documents, contract specifications and instruction to proposers.
  - b. Proposer has familiarized itself with the nature and extent of the Contract Documents, work site, locality, local conditions and the laws and regulations that in any manner may affect the cost, progress, performance or furnishing of the work.
  - c. Proposer has studied carefully all reports and drawings of the project and the physical conditions of the project site areas and accepts the extent of the technical data contained in such reports and drawings upon which Proposer is entitled to rely.
  - d. Proposer has correlated the results of his/her studies and reviews, observations, investigations, explorations, tests, and studies with the terms and conditions of the contract documents.
  - e. Proposer has given City written notice of all conflicts, errors or discrepancies that is has discovered in these documents and the written resolution thereof by City is acceptable to Proposer.
  - f. This Bid/Proposal is genuine and not made in the interest of or on behalf of any undisclosed person, firm or corporate and is not submitted in conformity with any agreement or rules of any group, association, organization or corporation; Proposer has not directly or indirectly induced or solicited any other Proposer to submit a false Bid, and Proposer has not sought by collusion to obtain for itself any advantage over any other Proposer or the City.
4. Bid/Proposal Copies  
ONE (1) ORIGINAL (UNBOUND) COPY, THREE (3) BOUND PHOTOCOPIES and FIVE (5) ELECTRONIC COPY (Flash Drives) of the Proposal should be submitted to the City of Cooper City, City Hall, 9090 SW 50<sup>th</sup> Place, Cooper City, Florida 33328, to the attention of the Office of the City Clerk.
5. Addenda, Additional Information-Contact Purchasing Division  
Any addenda or answers to written questions supplied by the City to participating Proposers become part of this Request for Proposal and the resulting contract. The Bid Form shall be signed by an authorized company representative dated and returned with the proposal Bid.



**ATTACHMENT A**

*(Page 3 of 6)*

No negotiations, decisions or actions shall be initiated or executed by the Proposer as result of any discussions with any City employee. Only those communications which are in writing from the City may be considered as a duly authorized expression. Also, only communications from proposer that are signed and in writing will be recognized by the City as duly authorized expressions on behalf of the proposer.

Specific questions related to the Scope of Services requested shall be directed in writing to the City of Cooper City - Purchasing Division. Questions must be emailed to [Purchasing@cooperCity.gov](mailto:Purchasing@cooperCity.gov), who may respond in kind with copies to all Proposers. **The deadline for submission of questions is Tuesday, October 17, 2023 at 3:00 PM (EST).**

The successful proposer shall be required to execute a City contract covering the scope of services to be provided and setting forth the duties, rights and responsibilities of the parties. This contract must be executed by the successful proposer prior to recommendation of award and presentation to the City Commission.

6. Checklist of documents to be included in submittal.

|   |  |
|---|--|
| x | Proposal Form (Completed and Signed)                               |
| x | Transmittal Letter   |
| x | Reference Form   |
| x | Public Entity Crimes (PEC) Form                                    |
| x | ADA Affidavit  |
| x | Business Entity Affidavit  |
| x | Bidder's Foreign (Non-Florida) Corporate Statement (If applicable) |
| x | W-9, Request for Taxpayer Identification Number                    |
| x | Proof of Workers Compensation Insurance or Exemption               |
| x | Proof of Liability Insurance                                       |
| x | Ownership Disclosure Affidavit                                     |
| x | Drug-Free Workplace Certificate                                    |
| x | Employee Background Verification Affidavit                         |
| x | Scrutinized Companies Affidavit                                    |
| x | Non-Conflict of Interest Statement                                 |
| x | E-Verify Form  |
| x | City Facilities  |
| x | City Map(s)  |
| x | Schedule(s)  |
| x | Bond Form(s)   |

**ATTACHMENT A**

(Page 4 of 6)

**TRANSMITTAL LETTER**

I, Matthew Cowan, a resident of Palm Beach in the State of Florida, DO HEREBY CERTIFY that I am the Clerk/Secretary of Coastal Waste & Recycling, Inc., a corporation duly organized and existing under and by virtue of the laws of the State of Florida; that I have custody of the records of the corporation; and that as of the date of this certification, Brendon Pantano holds the title of CEO of the corporation, and is authorized to execute and deliver in the name and on behalf of the corporation the Proposal submitted by the corporation in response to the Request for Proposals for Solid Waste Removal Services (“the RFP”) issued by the City of Cooper City (“the City”) on Friday, September 29, 2023, as amended; and all documents, letters, certificates and other instruments which have been executed by such officer on behalf of the corporation in connection therewith.

IN WITNESS WHEREOF, I have hereunto set my hand and affixed the corporate seal of the corporation this 18 day of October, 2023.

(Affix Seal Here)



Clerk/Secretary

**Note:**

- Separate certifications shall be submitted if more than one corporate officer has executed documents as part of the Proposal.
- Proposers shall make appropriate conforming modifications to this Certificate in the event that the signatory's address is outside of the United States.

**ATTACHMENT A**

*(Page 5 of 6)*

**Bidder's Contact Information**

Name of Company: Coastal Waste & Recycling, inc.

Address: 2481 SW 2nd Ave.

Boca Raton, FL 33431

Type of Business solid waste and recycling service provier

Company's Website: www.coastalwasteinc.com

Authorized Signatory Contact: Brendon Pantano

Title: CEO

Tel: 954-947-4000 Mobile: \_\_\_\_\_

Email Address (Required): bpantano@coastalwasteinc.com

Primary Contact: John Casagrade

Title: Vice President

Tel: 954-947-4000 Mobile: 954-444-7457

Email Address (Required): jasagrade@coastalwasteinc.com

Additional Contact & Title: Trevor Black, Area Manager

Tel: 954-947-4000 Mobile: 315-406-1957

Email Address (Required): tblack@coastalwasteinc.com

Remit to Address: 2481 NW 2nd Ave.,Boca Raton, FL 33341

Remit to Contact: Name: John Casagrade Tel: 954-947-4000

Remit to Email: jasagrade@coastalwasteinc.com



**ATTACHMENT A**

(Page 6 of 6)

**COST PROPOSAL SHEET  
FOR  
Solid Waste Removal Services  
MUST BE SUBMITTED IN A SEPARATE, SEALED ENVELOPE**

**Notes:**

- 1. Unit prices shall be shown and where there is an error in extension of prices, the unit price shall govern.
- 2. Alternate proposals will not be considered unless authorized in the RFP document.

STATE: **FLORIDA**  
 COUNTY: Palm Beach

Sworn to (or affirmed) and subscribed before me this 18 day of  
 October, 2023 by: Brendon Pantano

*Name of person making statement*

*Signature of Notary Public - State of Florida*  
Eileen Damaso  
*Name of Notary Typed, Printed, or Stamped*

Personally Known  OR Produced Identification \_\_\_\_\_  
 Type of Identification Produced \_\_\_\_\_

**ATTACHMENT B  
REFERENCES**

All references shall be from entities/companies regularly engaged in the business of providing the goods and/or services as described in this solicitation. **CITY OF COOPER CITY STAFF SHALL NOT BE USED AS A CLIENT REFERENCE.**

1. ENTITY/COMPANY NAME: City of Pompano Beach  
ADDRESS: 1190 NE 3rd Ave., Pompano Beach, FL 33060  
CONTACT NAME & TITTLE: Russell Ketchem, Solid Waste Services Director  
TELEPHONE: (954) 786-5516  
**E-MAIL (REQUIRED):** russell.ketchem@copbfl.com  
CONTRACT PERIOD: FROM: 10/1/2022 TO: 9/30/2027 + two 10 year renewal option

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2. ENTITY/COMPANY NAME: Town of Davie  
ADDRESS: 8800 SW 36th Street, Davie, FL 33328  
CONTACT NAME & TITTLE: Phillip Holste, Assistant Town Manager  
TELEPHONE: (954) 797 -1041  
**E-MAIL (REQUIRED):** pholste@davie.fl.gov  
CONTRACT PERIOD: FROM: 6/1/2021 TO: 12/31/30 + three 5 year renewal option

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3. ENTITY/COMPANY NAME: City of Fort Lauderdale  
ADDRESS: 949 NW 38th St., Fort Lauderdale, FL 33309  
CONTACT NAME & TITTLE: Melissa Doyle, Program Manager  
TELEPHONE: (954) 828-6111  
**E-MAIL (REQUIRED):** mdoyle@fortlauderdale.gov  
CONTRACT PERIOD: FROM: 12/1/2020 TO: 9/30/2023

**This page shall be completed IN FULL and submitted with your bid/proposal.**

**ATTACHMENT C**  
(Page 1 of 2)

**SWORN STATEMENT PURSUANT TO SECTION 287.133 (3) (a),  
FLORIDA STATUTES, ON PUBLIC ENTITY CRIMES**

THIS FORM MUST BE SIGNED AND SWORN TO IN THE PRESENCE OF A NOTARY PUBLIC OR OTHER OFFICIAL AUTHORIZED TO ADMINISTER OATHS.

1. This sworn statement is submitted to the CITY OF COOPER CITY, FLORIDA

by: Brendon Pantano  
*(print individual's name and title)*

for: Coastal Waste & Recycling, Inc.  
*(print name of entity submitting sworn statement)*

whose business address is: 2481 NW 2nd Ave., Boca Raton, FL 33341

and (if applicable) its Federal Employer Identification Number (FEIN) is: 82-2069658

*(If the entity has no FEIN, include the Social Security Number of the individual signing this sworn statement: \_\_\_\_\_ - \_\_\_\_\_ - \_\_\_\_\_).*

2. I understand that a “public entity crime” as defined in Paragraph 287.133(1)(g), Florida Statutes, means a violation of any state or federal law by a person with respect to and directly related to the transaction of business with any public entity or with an agency or political subdivision of any other state or of the United States, including but not limited to, any bid or contract for goods or services to be provided to any public entity or an agency or political subdivision of any other state or of the United States and involving antitrust, fraud, theft, bribery, collusion, racketeering, conspiracy, or material misrepresentations.

3. I understand that “convicted” or “conviction” as defined in Paragraph 287.133(1)(b), Florida Statutes, means a finding of guilt or a conviction of a public entity crime, with or without an adjudication of guilt, in any federal or state trial court of record relating to charges brought by indictment or information after July 1, 1989, as a result of a jury verdict, non-jury trial, or entry of a plea of guilty or nolo contendere.

4. I understand that an “affiliate” as defined in Paragraph 287.133(1)(a), Florida Statutes, means:

- a) A predecessor or successor of a person convicted of a public entity crime; or
- b) An entity under the control of any natural person who is active in the management of the entity and who has been convicted of a public entity crime. The term “affiliate” includes those officers, directors, executives, partners, shareholders, employees, members, and agents who are active in the management of an affiliate. The ownership by one person of shares constituting a controlling interest in another person, or a pooling of equipment or income among persons when not for fair market value under an arm’s length agreement, shall be a prima facie case that one person controls another person. A person who knowingly enters into a joint venture with a person who has been convicted of a public entity crime in Florida during the preceding 36 months shall be considered an affiliate.

5. I understand that a “person” as defined in Paragraph 287.133(1)(e), Florida Statutes, means any natural person or entity organized under the laws of any state or of the United States with the legal power to enter into a binding contract and which bids or applies to bid on contracts for the provision of goods or services let by a public entity, or which otherwise transacts or applies to transact business with a public entity. The term “person” includes those officers,



**ATTACHMENT C**

(Page 2 of 2) directors, executives, partners, shareholders, employees, members, and agents who are active in management of an entity.

6. Based on information and belief, the statement that I have marked below is true in relation to the entity submitting this sworn statement. (Indicate which statement applies).

Neither the entity submitting this sworn statement, nor any officers, directors, executives, partners, shareholders, employees, members, or agents who are active in the management of the entity, not any affiliate of the entity, has been charged with and convicted of a public entity crime subsequent to July 1, 1989.

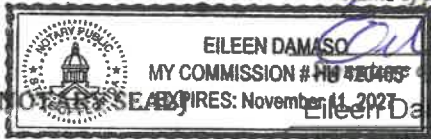
This entity submitting this sworn statement, or one or more of its officers, directors, executives, partners, shareholders, employees, members, or agents who are active in the management of the entity, or an affiliate of the entity has been charged with and convicted of a public entity crime subsequent to July 1, 1989.

The entity submitting this sworn statement, or one or more of its officers, directors, executives, partners, shareholders, employees, members, or agents who are active in the management of the entity, or an affiliate of the entity has been charged with and convicted of a public entity crime subsequent to July 1, 1989. However, there has been a subsequent proceeding before a Hearing Officer of the State of Florida, Division of Administrative Hearings and the Final Order entered by the Hearing Officer determined that it was not in the public interest to place the entity submitting this sworn statement on the convicted vendor list. (attach a copy of the final order).

I UNDERSTAND THAT THE SUBMISSION OF THIS FORM TO THE CONTRACTING OFFICER FOR THE PUBLIC ENTITY IDENTIFIED IN PARAGRAPH 1 ABOVE IS FOR THAT PUBLIC ENTITY ONLY AND THAT THIS FORM IS VALID THROUGH DECEMBER 31 OF THE CALENDAR YEAR IN WHICH IT IS FILED. I ALSO UNDERSTAND THAT I AM REQUIRED TO INFORM THE PUBLIC ENTITY PRIOR TO ENTERING INTO A CONTRACT IN EXCESS OF THE THRESHOLD AMOUNT PROVIDED IN SECTION 287.017, FLORIDA STATUTES FOR CATEGORY TWO OF ANY CHANGE IN THE INFORMATION CONTAINED IN THIS FORM.

STATE: **FLORIDA**  
COUNTY: Palm Beach

Sworn to (or affirmed) and subscribed before me this 18 day of  
October 2023, by: Brendon Pantano  
*Name of person making statement*



*Eileen Damaso*  
EILEEN DAMASO  
MY COMMISSION # 11042485 of Notary Public - State of Florida  
Eileen Damaso  
*Name of Notary Typed, Printed, or Stamped*

Personally Known  OR Produced Identification

Type of Identification Produced \_\_\_\_\_

*BRO*  
Signature

**ATTACHMENT D**

**AMERICANS WITH DISABILITIES ACT (ADA)  
DISABILITY NONDISCRIMINATION STATEMENT**

THIS FORM MUST BE SIGNED AND SWORN TO IN THE PRESENCE OF A NOTARY PUBLIC OR OTHER OFFICIAL AUTHORIZED TO ADMINISTER OATHS.

This sworn statement is submitted to the CITY OF COOPER CITY, FLORIDA

by: Brendon Pantano  
*(print individual's name and title)*

for: Coastal Waste & Recycling, Inc.  
*(print name of entity submitting sworn statement)*

whose business address is: 2481 NW 2nd Ave., Boca Raton, FL 33341

and (if applicable) its Federal Employer Identification Number (FEIN) is: 82-2069658  
*(If the entity has no FEIN, include the Social Security Number of the individual signing this sworn statement: \_\_\_\_\_ - \_\_\_\_\_ - \_\_\_\_\_.)*


I, being duly first sworn state:

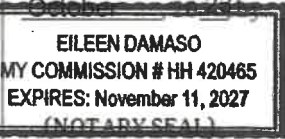
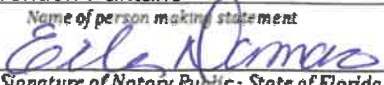
That the above named firm, corporation or organization is in compliance with and agreed to continue to comply with, and assure that any subcontractor, or third party contractor under this project complies with all applicable requirements of the laws listed below including, but not limited to, those provisions pertaining to employment, provision of programs and services, transportation, communications, access to facilities, renovations, and new construction.

The American with Disabilities Act of 1990 (ADA), Pub. L. 101-336, 104 Stat 327, 42 USC 1210112213 and 47 USC Sections 225 and 661 including Title I, Employment; Title II, Public Services; Title III, Public Accommodations and Services Operated by Private entities; Title IV, Telecommunications; and Title V, Miscellaneous Provisions.

The Florida Americans with Disabilities Accessibility Implementation Act of 1993, Section 553.501-553.513, Florida Statutes:

The Rehabilitation Act of 1973, 229 USC Section 794;  
The Federal Transit Act, as amended 49 USC Section 1612;  
The Fair Housing Act as amended 42 USC Section 3601-3631.

  
Signature

|   |
|---|
| STATE: <b>FLORIDA</b>   |
| COUNTY: <u>Palm Beach</u>   |
| Sworn to (or affirmed) and subscribed before me this <u>18</u> day of <u>October</u> , <u>2023</u> , <u>Brendon Pantano</u><br><i>Name of person making statement</i> |
|    |
| <u></u><br><i>Signature of Notary Public - State of Florida</i>                  |
| <u>Eileen Damaso</u><br><i>Name of Notary Typed, Printed, or Stamped</i>  |
| Personally Known <input checked="" type="checkbox"/> OR Produced Identification <input type="checkbox"/>  |
| Type of Identification Produced _____   |

**ATTACHMENT E**

**BUSINESS ENTITY AFFIDAVIT**

I, Brendon Pantano, being first duly sworn state:

The full legal name and business address of the person(s) or entity proposing to contract or transact business with the City of Cooper City ("City") are (Post Office addresses are not acceptable), as follows:

82-2069658

Federal Employer Identification Number (FEIN) (If none, Social Security Number)

Coastal Waste & Recycling, Inc.

Name of Entity, Individual, Partners or Corporation

Doing Business As (If same as above, leave blank)

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

Street Address City State

Delaware, August 18, 2017

State and Date of Incorporation:

Signature of Affiant

October 18, 2023

Date

Brendon Pantano

Print Name

October 18, 2023

Date

STATE: **FLORIDA**  
COUNTY: Palm Beach

Sworn to (or affirmed) and subscribed before me this 18 day of October, 2023, by: Brendon Pantano

*Name of person making statement*

Signature of Notary Public - State of Florida

Eileen Damaso

*Name of Notary Typed, Printed, or Stamped*



Personally Known  OR Produced Identification

Type of Identification Produced \_\_\_\_\_



**ATTACHMENT F**

**FOREIGN (NON-FLORIDA) CORPORATION MUST COMPLETE THIS FORM**  
DEPARTMENT OF STATE CORPORATE CHARTER NO. \_\_\_\_\_

**If your corporation is exempt from the requirements of Section 607.1501, Florida Statutes, YOU MUST CHECK BELOW the reason(s) for the exemption.** Please contact the Department of State, Division of Corporations at (850) 245-6051 for assistance with corporate registration or exemptions. 607.1501 Authority of foreign corporation to transact business required.

