



**The Goode Companies
of Florida, Inc.**

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Riviera Beach, FL 33404
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EIN 88-3861831

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Provides its

**Technical Response
To**



The City Westlake
4001 Seminole Pratt Whitney Road
Westlake, FL 33470
Attn: Zoie Burgess, City Clerk
(561) 530-5880
zburgess@westlakegov.com

August 7, 2025 10:00AM
Solid Waste & Recycling
Collection and Disposal
RFP 2025-01



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*Solid Waste & Recycling Collection and Disposal
RFP 2025-01*



Transmittal Letter

From: Will D. Goode, Vice President/COO
The Goode Companies of Florida, Inc.
2001 Broadway Avenue, Suite 500
Riviera Beach, FL 33404

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Please accept this proposal from The Goode Companies of Florida, Inc. hereafter referred to as **GCF**. We have prepared this response to your Request for Proposal for Solid Waste & Recycling Collection and Disposal Services for The City of Westlake FL, hereafter referred to as **The City**. We look forward to meeting with The City to discuss how GCF can enhance your current collection program.

GCF has read and understands the requirements of this RFP. We have attended the mandatory pre-proposal conference as well as surveyed the area and performed reconnaissance and inspections of the current services and work to be performed. We have prepared an efficient and professional proposed work plan to respond to the required services; Residential and Multi-Family Refuse, Bulk, Recycling, and Yard Waste Collection as well as Commercial Services. GCF has significant experience and highly qualified ownership and management with a proven reputation of contract implementation and service performance.

GCF, acknowledges Amendment 1 as well as all supporting documentation related to this procurement. This proposal is an irrevocable offer for a period of one hundred twenty (120) days from the date of the proposal opening.

Respectfully,

Will D. Goode, Vice President / COO
The Goode Companies of Florida, Inc.



Technical Proposal

General Firm Overview, Key Personnel and Capabilities

Executive Summary

The Goode Companies brand (GCI) started as a minority owned and operated business, incorporated in the state of Maryland in 1991. With nearly 35 years of waste management experience, GCI's family-owned business has a successful history of professional, efficient and courteous service. Our main office is located in Capitol Heights, Maryland, with satellite offices in Temple Hills, Laurel, Baltimore, Maryland and a separate entity located in Palm Beach County Florida. We strive to provide our customers with the most efficient and cost-effective waste disposal service program, designed specifically for their needs.

From our inception, GCI focused on offering the highest quality solid waste collection services, with attention to safety, customer service and the overall satisfaction of our clients which allowed us to grow from a 1-truck operation to now over 200 trucks and 300 employees. We now service over 150,000 residential customers weekly, throughout the state of Maryland, including Howard, Anne Arundel, Montgomery, Prince George's, and Charles Counties, as well as several cities, townships, and municipalities. With our continued growth we began to aspire for expansion.

In 2019 GCI made its way into the Florida marketplace when awarded a Residential Solid Waste and Recycling Collection contract with the Solid Waste Authority of Palm Beach County, FL with over 20,000 residential units serviced. This seven (7) year contract was the start of our commitment to bring our quality of services to the Florida region as we then formed **The Goode Companies of Florida, Inc. (GCF) in August of 2020**. Most Recently, GCF was also awarded a Solid Waste and Recycling Collection Contract with the City of Riviera Beach, FL with over 18,000 residential units serviced. This seven (7) year contract began in October of 2022. Our current local office is just a step away from the City of Riviera Beach, within Palm Beach County and within arm's reach of Westlake, FL.

Our Ownership and Management are significantly experienced and highly successful when it comes to contract implementation, phase-in transitions, operational performance, communication and customer satisfaction. Our leadership begins with Mr. Willie K. Goode whom founded GCI and brought it to where we are today. His wealth of experience and aptitude for executing and implementing a strong solid waste management program for many clients with specific needs and requirements is what lays the foundation for our success. His son, Will D. Goode, now COO of GCF, grew right along with the company. Learning the wealth of knowledge from his father and, with a mind for business and management, continuing the mission to offer quality solid waste management services to residents up and down the east coast. Our Operations Managers, Mr. James Meredith and Mr. Chris Fitts, both with over 30 years of experience, respectively, oversee our Florida residential and commercial operations. Each has had tremendous success ensuring our operations are efficient and effective and are up to par with client expectations and compliant with contract requirements.



Solid Waste & Recycling Collection and Disposal
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GCF has developed a culture and expectation for professionalism, efficiency, safety and overall quality of our solid waste collection operation. From the ownership, to management, supervision and down to the frontline crews, we are dedicated to providing our clients with a standard of excellence. GCF understands the importance of catering to the requirements and specific needs of our clients, which is demonstrated through our reconnaissance and research of the communities which we are perusing. From shadowing collection routes, to observing collection nuances, such as school zones, narrow streets or alleyways, to visiting disposal and recycling facilities, GCF is committed to knowing and understanding our clients' needs. With that said, we have developed an operational approach that includes adequate collection vehicles and equipment, as well as a proven team of frontline personnel, supervision, administration and management, necessary to provide the most cost-effective and high-quality services required in the RFP.

We are pleased to present this proposal for Solid Waste & Recycling Collection and Disposal for the City of Westlake, FL. GCF's interest in working with the City is a continuum of services that we have been providing for nearly 35 years for Counties, Cities and local municipal governments similar to the City, along with other federal, state, local, private and commercial customers.

The quality of service that we are proposing is currently being enjoyed by the following clients:

- Solid Waste Authority of Palm Beach County (20,000 Units)
- City of Riviera Beach (18,000 Units)
- Prince George's County (48,000 Units)
- Charles County (40,000 Units)
- Howard County (25,000 Units)
- Anne Arundel County (27,000 Units)

As one of the region's premiere waste management providers, we provide competitive rates and top-notch services, including:

Residential	Commercial
Waste Collection	Waste Collection
Recycling Collection	Recycling Collection
Yard Waste Collection	Yard Waste Collection
E-waste collection	C&D Collection
Hand Pick Up	Front End Dumpsters
Special Pick Up	Roll-Off Open Tops and Compactors
Trash Toters	Over the Road Hauling



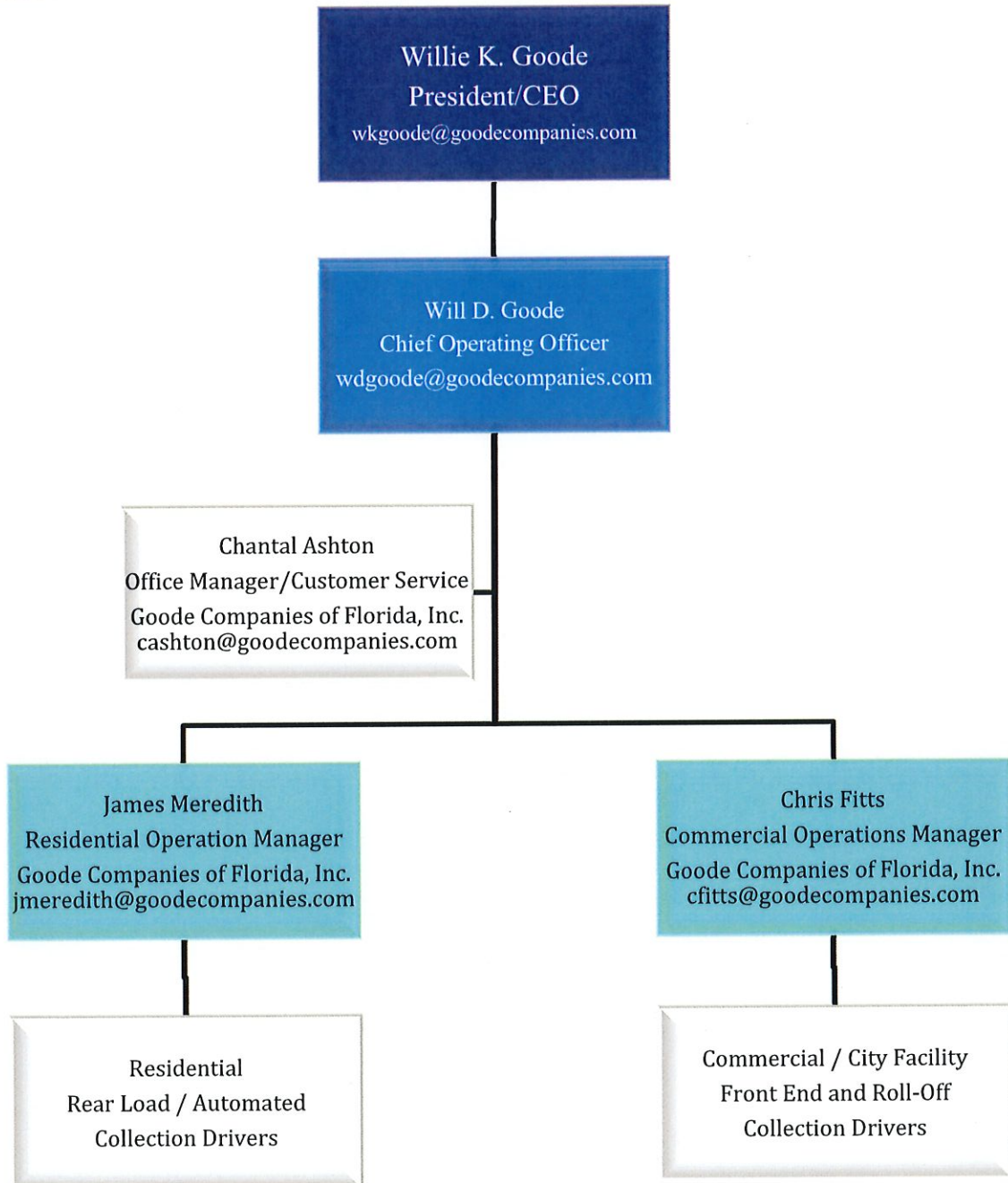
Proposed Team Identification and Qualifications

