

**City of Greensboro, North Carolina, RFP # 11-12
for Processing and Marketing of Recovered
Recyclables**



**For the City of Greensboro, NC
300 W. Washington Street
Greensboro, NC 27402**

**FCR Greensboro, LLC.
d/b/a "ReCommunity"**

**809 West Hill Street
Charlotte, NC 28208**

Tel. (704) 697-2000

ORIGINAL

Submittal Date: May 29, 2012



Executive Summary

Chapter 1 Letter of Intent

Executive Summary

Chapter 2 Proposer's Statement of Organization, Form 1

Chapter 3 Staffing, Form 2

Chapter 4 Experience, Form 3

Chapter 5 Project Approach,

Chapter 6 Financial Stability and Statement

Chapter 7 Financing Plan

Chapter 8 Implementation Schedule

Chapter 9 Customer Service Procedures

Chapter 10 Litigation History

Chapter 11 Bonding Company Commitment

Chapter 12 Insurance Requirement

Chapter 13 Criminal Convictions/Environmental Violations

Chapter 14 Proposer's Non-Collusion Certification

Chapter 15 Independence Affidavit

Chapter 16 Drug-free Workplace Certification

Chapter 17 Addenda

Chapter 18 Certification to Accuracy of Proposal

Chapter 19 Cost for Service, Price Forms

Confidential Supplement to Chapter 5 Project Approach- Education and Financial Stability and Statement,
bound separately

Electronic versions, enclosed



RE Community Holdings II, Inc.
809 West Hill Street, Suite A
Charlotte, NC 28208
(704) 379-0600

Ms. Susan Crotts
Centralized Contracting Division Manager
Purchasing and Treasury/ Centralized Contracting Division
MMOB-Room UG12
300 West Washington Street
Greensboro, NC 27402

Thursday, May 29, 2012

Dear Ms. Crotts,

Concerning RFP #11-12, Processing and Marketing of Recovered Recyclables, ReCommunity has operated recycling facilities for over 25 years. Our proven performance, experience, and resources for successfully providing value added services to municipalities through the process of diversion, recovering, processing, and marketing commodities make us an ideal processor of the City of Greensboro's recyclables. As our proposal expounds, we aim to recover increasing amounts of recyclables from the City's waste stream through advanced processing technology and industry-leasing operations. Further, our 100% alignment of interests make ReCommunity the ideal partner for the City's Recycling Program. We have generated specific ideas with Field Operations staff over the past few years to improve the City's program, and implementation only awaits a new commitment between us. We're excited to get started.

During our three decades in business, we have repeatedly demonstrated our ability to handle large-scale operations and retrofit of facilities. In this proposal, ReCommunity offers the City of Greensboro the opportunity to grow its revenue from recycling with ReCommunity.

The cornerstone of our success derives from excellent service and reliability as well as timely reporting, accounting, and support of the hundreds of municipalities and consortiums who entrust us with long-term contracts to manage and grow their environmental programs. We look forward to the opportunity to work with the City of Greensboro in "Leading the Recovery Revolution."

ReCommunity submits the attached response to the above-referenced proposal. If selected, we will provide services to the City of Greensboro in compliance with the Contract, for the rates submitted herein.

Sean P. Duffy

Sean P. Duffy
President & COO, ReCommunity Holdings II, Inc. and FCR Greensboro, LLC.
809 W. Hill Street, Charlotte, NC 28208
704-697-2000

ORIGINAL



ReCommunity Executive Summary

ReCommunity is pleased to submit this proposal to provide Processing and Marketing of Recyclable Materials in response to City of Greensboro RFP #11-12. After 18 years of faithfully serving the City of Greensboro's recycling program, we are excited about the future of recycling and working to improve the program. Recycling has matured, end markets for recyclables have expanded and technology has improved. These developments over the past decade have made the rewards of recycling greater to the City, and that trend will continue. We feel confident that the experience and financial resources we can provide will further complement the City of Greensboro's needs long into the future.

For more than 25 years, ReCommunity's sole focus has centered on forming public-private partnerships to maximize recyclable recovery and minimize environmental impact to our community partners. Because ReCommunity is the largest residential recycling company without the built-in conflict of being owned by a landfill operator or a paper mill, we are 100% committed to the success of recycling, the increase in diversion of resources from the landfill, the development of recycling infrastructure for all recyclable commodities.

We have an excellent track record in NC through our performance in the Cities Greensboro and Charlotte and also throughout the country. We are confident that our facility and education center located in Greensboro will serve the community more effectively than ever because of the enhancements to plant and education that we propose. Our plans for the Greensboro MRF include a multi-million dollar upgrade which will directly benefit the city both environmentally and economically and a series of education marketing efforts that will continue to improve the recycling program.

In short, ReCommunity will continue to bring world-class performance, uncompromising service, and all the market-leading benefits associated with our company to the City.



Throughout our proposal, you will find a sampling of the key values brought by ReCommunity to Greensboro. Our response to the RFP clearly delineates ReCommunity's track record of success.

The Nation's Most Automated and Efficient MRF's

We bring a host of patented technologies and processes together to transform the way communities transform their waste into value. We continuously invest in the most advanced processing technologies to maximize the volume and quality of recyclables for our community partners.

ReCommunity plans to retrofit the current facility as the current site is an ideal location for your vehicle routes. This location, which is only 1 block from the city fleet center, will save the City thousands of dollars in resources every year due to our proximity. We plan to upgrade the facility to the latest technology that will provide high recovery while producing quality products that can be sold at high market prices.

Largest Pure-Play Recycling Company in the United States

With 36 facilities in 13 states, and over 1,500 employees, we are the largest pure-play recycling company in the United States. With a strong community-focused mission/culture and innovative intellectual property, we enable our community partners to maximize the value of their own resources. Today, we process, recover and market nearly two-million tons of recyclables each year. We offer an impressive résumé of proven experience operating Material Recovery Facilities (MRFs):

- ReCommunity has more than 25 years of operating experience and has thrived through three major commodity market cycles.
- ReCommunity processes and markets 1.8 million tons of recyclables per year.
- ReCommunity currently operates 30 MRF projects and five related facilities, including four transfer stations and one glass processing facility.
- We have designed, built, and operated custom recycling facilities for municipal partners like Greensboro for our entire existence.



- More specifically, we have designed 3 new MRFs and converted 11 facilities to single-stream in the last five years, with all of those being completed in less than one year.

Strong Economics

Our proposal provides the City with a lucrative financial proposal that meets the City's demands for a "profit center". We have followed the City's RFP guidance, which simplifies the current terms that we operate under. Again we have followed the City's guidance, providing pricing at different volume levels, providing a tip payment, revenue sharing, and additional value through educational marketing and an offer to honor our transfer station proposal submitted weeks ago. Backed by an extremely qualified, experienced, and financially strong partnership of investors we are living a vision to lead an industry to new levels of resource recovery. Our financial management has been conservative and consistent, resulting in a spotless financial performance of never missing a payment or defaulting on a commitment to our municipal partners.

Our size (we process and market 1.8 million tons of recyclables per year) and quality (highest in the industry) enable us to command a significant sales premium for every ton we sell and market, regardless of market conditions.

A Research Development Strategy Committed to Maximize Waste Stream Recovery

As we deploy proven single-stream systems with our partners, we are responding to growing requests for solutions that go beyond what single stream solutions alone provide. These requested solutions catalyze our research and development activities and include innovation to;

- Increase consumer and commercial recycling rates,
- Create system solutions to maximize recyclables capture
- Convert the balance of the non-recyclable waste stream into cost-effective/ environmentally-friendly sources of energy.



Engaging and Inspiring Our Communities

We believe communities are the foundation of our country and as such, they are the foundation of our mission and strategy. We invest in the communities in which we operate in many different ways to grow the economic success of our partners. These efforts include;

- Educational Programs
- Recycling Events
- Market laboratories designed to experiment with innovative new programs to meaningfully increase consumer and commercial recycling rates
- Next-generation curbside recycling bins
- Marketing campaigns to increase recycling awareness and behavior.

Reliability

We will leverage our proven experience and successful history as an operator to continue to provide exceptionally consistent and dependable service to Greensboro

- We have proven that we are a responsive partner.
- We successfully honored all terms of all our contracts and serviced all of our customers through the worst of the market crash in 2008/09.
- We have never failed to accept, process, or market recyclable materials. A Recycling operation has to be just as reliable as a landfill or Transfer station, which our facility in Greensboro has been for 18 years.
- We have proven to be a reliable partner to the City in difficult times when you needed support outside of the normal scope of our contract.

Community Engagement

ReCommunity believes strongly in the importance of education efforts tied to the recycling program. Such efforts have proven critical to driving diversion and increasing recycling participation and in established programs such as that in Greensboro, it is particularly important to reinvest into the education effort and enhance the narrative of the program to



reengage the population with regard to the importance of recycling. In many of our projects, we create an education center at the MRF as in Greensboro, incorporating interactive displays and employing video technology and communications as part of our operating plan. Beyond what you are already familiar with, we have proposed several innovative educational marketing ideas that we think will improve the quality and volume of recyclables.

We look forward to exploring a wide variety of options with the City as to how we can best aid in driving the education program and increasing recyclables diversion and capture. The City of Greensboro recycled 29,109 tons of material last year, which would have cost the city more than \$1 million in disposal fees based on the current MSW program. We know there is realistic potential for another 15,000 tons of residential recyclables if we, together, can pull the triggers that will earn participation in the City.



Chapter 2 Organization (Form 1)

QUALIFICATION FORM 1
PROPOSER'S STATEMENT OF ORGANIZATION

1. Full Name of Business Concern (Proposer): FCR Greensboro, LLC, d/b/a ReCommunity

Principal Business Address:

Corporate Headquarters:

809 W. Hill Street
Charlotte, NC 28208

Recycling Facility:

ReCommunity Greensboro Materials Recovery Facility:

706 Patton Avenue
Greensboro, NC 27406

2. Principal Contact Person(s) and Phone Numbers:

For this project:

Jerry White, ReCommunity Greensboro Materials Recovery Facility, 336-272-9669
Bill Leonidas, Corporate Headquarters, 704-697-2025

3. Form of Business Concern (Corporation, Partnership, Joint Venture, Other): Corporation

4. Provide names of partners or officers as appropriate and indicate if the individual has the authority to sign on behalf of proposer. Provide proof of the ability of the individuals so named to legally bind the proposer.

James W. Bohlig, Founder and Chief Executive Officer (authority to sign)

Sean Duffy, President and Chief Operating Officer (authority to sign)

Steve Klueg, Chief Financial Officer (authority to sign)

Paula Calabrese, Senior Vice President and Chief Strategy Officer

David Eisner, Chief Information and Integration Officer

Richard Rakowski, Founder and Chief Marketing Officer

Andy Lipman, Founder and Vice Chairman

Dave Sturgess, General Counsel (authority to sign)

Dingrong Bai, Chief Scientist

Jeff Fielkow, Executive Vice President of Revenue and Growth (authority to sign)



Chapter 2: Statement of Proposer's Organization

Paul O'Donnell, Vice President of Commodities Marketing

David Lank, Vice President of Operations

Graham Stevens, Vice President of Financial Planning and Analysis; Assistant Treasurer

Mike Zamiela, Vice President of Finance

If a corporation, in what state incorporated: Delaware

Date Incorporated: 1992

If a Joint Venture or Partnership, date of agreement: n/a

Federal Employer Identification Number: 56-1792979

5. List all firms participating in this project (including the prime contractor, subcontractors, operators, major equipment suppliers, etc., if any):

Name Address Phone

Not applicable at this time.

6. Outline specific areas of responsibility for each firm listed in Question 5.

OPERATIONS. ReCommunity operates the MRF with a staff made up almost entirely of full-time ReCommunity employees. We pride ourselves on this fact. To meet our goals of safety, quality, and productivity, we have learned that a staff that is part of the team is much more capable even if we need to invest a lot in the beginning to operate this way.

We provide all of the key operating functions ourselves: sorting, maintenance, trucking, sales, commodity marketing, accounting, etc.

RETROFIT. ReCommunity has performed major system retrofits to at least half a dozen of our facilities in the past 18 months. Our method is to use an in-house team of system design engineers that work closely with our operators to write operating specifications and design retrofits. These design specifications are then let to professional system providers for proposals. We will contract with one of the few system designers for the Greensboro retrofit that meet our standards for effectiveness. The system designer will construct most of the equipment in-house, deliver to our site, and use their own team to oversee local trades to install the equipment.

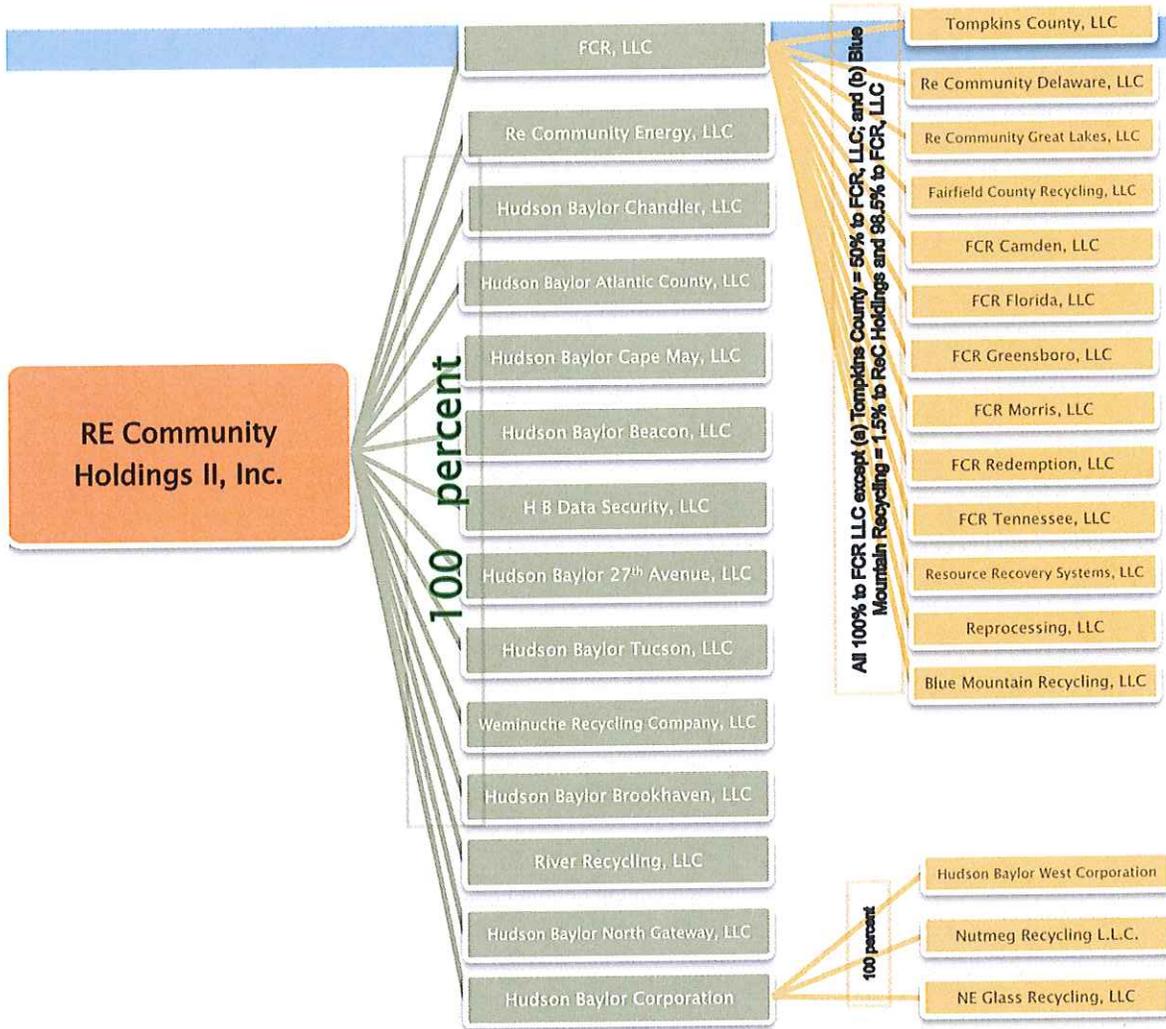
ReCommunity will also hire local firms to do site and building improvements such as building expansion, site expansion, scale installation, electrical upgrades, sprinkler upgrades, etc. ReCommunity shall make a good faith effort to subcontract with small businesses mostly owned and controlled by M/WBEs. ReCommunity also will make a good faith effort to subcontract with locally owned business before subbing to non local vendors

At this time, we have not made contractual commitments to these suppliers, though we have certainly spent many design hours working on the system that will provide the performance levels we have described in our Project Approach.



PROPOSER'S STATEMENT OF ORGANIZATION
(CONTINUED)

The following is the organizational chart for ReCommunity.





Chapter 3 Staffing (Form 2)

ReCommunity is made up of professionals who have spent their careers working in solid waste management and particularly resource recovery. In Qualification Form 2, attached in this chapter, we are providing information on individuals whose expertise and experience will bear directly on this project. We include resumes of those individuals.

Our team includes professionals like Jerry White and Tim Driscoll who have decades of experience operating MRFs for ReCommunity and many years invested in the ReCommunity Greensboro facility specifically. It includes Joy Gibson and Bill Leonidas who work on the accounting and business development side to support our operation in Greensboro. We have added to the team new members who have joined our recently re-organized company. This team is responsible for the innovations that we plan to bring to the City of Greensboro's recycling program and improvements to our own MRF.



A. Name and Address of Contractor: FCR Greensboro, LLC. d/b/a "ReCommunity" a wholly-owned subsidiary of RE Community Holdings II, Inc.

{ CORPORATE: 809 West Hill Street, Suite A, Charlotte, NC, 28208
{ LOCAL: 706 Patton Avenue, Greensboro, NC 27406

Telephone: { CORPORATE: (704) 697-2000
{ LOCAL: (336) 272-9669

B. Key Personnel (Name, Position): Jerry White, Regional Manager Southeast Region
Tim Driscoll, Plant Manager, ReCommunity Greensboro
Bill Wheatcraft, Plant Maintenance Manager
Vickie Bowe, Scale Master and Administrative Assistant
Joy Gibson, Regional Chief Financial Officer
Bill Leonidas, Business Development Manager,
Southeast Region
Sean Duffy, President, & COO, ReCommunity
David Lank, VP of Operations
Jeff Fielkow, Executive VP, Revenue & Growth
Steve Hastings, VP Corporate Development
Ron Stearns, Project Manager
Allen Christ, Regional Maintenance Manager
Paul O'Donnell, VP of Commodities Marketing

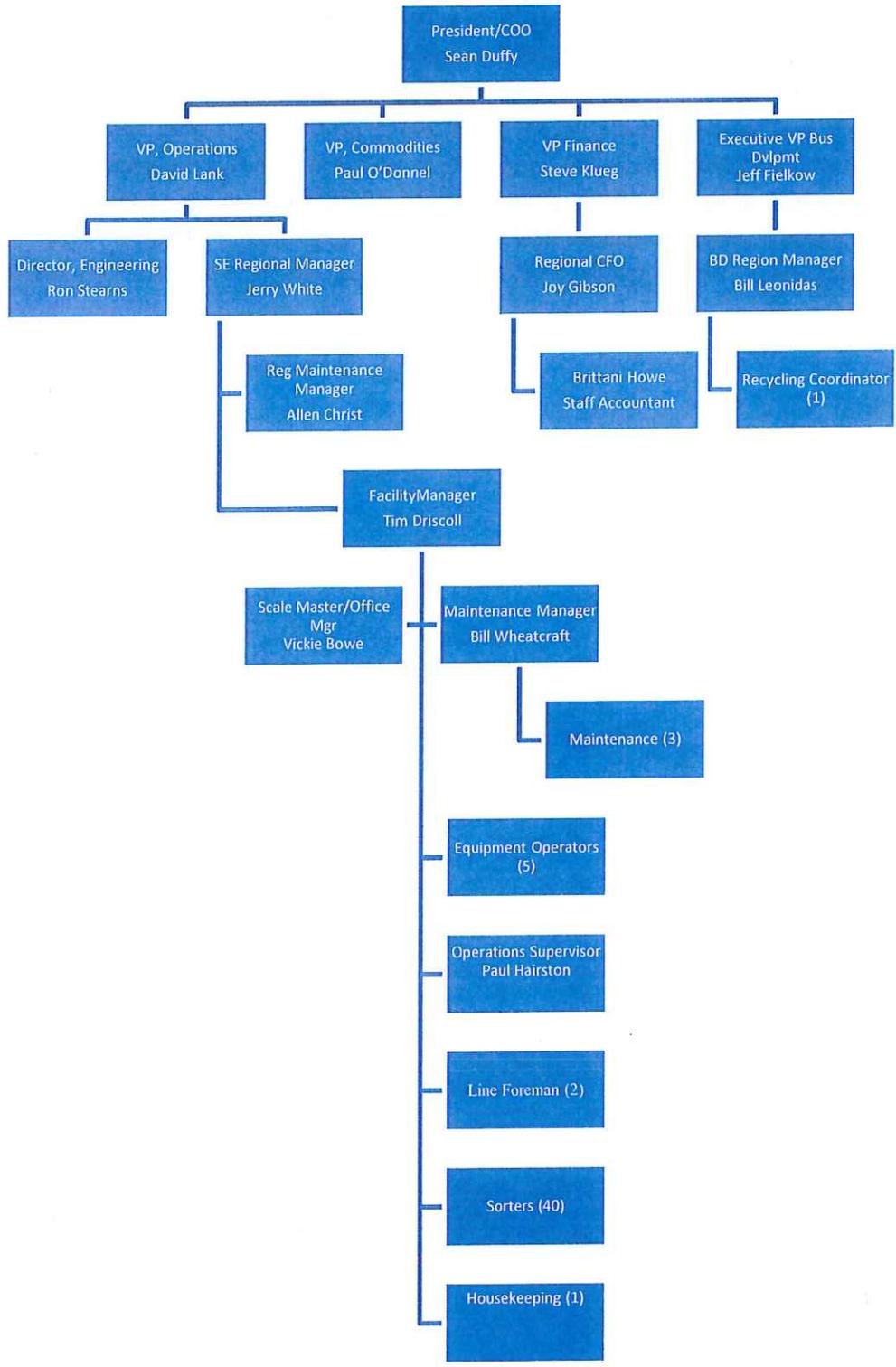


QUALIFICATION FORM 2 STAFFING

Attach an organization chart(s) for staffing of proposed Services. Please note that the Contract Principles in Section 7 of this RFP contain minimum requirements for the Contractor's personnel.