- (1) A foreign corporation may not transact business in this state until it obtains a certificate of authority form the Department of State.
- (2) The following activities, among others, do not constitute transacting business within the meaning of subsection one (1):
  - \_\_\_\_\_ (a) Maintaining, defending, or settling any proceedings.
  - \_\_\_\_\_ (b) Holding meetings of the board of directors or shareholders or carrying on other activities concerning internal corporate affairs.
  - \_\_\_\_\_ (c) Maintaining bank accounts.
  - \_\_\_\_\_ (d) Maintaining officers of agencies for the transfer, exchange, and registration of the corporation's own securities or maintaining trustees or depositories with respect to those securities.
  - \_\_\_\_\_ (e) Selling through independent contractors.
  - \_\_\_\_\_ (f) Soliciting or obtaining orders, whether by mail or through employees, agents or otherwise, if the orders
  - \_\_\_\_\_ (g) Creating or acquiring indebtedness, mortgages, and security interests in real or personal property.
  - \_\_\_\_\_ (h) Securing or collecting debts or enforcing mortgages and security interests in property securing the debts.
  - \_\_\_\_\_ (i) Transacting business in interstate commerce.
  - \_\_\_\_\_ (j) Conducting an isolated transaction that is completed within 30 days and that is not one in the course of repeated transactions of a like nature.
  - \_\_\_\_\_ (k) Owning and controlling a subsidiary corporation incorporated in or transacting business within this state or voting the stock of any corporation which it has lawfully acquired.
  - \_\_\_\_\_ (l) Owning a limited partnership interest in a limited partnership that is doing business within this state, unless such limited partner manages or controls the partnership or exercises the powers and duties of a general partner.
  - \_\_\_\_\_ (m) Owning, without more, real or personal property.
- (3) This section has no application to the question of whether any foreign corporation is subject to service of process and suit in this state under any law of this state.

The list of activities of subsection (2) is not exhaustive.

**Please check one of the following if your firm in NOT a corporation:**

- (I) \_\_\_\_\_ Partnership, Joint Venture, Estate or Trust
- (II) \_\_\_\_\_ Sole Proprieties of Self Employed

**NOTE:** This sheet MUST be enclosed with your bid if you claim an exemption or have checked I or II above, your firm will be considered a corporation and subject to all requirements listed herein.

\_\_\_\_\_  
SIGNATURE OF AUTHORIZED AGENT OF PROPOSER

\_\_\_\_\_  
PROPOSER'S LEGAL NAME

Attachment G

**Form W-9**  
Rev. October 2018  
Department of the Treasury  
Internal Revenue Service

**Request for Taxpayer Identification Number and Certification**

Go to [www.irs.gov/FormW9](http://www.irs.gov/FormW9) for instructions and the latest information.

Give Form to the requester. Do not send to the IRS.

---

Print or type. See specific instructions on page 3.

1 Name (as shown on your income tax return). Name is required on this line. Do not leave this line blank.  
**Coastal Waste & Recycling, Inc.**

2 Business name/disregarded entity name. If different from above

3 Check appropriate box for federal tax classification of the person whose name is entered on line 1. Check only one of the following seven boxes:

Individual sole proprietor or single-member LLC     C Corporation     S Corporation     Partnership     Trust/estate

Limited liability company. Enter the tax classification (C=C corporation, S=S corporation, P=Partnership): \_\_\_\_\_

Other (see instructions) ▶

4 Exemptions (codes apply only to certain entities, not individuals; see instructions on page 3).  
Exempt payer code (if any): \_\_\_\_\_  
Exemption from FATCA reporting code (if any): \_\_\_\_\_  
*(Applies to accounts established on/after the LIE.)*

5 Address (number, street, and apt. or suite no.) See instructions.  
**2481 SW 2nd Ave.**

6 City, state, and ZIP code.  
**Boca Raton, FL 33431**

7 List account number(s) here (optional): \_\_\_\_\_

8 Requester's name and address (optional): \_\_\_\_\_

---

**Part I Taxpayer Identification Number (TIN)**

Enter your TIN in the appropriate box. The TIN provided must match the name given on line 1 to avoid backup withholding. For individuals, this is generally your social security number (SSN). However, for a resident alien, sole proprietor or disregarded entity, see the instructions for Part I, later. For other entities, it is your employer identification number (EIN). If you do not have a number, see *How to get a TIN*, later.

Note: If the account is in more than one name, see the instructions for line 1. Also see *What Name and Number To Give the Requester* for guidelines on whose number to enter.

|                                       |   |   |   |   |   |   |   |   |   |
|---------------------------------------|---|---|---|---|---|---|---|---|---|
| <b>Social security number</b>         |   |   |   |   |   |   |   |   |   |
|                                       |   |   |   |   |   |   |   |   |   |
| or                                    |   |   |   |   |   |   |   |   |   |
| <b>Employer identification number</b> |   |   |   |   |   |   |   |   |   |
| 8                                     | 2 | - | 2 | 0 | 6 | 9 | 6 | 5 | 8 |

---

**Part II Certification**

Under penalties of perjury, I certify that:

- The number shown on this form is my correct taxpayer identification number (or I am waiting for a number to be issued to me), and
- I am not subject to backup withholding because: (a) I am exempt from backup withholding, or (b) I have not been notified by the Internal Revenue Service (IRS) that I am subject to backup withholding as a result of a failure to report all interest or dividends, or (c) the IRS has notified me that I am no longer subject to backup withholding; and
- I am a U.S. citizen or other U.S. person (defined below); and
- The FATCA code(s) entered on this form (if any) indicating that I am exempt from FATCA reporting is correct.

*Certification instructions. You must cross out item 2 above if you have been notified by the IRS that you are currently subject to backup withholding because you have failed to report all interest and dividends on your tax return. For real estate transactions, item 2 does not apply. For mortgage interest paid, acquisition or abandonment of secured property, cancellation of debt, contributions to an individual retirement arrangement (IRA), and generally, payments other than interest and dividends, you are not required to sign the certification, but you must provide your correct TIN. See the instructions for Part II, later.*

**Sign Here**    signature of U.S. person ▶    Date ▶ **October 18, 2023**

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**General Instructions**

Section references are to the Internal Revenue Code unless otherwise noted.

**Future developments.** For the latest information about developments related to Form W-9 and its instructions, such as legislation enacted after they were published, go to [www.irs.gov/FormW9](http://www.irs.gov/FormW9).

**Purpose of Form**

An individual or entity (Form W-9 requester) who is required to file an information return with the IRS must obtain your correct taxpayer identification number (TIN) which may be your social security number (SSN), individual taxpayer identification number (ITIN), adoption taxpayer identification number (ATIN), or employer identification number (EIN), to report on an information return the amount paid to you, or other amount reportable on an information return. Examples of information returns include, but are not limited to, the following:

- Form 1099-B (interest earned or paid)
- Form 1099-DIV (dividends, including those from stocks or mutual funds)
- Form 1099-MISC (various types of income, prizes, awards, or gross proceeds)
- Form 1099-B (stock or mutual fund sales and certain other transactions by brokers)
- Form 1099-S (proceeds from real estate transactions)
- Form 1099-K (merchant card and third party network transactions)
- Form 1098 (home mortgage interest), 1098-E (student loan interest), 1098-T (tuition)
- Form 1099-C (cancelled debt)
- Form 1099-A (acquisition or abandonment of secured property)

Use Form W-9 only if you are a U.S. person (including a resident alien) to provide your correct TIN.

If you do not return Form W-9 to the requester with a TIN, you might be subject to backup withholding. See *What is backup withholding*, later.

Cat No 10231X
Form **W-9** (Rev. 10-2018)

## Attachment H

### REQUEST FOR PROOF OF WORKERS COMPENSATION INSURANCE OR EXEMPTION

Dear Provider of Services or Goods:

In order to provide services or goods to City of Cooper City, we require that you provide us either proof of workers' compensation coverage or proof of exemption.

Workers compensation insurance is required of all employers in Florida that employ 4 or more part or full time employees. In the event that you are an employer in the construction industry, you are required to have workers' compensation insurance if you employ one or more workers. Corporate officers and sole proprietors are included when calculating the number of employees. Note: Corporate officers may claim exemption from workers' compensation coverage on themselves only, by filing *Form DWC 250, Notice of Election to Be Exempt*. This form can be found at <http://fldfs.com/WC/forms.html>.

If you meet the above criteria to be exempt, you MUST provide us with one of the following:

1. If your business is a sole proprietorship or unincorporated business: provide us a Verification of Automatic Exempt Certificate. This verification is a letter that is issued by the State of Florida Department of Financial Services. To receive a letter from the State, complete the following directions: 1) Call the National Council of Compensation Insurance 1-800-622-4123, Option 5, and ask them for the class code for your type of business. 2) Once you have received this code, call the Department of Financial Services at 1-850-413-1601 and provide them your business name, class code, mailing address, and contact phone number. They will send you the Verification of Automatic Exempt Certificate. 3) Provide us a copy of the Verification of Automatic Exempt Certificate.
2. If your business is a corporation (including a professional association or limited liability company), and you are not required to have workers' compensation insurance as per the requirements as outlined above, you must complete the attached Workers Compensation Exemption Affidavit, have it notarized, and return the original to us.

If you are an employer that meets the requirements of workers compensation and needs to obtain coverage, contact your current business insurance agent, or you may use the following resources to locate an agent: [www.faiia.com](http://www.faiia.com), [www.piafl.org/wc-info.pdf](http://www.piafl.org/wc-info.pdf) , or call (850) 893-8245.

Please be reminded that the furnishing of this information to City of Cooper City is a non-negotiable requirement to perform services for us. Failure to provide this timely may result in either termination of your services or delay of payment for services. Your workers compensation Certificate of Coverage, Workers Compensation Exemption Affidavit, or Verification of Automatic Exempt Certificate must be submitted to the Risk Division located at City Hall, 9090 SW 50 Place, Cooper City, Florida 33328, or emailed to [Insurance@cooperCity.gov](mailto:Insurance@cooperCity.gov).





# CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY)

5/1/2023

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

**IMPORTANT:** If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must have ADDITIONAL INSURED provisions or be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

|  |   |                       |
|--|---|-----------------------|
| <b>PRODUCER</b><br>HUB International Midwest Limited<br>1411 Opus Place, Suite 450<br>Downers Grove IL 60515                               | <b>CONTACT NAME:</b> CSU Construction<br><b>PHONE (A/C, No, Ext):</b> 630-468-5600<br><b>E-MAIL ADDRESS:</b> CSUConstruction@Hubinternational.com | <b>FAX (A/C, No):</b> |
|  | <b>INSURER(S) AFFORDING COVERAGE</b>  |                       |
| <b>INSURED</b><br>Coastal Waste & Recycling, Inc.<br>(Named Insureds are continued below)<br>1840 NW 33rd Street<br>Pompano Beach FL 33064 | <b>INSURER A :</b> Westchester Surplus Lines Insurance Co.  |                       |
|  | <b>INSURER B :</b> Axis Surplus Insurance Company   |                       |
|  | <b>INSURER C :</b> Endurance American Specialty Insurance Company   |                       |
|  | <b>INSURER D :</b> American Zurich Insurance Company  |                       |
|  | <b>INSURER E :</b> Zurich American Insurance Company  |                       |
|  | <b>INSURER F :</b>  |                       |

**COVERAGES** **CERTIFICATE NUMBER:** 1731974506 **REVISION NUMBER:**

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

| INSR LTR | TYPE OF INSURANCE   | ADDL INSD | SUBR WVD | POLICY NUMBER                    | POLICY EFF (MM/DD/YYYY) | POLICY EXP (MM/DD/YYYY) | LIMITS  |
|----------|---|-----------|----------|----------------------------------|-------------------------|-------------------------|---|
| A        | <input checked="" type="checkbox"/> <b>COMMERCIAL GENERAL LIABILITY</b><br><input type="checkbox"/> CLAIMS-MADE <input checked="" type="checkbox"/> OCCUR<br><input checked="" type="checkbox"/> Contractual Liab<br><input checked="" type="checkbox"/> XCU Cov Included<br>GEN'L AGGREGATE LIMIT APPLIES PER:<br><input type="checkbox"/> POLICY <input checked="" type="checkbox"/> PRO-JECT <input type="checkbox"/> LOC<br><input type="checkbox"/> OTHER: |           |          | G7257803A                        | 5/4/2023                | 5/4/2024                | EACH OCCURRENCE \$ 1,000,000<br>DAMAGE TO RENTED PREMISES (Ea occurrence) \$ 100,000<br>MED EXP (Any one person) \$ 10,000<br>PERSONAL & ADV INJURY \$ 1,000,000<br>GENERAL AGGREGATE \$ 2,000,000<br>PRODUCTS - COMP/OP AGG \$ 2,000,000<br>\$ |
| E        | <input checked="" type="checkbox"/> <b>AUTOMOBILE LIABILITY</b><br><input checked="" type="checkbox"/> ANY AUTO<br><input type="checkbox"/> OWNED AUTOS ONLY <input type="checkbox"/> SCHEDULED AUTOS<br><input checked="" type="checkbox"/> HIRED AUTOS ONLY <input checked="" type="checkbox"/> NON-OWNED AUTOS ONLY<br><input checked="" type="checkbox"/> MCS-90  |           |          | BAP 4425367                      | 5/4/2023                | 5/4/2024                | COMBINED SINGLE LIMIT (Ea accident) \$ 2,000,000<br>BODILY INJURY (Per person) \$<br>BODILY INJURY (Per accident) \$<br>PROPERTY DAMAGE (Per accident) \$<br>Pers Inj Prot (PIP) \$ 10,000  |
| B<br>C   | <input checked="" type="checkbox"/> <b>UMBRELLA LIAB</b> <input checked="" type="checkbox"/> OCCUR<br><input checked="" type="checkbox"/> <b>EXCESS LIAB</b> <input type="checkbox"/> CLAIMS-MADE<br>DED RETENTION \$   |           |          | P-001-000888344<br>EXT3001924680 | 5/4/2023<br>5/4/2023    | 5/4/2024<br>5/4/2024    | EACH OCCURRENCE \$ 5,000,000<br>AGGREGATE \$ 5,000,000<br>\$  |
| D        | <input checked="" type="checkbox"/> <b>WORKERS COMPENSATION AND EMPLOYERS' LIABILITY</b><br>ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? <input type="checkbox"/> Y <input checked="" type="checkbox"/> N <input type="checkbox"/> N/A<br>(Mandatory in NH)<br>If yes, describe under DESCRIPTION OF OPERATIONS below  |           |          | WC 0779247 01 (FL)               | 4/27/2023               | 4/27/2024               | <input checked="" type="checkbox"/> PER STATUTE <input type="checkbox"/> OTH-ER<br>E.L. EACH ACCIDENT \$ 1,000,000<br>E.L. DISEASE - EA EMPLOYEE \$ 1,000,000<br>E.L. DISEASE - POLICY LIMIT \$ 1,000,000                                       |
| A        | Contractor's Pollution  |           |          | G7257803A                        | 5/4/2023                | 5/4/2024                | Each Occ/Aggr Deductible: \$1MM/\$2MM \$5,000   |

**DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)**  
 Named Insureds: Roco Waste & Recycling LLC; Big Apple Demolition Removal, Inc.; World Waste Recycling, Inc. dba Coastal Waste & Recycling; Precision Portables, LLC; Coastal Waste & Recycling of St. Lucie County, LLC; Martin Lane Holdings, LLC; Coastal Waste & Recycling of Broward County, LLC dba Thoroughbred Waste Services dba Ideal Site Services; Coastal Waste & Recycling of Martin County, LLC; Coastal Waste & Recycling of Palm Beach County, LLC dba Aquarius Recycling; Coastal Waste & Recycling Holdco, LLC; Coastal Waste & Recycling of Miami-Dade County, LLC; Coastal Waste & Recycling of Florida, Inc.; Sunshine Recycling Services of SW FL LLC; Coastal Waste & Recycling of SW Florida, LLC; Eastern Waste Systems, Inc.; Coastal Waste & Recycling of Georgia, LLC; Coastal Waste & Recycling of Central Florida, LLC.

See Attached...

**CERTIFICATE HOLDER****CANCELLATION**

PROOF OF INSURANCE  
 XXXXXXXXXXXXXXXX  
 XXXXXXXX XX XXXXX

SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.

AUTHORIZED REPRESENTATIVE



## ADDITIONAL REMARKS SCHEDULE

|   |           |   |  |
|---|-----------|---|--|
| AGENCY<br>HUB International Midwest Limited |           | NAMED INSURED<br>Coastal Waste & Recycling, Inc.<br>(Named Insureds are continued below)<br>1840 NW 33rd Street<br>Pompano Beach FL 33064 |  |
| POLICY NUMBER                               |           | EFFECTIVE DATE:   |  |
| CARRIER                                     | NAIC CODE | (Empty)   |  |

**ADDITIONAL REMARKS**

**THIS ADDITIONAL REMARKS FORM IS A SCHEDULE TO ACORD FORM,**  
**FORM NUMBER: 25    FORM TITLE: CERTIFICATE OF LIABILITY INSURANCE**

Vehicles are included on attachment.

**ATTACHMENT I  
OWNERSHIP DISCLOSURE AFFIDAVIT**

1. If the contact or business transaction is with a corporation, the full legal name and business address shall be provided for each officer and director and each stockholder who holds directly or indirectly five percent (5%) or more of the corporation's stock. If the contract or business transaction is with a trust, the full legal name and address shall be provided for each trustee and each beneficiary. All such names and addresses are (Post Office addresses are not acceptable), as follows:

| Full Legal Name   | Address | Ownership |
|---|---------|-----------|
| Brendon Pantano, 2481 NW 2nd Ave., Boca Raton, FL 33431 |         | CEO %     |
| Kristi Beaudoin, 2481 NW 2nd Ave., Boca Raton, FL 33431 |         | CFO %     |
| Dennis Pantano, 2841 NW 2nd Ave., Boca Raton, FL 33431  |         | COO %     |
| Mathew Cowan, 2481 NW 2nd Ave., Boca Raton, FL 3331     |         | Secretary |

2. The full legal names and business address of any other individual (other than subcontractors, materialmen, suppliers, laborers, or lenders) who have, or will have, any interest (legal, equitable, beneficial or otherwise) in the contract or business transaction with the City are (Post Office addresses are not acceptable), as follows:

N/A

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---



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Signature of Affiant

Brendon Pantano

Print Name

October 18, 2023

Date

STATE: **FLORIDA**  
 COUNTY: Palm Beach

Sworn to (or affirmed) and subscribed before me this 18 day of  
 October, 2023 by: Brendon Pantano

*Name of person making statement*

*Signature of Notary Public - State of Florida*

Eileen Damaso

*Name of Notary Typed, Printed, or Stamped*



Personally Known  OR Produced Identification

Type of Identification Produced \_\_\_\_\_



**ATTACHMENT J**

**DRUG FREE WORKPLACE CERTIFICATE**

I, the undersigned, in accordance with Florida Statute 287.087, hereby certify that, **(print or type name of firm)**  
Coastal Waste & Recycling, Inc.

1. Publishes a written statement notifying that the unlawful manufacture, distribution, dispensing, possession or use of a controlled substance is prohibited in the workplace named above, and specifying actions that will be taken against violations of such prohibition.
2. Informs employees about the dangers of drug abuse in the work place, the firm's policy of maintaining a drug free working environment, and available drug counseling, rehabilitation, and employee assistance programs, and the penalties that may be imposed upon employees for drug use violations.
3. Gives each employee engaged in providing commodities or contractual services that are under bid or proposal, a copy of the statement specified above.
4. Notifies the employees that as a condition of working on the commodities or contractual services that are under bid or proposal, the employee will abide by the terms of the statement and will notify the employer of any conviction of, pleas of guilty or nolo contendere to, any violation of Chapter 1893, or of any controlled substance law of the State of Florida or the United States, for a violation occurring in the work place, no later than THREE (3)days after such conviction, and requires employees to sign copies of such written (\*) statement to acknowledge their receipt.
5. Imposes a sanction on, or requires the satisfactory participation in, a drug abuse assistance or rehabilitation program, if such is available in the employee's community, by any employee who is so convicted.
6. Makes a good faith effort to continue to maintain a drug free work place through the implementation of the drug free workplace program.