GCF intends to perform 100% of the required services as a prime contractor with no subcontractors or 3rd party vendors. With our extensive personnel experience along with our significant knowledge and expertise, we are confident that our proposed team is capable of managing the required services. Mr. Willie K. Goode, President and CEO of GCF will oversee contract implementation, phase-in transition, initial routing and set up of operations, while Mr. Will D. Goode, the COO of GCF will oversee the contract and ensure all contract requirements and expectations are met.

- GCF does not have any Subsidiaries or affiliate companies located in the area
- GCF is structured as a corporation
- Mr. Willie K. Goode, the President and CEO will take financial responsibility
- GCF will fulfill and perform 100% of the project requirements with no subcontractors,

The following section outlines our personnel experience and capabilities in the area of residential and commercial solid waste collection. GCF as well as our ownership comply with the 5-yr prior service in Palm Beach County per section 1.2 of the RFP. We also have several County and City Government contracts similar in size and scope, over (35) years of relevant experience in solid waste management, and over (35) years of managerial experience on similar projects.

Organizational Chart



 Ownership
 Managers
 Key Personnel

[Key Personnel Resumes](#)



GCF does not discriminate with regard to individual political affiliation, religious beliefs, race, creed, national origin, sex, age or handicap in employment practices.

Every driver and collection specialist is put through mandatory company indoctrination safety training and drug testing. All drivers are certified by the state with a commercial driver's license. All of our employees undergo a rigorous interview process, which requires references, and we promptly check all recommendations. This is followed up by an I-9 screening. All employees must also meet all Florida State and Local safety requirements. Driver candidates are then evaluated for driving, etiquette and knowledge of the metropolitan area prior to hiring. Each GCF truck is manned by a qualified collection specialist. Each collection specialist will wear appropriate uniforms and safety clothing (gloves, reflective vest, hat). Many of our employees have been with us for multiple years. Our strong retention rate is a reflection of our quality work environment.

Employees are trained in the specific discipline they will work in. This phase provides visual aids, verbal instruction, and on the job training, especially as it applies to collections, litter, transport and off-loading of refuse and recycling materials and safety. Customer service and error-reduction are our number one priorities. Customer service representatives will be trained in the receiving and reporting requirements of this contract. All employees that will have direct contact with Federal, State and Local secure locations will have a background check performed to ensure that they are able to work in and around these locations. By maintaining a "focus on integrity", GCF employees minimize business risks and liabilities, while maintaining a high standard of personal and professional conduct. This focus on integrity has provided us with a strong foundation on which we've developed a reputation for operational excellence. A brief biography of our experienced waste-management team follows:

President / CEO – Willie K. Goode (1991-Present)

Wkgoode@Goodecompanies.com

Mr. Goode is one of the leading entrepreneurs in the solid waste industry. He started his career in this industry as a teenage helper, then driver, acquiring his first truck before he was 20 years old. Since that time he has built one of the most significant minority owned waste enterprises in the United States. Mr. Goode's institutional knowledge, commitment to reading and studying the waste industry, phenomenal work ethic, no nonsense approach and passion for this business has helped propel GCF to the success it is today. Mr. Goode makes complex situations seem simple, and he has a knack for identifying solutions when there is a problem. He has the operational, organizational, financial and interpersonal communication skills necessary to continue leading his organization to high levels of achievement. **Mr. Goode oversees all aspects of operational and administrative functions of the company. Mr. Goode is responsible for equipment acquisitions, implementation and initial oversight.**



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WILLIE K. GOODE

TITLE/RESPONSIBILITY President/CEO 1991 – Present: The Goode Companies of Florida, Inc.

Provides operational and administrative oversight of the company. Responsibilities include; Acquisitions, Equipment Purchases, Business Development, Administration, Contract Implementation, Operational Oversight, Daily oversight of the company

PROFESSIONAL ACHIEVEMENTS **LONGEVITY**
Startup company in business for 35 years

EXPERIENCE
Small/Mid-Size Company; Federal, State, County and Local Government Clients

SKILLS Entrepreneur
Operational Management
Contract Oversight
Commercial Driver’s License

WORK HISTORY **PRESIDENT/CEO, THE GOODE COMPANIES, OF FLORIDA, INC., RIVIERA BEACH, FL**
August 2020 - Present

EDUCATION **GRADUATE: FRANK W. BALLOU SENIOR HIGH SCHOOL, WASHINGTON, DC**



Chief Operating Officer – Will D. Goode (2019-Present)

wdgoode@Goodecompanies.com

Mr. Goode has spent most of his life around the Solid Waste industry and has grown through the ranks from Supervisor, Project Manager, Operations, to Assistant VP of Roll-Off Operations, VP and now COO of our Florida Division. **Mr. Goode oversees the day to day operation of our Florida location, which currently services 38,000 residential units and commercial accounts.**

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WILL D. GOODE

SUMMARY

Mr. Goode is young business professional having worked in the waste management industry gaining unique leadership skills developed through working up the corporate structure of a family run waste management organization. Mr. Goode has a lifetime of waste management knowledge and experience which includes summer jobs throughout high school as a sanitation driver/helper/assistant, supervisor and working up to project manager, operations and, VP of Roll-Off Operations and on to Chief Operating Officer

TITLE/RESPONSIBILITY

Chief Operating Officer 2019 – Present: The Goode Companies, Inc. of Florida

Provides operational oversight of the company's Florida Division. Responsibilities include; Operational Oversight, Business Development, Fleet Maintenance, Customer Relations

PROFESSIONAL ACHIEVEMENTS

OPERATIONAL MANAGEMENT

Manages all Monthly Reports, Customer Relations, Staff Meetings, Oversees, Billing and Collections, Oversees New Hires

EXPERIENCE

Operational Oversight for contracts, including; the Solid Waste Authority of Palm Beach County

SKILLS

Contract Management

Contract Oversight

Accounts Oversight

WORK HISTORY

CHIEF OPERATING OFFICER, THE GOODE COMPANIES OF FLORIDA, INC., RIVIERA, FL
2019 - Present

VP OF ROLL-OFF OPERATIONS, THE GOODE COMPANIES, INC., GREENBELT, MD
2016 - 2019

ASSISTANT VP OF OPERATIONS, THE GOODE COMPANIES, INC., GREENBELT, MD
2015 - 2016

PROJECT MANAGER, THE GOODE COMPANIES, INC., GREENBELT, MD
2012 - 2015

EDUCATION

GRADUATE: MORGAN STATE UNIVERSITY, BALTIMORE, MD



Office Manager – Chantal Ashton (2022-Present)

tunderdue@Goodecompanies.com

Ms. Ashton has over 8 years administrative experience. She has a willingness to create a positive and efficient work environment. Ms. Ashton **is responsible for all office administrative functions including, HR, Accounting, Billing, and Customer Service.**

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cashton@goodecompanies.com

CHANTAL ASHTON

SUMMARY Ms. Ashton has over 8 years of Administrative management experience. Not only does Ms. Ashton use her office management expertise to create an efficient operating, she also contributes to a positive and thriving work culture.