The organization chart must show staffing by position, number of staff per position, and organizational relationship of positions. Also attach a narrative description of the duties and responsibilities of each staff position and the qualifications required for each position. If any staff person(s) is to be used in more than one program, this should be indicated. For each member of the professional or management level staff that will be responsible for providing services, provide a detailed resume indicating the individual's areas of expertise and experience. Resumes must be provided in the following format, however, additional information may be provided at the option of the proposer.

ORGANIZATION CHART



1

¹ Staffing is a function of many things including volume, recyclables streams quality, etc.

JOB DESCRIPTIONS

The following represents a description of the major tasks assigned to each employee.

ReCommunity employees are generally cross-trained and due to the varying quantities of incoming materials, the material handlers will be used as needed throughout the facility regardless of specific job title. Similarly rolling stock operators and machinery operators may be interchanged.

Facility Manager

Level:	Salaried, Exempt
Reports To:	Regional Manager of Operations
Supervises:	Assistant Facility Manager, Maint. Manager, Office Manager
Indirectly Supervises:	All plant supervisory personnel and lead-people Informal Reporting Relationships
Financial Matters:	Regional Controller
Marketing/Sales Issues:	Director of Commodities
Personnel Issues:	Human Resources Administrator

Education/Experience

1. Minimum of a Bachelor's degree in Engineering, Operation Management, Business or Management, or the equivalent in practical and specialized training.
2. A broad and in-depth knowledge of such matters as labor relations, manufacturing/operations methods, production planning, and quality programs.
3. Possesses excellent oral and written communication skills.

General Description:

Plans, directs, and coordinates all plant processing related services to achieve efficient and economical operations to conform to established objectives and goals. Work encompasses responsibility for all aspects of the manufacturing and manufacturing planning activities. Works from broad objectives and guidelines requiring considerable independent judgment, creativity, and motivation. Refers to supervisor only during clarification of objectives, policies, or priorities.

Responsibilities:

- I. Quality Standards Programs
 - A. Administrates RECOMMUNITY's Quality Program
 1. Is involved in employee quality meetings.
 2. Ensures continual improvement of quality standards.
 - B. Provides proper materials and producing components, products, and systems on the most economical profitable basis possible consistent with quality standards.
- II. Operations
 - A. Directs the processing of all the materials entering the plant at the most economical cost, with prescribed quality, accuracy and performance standards.
 - B. Reports obsolescence of equipment and facilities and submits recommendations regarding replacements or improvements including cost data on return of capital outlay.
 - C. Reviews and reports on facility and equipment condition with regard to current governmental requirements.

- D. Ensures that plant property is kept in good repair and appearance as economically as possible. Submits recommendations for improvements essential to effective operations.
- E. Directs the proper utilization of all plant tools, equipment facilities.
- F. Submits periodic reports to the Director of Operations on current status of various responsibilities, reporting and making recommendations in cases of unsatisfactory results in an effort to improve efficiency, effectiveness and quality.

III. Safety

- A. Chairs safety committee meetings.
- B. Ensures safety standards are followed.
 - 1.) OSHA standards
 - 2.) ReCommunity standards

IV. Financial/Fiscal

- A. Files monthly plant financial reports.
- B. Ensures the plant operates at a profit.
- C. Keeps unnecessary expenses down, productivity high.
- D. Provides necessary statistics and anticipated operating basis for determining operating expense budgets.

V. Employees

- A. Maintains positive employee relations, administers the compensation and employee programs as they affect the overall plant.
- B. Is responsible for selection, training and professional development of plant manufacturing management.
- C. Administers the Incentive and Points System, in conformance with the plant's incentive policies and the applicable practices and procedure. Participates in grievances and proceedings.
- D. Completes Performance Evaluations for machine operators.
- E. Keeps track of employee activities, i.e., absences, overtime, etc.

VI. Public and Customer Relations

- A. Conducts plant tours.
- B. Speaks with groups about ReCommunity and the recycling industry.
- C. Maintains contact with vendors and customers, including contracting entity, (i.e. county, municipality, etc.).

Operations Supervisor

Reports To:	Facility Manager
Supervises:	All plant supervisory personnel and lead people
Indirectly Supervises:	Production Personnel Informal Reporting Relationship
Financial Matters:	Regional Controller
Marketing/Sales Issues:	Office Manager/Authority Representative
Personnel Issues:	Human Resources Administrator

Education/Experience

1. A minimum of 2 years of college, acceptable or adequate background and experience.
2. Minimum of 1 year supervisory experience.
3. Excellent communications skills.
4. Demonstrated record-keeping ability.

General Description:

Responsible for directing all activities on the plant floor or second shift, including productivity, traffic control, record-keeping and ultimately, quality control. Possessing the ability to assume managerial duties in the event of the facility manager is indisposed

Responsibilities:

- I. Quality Of The Product
 - A. Supervise the implementation of ReCommunity quality standards.
 - B. Maintain records detailing quality of incoming and outgoing materials.
 - C. Maintain involvement in Quality meetings.
 - D. Encourage employee involvement in the Quality Program.
- II. Oversee Operation Of All Equipment And Facility
 - A. Organize and maintain production concerning employees, equipment, and material.
 - B. Make sure that the preventive maintenance schedule is followed.
 - C. Keep plant informed of conditions that may indicate problems for the future.
 - D. Keep shift production records for each commodity.
 - E. Attend, as required, all meetings regarding issues associated with plant activities.
- III. Supervisory Duties
 - A. Complete performance evaluations for shift personnel every six months (more often for new employees).
 - B. Train/arrange training for new employees.
 - C. Recommend employees for further training or changes in position.
 - D. Maintain positive communications with employees, discuss job-related concerns (i.e. facility, safety, etc.) Recommend action to appropriate individual.
 - E. Keep track of employee absences; point system used.
 - F. Enforce safety rules, regulations.
 - G. Issue warnings, disciplinary actions as approved by the Facility Manager.
 - H. Ensure that area is kept clean and neat.
 - I. Attend meetings, as required.
 - J. Keep Facility Manager informed of activities, problems daily.



IV. Public Relations

- A. Maintain positive communication with vendors, drivers, and customers.



Administrative Assistant

Reports To:	Facility Manager
Supervises:	Office Personnel
Supports:	Management
Financial Matters:	Regional Controller
Marketing/Sales Issues:	Manager/Authority Representative
Personnel Issues:	Human Resources Administrator

Education/Experience

1. A minimum of 2 years of college acceptable, or adequate background and experience.
2. Excellent computer skills.
3. Excellent communications skills.
4. Excellent record-keeping ability.

General Description:

Assist the management in day to day activities of correspondence from the facility to Corporate Office, Solid Waste Authority, Governmental Agencies, vendors and any other liaisons. To oversee the preparation and execution of documentation concerning any facility matters.

Responsibilities:

- I. Quality Of The Product
 - A: Assist in the implementation of ReCommunity quality standards.
 - B. Maintain records detailing quality of incoming and outgoing materials.
 - C. Maintain involvement in Quality meetings.
 - D. Encourage employee involvement in the Quality Program.
- II. Operation, Equipment and Facility
 - A. Delivers office support for production concerning employees, equipment, and material.
 - B. Delivers office support for preventive maintenance schedule..
 - C. Keep plant informed of conditions that may indicate problems for the future.
 - D. Keep shift production records for each commodity.
 - E. Attend, as required, all meetings regarding issues associated with plant activities.
- III. Supervisory Duties
 - A. Complete performance evaluations for office personnel every six months (more often for new employees).
 - B. Train/arrange training for new employees.
 - C. Recommend employees for further training or changes in position.
 - D. Maintain positive communications with employees, discuss job-related concerns (i.e. facility, safety, etc.) Recommend action to appropriate individual.
 - E. Keep track of employee absences; point system used.
 - F. Enforce safety rules and regulations.
 - G. Issue warnings, disciplinary actions as approved by the Facility Manager.
 - H. Ensure that area is kept clean and neat.
 - I. Attend meetings, as required.



J. Keep management informed of activities, problems daily.

IV. Public Relations

A. Maintain positive communication with The Solid Waste Authority, vendors, drivers, and customers.

Maintenance Manager

Reports To:	Facility Manager or Operations Manager
Supervises:	Maintenance Personnel, Machine Operators
Ordering/Inventory Control:	Manager, Authority Representative
Safety Concerns:	Human Resources Administrator

Education/Experience:

1. Minimum of a High School Diploma.
2. Minimum ten (10) years experience in repairing machinery, including hydraulics, electrical, and computerized, as well as general maintenance skills
3. Record keeping, Equipment, Spare Parts, and Tool Inventory Control.
4. Demonstrated ability to delegate and prioritize
5. Supervisory experience
6. Industrial safety training education.

General Description:

Obligations include overseeing the repair and maintenance of all machinery and equipment used in the operation, as well as general upkeep and repair of the plant itself (including lighting and water systems). The Maintenance Manager is also responsible for monitoring safety practices and ensuring that all safety features are in working order. The Maintenance Manager will instruct and supervise maintenance mechanics, utility/housekeeping, and operators.

Responsibilities:

I. Supervisory Duties

- A. Complete performance evaluations for maintenance personnel every six months (more often for new employees).
- B. Train/arrange training for new employees.
- C. Recommend employees for further training or changes in position.
- D. Maintain positive communications with employees, discuss job-related concerns (i.e. facility, safety, etc.) Recommend action to appropriate individual.
- E. Keep track of employee absences; point system used.
- F. Enforce safety rules, regulations.
- G. Issue warnings, disciplinary actions as approved by the Facility Manager.
- H. Ensure that area is kept clean and neat.
- I. Attend meetings, as required.
- J. Keep Facility Manager informed of activities, problems daily.

II. Ensure the Safety of the Equipment

- A. Check safety guards
 1. Installed correctly
 2. Check for obstructions
- B. Check and repair hydraulics



1. Leaks
 2. Cracks, breaks, etc.
 - C. Check operating vehicles
 1. Brakes are functional
 2. Fluids are within specified range.
 3. Safety equipment is functional and in place.
 - D. Check propane tanks for rust, corrosion, damages and repair
- III. Maintain Inventory and Supply of Replacement Parts
- A. Keep written and/or database records; send report to Authority Representative on a monthly basis.
 - B. Order parts, as approved by Facility Manager and Authority.
 - C. Work with vendors concerning replacement parts and quality
- IV. Keep All Equipment in Operating Condition
- A. Keep written and/or database records; send report to Authority Representative on a monthly basis.
 - B. Preventive Maintenance for all machinery and vehicles
 1. Prescribe schedules, issue preventive maintenance work orders for each piece of equipment, rolling stock, enclosures, and building.
 2. Assist/train operators to do own maintenance.
 - C. Mechanical repairs for all machinery and vehicles
 1. Assess breakdown and repairs, issue repair work orders accordingly.

Class A / B Maintenance Mechanic

Reports To:	Maintenance Manager
Working Relationships:	Machine Operators, Baler Operators, Lead Persons
Informal Reporting Relationships:	Management
Ordering/Inventory Control:	Maintenance Manager
Safety Concerns:	Maintenance Manager

Education/Experience:

1. High school education or equivalent
2. Minimum three (3) years experience in repairing machinery, including hydraulics, electrical, and computerized, as well as general maintenance skills
3. Demonstrated ability for record keeping
4. Demonstrated ability to follow directions
5. Some supervisory experience preferred
6. Acceptable safety record
7. Additional experience may be substituted for education

General Description:

Obligations include repair and maintenance of all machinery and equipment used in the operation, as well as general upkeep and repair of the plant itself (including lighting and water systems). The mechanic is also responsible for monitoring safety practices and ensuring that all safety features are in working order.

Responsibilities:

- I. Ensure the Safety of the Equipment
 - A. Check and repair safety guards
 1. Installed correctly
 2. Check for obstructions
 - B. Check and repair hydraulics
 1. Leaks
 2. Cracks, breaks, etc.
 - C. Check operating vehicles
 1. Brakes are functional
 2. Fluids are within specified range.
 3. Safety equipment is functional and in place.
 - D. Check propane tanks for rust, corrosion, damages and repair
- II. Maintain Inventory and Supply of Replacement Parts
 - A. Keep written records; send report to Authority Representative on a monthly basis
 - B. Order parts, as approved by Facility Manager and Authority.
 - C. Work with vendors concerning replacement parts and quality
- III. Keep All Equipment in Operating Condition
 - A. Preventive Maintenance for all machinery and vehicles
 1. Follow prescribed schedules
 2. Assist/train operators to do own maintenance
 - B. Mechanical repairs for all machinery and vehicles

Forklift

1. Make sure all safety features are working
2. Know and be able to repair Hydraulic System
3. Know basic engine trouble shooting and repair
4. Change all filters and fluids
5. Know and repair brake system
6. Know and repair fuel system

Baler

1. Chain link
2. Needle head (replace and repair) *straighten if necessary
3. Needle arms (align) (leveling cage)
4. Twister fingers
5. Wire guides
6. Cutter blades
7. Change hydraulic fluids and filters
8. Repair oil leaks and hydraulic lines
9. Wear plates and "platen"
10. Leak tests on rams
11. Replace ram tube and cylinder
12. Replace computer controls cards
13. Repair and replace all safety features
14. Regular P.M. (steam clean, filters, and grease)
15. (Welding) structural work

All Conveyors

1. Replace belt - track belt
2. Replace cleats
3. Repair or replace clutch drive
4. Repair or replace baffles/guide wheels
5. Bearings
6. Regular P.M. (steam clean)
7. (Welding) structural work

IV. Safety

- A. Make sure all machinery is locked OFF before repair
- B. Keep management informed of wear factors and possible breakdowns
- C. Keep logs of all repairs
- D. Keep all repair areas clean

V. Schedule/Prioritize All Repairs and Preventive Maintenance

- A. Baler
- B. Densifier
- C. Forklift
- D. Loader
- E. Plastic Line
- F. Glass Line

VI. Assist in Training Machine Operators to Maintain Own Machines

VII. Assist Others in Maintaining a Clean Work Area

VIII. Attend Meetings as Needed

Class C Mechanic

Reports To: Facility Manager, Lead Mechanic
Supervises: N/A

General Description:

Primary responsibility is to keep plant clean and organized and perform preventive maintenance as directed. Also responsible to assist and work under direction of Lead Mechanic to keep the system up and running.

Responsibilities

- I. Responsible for scheduling maintenance and assisting the Lead Mechanic as required.
- II. Teamwork
 - A. Must work as a team with Machine Operators.
- III. Various Other Duties
 - A. During idle times, will be assigned other tasks, indoors and outdoors, weather permitting. To include, but not limited to, clearing jams and preparing product for shipment.
 - B. Follows directions from operators
- IV. Housekeeping
 - A. Keep plant floor clean
 - B. Sweep out trucks prior to loading, if needed
 - C. Keep equipment clean
 - D. Dispose of trash properly on a daily basis
- V. Reporting to Management
 - A. Any damages incurred
 - B. Any unsafe conditions he/she notices while performing preventive maintenance duties
- VI. Fill in for sorters, as needed
- VII. Assist maintenance technician, as needed

Utility/Housekeeping Person

Reports To: Facility Manager, Operations Supervisor
Supervises: N/A

General Description:

Primary responsibility is to keep plant clean and organized. Also responsible for power washing all equipment including performing any maintenance work required as directed by the lead mechanic. Also responsible for covering any electrical equipment that may be damaged during power washing.

Responsibilities:

- I. Teamwork
 - A. Must work as a team with Machine Operators.

- II. Various Other Duties
 - A. During idle times, will be assigned other tasks, indoors and outdoors, weather permitting. To include, but not limited to, clearing jams and preparing product for shipment.
 - B. Follows directions from operators

- III. Housekeeping
 - A. Keep plant floor clean
 - B. Sweep out trucks prior to loading, if needed
 - C. Keep equipment clean
 - D. Dispose of trash properly on a daily basis

- IV. Power Washing
 - A. Power wash all equipment
 - B. Cover all computers, printers, motors, and mechanical parts that are subject to damage, if they become wet.
 - C. Vacuum up any puddles left after power washing

- V. Reporting to Management
 - A. Any damages incurred.
 - B. Any unsafe conditions he/she notices while performing preventive maintenance duties

- VI. Fill in for sorters, as needed

- VII. Assist maintenance technician, as needed

Line Foreman

Reports To: Facility Manager, Operations Manager
Supervises: Glass, Plastic Sorters or Fiber Sorters
Working Relationships: Maintenance and Operators
Personnel Concerns: Human Resources Administrator

Education/Experience:

1. High school education or equivalent
2. Minimum of six months experience in factory or quality assurance type work
3. Ability to distinguish grades and types of materials
4. Demonstrated ability for record keeping
5. Demonstrated ability to work with others
6. Acceptable safety record
7. Some supervisory experience preferred

General Description:

Responsible for the activities of the glass, plastic, or fiber sorters. Specific areas of accountability include productivity and safety of workers, quality of the products, record keeping, and smooth operation of the processing equipment.

Responsibilities:

- I. Ensure the Quality of the Product
 - A. Supervise the work of the material sorters (glass and plastic); ensure that performance and quality standards are followed
 - B. Keep records on quality of materials through the use of statistical process control and other methods, as directed
 - C. Report any questionable loads or quality concerns to management
- II. Assist in the Movement of the Line
 - A. Remove all propane tanks and propellant-type containers
 - B. Smooth out clumps of material to ease in sorting
 - C. Remove any objects that are too large to be processed through
 1. HDPE containers (5 gallon sizes)
 2. Long straps, metal bars, etc.
- III. Supervisory Duties
 - A. Complete performance evaluations for all sorters once every six months (more often for new employees)
 - B. Keep track of employee absences
 - C. Enforce safety rules, regulations
 - D. Issue warnings, disciplinary actions as approved by the Operations Supervisor or the Facility Manager.
 - E. Recommend employees for more training or changes in position
 - F. Ensure that area is kept clean and neat
 - G. Attend meetings as required
 - H. Keep Operations Manager informed of activities, problems daily
 1. Work with Manager to ensure that records are kept accurately



- IV. Oversee Operation of Glass and Ferrous Can Equipment
 - A. Make sure that the preventive maintenance schedule is followed
 - B. Report any problems to maintenance personnel.



Baler Operator

Reports To:	Operations Supervisor
Supervises:	N/A
Informal Reporting Relationships:	Operators, Lead Personnel, Maintenance Dept.
Maintenance of Baler:	Maintenance Technician
Safety Concerns:	Management

Education/Experience

1. High school education or equivalent
2. Minimum of six months experience in operating machinery
3. Valid driver's license
4. Demonstrated ability to follow directions
5. Acceptable safety record
6. Additional experience may be substituted for education

General Description:

Obligations include the operation and preventive maintenance of the baler itself.

Responsibilities:

- I. Operate Baler
 - A. Operate Baler in accordance with Operations and Maintenance Manual
 - B. Check input material for quality
 - C. Regular cleaning of baler
 - D. Maintain Baler count and sampling
- II. Ensure the Quality of the Product
 - A. Check outgoing material for conformance to quality specifications
 - B. Report any questionable loads to Operations Supervisor
- III. Movement of Material
 - A. Review completed loads at designated storage area
 - B. Check bales on outgoing trailers
- IV. Maintain A Clean Warehouse
 - A. Clean spillage after bales are removed from baler
- V. Maintenance Baler (maintenance)
 - A. Check oils and fluids daily (water, transmission, hydraulic, etc.)
 - B. Repair if possible, or report any problems immediately to the mechanic on duty

Forklift Operator

Reports To:	Operations Supervisor
Supervises:	N/A
Informal Reporting Relationships:	Operators, Lead Personnel, Maintenance Dept.
Additional Assignments:	Facility Manager
Maintenance of Forklift:	Maintenance Technician
Safety Concerns:	Management

Education/Experience

1. High school education or equivalent
2. Minimum of six months experience in operating machinery
3. Valid driver's license
4. Demonstrated ability to follow directions
5. Acceptable safety record
6. Additional experience may be substituted for education

General Description:

Obligations include the operation and preventive maintenance of the forklift itself, as well as the out-loading and storage of baled material. Also dumps residue receptacles, and transports any other receptacles to their proper locations.