"As a person authorized to sign this statement, I certify that the above named business, firm or corporation complies fully with the requirements set forth herein".

Brendon Pantano  
Signature of Affiant

Brendon Pantano  
Print Name

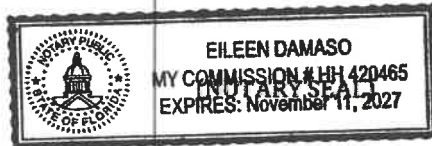
October 18, 2023  
Date

STATE: **FLORIDA**  
 COUNTY: Palm Beach

Sworn to (or affirmed) and subscribed before me this 18 day of  
 October, 2023 by: Brendon Pantano  
Name of person making statement

Eileen Damaso  
Signature of Notary Public - State of Florida  
**Eileen Damaso**  
Name of Notary Typed, Printed, or Stamped

Personally Known  OR Produced Identification   
 Type of Identification Produced \_\_\_\_\_



**ATTACHMENT K**

**EMPLOYEE BACKGROUND VERIFICATION AFFIDAVIT**

I, Brendon Pantano of Coastal Waste & Recycling, Inc., attest that all personnel used in  
(Print Name) (Company Name)

the performance of this work have had a criminal background check with a passing grade and have been drug tested with a passing grade and are legally documented to work in the United States.

Signature of Affiant

Brendon Pantano  
Print Name

October 18, 2023  
Date

STATE: **FLORIDA**  
 COUNTY: Palm Beach

Sworn to (or affirmed) and subscribed before me this 18 day of  
October, 2023, by: Brendon Pantano  
Name of person making statement

Eileen Damaso  
Signature of Notary Public - State of Florida  
 Eileen Damaso  
Name of Notary Typed, Printed, or Stamped

Personally Known  OR Produced Identification

Type of Identification Produced \_\_\_\_\_

ATTACHMENT L

Scrutinized Companies Affidavit
CERTIFICATION PURSUANT TO FLORIDA STATUTE § 287.135

I, Brendon Pantano, CEO, on behalf of, Coastal Waste & Recycling, Inc.

certify that Coastal Waste & Recycling, Inc. does not:

- 1. Participate in a boycott of Israel; and
2. Is not on the Scrutinized Companies that Boycott Israel List; and
3. Is not on the Scrutinized Companies with Activities in Sudan List; and
4. Is not on the Scrutinized Companies with Activities in the Iran Petroleum Energy Sector List; and
5. Has not engaged in business operations in Syria.

Submitting a false certification shall be deemed a material breach of contract. The City shall provide notice, in writing, to the Contractor of the City's determination concerning the false certification.

Section 287.135, Florida Statutes, prohibits the City from: 1) Contracting with companies for goods or services in any amount if at the time of bidding on, submitting a proposal for, or entering into or renewing a contract if the company is on the Scrutinized Companies that Boycott Israel List, created pursuant to Section 215.4725, F.S. or is engaged in a boycott of Israel; and

2) Contracting with companies, for goods or services over \$1,000,000.00 that are on either the Scrutinized Companies with activities in the Iran Petroleum Energy Sector List, created pursuant to s. 215.473, or are engaged in business operations in Syria.

As the person authorized to sign on behalf of the Contractor, I hereby certify that the company identified above in the section entitled "Contractor Name" does not participate in any boycott of Israel, is not listed on the Scrutinized Companies that Boycott Israel List, is not listed on either the Scrutinized Companies with activities in the Iran Petroleum Energy Sector List, and is not engaged in business operations in Syria.

Notary Public form for Eileen Damaso, State of Florida, Commission # HH 420465, expires November 11, 2027. Includes fields for State, County, Date, and Signature.

Coastal Waste & Recycling, Inc.
COMPANY NAME
Brendon Pantano, CEO
PRINT NAME & TITLE
SIGNATURE



**ATTACHMENT M**

**NON-CONFLICT OF INTEREST STATEMENT**

1. A. I am the CEO of Coastal Waste & Recycling, Inc. with a  
[Insert Title] [Insert Company Name]
  - a. local office in 3900 NE 10th Way and principal office in 2481 NW 2nd Ave.,  
Pompano Beach, FL 33064 Boca Raton, FL 33341
2. The entity hereby submits a proposal/offer in response to **RFP 2023-2-PW, SOLID WASTE REMOVAL SERVICES.**
3. The AFFIANT has made diligent inquiry and provided the information in this statement affidavit based upon its full knowledge.
4. The AFFIANT states that only one submittal for this solicitation has been submitted and tendered by the appropriate date and time and that said above stated entity has no financial interest in other entities submitting a proposal for the work contemplated hereby.
5. Neither the AFFIANT nor the above named entity has directly or indirectly entered into any agreement, participated in any collusion or collusive activity, or otherwise taken any action which in any way restricts or restrains the competitive nature of this solicitation, including but not limited to the prior discussion of terms, conditions, pricing, or other offer parameters required by this solicitation.
6. Neither the entity nor its affiliates, nor anyone associated with them, is presently suspended or otherwise prohibited from participation in this solicitation or any contract to follow thereafter by any government entity.
7. Neither the entity nor its affiliates, nor anyone associated with them, have any potential conflict of interest because and due to any other clients, contracts, or property interests in this solicitation or the resulting project.
8. I hereby also certify that no member of the entity's ownership or management or staff has a vested interest in any City Division/Department/Office.
9. I certify that no member of the entity's ownership or management is presently applying, actively seeking, or has been selected for an elected position within City of Cooper City government.
10. In the event that a conflict of interest is identified in the provision of services, I, the undersigned, will immediately notify the City in writing.

By the signature(s) below, I/we, the undersigned, as authorized signatory to commit the firm, certify that the information as provided in this attachment is true and correct at the time of submission.

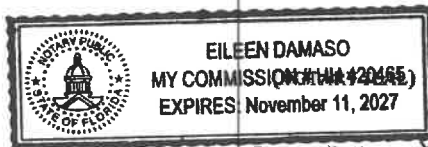
Signature of Affiant

Brendon Pantano, CEO

Printed Name & Title of Affiant

STATE: FLORIDA  
COUNTY: Palm Beach

Sworn to (or affirmed) and subscribed before me this 18 day of October, 2023 by: Brendon Pantano



*Eileen Damaso*  
Signature of Notary Public State of Florida  
Eileen Damaso  
Name of Notary Typed, Printed, or Stamped

Personally Known  OR Produced Identification

Type of Identification Produced

**ATTACHMENT N**  
**(Page 1 of 2)**

**E-VERIFY FORM UNDER SECTION 448.095, FLORIDA STATUTES**  
**TO BE RETURNED WITH PROPOSAL**

Project Name: Solid Waste Removal Services  
Project No.: 2023-2 PW

1. Definitions:

“Contractor” means a person or entity that has entered or is attempting to enter into a contract with a public employer to provide labor, supplies, or services to such employer in exchange for salary, wages, or other remuneration. “Contractor” includes, but is not limited to, a vendor or consultant.

“Subcontractor” means a person or entity that provides labor, supplies, or services to or for a contractor or another subcontractor in exchange for salary, wages, or other remuneration.

“E-Verify system” means an Internet-based system operated by the United States Department of Homeland Security that allows participating employers to electronically verify the employment eligibility of newly hired employees.

2. Effective January 1, 2021, Contractors, shall register with and use the E-verify system in order to verify the work authorization status of all newly hired employees. Contractor shall register for and utilize the U.S. Department of Homeland Security’s E-Verify System to verify the employment eligibility of:

- a) All persons employed by a Contractor to perform employment duties within Florida during the term of the contract; and
- b) All persons (including sub vendors/subconsultants/subcontractors) assigned by Contractor to perform work pursuant to the contract with the City of Cooper City. The Contractor acknowledges and agrees that registration and use of the U.S. Department of Homeland Security’s E-Verify System during the term of the contract is a condition of the contract with the City of Cooper City; and
- c) Should vendor become the successful Contractor awarded for the above-named project, by entering into the contract, the Contractor shall comply with the provisions of Section 448.095, Fla. Stat., "Employment Eligibility," as amended from time to time. This includes, but is not limited to registration and utilization of the E-Verify System to verify the work authorization status of all newly hired employees. Contractor shall also require all subcontractors to provide an affidavit attesting that the subcontractor does not employ, contract with, or subcontract with, an unauthorized alien. The Contractor shall maintain a copy of such affidavit for the duration of the contract.

3. Contract Termination

- a) If the City has a good faith belief that a person or entity with which it is contracting has knowingly violated s. 448.09 (1) Fla. Stat., the contract shall be terminated.

**ATTACHMENT N**

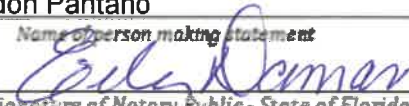
(Page 2 of 2)

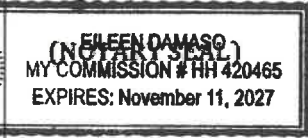
- b) If the City has a good faith belief that a subcontractor knowingly violated s. 448.095 (2), but the Contractor otherwise complied with s. 448.095 (2) Fla. Stat., shall promptly notify the Contractor and order the Contractor to immediately terminate the contract with the subcontractor.
- c) A contract terminated under subparagraph a) or b) is not a breach of contract and may not be considered as such.
- d) Any challenge to termination under this provision must be filed in the Circuit Court no later than 20 calendar days after the date of termination.
- e) If the contract is terminated for a violation of the statute by the Contractor, the Contractor may not be awarded a public contract for a period of 1 year after the date of termination.

|                       |   |
|-----------------------|---|
| Company Name:         | Coastal Waste & Recycling, Inc.   |
| Authorized Signature: |  |
| Print Name:           | Brendon Pantano   |
| Title                 | CEO   |
| Date:                 | October 18, 2023  |
| Phone:                | 954-947-4000  |

STATE: **FLORIDA**  
 COUNTY: Palm Beach

Sworn to (or affirmed) and subscribed before me this 18 day of October, 2023, by: Brendon Pantano  
Name of person making statement

  
Signature of Notary Public - State of Florida  
 Eileen Damaso  
Name of Notary Typed, Printed, or Stamped



Personally Known  OR Produced Identification   
 Type of identification Produced \_\_\_\_\_



**ATTACHMENT O**

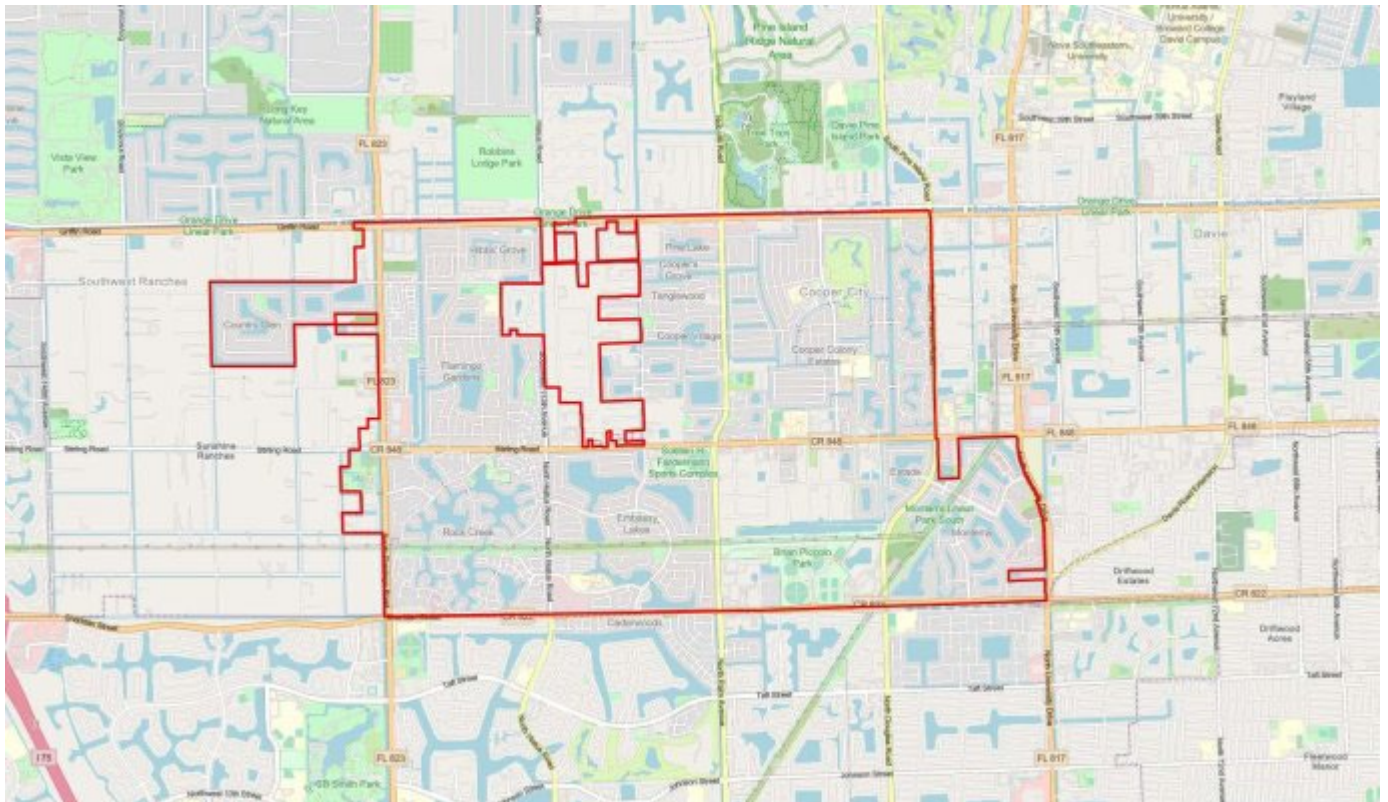
**City Facilities**

| Dept.                               | Location                            | Site Address           | Service Frequency | Container Type     | Container Size |
|-------------------------------------|-------------------------------------|------------------------|-------------------|--------------------|----------------|
| City Hall                           | City Hall                           | 9090 SW 50 Place       | 2 x per week      | 1 Dumpster         | 6 cy - short   |
| City Hall                           | City Hall                           | 9090 SW 50 Place       | 1 x per week      | 3 Recycle carts    | 96 gallons     |
| Community Center                    | Community Center                    | 9000 SW 50 Place       | 2 x per week      | 1 Dumpster         | 6 cy           |
| Community Center                    | Community Center                    | 9000 SW 50 Place       | 1 x per week      | 1 Recycle cart     | 96 gallon      |
| Public Works                        | Public Works                        | 9070 SW 51 Street      | 1 x per week      | 1 Recycle dumpster | 6 cy           |
| Public Works                        | Public Works                        | 9070 SW 51 Street      | As needed         | 2 Roll off         | 20 cy          |
| Suellen H Fardelmann Sports Complex | Suellen H Fardelmann Sports Complex | 10300 Stirling Rd      | 2 x per week      | 1 Dumpster         | 6 cy           |
| Suellen H Fardelmann Sports Complex | Suellen H Fardelmann Sports Complex | 10300 Stirling Rd      | As needed         | 1 Roll off         | 20 cy          |
| Fire Dept                           | Fire Dept                           | 10550 Stirling Rd      | 2 x per week      | 1 dumpster         | 6 cy           |
| Fire Dept                           | Fire Dept                           | 10550 Stirling Rd      | 1 x per week      | 2 Recycle carts    | 96 gallons     |
| Police Dept                         | Police Dept.                        | 10580 Stirling Rd      | 2 x per week      | 1 dumpster         | 6 cy           |
| Police Dept                         | Police Dept.                        | 10580 Stirling Rd      | 1 x per week      | 2 Recycle carts    | 96 gallons     |
| Pool & Tennis Cnt                   | Pool & Tennis Cnt.                  | 11600 Stonebridge Pkwy | 2 x per week      | 1 Dumpster         | 6 cy           |
| Pool & Tennis Cnt                   | Pool & Tennis Cnt.                  | 11600 Stonebridge Pkwy | 1 x per week      | 2 Recycle carts    | 96 gallons     |
| Flamingo West Park                  | Flamingo West Park                  | 6201 S Flamingo Rd     | 2 x per week      | 2 Dumpsters        | 6 cy           |
| Flamingo West Park                  | Flamingo West Park                  | 6201 S Flamingo Rd     | 1 x per week      | 1 Recycle dumpster | 6 cy           |
| Bill Lips Sports Complex            | Bill Lips Sports Complex            | 11700 SW 49 St         | 2 x per week      | 1 Dumpster         | 6 cy           |
| Bill Lips Sports Complex            | Bill Lips Sports Complex            | 11700 SW 49 St         | 1 x per week      | 2 Recycle carts    | 96 gallon      |
| Utilities                           | Utilities                           | 11791 SW 49 St         | 2 x per week      | 2 Dumpster         | 14 cy & 16 cy  |
| Utilities                           | Fleet                               | 11221 SW 49 St         | As needed         | 2 Dumpster         | 30 cy          |
| Fleet                               | Fleet                               | 11221 SW 49 St         | 2 x per week      | 1 Dumpster         | 4 cy - short   |
| Fleet                               | Fleet                               | 11221 SW 49 St         | As needed         | 3 Roll off         | 30 cy          |

