

Exhibit A

Forms 14A through 14F

Each Proposer shall use this form to provide its Rates for Residential Collection Services provided in the Service Area. The Rates shall be the prices that the Proposer will charge to provide Collection Services in compliance with the requirements specified in the Agreement. All Rates proposed on this form shall be fixed through December 31, 2025. The Rates shall be expressed as the cost that the City must pay per Dwelling Unit per month. Each month shall be deemed to consist of 4.33 weeks.

WM's rate sheets for residential collection services are included as required.

Also included is an Alternate Proposal for your consideration.

Form 14A - Residential Solid Waste, Recycling and Yard Trash – Carts Service and Brush/Miscellaneous pick-up

Form 14A
City of Eustis
Can Residential Solid Waste Collection Rates
And
Residential Recycling Collection Rates
Once A Week Pickup All Services Same Schedule Day
To be Billed by the City
Effective Date January 1, 2025

Solid & Yard Waste Collection	\$ 14.99
Recycling Collections	\$ 7.95
Hauling Subtotal	<u>\$ 22.94</u>
Disposal Fee	\$ 7.82
Franchise Fee (7%)	\$ 2.15
Billing Charge	\$ 0.42
Total Monthly Charge	<u>\$ 33.33</u>

City Bills all Residential Service and Charges the Provider a Fee to include in the Utility Bill allowing Residential Customers to Pay Only One Provider

Additional Charges Effective January 1, 2025

Special Pick-Up Charge	\$ 26.70 Per Yard (2 Yard Min.)
Bulk Waste Charge (over 3 Yards)	\$ 24.22 Per Yard
Second Pick-Up Option	\$ 4.07 Per Unit
Disabled Off Street Service (Solid Waste and Recycling Only)	No - Charge
Addition Charge for Other Than Curbside	\$ 9.44
Special City Assistance Charge (One Truck and Two Men)	\$ 116.40 Per Hour
Quarterly Clean-Up	No - Charge

Form 14B - Containerized Residential Solid Waste Rates

Form 14B
City of Eustis
Containerized Residential Solid Waste Collection Rates
To be Billed by the Provider
Effective Date January 1, 2025

Pick-up per Week	1 x WK	2 x WK	3 x WK	4 x WK	5 x WK	6 x WK
Container Size 2 Cubic Yards						
Collection Rate	60.06	118.28	176.44	230.68	284.87	342.14
Disposal Rate	45.31	89.23	133.10	174.02	214.90	258.11
Franchise Fee (7%) based on Collection and disposal rates	7.38	14.53	21.67	28.33	34.98	42.02
Total	112.75	222.04	331.21	433.03	534.75	642.27
Container Size 3 Cubic Yards						
Collection Rate	90.12	156.87	227.46	289.84	373.84	448.63
Disposal Rate	67.98	118.34	171.59	218.65	282.02	338.44
Franchise Fee (7%) based on Collection and disposal rates	11.07	19.26	27.93	35.59	45.91	55.09
Total	169.17	294.47	426.98	544.08	701.77	842.16
Container Size 4 Cubic Yards						
Collection Rate	118.28	195.47	274.55	349.79	446.52	535.81
Disposal Rate	89.23	147.46	207.12	263.87	336.85	404.21
Franchise Fee (7%) based on Collection and disposal rates	14.53	24.01	33.72	42.96	54.84	65.80
Total	222.04	366.94	515.39	656.62	838.21	1,005.82
Container Size 6 Cubic Yards						
Collection Rate	176.44	298.12	421.62	545.14	668.81	802.58
Disposal Rate	133.10	224.90	318.06	411.25	504.54	605.45
Franchise Fee (7%) based on Collection and disposal rates	21.67	36.61	51.78	66.95	82.13	98.56
Total	331.21	559.63	791.46	1,023.34	1,255.48	1,506.59
Container Size 8 Cubic Yards						
Collection Rate	234.59	400.71	564.79	726.91	893.03	1,129.63
Disposal Rate	176.97	302.29	426.07	548.37	673.69	852.17
Franchise Fee (7%) based on Collection and disposal rates	28.81	49.21	69.36	89.27	109.67	138.73
Total	440.37	752.21	1,060.22	1,364.55	1,676.39	2,120.53
Franchise Fee (7%) based on Collection and disposal rates	32.84	56.10	79.07	101.77	125.02	158.15
Container Size 10 Cubic Yards						
Collection Rate	290.72	516.68	735.45	908.65	1,116.28	1,411.99
Disposal Rate	219.31	389.78	554.81	685.47	842.10	1,065.18
Franchise Fee (7%) based on Collection and disposal rates	35.70	63.45	90.32	111.59	137.09	173.40
Total	545.73	969.91	1,380.58	1,705.71	2,095.47	2,650.57