Responsibilities:

- I. Operate Forklift
 - A. Operate Forklift in accordance with Operations and Maintenance Manual
 - B. Check input material for quality
 - C. Regular cleaning of baler
- II. Ensure the Quality of the Product
 - A. Check outgoing material for conformance to quality specifications
 - B. Report any questionable loads to Operations Supervisor
- III. Movement of Material
 - A. Take completed loads to designated storage area
 - B. Load and check bales on outgoing trailers
 - C. Report number of bales loaded onto trailers, to Office Manager.
- IV. Maintain A Clean Warehouse
 - A. Clean spillage after bales are stored
 - B. Keep bales stacked neatly and safely
 - C. Empty all bins at the end of the day
- V. Maintenance Forklift (maintenance)
 - A. Check oils and fluids daily (water, transmission, hydraulic, etc.)
 - B. Repair if possible, or report any problems immediately to the mechanic on duty

Payloader Operator

Reports To:	Operations Manager
Supervises:	N/A
Works Relationships:	Operators, Lead Personnel, Maintenance Dept.
Maintenance of Loader:	Lead Mechanic
Safety Concerns:	Management

Education/Experience

1. High school education or equivalent
2. Minimum of six months experience in operating machinery
3. Valid driver's license
4. Demonstrated ability to follow directions
5. Acceptable safety record
6. Additional experience may be substituted for education

General Description:

Obligations include the operation and preventive maintenance of the loader itself, as well as the out-loading of materials for market, the moving and storage of materials, and the neat stockpiling of those materials in their proper locations. Must also maintain a constant stream of materials on the mixed recyclables line.

Responsibilities:

- I. Ensure the Quality of the Product
 - A. Check incoming material for conformance to quality specifications
- II. Work with Other Operators as Needed
 - A. Take materials to designated areas
 - B. Load materials onto proper lines
 - C. Work with other operators to help maintain safety practices
- III. Maintain a Clean Warehouse and Tipping Floor
 - A. Clean spillage after loading materials
 - B. Keep material stacked neatly and safely
 - C. Straighten floor at the end of the day
- IV. Maintain the Loader (Preventive Maintenance)
 - A. Check oils and fluids daily (water, transmission, hydraulic, etc.)
 - B. Repair if possible, or report any problems immediately to the mechanic on duty



Materials Sorter

Reports To: Facility Manager/Operations Supervisor
Supervises: N/A
Works Relationships: Other Sorters, as needed
Additional Assignments: Facility Manager

Education/Experience:

1. Demonstrated ability to follow directions
2. Reasonable manual dexterity
3. Ability to distinguish colors

General Description:

Responsible for the separation of various types of commingle or fiber recyclables. Responsible for ensuring the quality and purity of the material.

Responsibilities:

- I. Ensure the Quality of the Product
 - A. Separate out non-recyclable material and trash from the line and place in trash barrel
 - B. Remove residue, rejects, and contaminants
 - C. Report any questionable loads to supervisor

- II. Sort the Recyclables According to Type and Place in Proper Hoppers
 - A. Mixed plastics, primarily HDPE, or PETE,
 - B. Green, Amber, or Clear Cullet glass
 - C. Ferrous, Aluminum, separation when necessary
 - D. OCC, ONP, Mixed Fiber, Mag. Stock, Phone Books
 - E. Residue

- III. Keep Area Clean and Neat

QUALIFICATION FORM 2 STAFFING

- A. Name & Title- Sean P. Duffy, President and COO
- B. Assignment on City's Project- Oversight of all ReCommunity Operations
- C. Name of Employer- ReCommunity
- D. Years Experience with:
- i. This Company- Founder of FCR, now ReCommunity – 28 years
 - ii. Other Similar Companies- not applicable
- E. Education:
- i. Degree(s)- B.S. from Central Connecticut State University
 - ii. Year/Specialization- 31
- F. Summary of Professional Training and Experience- Sean is founder and long time senior executive of ReCommunity and FCR - see resume below.
- G. Professional References (List a minimum of 3)
- Brian Noonan- CFO Peak-10 704-264-1040
 - Carlos Aguero- CEO Metalico – 908-497-9610
 - John Casella- CEO Casella Waste System- 802-772-2214
- H. Other Relevant Experience and Qualifications – Member of National Recycling Coalition, Member of Connecticut recycling Coalition

Sean P. Duffy, President and Chief Operating Officer



Mr. Duffy is one of the original founders of FCR, now ReCommunity, and has been with the company since its inception in 1981. Sean is responsible for all new business and for facility design, construction, and start up. He is responsible for developing the overall design of the building and processing equipment through careful review of the work of engineering staff of vendors. Sean is also responsible for research and development of new markets. He continually meets with current and potential equipment vendors to improve current designs and identify new processing techniques and equipment. Sean works with the end users of the products to develop techniques for capturing new materials or improving the quality of the existing materials. This is accomplished through the review of the facility performance measures and frequent discussions with each of the facility managers. He received a Bachelor of Science degree in Biology



with a concentration in Environmental Science from Central Connecticut State University. Mr. Duffy has been involved in the design, construction, and operation of every ReCommunity facility and will devote as much time as needed to the Broward County facility and contract.

**QUALIFICATION FORM 2
STAFFING
(CONTINUED)**

- A. Name & Title- Jeff Fielkow – VP Revenue and Growth
- B. Assignment on City's Project- To develop growth and revenue
- C. Name of Employer- ReCommunity
- D. Years Experience with:
 - i. This Company- 1 year
 - ii. Other Similar Companies-11 years
- E. Education:
 - i. Degree(s)-MBA from Marquette University & BA in Political Science
 - ii. Year/Specialization- 1991
- F. Summary of Professional Training and Experience- see resume below.
- G. Professional References (List a minimum of 3)
 - Allan Murray – CEO NEXT Foods – 847-830-3737
 - Jason Pelz – VP – Tetra Pak, Inc. – 414-702-9889
 - Don Cox – CEO Evan Trans – 262-754-9317
- H. Other Relevant Experience and Qualifications-

Jeffrey Fielkow, Executive Vice President - Revenue and Growth



Jeff Fielkow is Executive Vice President of Revenue and Growth for ReCommunity. He joined ReCommunity in November of 2011 and is responsible for designing and executing the company's growth strategy. Prior to joining ReCommunity, Jeff served as Vice President of Sustainability and Recycling at Tetra Pak, Inc., a multi-billion dollar global packaging firm, where he developed the Carton Council's recycling strategy. The North American Carton Council is one of the most effective voluntary U.S. public-private recycling partnerships and serves as a model of what is possible through great vision and leadership. ReCommunity was one of the first Carton Council partners and ongoing supporter. Jeff also served as Chief Operating Officer of Chicago-based glass recycling company Container Recycling, LLC, and as Market Area Vice President for Waste Management, Inc., where he managed

22 recycling facilities processing over one million tons of residential and commercial recyclables annually.

Jeff has over a decade of experience in the recycling industry. His introduction to the recycling industry came in 2000 when he joined The Peltz Group, a privately owned paper recycling company. There he helped to launch one of the Midwest's first secure document-shredding businesses. Jeff's recycling leadership has been recognized through three separate gubernatorial appointments to Wisconsin's council on recycling and he previously served on the board of directors for Waste Cap Resource Solutions and the North American Carton Council.

Jeff has extensive experience designing, operating and retrofitting single-stream recycling facilities and has built or managed some of the largest single-stream facilities in North America, including facilities located in Region of Peel, Canada, Milwaukee, WI, Minneapolis, MN, Cleveland, OH, Dayton, OH, South Chicago, IL, and Grayslake, IL collectively representing over 650,000 tons annually. Additionally, Jeff was Chief Operating Officer and minority owner of CRA Recycling, which operated eight residential, mixed glass-processing facilities, which operate under the same premise of single-stream recycling

Jeff holds an MBA from Marquette University and a bachelor's degree in political science and international relations from the University of Wisconsin at Madison.

**QUALIFICATION FORM 2
STAFFING
(CONTINUED)**

- A. Name & Title- David Lank, VP of Operations
- B. Assignment on City's Project- Operations
- C. Name of Employer- ReCommunity
- D. Years Experience with:
 - i. This Company- 4 years
 - ii. Other Similar Companies- 30+ years
- E. Education:
 - i. Degree(s)- BEE
 - ii. Year/Specialization- 1975
- F. Summary of Professional Training and Experience- see resume below.
- G. Professional References (List a minimum of 3)
 - Hans Outlet – CP Manufacturing – 619-806-9505
 - Joe Hack – Mecklenburg County Solid Waste – 704-336-6513
 - Jim Greer – Solid Waste Authority of Palm Beach County – 516-640-8900
- H. Other Relevant Experience and Qualifications- see resume below

David Lank, Vice President of Operations



Mr. Lank joined ReCommunity in 2008. He oversees operations for all ReCommunity facilities in each of the 5 geographic regions. His responsibilities also include the technical support and project management for the operations. Prior to joining the company he worked for over 30 years in various manufacturing industries and is experienced in lean/ Six Sigma manufacturing and engineering project management. He has been actively involved in the development, design, installation, and start-up of single-stream processing facilities in Charlestown, MA, Charlotte, Fort Myers, Ann Arbor, Morris, and Detroit. He will participate in the specification and design of the processing equipment, construction, start up, staffing and training of employees, as well as ensure proper support infrastructure is in place for the new Broward County facility. Mr. Lank holds a BSEE degree from Rensselaer Polytechnic Institute.

**QUALIFICATION FORM 2
STAFFING
(CONTINUED)**

- A. Name & Title- Jerry White, Southeast Regional Manager
- B. Assignment on City's Project- Operations and Management
- C. Name of Employer- ReCommunity
- D. Years Experience with:
- i. This Company- 15 Years
 - ii. Other Similar Companies-13 Years
- E. Education:
- i. Degree(s)
 - ii. Year/Specialization- 1984
- F. Summary of Professional Training and Experience- see resume below.
- G. Professional References (List a minimum of 3)
- Tamsin Ettefagh – Envision Plastics – 336-451-4767
 - Geoffery Burdick – Mecklenburg County Solid Waste – 704-634-4514
 - Sheldon Smith – Solid Waste City of Greensboro – 336-451-0599
- H. Other Relevant Experience and Qualifications-

Jerry White, Southeast Regional Manager



Jerry White is the Southeast Regional Manager which covers everything south and east of Tennessee. He joined ReCommunity in September of 1997. He is responsible for the day to day operations of 7 processing facilities located in several states. The Southeast area controls more than 400,000 tons of recyclable materials. Prior to joining ReCommunity, Jerry served as Vice President of Manufacturing for Resource Recycling, Inc., a plastic recycling firm with 3 locations in NC which processes all grades of plastic resins. Since joining ReCommunity he has worked as the General Manager of the ReCommunity Plastics in Reidsville North Carolina. He has also worked as Plant Manager at our ReCommunity Greensboro single-stream facility, and at our Camden, New Jersey single stream facility. He was promoted in 2008 to his current position. Mr. White has over 28 years' experience in the recycling industry, which includes MRF system design and installation, operations, maintenance, sales and management. Mr. White has more than a decade of experience in Single Stream recycling and now manages more than 4 facilities processing single stream.

QUALIFICATION FORM 2
STAFFING
(CONTINUED)

- A. Name & Title- Tim Driscoll
- B. Assignment on City's Project-
- C. Name of Employer- ReCommunity
- D. Years Experience with:
- iii. This Company- 9 years
 - iv. Other Similar Companies- 2 years
- E. Education:
- iii. Degree(s)- BS from Binghamton University
 - iv. Year/Specialization- 1979
- F. Summary of Professional Training and Experience- see resume below.
- G. Professional References (List a minimum of 3)
- Mike Range – Regional Manager SP Recycling/SP Newsprint – 503-536-3761
 - John Lucini – VP SP Recycling/SP Newsprint – 503-536-3761
 - Josh Kmiec – Captain, USAF – 919-457-3862
- H. Other Relevant Experience and Qualifications- I have skills in managing people and projects with a keen eye on safety.

TIM DRISCOLL – PLANT MANAGER – GREENSBORO

Mr. Driscoll has worked at our Camden, NJ facility as our Plant Manager and helping to convert from dual stream recycling to a single stream recycling producing 80,000 tons per year. Tim has the Plant Manager at ReCommunity Greensboro for the past three years. Prior to joining our team, he was with SP Newsprint operating a single stream recycling facility in Portland OR (approximately 140,000 tons per year throughput). Mr. Driscoll's professional history includes work in production, logistics and management. He has managed operations of more than 600 employees as well as projects ranging from \$50 to \$250 million dollars in value. Mr. Driscoll received a BS from Binghamton University in 1979 in Political Science with a Minor in Economics.

**QUALIFICATION FORM 2
STAFFING
(CONTINUED)**

- A. Name & Title- Bill Leonidas, Manager of Business Development for Southeast Region
- B. Assignment on City's Project- Contract Administration, Education in City's Recycling Program, Business Development of ReCommunity Greensboro
- C. Name of Employer- ReCommunity
- D. Years Experience with:
 - i. This Company- 13
 - ii. Other Similar Companies- 8
- E. Education:
 - i. Degree(s)- B.S.
 - ii. Year/Specialization- 23
- F. Summary of Professional Training and Experience- see resume below.
- G. Professional References (List a minimum of 3)
 - a. Thomas Jones, Chairman, Carolina Recycling Association, 864-656-4940
 - b. Will Sagar, Director, Southeastern Recycling Development Council, 828-507-0123
 - c. Nancy Jimerson, City of Greensboro, NC, 336-373-2342
- H. Other Relevant Experience and Qualifications- Bill has worked in other aspects of the recycling industry including operations and consulting.

William Leonidas, Southeast Regional Business Development Manager



Mr. Leonidas is responsible for identifying new business opportunities through direct communication with municipalities and other clients in the industry for our Southeast Region group of plants: The Carolinas, Georgia, Florida, and Tennessee. He is responsible for the preparation of responses to proposals, negotiation of contracts, and on-going customer relations. Bill has over 20 years' experience in the recycling industry and works with the team that manages the contract with the City of Greensboro. He joined ReCommunity in July of 1998 at the time that ReCommunity acquired Resource Recovery Systems of Essex, Connecticut. Mr. Leonidas served as Manager of Business Development for RRS.

**QUALIFICATION FORM 2
STAFFING
(CONTINUED)**

- A. Name & Title- Joy Gibson
- B. Assignment on City's Project - Regional CFO
- C. Name of Employer- ReCommunity
- D. Years Experience with:
- v. This Company- 11 years
 - vi. Other Similar Companies- 13 years
- E. Education:
- i. Degree(s)- Associated Degree in Accounting from Gaston College
 - ii. Year/Specialization- May 2005
- F. Summary of Professional Training and Experience- see resume below.
- G. Professional References (List a minimum of 3)
- Geoff Burdick – Mecklenburg County – 704-336-4528
 - Suki Janssen – Athens Clark County – 706-613-3512
 - Karen Fiedler – County of Waukesha – 262-896-8014
- H. Other Relevant Experience and Qualifications- see resume below

JOY GIBSON – REGIONAL CFO



Ms. Gibson joined ReCommunity in 2001 and holds the position of a Regional Controller for the Southern Area, which includes North Carolina, Georgia, Florida and Tennessee. Prior to coming to ReCommunity Joy worked in various positions within Finance for Waste Management for 13 years. She spent a short period of time in a Sales Administration position, as well as hiring and training employees as to how to work accounts and maintain customer stability. She set up a Customer Service Center which was recognized as the Leader in the Southern Area as the #1 CSC within the 3 months of being setup. She has also worked for the City of Gastonia as a Financial Administrator for the Schiele Museum from 1986 to 1989 while also working for Branch Banking and Trust from 1979 to 1989 as a Consumer Load Associate and Financial Consultant. Joy has an Associates Degree in Accounting.

**QUALIFICATION FORM 2
STAFFING
(CONTINUED)**

- A. Name & Title- Paul O'Donnell
- B. Assignment on City's Project- Materials Marketing
- C. Name of Employer- ReCommunity
- D. Years Experience with:
- vii. This Company- 23 years
 - viii. Other Similar Companies- 4 years
- E. Education:
- i. Degree(s)- Business Administration
 - ii. Year/Specialization- 1984
- F. Summary of Professional Training and Experience- see resume below.
- G. Professional References (List a minimum of 3)
- Ben Carpenter – Rock – Tenn – 904-714-3215
 - Dale Eichberg – Mohawk Industries – 706-272-1424
 - Robert Barnwell – SP Newsprint – 404-313-4412
- H. Other Relevant Experience and Qualifications- Member of the Association of Postconsumer Plastic Recyclers, Member of the APR Rigid Plastics Committee

Paul O'Donnell, Vice President of Commodities



Mr. O'Donnell has 23 years with ReCommunity, including 19 years with single-stream. His single-stream work started in 1993 in Greensboro, NC. He joined ReCommunity in 1988. In 1989, he moved to Charlotte and started up ReCommunity's first material recovery facility and was responsible for marketing all the materials recovered at each facility. This is accomplished through his network of end users which he has developed during his years of operating facilities. He assists in the negotiation of long-term contracts and is responsible for monitoring the "spot" market for opportunities. He works very closely with end users to monitor the quality of existing products. He also assists the research and development process by identifying new markets for products. This is accomplished through frequent contacts with end users at trade shows and visits to the customers' mills. Mr. O'Donnell attended Merrimack College and Fairfield University and majored in Business Administration. His previous experience was in operations with the film division of Mobil Chemical Company.

**QUALIFICATION FORM 2
STAFFING
(CONTINUED)**

- A. Name & Title- Steve Hastings – VP Corporate Development
- B. Assignment on City's Project-
- C. Name of Employer- ReCommunity
- D. Years Experience with:
 - ix. This Company- 25 years
 - x. Other Similar Companies- 25 years
- E. Education:
 - v. Degree(s)- B.S. from Northeastern University
 - vi. Year/Specialization- 1978
- F. Summary of Professional Training and Experience- see resume below.
- G. Professional References (List a minimum of 3)
 - Pete Wang – American Chung Nam
 - Bill Tynion – Coca Cola
 - Steve Nee – Tomra North America
- H. Other Relevant Experience and Qualifications-

Steven Hastings, Vice President of Corporate Development



Steve Hastings has over 22 years' experience in the recycling industry and has a strong business background from owning and operating a beverage distribution business. He is well-known in the industry. Prior to joining ReCommunity, he had a long history with Hudson Baylor, where he served as a key member of the senior management team, helping direct business development, commodity marketing activities, and long-term marketing agreements. During this time with Hudson Baylor, it grew from a single unit to having a presence in four states, operating 15 facilities, marketing over 420,000 tons per year and growing. ReCommunity handles many commodities, including paper, glass, aluminum, plastics, and steel. Mr. Hastings is most proud of his ability to find markets for all commodities during the often-cyclical nature of the business and his ability to negotiate long-term agreements, which remove market risk for both his customers and his company. Mr. Hastings' successful approach to marketing recyclables, consisting of good, honest, reliable service whether dealing with customers or end markets, has been a key component in driving Hudson Baylor to become a major force in the recycling industry. Steve Hastings holds a degree from Northeastern University in Boston.

**QUALIFICATION FORM 2
STAFFING
(CONTINUED)**

- A. Name & Title- Ron Stearns -- Project Manager
- B. Assignment on City's Project- Project Manager
- C. Name of Employer- ReCommunity
- D. Years Experience with:
- xi. This Company- 8 years
 - xii. Other Similar Companies- 35 years
- E. Education:
- vii. Degree(s)- BSEE from Youngstown State University
 - viii. Year/Specialization- 1982
- F. Summary of Professional Training and Experience- see resume below.
- G. Professional References (List a minimum of 3)
- Bob Davis – CP Manufacturing President
 - Geoffrey C. Burdick, P.E., MBA – Solid Waste Engineering, Mecklenburg County, NC
 - Jim Greer – Solid Waste Authority of Palm Beach Co.
- I. Other Relevant Experience and Qualifications- I have participated and/or led numerous Single Stream retrofits for FCR/ReCommunity including designs, start-ups and Project Management.
- Worked as Regional Maintenance Manager for the Greensboro MRF for 6 years with a comprehensive knowledge of that operation.

Ronald Stearns- Engineering, Projects, and Maintenance



Mr. Stearns is our Project Engineer for capital projects at ReCommunity. He also coordinates activities for the team of Regional Maintenance Managers, and was formerly a Regional Maintenance Manager himself. Before joining ReCommunity in 2005, Mr. Stearns was the Manager of Project Engineering for a local firm specializing in automation integration for the automotive industry. Prior to that, Ron spent 23 years in various capacities for a multi-national machine tool/ CNC manufacturing company, including Manager of R&D and Director of Engineering for Agie Ltd. During this tenure, he was instrumental in several start-up operations in emerging countries. Ron is an electrical/ software engineer with a passion for safety in the workplace.