**ATTACHMENT P**

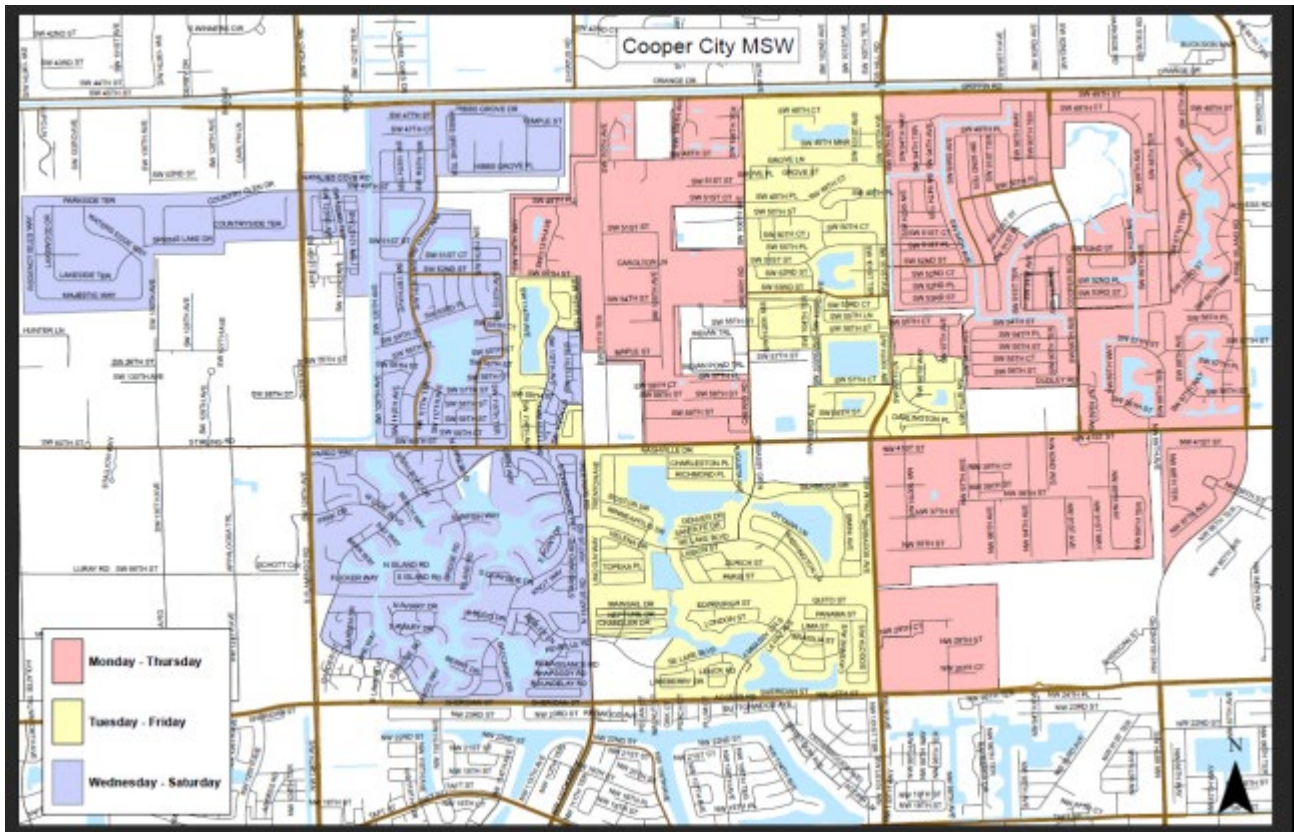
**City Map**

**City of Cooper City Boundary Map**



**ATTACHMENT Q**

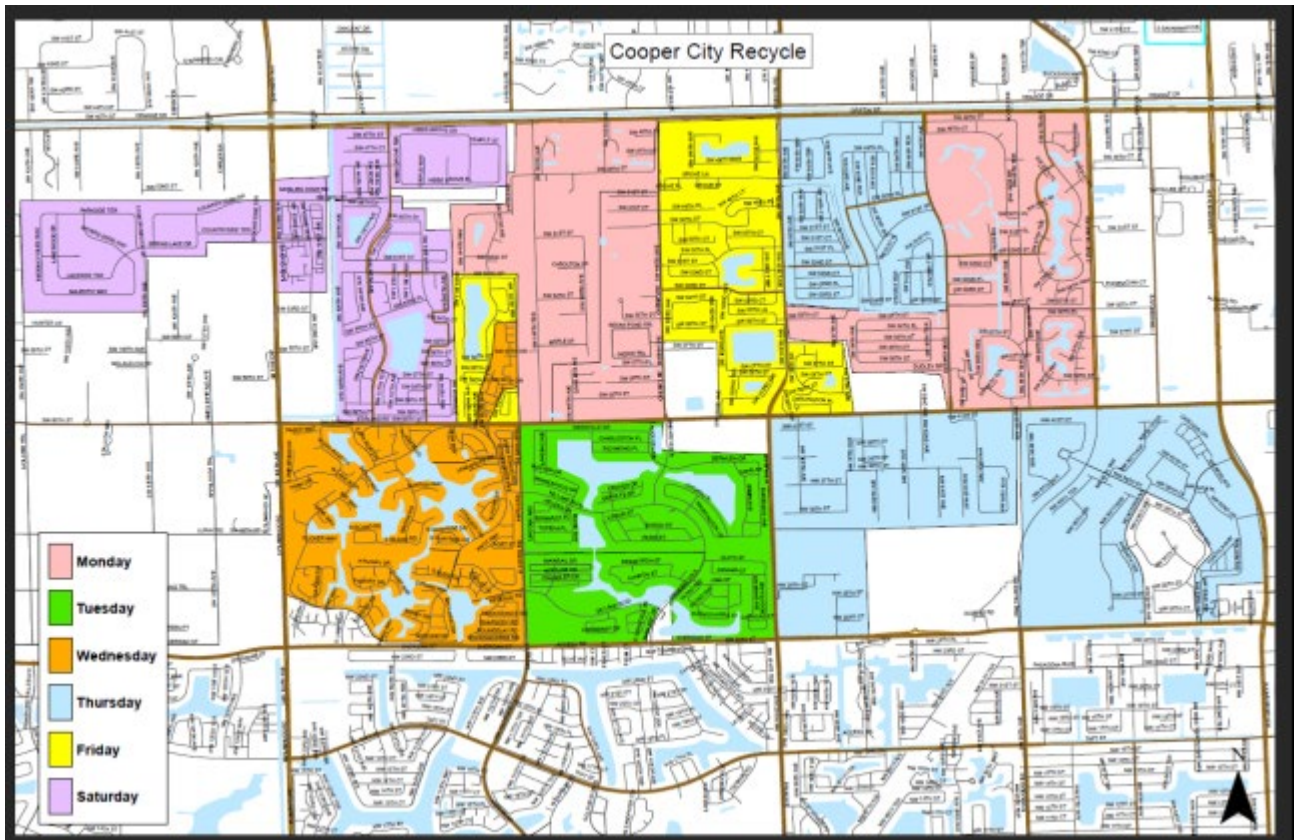
**City of Cooper City MSW Schedule**





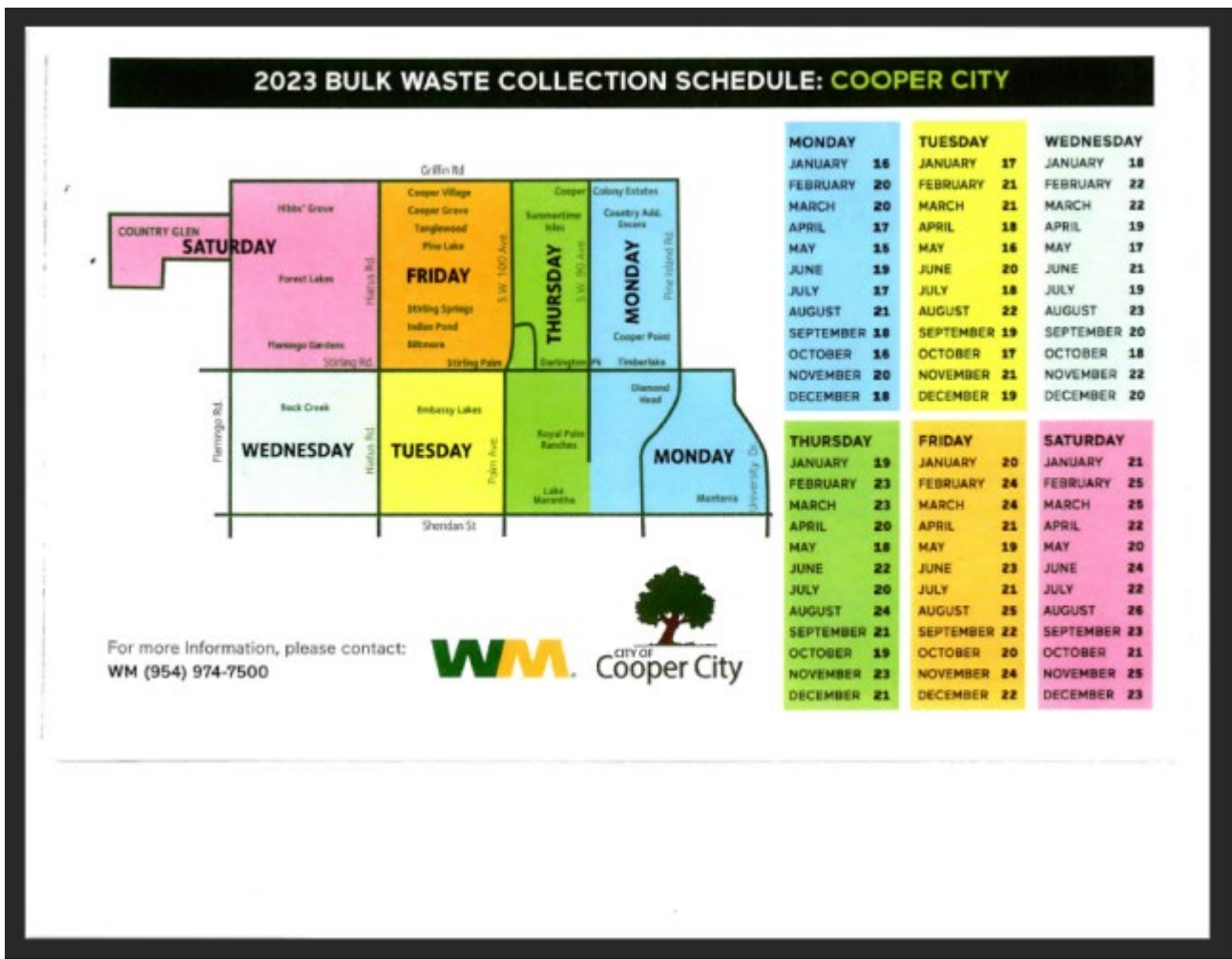
**ATTACHMENT R**

**City of Cooper City Recycle Schedule**



**ATTACHMENT S**

**City of Cooper City Bulk Waste Schedule**



ATTACHMENT T

Bond Form(s)

**CITY OF COOPER CITY PERFORMANCE BOND  
COVER SHEET**

THIS IS THE FRONT PAGE OF THIS PERFORMANCE BOND ISSUED IN COMPLIANCE WITH SECTION 255.05, FLORIDA STATUTES, AS MAY BE APPLICABLE.

Bond No. \_\_\_\_\_

Contractor/Principal Name: \_\_\_\_\_

Contractor/Principal Address: \_\_\_\_\_

Contractor/Principal Phone No. \_\_\_\_\_

Surety Company: \_\_\_\_\_

Surety Company Address: \_\_\_\_\_

Surety Company Phone No. \_\_\_\_\_

Owner/Obligee Name: City of Cooper City

Owner/Obligee Address: 9090 S.W. 50<sup>th</sup> Place Cooper City, FL 33328

Owner/Obligee Phone No. (954) 434-4300

Bond Date: \_\_\_\_\_

Bond Amount: \_\_\_\_\_

Contract No. \_\_\_\_\_ Bid No. \_\_\_\_\_

Permit No./Project No. \_\_\_\_\_

Description of Work: \_\_\_\_\_

PREPARED BY:

RETURN TO:  
CITY CLERK  
CITY OF COOPER CITY  
701 SW 71<sup>st</sup> Avenue  
COOPER CITY, FL 33068



## PERFORMANCE BOND

KNOW ALL PERSONS BY THESE PRESENTS:

That, in accordance with the City of Cooper City Code of Ordinances and the requirements of §255.05, Florida Statutes, as may be applicable, we, \_\_\_\_\_, as Principal, hereinafter called CONTRACTOR, and, \_\_\_\_\_ as Surety, are bound to the City of Cooper City, Florida, as Obligee, hereinafter called OWNER, in the amount of \_\_\_\_\_ Dollars, (\$ \_\_\_\_\_) for the payment whereof CONTRACTOR and Surety bind themselves, their heirs, executors, administrators, successors and assigns, jointly and severally.

WHEREAS, CONTRACTOR has entered into a Contract, Contract/Bid/Project No. \_\_\_\_\_ dated the \_\_\_\_\_ of \_\_\_\_\_, 20\_\_\_\_, with OWNER for the construction of \_\_\_\_\_ which contract is by reference made a part hereof, and is hereafter referred to as the Contract;

**THE CONDITION OF THIS BOND is that if the CONTRACTOR:**

1. Fully performs the Contract between the CONTRACTOR and the OWNER dated \_\_\_\_\_, 20\_\_\_\_, for the \_\_\_\_\_, within \_\_\_\_\_, calendar days after the date of contract commencement as specified in the Notice to Proceed and in the manner prescribed in the Contract; and
2. Indemnifies and pays OWNER all losses, damages (specifically including, but not limited to, damages for delay and other consequential damages caused by or arising out of the acts, omissions or negligence of CONTRACTOR), expenses, costs and attorney’s fees and costs, including attorney’s fees incurred in appellate proceedings, that OWNER sustains because of default by CONTRACTOR under the Contract; and
3. Upon notification by the OWNER, corrects any and all defective or faulty work or materials, which appear within one (1) year after final acceptance of the work.
4. Performs the guarantee of all work and materials furnished under the Contract for the time specified in the Contract, then this Bond is void, otherwise it remains in full force.
  - 4.1 Should the contract total or cost estimate for the project increase the OWNER reserves the right to require the amount of performance bond herein required to increase.
  - 4.2 Whenever CONTRACTOR shall be, and declared by OWNER to be, in default under the Contract, the OWNER having performed OWNER’S obligations thereunder, the Surety may promptly remedy the default, or shall promptly:
  - 4.3 Complete the Contract in accordance with its terms and conditions; or
  - 4.4 Obtain a bid or bids for completing the Contract in accordance with its terms and conditions, and upon determination by Surety of the best, lowest, qualified, responsible and responsive Bidder, or, if the OWNER elects, upon determination by the OWNER and Surety jointly of the best, lowest, qualified, responsible and responsive Bidder, arrange for a contract between such Bidder and OWNER, and make available as work progresses (even though there should be a default or a succession of defaults under the Contract or Contracts of completion arranged under this paragraph) sufficient funds to pay the cost of completion less the balance of the Contract price; but not exceeding, including other costs and damages for which the Surety may be liable hereunder, the amount set forth in the first paragraph hereof. The term “balance of the Contract price,” as used in this paragraph, shall mean the total amount payable

by OWNER to CONTRACTOR under the Contract and any amendments thereto, less the amount properly paid by OWNER to CONTRACTOR.

5. In accordance with the requirements of Section 255.05(1)(a), Florida Statutes, it shall be the duty of the Principal to record this performance bond in the public records of Broward County, and Principal shall be responsible for payment of all recording costs.

No right of action shall accrue on this Bond to or for the use of any person or corporation other than the OWNER named herein and those persons or corporations provided for in Section 255.05, Florida Statutes, or their heirs, executors, administrators or successors, as may be applicable.

Any action under this Bond must be instituted in accordance with the Notice and Time Limitations provisions prescribed in Section 255.05(2), (6), and (10), Florida Statutes, as may be applicable.

The Surety hereby waives notice of and agrees that any changes in or under the Contract and compliance or noncompliance with any formalities connected with the Contract or the changes do not affect Surety's obligation under this Bond.

Signed and sealed this \_\_\_\_ day of \_\_\_\_\_, 20\_\_\_\_.

**SIGNATURE PAGE FOLLOWS**

WITNESSES

\_\_\_\_\_  
Secretary

(AFFIX SEAL)

WITNESSES

\_\_\_\_\_  
Secretary

(AFFIX SEAL)

IN THE PRESENCE OF:

\_\_\_\_\_  
\_\_\_\_\_

\_\_\_\_\_  
Principal

\_\_\_\_\_  
By

\_\_\_\_\_  
Signature and Title

\_\_\_\_\_  
Type Name and Title signed above

\_\_\_\_\_  
Surety

\_\_\_\_\_  
By

\_\_\_\_\_  
Signature and Title

\_\_\_\_\_  
Type Name and Title signed above  
INSURANCE COMPANY:

\_\_\_\_\_  
By Agent and Attorney-in-Fact

\_\_\_\_\_  
Address

\_\_\_\_\_  
City/State/Zip Code

\_\_\_\_\_  
Telephone



**ACKNOWLEDGMENT PERFORMANCE BOND**

State of \_\_\_\_\_

County of \_\_\_\_\_

On this the \_\_\_\_ day of \_\_\_\_\_, 20 \_\_\_\_\_, before me, the undersigned Notary Public of the State of Florida, the foregoing instrument was acknowledged by:

\_\_\_\_\_, of  
(Name of Corporate Officer) (Title)

\_\_\_\_\_, a \_\_\_\_\_  
(Name of Corporation) (State of Corporation)

corporation, on behalf of the corporation.

WITNESS my hand and official seal.

NOTARY PUBLIC  
SEAL OF OFFICE:

\_\_\_\_\_  
NOTARY PUBLIC, STATE OF \_\_\_\_\_

\_\_\_\_\_  
(Name of Notary Public: Print, Stamp, or Type as Commissioned)

Personally known to me, or  
 Produced identification:

\_\_\_\_\_  
(Type of Identification Produced)

DID take an oath, or  
 DID NOT take an oath

**CERTIFICATE AS TO PRINCIPAL**

I, \_\_\_\_\_, certify that I am the Secretary of the Corporation named as Principal in the foregoing Performance Bond; that \_\_\_\_\_, who signed the Bond on behalf of the Principal, was then \_\_\_\_\_ of said Corporation; that I know his/her signature; and his/her signature thereto is genuine; and that said Bond was duly signed, sealed and attested to on behalf of said Corporation by authority of its governing body.

(AFFIX SEAL)

\_\_\_\_\_  
(Name of Corporation)

**CITY OF COOPER CITY PAYMENT BOND  
COVER SHEET**

THIS IS THE FRONT PAGE OF THIS PAYMENT BOND ISSUED IN COMPLIANCE WITH SECTION 255.05, FLORIDA STATUTES, INCLUDING BUT NOT LIMITED TO, THE NOTICE AND TIME LIMITATIONS IN SECTIONS 255.05(2), (6) AND (10), AS MAY BE APPLICABLE.

Bond No. \_\_\_\_\_

Contractor/Principal Name: \_\_\_\_\_

Contractor/Principal Address: \_\_\_\_\_

Contractor/Principal Phone No. \_\_\_\_\_

Surety Company: \_\_\_\_\_

Surety Company Address: \_\_\_\_\_

Surety Company Phone No. \_\_\_\_\_

Owner/Obligee Name: City of Cooper City

Owner/Obligee Address: 9090 S.W. 50<sup>th</sup> Place Cooper City, FL 33328

Owner/Obligee Phone No. (954) 434-4300

Bond Date: \_\_\_\_\_

Bond Amount: \_\_\_\_\_

Contract No. \_\_\_\_\_ Bid No. \_\_\_\_\_

Permit No./Project No. \_\_\_\_\_

Description of Work: \_\_\_\_\_

# FORM PAYMENT BOND

PREPARED BY:

RETURN TO:  
CITY CLERK  
CITY OF COOPER CITY  
701 SW 71<sup>st</sup> Avenue  
COOPER CITY, FL 33068

KNOW ALL PERSONS BY THESE PRESENTS:

That, in accordance with the City of Cooper City Code of Ordinances and the requirements of §255.05, Florida Statutes, as may be applicable, we, \_\_\_\_\_, as Principal, hereinafter called CONTRACTOR, and, \_\_\_\_\_ as Surety, are bound to the City of Cooper City, Florida, as Obligee, hereinafter called OWNER, in the amount of \_\_\_\_\_ Dollars (\$ \_\_\_\_\_) for the payment whereof CONTRACTOR and Surety bind themselves, their heirs, executors, administrators, successors and assigns, jointly and severally.