TITLE/RESPONSIBILITY Office Manager 2022 – Present: The Goode Companies, Inc. of Florida
Responsibilities include; Payroll, Human Resources, Accounting, Customer Service, Reporting,

PROFESSIONAL ACHIEVEMENTS **OFFICE MANAGEMENT**
Daily oversight of administrative functions of a 34-employee division, successfully managing all aspects of front office functions.
EXPERIENCE
Displays leadership abilities in a high paced work environment

SKILLS General Office Skills
Paychex
WAM
Peachtree Software

WORK HISTORY **OFFICE MANAGER, THE GOODE COMPANIES, OF FLORIDA INC., RIVIERA BEACH, FL**
2019 - Present
TEACHER, AN ACHIEVABLE DREAM ACADEMY, NEWPORT NEWS, VA
2016 - 2019
ADMISSIONS COORDINATOR, STRAYER UNIVERSITY SUITLAND, MD
2013-2016
TEACHER, APPLE GROVE ELEMENTARY, FORT WASHINGTON, MD
2012 - 2013

EDUCATION **GRADUATE: SHAW UNIVERSITY, RALEIGH, NC , 2009**



Residential Operations Manager, James Meredith– (2019-Present)
jmeredith@Goodecompanies.com

Mr. Meredith has over 30 years of experience in Solid Waste and Recycling Experience. Mr. Meredith manages daily oversight of residential operations crews, Supervisors, Drivers, Collectors and Maintenance technicians. **Mr. Meredith will serve as the Contract Manager for this project.**

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jmeredith@goodecompanies.com

JAMES MEREDITH

SUMMARY Mr. Meredith is a 30-year veteran in the solid waste industry. Mr. Meredith is knowledgeable of several aspects of solid waste including, Driver, Recycling Coordinator, Maintenance Supervisor and Operations Manager.

TITLE/RESPONSIBILITY Operations Manager 2019 – Present: The Goode Companies, Inc. of Florida
Responsibilities include; Daily supervision of operations staff, including supervisors/route monitors, drivers, collectors and maintenance technicians.

**PROFESSIONAL
ACHIEVEMENTS**

OPERATIONAL MANAGEMENT

Manages a crew of 27 employees. Over 38,000 residential units serviced, plus commercial routes.

EXPERIENCE

Operational Oversight for contracts, including; the Solid Waste Authority of Palm Beach County and Riviera Beach

SKILLS

Creating Daily Reports
Conducting Safety Meetings and Training
Route Planning

WORK HISTORY

OPERATIONS MANAGER, THE GOODE COMPANIES OF FLORIDA, INC., RIVIERA BEACH, FL
2019 - Present

MAINTENANCE SUPERVISOR, THE CASTLE GROUP
2017 - 2019

RECYCLING COORDINATOR, SOLID WASTE AUTHORITY
1999 - 2016

SWING DRIVER, WASTE MANAGEMENT/LAIDLAW
1987 - 1999

EDUCATION

GRADUATE: SANTALUCES HIGH SCHOOL, MAY 1987



Commercial Operations Manager – Chris Fitts (2012-Present)

Cfitts@Goodecompanies.com

Mr. Fitts' primary duties and responsibilities focus on providing operational oversight of commercial operations out of our Florida division. His daily duties include but are not limited to; crew check-in, check out, management oversight and quality control. Mr. Fitts directly oversees the operation of our trucks and employees, ensuring that crews are working together to achieve the desired outcome while maintaining the expected budgetary and efficiency requirements. Mr. Fitts will be the contact for Commercial related concerns

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(561) 444-3442 | www.goodecompaniesinc.com
cfitts@goodecompanies.com

CHRIS FITTS

TITLE/RESPONSIBILITY Commercial Operations Manager 1995 – Present: The Goode Companies of Florida, Inc.
Provides Management of Operations for our Commercial Operations in Florida.
Responsibilities include; Operational Oversight, Route Management, Personnel Management, Fleet Management,

PROFESSIONAL ACHIEVEMENTS

COMMERCIAL OPERATIONS MANAGEMENT

Has managed over 40 truck routes, drivers and collectors

EXPERIENCE

Formerly managed our largest division in PG County and also helped to increase production and efficiency of our Baltimore Division

SKILLS

Route Management
Personnel Management
Fleet Management
Commercial Driver's License

WORK HISTORY

COMMERCIAL OPERATIONS MANAGER, THE GOODE COMPANIES OF FLORIDA, INC.,

July 1995 - Present

Supervisor, Sharps Trash Removal, Glenarden, MD

Jan 1990 – June 1992

EDUCATION

GRADUATE: MORGAN STATE UNIVERSITY '81 – '86, BALTIMORE, MD

Management Approach

In order to develop the most efficient and customized operations plan for the City of Westlake, GCF has performed site visits to observe the current operation, become familiar with the collection areas and neighborhoods, street layouts, traffic patterns, collection challenges as well as disposal facilities. After being immersed in the City's collection operation, we are able to identify the needs and concerns that can be addressed to improve the efficiency of performance going forward. Becoming familiar with all aspects of the City's collection operation is imperative to develop a specifically tailored collections program. The following section will describe our operations plan for this project.

Personnel

Our personnel experience extends from a familial line of qualified Solid Waste entrepreneurship. Starting with our Ownership and Management, Mr. Willie K. Goode started his company over 35 years ago from the ground up, cultivating his Company and culture to stand with the likes of national and publicly traded firms. His wealth of knowledge and experience with contract implementation, container and vehicle acquisitions, route planning and overall company operations is unmatched. His son, Mr. Will D. Goode gained and experienced industry knowledge under his father's wing, while also on his own path to business management. Rising in ranks from Supervision, to division management and now COO of our Florida hub, he has proven his ability to manage and maintain a successful solid waste operation. Our Management team is headed by two individuals with expertise that can only be gained through decades of experience in their field. Mr. James Meredith, Residential Operations Manager and Mr. Chris Fitts, Commercial Operations, both in their own right have proven their knowledge and ability to manage collection operations, collection crews, fleet management, containers, route planning and overall contract performance. Our Office and Administration is handled by Ms. Chantal Ashton who has been in the role for the past 5 years and has managed all employee relations and HR, Customer Service and Billing. All administrative functions are consistently accomplished with proficiency and a commitment to efficiency.



For all positions that will need to be fulfilled, such as supervision and frontline drivers and crews, GCF will hold several hiring events to attract the most qualified and capable frontline workforce for this project. It is our practice to advertise in the communities we serve and surrounding areas to local residents who are familiar with the neighborhoods, roadways, traffic patterns etc. GCF has been successful in hiring qualified individuals for past projects, such as SWA Palm Beach County and the City of Riviera Beach. Once candidates are hired and have gone through our on-boarding process, they will receive orientation and training to include health, safety, collection and operational instruction as well as contract specific expectations. Prior to the start of services all key personnel information will be provided to the City for review.

Equipment



GCF will provide the solid waste, bulk, recycling, and yard waste collection for the residential collection locations, as well as City facility locations and commercial businesses if awarded the contract. We will provide a combination of New and Late model collection vehicles currently within our fleet for; Refuse and Bulk, Recycling and Vegetation as well as necessary spare equipment. The collection vehicles will consist of Automated Side Loaders and Semi-Automated Rear Loaders for Refuse and Bulk, Split Body Rear Loaders for Dual Stream Recycling and Grappler style trucks for Vegetation Collection. Crews will consist of either One driver (if Automatic Side Loader) OR One driver and One to Two collectors if (Semi Automated.) In addition, GCF will provide two Ford F-150 (electronic) pickup trucks for site supervision.

Service	Make /Model	Year	Body	Capacity	Fuel Type	Quantity Prime/Spare
Refuse	Peterbilt or Mack	2025 or newer	McNeilus	28yd	Diesel	1 ASL , 1 RL (Bulk/Veg) 1 Spare
Recycling	Peterbilt or Mack	2022 or newer	McNeilus	28yd	Diesel	1 Split Body 1 Spare
Vegetation	Peterbilt or Mack	2022 or newer	McNeilus	28yd	Diesel	1 Grappler 1 Spare





GCF will provide solid waste Front Load and Roll-Off collection vehicles to service Commercial accounts. Vehicles will be manned by One driver.

Service	Make /Model	Year	Body	Capacity	Fuel Type	Quantity Prime/Spare
Front End Refuse	Peterbilt or Mack	2022 or newer	McNeilus	28yd	Diesel	1 Prime 1 Spare
Front End Recycling	Peterbilt or Mack	2022 or newer	McNeilus	28yd	Diesel	1 Prime 1 Spare
Roll-Off	Peterbilt or Mack	2022 or newer	Galbreth	N/A	Diesel	1 Prime 1 Spare

Container Equipment

We will ensure all equipment is maintained and inspected regularly to assure minimum downtime. GCF route staff will also provide inspections of the equipment to ensure that the containers are safe, operational, correctly marked, aesthetically pleasing, and fully functional. During the inspections, we will identify containers that require repair, and/or painting and schedule the necessary services. GCF will also receive requests from either residents or commercial customers through our three communication options; dedicated phoneline/hotline, dedicated customer service email, or online customer requests via website. All such requests will be received by a GCF customer service representative. All requests, whether service or container related, will be recorded and tracked to ensure all issues are resolved.



Methodology

GCF has proactively performed multiple site visits for reconnaissance and to inspect the current residential services; routes, personnel and equipment used, service days etc. Through this research we have devised an operations plan that will focus on efficiency, cleanliness and minimal changes/disruption to the residents.