Chapter 4 Experience

FCR Greensboro, d/b/a ReCommunity, is pleased to present this proposal to the City of Greensboro. Our mission is to be the waste diversion partner of choice by delivering environmentally responsible solutions, ethics, and reliability to all of our customers. The combined expertise of our staff provides the most comprehensive experience and skill sets to best serve Greensboro. As outlined extensively in the following pages, ReCommunity specializes in providing recycling services. A growing organization with a 30-year history of achievements exclusively in the recycling industry:

- We successfully operate 35 facilities, including 30 Recovered Materials Processing Facilities (RMRFs); four Transfer Stations; and one Glass Processing facility.
- We process and market over 1.8 million tons per year, operating in 13 states throughout the U.S.
- We provide quality processing and superior marketing of recovered materials in safe, clean, and neat facilities, employing 1,150 team members.

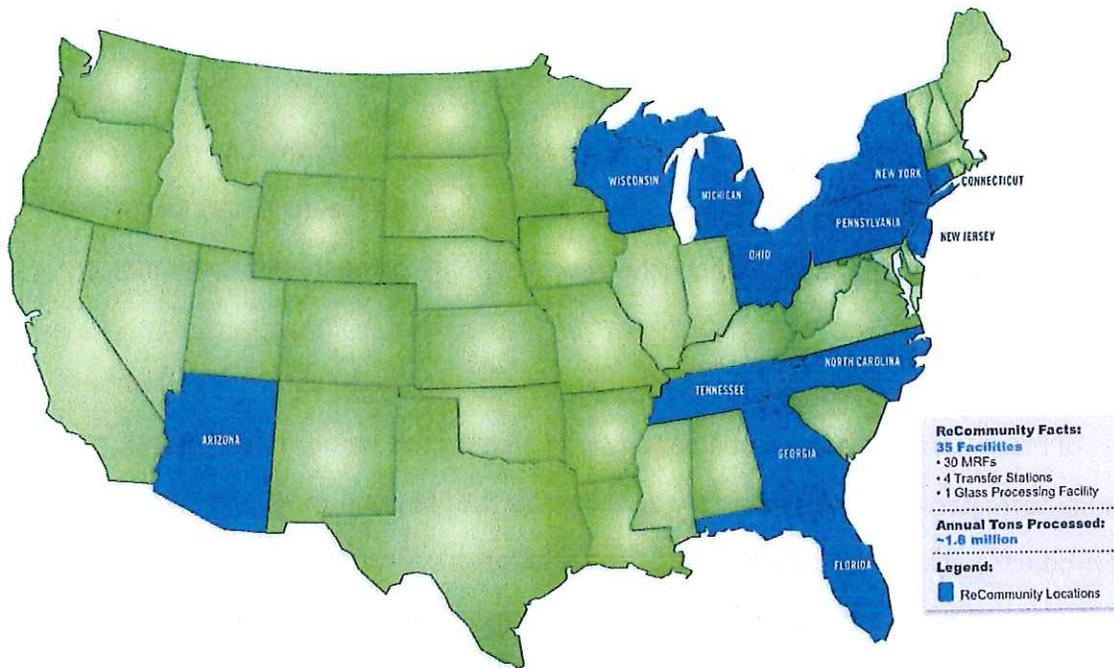
We are confident that the combined expertise of this team provides the City of Greensboro with a unique depth of experience, knowledge and creativity as a partner in providing its residents with a comprehensive recycling management and processing plan.

Because ReCommunity is the largest residential recycling company without the built-in conflict of being owned by a parent company who also owns a landfill or paper mill, we build long-term partnerships and supply agreements with key end-markets and buyers for all products without any restrictions. These relationships, coupled with our high recovery rates, the exceptional quality of our recovered materials, and experience negotiating high - but sustainable - prices, have created long-term value for our municipal partners and will do the same for the City of Greensboro. ReCommunity's sole source of revenue derives from sale of recyclable products to the secondary commodity markets. ReCommunity has developed strategies to reduce the volatility of commodity prices while maximizing revenue over the long-term. We have thrived in both up and

down markets because we effectively manage risk and deliver consistent quality products to end markets year after year.

ReCommunity is a single-source solution for recycling operations, from the acceptance of inbound recyclables through the shipment of recovered materials to market. We are extremely proud of our performance record. We have honored all terms of every contract, through some of the recent commodity and economic challenges. We have neither defaulted on a contract nor failed to accept, process and market recycle materials.

What we do, in short, is safely and efficiently sort material, maximize the marketing of our commodities with the highest quality standards, and constantly focus on being innovative in order to be the best in our industry. It is our strategic approach to the industry that makes ReCommunity the partner of choice for the City of Greensboro.



Single-stream recycling processing and marketing experience

ReCommunity has been a pioneer in single-stream processing, and our history dates back to the early 1990s when some of the first single-stream facilities in the Country came online. Our experience spans multiple geographic regions and is strengthened by constantly adopting new and better processing technology to improve our material



quality and efficiency. Our team has helped drive the adoption of single-stream processing throughout the Country. We currently process over 963,000 tons of single-stream material company-wide, and the volume is growing. This represents 40% of our overall inbound material over the last 12 months. We market single-stream recovered materials to both domestic and international buyers from all of our facilities. Nineteen of our facilities are currently single-stream with more conversions planned for later this year.

Company background

Key Company Facts

- **Employees:** 1,150
- **Tons Processed:** 1.8 million
- **RMRFs:** 30 (19 single-stream)
- **Transfer Facilities:** 4
- **Glass Processing:** 1

For over 30 years, FCR, Hudson Baylor, and Great Lakes Recycling, the predecessors of ReCommunity, have operated MRFs that sort, process, and market recyclable materials. These materials include newspapers, cardboard, office paper, aluminum, and steel cans, multiple grades of plastic containers, glass bottles, aseptic packaging containers, and other commodities. These materials are then sold to various end users/ manufacturers and recycled into new products. ReCommunity's first recycling facility began in 1981 (as a response to deposit legislation in the State of Connecticut) by collecting and processing deposit beverage containers generated in that state. Designing and operating facilities that would process residential recyclables was a natural evolution for the Company, and in 1989, we signed a contract to begin operation of our first MRF, which served Mecklenburg County (Charlotte), North Carolina.

For several years, ReCommunity grew by adding municipal contracts. The recyclable tonnage processed continuously grew in this way from 1990 to 1997. In 1997, FCR won a processing, maintenance, and operations contract with Palm Beach County, Florida. In

1998, FCR acquired Resource Recovery Systems, Inc., also a materials recovery processor, and added six MRFs to its asset base.

- In 1998, a merger with KTI resulted in several additional recycling operations being added to our operations. KTI's major residential recycling facility, serving the City of Boston, Massachusetts, was added to FCR Residential Recycling. Commercial recycling operations in New Hampshire, Boston and Newark, New Jersey formed the basis of a new operating division, Commercial Recycling. ReCommunity also added an office paper collection and on-site destruction company in Massachusetts.
- In 1999, our merger with Casella Waste Systems brought additional assets under our umbrella.
- In 2000, Casella Waste Systems purchased the Auburn, Massachusetts operations of Allied Waste Services, which included a transfer station and a MRF. Management of that MRF became the responsibility of FCR and serves the greater Worcester, Massachusetts commercial and residential recycling markets.
- In 2001, we were awarded a contract to take over operation of the publicly-owned MRF serving Waukesha County, Wisconsin.
- In 2002, we were awarded a contract to take over operation of the publicly-owned MRF serving Cape May County, a popular shoreline resort in southern New Jersey.
- In 2003, ReCommunity, doing business as FCR, acquired Goodman & Sons, a paper recycler serving the greater Portland, Maine area. This business provides services to major grocery distributors in the New England market and area commercial, industrial, and residential generators.
- In 2004, we took over ownership and operation of the Ontario County, New York MRF in a government move to privatize solid waste and recycling management. A new single-stream MRF and glass processing facility was constructed to serve that region of Syracuse and Rochester. We renewed or extended several key

contracts including Sarasota, Florida, Lee County, Florida, Greenville, South Carolina, Saginaw, Michigan, Ann Arbor, Michigan, and Camden, New Jersey.

- In 2005, the Connecticut Resources Recovery Authority awarded FCR the contract to reconstruct and operate a MRF in Hartford. FCR also acquired Blue Mountain Recycling of Philadelphia.
- In 2006, the Auburn, Massachusetts MRF was retrofitted and converted to a single-stream facility.
- In 2007, we completed retrofit of the Hartford MRF, including building expansion, commingled line replacement and the addition of a residential fiber processing. In all, the new facility handles triple the tonnage of the previous MRF, which had been run by FCR for the previous ten years.
- In 2008, we were awarded a new contract with Waukesha County, Wisconsin.
- In 2009, the recycling industry experienced its worst ever collapse in commodity markets. ReCommunity withstood this without turning away any of our customers or closing our MRF doors. In the same year, we completed major retrofits of facilities in Boston, Philadelphia, Hartford and New Jersey, which are now all single-stream capable.

In 2011, ReCommunity began “Leading the Recovery Revolution™” by announcing its acquisition of select assets of FCR Inc. a wholly-owned subsidiary of Casella Waste Systems, Inc. ReCommunity also acquired Great Lakes Recycling in Detroit Michigan. At the end of 2011, ReCommunity acquired 12 facilities from Hudson Baylor Corporation, making ReCommunity the largest pure-play recycling company in the United States. ReCommunity intends to continue to expand all activities within municipal recycling, especially building new community partnerships such as our intent with the City of Greensboro. We are also focused to grow through acquisition of companies in lines of business related to our mission. ReCommunity’s main business is and will continue to be the design, development and operation of MRFs for curbside recycling programs.



**QUALIFICATION FORM 3
EXPERIENCE**

The Proposed shall provide a minimum of three (3) but no more than five (5) references of the most recently awarded and serviced (but not necessarily completed) comparable projects.

The Proposed shall provide a minimum of three (3) but no more than five (5) references of the most recently awarded and serviced (but not necessarily completed) comparable projects.

ReCommunity Charlotte

1. Name of Agency-

Mecklenburg County Solid Waste
12300 N. Statesville Rd.
704-336-3711
Bruce Gledhill, Director, Solid Waste

Year Contract initiated- 1991
Tonnage Processed- 75,000 Single Stream (previously 55,000 dual stream)
Revenue Generator for Agency- Revenue Share and Host Fee for Merchant Tons
Project Description- Municipal Contract
Contract Term- 10 years

Mecklenburg County

ReCommunity receives, processes, and markets more than 80,000 tons per year of single-stream recyclables for Mecklenburg County, North Carolina. The facility and equipment are owned by the County. We maintain, operate and market materials. We are currently in the third year of a 10-year operating and marketing agreement and we have served the County as operating partners under a variety of different contracts since 1989. We managed the equipment selection and installation process for the County when it invested more than \$7 million to convert the facility from dual stream to single-stream.

ReCommunity has been the sole private provider of residential recycling processing services to the County since hired in 1989. In 1995, a new facility was built by the County with ReCommunity as project manager. The County and ReCommunity have made many improvements to the system, including an OCC separator, new balers, a PET optical sorter,



etc. In 2010, the County and ReCommunity completed a single-stream retrofit of the facility, allowing the City of Charlotte and other municipalities to automate collection using 95-gallon totes. The plant boasts an amphitheater style education center featuring the "Recycle Guys," that serves 10,000 visitors per year.

ReCommunity Detroit

2. Name of Agency-

RRRASOC
20000 W. Eight Mile Rd
Southfield , MI 48075
248-208-2270
Michael Csapo

Year Contract initiated- 2009

Tonnage Processed-

Revenue Generate for Agency- Marchant Ton Host Fee (\$5 per ton) and Reveue Share based on ACR

Project Description- Muniapial Contract

Contract Term- 15 years

RRRASOC

In 2007, ReCommunity was awarded the project to takeover operation of the RRRASOC MRF in Southfield, Michigan. ReCommunity took over operation of this dual stream MRF in October 2008 with the intention of converting the facility to a single-stream MRF. This retrofit was complete in 2011. ReCommunity Detroit is a state-of-the-art, 25 ton per hour facility which currently processes single stream recycla bles from the greater Detroit area. The facility is 50,000 square feet with attached offices that house, key employees, conferences rooms and education room.

Constant communication and partnership are key initiatives engaged in with RRRASOC which compliments seven municipalities as its back bone infrastructure. With the successful implementation of a single-stream processing facility RRRASOC is full steam ahead with cart conversions at the curb to increase participation and volume now that capacity is available.

ReCommunity Camden

3. Name of Agency-

Division of Solid Waste Management
County of Camden



1301 Park Blvd.
Mr Jack Sworaski, Director
Year Contract initiated- 1993
Tonnage Processed- 47,000
Revenue Generate for Agency- Revenue Share based of ACR
Project Description- Municipal Contract with Merchant Tons
Contract Term- 10 years

Camden County

ReCommunity has been operating the MRF in Camden County since 2003. This county continues to be one of our largest customers. We have several large independent haulers delivering material as well as contracts with individual municipalities. ReCommunity constructed the original dual stream system in an existing building near the port on the Delaware River. In 2008, we completed a single stream retrofit with most of the southern New Jersey customers converting to single stream collection. The plant is operated in tandem with our Philadelphia MRF. In January of 2012, we signed a 5—year contract with the County. ReCommunity constructed the original dual stream system in an existing building near the port on the Delaware River. In 2008, we completed a single stream retrofit with most of the southern New Jersey customers converting to single stream collection. In 2011, we completed a 2nd retrofit of the facility, greatly expanding the throughput.

ReCommunity Ft Myers

4. Name of Agency-

Lee County Solid Waste
10550 Buckingham Rd.
Ft Myers, FL 33905
239-533-8933
Lindsey Sampson, Director of Solid Waste
Year Contract initiated- 1994
Tonnage Processed- 60,000
Revenue Generate for Agency- Fixed Host Fee (rent payment 26K) , Variable Host Fee on all inbound tons (1.75 per ton) , and Revenue Share based off of ACR
Project Description- Municipal Contract
Contract Term- 10 years

Fort Myers, Florida

The original facility was first operated by Goodwill Industries. ReCommunity oversaw extensive renovations to the building and equipment necessary to make the facility function as a ReCommunity operation. In 1995, ReCommunity installed an eddy current separator to sort aluminum. ReCommunity has also designed a new fiber processing system for the facility and an education area which became operational in May 1996. In 2001, Lee County constructed a brand new state of the art facility. Lee County extended the operating contract with ReCommunity and simultaneously contracted with ReCommunity to lead the design team for conceptual layout and equipment design. In 2010, the County completed a single-stream system retrofit with ReCommunity. The County's collection program along with other municipalities are now collecting single-stream and the MRF is humming along at 10% more volume and further increases expected.

ReCommunity Phoenix

5. Name of Agency-

City of Phoenix, Public Works Department
101 S. Central Avenue #312
Phoenix, AZ 85004
Mr. John Trujilo
602-256-5600

Year Contract initiated- 2012

Tonnage Processed- 100,000 per year

Revenue Generate for Agency- Fixed Processing Fee, Tier payment schedule based on tonnage

Project Description- Municipal Contract

Contract Term- 10 years

. Currently, we receive, process, and market over 110,000 tons per year of single-stream recyclables under contract with the City of Phoenix. We own and operate one of the original single-stream facilities in the US, having reinvested over \$3 million in new equipment since 1992 to keep up with emerging technology in the industry, as well as maintaining the core operating system for over twenty years. Additionally, we contract-operate two City-owned



MRFs, most recently winning a ten year operating contract in 2011 which calls for an additional \$2.3 million investment into the City-owned facilities.

The original MRF (HBW) was acquired by Hudson Baylor in 1998. Hudson Baylor then won the operating contract for the City-owned North Gateway facility in 2007. In 2009, the City of Phoenix closed its 27th Avenue MRF for a major building and system retrofit, shifting volume back to HBW. In 2011, the City then rebid both operating contracts under a unique “Best Value” bidding process, which was won by Hudson Baylor shortly before its acquisition by ReCommunity.

Most of you are intimately familiar with our ReCommunity Greensboro MRF in on Patton Avenue. Please speak with Dale Wyrick and Sheldon Smith for references on this facility. In addition to our reference facilities, ReCommunity operates other facilities that are valuable to your assessment of our experience. If you desire more information or references for any of these other operations, please request it.



Facility Name/ Location	Region	Material/ Facility Type	Aggregate Capacity (TPD)	2009 Tons	2010 Tons	2011 Tons	*Notes
27th Avenue* Phoenix, AZ	West	Single-Stream MRF	300	-	-	563	Facility came online Q4 2011.
ACUA* Egg Harbor, NJ	Northeast	Single-Stream MRF	300	-	-	10,268	Facility came online Q3 2011.
Ann Arbor Ann Arbor, MI	Midwest	Single-Stream MRF	250	26,529	36,619	69,072	NONE
Athens-Clarke Athens, GA	South	Single-Stream MRF	200	14,496	14,603	14,782	NONE
Beacon* Beacon, NY	Northeast	Single-Stream MRF	300	-	-	-	Facility came online Q2 2012.
Brookhaven Yaphank, NY	Northeast	Dual-Stream MRF	200	35,290	33,838	32,636	NONE
Camden Camden, NJ	Northeast	Single-Stream MRF	450	114,762	140,157	133,242	NONE
Cape May* Woodbine, NJ	Northeast	Dual-Stream MRF	100	20,000	28,145	25,082	FY 2009 tons are estimates.
Chandler* Chandler, AZ	West	Single-Stream TS	100	-	-	-	No material processed.
Detroit Southfield, MI	Midwest	Single-Stream TS	180	15,742	14,665	12,206	NONE
Dutchess Poughkeepsie, NY	Northeast	Single-Stream TS	120	10,953	6,886	3,337	NONE
Fort Myers Fort Myers, FL	South	Single-Stream MRF	300	51,169	54,565	65,773	NONE
Greensboro Greensboro, NC	South	Single-Stream MRF	200	46,712	53,342	50,558	NONE
HBC 240 Newburgh, NY	Northeast	Single-Stream MRF	100	7,442	7,790	26,089	NONE
HBC Fiber Newburgh, NY	Northeast	Fiber MRF	100	43,033	37,460	34,503	NONE
HBW Phoenix, AZ	West	Single-Stream MRF	300	35,915	53,385	55,684	NONE
Huron New Boston, MI	Midwest	Single-Stream MRF	150	71,000	72,000	73,000	NONE
Mecklenburg Charlotte, NC	South	Single-Stream MRF	250	61,365	63,332	78,394	NONE
Memphis Memphis, TN	South	Single-Stream MRF	200	17,847	17,349	17,456	NONE
Mid-Conn Hartford, CT	Northeast	Single-Stream MRF	450	81,234	86,978	102,867	NONE
Montgomeryville North Wales, PA	Northeast	Dual-Stream TS	200	6,782	8,087	9,023	NONE
Morris Mine Hill, NJ	Northeast	Single-Stream MRF	100	15,172	14,593	29,394	NONE
NGW Phoenix, AZ	West	Single-Stream MRF	300	44,250	47,303	48,105	NONE
Nutmeg Windsor, CT	Northeast	Glass Processing MRF	450	126,484	142,257	150,936	NONE
Philadelphia Philadelphia, PA	Northeast	Single-Stream MRF	365	116,738	102,246	57,059	NONE
Ridgefield* Ridgefield, CT	Northeast	Single-Stream TS	50	-	-	-	No material processed.
River Scottsdale, AZ	West	Single-Stream MRF	350	55,632	62,900	68,672	NONE
Roseville Roseville, MI	Midwest	Dual-Stream MRF	200	65,000	66,000	67,000	NONE
Saginaw Saginaw, MI	Midwest	Dual-Stream MRF	150	10,891	13,018	12,152	NONE
Sarasota Sarasota, FL	South	Dual-Stream MRF	225	46,329	47,078	43,364	NONE
Tompkins Ithaca, NY	Northeast	Dual-Stream MRF	100	13,000	13,000	13,000	NONE
Upper Dublin Willow Grove, PA	Northeast	Single-Stream TS	100	13,000	18,000	20,000	NONE
Waukesha Waukesha, WI	Midwest	Dual-Stream MRF	165	21,096	21,666	21,437	NONE
Weminuche Hillburn, NY	Northeast	Dual-Stream MRF	200	32,699	25,294	23,411	NONE
West Palm West Palm Beach, FL	South	Dual-Stream MRF	550	112,520	109,630	106,219	NONE
			230	1,333,080	1,412,186	1,475,285	



February 2, 2012

Recommunity
Mr. Sean Duffy
President
809 West Hill St
Charlotte, NC 28208

Dear Mr. Duffy,

Please use this letter as a recommendation of Recommunity by Envision Plastics. Recommunity formally FCR, is a premier supplier of Envision Plastics. Our company gives guaranteed market pricing for millions of pounds per month to Recommunity due to their consistent ability to meet Envision's quality expectations. Envision is a technology leader in HDPE recycling with the only LNO for FDA on recycled HDPE bottle grade resin as well as our patented color sort technology Prisma. Envision is the second largest mill for recycling HDPE bottles in North America. We could not have grown without the support and quality from Recommunity and will stand behind any further growth Recommunity encounters. We prefer Recommunity's MRF material over all other MRF's that supplies Envision balse HDPE material.