WHEREAS, CONTRACTOR has entered into a Contract, Contract/Bid/Project No. \_\_\_\_\_ dated the \_\_\_\_\_ of \_\_\_\_\_, 20\_\_\_\_, with OWNER for the construction of \_\_\_\_\_ which contract is by reference made a part hereof, and is hereafter referred to as the Contract;

**THE CONDITION OF THIS BOND is that if the CONTRACTOR:**

1. Indemnifies and pays OWNER for all losses, damages (specifically including, but not limited to, damages for delay and other consequential damages caused by or arising out of the acts, omissions or negligence of CONTRACTOR), expenses, costs and attorney's fees including attorney's fees incurred in appellate proceedings, that OWNER sustains because of default by CONTRACTOR under the Contract; and
2. Promptly makes payments to all claimants, as defined in §255.05, Florida Statutes, supplying CONTRACTOR with all labor, materials and supplies used directly or indirectly by CONTRACTOR in the prosecution of the scope of work provided for in the Contract, then his obligation shall be void; otherwise, it shall remain in full force and effect subject, however, to the following conditions:
  - 2.1 A claimant, except a laborer, who is not in privity with the CONTRACTOR and who has not received payment for his labor, materials, or supplies shall, within forty-five (45) days after beginning to furnish labor, materials, or supplies for the prosecution of the work, furnish to the CONTRACTOR a notice that he intends to look to the Bond for protection.
  - 2.2 A claimant who is not in privity with the CONTRACTOR and who has not received payment for his labor, materials, or supplies shall, within ninety (90) days after performance of the labor or after complete delivery of the materials or supplies, deliver to the CONTRACTOR and to the Surety, written notice of the performance of the labor or delivery of the materials or supplies and of the non-payment.
  - 2.3 Should the contract total or cost estimate for the project increase the OWNER reserves the right to require the amount of payment bond to increase.
  - 2.4 Any action under this Bond must be instituted in accordance with the Notice and Time Limitations provisions prescribed in Section 255.05(2), (6), and (10), Florida Statutes, as may be applicable.



**2.5** In accordance with the requirements of Section 255.05(1)(a), Florida Statutes, it shall be the duty of the Principal to record this performance bond in the public records of Broward County, and Principal shall be responsible for payment of all recording costs.

The Surety hereby waives notice of and agrees that any changes in or under the Contract and compliance or noncompliance with any formalities connected with the Contract or the changes do not affect the Surety's obligation under this Bond.

Signed and sealed this \_\_\_\_\_ day of \_\_\_\_\_, 20\_\_\_\_\_.

**SIGNATURE PAGE FOLLOWS**

WITNESSES

\_\_\_\_\_  
Secretary

(AFFIX SEAL)

WITNESSES

\_\_\_\_\_  
Secretary

(AFFIX SEAL)

IN THE PRESENCE OF:

\_\_\_\_\_  
  
\_\_\_\_\_

\_\_\_\_\_  
Principal

\_\_\_\_\_  
By

\_\_\_\_\_  
Signature and Title

\_\_\_\_\_  
Type Name and Title signed above

\_\_\_\_\_  
Surety

\_\_\_\_\_  
By

\_\_\_\_\_  
Signature and Title

\_\_\_\_\_  
Type Name and Title signed above

INSURANCE COMPANY:

\_\_\_\_\_  
By Agent and Attorney-in-Fact

\_\_\_\_\_  
Address

\_\_\_\_\_  
City/State/Zip Code

\_\_\_\_\_  
Telephone

**ACKNOWLEDGMENT PAYMENT BOND**

State of \_\_\_\_\_

County of \_\_\_\_\_

On this the \_\_\_\_\_ day of \_\_\_\_\_, 20\_\_\_\_, before me, the undersigned Notary Public of the State of Florida, the foregoing instrument was acknowledged by:

\_\_\_\_\_, of  
(Name of Corporate Officer) (Title)

\_\_\_\_\_, a \_\_\_\_\_  
(Name of Corporation) (State of Corporation)

corporation, on behalf of the corporation.

WITNESS my hand and official seal.

NOTARY PUBLIC  
SEAL OF OFFICE:

\_\_\_\_\_  
NOTARY PUBLIC, STATE OF \_\_\_\_\_

\_\_\_\_\_  
(Name of Notary Public: Print, Stamp, or Type as Commissioned)

- Personally known to me, or
- Produced identification:

\_\_\_\_\_  
(Type of Identification Produced)  
 DID take an oath, or  
 DID NOT take an oath

**CERTIFICATE AS TO PRINCIPAL**

I, \_\_\_\_\_, certify that I am the Secretary of the Corporation named as Principal in the foregoing Payment Bond; that \_\_\_\_\_ who signed the Bond on behalf of the Principal, was then \_\_\_\_\_ of said Corporation; that I know his/her signature; and his/her signature thereto is genuine; and that said Bond was duly signed, sealed and attested to on behalf of said Corporation by authority of its governing body.

(AFFIX SEAL) \_\_\_\_\_  
(Name of Corporation)



ATTACHMENT A

(Page 6 of 6)

**COST PROPOSAL SHEET  
FOR  
Solid Waste Removal Services  
MUST BE SUBMITTED IN A SEPARATE, SEALED ENVELOPE**

**Notes:**

- 1. Unit prices shall be shown and where there is an error in extension of prices, the unit price shall govern.
- 2. Alternate proposals will not be considered unless authorized in the RFP document.

|   |
|---|
| STATE: <b>FLORIDA</b>   |
| COUNTY: <u>Palm Beach</u>   |
| Sworn to (or affirmed) and subscribed before me this <u>18</u> day of<br>October, 20 <u>23</u> by: <u>Brendon Pantano</u>   |
| <i>Name of person making statement</i><br><u>Eileen Damaso</u>  |
| <i>Signature of Notary Public - State of Florida</i><br><u>Eileen Damaso</u>  |
| <i>Name of Notary Typed, Printed, or Stamped</i><br><u>Eileen Damaso</u>  |
| <b>(NOTARY SEAL)</b><br><b>EILEEN DAMASO</b><br><b>MY COMMISSION # HH 420465</b><br><b>EXPIRES: November 11, 2027</b><br>Personally Known <input checked="" type="checkbox"/> OR Produced Identification <input type="checkbox"/> |
| Type of Identification Produced _____   |

**Annual costs will be calculated by [Monthly costs x total units x 12 months]**

**NOTE ON BULK PICKUP SERVICE: PROPOSERS SHOULD REVIEW SECTION 1.9.1 OF THE RFP DOCUMENT**

| Service Provided  | Unit Count | Year 1                       | Year 2                       | Year 3                       | Year 4                       | Year 5                       | Year 6                       | Year 7                       |
|---|------------|------------------------------|------------------------------|------------------------------|------------------------------|------------------------------|------------------------------|------------------------------|
|   |            | Unit Price<br>(Per<br>Month) | Unit Price<br>(Per<br>Month) | Unit Price<br>(Per<br>Month) | Unit Price<br>(Per<br>Month) | Unit Price<br>(Per<br>Month) | Unit Price<br>(Per<br>Month) | Unit Price<br>(Per<br>Month) |
| Residential Garbage<br>(Price Per Unit, Per<br>Month)   | 10919      | \$ 10.00                     | \$ 10.50                     | \$ 11.03                     | \$ 11.58                     | \$ 12.16                     | \$ 12.76                     | \$ 13.40                     |
| Residential Recycling<br>(Price Per Unit, Per<br>Month) | 10919      | \$ 6.18                      | \$ 6.49                      | \$ 6.81                      | \$ 7.15                      | \$ 7.51                      | \$ 7.89                      | \$ 8.28                      |

| Service Provided  | Unit Count | Year 1                       | Year 2                       | Year 3                       | Year 4                       | Year 5                       | Year 6                       | Year 7                       |
|---|------------|------------------------------|------------------------------|------------------------------|------------------------------|------------------------------|------------------------------|------------------------------|
|   |            | Unit Price<br>(Per<br>Month) | Unit Price<br>(Per<br>Month) | Unit Price<br>(Per<br>Month) | Unit Price<br>(Per<br>Month) | Unit Price<br>(Per<br>Month) | Unit Price<br>(Per<br>Month) | Unit Price<br>(Per<br>Month) |
| Bulk Serviced 1x Month<br>up to 6cy (Price Per<br>Unit, Per Month)  | 10919      | \$ 4.65                      | \$ 4.88                      | \$ 5.13                      | \$ 5.38                      | \$ 5.65                      | \$ 5.93                      | \$ 6.23                      |
| <b>OPTION A</b><br>Bulk Serviced 1x Month<br>up to 6cy- MONDAY<br>SERVICE ONLY (Price Per<br>Unit, Per Month) | 10919      | \$ 6.65                      | \$ 6.98                      | \$ 7.33                      | \$ 7.70                      | \$ 8.08                      | \$ 8.49                      | \$ 8.91                      |
| <b>OPTION B</b><br>Bulk Serviced Every<br>Other Month up to 10cy<br>(Price Per Unit, Per<br>Month)            | 10919      | \$ 4.65                      | \$ 4.88                      | \$ 5.13                      | \$ 5.38                      | \$ 5.65                      | \$ 5.93                      | \$ 6.23                      |
| <b>OPTION C</b><br>Bulk Serviced Quarterly<br>(4x Annually) up to 15cy<br>(Price Per Unit, Per<br>Month)      | 10919      | \$ 4.65                      | \$ 4.88                      | \$ 5.13                      | \$ 5.38                      | \$ 5.65                      | \$ 5.93                      | \$ 6.23                      |
| Additional Bulk Service<br>at Customer's Expense<br>(Price Per cubic yard)                                    | 1000       | \$20.00                      | \$21.00                      | \$22.05                      | \$23.15                      | \$24.31                      | \$25.53                      | \$26.80                      |
| Emergency Bulk Service<br>(Hourly Rate includes<br>Truck and Driver)  | 1          | \$95.00                      | \$99.75                      | \$104.74                     | \$109.97                     | \$115.47                     | \$121.25                     | \$127.31                     |



Annual costs will be calculated by [Monthly costs x total units x 12 months]

**NOTE ON BULK PICKUP SERVICE: PROPOSERS SHOULD REVIEW SECTION 1.9.1 OF THE RFP DOCUMENT**

| Commercial Cart- Year 1   |            |   |                                       |   | Commercial Cart Years 2-7                      |  |  |  |  |  |  |
|---|------------|---|---------------------------------------|---|--|--|--|--|--|--|--|
|   | Unit Count | Monthly Collection Fee                  | Monthly Disposal Fee                  | Total per Month (Per Cart, Per Service Day)       | Monthly Collection Fee Year 2                  | Monthly Collection Fee Year 3                  | Monthly Collection Fee Year 4                  | Monthly Collection Fee Year 5                  | Monthly Collection Fee Year 6                  | Monthly Collection Fee Year 7                  |  |
| Monthly Rate for Collection of Commercial Waste in 96-gallon Contractor-Provided Cart | 1          | \$ 44.03                                | \$ 9.50                               | \$ 53.53  | \$ 46.23                                       | \$ 48.54                                       | \$ 50.97                                       | \$ 53.52                                       | \$ 56.19                                       | \$ 59.00                                       |  |
| Extra Service (Upon Request) Per Dump   | 1          | Extra Service Collection Fee (Per Dump) | Extra Service Disposal Fee (Per Dump) | Total Fee for Extra Service Collection (Per Dump) | Extra Service Collection Fee (Per Dump) Year 2 | Extra Service Collection Fee (Per Dump) Year 3 | Extra Service Collection Fee (Per Dump) Year 4 | Extra Service Collection Fee (Per Dump) Year 5 | Extra Service Collection Fee (Per Dump) Year 6 | Extra Service Collection Fee (Per Dump) Year 7 |  |
| Ancillary Services  |            | \$ 10.17                                | \$ 2.19                               | \$ 53.53  | \$ 10.68                                       | \$ 11.21                                       | \$ 11.77                                       | \$ 12.36                                       | \$ 12.98                                       | \$ 13.63                                       |  |
|   |            | Fee per Service per Month               |                                       |   | Fee per Service per Month Year 2               | Fee per Service per Month Year 3               | Fee per Service per Month Year 4               | Fee per Service per Month Year 5               | Fee per Service per Month Year 6               | Fee per Service per Month Year 7               |  |
| Rollout/Rollback  |            | No Charge                               |                                       |   | No Charge                                      | No Charge                                      | No Charge                                      | No Charge                                      | No Charge                                      | No Charge                                      |  |
| Cart Delivery, Removal, Exchange or Repair  |            | No Charge                               |                                       |   | No Charge                                      | No Charge                                      | No Charge                                      | No Charge                                      | No Charge                                      | No Charge                                      |  |

| Commercial Mechanical Container (Non-Compaction) Year 1   |                               |   |   |   | Commercial Mechanical Container (Non-Compaction) Years 2-7 |  |  |  |  |  |  |
|---|-------------------------------|---|---|---|--|--|--|--|--|--|--|
|   | Unit Count (In Cubic Yards) * | Monthly Collection Fee (Per Cubic Yard)       | Monthly Disposal Fee (Per Cubic Yard)       | Total Monthly Fee per Cubic Yard                        | Monthly Collection Fee (Per Cubic Yard) Year 2             | Monthly Collection Fee (Per Cubic Yard) Year 3       | Monthly Collection Fee (Per Cubic Yard) Year 4       | Monthly Collection Fee (Per Cubic Yard) Year 5       | Monthly Collection Fee (Per Cubic Yard) Year 6       | Monthly Collection Fee (Per Cubic Yard) Year 7       |  |
| Monthly Rate for Collection of Commercial Waste with Mechanical Containers (other than Compactors and Rolloff Containers) | 10145                         | \$16.16                                       | \$3.09                                      | \$19.25   | \$16.97  | \$17.82  | \$18.71  | \$19.64  | \$20.62  | \$21.66  |  |
| Extra Service (Upon Request) Per Dump   | 80                            | Extra Service Collection Fee (Per Cubic Yard) | Extra Service Disposal Fee (Per Cubic Yard) | Total Fee for Extra Service Collection (Per Cubic Yard) | Extra Service Collection Fee (Per Cubic Yard) Year 2       | Extra Service Collection Fee (Per Cubic Yard) Year 3 | Extra Service Collection Fee (Per Cubic Yard) Year 4 | Extra Service Collection Fee (Per Cubic Yard) Year 5 | Extra Service Collection Fee (Per Cubic Yard) Year 6 | Extra Service Collection Fee (Per Cubic Yard) Year 7 |  |
| Ancillary Services  |                               |   |   |   |  |  |  |  |  |  |  |
|   |                               | Fee per Service per Month +                   |   |   | Fee per Service per Month Year 2 +                         | Fee per Service per Month Year 3 +                   | Fee per Service per Month Year 4 +                   | Fee per Service per Month Year 5 +                   | Fee per Service per Month Year 6 +                   | Fee per Service per Month Year 7 +                   |  |
| Rollout Fee/Rollback +  | 91                            | \$15.00                                       |   |   | \$15.00  | \$15.00  | \$15.00  | \$15.00  | \$15.00  | \$15.00  |  |
|   |                               | Fee per Container Equipped per Month          |   |   | Fee per Container Equipped per Month Year 2                | Fee per Container Equipped per Month Year 3          | Fee per Container Equipped per Month Year 4          | Fee per Container Equipped per Month Year 5          | Fee per Container Equipped per Month Year 6          | Fee per Container Equipped per Month Year 7          |  |
| Locking Mechanism   | 24                            | \$15.00                                       |   |   | \$15.00  | \$15.00  | \$15.00  | \$15.00  | \$15.00  | \$15.00  |  |
|   |                               | Fee per Container Equipped per Month          |   |   | Fee per Container Equipped per Month Year 2                | Fee per Container Equipped per Month Year 3          | Fee per Container Equipped per Month Year 4          | Fee per Container Equipped per Month Year 5          | Fee per Container Equipped per Month Year 6          | Fee per Container Equipped per Month Year 7          |  |
| Castors   | 40                            | \$25.00                                       |   |   | \$25.00  | \$25.00  | \$25.00  | \$25.00  | \$25.00  | \$25.00  |  |
|   |                               | Overage Fee per Cubic Yard                    |   |   | Overage Fee per Cubic Yard Year 2                          | Overage Fee per Cubic Yard Year 3                    | Overage Fee per Cubic Yard Year 4                    | Overage Fee per Cubic Yard Year 5                    | Overage Fee per Cubic Yard Year 6                    | Overage Fee per Cubic Yard Year 7                    |  |
| Overflowing Container- Overage Fee  | 100                           | \$19.25                                       |   |   | \$19.25  | \$19.25  | \$19.25  | \$19.25  | \$19.25  | \$19.25  |  |
| Mechanical Container Delivery, Repair, Exchange or Removal  | No Charge                     | No Charge                                     |   |   | No Charge  | No Charge  | No Charge  | No Charge  | No Charge  | No Charge  |  |

\* Actual Cubic Yards/Month based on current service schedule

+ Monthly rate calculated using 4.33 weeks per month

| Commercial Compacting Container- Year 1   |                               |   |   |   | Commercial Compacting Container Years 2-7            |  |  |  |  |  |  |
|---|-------------------------------|---|---|---|--|--|--|--|--|--|--|
|   | Unit Count (In Cubic Yards) * | Per Cubic Yard (Collection)                   | Per Cubic Yard (Disposal)                   | Total per Cubic Yard                                    | Monthly Collection Fee (Per Cubic Yard) Year 2       | Monthly Collection Fee (Per Cubic Yard) Year 3       | Monthly Collection Fee (Per Cubic Yard) Year 4       | Monthly Collection Fee (Per Cubic Yard) Year 5       | Monthly Collection Fee (Per Cubic Yard) Year 6       | Monthly Collection Fee (Per Cubic Yard) Year 7       |  |
| Monthly Rate for Collection of Commercial Waste in Compactors (Not Rolloff Compactors- generally 8cy or less) | 113                           | \$ 24.14                                      | \$ 7.73                                     | \$ 31.86  | \$ 25.34   | \$ 26.61   | \$ 33.45   | \$ 35.13   | \$ 26.61   | \$ 27.94   |  |
| Extra Service (Upon Request) Per Cubic Yard Compactors  | 9                             | Extra Service Collection Fee (Per Cubic Yard) | Extra Service Disposal Fee (Per Cubic Yard) | Total Fee for Extra Service Collection (Per Cubic Yard) | Extra Service Collection Fee (Per Cubic Yard) Year 2 | Extra Service Collection Fee (Per Cubic Yard) Year 3 | Extra Service Collection Fee (Per Cubic Yard) Year 4 | Extra Service Collection Fee (Per Cubic Yard) Year 5 | Extra Service Collection Fee (Per Cubic Yard) Year 6 | Extra Service Collection Fee (Per Cubic Yard) Year 7 |  |
|   |                               | \$ 24.14                                      | \$ 7.73                                     | \$ 31.86  | \$ 25.34   | \$ 26.61   | \$ 33.45   | \$ 35.13   | \$ 26.61   | \$ 27.94   |  |