With the knowledge that the city has and will continue to experience rapid growth over the next several years, GCF is prepared to align our personnel and equipment growth to mirror the City's expectations. As more residential units are added, eventually this will lead to additional routes, collection vehicles and collection crews. GCF will use current collection routes and plan for additions as neighborhoods, subdivisions and complexes become merged into the City's collection program. GCF intends to make minimal scheduling changes to the current residential routes, only to average the house counts for each route and to allow for residential growth within each route. GCF intends to provide a full break down of routing upon an award. All revisions to routes to account for growth will be submitted for approval from the City prior to implementation. The chart below will outline the collection services performed each week (using an estimated unit count of 3,300)

	Monday	Tuesday	Wednesday	Thursday	Friday
Total Refuse Units	1,650	1,650	0	1,650	1,650
Collection Routes	A	B	0	A	B
Refuse 1 ASL	1,100 units	1,100 units	0	1,100 units	1,100 units
Refuse 1 RL (Bulk/Veg)	550 units	550 units	0	550 units	550 units
Total Recycle Units	825	825	0	825	825
Collection Routes	A	B	0	C	D
Recycling 1 Split	825 units	825 units	0	825 units	825 units
Total Vegetation Units	825	825	0	825	825
Collection Routes	A	B	0	C	D
Grappler	825 units	825 units	0	825 units	825 units

- With possible growth expected to be around 6,000 to 8,000 total units by the end of the contract, GCF will plan for a total of (4) ASL Collection Vehicles for Refuse, (2) Split Body Collection Vehicles for Recycle and (1) 25-yd RL for YW/Bulk





Transition Plan

GCF has significant experience with transitioning into commencement of services. Our Ownership and Management have implemented residential collection services in Maryland, North Carolina as well as Florida. Equipment acquisitions (both vehicles and containers), delivery of containers, personnel hiring and training, route planning and training and even community education are all areas that are key to a successful phase-in experience. With support and approval from the City GCF will be able to work with outgoing providers to facilitate a seamless transition.

GCF has developed a phase-in plan that will provide an efficient and seamless transition of service from an incumbent contractor to our implementation of services, should GCF receive an award. This transition is assuming about 120 days from an award to the start of services which is projected for September 2025.

Deliverable	Time - Frame	Respondent
Award of Services	City's Discretion	City of Westlake
Post Award Meeting	Within 2 weeks of Award	Westlake / GCF
Acquisition of Collection Equipment (Provide to City)	Within 2 weeks of Award	GCF President
Acquisition of Container Equipment (Provide to City)	Within 2 weeks of Award	GCF President
Submit Key Personnel Information for Approval	Within 2 weeks of Award	GCF Ops Manager
Submit all required documentation, bonds, permits	Within 2 weeks of Award	GCF Ops Manager
Submit Residential Routing for City Approval	Within 30 days of Award	GCF Ops Manager
Hold employment event for local frontline personnel	Within 30 days of Award	GCF Ops and HR
Review candidates and hire local frontline personnel	Within 30 days of Award	GCF Ops and HR
Implement safety and health training (orientation)	Within 30 days of Start	GCF Safety and HR
Implement route training (Supervisors and Frontline)	Within 15 days of Start	GCF Ops Team
Receive Collection Equipment (Rental or current)	Within 15 days of Start	GCF President
Receive Container Equipment	Within 15 days of Start	GCF President
Deliver All Residential Carts / Commercial Dumpsters	Within 15 days of Start	GCF Ops Manager
Start of Services	Directed by Westlake	GCF
Monitor Residential and Commercial Services	Monthly	GCF Ops Manager
Submit Performance Reports for City's Approval	Monthly	GCF Ops Manager
Performance Meetings	Monthly	Westlake / GCF
Phase-In Complete (Post Transition Meeting)	Quarterly	Westlake / GCF

Customer Service

GCF understands the importance of consistent and active communication with the City and City residents. GCF delivers professional, responsive, and efficient customer communication. Not only do we have staff available to provide customer service, we also have operational managers and supervision to provide resolutions to customer concerns. GCF will be available Monday through Friday from 8:00am to 5:00pm to receive customer communication. Customers are able to contact us through phone, e-mail and web access to submit service requests or concerns. Our customer service team will receive any requests, create a work order, and dispatch the request to the appropriate manager or supervisor to provide a resolution. Once the request has been resolved the customer service team will close out the work order and communicate the resolution with the resident.

All service issues and requests will be received and addressed as mentioned above. All instances of service requests or issues will be tracked and recorded with the date and time of resolution. Reports will be generated and submitted to the City's Contracting Officer.

The process for any container related concerns will be similar to the above. All requests, regarding deliveries, repairs or replacements, will be directed to our customer service team, who will generate a work order and submit to our container department. A record of these requests, actions taken, and time of resolution will be submitted to the City for review.



Relevant Service Experience History



GCF's wealth of experience begins from its inception in 1991. Mr. Willie K. Goode carried out his vision of being an entrepreneur and started Goode Trash Removal, Inc. With a background in the industry, working with his father and close friends, Mr. Goode knew there was a need to be met in the field of trash collection. Starting out with one rear load truck, he began servicing private residential customers in Washington, DC. With the help of his brother, sister and close friends that one truck turned into two and three.

In 1995 Goode landed his first residential refuse collection contract in Prince George's County, MD. By 2006 the company had expanded into multiple counties in MD, including Anne Arundel, Howard, Charles and Calvert. Also, by then, the company had expanded its collection operation to include Front End and Roll-Off Commercial collection. With the rising success of his company and the name change to Goode Companies, Inc. (GCI), Mr. Goode's vision of growth and progression continued.

Solid Waste Services Offered

- Residential Refuse and Recycling Collection
- Commercial Refuse and Recycling Collection
- Trucking and Hauling
- Recycling Processing
- Municipal Solid Waste Transfer Operation
- Landfill Operation

From 1996 and continuing on, Mr. Goode has teamed with other entrepreneurs to form and manage additional solid waste companies in the Maryland, DC and Virginia area as well as Halifax, NC, Atlanta, GA and Palm Beach, FL. This has created a national network of Solid Waste Management providers that can offer Residential and Commercial Collection, Trucking and Hauling,



Recycling Processing, Municipal Solid Waste Transfer Operations and Landfill Operations. Mr. Goode's experience and increasing wealth of knowledge in the solid waste industry has allowed his companies to become one of the largest privately-owned Solid Waste networks in the Country.

1991	<ul style="list-style-type: none"> •Start of Goode Trash Removal, Inc. •Washington, DC
1996	<ul style="list-style-type: none"> •First Residential Collection Contract •DC, Prince George's County
1996	<ul style="list-style-type: none"> •First of more than 10 Network Companies •DC, PG, Montgomery Co.
2006	<ul style="list-style-type: none"> •Local Expansion into Howard, Anne Arundel, Charles and Calvert Counties
2010	<ul style="list-style-type: none"> •Company Name Change to Goode Companies, Inc.
2012	<ul style="list-style-type: none"> •Network Companies Expand into Halifax, NC and Atlanta, GA
2019	<ul style="list-style-type: none"> •Goode Companies, Inc. Expands into Palm Beach County, FL

During our span of services, GCI has come to learn the expectations of County, City and Local Municipal governments and all aspects of their contract requirements. These expectations include; providing efficient, clean and professional collections, timely response to customer service requests, as well as accurate reports, and billing.

Similar Projects

GCF has been providing Residential waste management services to the Baltimore/Washington corridor and now in Florida for private, county and federal government clients for over 35 years. We have the in-depth knowledge of the requirements and work ethics necessary, and by working with contract management personnel; we've achieved a positive result in performing the day-to-day tasks of refuse and recycling collection services. Details of some of these contracts are listed below:

GCF was awarded a firm fixed price contract with the Solid Waste Authority of Palm Beach county,



- Contracting Agency: Solid Waste Authority of Palm Beach County
- Service Type: Solid Waste and Recycling Collection Services
- Contract Value: Est. Over \$4,000,000.00 Ann
- Contract Start Date: October 2019
- Contract Duration: September 2026
- POC Name: Paul Gonsalves
- Customer Address: 7501 North Jog Road, West Palm Beach FL 33412
- POC Phone: (561) 236-1186
- POC Email: sgonsalves@swa.org
- Description of Services: GCF was awarded a contract for the collection of solid waste and recycling for the Solid Waste Authority of Palm Beach County, FL. Services include residential collection for over 20,000 single family and multi-family units as well as Commercial Front End and Roll-Off collection services.

FL for the collection of Solid Waste and Recycling materials from residential single and multi-family dwellings as well as commercial front end and roll-off collection. Services are performed 1-2 times per week on a schedule approved by the County.