Sincerely,

Tamsin Ettefagh
Vice President



Field Operations Department

April 23, 2009

To Whom It May Concern:

The City of Greensboro has been in contract with FCR, Inc. for fifteen years and the partnership has been very beneficial in reducing our recycling program cost. As our recycling processor, FCR has been very cooperative and willing to work to enhance our program.

Consistently FCR has performed the following:

- FCR is flexible and willing to explore ideas as we have expanded acceptable materials and restructured our contract to reduce operating costs.
- FCR is committed in partnering with us through all our public outreach efforts. They have been a partner and sponsor for special recycling events such as Earth Day, America's Recycle Day, Kid's Cans and Cash, and special assignments for specific schools and grade levels promoting our recycling programs. Staff members have been willing to assist with presentations, interviews, and providing technical support.
- FCR is appealing and welcoming as an education and processing center. They are committed to the recycling industry by incorporating the latest technology upgrades to enhance processing.

I would recommend FCR to other local governments and other solid waste entities without hesitation.

Sincerely,



Sheldon D. Smith
Solid Waste Division Manager
Field Operations Department
City of Greensboro
336-373-4379
sheldon.smith@greensboro-nc.gov

City of Greensboro
North Carolina

December 30, 2003

Casella Waste Systems, Inc.
25 Greens Hill Lane
Rutland, Vermont 05701

Attention: John W. Casella
Chairman and CEO

Reference: Note of Appreciation

Dear Mr. Casella,

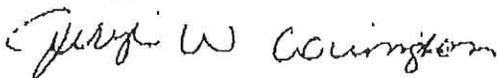
Please accept this note of appreciation on behalf of the City of Greensboro, NC. On Friday, December 26, 2003, the City of Greensboro continued its daily operation of waste collection and disposal for our community. At approximately 1:30 p.m., a transformer located at our landfill malfunctioned, thus, causing us to lose electrical power at our scale house. Based upon our solid waste disposal permit, we are required to appropriately weigh the tonnage that is disposed in the landfill. Without this documentation, we would be violating our operating permit and potentially be subjected to violations and/or possible fines. The loss of power at the scale house resulted in our having to discontinue disposal operations until repairs could be made to the transformer.

Our supervisory staff immediately contacted the FCR facility and requested assistance. Mr. Jerry White and Mr. Paul Harrison were pleased to assist us with our dilemma. Your staff allowed us to utilize your certified scales to document the weight of the disposed materials. This allowed us to continue our operations during the repair of the transformer by the Duke Power Company. From reports, this transition was coordinated in a fashion that did not cause disruption to the FCR operation or those of the City.

I wish to acknowledge the excellent work and service that is continuously provided to our community by your company. I hope that you will share this note of gratitude and appreciation with your Greensboro team. We truly appreciated their efforts.

Wishing the best to you and yours in the New Year.

Sincerely,



Jeryl W. Covington
Director, Environmental Services Department

To Our Supporters
.....Thank You!

City of Greensboro

City of High Point

FCR, Inc.

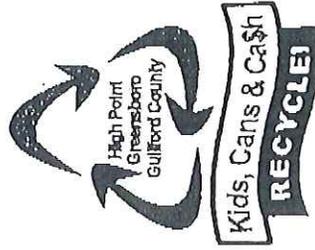
Guilford County

High Point MRF

Lowe's Home Improvement

Papa John's

Wells Trophy



To Our Corporate Sponsors
Thanks a Million!





April 10, 2012

Mr. Paul O'Donnell
ReCommunity Corporation
809 West Hill Street
Charlotte, NC 28208

Dear Paul,

SP Recycling appreciates the high quality # 8 News that ReCommunity ships to our Dublin, GA mill from the Greensboro, NC recycling plant. Shipments from Greensboro have been consistent for many years and we have been able to rely on your quality and volume month in and month out. Keep up the good work

Best Regards,

Rob Barnwell
Mid-Atlantic Procurement Manager
SP Recycling Corp.



April 10, 2012

Mr. Paul O'Donnell
ReCommunity
809 West Hill Street
Charlotte, NC 28208

RE: Letter of Intent for PET supply City of Greensboro

Dear Paul,

As you know, we are constantly looking to secure sources of good, stable quality PET bales. We value the relationship that ReCommunity and our company have developed over the years and are interested in preserving, and expanding, our partnership in the future.

Based on our relationship with ReCommunity, we are confident in your ability to deliver quality material while providing excellent service levels. Should your company be successful in retaining this supply, we would very much be interested in continuing our use of these materials, contingent upon our business needs and the material meeting our specifications.

Thank you for being a valued business partner.

Kind regards,

A handwritten signature in black ink that reads 'Dale Eichberg'.

Dale Eichberg
Procurement Director
Mohawk Industries, Inc.
106 John Bankson Drive
Summerville, GA 30747
(706) 260-1533



Table of Contents

Operations Approach/Philosophy.....	2
3 Goals	2
Safety	2
Quality of Commodity Products.....	4
Productivity- Facility Integrity and Efficiency.....	4
Recyclable Materials Accepted	9
Retrofit, Traffic, Process Flow	11
Retrofit of ReCommunity Greensboro Facility and other improvements.....	11
New System Process Flow Description.....	14
Container Processing System	19
Baling operations.....	20
Glass Processing	21
Contingency Plan	22
Mass Balance Chart	23
Residue Minimization	25
Education.....	26
Educational Market Overview	27
Educational Programs	28
Facility Tour and Education Center	29
Virtual Tours.....	30
Public Competitions and Special Events.....	31
Market Labs	33
Marketing Campaigns	34
Other MRF Operational Concerns	35
MRF Emergency Management Plan	35
Reporting	35
Commodity Marketing	36
Managing Commodity Markets and Risk	36
Shipping Logistics, Reporting, and Accounting	39
Export markets	42
Domestic Market Development	42
Relationship to Mills.....	43

Chapter 5 Project Approach

Operating Material Recovery Facilities (MRFs) to serve residential and commercial collection programs is ReCommunity's core business. ReCommunity has over 30 years experience in providing recycling processing services, and all of our corporate functions are built on serving the needs of running MRFs. ReCommunity has no conflict of interest or distraction from our focus on operating MRFs to the highest degree of performance, which is at the heart providing reliable service to our municipal partners. The Plant Manager and scale operators will have a direct line of communication with City staff and contract manager to ensure an open line of communication before and after operations. (Also see customer service)

Operations Approach/Philosophy

3 Goals

ReCommunity's MRF operations are organized around three key priorities:

1. Safety
2. Product Quality (commodities)
3. Efficiency

Safety

ReCommunity Greensboro employs 65 full and part-time people to operate its fully functional single stream MRF.¹ The safety of our employees always comes first. Strategies for better quality or increased productivity are always developed within the context of safety.

ReCommunity maintains its own safety programs run by our Directory of Safety. The ReCommunity Greensboro facility has operated more than 11 years without a lost time accident. This facility has won numerous company safety awards and continues to be a leader of safety in our company. The safety group from ReCommunity is staffed by an OSHA regulations expert as well as engineering/ permits expert who work closely together to create policy and monitor plant operations. The Greensboro facility recently passed an OSHA inspection with a score of 100%.

¹ Staffing is a function of volume, quality of recyclables streams, etc.

Plants are visited on a regular basis by ReCommunity's safety group to perform inspections and meet with ReCommunity plant managers and staff. Safety training with plant staff is ongoing to meet and exceed all requirements of the OSHA standard. Safety training and inspection also includes environmental compliance inspections. The plant manager submits safety and environmental reports monthly. These are reviewed by the VP of Operations and the Regional Manager. As part of the regional monthly review, safety issues are discussed as a regional group, covering each plant individually. All managers are guided by our corporate safety manual. The safety group developed this manual and amends it as needed. All plants must develop site specific safety procedures which are unique to those operations and have them approved by the Safety Director. Following this protocol, all employees go through a safety orientation and training before being allowed to work at the facility and then safety meetings are held for all plant staff routinely.

Over the course of each year, training on the following subjects and policies is provided to all team members at each facility:

- Emergency Evacuation/ Fire Plan/ Weather Emergencies
- Hazard Communication Program
- Hearing Conservation Training
- Alcohol & Drug Free Work Site Policy
- Lockout/ Tag out Policy
- Accident Investigation
- Hazard Assessment/ Fall protection
- Blood borne Pathogens Policy
- Personal Protective Equipment Policy
- Confined Spaces Policy
- Fire Extinguisher Safety Training
- Mobile Equipment Training
- Proper Lifting, Back Safety Training
- Electrical Safety Training

For environmental compliance inspections, plant managers conduct monthly site surveys, while corporate environmental compliance teams visit all ReCommunity sites regularly and inspect

each site according to local and State DEP requirements. Environmental reports are reviewed by the VP of Operations and Regional Managers.

Quality of Commodity Products

To achieve superior commodity marketing, consistent inbound and outbound material quality is essential. Our systems are designed to meet the current market specification for all products generated our staff is trained on these specifications to ensure consistent product quality that meets the market's needs. This allows us to solicit the highest possible commodity price, but also makes us the preferred vendor, regardless of market conditions. At the plant level, quality audits are performed daily depending on the material type and volume. The results of these tests are reviewed by corporate management and compared to operational targets, contractual commitments and market specifications. These audits are used to gauge equipment and sorting effectiveness, which help focus management on areas that need attention and improvement. Commodity market feedback is also an essential part of the quality measurement process.

Productivity- Facility Integrity and Efficiency

Productivity encompasses many items, including Maintenance, Staff Training, Housekeeping, Reporting, and Technical Continuous Improvement as well as throughput.,. Our proven performance and expertise in achieving these goals can be support by our current operations (a site tour of any of our operations) and references from our operational contracts

A managerial reporting system is in place to capture key performance indicators for use in management reviews at the regional and corporate level. Every month, plant performance is formally reviewed by corporate management with regional and plant managers to ensure that corporate policies and KPIs (Key Performance Indicators) have been met. The local plant manager receives consistent support from an experienced corporate team. Regional managers regularly visit plants for on-site inspections and meet with plant managers. On the corporate level, our Vice President of Operations (David Lank) oversees all ReCommunity operations, while our Regional Manager (Jerry White) oversees the plants in our Southeast Region.

ReCommunity's maintenance program is implemented on a corporate, regional and local level. Our Southeast Regional Maintenance Manager (Allen Christ) supports local maintenance staff with training, special maintenance tasks, and inspections of facility equipment. On a local level, each plant retains a maintenance staff which provides routine maintenance. Inspections by the Regional Maintenance Manager are reviewed with the plant manager and plant maintenance staff. ReCommunity takes a multi-level approach to ensuring our equipment, service and maintenance programs are properly managed.

Our maintenance program is supported by a computerized maintenance program called Facilligence. Facilligence is an effective preventive maintenance program, which can reduce downtime and maintenance costs significantly. Facilligence is unique in its combination of a complete preventive maintenance management system with the ability to also manage hazards (safety and environmental), human resources, punch list work, and inventory. Facilligence tracks all equipment service intervals and assigns work orders daily. ReCommunity work orders can be tracked throughout implementation. This system allows ReCommunity staff access through the internet which makes it available to hundreds of internal users anytime and from anywhere, which allows inventories and service histories to be tracked and shared across all ReCommunity plants. This database serves as a library of problem/solutions- a valuable resource which plant managers can view to learn from others. This universal access to the database decreases downtime by reducing lead time for part replacement; if one plant needs a certain item and does not have it in inventory, we can easily search the stock inventory at other locations.

Every location is stocked with critical spare parts to minimize downtime. Parts kept on site are normal wear parts or long lead time items. Depending on the facility size this inventory value could range up to \$250,000. There are also spare rolling stock units in every region that can be transported to a site if needed quickly. .

Our Vice President of Technical Service (Tim Flanagan) and the Project Management staff (led by Ron Stearns) assist the plants with new technology retrofit projects. As times change so do material product mixes; our facilities have to stay up to speed on new demands and the technology available. To ensure system efficiency and proper separation as mixes change, the Vice President of Technical Service researches technological developments and assesses its value to our recycling operations. New technology gives us the ability to recover more material as well as different materials from the waste streams. It also allows us to find new improved ways of maintaining existing equipment which improves reliability, efficiency, and equipment life. With improved technology our operations will be versatile and able to adjust which keep our municipal partners at the forefront with their recycling programs. With an on staff team of project managers, these new systems can be retrofitted into existing operations without having to subcontract design and installation.

This program helps make ReCommunity a reliable partner to the City. Our ability to minimize unplanned downtime and bounce back quickly when we do have unplanned downtime gives you the confidence that we will be able to receive your recyclables without fail.

Employees and Staffing

ReCommunity strives to employ full-time employees with full benefit packages at all of our plant operations positions. Management understands that fully trained, full-time staff increase safety and quality and maximize productivity. This attention to employee quality makes ReCommunity one of the best operators in the industry. With that said, we strive to ensure that staff is fully trained on how the process works. Every employee is trained in their main position and cross-trained to be able to perform several tasks in the facility. Cross-trained employees ensure that the process performance continues even when key position employees are absent. It also allows us to promote from within and builds a loyal staff.

ReCommunity recognizes the importance of the individual employee and provides an atmosphere where the employee can realize his/her full potential. Opportunities for employee involvement allow for the sharing of ideas and help increase job satisfaction. Specifically, ReCommunity recognizes the following goals for the employee:

- Provide a clean and safe working environment.
- Communicate openly with employees and involve them in the design of quality and productivity improvements.
- Provide the opportunity for advancement for all employees.
- Provide continual quality improvement training.
- Provide ongoing safety training.
- Provide opportunities for cross training.
- Utilize the skills of handicapped workers.
- Provide a competitive salary and benefit structure to help minimize turnover.

Although we do work with temporary employment agencies to fill vacant positions and evaluate temporary workers for full-time employment, our goal is always full-time status for employees. Our trained support staff does assist in ensuring the training and quality of the work for those temporary employees. Temporary employees are always assigned low impact positions and non-safety sensitive positions. The use of temporary services also ensures a labor pool, especially during the high season months (approximately November to March). We recognize the seasonal nature of the Greensboro area. In highly seasonal market areas, it is sometimes necessary to use temporary workers to fill positions needed during the high season. Our regular ongoing work with the temporary agencies, builds excellent relationships with them, which makes filling our staffing needs during the high season a constructive process. At a minimum every site is staffed with the following job positions:

- Plant Manager
- Operations Manager/ Supervisor
- Maintenance Manager
- Admin/ Scale Operator
- Line Supervisor (two)
- Baler Operator
- Loader Operator
- Forklift Driver
- Skid Steer operator
- Class (A, B, and C) Mechanics
- Line Sorters (multiple)
- Quality Inspectors (multiple)
- Utility Person

Housekeeping

A clean facility promotes and reflects a well maintained and organized facility. Housekeeping is not merely a goal in and of itself. It is integrated with all of the Productivity functions ReCommunity endeavors to excel in. A clean facility is critical to safety, improves product quality and extends equipment life. Because quality is measured through the product, it is necessary that dust, dirt, and other residue materials are kept out of the product. In all facilities we strive to ensure housekeeping on a daily basis through our 5S program. All facilities adopt the following guidelines:

- Keep administrative spaces smoke-free.
- Dump all trash and residue receptacles daily.
- Collect and deliver office recyclables to the tipping floor daily.
- Keep all desks neat and orderly.
- Clean all tile floors weekly, or more frequently if required.
- Clean all lavatory facilities (e.g. commodes, urinals, sinks, mirrors, faucets, etc...) daily.
- Include a perimeter fence line.
- Parking areas separate from truck traffic.
- Landscaped areas for beautification
- Building perimeter kept clean at all times
- Sweep and Clean processing areas daily
- Clean all machines. Keep clean as detailed in the Technical Manual.

Tip Floor Management

Incoming deliveries of recyclables are weighed in at the scale station before dumping on the MRF tip floor. The scale operator records gross, tare, and net weights of each truck. The ticket will also have the date, truck number, the name of the hauler, location material came from, and type of material being received. All tickets will be signed and stamped certified weight ticket.

Every load of incoming recyclable material will be inspected for excessive contamination, hazardous wastes, etc. Upon acceptance of the load, the material will be staged for processing in the designated area. All material received will be stored under cover. The tip floor has a capacity of 500 tons, based on the bulk density of single stream and commercial single stream materials. Delivery vehicles will be directed by the Loader operator to the appropriate tipping area within the facility's Tip floor, to unload each specific commodity stream, (commingle



containers, residential fiber, commercial recyclables or single-stream. Large 100 yard trucks that deliver recyclables will use a special tipping door installed by ReCommunity so they don't interfere with smaller trucks tipping ability.

Recyclable Materials Accepted

The MRF operating hours for receiving Program Materials will be set according to the hours stated in the RFP and Contract: 6:30 a.m. to 5:00 p.m. Monday through Friday.

Production and maintenance schedules will stay flexible and be developed by ReCommunity management to effectively process the City's volumes. ReCommunity Management will inform the City in advance of any changes while abiding by the agreement. Regardless of processing and maintenance schedules, the MRF receiving hours will meet the requirements of the RFP.

During peak and off-peak seasons, the plant processing schedules will be adjusted accordingly in order to process the incoming material in a timely fashion. Hours of operation will be extended and changed based on material flow. Plant manager and scale operators will have a direct line of communication with City staff to discuss operational changes before and after operational hours. Holiday hours will also be adjusted to support the City schedule.

The current facility is designed to process single-stream recyclables at 15 tons per hour, or 210 tons/ day on a two shift operation. Based on a 3 year average the City has generated approximately 140 tons/ day in the past. We see no issues in keeping up with the City volumes on a regular basis with the current system. However ReCommunity is planning a retrofit of the current operation that will increase capacity to 22 tons per hour to handle regional growth and improve quality and recovery.

Materials to be Processed

ReCommunity will process all material defined as Recovered Recyclables. Additional Recovered Recyclables may be added to the program by mutual agreement between ReCommunity and the City. ReCommunity will accept, process, and market Recovered Recyclables delivered in

Single-Stream, Dual-stream, or Source Separated condition. Current Recovered Recyclable Materials that must be received for recovery under the terms of this RFP include:

- **Newsprint:** Also referred to as old newspaper (ONP), shall include newspaper and advertising supplements and other paper grades generated in City.
- **Mixed Paper:** Includes magazines, junk mail, chipboard, and telephone directories.
- **Office/School and Computer Papers:** includes high grade paper from offices such as computer paper, sorted white ledger, copier paper, and office stationary.
- **Corrugated Containers (OCC):** Includes boxes with unbleached and non-waxed paper with ruffled liners, it also includes used pizza boxes.
- **Bottle Glass:** Includes household glass containers, bottles and jars, including amber, flint, green, and mixed
- **Tin, Steel, and Bi-Metal Containers:** Includes food, beverage, nonfood and aerosol cans made of mixed metal, such as tin and steel.
- **Aluminum Cans:** Consists of household beverage cans made of aluminum and other aluminum, non-food contaminated containers.
- **Plastics:** Includes plastic bottles, containers and packages made from various resins including PETE, HDPE, LDPE, PP, PS and other plastics, resin codes #1 through #7.
- **Bulky Rigid Plastics:** Defined as large polyethylene and polypropylene items (buckets, crates, toys, trays, furniture, bins, barrels etc.)
- **Polycoated Containers & Aseptic Packages:** Paper milk and fruit juice containers, gable and flat tops should be clean and reasonably dry and recycling program participants will be encouraged to remove the straws from drink boxes.

Should the MRF Manager determine that a particular load does not meet the criteria for Program Materials, and contains contamination more than 30% by weight, ReCommunity will notify the City immediately to have a representative from the City verify the load content. Once the load has been verified by the City, the load will be rejected. The City will be provided with the ticket number, Truck number, photographs of the specific load and a written incident report to the City.

In the event that any Hazardous Waste cannot be removed from the MRF site immediately, ReCommunity will utilize containment drums for temporary storage of this material until the proper disposal arrangements can be made. If a load is determined to contain Hazardous Waste prior to acceptance, the load will be rejected and sent back to the generator.

ReCommunity will develop a mutually acceptable tracking system for all rejected loads and or loads containing Hazardous waste. This information will be maintained at the MRF for the City's review upon request.

Commodity Products that will be recovered and sold:

- Newsprint
- Corrugated Cardboard
- Mixed Paper
- Sorted Office Waste
- Glass – Mixed Color
- Plastic Containers - PET
- Plastic Bottles - HDPE Natural
- Plastic Bottles - HDPE Pigmented
- Plastic Containers – Mixed
- Bulky Rigid Plastics
- Aluminum Cans
- Ferrous Metals / Tin Cans
- Scrap Metal
- Milk Cartons/Drink Boxes

Retrofit, Traffic, Process Flow

Retrofit of ReCommunity Greensboro Facility and other improvements

ReCommunity plans to retrofit the current operation with a custom-designed single-stream processing line designed to meet today's needs and flexible enough to accommodate future changes in compositions or volume. The existing building will house the new retrofitted processing system which has adequate space for efficient and safe operations.