Annual costs will be calculated by [Monthly costs x total units x 12 months]  
 NOTE ON BULK PICKUP SERVICE: PROPOSERS SHOULD REVIEW SECTION 1.9.1 OF THE RFP DOCUMENT

| Rolloff Open Top (Non-Compaction)- Year 1                                    |                             |                                | Rolloff Open Top (Non-Compaction) Years 2-7 |                                |                             |                                |                             |                                |                             |                                |                             |                                |                             |                                |
|--|-----------------------------|--------------------------------|---|--------------------------------|-----------------------------|--------------------------------|-----------------------------|--------------------------------|-----------------------------|--------------------------------|-----------------------------|--------------------------------|-----------------------------|--------------------------------|
|  | Per Service Haul Fee Year 1 | Monthly Maintenance Fee Year 1 | Per Service Haul Fee Year 2                 | Monthly Maintenance Fee Year 2 | Per Service Haul Fee Year 3 | Monthly Maintenance Fee Year 3 | Per Service Haul Fee Year 4 | Monthly Maintenance Fee Year 4 | Per Service Haul Fee Year 5 | Monthly Maintenance Fee Year 5 | Per Service Haul Fee Year 6 | Monthly Maintenance Fee Year 6 | Per Service Haul Fee Year 7 | Monthly Maintenance Fee Year 7 |
| Any Sized Open-Top Rolloff (Disposal Charged Based on Actual Disposal Cost)  | \$385.00                    | No Charge                      | \$404.25                                    | No Charge                      | \$424.46                    | No Charge                      | \$445.69                    | No Charge                      | \$467.97                    | No Charge                      | \$491.37                    | No Charge                      | \$515.94                    | No Charge                      |
| Ancillary Services   |                             |                                |   |                                |                             |                                |                             |                                |                             |                                |                             |                                |                             |                                |
|  | Fee Per Action Year 1       | Fee Per Action Year 2          | Fee Per Action Year 3                       | Fee Per Action Year 4          | Fee Per Action Year 5       | Fee Per Action Year 6          | Fee Per Action Year 7       |                                |                             |                                |                             |                                |                             |                                |
| Relocation Fee (No Dump)   | \$125.00                    | \$131.25                       | \$137.81                                    | \$144.70                       | \$151.94                    | \$159.54                       | \$167.51                    |                                |                             |                                |                             |                                |                             |                                |
| Delivery Fee   | No Charge                   |                                |   |                                |                             |                                |                             |                                |                             |                                |                             |                                |                             |                                |
| Rolloff Compactor- Year 1  |                             | Rolloff Compactor Years 2-7    |   |                                |                             |                                |                             |                                |                             |                                |                             |                                |                             |                                |
|  | Per Service Haul Fee Year 1 | Per Service Haul Fee Year 2    | Per Service Haul Fee Year 3                 | Per Service Haul Fee Year 4    | Per Service Haul Fee Year 5 | Per Service Haul Fee Year 6    | Per Service Haul Fee Year 7 |                                |                             |                                |                             |                                |                             |                                |
| Any Sized Rolloff Compactor (Disposal Charged Based on Actual Disposal Cost) | \$395.00                    | \$414.75                       | \$435.49                                    | \$457.26                       | \$480.12                    | \$504.13                       | \$529.34                    |                                |                             |                                |                             |                                |                             |                                |

# BEST-AND-FINAL OFFER

Annual costs will be calculated by [Monthly costs x total units x 12 months]

NOTE ON BULK PICKUP SERVICE: PROPOSERS SHOULD REVIEW SECTION 1.9.1 OF THE RFP DOCUMENT

| Service Provided  | Unit Count | Year 1<br>Unit Price<br>(Per<br>Month) | Year 2<br>Unit Price<br>(Per<br>Month) | Year 3<br>Unit Price<br>(Per<br>Month) | Year 4<br>Unit Price<br>(Per<br>Month) | Year 5<br>Unit Price<br>(Per<br>Month) | Year 6<br>Unit Price<br>(Per<br>Month) | Year 7<br>Unit Price<br>(Per<br>Month) | FIRST TERM<br>TOTAL |
|---|------------|--|--|--|--|--|--|--|---------------------|
| Residential Garbage<br>(Price Per Unit, Per<br>Month)   | 10919      | \$ 9.41                                | \$ 9.88                                | \$ 10.37                               | \$ 10.89                               | \$ 11.44                               | \$ 12.01                               | \$ 12.61                               | \$ 10,038,880.50    |
| Residential Recycling<br>(Price Per Unit, Per<br>Month) | 10919      | \$ 5.59                                | \$ 5.87                                | \$ 6.16                                | \$ 6.47                                | \$ 6.79                                | \$ 7.13                                | \$ 7.49                                | \$ 5,963,585.76     |

| Service Provided  | Unit Count | Year 1<br>Unit Price<br>(Per<br>Month) | Year 2<br>Unit Price<br>(Per<br>Month) | Year 3<br>Unit Price<br>(Per<br>Month) | Year 4<br>Unit Price<br>(Per<br>Month) | Year 5<br>Unit Price<br>(Per<br>Month) | Year 6<br>Unit Price<br>(Per<br>Month) | Year 7<br>Unit Price<br>(Per<br>Month) | FIRST TERM<br>TOTAL |
|---|------------|--|--|--|--|--|--|--|---------------------|
| Bulk Serviced 1x Month<br>up to 6cy (Price Per<br>Unit, Per Month)  | 10919      | \$ 4.18                                | \$ 4.39                                | \$ 4.61                                | \$ 4.84                                | \$ 5.08                                | \$ 5.33                                | \$ 5.60                                | \$ 4,459,353.93     |
| <u>OPTION A</u><br>Bulk Serviced 1x Month<br>up to 6cy- MONDAY<br>SERVICE ONLY (Price<br>Per Unit, Per Month) | 10919      | \$ 6.65                                | \$ 6.98                                | \$ 7.33                                | \$ 7.70                                | \$ 8.08                                | \$ 8.49                                | \$ 8.91                                | \$ 7,094,426.71     |
| <u>OPTION B</u><br>Bulk Serviced Every<br>Other Month up to<br>10cy (Price Per Unit,<br>Per Month)            | 10919      | \$ 4.18                                | \$ 4.39                                | \$ 4.61                                | \$ 4.84                                | \$ 5.08                                | \$ 5.33                                | \$ 5.60                                | \$ 4,459,353.93     |
| <u>OPTION C</u><br>Bulk Serviced Quarterly<br>(4x Annually) up to<br>15cy (Price Per Unit,<br>Per Month)      | 10919      | \$ 4.18                                | \$ 4.39                                | \$ 4.61                                | \$ 4.84                                | \$ 5.08                                | \$ 5.33                                | \$ 5.60                                | \$ 4,459,353.93     |
| Additional Bulk Service<br>at Customer's Expense<br>(Price Per cubic yard)                                    | 1000       | \$20.00                                | \$21.00                                | \$22.05                                | \$23.15                                | \$24.31                                | \$25.53                                | \$26.80                                | \$ 1,954,082.03     |
| Emergency Bulk Service<br>(Hourly Rate includes<br>Truck and Driver)  | 1          | \$95.00                                | \$99.75                                | \$104.74                               | \$109.97                               | \$115.47                               | \$121.25                               | \$127.31                               | \$ 9,281.89         |

# BEST-AND-FINAL OFFER

Annual costs will be calculated by [Monthly costs x total units x 12 months]

**NOTE ON BULK PICKUP SERVICE: PROPOSERS SHOULD REVIEW SECTION 1.9.1 OF THE RFP DOCUMENT**

| Commercial Cart- Year 1   |            |   |                                       |   | Commercial Cart Years 2-7   |  |  |  |  |  |  |
|---|------------|---|---------------------------------------|---|---|--|--|--|--|--|--|
| Monthly Rate for Collection of Commercial Waste in 96-gallon Contractor-Provided Cart | Unit Count | Monthly Collection Fee                  | Monthly Disposal Fee                  | Total per Month (Per Cart, Per Service Day)       | Monthly Rate for Collection of Commercial Waste in 96-gallon Contractor-Provided Cart | Monthly Collection Fee YEAR 2                  | Monthly Collection Fee YEAR 3                  | Monthly Collection Fee YEAR 4                  | Monthly Collection Fee YEAR 5                  | Monthly Collection Fee YEAR 6                  | Monthly Collection Fee YEAR 7                  |
|   |            | 1                                       | \$ 44.03                              | \$ 9.50   |   | \$ 53.53                                       |  | \$ 46.23                                       | \$ 48.54                                       | \$ 50.97                                       | \$ 53.52                                       |
| Extra Service (Upon Request) Per Dump   | 1          | Extra Service Collection Fee (Per Dump) | Extra Service Disposal Fee (Per Dump) | Total Fee for Extra Service Collection (Per Dump) | Extra Service (Upon Request) Per Dump   | Extra Service Collection Fee (Per Dump) YEAR 2 | Extra Service Collection Fee (Per Dump) YEAR 3 | Extra Service Collection Fee (Per Dump) YEAR 4 | Extra Service Collection Fee (Per Dump) YEAR 5 | Extra Service Collection Fee (Per Dump) YEAR 6 | Extra Service Collection Fee (Per Dump) YEAR 7 |
| Ancillary Services  |            | \$ 10.17                                | \$ 2.19                               | \$ 53.53  | Ancillary Services  | \$ 10.68                                       | \$ 11.21                                       | \$ 11.77                                       | \$ 12.36                                       | \$ 12.98                                       | \$ 13.63                                       |
| Rollout/Rollback  |            | Fee per Service per Month               |                                       |   | Rollout/Rollback  | YEAR 2   | Month YEAR 3                                   | Month YEAR 4                                   | Month YEAR 5                                   | Month YEAR 6                                   | Month YEAR 7                                   |
| Cart Delivery, Removal, Exchange or Repair  |            | No Charge                               |                                       |   | Cart Delivery, Removal, Exchange or Repair  | No Charge                                      | No Charge                                      | No Charge                                      | No Charge                                      | No Charge                                      | No Charge                                      |

| Commercial Mechanical Container (Non-Compaction) Year 1   |                               |   |   |   | Commercial Mechanical Container (Non-Compaction) Years 2-7  |  |  |  |  |  |  |
|---|-------------------------------|---|---|---|---|--|--|--|--|--|--|
| Monthly Rate for Collection of Commercial Waste with Mechanical Containers (other than Compactors and Rolloff Containers) | Unit Count (In Cubic Yards) * | Monthly Collection Fee (Per Cubic Yard)       | Monthly Disposal Fee (Per Cubic Yard)       | Total Monthly Fee per Cubic Yard                        | Monthly Rate for Collection of Commercial Waste with Mechanical Containers (other than Compactors and Rolloff Containers) | Monthly Collection Fee (Per Cubic Yard) Year 2       | Monthly Collection Fee (Per Cubic Yard) Year 3       | Monthly Collection Fee (Per Cubic Yard) Year 4       | Monthly Collection Fee (Per Cubic Yard) Year 5       | Monthly Collection Fee (Per Cubic Yard) Year 6       | Monthly Collection Fee (Per Cubic Yard) Year 7       |
|   |                               | 10145   | \$16.16                                     | \$3.09  |   | \$19.25  |  | \$16.97  | \$17.82  | \$18.71  | \$19.64  |
| Extra Service (Upon Request) Per Dump   | 80                            | Extra Service Collection Fee (Per Cubic Yard) | Extra Service Disposal Fee (Per Cubic Yard) | Total Fee for Extra Service Collection (Per Cubic Yard) | Extra Service (Upon Request) Per Cubic Yard   | Extra Service Collection Fee (Per Cubic Yard) Year 2 | Extra Service Collection Fee (Per Cubic Yard) Year 3 | Extra Service Collection Fee (Per Cubic Yard) Year 4 | Extra Service Collection Fee (Per Cubic Yard) Year 5 | Extra Service Collection Fee (Per Cubic Yard) Year 6 | Extra Service Collection Fee (Per Cubic Yard) Year 7 |
| Ancillary Services  |                               | \$16.16                                       | \$3.09                                      | \$19.25   | Ancillary Services  | \$16.97  | \$17.82  | \$18.71  | \$19.64  | \$20.62  | \$21.66  |
| Rollout Fee/Rollback +  | 91                            | Fee per Service per Month +                   |   |   | Rollout Fee/Rollback +  | Fee per Service per Month Year 2 +                   | Fee per Service per Month Year 3 +                   | Fee per Service per Month Year 4 +                   | Fee per Service per Month Year 5 +                   | Fee per Service per Month Year 6 +                   | Fee per Service per Month Year 7 +                   |
| Locking Mechanism   | 24                            | Fee per Container Equipped per Month          |   |   | Locking Mechanism   | Year 2   | Year 3   | Year 4   | Year 5   | Year 6   | Year 7   |
| Castors   | 40                            | Fee per Container Equipped per Month          |   |   | Castors   | Year 2   | Year 3   | Year 4   | Year 5   | Year 6   | Year 7   |
| Overflowing Container- Overage Fee  | 100                           | Overage Fee per Cubic Yard                    |   |   | Overflowing Container- Overage Fee  | Year 2   | Year 3   | Year 4   | Year 5   | Year 6   | Year 7   |
| Mechanical Container Delivery, Repair, Exchange or Removal  | No Charge                     | No Charge                                     |   |   | Mechanical Container Delivery, Repair, Exchange or Removal  | No Charge  | No Charge  | No Charge  | No Charge  | No Charge  | No Charge  |

\* Actual Cubic Yards/Month based on current service schedule

+ Monthly rate calculated using 4.33 weeks per month

| Commercial Compacting Container- Year 1   |                               |   |   |   | Commercial Compacting Container Years 2-7   |  |  |  |  |  |  |
|---|-------------------------------|---|---|---|---|--|--|--|--|--|--|
| Monthly Rate for Collection of Commercial Waste in Compactors (Not Rolloff Compactors- generally 8cy or less) | Unit Count (In Cubic Yards) * | Per Cubic Yard (Collection)                   | Per Cubic Yard (Disposal)                   | Total per Cubic Yard                                    | Monthly Rate for Collection of Commercial Waste in Compactors (Not Rolloff Compactors- generally 8cy or less) | Monthly Collection Fee (Per Cubic Yard) Year 2       | Monthly Collection Fee (Per Cubic Yard) Year 3       | Monthly Collection Fee (Per Cubic Yard) Year 4       | Monthly Collection Fee (Per Cubic Yard) Year 5       | Monthly Collection Fee (Per Cubic Yard) Year 6       | Monthly Collection Fee (Per Cubic Yard) Year 7       |
|   |                               | 113   | \$ 24.14                                    | \$ 7.73   |   | \$ 31.86   |  | \$ 25.34   | \$ 26.61   | \$ 33.45   | \$ 35.13   |
| Extra Service (Upon Request) Per Cubic Yard Compactors  | 9                             | Extra Service Collection Fee (Per Cubic Yard) | Extra Service Disposal Fee (Per Cubic Yard) | Total Fee for Extra Service Collection (Per Cubic Yard) | Extra Service (Upon Request) Per Cubic Yard Compactors  | Extra Service Collection Fee (Per Cubic Yard) Year 2 | Extra Service Collection Fee (Per Cubic Yard) Year 3 | Extra Service Collection Fee (Per Cubic Yard) Year 4 | Extra Service Collection Fee (Per Cubic Yard) Year 5 | Extra Service Collection Fee (Per Cubic Yard) Year 6 | Extra Service Collection Fee (Per Cubic Yard) Year 7 |
|   |                               | \$ 24.14                                      | \$ 7.73                                     | \$ 31.86  |   | \$ 25.34   | \$ 26.61   | \$ 33.45   | \$ 35.13   | \$ 26.61   | \$ 27.94   |



## BEST-AND-FINAL OFFER

Annual costs will be calculated by [Monthly costs x total units x 12 months]

**NOTE ON BULK PICKUP SERVICE: PROPOSERS SHOULD REVIEW SECTION 1.9.1 OF THE RFP DOCUMENT**

| Rolloff Open Top (Non-Compaction)- Year 1                                    |                             |                                | Rolloff Open Top (Non-Compaction) Years 2-7 |                                |                             |                                |                             |                                |                             |                                |                             |                                |                             |                                |
|--|-----------------------------|--------------------------------|---|--------------------------------|-----------------------------|--------------------------------|-----------------------------|--------------------------------|-----------------------------|--------------------------------|-----------------------------|--------------------------------|-----------------------------|--------------------------------|
|  | Per Service Haul Fee Year 1 | Monthly Maintenance Fee Year 1 | Per Service Haul Fee Year 2                 | Monthly Maintenance Fee Year 2 | Per Service Haul Fee Year 3 | Monthly Maintenance Fee Year 3 | Per Service Haul Fee Year 4 | Monthly Maintenance Fee Year 4 | Per Service Haul Fee Year 5 | Monthly Maintenance Fee Year 5 | Per Service Haul Fee Year 6 | Monthly Maintenance Fee Year 6 | Per Service Haul Fee Year 7 | Monthly Maintenance Fee Year 7 |
| Any Sized Open-Top Rolloff (Disposal Charged Based on Actual Disposal Cost)  | \$385.00                    | No Charge                      | \$404.25                                    | No Charge                      | \$424.46                    | No Charge                      | \$445.69                    | No Charge                      | \$467.97                    | No Charge                      | \$491.37                    | No Charge                      | \$515.94                    | No Charge                      |
| Ancillary Services   |                             |                                |   |                                |                             |                                |                             |                                |                             |                                |                             |                                |                             |                                |
|  | Fee Per Action Year 1       | Fee Per Action Year 2          | Fee Per Action Year 3                       | Fee Per Action Year 4          | Fee Per Action Year 5       | Fee Per Action Year 6          | Fee Per Action Year 7       |                                |                             |                                |                             |                                |                             |                                |
| Relocation Fee (No Dump)   | \$125.00                    | \$131.25                       | \$137.81                                    | \$144.70                       | \$151.94                    | \$159.54                       | \$167.51                    |                                |                             |                                |                             |                                |                             |                                |
| Delivery Fee   | No Charge                   |                                |   |                                |                             |                                |                             |                                |                             |                                |                             |                                |                             |                                |
| Rolloff Compactor- Year 1  |                             |                                | Rolloff Compactor Years 2-7                 |                                |                             |                                |                             |                                |                             |                                |                             |                                |                             |                                |
|  | Per Service Haul Fee Year 1 | Per Service Haul Fee Year 2    | Per Service Haul Fee Year 3                 | Per Service Haul Fee Year 4    | Per Service Haul Fee Year 5 | Per Service Haul Fee Year 6    | Per Service Haul Fee Year 7 |                                |                             |                                |                             |                                |                             |                                |
| Any Sized Rolloff Compactor (Disposal Charged Based on Actual Disposal Cost) | \$395.00                    | \$414.75                       | \$435.49                                    | \$457.26                       | \$480.12                    | \$504.13                       | \$529.34                    |                                |                             |                                |                             |                                |                             |                                |



COOPER  
CITY

Cooper City



[www.coastalwasteinc.com](http://www.coastalwasteinc.com)



## Introductions

- **John Casagrande** – Sr. Vice President, Business Development
- **Maurice Nalley** – Vice President Operations & Systems
- **Trevor Black** – Area Manager – South Florida
- **Anthony Garcia** – Vice President Corporate Finance
- **Stephanie De La Roca** – Director of Customer Service
- **Gerardo Cardona** – District Manager of Broward County
- **Ed Peters** – Municipal Relations of South Florida





# Agenda

|                                    |                            |
|------------------------------------|----------------------------|
| Bulk Services/Emergency Management | Questions 1,18,20          |
| Hiring                             | Questions 2,9              |
| Customer Service                   | Questions 4, 5,12,13       |
| Recycling                          | Questions 19               |
| Financials                         | Question 10 & 11           |
| Scholarships                       | Question 3                 |
| Transition Capacity & Experience   | Question 6,7,8,14,15,16,17 |



