



1. Company Description

Republic Services is a national leader in environmental services, delivering essential services to more than 2,000 communities, and 13 million customers.

Local Presence

For decades, Republic Services has partnered with municipalities, residents, and businesses to provide solid waste, recycling, yard waste, and bulky item collection services.

Republic Services serves the communities our employees live within. In fact, as a community partner, we employ thousands of people who reside across Northern California.

We place great importance on talent and recognize that our employees are our most important asset. Republic Services endeavors to provide the very best working conditions, including a safe environment, competitive pay and benefits, and many opportunities for personal and professional growth. In fact, many of our supervisors and managers began their careers at Republic Services as drivers, landfill operators or technicians.

Our Company

Republic Services is an industry leader in environmental services, recycling, and waste.

With 39,000 employees and 16,000 trucks on the road, we operate the fifth largest

*Figure 1. **Environmental Responsibility.** We believe there will always be more we can do to enhance our sustainability efforts, and, in the process, strengthen our business.*



Republic Services invests in our communities by continuing to provide customers with safe, customer-service-focused solutions.

- Municipalities that partner with Republic Services typically renew or extend their contracts about 90% of the time. We've had some partnerships for longer than 50 years.
- Our 16,000 drivers execute more than 5M pickups/day nationwide.
- Republic Services Charitable Foundation gives back to communities through our National Neighborhood Promise and community-based grant programs.

vocational fleet, and we're able to serve customers throughout the nation and beyond. Our extensive infrastructure includes 198 active, modern landfills and 71 recycling centers.

In addition to our daily operations, we have our eyes on the future, currently operating 77 landfill gas and renewable energy projects, and we're adding 39 more in a joint venture with Archaea Energy/bp in the next decade.

Our Promise

Sustainability in Action™ is our promise and it's more than just a promise for us. It's who we are and what we do. As an environmental services leader, we make a commitment to operate in the most responsible way possible. We're not waiting for tomorrow; we're doing the hard work of sustainability today, within every facet of our business.

Our Vision

Republic Services' vision is partnering with customers to create a more sustainable world. This vision is intentionally ambitious and demonstrates our commitment to achieve real sustainability. We also partner with customers to help them follow through on their commitments and responsibilities.

Values

We believe that empowered and engaged employees are the greatest indicator of our success. We are guided by the principles we have adopted as our core values. These include:

Safe – We protect the livelihoods of our colleagues and communities.

Committed to Serve – We go above and beyond to exceed our customers' expectations.

Environmentally Responsible – We take action to improve our environment.

Driven – We deliver results in the right way.

Human-centered – We respect the dignity and unique potential of every person.

Sustainability

At Republic Services, we are dedicated environmental stewards entrusted to properly handle materials every day by driving increased recycling, generating renewable energy and helping our customers be more resourceful. Republic Services leads by example, working diligently to improve our relationship with the environment and society through decreased vehicle emissions, innovative landfill technologies, use of renewable energy, community engagement and employee growth opportunities.

Sustainability contributes to a cleaner world, provides opportunities to increase customer loyalty, grows our business, motivates our employees, and differentiates Republic Services from our competitors.

People

Our people are the center of our success. Attracting, developing, and engaging the best talent is critical to our success. Whether it's through our dedication to safety, robust learning and talent development programs or expanding our diversity and inclusion initiatives, we are committed to making Republic Services an

employer of choice where the best and brightest come to work.

Leadership

Republic Services' operations are expansive in scope and network but local in operations and service. The dynamics and opportunities differ in each of our markets.

Our national presence allows us to identify and incorporate best practices that drive greater overall operating efficiency across the company while maintaining day-to-day operating decisions at the local level, closest to the customer. We manage our operations through 10 geographic operating areas, consisting of multiple business units and divisions that each provide recycling and waste collection, transportation, and disposal services.

Your solid waste contract will be executed locally, by our seasoned team located at Delta Container Corporation. This local team has the backing and support of corporate staff.

Legal Entity

Entity Name: Delta Container Corporation

Entity Type: Corporation

Registration Date: 9/02/1971

Ownership

Delta Container Corporation is a wholly-owned subsidiary of Republic Services, Inc. Republic Services, Inc. is a publicly traded company on the New York Stock Exchange (NYSE symbol: RSG).

Associations

Republic Services is a member of the following associations. Our employees are actively engaged in these organizations and serve on the board of directors and/or are elected officers in many cases.

- National Waste & Recycling Association (NWRA)
- Solid Waste Association of North America (SWANA)
- Environmental Research and Education Foundation (EREF)
- United States Green Building Council (USGBC)

- Public Affairs Council
- U.S. Conference of Mayors, Solid Waste Advisory Council
- International City Managers Association (ICMA)
- International Facility Managers Association (IFMA)

Relevant Experience

With approximately 2400 municipal contracts, and approximately 100 new contract starts per year, Republic Services offers a demonstrable record of excellent past performance.