Contract Highlights

- Front End and Rear Load Collection Services
- Residential and Commercial Refuse and Recycling
- Over 20,000 Residential Units
- 7-year Contract



- Contracting Agency: City of Riviera Beach
- Service Type: Residential Refuse and Recycling Services
- Contract Value: Est. \$4,000,000.00 Ann
- Contract Start Date: October 2022
- Contract Duration: September 2032
- POC Name: Douglass Lawson, Mayor
- POC Address: 600 W Blue Heron Blvd. Riviera Beach, FL 33404
- POC Phone: (561) 379-7837
- POC Email: dlawson@rivierabeach.org
- Description of Services: GCF provides **Refuse**, Recycling, Vegetation and **Bulk** collection services to over 18,000 city Residents

The City of Riviera Beach is GCF's second contract in the state of Florida. GCF has grown from an unknown hauler in the state, to a favorite in Palm Beach County. GCF continues to meet and exceed the expectations of the City representatives and residents.

Contract Highlights

- Rear Load and ASL Residential Collection
- Multi-Family Collection Services
- Commercial Collection Services
- Curbside Refuse, Recycling and Vegetation
- Weekly Collection
- Over 18,000 Units
- 10-year Contract



- Contracting Agency: Prince George's County Government
- Service Type: Residential Refuse and Recycling Services
- Contract Value: Est. \$6,301,000.00 Ann
- Contract Start Date: 1995
- Contract Duration: On-Going
- POC Name: Marilyn Rybak, Section Manager
- POC Address: 1220 Caraway Court, Largo, MD 20774
- POC Phone: (301) 883-3635
- Description of Services: GCI provides **Refuse**, Recycling, Yard Waste and **Bulk** collection services to over 48,000 county Residents in 5 different collection areas.

Prince George's County is GCI's longest contract relationship. GCI grew from an unknown county hauler to one of the primary haulers for the County. GCI spearheaded a proposal to implement a route optimization strategy which would save County costs and reduce commercial traffic in residential areas as well as reduce the carbon footprint of commercial vehicles. The route optimization proved to be a success.

Contract Highlights

- Rear Load Residential Collection
- Curbside Refuse, Recycling and Yard Waste
- Weekly Collection
- Over 48,000 Units
- 9-year Contract



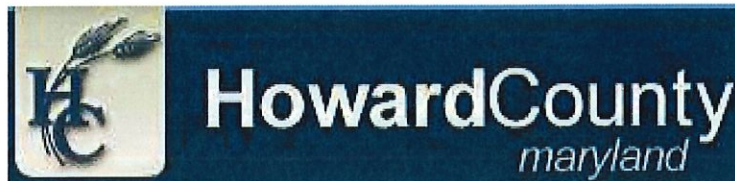
CHARLES COUNTY MARYLAND
Where Eagles Fly™

- Contracting Agency: Charles County, MD
- Service Type: Single Stream Recycling & Yard Waste Collection Services
- Contract Value: Est. Over \$3,000,000.00 Ann
- Contract Start Date: July 2014
- Contract Duration: June 2025
- POC Name: Shanna Reese, Chief of Purchasing
- POC Address: 200 Baltimore St. La Plata, MD 20646
- POC Phone: (301) 645 -0600
- Description of Services: Residential Single Stream Recycling Collection Services to over 40,000 units. GCI was also awarded an additional contract for Yard Waste Collection to over 40,000 units.

GCI has served two consecutive terms with Charles County, servicing Residential Yard Waste collection and recently obtained a second contract to service Residential Recycling. This contract is one of the largest in volume of units serviced, which doubled with the award of the second project. GCI continues to satisfy the expectations of the County.

Contract Highlights

- Rear Load Residential Collection
- Curbside Recycling and Yard Waste
- Weekly Collection
- Over 40,000 Units
- 5-year Contracts (Multiple Contracts)



Contracting Agency:	Howard County, MD
Type:	Residential Refuse and Recycling Collection
Contract Value:	Combined Est. \$2,200,000 Ann.
Start Date:	Various Since May 2006
Duration:	7 years
POC Name:	Alan Wilcom, Chief of Recycling Division
POC Address:	9801 Broken Land Parkway, Columbia, MD 21046
POC Number:	(410) 313-6433
Description of Services:	GCI provides residential curbside Refuse , Single Stream Recycling and Yard-Waste collections to five areas in Howard County. These areas combined make up over 25,000 units serviced weekly.

GCI has served multiple consecutive terms with Howard County, servicing Residential Refuse, Recycle and Yard Waste collection. GCI has held as many as 5 collection zones within the county which is the County's self-determined limit for a single contractor. GCI continues to satisfy the expectations of the County.

Contract Highlights

- Rear Load Residential Collection
- Curbside Refuse, Recycling and Yard Waste
- Weekly Collection
- Over 25,000 Units
- 6-7-year Contracts (Multiple Contracts)



Solid Waste & Recycling Collection and Disposal
RFP 2025-01



Pricing Proposal

Attached

- A: Residential Only
- B: Residential and Commercial Pricing

City Of Westlake Price Proposal Sheet

Line Item	SF Detached 2x week	SF Attached 4 units	SF Attached 5 units	Cluster Homes	Z Homes
Monthly Collection Rate	\$ 37.50	\$ 37.50	\$ 37.50	\$ 37.50	\$ 37.50
Monthly Disposal	\$7.50	\$7.50	\$7.50	\$7.50	\$7.50
Collection Franchise Fee 3 %	\$1.13	\$1.13	\$1.13	\$1.13	\$1.13
SWA Disposal Credit	\$6.33	\$2.59	\$2.35		
Net Per Unit	\$30.05	\$33.79	\$34.03	\$36.38	\$36.38
Cart Fee	\$2.10	\$2.10	\$2.10	\$2.10	\$2.10
Total per month per unit type	\$32.15	\$35.89	\$36.13	\$38.48	\$38.48

City Of Westlake Price Proposal Sheet

Line Item	SF Detached 2x week		SF Attached 4 units		SF Attached 5 units		Cluster Homes		Z Homes	
Monthly Collection Rate	\$	39.50	\$	39.50	\$	39.50	\$	39.50	\$	39.50
Monthly Disposal		\$7.50		\$7.50		\$7.50		\$7.50		\$7.50
Collection Franchise Fee 3 %		\$1.19		\$1.19		\$1.19		\$1.19		\$1.19
SWA Disposal Credit		\$6.33		\$2.59		\$2.35				
Net Per Unit		\$31.99		\$35.73		\$35.97		\$38.32		\$38.32
Cart Fee		\$2.10		\$2.10		\$2.10		\$2.10		\$2.10
Total per month per unit type		\$31.99		\$35.73		\$35.97		\$38.32		\$38.32

GCF Pricing MSW FEL Containers

MSW FEL

2 Yard	1	2	3	4	5	6	7
Collection Rate	\$ 73.61	\$ 147.22	\$ 220.83	\$ 294.44	\$ 368.05	\$ 441.66	\$ 515.27
Container Services	\$ 24.00	\$ 24.00	\$ 24.00	\$ 24.00	\$ 24.00	\$ 24.00	\$ 24.00
Monthly Rates	\$ 97.61	\$ 171.22	\$ 244.83	\$ 318.44	\$ 392.05	\$ 465.66	\$ 539.27

3 Yard	1	2	3	4	5	6	7
Collection Rate	\$ 110.42	\$ 220.83	\$ 331.25	\$ 441.66	\$ 552.08	\$ 662.49	\$ 772.91
Container Services	\$ 26.00	\$ 26.00	\$ 26.00	\$ 26.00	\$ 26.00	\$ 26.00	\$ 26.00
Monthly Rates	\$ 136.42	\$ 246.83	\$ 357.25	\$ 467.66	\$ 578.08	\$ 688.49	\$ 798.91

4 Yard	1	2	3	4	5	6	7
Collection Rate	\$ 147.22	\$ 294.44	\$ 441.66	\$ 588.88	\$ 736.10	\$ 883.32	\$ 1,030.54
Container Services	\$ 28.00	\$ 28.00	\$ 28.00	\$ 28.00	\$ 28.00	\$ 28.00	\$ 28.00
Monthly Rates	\$ 175.22	\$ 322.44	\$ 469.66	\$ 616.88	\$ 764.10	\$ 911.32	\$ 1,058.54

6 Yard	1	2	3	4	5	6	7
Collection Rate	\$ 220.83	\$ 441.66	\$ 662.49	\$ 883.32	\$ 1,104.15	\$ 1,324.98	\$ 1,545.81
Container Services	\$ 30.00	\$ 30.00	\$ 30.00	\$ 30.00	\$ 30.00	\$ 30.00	\$ 30.00
Monthly Rates	\$ 250.83	\$ 471.66	\$ 692.49	\$ 913.32	\$ 1,134.15	\$ 1,354.98	\$ 1,575.81

8 Yard	1	2	3	4	5	6	7
Collection Rate	\$ 294.44	\$ 588.88	\$ 883.32	\$ 1,177.76	\$ 1,472.20	\$ 1,766.64	\$ 2,061.08
Container Services	\$ 32.00	\$ 32.00	\$ 32.00	\$ 32.00	\$ 32.00	\$ 32.00	\$ 32.00
Monthly Rates	\$ 326.44	\$ 620.88	\$ 915.32	\$ 1,209.76	\$ 1,504.20	\$ 1,798.64	\$ 2,093.08