# Meet the Team

|   |   |  |   |  |
|---|---|--|---|--|
|  <p><b>John Casagrande</b><br/>SVP Business Development</p> <p><b>2018</b><br/>Joined Coastal</p> <p><b>&gt;40</b><br/>Years of Experience</p>  <p>Prior Experience</p>   |  <p><b>Dennis Pantano</b><br/>Chief Operating Officer</p> <p><b>2020</b><br/>Joined Coastal</p> <p><b>&gt;45</b><br/>Years of Experience</p>   <p>WASTE CONNECTIONS, INC.<br/>Prior Experience</p> |  <p><b>Maurice Nalley</b><br/>VP Collections/Systems</p> <p><b>2021</b><br/>Joined Coastal</p> <p><b>&gt;10</b><br/>Years of Experience</p>  <p>Prior Experience</p>   |  <p><b>Stephanie De Laroca</b><br/>Director of Customer Service</p> <p><b>2020</b><br/>Joined Coastal</p> <p><b>&gt;10</b><br/>Years of Experience</p>  <p>Prior Experience</p> |  <p><b>Trevor Black</b><br/>South Florida Area Manager</p> <p><b>2020</b><br/>Joined Coastal</p> <p><b>&gt;10</b><br/>Years of Experience</p>  <p>Prior Experience</p> |
|  <p><b>Patti Hamilton</b><br/>VP Brand &amp; Culture</p> <p><b>2018</b><br/>Joined Coastal</p> <p><b>&gt;35</b><br/>Years of Experience</p>   <p>Prior Experience</p> |  <p><b>Ed Peters</b><br/>Municipal Marketing</p> <p><b>2023</b><br/>Joined Coastal</p> <p><b>&gt;10</b><br/>Years of Experience</p>  <p>Prior Experience</p>   |  <p><b>Gerardo Cardona</b><br/>District Manager</p> <p><b>2018</b><br/>Joined Coastal</p> <p><b>&gt;25</b><br/>Years of Experience</p>   <p>Prior Experience</p> |  <p><b>Anthony Garcia</b><br/>VP Finance</p> <p><b>2018</b><br/>Joined Coastal</p> <p><b>&gt;10</b><br/>Years of Experience</p>  <p>Prior Experience</p>                     |  |



## Disaster Services

- Coastal has invested in the Clamshell and Tractor Trailer services
- Currently have 35 Clamshells and 25 Tractor Trailers in use today
- These trucks can be deployed to remove any type of storm debris once it's safe to enter the city
- Coastal will deploy these trucks to Cooper City to help bridge the 48-72 hour time span needed to mobilize storm control
- These vehicles along with the new Clamshells assigned to Cooper City can provide extra Bulk Service in case of a weather event
- Coastal has no other obligation to provide Bulk Service after a storm





# Our Disposal and Processing Locations in Broward County

## Broward – MRF

1840 NW 33<sup>rd</sup> Street  
Pompano Beach, FL 33064

Size: 5 Acres



## Pompano– Recycling

2281 NW 16<sup>th</sup> Street  
Pompano Beach, FL 33069

Size: 7.5 Acres



## Broward – Transfer

7060 SW 22<sup>nd</sup> Court  
Davie, FL 33317

Size: 2 Acres





## Explain How Coastal Can Provide Same If Not Better Bulk Waste Collection Services Vs A Dedicated Contractor

### Dedicated Equipment:

**Flexibility** on scheduling able to comply with 5.6.10 and the 4 Bulk Options in the RFP

- 1x month – 6 yards
- 1x month Monday – 6 yards
- Every other Month – 10 yards
- Quarterly – 15 yards

### Accountability:

One point of contact for – **Question #4**

- Missed pickups
- Property Damage
- Oil Spills
- Accidents

### Employee's:

- Training
- Drug Free Workplace
- Everify



## Explain How Coastal Can Provide Same If Not Better Bulk Waste Collection Services Vs A Dedicated Contractor

### Disposal – Disposal:

- City is now responsible for all residential disposal Coastal branded equipment – Broward County specific permitted decal numbers on each truck
- Only other choice is EWS they service Miramar, Davie, Southwest Ranches, Pembroke Pines

**How do you keep track of those vehicles if you are paying for disposal?**



# Cooper City Employment Strategy

## Career Fairs:

- City of North Miami Beach
- Jesus Supernatural Church – Pompano Beach

## Job Boards/ Social Media Postings:

- Career Source
- Employ Florida
- Indeed
- LinkedIn
- Facebook
- Social Media

## Employee Referrals:

- This is our top recruiting source



**NMB**  
**JOB FAIR**  
WEDNESDAY, JUNE 15TH • 10 AM - 2 PM

Join us at the NMB Job Fair to meet employers across multiple industries including healthcare, technology, government, education, aviation, and more! **Job applicants who apply onsite will receive a complimentary professional headshot.**

RSVP Online

The poster features the NMB logo, a circular portrait of a man in a suit, and four diverse professionals in various uniforms (nurse, pilot, etc.) standing in front of a large seal.



**Coastal**  
Waste & Recycling  
**CAREER FAIR**  
Immediate Interviews

CDL Drivers Welders  
Diesel Technicians Laborers  
Customer Service Reps

August 4, 2022  
3 pm - 6 pm

Jesus Supernatural Church  
700 NW 21st Ave  
Pompano Beach, FL 33069

The poster includes a QR code and a photograph of a blue Coastal Waste & Recycling truck with an American flag graphic on its side.

# Hiring Statistics



Coastal Runs at a 10% Overstaff Rate to Reduce Driver Burnout and Distress



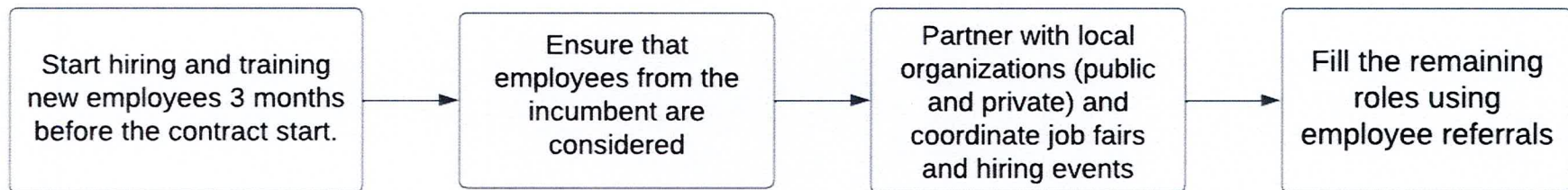
65% Driver Success Rate



ZERO Layoffs During the Pandemic



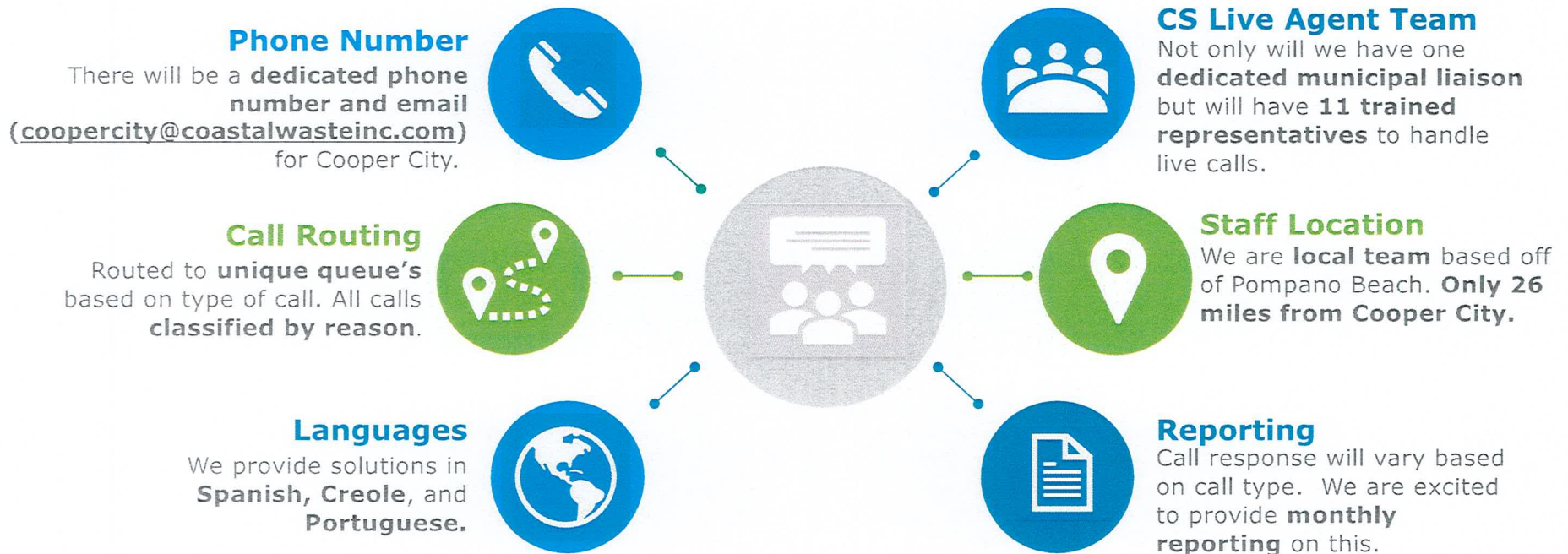
# Hiring Transition Plan





# Customer Service

Committed to being the industry leader



# Google Reviews

**3 million**  
Services provided to our  
communities monthly



**Only 70 Reviews**  
Over 6 years of business

**25 Facilities**



Google



Coastal Waste & Recycling, Inc.

Website Directions Save

2.7 ★★★★★ 70 Google reviews

Waste management service in Pompano Beach, Florida

You manage this Business Profile

Service options: No online estimates · Onsite services not available

Address: 1840 NW 33rd St, Pompano Beach, FL 33064

Hours: Closes soon · 5:30 PM · Opens 7 AM Wed

Phone: (954) 947-4000

**F** Fran Hoots  
3 reviews  
★★★★★

Positive: Professionalism, Quality

On 1 occasion I say a gentleman get out of his truck to upright a recycle bin, so that he could empty the contents into his truck. The week before, another gentlemen using the claw to pick-up bulk, got out of his truck to rake some of the leftover lawn debris, after using the claw, got back into his truck picked up the remaining debris he raked up. I am so impressed. The neighborhood we moved from, many times there was fly away trash left behind up and down the street. Different company. Coastal definitely has a lot of pride in their work!

Services: Yard debris removal, Trash removal & disposal

13 Like

# Measurements Ensuring High Service Levels Startup Planning Continued

## Town of Davie

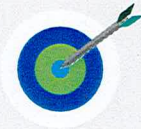
24,044 S/F units  
Twice a week Solid Waste  
Once a month Bulk



- ▶ Total monthly services = 238,872
- ▶ Monthly Average MPU's = 15.75 ~ **(.001%)**
- ▶ **Less than 1 MPU's per 10,000 services.**

## North Miami Beach

8,490 S/F , M/F Units  
Twice a week trash  
Once a week recycling  
Once a month bulk



- ▶ Total monthly services = 100,224
- ▶ Monthly Average MPU's = 30 ~ **(.0003%)**
- ▶ **Less than 1 MPU's per 10,000 services.**

## Pompano Beach

24,000 S/F units  
2X a week Solid Waste  
1X a week Recycling & Bulk



- ▶ Total monthly services = 415,860
- ▶ Monthly Average MPU's = 90 ~ **(.0002%)**
- ▶ **Less than 1 MPU's per 10,000 services.**



# Measurements Ensuring High Service Levels Startup Planning Continued

## Town of Lantana

3200 S/F units  
Twice a week Solid Waste  
Once a week Recycling  
Once a week Bulk  
Once a week Yardwaste



- ▶ Total monthly services = 69,280
- ▶ Monthly Average MPU's = 55 ~ **(.0007%)**
- ▶ **Less than 1 MPU's per 10,000 services.**

## City of Wilton Manors

3400 S/F Units  
Twice a week trash  
Once a week recycling  
Once a month bulk  
Once a month HHW



- ▶ Total monthly services = 50,966
- ▶ Monthly Average MPU's = 40 ~ **(.0007%)**
- ▶ **Less than 1 MPU's per 10,000 services.**

## Customer Service

Annual Collection Services in Broward County from August 2022 – July 2023:

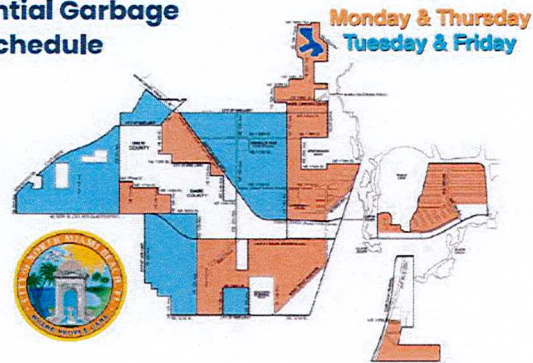
- Fort Lauderdale – 2,080,000
- Pompano Beach – 3,074,000
- Davie – 5,200,000
- Broward Municipal Services Districts - 706,200

**Total Services: 11,060,200**

# Custom City Magnets

## 2023 Residential Garbage Collection Schedule

Your trash collection days remain the same. Recycling will be collected on Wednesday, and will take place every other week. Please reference the calendar for your designated recycling week. The colors on the calendar designate your recycling collection week based on the trash collection map provided.



| January |    |    |    |    |    |    | February |    |    |    |    |    |    | March |    |    |    |    |    |    | April |    |    |    |    |    |    |    |    |
|---------|----|----|----|----|----|----|----------|----|----|----|----|----|----|-------|----|----|----|----|----|----|-------|----|----|----|----|----|----|----|----|
| Su      | M  | Tu | W  | Th | F  | S  | Su       | M  | Tu | W  | Th | F  | S  | Su    | M  | Tu | W  | Th | F  | S  | Su    | M  | Tu | W  | Th | F  | S  |    |    |
| 1       | 2  | 3  | 4  | 5  | 6  | 7  | 5        | 6  | 7  | 8  | 9  | 10 | 11 | 5     | 6  | 7  | 8  | 9  | 10 | 11 | 2     | 3  | 4  | 5  | 6  | 7  | 8  |    |    |
| 8       | 9  | 10 | 11 | 12 | 13 | 14 | 12       | 13 | 14 | 15 | 16 | 17 | 18 | 12    | 13 | 14 | 15 | 16 | 17 | 18 | 9     | 10 | 11 | 12 | 13 | 14 | 15 |    |    |
| 15      | 16 | 17 | 18 | 19 | 20 | 21 | 19       | 20 | 21 | 22 | 23 | 24 | 25 | 19    | 20 | 21 | 22 | 23 | 24 | 25 | 16    | 17 | 18 | 19 | 20 | 21 | 22 |    |    |
| 22      | 23 | 24 | 25 | 26 | 27 | 28 | 26       | 27 | 28 | 26 | 27 | 28 | 29 | 30    | 31 | 23 | 24 | 25 | 26 | 27 | 28    | 29 | 23 | 24 | 25 | 26 | 27 | 28 | 29 |
| 29      | 30 | 31 |    |    |    |    |          |    |    |    |    |    |    | 26    | 27 | 28 | 29 | 30 | 31 | 30 |       |    |    |    |    |    |    |    |    |

| May |    |    |    |    |    |    | June |    |    |    |    |    |    | July |    |    |    |    |    |    | August |    |    |    |    |    |    |  |  |  |  |
|-----|----|----|----|----|----|----|------|----|----|----|----|----|----|------|----|----|----|----|----|----|--------|----|----|----|----|----|----|--|--|--|--|
| Su  | M  | Tu | W  | Th | F  | S  | Su   | M  | Tu | W  | Th | F  | S  | Su   | M  | Tu | W  | Th | F  | S  | Su     | M  | Tu | W  | Th | F  | S  |  |  |  |  |
| 1   | 2  | 3  | 4  | 5  | 6  | 4  | 5    | 6  | 7  | 8  | 9  | 10 | 2  | 3    | 4  | 5  | 6  | 7  | 8  | 6  | 7      | 8  | 9  | 10 | 11 | 12 |    |  |  |  |  |
| 7   | 8  | 9  | 10 | 11 | 12 | 13 | 11   | 12 | 13 | 14 | 15 | 16 | 17 | 9    | 10 | 11 | 12 | 13 | 14 | 15 | 13     | 14 | 15 | 16 | 17 | 18 | 19 |  |  |  |  |
| 14  | 15 | 16 | 17 | 18 | 19 | 20 | 18   | 19 | 20 | 21 | 22 | 23 | 24 | 16   | 17 | 18 | 19 | 20 | 21 | 22 | 20     | 21 | 22 | 23 | 24 | 25 | 26 |  |  |  |  |
| 21  | 22 | 23 | 24 | 25 | 26 | 27 | 25   | 26 | 27 | 28 | 29 | 30 | 23 | 24   | 25 | 26 | 27 | 28 | 29 | 27 | 28     | 29 | 30 | 31 |    |    |    |  |  |  |  |
| 28  | 29 | 30 | 31 |    |    |    |      |    |    |    |    |    | 30 | 31   |    |    |    |    |    |    |        |    |    |    |    |    |    |  |  |  |  |

| September |    |    |    |    |    |    | October |    |    |    |    |    |    |  |  |  |
|-----------|----|----|----|----|----|----|---------|----|----|----|----|----|----|--|--|--|
| Su        | M  | Tu | W  | Th | F  | S  | Su      | M  | Tu | W  | Th | F  | S  |  |  |  |
|           |    |    |    |    | 1  | 2  | 1       | 2  | 3  | 4  | 5  | 6  | 7  |  |  |  |
| 3         | 4  | 5  | 6  | 7  | 8  | 9  | 8       | 9  | 10 | 11 | 12 | 13 | 14 |  |  |  |
| 10        | 11 | 12 | 13 | 14 | 15 | 16 | 15      | 16 | 17 | 18 | 19 | 20 | 21 |  |  |  |
| 17        | 18 | 19 | 20 | 21 | 22 | 23 | 22      | 23 | 24 | 25 | 26 | 27 | 28 |  |  |  |
| 24        | 25 | 26 | 27 | 28 | 29 | 30 | 29      | 30 | 31 |    |    |    |    |  |  |  |

| November |    |    |    |    |    |    | December |    |    |    |    |    |    |
|----------|----|----|----|----|----|----|----------|----|----|----|----|----|----|
| Su       | M  | Tu | W  | Th | F  | S  | Su       | M  | Tu | W  | Th | F  | S  |
|          |    |    |    |    | 1  | 2  | 3        | 4  | 5  | 6  | 7  | 8  | 9  |
| 5        | 6  | 7  | 8  | 9  | 10 | 11 | 10       | 11 | 12 | 13 | 14 | 15 | 16 |
| 12       | 13 | 14 | 15 | 16 | 17 | 18 | 17       | 18 | 19 | 20 | 21 | 22 | 23 |
| 19       | 20 | 21 | 22 | 23 | 24 | 25 | 24       | 25 | 26 | 27 | 28 | 29 | 30 |
| 26       | 27 | 28 | 29 | 30 | 31 |    |          |    |    |    |    |    |    |



If you have any questions, please contact Coastal Waste & Recycling NMB at (305) 384-7849.