Form 14C - Containerized Commercial Solid Waste Rates

Form 14C
City of Eustis
Containerized Commercial Solid Waste Collection Rates
To Be Billed by the Provider
Effective Date January 1, 2025

Pick-up per Week	1 x WK	2 x WK	3 x WK	4 x WK	5 x WK	6 x WK
Container Size 2 Cubic Yards						
Collection Rate	60.06	118.28	176.44	230.68	284.87	342.14
Disposal Rate	45.31	89.23	133.10	174.02	214.90	258.11
Franchise Fee (10%) based on Collection and disposal rates	10.54	20.75	30.95	40.47	49.98	60.03
Total	115.91	228.26	340.49	445.17	549.75	660.28
Container Size 3 Cubic Yards						
Collection Rate	90.12	156.87	227.46	289.84	373.84	448.63
Disposal Rate	67.98	118.34	171.59	218.65	282.02	338.44
Franchise Fee (10%) based on Collection and disposal rates	15.81	27.52	39.91	50.85	65.59	78.71
Total	173.91	302.73	438.96	559.34	721.45	865.78
Container Size 4 Cubic Yards						
Collection Rate	118.28	195.47	274.55	349.79	446.52	535.81
Disposal Rate	89.23	147.46	207.12	263.87	336.85	404.21
Franchise Fee (10%) based on Collection and disposal rates	20.75	34.29	48.17	61.37	78.34	94.00
Total	228.26	377.22	529.84	675.03	861.71	1,034.02
Container Size 6 Cubic Yards						
Collection Rate	176.44	298.12	421.62	545.14	668.81	802.58
Disposal Rate	133.10	224.90	318.06	411.25	504.54	605.45
Franchise Fee (10%) based on Collection and disposal rates	30.95	52.30	73.97	95.64	117.34	140.80
Total	340.49	575.32	813.65	1,052.03	1,290.69	1,548.83
Container Size 8 Cubic Yards						
Collection Rate	234.59	400.71	564.79	726.91	893.03	1,129.63
Disposal Rate	176.97	302.29	426.07	548.37	673.69	852.17
Franchise Fee (10%) based on Collection and disposal rates	41.16	70.30	99.09	127.53	156.67	198.18
Total	452.72	773.30	1,089.95	1,402.81	1,723.39	2,179.98
Franchise Fee (7%) based on Collection and disposal rates	34.57	59.05	83.23	107.12	131.60	166.47
Container Size 10 Cubic Yards						
Collection Rate	290.72	516.68	735.45	908.65	1,116.28	1,411.99
Disposal Rate	219.31	389.78	554.81	685.47	842.10	1,065.18
Franchise Fee (10%) based on Collection and disposal rates	51.00	90.65	129.03	159.41	195.84	247.72
Total	561.03	997.11	1,419.29	1,753.53	2,154.22	2,724.89