Required RFP Forms and Attachments (Section 3.4)

- Bid Submittal Form RFP No. 2025-01
- Qualification Statement
- Insurance
- Client References
- Public Entity Crimes
- Drug-Free Workplace Certification
- Scrutinized Vendor Certification
- E-Verify Form Under Section 448.095, Florida Statutes
- Non-Collusion Oath
- Goode Faith Affidavit
- Minority Certification

Section 3.4 – Required Forms

BID SUBMITTAL FORM RFP NO. 2025-01

Page 1 of 4

SUBMITTED TO:

City of Westlake

4001 Seminole Pratt Whitney Road

Westlake, Fl 33074

1. The undersigned proposer agrees, if this Proposal is accepted, to enter into an agreement with CITY to perform all work as specified in the Request for Proposal No. 2025-01 Documents for the price(s) and within the time indicated in this Request for Proposal No. 2025-01, and in accordance with the terms and conditions of the Request for Proposal No. 2025-01 Documents.
2. Proposer accepts and hereby incorporates by reference in this Bid Submittal Form all of the terms and conditions of the Request for Proposal and Instructions to Proposers, including without limitation those pertaining to the disposition of Request for Proposal Security.
3. The Proposer has examined the site of the project and has become fully informed concerning local conditions, and the nature and extent of the work. Proposer has examined the indemnification and liquidated damages provisions, if any, and the bond and insurance requirements of the bid submittal. accepts and agrees to abide by those terms and conditions without exception or limitation of any kind.
4. Proposer has given the CITY written notice of all conflicts, errors or discrepancies that it has discovered in the RFP No 2025-01 and/or Contract documents and the written resolution thereof by the CITY is acceptable to Proposer.

5. Will you subcontract any part of this work? If so, give details including a list of each subcontractor(s) that will perform this work more than ten percent (10%) of the contract amount and the work that will be performed by each subcontractor(s).

None

6. Proposer proposes to furnish all labor, materials, equipment, machinery, tools, transportation, supplies, services, and supervision for the Work of this RFP for Solid Waste & Recycling Services.
7. All purchases of materials required for the work will be made directly by the Contractor, unless discussed and specified otherwise at the time of task development and approval.
8. The Proposer will adhere to the awarded Bid Price(s) listed on their submitted BID PROPOSAL FORM RFP# 2025-01 Solid Waste & Recycling Services
9. The Proposer agrees that the work will be completed within the timeframe specified in the scope of services and the contractor will be paid within (30) calendar days of CITY receiving invoice.
10. The undersigned Proposer will extend the same prices, terms and conditions to other governments located in the State of Florida during the period covered by this contract and any extensions, if requested. ☒ Yes ☐ No
11. Acknowledgment is hereby made of the following addenda (identified by number) received since issuance of the Request for Proposal:

Pre-Bid Meeting ✓ Dated July 16, 2025
Addendum No. 1 Dated July 31, 2025
Addendum No. Dated
Addendum No. Dated
Addendum No. Dated

12. PLEASE HAVE YOUR INSURANCE REPRESENTATIVE CAREFULLY REVIEW THE INSURANCE REQUIREMENTS CONTAINED IN THE INSTRUCTIONS TO PROPOSER PRIOR TO SUBMITTING YOUR BID PACKAGE TO ENSURE COMPLIANCE WITH ALL INSURANCE REQUIREMENTS.

13. The CITY reserves the right to award this contract on the basis of any combination or all items, which the CITY deems in its best interests.

14. All communications concerning this RFP shall be emailed to:

Zoie Burgess, City Clerk
City of Westlake
4001 Seminole Pratt Witney Road
Westlake, FL 33074
Email: zburgess@westlakegov.com

15. The following documents are attached to and made as a condition to this RFP:

- a. Drug-Free Workplace Certification
- b. Proof of Insurance
- c. State of Florida Business License
- d. E-Verify Affidavit: 3 pages
- e. Non-Collusion Oath
- f. Qualification Statement: 9 pages
- g. Client References
- h. Bid Submittal Form for RFP No. 2025-01: 4 pages
- i. Bid Submittal Security, if required
- j. Public Entity Crimes: 3 pages
- k. Scrutinized Vendor Certification: 2 pages
- l. Good Faith Affidavit
- m. Schedule D Fee Schedule
- n. Schedule E Schedule of Reimbursable Cost

PROPOSER'S CERTIFICATION

In witness whereof, the Proposer has executed this Bid Submittal Form for RFP# 2025-01

this day of _____, 20

Willie D Goode

Signature of Individual/Title

Witness

Willie D Goode

Printed Name of Individual

ACKNOWLEDGMENT

STATE OF Florida

COUNTY OF palm Beach

Sworn to (or affirmed) and subscribed before me this 16 day of Aug 2025

By Willie D Goode

Physical presence X OR Online notarization _____

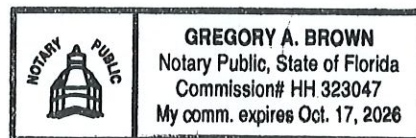
[Signature]

Signature of Notary Public

[STAMP HERE] State of

Personally Known _____ OR Produced Identification X

Type of Identification Produced: FLDL



QUALIFICATION STATEMENT

Page 1 of 8

The undersigned certifies under oath the truth and correctness of all statements and of all answers to the questions made hereinafter:

Submitted To: City of Westlake

4001 Seminole Pratt Whitney Road
Westlake, Florida 33470

Doing Business as
(if Applicable):

Proposer's Name: The Goode Companies of Florida, Inc.

Proposers Address: 2001 Broadway Avenue, Suite 500

City, State, Zip Code: Riviera Beach, FL 33404

Telephone No: (561) 444-3442

Email: wdgoode@goodecompanies.com

If payment (s) is/are to be mailed to an address other than stated above, please complete the section below:

Contact Name: N/A

"Remit to Address":

City, State, Zip Code:

Telephone No.:

Email:

QUALIFICATION STATEMENT

Page 2 of 8

1. State true, exact, correct, and complete name of the corporation, partnership, LLC, or fictitious name under which you do business and the address of the place of business.

Legal Name of Proposer: The Goode Companies of Florida, Inc.

Address of the principal place of business:

2001 Broadway Avenue, Suite 500 Riviera Beach, FL 33404

Contact person name and title: Will D. Goode

Proposer's Telephone: (561) 444-3442

Email: wdgoode@goodecompanies.com

Proposers License Number: PBC Business tax receipt license number: 2019113631

2. If Proposer is a corporation, answer the following:

- a. Date of Incorporation: 08/24/2020
- b. State of Incorporation: Florida
- c. Presidents Name: Willie K. Goode
- d. Vice President's name: Will D. Goode
- e. Secretary's Name: Adrianne Goode
- f. Treasurer's name: Dale Lipscomb
- g. Name and Address of

Registered Agent: Corporate Creations Network

801 US Highway 1

North Palm Beach, FL 33408

3. If the proposer is an individual corporation or partnership answer the following:

- a. Date of Articles of Incorporation: _____
- b. Individual, Corporation, or Partnership: _____
- c. Name of Individual or Partnership: _____
- d. Address of Individual or Partnership: _____

- e. Ownership units for partner (if applicable): _____

4. If proposer is other than an individual, corporation, or partnership, describe the organization and provide the name and address of the principals:

5. If proposer is operating under a fictitious name, submit evidence of compliance with Florida's Fictitious Name Statute: N/A

6. How many years have you operated under the present business name: 5

7. Under what other names has your organization operated under:

The Goode Companies, inc.

8. Indicate registration, license, or certificate number for business which are subject to this RFP. Please attach certificate of competency, occupational license, and or state registration.

PBC Business tax receipt license number: 2019113631

9. Do you have a complete set of documents, including addenda, drawings (if applicable)

Yes ☒ No ☐

10. Did you attend the mandatory pre-proposal meeting?

Yes ☒ No ☐

11. Has your organization ever failed to complete any work awarded to you?

Yes ☐ No ☒

If yes, state when, where and why:

12. Within the past five (5) years, has any officer or partner in you organization ever been an officer or partner in another organization that failed to complete a contract?

Yes _____ No ✓

If so, state where, when and why:

THE PROPOSER ACKNOWLEDGES AND UNDERSTANDS THAT THE INFORMATION CONTAINED IN THIS RESPONSE SHALL BE RELIED UPON BY THE CITY IN AWARDING THE CONTRACT AND SUCH INFORMATION IS WARRANTED BY THE PROPOSER TO BE TRUE. THE DISCOVERY OF ANY OMISION OR MISSTATEMENT THAT MATERIALLY AFFECTS THE PROPOSER'S QUALIFICATION TO PERFORM THE PROPOSED WORK UNDER THE CONTRACT SHALL CAUSE THE CITY TO REJECT THE PORPOSAL AND BID FOR THE WORK, AND IF AFTER THE AWARD, TO CANCEL AND TERMINATE THE AWARD AND OR CONTRACT.

