



July 2, 2025

Assistant Finance Director
City of Willard
224 W. Jackson,
P.O. Box 187
Willard, MO 65781

To Whom It May Concern:

I am writing on behalf of GFL Environmental, previously WCA, to express our interest in providing comprehensive solid waste and recycling services to the City of Willard's City Facilities.

GFL has a distinguished record in providing reliable, environmentally responsible services that align with local and state regulation throughout the Missouri region, as well as the rest of the United States. As one of the top waste management providers in North America, we pride ourselves on our dedication to adapting to our customers' needs and our solution-based approach.

In the past, WCA and the City of Willard maintained a partnership for solid waste disposal services and we welcome the opportunity to resume this relationship under GFL. We believe that our pricing levels sit at a competitive rate and keep Willard's solid waste service rates below current market levels which sit at 5.1%.

We welcome the opportunity to handle your current waste management needs and contribute to the City's operational goals and environmental objectives. Our team is prepared to deliver high-quality service that prioritizes reliability, safety, and sustainability at a significant economic value.

Thank you for considering GFL's proposal, and I look forward to speaking with you soon. Please contact me if you have any questions or comments.

Riley Dandurand
GFL Government Contracts Manager
Springfield, MO
417-380-7679
rdandurand@gflenv.com

CITY OF WILLARD CITY FACILITIES
TRASH AND RECYCLING SERVICE

1. General

GFL is prepared to service the Trash and Recycling needs of Willard's city facilities. We have the resources necessary to provide the (3) 6 yard containers and (4) 96 gallon polycart containers with wheels to their respective locations. These locations will receive new containers that are the manufacturer's standard model in current production and comply with all performance specifications. AGREED

2. Modifications

The Contractor understands that the scope of work to be done is subject to modification and supplementation upon the written agreement of the duly authorized representatives of the contracting parties. No provision shall be changed or modified without the execution of a formal Change Order to be mutually agreed upon by the City and the Contractor and processed through the City Clerk. AGREED

3. Termination of Contract

A. For Breach: If, through any cause, the Contractor shall fail to fulfill in a timely and proper manner Contractor's obligations under this contract, or if the Contractor shall violate any of the covenants, agreements, or stipulations of this contract, the City has the right to terminate this contract by giving written notice to the Contractor of such termination and specifying the effective date thereof, at least five (5) days before the effective day of such termination. AGREED

B. For Convenience: The City shall have the right at any time upon 30 days' written notice to Contractor to terminate and cancel this contract, without cause, for the convenience of the City, and Contractor shall immediately stop work. AGREED

In either such event all finished or unfinished documents, data, students, reports, or other materials prepared by the Contractor shall, at the option of the City become its property. The Contractor shall be entitled to receive just and equitable compensation for any satisfactory work completed prior to termination of the contract. Notwithstanding the above, the Contractor shall not be relieved of liability to the City for damages sustained by the City by virtue of any such breach of the contract by the Contractor. AGREED

4. Conflicts

- A. Contractor covenants that presently have no interest and shall not acquire any interest, direct or indirect, which would conflict in any manner or degree with the performance of services to be performed under this contract. The Contractor further covenants that in the performance of this contract no person having such interest shall be employed. AGREED
- B. No salaried officer or employee of the City and no member of the City Council have any financial interest, direct or indirect, in this contract. A violation of this provision render the contract void. Any federal regulations and applicable provisions in Section 105.450 et seq. RSMO. shall not be violated.

5. Assignment

The Contractor shall not assign or transfer any interest in this contract (whether by assignment or novation) and shall not substitute any specific individuals and/or personnel qualifications without prior written consent of the City thereto. Provided, however, that claims for money due or to become due to the Contractor from the City under this contract may be assigned to a bank, trust company, or other financial institution without such approval. Notice of such an assignment or transfer shall be furnished in writing promptly to the City. Any such assignment is expressly subject to all rights and remedies of the City under this agreement, including the right to change or delete activities from the contract or to terminate the same as provided herein, and no such assignment shall require the City to give any notice to such assignee of any actions which the City may take under this agreement, though City will attempt to so notify any such assignee. AGREED

6. Jurisdiction

This agreement and every question arising hereunder shall be construed or determined according to the laws of the State of Missouri. Should any part of this agreement be adjudicated, the venue shall be proper only in the circuit Court of Greene County, Missouri. AGREED

Company Profile

Management of Company

GFL aims to provide a reliable, efficient, and accessible solid waste and recycling collection system for Willard's City Facilities. The company shares in Willard's commitment to sustainability, the minimization of waste, waste diversion, and beneficial reuse. Our company has a substantial history of assisting customers in achieving their environmental goals.

GFL will ensure the satisfaction of City staff and provide service with a high level of integrity and accountability. GFL possesses the financial capacity and experience to facilitate a smooth transition in establishing routes, equipment acquisition, and any other elements critical for a reliable collection system.