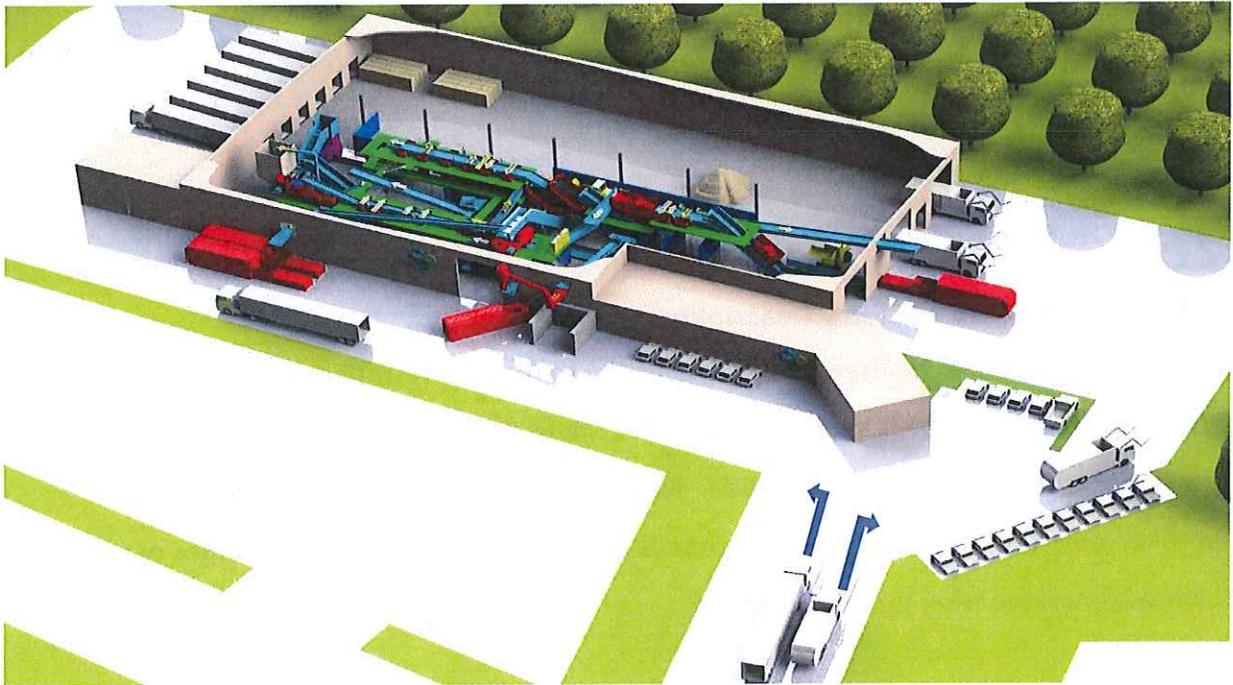


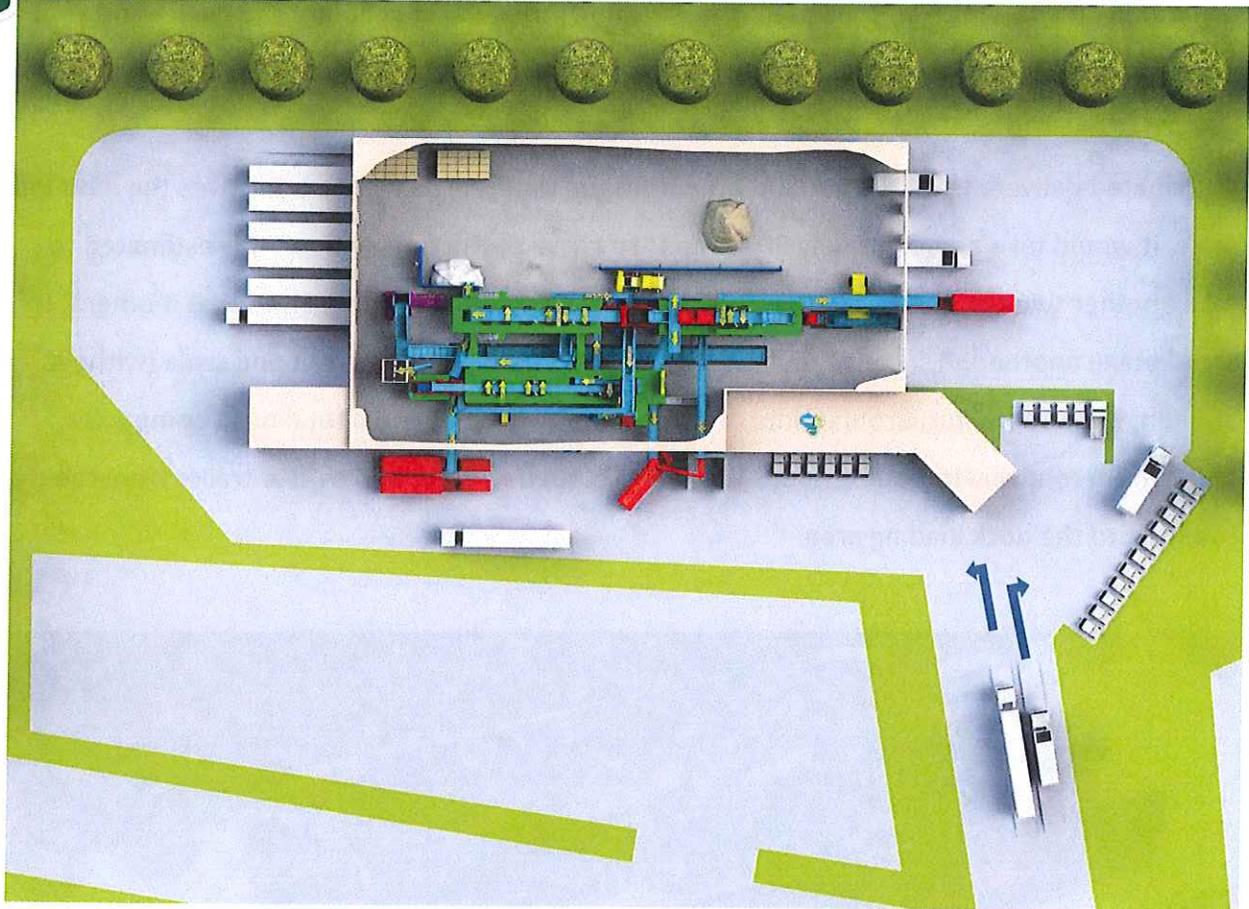
The MRF is located at 706 Patton Ave, Greensboro, NC. This location is approximately ¼ mile south of Business Interstate 40/85. This is a highly accessible area, conveniently located one block from the current City truck yard at 760 Patton Avenue. This industrial and commercial area is designed for high volume traffic. ReCommunity will install a second scale conveniently located at the entrance of the site. These two scales will give us the ability to scale trucks in and out with minimal maneuvering required. Two scales will allow an open flow of traffic for all inbound trucks. Scale one is dedicated to inbound traffic, scale two will be for outbound traffic. Redundancy in the scales will improve our ability to sustain high efficiency of service if one scale is down for repair.

Trucks coming from Scale One at the dual truck scales will proceed straight to the tipping area, on the west side of the building. Vehicle weights will be clearly visible to the driver, meeting the requirements of the Department of Agriculture Handbook 44. Trucks will back into the tipping floor to unload. Trucks with stored tare weights then exit the site via the egress driveway onto Patton Avenue. Trucks that require a second weighing will also exit onto Patton Avenue but must first weigh out over Scale Two. Scale Two will also be used for outbound

commodity loads, which will speed up the weighing process and decrease the queue and wait times for all MRF traffic.

Anticipated delivery truck turnaround time from the time the delivery truck leaves the inbound scale, it would take approximately 30 seconds to arrive at the tipping floor. It is estimated to take another two minutes to tip the load and allow time for inspection. From that moment, it should take another 30 seconds to depart the tip floor and pass the outbound scale (without stopping), for a total turnaround time of 3 minutes. We can queue a total of 11 compacter trucks from roadway to tipping floor. We can also queue a total of 6 tractor trailer from the roadway to the dock loading area.





New System Process Flow Description

Our current system will be used until we transition to the new retrofit system. With the new system, the facility will be designed to process single-stream recyclables at 22 tons per hour, or 308 tons/ day on a two shift operation. Based on a 3 year average the City has approximately 140 tons/ day, we see no issues in keeping up with the City volumes or any new volumes generated from program growth.

With the retrofit system in place, after unloading and inspection on the tipping floor, Single-Stream material is fed by front-end wheel loader into the infeed hopper/conveyor #1. Conveyor #1 is installed inside an 80 yard feed hopper (NEW) to allow brief periods of unattended operations (typically 10 minutes). This allows ReCommunity to improve even more our management of the tip floor, allowing you trucks quicker access during high traffic time and fast turnarounds. It uses a variable speed drive to meter the material at a constant rate to match the volume rate intended. The operator can adjust this rate in order to satisfy the throughput

requirements based on incoming quantities and composition. Our system is fully flexible and is capable of handling a wide range of fiber / container and residue content composition.

Conveyor #1 discharges onto inclined conveyor #2 which transfers material to the elevated Pre-Sort platform. Access platforms to the OCC screens and other mechanical equipment are also connected to the sorting platforms to permit easy and quick access for workers when service and maintenance is required. Conveyor #2 is also variable speed driven and equipped with a metering drum (NEW) to automatically control the burden depth of material on the conveyors. The conveyor pits provided for Conveyor #2 is accessible by removing the pit plates. Material then transitions from Conveyor #2 onto the Residential single-stream Pre-Sort Conveyor #3. Conveyor #3 is variable speed driven to provide control of processing rates and sorter utilization. Sorting chutes are located along the Pre-Sort conveyor; safety lanyards are mounted along the sides of all sorting conveyors for emergency stops. Sorting on Conveyor #3 is from both sides of the belt. A total of six (6) sorting chutes (NEW) are provided for the materials to be sorted. The manual sorting operations at Pre-Sort include:

1. Large (non-Program) metals are sorted and deposited through the chutes to storage bunker below into self- dumping hoppers. (NEW)
2. Contamination/ rejects are sorted and deposited through the chutes onto conveyor #4 which automatically transfers trash to the compactor. The compactor (supplied by ReCommunity) is located outside the building.
3. Large bulky rigid plastics are sorted and deposited through the chutes into the third storage bunker below.(NEW) This material will accumulate until such time a skidsteer will move it to the direct feed conveyor for baling.

After manual removal of the Pre-Sort materials, the material is directed to the OCC screen. The purpose of the OCC screen is to provide a high-efficiency, automatic separation of larger OCC

from smaller mixed fibers (magazines, mixed fibers) and containers. The OCC screen is variable speed driven and consists of two independent decks. The OCC screen has two “unders” separation. The first deck disc spacing is sized to allow containers to fall through and deposit them onto the glass breaker screen (NEW). The second deck discs are sized to allow other fibers to fall through and deposit onto the fiber unders conveyor. (NEW) OCC will ride across the top of all three OCC screens (NEW), which agitates all other smaller products by use of serrated elliptical discs. At the end of the third deck, OCC is deposited onto OCC transfer conveyor, where it falls to the floor in preparation for direct load onto the bale feed conveyor for eventual baling.

Unders from the first deck of the OCC screen fall directly onto a glass breaker screen (NEW), which has hardened steel elliptical discs to break glass into a 2” fraction. The unders from this glass breaker stream are conveyed to the glass stream, while the overs from the glass breaker stream are conveyed to the container processing stream. This will ensure that all glass is recovered and will not end up in the residue.

The 2”- glass fraction is further processed to remove light weight contaminants (fiber) from the glass (NEW) before being deposited in the indoor concrete storage bunker. The glass bunker is conveniently located on the front truck lane which will allow easy loading of trucks with a front-end loader.

Primarily Newspaper and other materials are conveyed up the inclined conveyor onto an ONP Fiber screen. This fiber screen is a series of two screens with the function of removing any additional containers remaining in the fiber stream. The smaller fibers and containers will “bounce” or “roll” off the back or fall through the openings in the screen and discharge onto the unders conveyor below, where the material is blended with the overs from the glass breaker screen. The over’s (negative sort) from the sizing screen will fall on to the next stage inclined conveyor to be conveyed to the Second ONP screen (NEW). The speeds and inclined angles of all the fiber screens are variable controlled so throughput and burden depths can be adjusted to accommodate tonnage requirements, moisture content and staffing configuration.

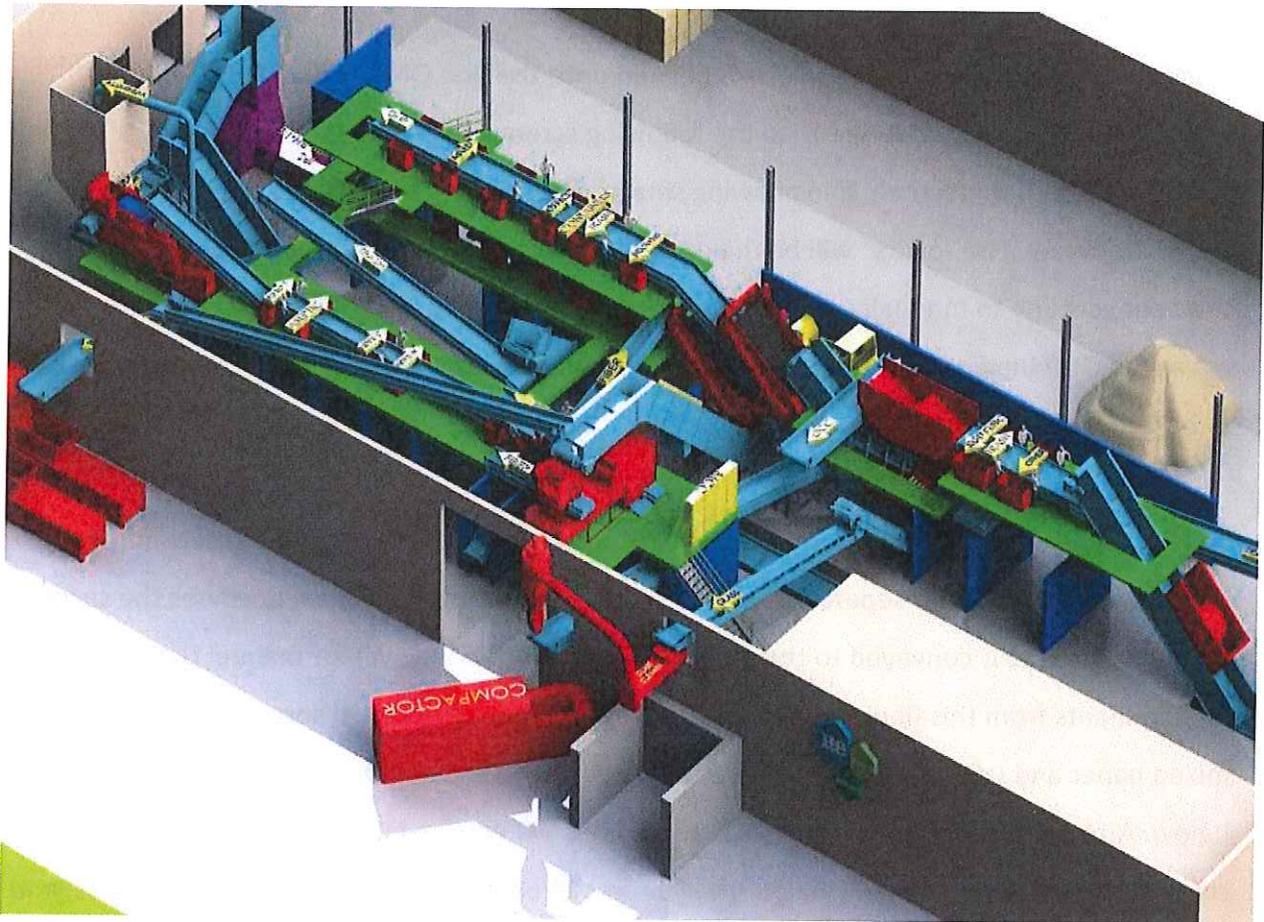
These features improve the flexibility of the overall system and provide ReCommunity with a state-of-the-art automated sorting system that enhances recovery.

Fiber overs from the sizing screen are deposited onto the first ONP screen (NEW). The disc spacing is optimally sized larger than the following screens to permit large papers (ONP) to flow across the top of this screen, and allowing smaller fibers to fall through the discs to the unders conveyor below. The “overs” will be the purest of the ONP stream, which is then conveyed to the fiber sort line to manually remove any non-ONP material before falling into the self-advanced ONP bunker conveyor for baling. All small, mixed or other fibers fall through the discs to be conveyed to Second ONP screen.

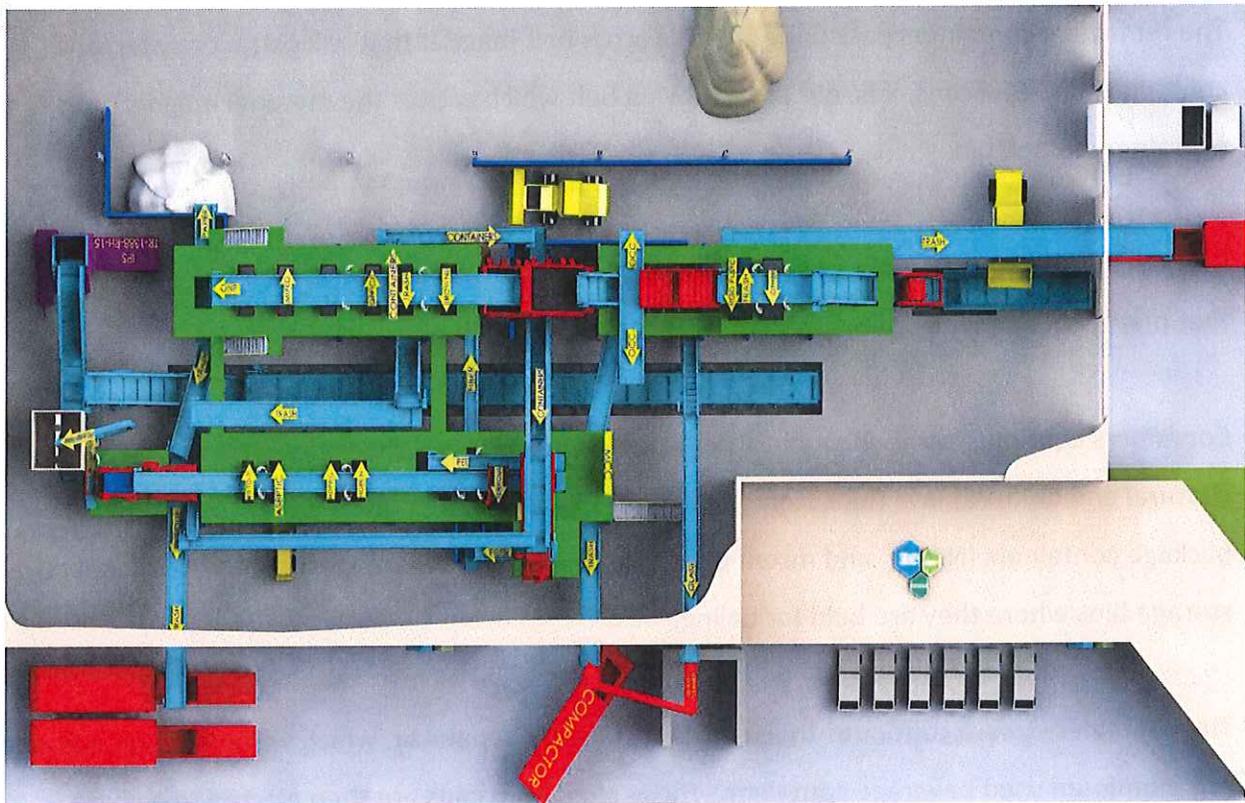
Smaller, mixed fibers unders from the first ONP screen are deposited onto the second ONP screen (NEW) for further separation of fibers. The overs from this stream becomes the second “cut” of fiber and is conveyed to the second fiber sorting line (NEW) for manual removal of any contaminants from this fiber stream. This sorting line through manual sort will deposit any mixed paper and OCC in their respective chutes that feed the automatic bunker conveyors below. After sufficient quantities of OCC and OMP have accumulated in the bunker storage conveyor, they are individually baled. The “unders” from ONP screen #2 are smaller fibers, and are conveyed to the Air Separator (NEW), which separates any remaining containers from the 2D fiber.

The sorters on this line will remove any OCC, chipboard, mixed paper and Kraft paper before allowing the remaining ONP to fall into the ONP bunker/conveyor for baling. Residue/rejects are positively sorted and deposited into chutes that fall onto the residue conveyor which takes the material to the outdoor compactor.

ReCommunity Greensboro MRF Retrofit Design, Material Flow Improvements



The new system will have the latest in screen technology for improved separation and uptime. Presort area will be redesigned for metal recovery as well as rigid storage. PET separation will be upgraded to the latest in optical automated sorting technology. Fiber removal from containers will be done by the latest and most efficient design in air separation.



Container Processing System

Containers automatically removed from the system are delivered from the sizing screen unders and the glass breaker screen overs. These materials first pass through an Air Separator (NEW) to remove any remaining 2D fiber from the container stream before continuing to the container line

Containers then travel across an Optical Sorter (NEW) that has been programmed to eject PET plastics. Optical Sort systems have proven to be a very reliable, effective solution for positively sorting PET out of the stream, with recovery rates as high as 95% of all PET products that pass under its scanner.