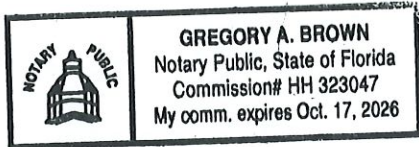
AUTHORIZATION FOR FURNISHING INFORMATION

THE UNDERSIGNED HEREBY AUTHORIZE(S) AND REQUEST(S) ANY PERSON, FIRM, OR COPRORATION TO FURNISH ANY PERTANANT INFORMATION REQUESTED BY THE CITY OR ITS AUTHRIZED AGENTS, DEEMED NECESSARY TO VERIFY THE STATEMENTS MADE IN THIS DOCUMENT OR DOCUMENTS ATTACHED HETERTO, OR NECESSARY TO DETERMINE IF THE CITY SHOULD CONSIDER THE PROPOSER FOR BIDDING THE SOLOD WASTE AND RECYCLING SERVICES AS OUTLINED IN THIS

Signature: Wally Wood
State Of Florida
County Of Palm Beach

Title: CEO

Sworn to (or affirmed) and subscribed before me this 10 day of Aug
2025, by Willie Goode Physical presence X Or Online
Notarization _____



[Stamp Here]

A handwritten signature in blue ink, appearing to be "G. A. Brown", written over a horizontal line.

Signature of Notary Public

State of Florida

Personally Known _____ OR Produced Identification X

Type of Identification Produced FLDL

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INSURANCE

The undersigned further agrees to the following stipulations of the RFP requirements.

1.LIABILITY

- A. CONTRACTOR shall not commence work under this Agreement until it has obtained all insurance required under this paragraph and such insurance has been approved by the City nor shall the CONTRACTOR allow any subcontractor to commence work on any subcontract until all similar such insurance required of the subcontractor has been obtained and similarly approved. It shall be the responsibility of the Firm to comply with all Federal, State, and Local Environmental Rules and/or Regulations.
- B. Professional Liability/Errors & Omissions Insurance with the limits of liability Insurance no less than \$2,000,000 per wrongful or negligent act. This coverage shall be maintained for a period of no less than the latter of three (3) years after the delivery of goods/services or final payment pursuant to this agreement. Retroactive date, if any, to be no later than the first day of service to the City. Coverage must follow the form of General Liability, Auto Liability and Employer's Liability.
- C. Commercial General Liability Insurance written on an occurrence basis including, but not limited to coverage for bodily injury and property damage, personal & advertising injury, products & completed operations,

and contractual liability. Coverage must be written on an occurrence basis, with limits of liability no less than:
 - 1. Each Occurrence Limit - \$1,000,000
 - 2. General Aggregate Limit - \$2,000,000
- E. Commercial Crime Insurance with a per loss limit of no less than \$1,000,000.
- F. The City of Westlake shall be named as an Additional Insured on each of the General Liability policies required herein.

Certificate Holder should read as follows:

City of Westlake

4001 Seminole Pratt Whitney Road

Westlake, FL 33470
- G. CONTRACTOR shall name the City, as an additional insured on each of the General Liability policies required herein and shall hold the City, its

elected and appointed officers, agents, employees, and instrumentalities harmless on account of claims for damages to persons, property or premises arising out of the services provided hereunder.

- H. Any insurance required of the CONTRACTOR pursuant to this Agreement must also be required of any subcontractor in the same limits and with all requirements as provided herein, including naming the City as an additional insured, in any work that is subcontracted unless such subcontractor is covered by the protection afforded by the CONTRACTOR and provided proof of such coverage is provided to City. The CONTRACTOR and any subcontractors shall maintain such policies during the term of this Agreement.
- I. The City reserves the right to require any other additional types of insurance coverage and/or higher limits of liability it deems necessary based on the nature of work being performed under this Agreement.
- J. The insurance requirements specified in this Agreement are minimum requirements and in no way reduce any liability the CONTRACTOR has assumed in the indemnification/hold harmless section(s) of this Agreement.

Signed By:

William Ford

Title:

CEO

Dated:

8/6/25

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CLIENT REFERENCES

Firm's Name: The Goode Companies of Florida, Inc.

The contractor must provide the following information for three (3) previous clients in which similar scope of services were performed within the last five (5) years. Firm is responsible for verifying correct phone numbers, email address, and contact information. Public Entities are preferred as references. Failure to provide all three (3) references may deem your submittal non-responsive

Reference No. 1

Company Name:	Solid Waste Authroity of Palm Beach County
Location (City, State):	West Palm Beach, FL
Date of Service:	October 2019 - September 2026
Contact Person:	Paul Gonsalves
Contact Number:	(561) 236-1186
Email Address:	sgonsalves@swa.org

Reference No. 2

Company Name:	City of Riviera Beach
Location (City, State):	Riviera Beach, FL
Date of Service:	October 2022 - September 2032
Contact Person:	Douglass Lawson
Contact Number:	(561) 379-7837
Email Address:	dlawson@rivierabeach.org

Reference No. 3

Company Name:	Prince George's County Government
Location (City, State):	Prince George's County, MD
Date of Service:	1995 - Ongoing
Contact Person:	Marilyn Rybak
Contact Number:	(301) 883-3635
Email Address:	merybak@co.pg.md.us

PUBLIC ENTITY CRIMES

Page 1 of 3

Section 287.132-133(3)(a), Florida Statutes, effective July 1, 1989, require that no public entity shall enter into a contract, award of RFP, or transact business in excess of \$10,000.00 with any person or affiliate who has been convicted of a public entity crime. Prior to entering into a sworn statement with the Purchasing Department on form 7088.

A copy of the form is reproduced below. This completed form must be on file prior to the issuing of a contract for services.

Sworn Statement Under Section 287.133(3)(a), Florida Statutes on Public Entity Crimes

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

1. This sworn statement is submitted with **RFP# 2025-01 Solid Waste & Recycling Services**
2. This sworn statement is submitted by: The Goode Companies of Florida, Inc.

Whose business address is: 2001 Broadway Avenue, Suite 500

Riviera Beach, FL 33404

and (if applicable) it's Federal Employer Identification No. FEIN) is _____
(if the entity has no FEIN, include the Social Security Number of the individual signing the sworn statement).

3. My name is Will D. Goode and my relationship with the entity named above is COO.

4. 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 of with an agency or political subdivision of any other state or with the United states, including but not limited to, any RFP or contract for goods or services to be provided to any public entity or an agency or political subdivision of any other stater or the United States and involving antitrust, fraud, theft, bribery, collusion, racketeering, conspiracy, or material misrepresentation.

5. I understand that "convicted or conviction" as defined in Paragraph 287.133 (1)(b), Florida Statutes means a finding or fault or conviction of a public entity crime, with or without adjudication of guilt, in any federal 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.

6. 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.

7. 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 the 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, directors, executives, partners, shareholders, employees, members, and agents who are active in management of an entity

8. Based on information and belief, the statement, which I have marked below, is true in relation to the entity submitting this sworn statement. **(Please indicate which one of the two statements applies.)**

A. ☒ Neither the entity submitting this sworn statement, nor any officers, directors, executives, partners, shareholders, employees, members, or agents who are active in management of the entity, nor the affiliate of the entity have been charged with and convicted of a public entity crime subsequent to July 1, 1989.

B. ☐ The entity submitting this sworn statement, or one or more of the officers, directors, executives, partners, shareholders, employees, members, or agents who are active in management of the entity, have been charged with and convicted of a public entity crime subsequent to July 1, 1989, AND **(Please indicate which of the three additional statement applies below.)**

C. ☐ There have been proceedings concerning the conviction before a hearing officer of the State of Florida, Division of Administration Hearings. The final

order entered by the hearing officer did not place the person or affiliate on the convicted vendor list. **(Please attach a copy of the Final Order)**

D. _____ The person or affiliate was placed on the convicted vendor list. There has been a subsequent proceeding before a hearing officer of the State of Florida, Division of Administration Hearings. The final order entered by the hearing officer determined that it was in the public interest to remove the person or affiliate from the convicted vendor list. **(Please attach a copy of the Final Order)**

E. _____ The person or affiliate has not been placed on the convicted vendor list. **(Please describe any action taken by or pending with the Department of General Services)**

Will D. Goode

Signature of Firm's Authorized Official

Will D. Goode, Chief Operating Officer

Printed Name and Title of Authorized Official

8/6/25

Date

STATE OF Florida

COUNTY OF Palm Beach

Sworn to (or affirmed) and subscribed before me this 7 day of August
2025, by Willie Goode

Physical presence X OR Online notarization _____



Mustas M. M. M.