Our performance and customer satisfaction are reflected in the length of our partnerships. Almost 90% of contracts that are in a negotiating cycle choose to stay with our service.

References

Republic Services is proud to partner with approximately 2000 municipalities across the nation. To assist in obtaining feedback from partners that best align with your requested services and size, references are available upon request.

Litigation and Regulatory Actions

There are no active litigation and/or regulatory actions against Delta Container Corporation.

Guarantee of Performance

Delta Container Corporation guarantees our ability to provide all necessary equipment to service this municipal contract. Additionally, we guarantee performance via our financial security, insurance, and bonding capability.

Financial Qualifications

Financials and Other Requested Information

Republic Services is among the leading recycling and waste services companies in the United States, with the financial strength and stability to exceed the City of Sutter Creek's expectations for the duration of the contract and beyond.

Legal Name of Proposing Entity

As stated in the *Transmittal Letter*, the entity which would sign the assigned *Franchise Agreement* is **Delta Container Corporation**, a corporation and wholly owned subsidiary of Republic Services, Inc. Services will be provided by **Delta Container Corporation d/b/a Allied**

Republic Services past performance proves that it is the low-risk, best value partner for the City of Sutter Creek

- Environmental Responsibility – approximately 21% of the fleet operates on natural gas
- Safer – 38% fewer incidents than industry average
- Environmental Responsibility – #15 on the 2023 Barron's 100 Most Sustainable Companies
- Currently serving over 5 million customers per day nationwide.

The financial strength you need in a long-term partner for the City of Sutter Creek

- Financial capacity to continually invest in equipment and preventive maintenance
- One of the youngest fleets in the industry and the fifth largest in the country
- Reinvesting in state-of-the-art equipment and facilities

Waste Services of San Joaquin County, Republic Services of Stockton.

Entity Submitting Financial Statements

Financial information submitted in connection with this proposal and any forthcoming *Agreement* will be that of Republic Services, Inc., a publicly traded

company on the New York Stock Exchange (NYSE: RSG). Summary financial information included in this section is for Republic Services, Inc.

Years Incorporated and Doing Business

Republic Services, through its legacy companies, has been providing solid waste services in Northern California for over 100 years.

Corporate and Local Headquarters

Corporate Headquarters:

Republic Services, Inc.
18500 North Allied Way
Phoenix, AZ 85054
(480) 627-2700

Local Headquarters:

1145 W. Charter Way
Stockton, CA 95206

Financial Overview

Republic Services' financial stability allows us to guarantee our commitments and obligations presented to the City of Sutter Creek in our proposal. We have the capacity to continually invest in equipment and preventive maintenance, as evidenced by having one of the youngest fleets in the industry.

Republic Services does not use third party financing, meaning Republic Services owns all assets used to perform the duties of this agreement. The City should not be concerned with the potential for adverse business or performance conditions affecting the ability of our company to perform or obtain financing.

We implore the City of Sutter Creek to take financial stability into serious consideration when choosing a long-term partner for your recycling and waste needs. In many instances, the success of a service provider is dependent on their ability to invest in necessary equipment or personnel.

Financial Reporting

Republic Services, Inc. provides audited financial statements on behalf of its subsidiaries. Our most recently completed audited financial statements can be found on our website at:

<https://investor.republicservices.com/static-files/c6ae65a4-6687-48c8-8803-1f96a35ee4d8>

The Annual Reports to Shareholders have been prepared in accordance with Securities and Exchange Commission requirements, with New York Stock Exchange Commission requirements, and in accordance with generally accepted accounting principles (GAAP).

Labor Agreements and Wages

Republic Services offers a safe, respectful, and rewarding workplace for our employees and provides the best training and safety programs in the industry.

Republic Services focuses on maintaining a positive and professional relationship with its workforce through continuous training and consistent communication. We utilize this approach with both our represented and non-represented employees.

We negotiate fairly with our labor unions, carefully balancing the needs of the workforce with the cost to provide service and the ultimate impact it will have upon the municipality we are partnering with.

Republic Services works tirelessly with our labor partners to ensure labor peace and, although the parties do not always agree, both sides work respectfully and relentlessly to reach an expeditious resolution.

Republic Services will commit to the City of Sutter Creek that the organization will take every reasonable measure to avoid a labor dispute or labor unrest during the term of the collection services agreement.

In the unlikely event of a labor dispute or unrest, Republic Services will immediately implement a plan to minimize the impact to the City of Sutter Creek by utilizing our expansive network of local facilities, equipment and people to ensure there is minimal disruption in service.

Figure 2. **Republic Services' Strengths.** Republic Services' dedication to our employees, the communities we serve, and environmental sustainability is relentless.