The PET plastics that were positively ejected are transported via conveyor to the PET storage bunker. Prior to entering the bunker, the PET stream passes a quality control station to ensure that only PET plastics will be deposited into the PET storage bin.

The remaining containers pass underneath a cross belt magnet that will extract any ferrous container (tin/steel cans, lids, etc.) to a moving belt which carries the material magnetically to a container storage bin.

Balance of All other materials pass a quality control sort station to ensure that any PET product that may have been missed by the optical sorted is captured.

Containers continue to the manual sorting line, where sorters will positively sort HDPE bottles (Natural and Colored) into their storage bins. Then at the next station Gable Top/Aseptic package containers (NEW) and mixed plastic containers (NEW) are tossed into their respective storage bins where they are held for baling.

The container stream continues to use an Eddy Current separator, which will positively separate any aluminum used beverage container. These aluminum cans are then ejected to a chute which falls into quality control station before being conveyed into an air conveyance system to be transported to the aluminum storage bin.

The balance of material from the container system will pass through a new Residue sorting system (NEW) to recovery any recyclable material and conveyed back through the process to ensure all program materials have been removed from the stream before the residue is conveyed to the compactor.

Baling operations

The baler is a horizontal, two ram unit designed for throughput to meet or exceed the throughput of the single-stream system. Finished bales are ejected out of the end of the baler and wire tied, ready to be picked up by a forklift and stored until loaded into a trailer for delivery to the end market.

For Fiber the Baler operator decides which bunker storage is full and requires baling. On his/her command, the bunker material is pushed onto the baler conveyor system until the fiber

material spills onto the baler feed conveyor. These conveyors are now regulated by the baler, which advances the conveyors automatically when the bale chamber needs more material.

For Containers the Baler operator decides which container storage bin is full and requires baling. On his/her command, material are pushed from the storage bin and so that all material spills onto the baling conveyor, which continues on to the baler feed conveyor. These conveyors are now regulated by the baler, which advances the conveyors automatically when the bale chamber needs more material.

Bale integrity will be maintained on all recovered products to market specifications. No Fiber bale will have less than four wires being used to hold the bale together. No Metal container bale will have less than four wires for Aluminum and Tin. No plastic container bale will have fewer than four wires. Baling equipment will be maintained at or above these levels.

Direct Load Baling

Certain program materials that are free of contaminants are able to be tipped on the tip floor and held for direct baling. Specifically, this would be applicable to clean commercial loads of OCC or Office Paper (typically shredded paper).

Clean OCC can be tipped on to the tip floor and either blended with the residential cardboard that is staged for baling, or pushed immediately onto the fiber baler feed conveyor for baling.

Clean presorted office paper (high grade, shredded, etc.) can be tipped into a designated area near the tip floor to be later pushed onto the baler feed conveyor by mobile equipment.

Glass Processing

All glass is broken into a 2" - fraction and passes through a vacuum system to remove paper contaminants (NEW) before being stored in the concrete glass bunker.

When the glass bunker is full, a truck is dispatched to pick up the glass to be delivered to the end market. A truck backs into the grade level overhead door into the building. The payloader operator then loads the truck with glass. The entire loading operation takes approximately 5-10 minutes. The truck is weighed upon inbound (tare) and outbound.

Finished goods (bale) storage

There is sufficient space inside of the Materials Processing Facility to store in excess of 650 bales of finished goods.

Glass bunker

The glass bunker measures 16' x 20' with 12' tall concrete walls. This has a storage capacity of 142 cubic yards of 2"- glass. At approximately 800 lbs. per cubic yard, this equates to 56 tons of glass storage, or approximately 2 average days of storage.

Contingency Plan

The retrofitted facility will be designed to process single-stream recyclables at 22 TPH, or 308 tons/ day on two shifts. The City's forecasts approximately 140 tons/ day on the higher end. We do not expect to have any trouble keeping up with the City's volume on a regular basis. Seasonally, we recognize that the City's volume could increase, but even in the high season, City volumes will not test our capacity. Our system design includes the ability to by-pass certain components in the event of system maintenance or downtime. We have ample tipping floor storage space at the MRF to hold 500 tons of material.

In the unlikely event that we experience an extended outage at the MRF, ReCommunity operates another MRF in North Carolina located in Charlotte. We would transfer City materials in the interim to this facility for processing to this facility. This facility has the capacity to handle the Cities volume. The City will not incur any cost nor lose any revenue benefit from this

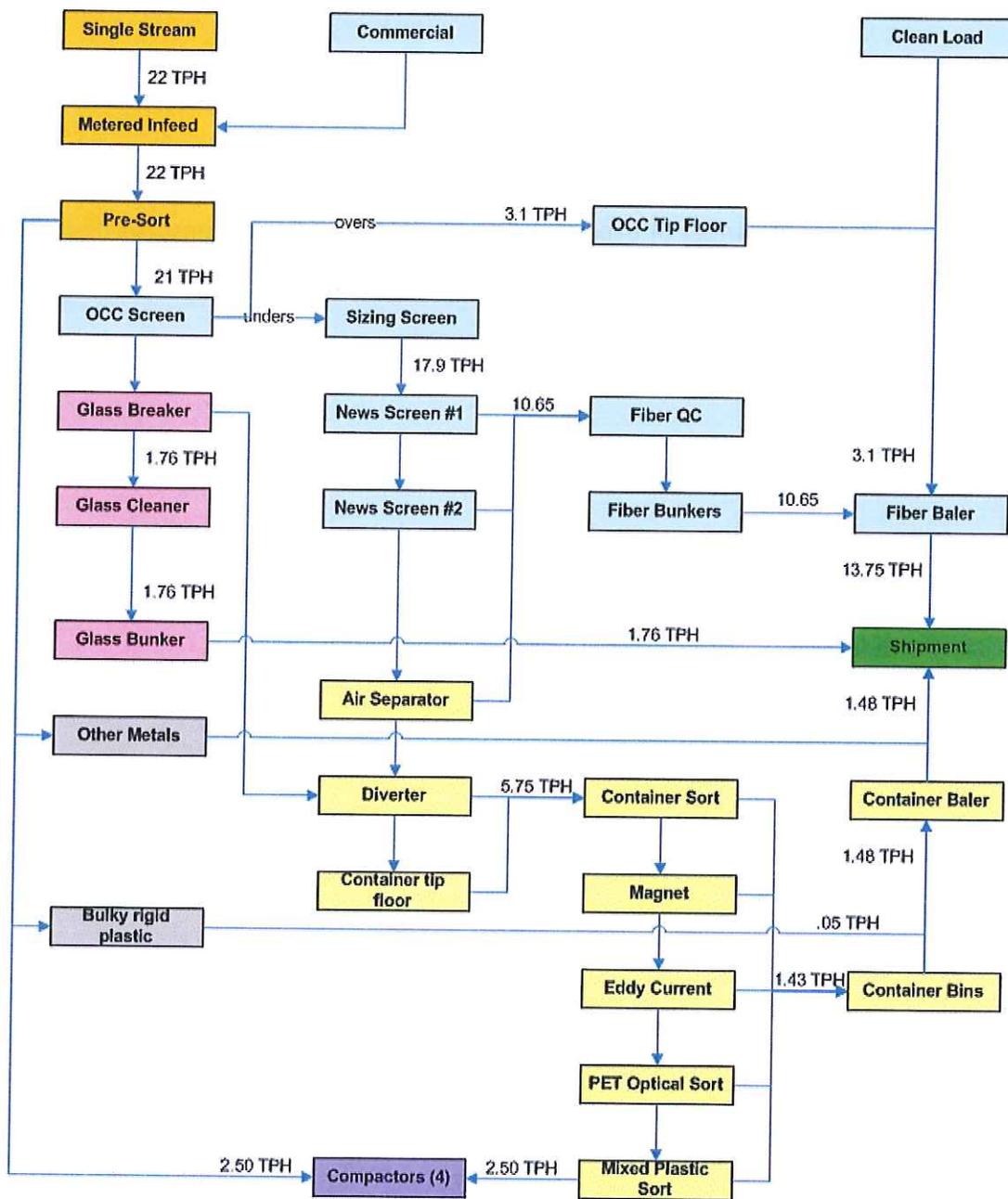


transfer. The trucks would continue to tip loads at the 706 Patton Avenue facility. This would also be true if during retrofits for equipment upgrade.

Mass Balance Chart

The following Mass Balance flowchart demonstrates that not only does the front end (tip floor) and back end (bale storage) meet or exceed the needs of City, it further ensures that each individual element in the system was designed for optimal throughput based on the inbound product mix and product separation through the process

Mass Balance Flowchart



Residue Minimization

Utilizing leading-edge technology, quality-conscious workers, and management leadership and oversight, ReCommunity will enhance our recovery ability not only by recovering a wider variety of recyclables but by collecting a higher percentage of the recyclables tipped at our MRF with the changes in the system. The maintenance program is critical to our goal of maximum recovery. Our other operational procedures, including employee retention, good housekeeping, best in field product (commodity) quality, etc. are also contributors to minimum residue levels.

While residue is a result of two things – lost recyclables and contamination in the inbound recyclables streams – we strive to minimize the former. One way we accomplish this is by conducting residue audits. Typically, residue is generated off of the fiber and container lines. One test on each line is performed monthly. The procedure is done on an on-going basis and reported to the VP of Operations and Regional Manager. As stated above in the process, ReCommunity plans to install a new system to sort residue, which will ensure all recyclable material is recovered.

Residual materials originating from the Program Recyclable streams will be compacted in the trash compaction system or placed in open top roll-off containers on the MRF site. When the container is full, the containers shall be removed to a permitted disposal site as described in the RFP solicitation. ReCommunity accepts responsibility for all residue disposal cost.



Education

ReCommunity believes strongly in the importance of education efforts tied to the recycling program. Such efforts have proven critical to driving diversion and increasing recycling participation. In established programs such as that in the City, it is particularly important to reinvest in the education effort and enhance the narrative of the program to re-engage the population with regard to the importance of recycling. ReCommunity will partner with the City to establish program goals and objectives that will continually enhance and promote the City's recycling program. ReCommunity has committed to providing the City with the necessary staff, marketing expertise, and promotional materials to assist the City in the development and implementation of education and awareness campaigns to the residents, schools and businesses located in the City. ReCommunity will assist with presentations to neighborhood and civic groups, public school education and outreach, and preparation of material describing acceptable recovered recyclables. Just like we did with the 2012 Greensboro Bottle Blitz, ReCommunity will participate in advertising, promotional campaigns and events. Our plan is to work with City staff to measure the effectiveness of the various promotional efforts and market labs with respect to established recycling program recovery and diversion goals, residue rates, associated financial savings, and community and environmental benefits. All data gathered from these efforts will be shared with the City.

Educational Market Overview

ReCommunity believes communities are the foundation of our country and as such, they are the foundation of our mission and strategy. We invest in the communities in which we operate in many different ways to grow the economic success of our partners. These efforts include; (i) educational programs, (ii) recycling competitions and events, (iii) market laboratories designed to experiment with innovative new programs to meaningfully increase consumer and commercial recycling rates, and (iv) marketing campaigns to increase recycling awareness and behavior.



Educational Programs

Education is a critical component of any successful recycling program. Not only to advance recycling rates, but, to engage the community and help create the next generation of recyclers. ReCommunity is passionate about developing leading-edge recycling education efforts in every community through a combination of physical and interactive education tools.

Sample Recycling Education Materials



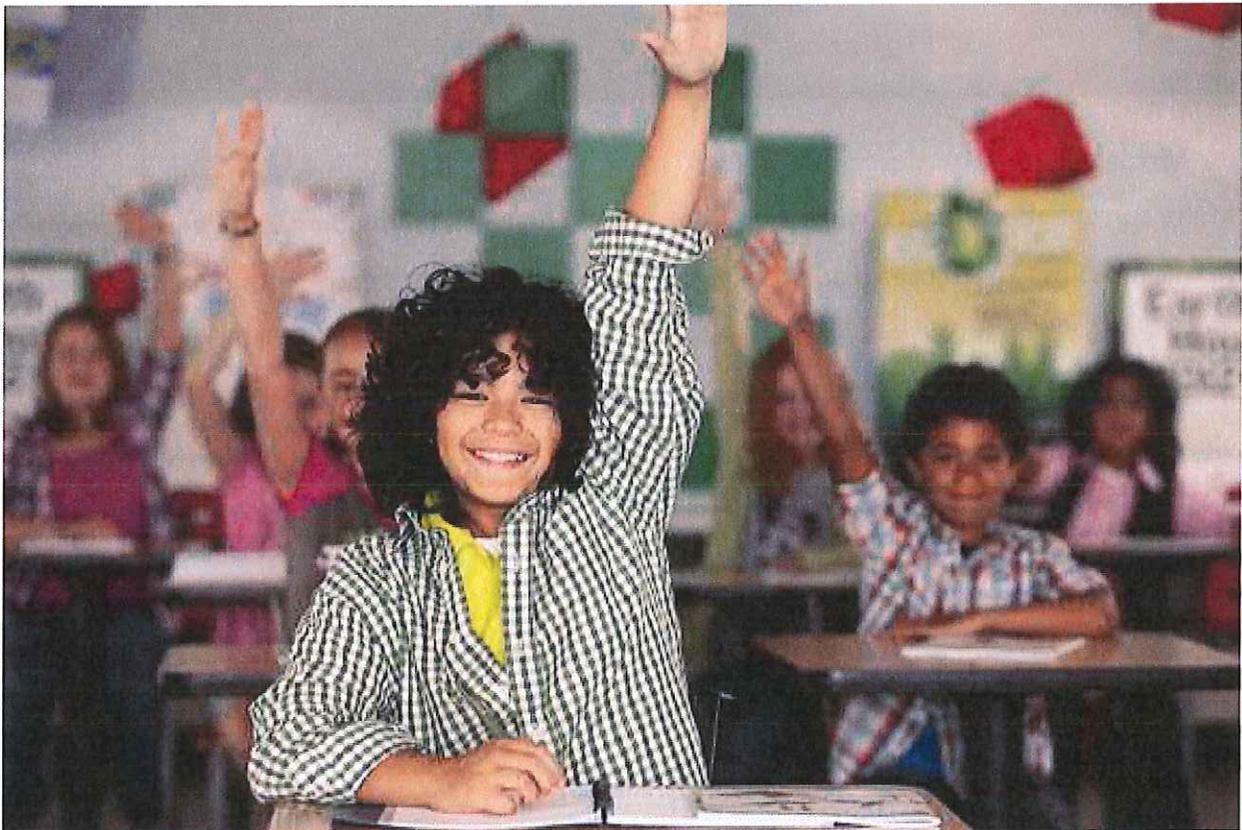
Facility Tour and Education Center

The City's residential program has a contamination problem. The City has made bold efforts to reduce this contamination, and the efforts have historically had significant success.

Unfortunately due to budget cuts, those efforts have waned. At the same time, the residential recovery rate is only roughly 15%. The potential for recovery in this sector is 30%+.

ReCommunity has bold and specific ideas to tackle these two problems, and we ask you to refer to our Confidential Supplement for this information.

In addition to physical educational materials, ReCommunity believes in experiential learning, by arranging for school and organization field trips to the facility and education center. A recycling educator will guide the group on a tour of the facility, show videos, and entertain the group through exciting recycling games at the education center. By physically visiting the plant, students have the ability to see the scale and tangible benefits of recycling at home.



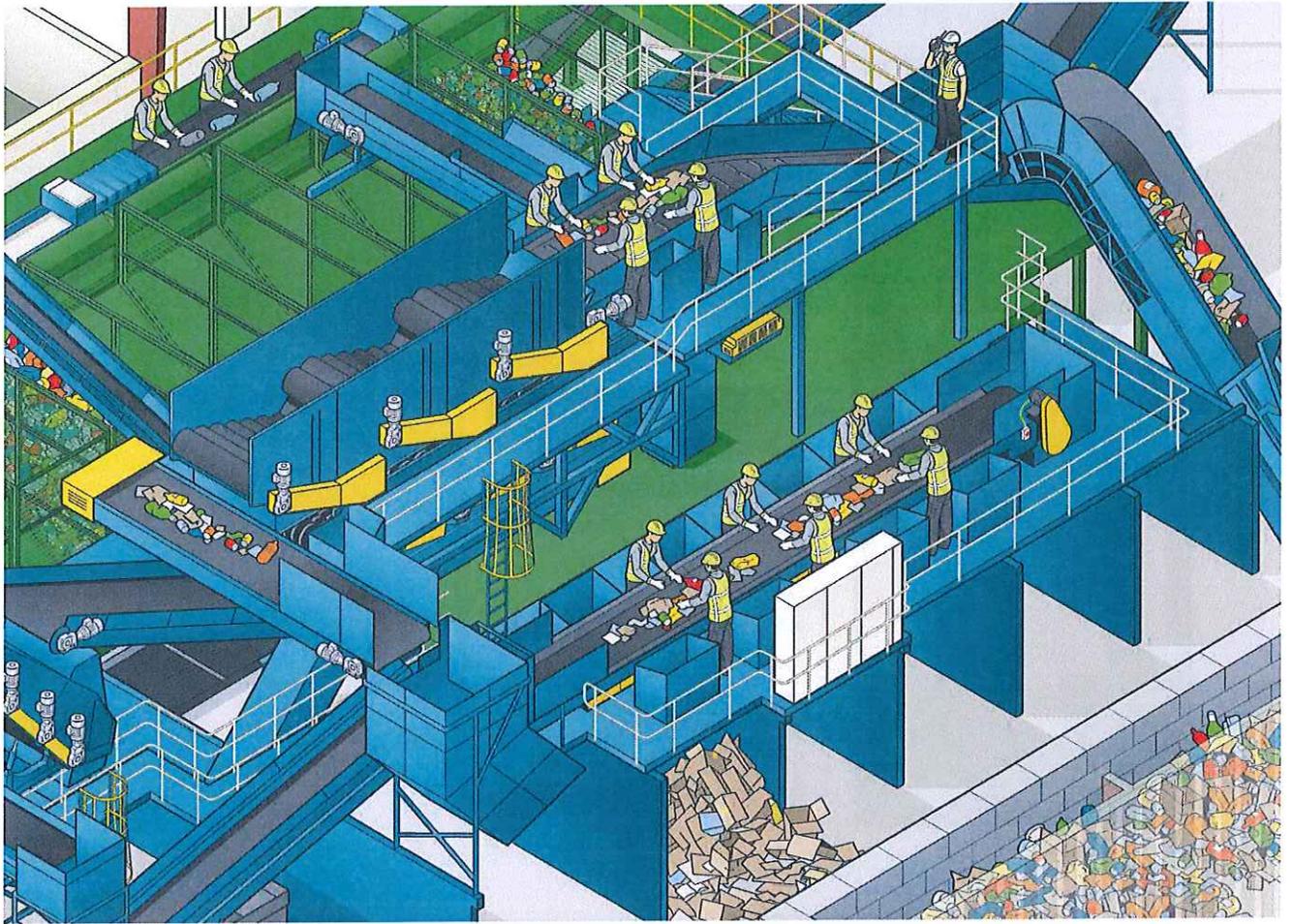


Virtual Tours

In the current educational environment, not every school has the funding to organize a field trip to our facilities. Therefore, in addition to facility tours, we are currently creating a virtual tour experience, which would involve: i) An interactive MRF with the ability to highlight the specific routes of recyclables streams and recovered commodities by video of the equipment; ii) live video of the MRF from many different angles; and iii) an educational plan and content to help reinforce the mechanics and benefits of recycling. All of which would be packaged to help provide a virtual experience of a MRF visit.

This effort ties in with other wonderful ideas that ReCommunity and staff have discussed in the past two years. We ask you to refer to our Confidential Supplement for this information.

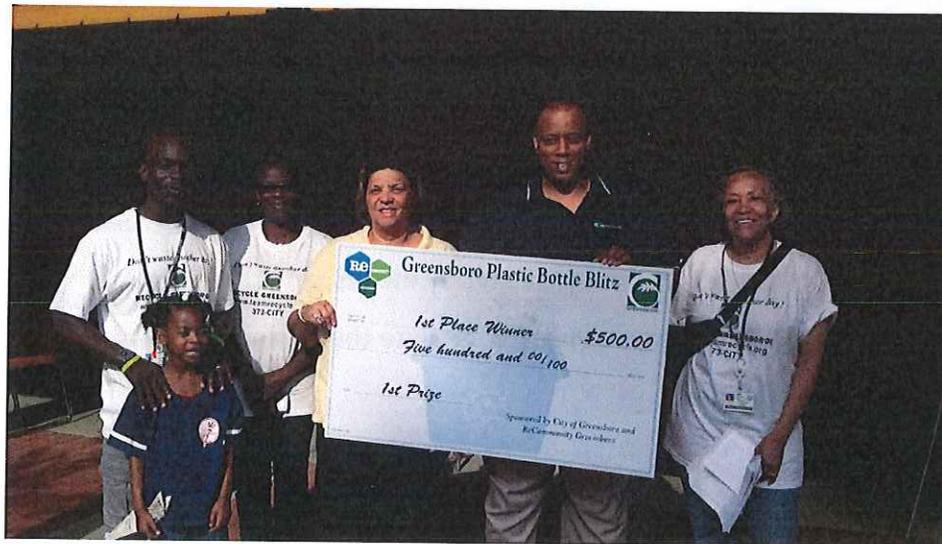
Interactive MRF



Public Competitions and Special Events

ReCommunity is proud to have sponsored many events and recycling competitions over the past year. These include Grand Opening ceremonies, Earth Day events, and recycling competitions. Competitions and events are a great way to catalyze the community, and increase recycling awareness and education.