Form 14D - Can Commercial Solid Waste Rates

Form 14D
City of Eustis
CAN Commercial Solid Waste Collection Rates

Some Commercial Units Can not Accommodate a Dumpster

To Be Billed by the Provider

Effective Date January 1, 2025

Pick-up per Week	1 x WK	2 x WK	3 x WK	4 x WK	5 x WK	6 x WK
Container Size 2 Cubic Yards**						
Collection Rate	16.72	20.36	25.25	27.76	30.22	32.63
Disposal Rate	12.61	15.36	19.05	20.95	22.79	24.61
Franchise Fee (10%) based on Collection and disposal rates	2.93	3.57	4.43	4.87	5.30	5.72
Total	32.26	39.29	48.73	53.58	58.31	62.96
Container Size 3 Cubic Yards**						
Collection Rate	19.18	21.63	27.76	31.45	36.33	41.14
Disposal Rate	14.47	16.32	20.95	23.72	27.41	31.04
Franchise Fee (10%) based on Collection and disposal rates	3.37	3.80	4.87	5.52	6.37	7.22
Total	37.02	41.75	53.58	60.69	70.11	79.40
Container Size 4 Cubic Yards**						
Collection Rate	21.63	22.89	30.22	35.08	42.52	49.63
Disposal Rate	16.32	17.27	22.79	26.46	32.07	37.44
Franchise Fee (10%) based on Collection and disposal rates	3.80	4.02	5.30	6.15	7.46	8.71
Total	41.75	44.18	58.31	67.69	82.05	95.78
Container Size 6 Cubic Yards**						
Collection Rate	24.07	26.47	32.69	38.82	48.50	58.24
Disposal Rate	18.16	19.97	24.66	29.29	36.59	43.94
Franchise Fee (10%) based on Collection and disposal rates	4.22	4.64	5.74	6.81	8.51	10.22
Total	46.45	51.08	63.09	74.92	93.60	112.40
Container Size 8 Cubic Yards**						
Collection Rate	26.49	29.76	35.07	42.52	54.69	68.07
Disposal Rate	19.99	22.45	26.46	32.07	41.26	51.35
Franchise Fee (10%) based on Collection and disposal rates	4.65	5.22	6.15	7.46	9.60	11.94
Total	51.13	57.43	67.68	82.05	105.55	131.36
Franchise Fee (7%) based on	3.90	4.39	5.17	6.27	8.06	10.03
Container Size 10 Cubic Yards**						
Collection Rate	29.03	33.03	37.59	46.12	60.79	70.36
Disposal Rate	21.90	24.92	28.36	34.79	45.86	53.08
Franchise Fee (10%) based on Collection and disposal rates	5.09	5.80	6.60	8.09	10.67	12.34
Total	56.02	63.75	72.55	89.00	117.32	135.78

Based on 1 garbage can

Based on 2 garbage cans

Based on 3 garbage cans

Based on 4 garbage cans

Based on 5 garbage cans

Based on 6 garbage cans

** Pricing is based upon quantity of Garbage Cans and frequency, not based upon "Container Size" identified, because we believe the cubic yard description headings are in error.

Form 14E - Additional Containerized Commercial Solid Waste Rates

Form 14E			
City of Eustis			
Additional Containerized Commercial Solid Waste Collection Rates			
To Be Billed by the Provider			
Commercial Container Extra Pick-Up Rates			
To Be Billed by the Provider			
<u>Container Size</u>	<u>Charge</u>	<u>Franchise Fee</u>	<u>Total</u>
2 Cubic Yards	\$ 58.03	\$ 5.80	\$ 63.83
3 Cubic Yards	\$ 82.96	\$ 8.30	\$ 91.26
4 Cubic Yards	\$ 110.55	\$ 11.06	\$ 121.61
6 Cubic Yards	\$ 165.84	\$ 16.58	\$ 182.42
8 Cubic Yards	\$ 221.10	\$ 22.11	\$ 243.21
10 Cubic Yards	\$ 276.35	\$ 27.64	\$ 303.99
Additional Charges			
Container Roll Out Charge		\$ 45.24	Per Weekly Collection
Container Deliver Charge		\$ 63.21	Per Container
Container Swap Charge		\$ 63.21	Per Container
Special Collection Charge		\$ 27.81	Per Yard (2 Yard Minimum)



Form 14F - Open Top Roll-Off and Compactor Rates

Form 14F
City of Eustis
Open Top Roll-Off and Compactor Rate Schedule
To Be Billed by the Provider