Signature of Notary Public

[STAMP HERE]

State of Florida

Personally Known _____ OR Produced Identification FL Dr Lic

Type of Identification Produced: FL Dr Lic


DRUG-FREE WORKPLACE CERTIFICATION

THE BELOW SIGNED Firm CERTIFIES that it has implemented a drug-free workplace program. In order to have a drug-free workplace program, a business shall:

1. Publish a statement notifying employees that the unlawful manufacture, distribution, dispensing, possession or use of a controlled substance is prohibited in the workplace and specifying the actions that will be taken against employees for violation of such prohibition.
2. Inform employees about the dangers of drug abuse in the workplace, the business's policy of maintaining a drug-free workplace, any available drug counseling, rehabilitation and employee assistance programs, and the penalties that may be imposed upon employees for drug abuse violations.
3. Give each employee engaged in providing the commodities or contractual services that are under quote a copy of the statement specified in subsection 1.
4. In the statement specified in subsection 1, notify the employees that, as a condition of working on the commodities or contractual services that are under quote, the employee will abide by the terms of the statement and will notify the employer of any conviction or plea of guilty or nolo contendere to any violation occurring in the workplace no later than five (5) days after such conviction.
5. Impose a sanction on, or require the satisfactory participation in, drug abuse assistance or rehabilitation program if such is available in the employee's community, by an employee who is convicted.
6. Make a good faith effort to continue to maintain a drug-free workplace through implementation of this section.

As the person authorized to sign this statement, I certify the Firm complies fully with the above requirements. The Goode Companies of Florida, Inc.

Name of Company



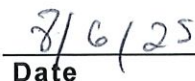
Signature of Firm's Authorized Official

Will D. Goode

Print Name of Firm's Authorized Official

Vice President / Chief Operating Officer

Print Title of Firm's Authorized Official


Date

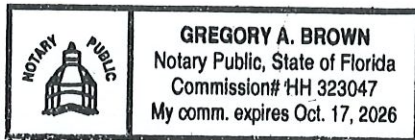
E-VERIFY FORM UNDER SECTION 448.095, FLORIDA STATUTES

Page 3 of 3

STATE OF Florida
COUNTY OF Palm Beach

Sworn to (or affirmed) and subscribed before me this 6 day of Aug
20 25, by Willie Gade

Physical presence X OR Online notarization _____



[STAMP HERE]

[Signature]
Signature of Notary Public

State of Florida

Personally Known _____ OR Produced Identification X

Type of Identification Produced: FL DL

SCRUTINIZED VENDOR CERTIFICATION

Page 1 of 2

I, Will D. Goode, COO, on behalf of The Goode Companies of Florida, Inc.
Print Name and Title Firm Name
Certify that The Goode Companies of Florida, Inc. does not:
Firm Name

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 Firm of the City's determination concerning the false certification. The Firm shall have ninety (90) days following receipt of the notice to respond in writing and demonstrate that the determination of false certification was made in error. If the Firm does not demonstrate that the City's determination of false, certification was made in error then the City shall have the right to terminate the contract and seek civil remedies pursuant to Florida Statute § 287.135.

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 re 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.

SCRUTINIZED VENDOR CERTIFICATION

Page 2 of 2

As the person authorized to sign on behalf of the Firm, I hereby certify that the company identified above in the section entitled "Firm 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. I understand that pursuant to section 287.135, Florida Statutes, the submission of a false certification may subject the company to civil penalties, attorney's fees, and/or costs. I further understand that any contract with the City for goods or services may be terminated at the option of the City if the company is found to have submitted a false certification or has been placed on the Scrutinized Companies with Activities in Sudan list or the Scrutinized Companies with Activities in the Iran Petroleum Energy Sector List.

The Goode Companies of Florida, Inc.

Name of Company




Signature of Firm's Authorized Official

Will D. Goode

Print Name of Firm's Authorized Official
Vice President / Chief Operating Officer

Print Title of Firm's Authorized Official


Date

E-VERIFY FORM UNDER SECTION 448.095, FLORIDA STATUTES

Page 1 of 3

Project Name: SOLID WASTE AND RECYCLING SERVICES

Project No.: RFP# 2025-01

DEFINITIONS:

"Firm" 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. "Firm" 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.

Effective January 1, 2021, Firms shall register with and use the E-Verify system in order to verify the work authorization status of all newly hired employees. Firm 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 Firm to perform employment duties within Florida during the term of the contract; and
- b) All persons (including sub vendors/subconsultants/subcontractors) assigned by Firm to perform work pursuant to the contract with the Coral Springs Improvement City. The Firm 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 Coral Springs Improvement City; and
- c) Should vendor become the successful Firm awarded for the above-named project, by entering into the contract, the Firm 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. The 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 Firm shall maintain a copy of such affidavit for the duration of the contract.

E-VERIFY FORM UNDER SECTION 448.095, FLORIDA STATUTES

Page 2 of 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.
- b) If the City has a good faith belief that a subcontractor knowingly violated s. 448.095 (2),
but the Firm otherwise complied with s. 448.095 (2) Fla. Stat., shall promptly notify the Firm and order the Firm 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 Firm, the Firm may not be awarded a public contract for a period of 1 year after the date of termination.~~

The Goode Companies of Florida, Inc.

Name of Company



Signature of Firm's Authorized Official

Will D. Goode

Print Name of Firm's Authorized Official

Vice President / Chief Operating Officer

Print Title of Firm's Authorized Official

Date 7/6/25

NON-COLLUSION OATH

Before me, the Undersigned, a Notary Public, for and in the County and State aforesaid,

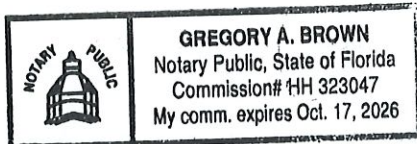
personally appeared: Will D. Goode and made oath that the Firm herein, its agents, servants, and/or employees, to the best of its knowledge and belief, have not in any way colluded with anyone for and on behalf of the Firm, or themselves, to obtain information that would give the Firm an unfair advantage over others, nor have they colluded with anyone for and on behalf of the Firm, or themselves, to gain any favoritism in the award of the contract.

Will D. Goode

Affiant Signature

STATE OF Florida
COUNTY OF Palm Beach

Sworn to (or affirmed) and subscribed before me this 10 day of Aug
20 25, by Willie Goode
Physical presence X OR Online notarization _____



[STAMP HERE]

ASB

Signature of Notary Public

State of Florida

Personally Known _____ OR Produced Identification X
Type of Identification Produced: FLDL

GOOD FAITH AFFIDAVIT

I hereby propose providing the services requested in the City's RFP and, if awarded, enter into a contract with the City. I agree that the terms and conditions of the City's RFP shall take precedence over any conflicting terms and conditions submitted with my proposal and agree to abide by all conditions of the RFP. I acknowledge that the City may not accept the proposal due to any exceptions.

I certify that all information contained in my proposal is truthful to the best of my knowledge and belief. I further certify that I am duly authorized to submit this proposal on behalf of the company as its agent and that the company is ready, willing, and able to perform if awarded a contract.

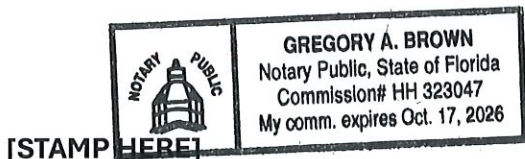
I further certify, under oath, that this proposal is made without prior understanding, agreement, connection, discussion or collusion with any other person, company or corporation submitting a proposal for the same product or service; no gratuities, gifts or kick-backs were offered or given by the Firm or anyone on its behalf to gain favorable treatment concerning this procurement; no elected official, employee or agent of the City or of any other company is interested in said proposal; and that the undersigned executed this affidavit with full knowledge and understanding of the matters therein contained and was duly authorized to do so.

Willie Goode

Affiant Signature

STATE OF Florida
COUNTY OF Palm Beach

Sworn to (or affirmed) and subscribed before me this 11 day of Aug
20 25, by Willie Goode via _____
Physical presence X OR Online notarization _____



Signature of Notary Public [Signature]
State of Florida

Personally Known _____ OR Produced Identification X
Type of Identification Produced: FLDL

THIS CERTIFIES THAT

The Goode Companies of Florida, Inc.



* Nationally certified by the: **FLORIDA STATE MINORITY SUPPLIER DEVELOPMENT COUNCIL**

*NAICS Code(s): 562111

* Description of their product/services as defined by the North American Industry Classification System (NAICS)

12/31/2024

Issued Date

FL241523

Certificate Number

A handwritten signature in black ink, appearing to read "Ying", is positioned above the name and title of the certifying officer.

Ying McGuire
NMSDC CEO and President

A handwritten signature in black ink, appearing to read "Beatrice", is positioned above the name and title of the certifying officer.

Beatrice Louissaint, President & CEO

12/31/2025

Expiration Date

By using your password (NMSDC issued only), authorized users may log into NMSDC Central to view the entire profile: <http://nmsdc.org>

[Certify, Develop, Connect, Advocate.](#)

* MBEs certified by an Affiliate of the National Minority Supplier Development Council, Inc.®