# RECYCLE BETTER. LIVE BETTER.

- ✓ Only these go in the green cart. **NO plastic bags,** Place all items **LOOSE.**
- ✓ Solo estos artículos van dentro del carreta **VERDE.** **NO bolsas de plástico.** Poner todos los artículos por **SEPARADO.**



Plastic Bottles, Jugs and Tubs  
Botellas tinajas y envases  
plásticos



Aluminum Cans & Glass Bottles  
Latas de aluminio y Botellas de  
vidrio



Cardboard and Paper  
Cartón y papel



Steel/Tin Cans  
Latas de acero/estaño

For more information  
Para obtener más información  
[coopercity@coastalwasteinc.com](mailto:coopercity@coastalwasteinc.com)



# NOT RECYCLABLE. NO RECICLABLE.

**NO HAZARDOUS MATERIALS. NO MATERIALES PELIGROSOS.**

These all go in the **BROWN** cart  
Todos estos artículos van dentro de la carreta **CAFÉ.**



Food Containers  
Contenedores de  
comida



Yard Waste  
Desechos de jardín



Plastic Bags  
Fundas de plástico



Garbage  
Bolsa con Basura



Styrofoam  
Artículo De Espuma De  
Poliestireno



Clothing  
Ropa



Shredded Paper  
Papel Triturado



Drink Cups  
Vasos De Plastico



Plastic Utensils  
Utensilios de  
plastico



Garden Hose  
Manguera de  
jardín



Toys  
Juguetes



## Question 10: Finance

**EBITDA** is a widely used metric when analyzing corporate profitability. This metric adjusts earnings for non-cash expenses such as Depreciation & Amortization. Because Coastal is a fast-growing company, significant capital expenditures have been made to support growth. This has allowed Coastal to position itself as the premier waste & recycling collection company in Southeast Florida.

•“**EBITDA**” = **E**arnings **B**efore **I**nterest, **I**axes, **D**epreciation, & **A**mortization

**Depreciation & Amortization** are added back to net earnings because they are **non-cash charges** that appear on a company’s income statement and reduce accounting earnings (especially in asset-intensive industries)

---

### 2023 YTD Financial Overview

**\$215M**

3<sup>rd</sup> Party Revenue  
YTD 2023

**\$40M**

YTD Capital Spend  
2023

**\$50M**

Adjusted EBITDA  
YTD 2023

**\$1.2B**

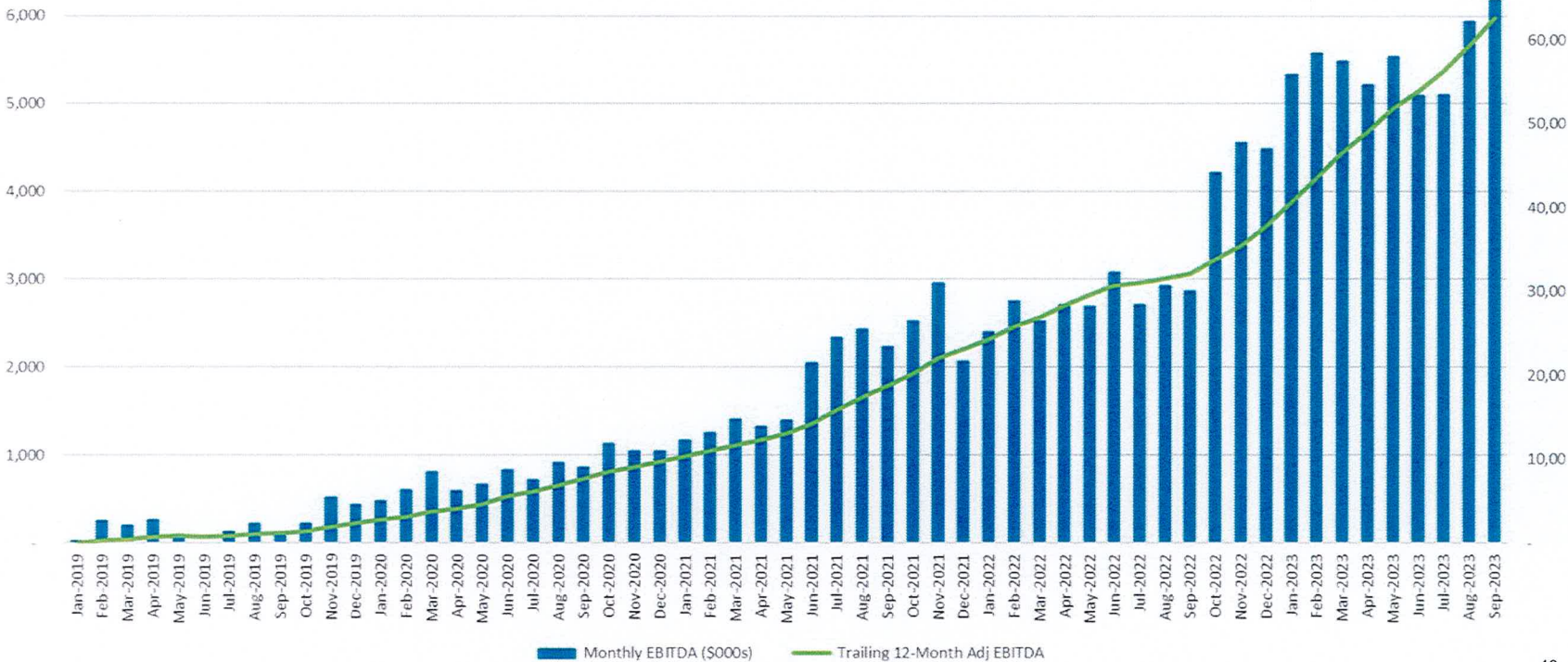
Total Capital Invested  
into Coastal Waste since  
2018

**\$70M**

Q3 2023 EBITDA Run-  
Rate

# Question 10: Finance

Monthly & Trailing 12-Month EBITDA Trend (in 000's)



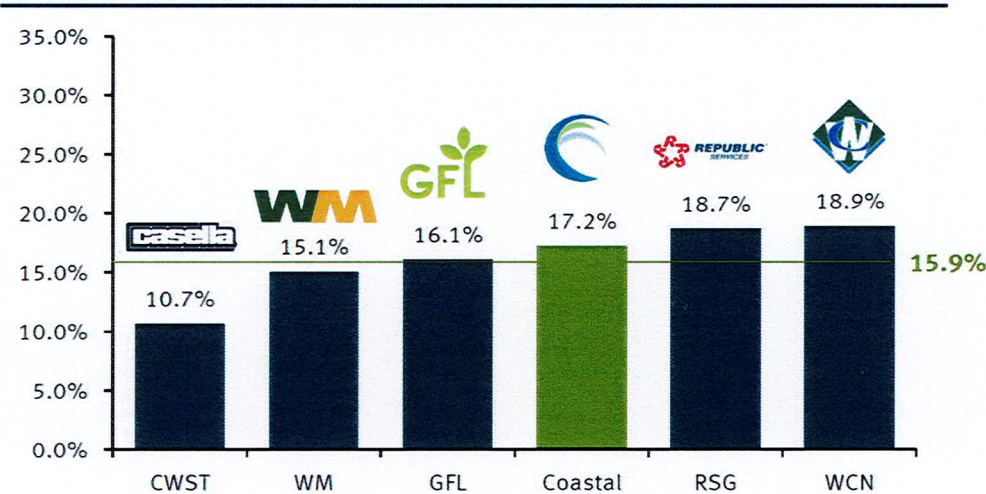


# Question 11: Finance

**Adjusted Free Cash Flow** represents a company's ability to generate cash resulting from normalized operations and adjusted for a company's capital investments.

## Peer Comparison of Free Cash Flow (FCF)

2022E FCF Margin<sup>(1)</sup>



# Question 11: Finance

## Coastal Waste & Recycling

Besides investor capital committed to Coastal's growth, Coastal has **\$215M** of lending capacity!



**\$900M**

Equity Invested



**\$215M**

Additional Lending Commitment



\*Syndicated loan participants



# Macquarie Letter



## Macquarie Asset Management

125 W 55th Street New  
York, NY 10022 UNITED  
STATES

August 6, 2023

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

Dear Brendon,

Macquarie Infrastructure Partners VI, L.P. (together with Macquarie Infrastructure Partners VI SCSp, a parallel vehicle, and the alternative investment vehicles thereof in existence from time to time, "MIP VI") is the seventh vintage of North American focused infrastructure funds managed by Macquarie Asset Management (the "MIP funds"). Macquarie Asset Management is a leading asset manager with \$543 billion of assets under management globally. Across the MIP funds, Macquarie Asset Management has \$28 billion of assets under management as of March 31, 2023, having held a final close for MIP V with \$6.9 billion in commitments and is currently fundraising for MIP VI.

In the waste sector, across these seven vintages, the MIP funds have invested over \$5 billion of equity capital into nine separate solid waste businesses, with Coastal Waste & Recycling being the latest investment.

In addition to initial equity commitments, MIP funds maintain additional capital availability to support potential future growth investments. Across the various investment vehicles, the MIP funds have invested \$4.1 billion in follow-on equity after acquisition to fund growth initiatives since inception, including \$1.3 billion specifically invested to support MIP's existing waste services businesses.

MIP VI recapitalized Coastal Waste & Recycling on June 13, 2023, and has invested close to \$800 million of equity in the business. This includes investing approximately \$100 million of equity over the last 2 months to support the expansion of the business. MIP VI expects to continue to support the future growth of Coastal over time.

Yours sincerely,

Karl Kuchel, MIP CEO

Macquarie Asset Management (MAM) is the asset management division of Macquarie Group. MAM is a full-service asset manager offering a diverse range of products across public and private markets including fixed income, equities, multi-asset solutions, private credit, infrastructure, renewables, natural assets, real estate, and asset finance. The Public Investments business is a part of MAM and includes the following investment advisers: Macquarie Investment Management Business Trust (MIMBT), Macquarie Funds Management Hong Kong Limited, Macquarie Investment Management Austria Kapitalanlage AG, Macquarie Investment Management Global Limited, Macquarie Investment Management Europe Limited, and Macquarie Investment Management Europe S.A.

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## Question 3: Scholarship Program

Coastal acknowledges its commitment over the life of the agreement to the city's scholarship program



## Capacity, Transition + Experience



**Contract awarded August 23, 2023/Contract began on October 1, 2023**

- 3 Brand New Automated Side Load Trucks
- 1 Brand New Front Loaders / 200 Commercial Front Load Containers
- Needed and hired 6 employees prior to start
- 3,250 Single Family Unity



**Contract awarded June 12, 2023/Contract began October 1, 2023**

- 1 Brand New Automated Side Load Truck
- 2 Brand New Rear Loaders / 3500 Residential Carts
- 1 Front Load/ 80 Commercial Front Load Containers
- Needed and hired 7 employees prior to start
- 3,510 Single Family Units



**Contract awarded February 8, 2022/Contract began on June 1, 2022**

- 4 Brand New Automated Side Load Trucks
- 2 Brand New Rear Load Trucks
- 3 Brand New Front Loaders / 850 Commercial Front Load Containers
- 4 Brand New Clam Trucks.
- 17,000 Brand New Carts
- Needed and hired 25 employees prior to start
- 8,400 Single Family Units



## Capacity, Transition + Experience



### **Contract awarded December 14, 2021/Contract began October 1, 2022**

- 11 Brand New Automated Side Load Trucks
- 9 Brand New Front Loaders / 2900 Commercial Front Load Containers
- 10 Roll Off Trucks / 600 Roll Off Containers, including 72 compactors.
- Needed and hired 64 employees prior to start
- 23,400 Single Family Units



### **Contract awarded January 21, 2021/Contract began on June 1, 2021**

- 12 Brand New Automated Side Load Trucks
- 5 Brand New Front Loaders / 1500 Commercial Front Load Containers
- 5 Roll Off Trucks / 300 Roll Off Containers, including 25 compactors.
- 28,000 Brand New Carts
- Needed and hired 22 employees prior to start
- 25,130 Single Family Units



### **Contract awarded August 31, 2020/Contract began on December 1, 2020**

- 6 Brand New Automated Side Load Trucks
- 1 Brand New Rear Loader
- Needed and hired 9 employees prior to start
- 39,540 Single Family Units



## Capacity, Transition + Experience



**Contract awarded July 14, 2021/Contract began October 1, 2021**

- 2 Brand New Automated Side Load Trucks
- 755 Single Family Units
- 4 Brand New Grapple Trucks



**Contract awarded December 11, 2019/Contract began on April 1, 2020**

- 3 Brand New Automated Side Load Trucks
- 1 Brand New Front Loaders / 400 Commercial Front Load Containers
- Needed and hired 6 employees prior to start
- 4,250 Single Family Units



**Contract awarded September 19, 2019/Contract began on October 1, 2019**

- 1500 Residential Carts
- 2 Brand New Rear Load Trucks
- 1 Brand New Front Loaders
- Needed and hired 6 employees prior to start
- 1,540 Single Family Units

# Transition Plan + Process

City of Cooper City, Florida  
RFP 2023-2-PW, Solid Waste Removal Services  
Addendum #1 – Clarifications



## Addendum #1 - CLARIFICATIONS

(Issued Friday, October 13, 2023)

### RFP 2023-2-PW, Solid Waste Removal Services

*This addendum is issued to make the following change(s)/correction(s)/clarification(s) to:*

*Question 1: Is C&D exclusive to this contract?*

Answer 1: Yes, it is exclusive.

*Question 2: Section 3.19, "Contractor Performance Reviews," can we receive details on the outline, methods, and metrics that will be used to evaluate the contractor's performance?*

Answer 2: Please see Section 3.19.

*Question 3: What is the projected growth for the city in terms of:*

- Single-family homes
- Multi-family buildings
- Commercial developments

Answer 3: Anticipated development in Cooper City is not expected to see substantial growth in the foreseeable future.

*Question 4: Is the hauler required to replace all existing carts with new carts at the start of the contract?*

Answer 4: No.



# Transition Plan + Process

## EQUIPMENT LEASE AGREEMENT

**Lessee:** Coastal Waste & Recycling of Florida, Inc.  
Address: 1840 NW 33<sup>rd</sup> St., Pompano Beach, FL 33064

**Lessor:** Waste Management Inc. of Florida  
Address: 1800 N. Military Trail, Suite 201, Boca Raton, FL 33431

**Equipment:** Front End Load (FEL) containers (sizes 2 to 8 cubic yards) and compactors – “As is where is” status – City of Pompano Beach – **Exhibit B** contains a list of all FEL containers and their current locations; **Exhibit C** contains a list of Compactors and their current locations

**Lease Term:** August 1, 2022 to March 1, 2023

---

**Amount of Monthly Rental Payments: \$100.00 per FEL container and \$800.00 per Compactor**, per month or part thereof (no prorations).

If Lessee returns FEL containers in an empty condition on or before October 31, 2022 there will be no lease payment required for such FEL containers. Containers returned after that date will require payment by Lessee for the month or part without proration and administrative charges pursuant to Section 6.

Lease payments for Compactors commence on November 1, 2022 and are due and payable in advance.

Security Deposit: **None**

Lessee must comply with the “Requirements of Transition Plan” set forth in Exhibit D attached hereto.

THIS LEASE IS SUBJECT TO THE ATTACHED TERMS AND CONDITIONS



## Transition Plan + Process

Cooper City:

- 224 Commercial and Multifamily Containers

Wilton Manors:

- 309 Commercial and Multifamily Containers

**We completed the exchange in 2 weeks**





# Vehicles



**All 6 Automated Side Loaders are in Stock and  
Parked Outside**



**Is in Stock and Parked At 2407 Hammondville Road  
Pompano Beach, FL**



# Equipment

**Containers will be ordered immediately upon award.**

We Use:

1. Iron Container
2. Built Rite
3. Wastequip
4. Mac





**THANK YOU**

[www.coastalwasteinc.com](http://www.coastalwasteinc.com)





114323

MACK

Coastal





114223

MACK





114123

MACK

Coastal  
Waste & Recycling  
www.coastalwaste.com



114023

MAI





113923

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113823

**Coastal**  
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954-947-4000  
www.coastalwasteinc.com

USDOT 3074913

**MACK**





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coastalwasteinc.com

SDOT 3074913

502822

FLORIDA  
P19 39F  
SUNSHINE STATE

502822

PRECISION  
888-420-5060

PRECISION  
888-420-5060

4





410722

FLORIDA  
P44 95G  
SUNSHINE STATE

Coastal  
Waste & Recycling

USDOT 3074913



Employee Dashboard | BMSD Parcels Center | ADP | Recycling Routes | New Tab | DQ-IT... Driver Qual... | C2RouteApp® | IntelliHub® by For...

VIDEO SEARCH | DRIVER SAFETY | **FLEET TRACKING** | LAB | ADMIN

11/15/23 - 11/15/23

Access My Map | Satellite | Zoom to working list

78°F Mostly cloudy | 3:59 PM 11/16/2023

Queue Panel - Sangoma CX | Agent Answer Rate By Que... | Connected to Samsung TU7000 75 TV | Disconnect

https://coastalwaste.starcenter.star2star.com/panel/queue?id=1&slug=c3&type=queue\_group#details

C3 Nov 16, 2023, 3:59 PM

Panel Details Actions

Calls waiting: 0  
No calls waiting.

Active calls: 3

| AGENT / CALLER                                     | DURATION |
|--|----------|
| Harold Paxton   Customer Service C3<br>15619041657 | 08:25    |
| Desiree Jeune   Customer Service C3<br>19542988825 | 00:18    |
| Dina Sorto   Customer Service C3<br>13059623708    | 00:10    |

Paused agents: 2

| AGENT           | PAUSE REASON   | DURATION |
|-----------------|----------------|----------|
| Susie Henderson | Meeting        | 02:59:36 |
| Jilliann Lopapa | Outbound Calls | 00:12:24 |

Free agents: 2

| AGENT        | QUEUE/LEVEL | EXTENSION | ONLINE   | LAST CALL | IDLE |
|--------------|-------------|-----------|----------|-----------|------|
| Christian... | x3027       | 04:07:49  | 00:03:15 | 00:03:00  |      |
| Stacy Ca...  | 3008        | 07:40:10  | 00:01:07 | 00:01:07  |      |

Unavailable agents: 1

| AGENT                    | QUEUE/LEVEL | EXTENSION | ONLINE   | LAST CALL |
|--------------------------|-------------|-----------|----------|-----------|
| On call<br>Aline Irak... | 1210        | 02:32:25  | 00:04:11 |           |

Coastal Waste & Recycling

Type here to search | 78°F Mostly cloudy | 3:59 PM 11/16/2023



ClickShare - C3 Conference Room  
C3  
Welcome to Coastal Three Conference Room  
BARCO  
ClickShare

Coastal Three  
Welcome to Coastal Three  
Hi, how can we help you?  
Enter the search term here...

Browse articles  
Explore How-To's and learn best practices from our knowledge base

Meet the community  
Set up your support portal, populate it with useful solutions, and create a...

View all tickets  
Track all your ticket's progress and your interaction with the support...

Submit a ticket  
Describe your issue by filling up the support ticket form

Knowledge base  
View all articles

General  
Waste & Recycling  
Coral Springs Residents

Forums  
View all topics