Container Delivery Charge				
Container Size	10 Yards	20 Yards	30 Yards	40 Yards
Charge	\$ 306.02	\$ 306.02	\$ 306.02	\$ 306.02
Franchise Fee (10%)	\$ 30.60	\$ 30.60	\$ 30.60	\$ 30.60
Total	\$ 336.62	\$ 336.62	\$ 336.62	\$ 336.62

Container Rental				
Container Size	10 Yards	20 Yards	30 Yards	40 Yards
Charge	\$ 306.02	\$ 367.23	\$ 428.43	\$ 489.61
Franchise Fee (10%)	\$ 30.60	\$ 36.72	\$ 42.84	\$ 48.96
Total	\$ 336.62	\$ 403.95	\$ 471.27	\$ 538.57

Container Hauling Charge				
Container Size	10 Yards	20 Yards	30 Yards	40 Yards
Charge	\$ 734.40	\$ 795.66	\$ 902.62	\$ 979.25
Franchise Fee (10%)	\$ 73.44	\$ 79.57	\$ 90.26	\$ 97.93
Total	\$ 807.84	\$ 875.23	\$ 992.88	\$ 1,077.18

Additional Charges		
Relocation Charge	\$	123.11
Wash Out Charge	\$	184.64
Trip Charge	\$	123.11

Alternate Proposal

WM is excited to present an alternative service option for consideration by the City of Eustis. We are proposing a Florida approved, Waste To Energy (WTE) alternative for the City's waste materials. This option eliminates the traditional separate collection of recycling. Under this approach, the City's solid waste, as well as recycled materials, would be delivered to the proposed local WTE facility.

All residential materials may be combined and transported to the Reworld Waste To Energy Plant in Okahumpka. The materials are incinerated, and the thermal energy generated is converted to steam to drive generators to produce electricity. The electricity transfers to the power grid providing benefits for all.

Benefits

- Residents will no longer have clean and sort recyclable materials.
- Residents can keep the recycling cart to utilize for garbage, trash and yard waste.
- The City of Eustis can realize a cost savings due in part to reduced distance travelled for material delivery.

Neighboring Success

This recycling option is currently being provided to the Villages, and the municipalities of Mount Dora, Lady Lake, Fruitland Park, Leesburg, Wildwood and Dunnellon, several of which have been provided as references with contact information for your further review.

Reworld Waste To Energy Plant

- Reworld processed 160,00 tons of solid waste in 2023
- Incineration reduced the waste volume by 90%, saving over 225,000 cubic yards of landfill air space
- Reworld produced 82,000 megawatt hours of energy, which would provide enough electricity for over 8,000 households in the community annually
- Reworld recycled 4,700 tons of ferrous metals
- Reworld recycled 200 tons of non-ferrous metals
- After completing EPA stack testing in January of 2018, the Reworld Lake facility's particulate emissions averaged over 90% below the EPA allowable amounts

Additionally, the State of Florida now recognizes that Waste To Energy (WTE) as a viable recycling alternative. Approximately 50% of materials entering a Waste-To-Energy facility are credited as recycling under State of Florida guidelines, which is about 20% higher than traditional residential recycling programs in Florida today.

In the event that Reworld cannot accept materials for any reason, WM will always have capacity to receive the materials at our Wildwood Transfer Station.

Further information for the Reworld Lake facility located at 3830 Rodgers Industrial Park Road in Okahumpka is included for your review. This information originates at reworldwaste.com.



Form 14A - ALTERNATE - Residential Solid Waste, Recycling and Yard Trash - Carts Service and Brush/Miscellaneous pick-up

**WM Alternative Residential Service Option Pricing
Form 14A
City of Eustis
Can Residential Solid Waste Collection Rates
And
Residential Recycling Collection Rates
Once A Week Pickup All Services Same Schedule Day
To be Billed by the City
Effective Date January 1, 2025**

Solid & Yard Waste Collection	\$ 13.13
Recycling Collections	\$ -
Hauling Subtotal	\$ 13.13
Disposal Fee	\$ 6.85
Franchise Fee (7%)	\$ 1.40
Billing Charge	\$ 0.42
Total Monthly Charge	\$ 21.80