Points of Contact:

For your convenience and in the spirit of accountability and accessibility, appropriate City staff will have direct contact with our team. The following GFL personnel will be empowered to address and resolve any collection, maintenance, operational, billing, or other issues reported by staff:

John Burke (Springfield) - District Sales Manager

Destin Love (Springfield) - District Operations Manager

Jenny King (Harrisonville) - Customer Service Manager

Loren Carr (Springfield) - General Manager

Riley Dandurand (Springfield) - Government Contracts Manager

The primary GFL contact for City staff would be Riley Dandurand, Government Contracts Manager for GFL's Missouri South District (rdandurand@gflenv.com, 417-380-7679)

GFL will work to ensure that any service issues are resolved within 24 hours.

Size and Structure of Company

As of December 31st, 2022, GFL has 195 collection operations, 150 owned or managed solid waste transfer stations, 88 owned or managed landfills, 28 Material Recovery Facilities (MRFs), and 15 organic facilities. Our network of solid waste facilities indicates our ability to compete in markets with diverse disposal dynamics and profitably manage significant volumes of solid waste for our partners.

GFL currently owns and operates seven locations in the Central and Southern Missouri region. This includes four transfer stations and three landfills. The proximity of our facilities to Willard allows us to service your community in a competitive and cost-efficient manner.

Our municipal customer base includes, but is not limited to, investment-grade-rated municipalities such as Kansas City, Missouri, the City of Raleigh, the City of Denver, and the City of Atlanta in the United States. These contracts include school boards, hospitals, and government agencies. The breadth of our customer relationships, long-term contracts, and high renewal rates reflects our stability, commitment to, and satisfaction with customers.

GFL Environmental Inc. provides services on a contract basis to over 130 regional public sector jurisdictions, including residential collection contracts with over 75 cities in Kansas and Missouri.

References

City of Greenfield

Scope of Service: residential trash and city facilities

Contact: Megan Gandy, City Clerk and Utility Clerk

Email: megan@greenfieldmo.org

City of Lake Ozark

Scope of Service: residential and commercial trash service and city facilities

Contact: Cathy Daniels, City Clerk

Email: cdaniels@cityoflakeozark.net

City of Rogersville

Scope of Service: residential and commercial trash service

Contact: Glenda Stegner, City Clerk

Phone: 417-753-2884 ext. 300

City of Ash Grove

Scope of Service: residential and commercial trash service

Contact: Jennifer Wilkinson, Utility Billing

Email: jennifer.wilkinson@ashgrovemmo.gov

City of Mansfield

Scope of Service: residential and commercial trash service

Contact: Wendy Heywood, City Clerk

Phone: 417-924-8340

Email: wheywood@mansfieldcityhall.org

Service to City Facilities

GFL will provide the specified number of new polycart and 6-yard containers to the following city facilities:

- Police Department: (1) 96 gallon polycart
- Public Works: (1) 6-yard container and (1) 96 gallon polycart
- Recreation Center: (1) 6-yard container
- Aquatic Center: (1) 6-yard container
- City Hall: (2) 96 gallon polycarts

Our proposed pricing is in the pricing matrix below and is subject to annual increases that match the Consumer Price Index (CPI) each year following the contract start date:

Pricing Matrix

Cart Size	Monthly Price for Once A Week Pick Up	Annual
96-gallon Polycarts	\$ <u>16</u> per cart	\$ <u>192</u> per cart
	\$ <u>64</u> for 4 carts	\$ <u>768</u> for 4 carts
6-yard Containers	\$ <u>90.93</u> per container	\$ <u>1,091.16</u> per container
	\$ <u>272.79</u> for 3 containters	\$ <u>3,273.48</u> for 3 containers

336.79

4041.48

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	\$272.79 for 3 containters	\$3,273.48 for 3 containers

AFFIDAVIT OF COMPLIANCE
RFP #Trash2025

To be submitted with Vendor's Proposal

X We DO NOT take exception to the RFP Documents/Requirements.
_____ We TAKE exception to the RFP Documents/Requirements as follows:

Specific exceptions are as follows:

I have carefully examined the Request for Proposal and agree to abide by all submitted pricing, delivery, terms and conditions of this Proposal unless otherwise stipulated herein.

Company Name GFL Environmental

By

Riley Dandurand

Authorized Person's Signature

Riley Dandurand Government

Print or type name and title of signer

Contracts Manager

Company Address 2120 W. Bennett

St. Springfield, MO 65807

Telephone Number 417-380-7679

Fax Number ~~417-380-7679~~

Date July 2nd, 2025

ADDENDA

Bidder acknowledges receipt of the following addendum

Addendum No. _____

Addendum No. _____

Addendum No. _____

Addendum No. _____

Addendum No. _____

Email rdandurand@gflenr.com

Federal Tax ID No. 760657707