City Bills all Residential Service and Charges the Provider a Fee to include in the Utility Bill allowing Residential Customers to Pay Only One Provider

Additional Charges Effective January 1, 2025

Special Pick-Up Charge	\$ 26.70	Per Yard (2 Yard Min.)
Bulk Waste Charge (over 3 Yards)	\$ 24.22	Per Yard
Second Pick-Up Option	\$ 4.07	Per Unit
Disabled Off Street Service (Solid Waste and Recycling Only)	No - Charge	
Addition Charge for Other Than Curbside	\$ 9.44	
Special City Assistance Charge (One Truck and Two Men)	\$ 116.40	Per Hour
Quarterly Clean-Up	No - Charge	

*****Please Note: All commercial and roll off pricing presented in the base bid is the same for 14A WM Alternative Service Option**

Form 14D - ALTERNATE - Can Commercial Solid Waste Rates

**Form 14D
City of Eustis
CAN Commercial Solid Waste Collection Rates**

Some Commercial Units Can not Accommodate a Dumpster

To Be Billed by the Provider

Effective Date January 1, 2025

Pick-up per Week	1 x WK	2 x WK	3 x WK	4 x WK	5 x WK	6 x WK
Container Size 2 Cubic Yards **						
Collection Rate	15.58	18.98	23.54	25.88	28.17	30.42
Disposal Rate	11.76	14.32	17.76	19.53	21.25	22.95
Franchise Fee (10%) based on Collection and disposal rates	2.73	3.33	4.13	4.54	4.94	5.34
Total	30.07	36.63	45.43	49.95	54.36	58.71
Container Size 3 Cubic Yards**						
Collection Rate	17.88	20.16	25.88	29.32	33.87	38.35
Disposal Rate	13.49	15.21	19.53	22.12	25.55	28.93
Franchise Fee (10%) based on Collection and disposal rates	3.14	3.54	4.54	5.14	5.94	6.73
Total	34.51	38.91	49.95	56.58	65.36	74.01
Container Size 4 Cubic Yards**						
Collection Rate	20.16	21.34	28.17	32.70	39.63	46.26
Disposal Rate	15.21	16.10	21.25	24.67	29.90	34.90
Franchise Fee (10%) based on Collection and disposal rates	3.54	3.74	4.94	5.74	6.95	8.12
Total	38.91	41.18	54.36	63.11	76.48	89.28
Container Size 6 Cubic Yards**						
Collection Rate	22.44	24.68	30.47	36.19	45.21	54.30
Disposal Rate	16.93	18.62	22.99	27.30	34.11	40.96
Franchise Fee (10%) based on Collection and disposal rates	3.94	4.33	5.35	6.35	7.93	9.53
Total	43.31	47.63	58.81	69.84	87.25	104.79
Container Size 8 Cubic Yards**						
Collection Rate	24.70	27.74	32.69	39.63	50.98	63.46
Disposal Rate	18.63	20.93	24.66	29.90	38.46	47.87
Franchise Fee (10%) based on Collection and disposal rates	4.33	4.87	5.74	6.95	8.94	11.13
Total	47.66	53.54	63.09	76.48	98.38	122.46
Franchise Fee (7%) based on	3.64	4.09	4.82	5.84	7.51	9.35
Container Size 10 Cubic Yards						
Collection Rate	27.06	30.79	35.04	42.99	56.67	65.59
Disposal Rate	20.41	23.23	26.44	32.43	42.75	49.48
Franchise Fee (10%) based on Collection and disposal rates	4.75	5.40	6.15	7.54	9.94	11.51
Total	52.22	59.42	67.63	82.96	109.36	126.58

Based on 1 garbage can

Based on 2 garbage cans

Based on 3 garbage cans

Based on 4 garbage cans

Based on 5 garbage cans

Based on 6 garbage cans

**** Pricing is based upon quantity of Garbage Cans and frequency, not based upon "Container Size" identified, because we believe the cubic yard description headings are in error.**