In addition to traditional recycling competitions at elementary schools and colleges, ReCommunity helped sponsor the 1st Annual Plastic Bottle Blitz in Greensboro, NC, which helped collect over 50,000 bottles and helped bring thousands of people together for Earth Day. ReCommunity sponsored the prizes and provided giveaways to help promote recycling.



Market Labs

As part of ReCommunity’s commitment to innovation, we are deploying/testing “next-generation market-based initiatives” intended to; i) meaningfully increase recycling diversion rates, ii) build awareness of our community-centric brand, iii) assess the (ROI) economics associated with these various initiatives – help prioritize initiatives in this and future markets, and iv) position our customers who participate in our laboratory as innovation leaders defining the future of best practices in resource recovery. The goal of ReCommunity’s market laboratories (“market labs”) is to work in partnership with selected ReCommunity partners to develop and test next generation programs to increase recycling participation rates, increase tonnage, strengthen community relationships, and develop new system-based solutions.

Some of the potential market lab programs are;

- **Developing next-generation recycling carts**
- **Branded partnerships with strategic community retailers**
- **Branded reusable recycling bags**
- **Next-generation education programs beyond mentioned above**
- **Marketing campaigns**
- **Grant programs**

ReCommunity is happy to explore these in further detail, but due to the proprietary nature of these ideas, we prefer to discuss in person.



Because of the way the curbside collection program has evolved in Greensboro, the trash carts are green while the recycling carts are brown. We've all agreed that switching the purposes of the carts, while tying 'green' to recycling, would create chaos among residents, not to mention some interesting looking material at the MRF. ReCommunity has some very creative ideas on how to turn your brown recycling carts into a dynamic marketing program to increase participation. Please see the attached Confidential supplement to our proposal for more ideas specific to the City of Greensboro's recycling programs.

Marketing Campaigns

In addition to the innovative "market labs" PR campaigns, ReCommunity has a great public relations team that is dedicated to seeking and securing positive press in each community. ReCommunity prides itself on long-term partnerships, and in order to be a great partner, it is our shared responsibility to help cultivate positive press for the community. If desired, ReCommunity will work in unison with our community partners and community brand (see below), to help unlock creative stories and events that will build a buzz around the success of the community recycling effort.



We look forward to exploring a wide variety of options with the City as to how we can best aid in driving the education program and increasing recyclables diversion and capture.

Other MRF Operational Concerns

MRF Emergency Management Plan

ReCommunity will develop an Emergency Management Plan to assist the City and ReCommunity personnel in fulfilling the responsibility of providing services in the event of an emergency. While primarily designed for response to a hurricane, the plan can also be used in other emergency situations such as fire, explosion, civil disturbance, tornado, lightning storm or hazardous substance spills. These are just a few examples. However, there are factors that could cause the emergency management plan to be activated.

The Plan includes general procedures as well as specific procedures to be followed at the ReCommunity MRF. The on-site manager, maintenance manager, operational supervisors, and scale operator are to be thoroughly familiar with the Emergency Management Plan. In the event of a real emergency, it will be everyone's responsibility to act according to outlined procedures.

Emergency Management, by its very nature, is a dynamic process and the Plan will be updated to correct problems or take advantage of new technology, equipment or ideas.

Reporting

Operationally, we prepare daily and monthly reports to record the productivity results of the processing equipment. The information gathered provides local management with information to guarantee tons delivered by the City are processed efficiently. All records used to prepare the monthly and annual reports are described below in record keeping procedures. On a daily basis the City will be provided ticket copies and a time in time out report. Monthly the City will be provided a monthly tonnage report with a commodity report to show current markets.

The local plant maintains the records of the daily operations and transmits summary and detailed reports to the corporate office on a daily basis. All information is logged and reported daily to management using ELEMOS, a system built specifically for the recycling industry. This daily reporting and review by management allows us to better manage the business and deal with any deviations from plan as they happen.

When the actual tonnage are updated in the daily operating record, variance of actual work hours and output are reviewed by the Regional Manager and the Plant Manager for that day. Through these daily reports product tons and bales are predicted by the actual tons of inbound material and the forecast. Daily and monthly physical inventory counts complement the daily operating report to ensure inventory accuracy and to schedule shipments.

All accounting is done in compliance with GAAP and we have engaged the national firm of McGladrey & Pullen, LLP as auditors.

Commodity Marketing

Managing Commodity Markets and Risk

The years 2008-2009 proved to be the most volatile period in the history of recycling. From the October 2008 to January 2009, market commodity values dropped by 80%. Recyclables streams which once received a tip payment now exacted a tip fee, and so the recycling industry was turned on its head. Unlike some others in the industry, ReCommunity honored its commitments and obligations to its municipal partners. Because of our quality reputation and long-term outbound customer relationships, we were able to maintain movement and sale of all commodities produced during this historically unprecedented industry upheaval. ReCommunity has developed strategies to reduce the volatility while maximizing revenue over the long-term. While many of these strategies are in flux as domestic paper industries go through a consolidation and other market buyers adjust their deals to reflect the current economic conditions, these strategies continue to be goals of ReCommunity.

ReCommunity's main source of revenue is from the sale of recycled commodities on the secondary materials market. The ability to market commodities is a challenge that clearly separates the performance level of ReCommunity from average MRF operators. ReCommunity prides itself on its marketing history and marketing strategies. As we are all aware, commodity revenue is the area of the highest volatility in the economics of MRF operations.

But commodity market success is not measured in highest dollar value at any given time. It is measured in highest dollar value on average, spread over all market conditions, ability to move product when markets are tight, recovery and production of the highest value commodities at maximum yield, product quality that meets market specifications, and does not incur downgrades.

ReCommunity's market strategy is to lock up certain streams of outgoing materials under long-term supply contracts with indexed pricing and floor prices. A modest amount of material is left to be sold on the open market. The contracts are set for a certain period of time and a predetermined volume. Contracts are sometimes written to cover more than one of our facilities. We have been able to enter into these contracts primarily on our reputation of providing consistent, high-quality material from our MRF locations and our willingness to offer win-win partnerships to our mill buyers. We consider the long-term maximum benefit when we create a marketing plan.

City can be confident that ReCommunity has the ability to move materials in all market cycles. We have lived through several cycles of the commodities markets and understand that "what goes up, will come down." In 2008-09, when markets were depressed, our commodities team managed to move every ton of product we recovered. ReCommunity turned away not one regular inbound customer during the downturn; nor did we close any of our facilities. This is due in large part to our mill relationships, which put us at the top of the buyer's list when the cycle has revolved into a buyer's market. High revenue is important, but movement of material



is critical. With ReCommunity, you can be sure that your recyclables will be received, processed, and marketed in every situation.

Our mill relationships are built on years of selling the recyclable commodities that our MRFs generate. Our growing volume of over 1.8 million tons of recyclables marketed each year gives ReCommunity a commanding presence in the commodities market. Among the companies we have supplied and will utilize in our ReCommunity Greensboro MRF project:

News paper

- Sonoco, Hartsville, SC
- SP Newsprint, Dublin, GA
- Abitibi Bowater, Augusta, GA
- American Chung Nam City of Industry, CA
- US Green Fiber, Tampa, FL

Mixed paper

- Pratt Industries, Conyers, GA
- Sonoco Products, Hartsville, SC
- American Chung Nam, City of Industry, CA

Corrugated Cardboard

- International Paper, Memphis TN
- Pratt
- RockTenn
- American Chung Nam City of Industry, CA
- Solvay Paperboard, Syracuse, NY

Aseptic/ gable top containers

- Storelli Recycling, Ft. Lauderdale, FL
- American Chung Nam, City of Industry, CA

Aluminum Can

- Anheuser-Busch InBev, St. Louis, MO
- Wise Metals, Linthicom, MD

Steel cans

- AMG Resources, Pittsburgh, PA
- Pacific West Recycling, Manhattan Beach, CA
- Tube City, Pittsburgh, PA



PET Plastic

- Mohawk Industries Summerville, GA
- Evergreen Plastics Clyde, OH
- Clean Tech, Inc. Dundee, MI
- ClearPath, Fayetteville, NC
- NURRC, Spartanburg, SC
- Ultra PET Albany, NY
- Marglen Industries Rome, GA

HDPE Plastic

- Envision Plastics, Reidsville, NC
- KW Plastics, Troy, ALGraham Recycling, York, PA
- Clean Tech, Inc., Dundee, MI

Mixed Plastic & Rigid

- Blue Ridge Plastics Eden, NC
- Universal Commodity Services, Inc. Brooklyn, NY
- Clean Tech, Inc. Dundee, MI

Other materials

- Strategic Materials, Inc., Raleigh, NC
- Reflective Recycling, Wilson, NC
- Owens-Illinois, Toledo, OH
- St. Gobain Containers, Muncie, IN

Shipping Logistics, Reporting, and Accounting

All the accounting and marketing functions are done out of the ReCommunity corporate offices in Charlotte, NC. The facility is responsible for receiving, inspecting and processing the materials to the grade specified by the commodities marketing department. In most cases where the material is not shipped FOB sellers dock, he/ she may be responsible for assisting in arranging the transportation of the finished products. The Commodities Marketing department coordinates and directs all the movement of processed material. The facility manager is also the normal daily contact with the local municipality on the daily working within the stated contract. Any deviations or contractual changes are negotiated by the Regional Manager and approved by the President of ReCommunity.

The local plant maintains the records of the daily processing statistics and keeps detailed reports for the corporate office review. Our centralized information technology system makes it possible for detailed information to be shared between the plant and the corporate office without inconvenience. Through these daily reports and continual forecasts, the marketing department keeps ahead of what material is ready to be shipped to market. There is also daily phone contact with all the plants to discuss and arrange material shipments based on contractual market orders and the specific plant inventories. Each Wednesday, a load-out schedule is completed by ReCommunity project the shipment schedule for the all produced recyclable material grades. This projection is made by correlating the average amount of bales processed per day by the MRF for each commodity with the amount of incoming commodities. The appropriate days are created in the scale system on the schedule which is viewed by the commodities department.

According to the inventory levels of product reported by the plants, staff at our corporate office creates work orders through our computerized accounting system. Staff contact our mill buyer and, usually according to preexisting pricing and shipping terms, create the work order that controls one load of recyclable commodity to be shipped. Work orders represent the coordination of the buyer, our corporate office, and the plant that creates the product.

Each work order can be tracked at any time by ReCommunity management. It logs the buyer, shipper, and ReCommunity MRF along with agreed upon price, shipping terms, and financial terms. Through this system, material is moved in a timely manner, the loads shipped are tracked, and the terms are clear.

The shipper arrives at the plant, and typically is loaded upon arrival. There are certain commodities for which trailers are staged at the plant. The trailers are pre-loaded, and the shipper swaps and empty trailer for the full. The load is weighed across the plant scale and the ticket and the work order are connected by the work order number. The work order number

becomes the control between the mill, the shipper, ReCommunity's accounting system, and our plant.

The scale system assigns a bill of lading for all outbound shipments. One copy of the BOL goes to the driver and is stored at the plant. The BOL reflects all pertinent information relating to the shipment (commodity, grade/ form, weight, carrier, destinations, date, terms, internal control number, and the driver signatures). The BOL copy is used for inventory control purposes and allows ReCommunity to accurately track the flow of materials.

An invoice is created by ReCommunity based on our weight at the MRF scale and sent to the mill. The invoice contains the work order number.

Shipment is made to the mill buyer, and the load is weighed by the mill. The load is inspected and accepted at the mill. When the invoice arrives, the weight is revised according to the mill weight and the mill pays ReCommunity for the load. ReCommunity revises our receivable upon collection of the payment, and the work order is closed.

Second to reliability, high floor prices will support our financial position when commodity prices fall. This is important to City because when markets are tight, prices fall. Strong relationships and secure pricing will support our financial commitment to the City. This floor price is not to be accepted without adequate planning. While it may be easy to provide in good markets, it was not long ago that the industry witnessed market valuations for residential recyclables that approached all time lows. In times like these our financial strength allows us to meet our commodity market contracts and will support our commitments.

Our mill relationships are built on years of selling the recyclable commodities that our MRFs generate. Our growing volume, which exceeds 1.8 million tons of recyclables marketed each year, gives ReCommunity a commanding presence in the commodities marketplace.

ReCommunity will contract with mill buyers that provide us with floor pricing that support our pricing proposal to the City. While some commodity markets, namely fiber mills, have shown

willingness to lock up volume with pricing guarantees over several years, metals and plastics buyers have been less inclined. Still, ReCommunity has pushed the envelope in these markets to lengthen and improve their pricing commitments in order that we can pass that benefit along to our municipal customers in the way of more secure, predictable pricing.

- We have earned a reputation for integrity in the industry. Mill buyers trust ReCommunity to deliver on our promises.
- We have a large and growing volume of material to market (over 1,800,000 tons per year).
- ReCommunity has been in this business for two decades, and we have gained knowledge and insight into the mills' unique needs for quality, risk aversion, and terms that serve their economic needs as well as ours.

Export markets

While the recycling industry in the U.S. was originally a domestic affair, the presence of foreign markets has grown very quickly. ReCommunity exports a large portion of our recyclables, primarily fiber and plastics. We have established relationships with buyers in many overseas markets:

- Canada
- Mexico
- China
- Indonesia
- South Korea
- Columbia
- Brazil

Domestic Market Development

Despite our movement of material to export markets, we have continued to work closely with our domestic buyers. The export market is more volatile than the domestic market. It is certainly exposed to risks that the domestic marketplace is not, including wars, interruption to overseas traffic, lack of cargo containers, political disputes, currency exchange movements, etc. Country-specific export markets are dependent on economies that are not as stable as the U.S.

and Canadian economies. And so for these reasons, we will never abandon our domestic buyers. The following are examples of our support of domestic mills:

- SP Newsprint/SP Recycling in Dublin, GA ReCommunity supplies SP from various MRFs in the southeast.
- Abitibi-Bowater in Augusta GA and Calhoun, TN. ReCommunity supplies ONP to these A-B locations.
- Solvay Paperboard (RockTenn). ReCommunity supported Solvay in the development of their Syracuse, NY mill by committing tonnage of OCC to the mill before it was built.
- Envision and Mohawk . ReCommunity has long-term supply agreements for recyclable plastic with each of these American-based firms.

Relationship to Mills

Understanding our mill buyer's needs for quality feedstock, reliability of supply, etc. is critical to the continued development of commodity marketing. Maintaining open communication lines with mill buyers is priceless. ReCommunity has been maintaining this kind of dialogue for almost two decades, and we continue to understand that the markets are dynamic, requiring an on-going dialogue.

We also understand that to earn the benefits of stable, long-term relationships, the financial terms under which we do business must be win-win arrangements with the mills. Of course, negotiations on price with competition for tonnage between mills are part of our regular marketing effort. But the art of marketing for the long haul demands that we make deals that work for both parties.

While ReCommunity's marketing efforts accomplish all this, we maintain an arm's length relationship with our buyers. There are no special relationships with our buyers. There are no financial arrangements with buyers outside of our sale of commodities to them. For example,



mills do not finance ReCommunity's facilities. All capital is generated within the company's own financing ability.



FCR Greensboro, LLC., d/b/a “ReCommunity”, is a wholly owned subsidiary of RE Community Holdings II, Inc., which is a privately held organization (formally organized under RE Community Holdings, LP. Our financial strength is apparent by reviewing our ownership group (@ www.ReCommunity.com) and our financial statements.

Its annual reports and/or financial statements contain business proprietary information and are trade secrets, and as such are protected under Section 132-1.2 of the North Carolina General Statutes. Nonetheless, we make such records available for review by the City to enable it to fully evaluate the response to the solicitation. Please see the separately bound statement of Financial Stability. We ask the City to keep this information in the strictest confidence.

We have provided a copy of the latest audited financial statements of RE Community Holdings LP., our parent company.

We are not a publicly traded company and do not file with the SEC.



ReCommunity has financial resources committed to capital growth projects. While we have many financing projects open to us for this roughly \$4,000,000 capital project, we will plan to capitalize this out of current cash reserves.



Chapter 8 Implementation Schedule

ReCommunity currently operates and processes Recyclables from the City. As such, there is no implementation schedule. We are ready and able to receive and process Recyclables at any time. We do plan a major retrofit project at the MRF in the near future, but this will not interfere with delivery of Recyclables nor will it effect any negotiated terms.



Customer Service Procedures

ReCommunity owns and/or operates 36 facilities across the United States. We are committed to delivering great customer service while providing services to many communities. Our entire corporate management team is involved with each of our customers, and we are accessible and responsive to all questions and concerns. We pride ourselves on being more than a contractor to a municipal entity; we strive to be a recycling partner to all of our customers. Our central corporate Customer Service contact is located in Charlotte, NC and operations Monday thru Friday 8:00AM to 5:00PM at **704-697-2000**. All of our processing facilities have customer service representatives also who can be contacted locally to assist with any customer needs. All sales and service complaints will be directed to the Regional Business Development Manager who will address the nature of the complaint, then follow up with the municipal customer or entity with resolution. All financial needs will be directed to the Regional Controller who will research and provide the appropriate materials and or response. All operational complaints or conduct issues will be directed to the Regional Manager who will work with the facility Plant Manager to resolve the issue. All complaints are handle promptly "same day" if a call is received before 4pm. Complaints outside our scope of services will be directed to the appropriate municipal customer service center.

Other Contacts:

ReCommunity Greensboro

706 Patton Ave

Greensboro, NC 27406

Hours: Monday thru Friday 6:30am to 5:00pm

Tel: 336-272-9669/Fax: 336-272-9535

Admin/Scale: Vickie Bowe

Plant Manager: Timothy Driscroll

Regional Controller: *Joy Gibson*

Tel: 704-697-2017/Fax: 704-376-2942

Regional Business Development Manager: *Bill Leonidas*



Tel: 704-697-2025/Fax: 704-376-1625

Regional Manager: *Jerry White*

Tel: 336-314-9284/Fax: 336-272-9535

ReCommunity Corporate Office

809 West Hill St

Charlotte, NC 28112

Tel: 704-697-2000

You can also visit us on our website @ recommunity.com



Each proposer shall identify each case within the last five years where: (a) a civil, criminal, administrative, bankruptcy or other similar proceeding was filed or is pending, if such proceeding arises from or is related to a dispute concerning the proposer's rights, remedies or duties under a contract for the collection or disposal of solid waste; (b) a county, municipality or other entity terminated a written contract with the proposer concerning the management of solid waste; or (c) administrative fines, liquidated damages or other penalties were assessed or were deducted from the proposer's payments under a contract for the management of solid waste. For each case identified, the proposer must describe the basic facts concerning the case, the names and docket numbers of the parties, the name and location of the courts or the administrative venue and its current status.

The proposer has had no such cases.



May 24, 2012

Ms. Susan Crotts, Division Manager
City of Greensboro
P.O. Box 3136
Greensboro, NC 27402-3136

RE: City of Greensboro, NC
RFP #11-12
Processing and Marketing of Recovered Recycables

Dear Ms. Crotts:

On behalf, FCR Greensboro LLC and in response to the referenced RFP, we are writing this letter to serve as evidence that Berkley Regional Insurance Company is prepared to provide an Annual Performance Bond.

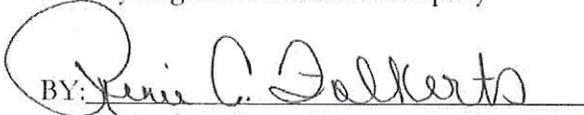
Berkley Regional Insurance Company hereby certifies its intent on behalf of FCR Greensboro LLC, to issue as security, an Annual Performance Bond in the amount of \$2,000,000.00 to be renewed annually.

In lieu of Qualification Form 4 – Performance Bond Form, please see the attached Annual Performance Bond that would be acceptable to execute should this work be awarded to FCR Greensboro LLC.

Berkley Regional Insurance Company is licensed to do business in North Carolina and carry an A.M. Best Rating of A+ (Superior).

We are happy to provide this recommendation and ask that you contact me direct, should have any questions or require additional information.

Berkley Regional Insurance Company

BY: 

Renée A. Folkerts, Attorney-In-Fact

ANNUAL PERFORMANCE BOND

Bond No. _____

KNOW ALL MEN BY THESE PRESENTS: THAT, _____, (hereinafter called Principal), and Berkley Regional Insurance Company, (hereinafter called Surety), are held and firmly bound unto _____, (hereinafter called Obligee), in the full and just penal sum of _____ & NO/100****(\$ _____ .00) Dollars to the payment of which sum, well and truly to be made, the said Principal and Surety bind themselves, and each of their heirs, administrators, executors, and assigns, jointly and severally, firmly by these presents.

WHEREAS, the above bounden Principal has entered into a certain written contract with the above mentioned Obligee for Processing and Marketing of Residential Recyclable Materials which contract is hereby referred to and made a part hereof as fully and to the same extent as if copied at length herein with annual renewal at Surety's discretion: and

NOW, THEREFORE, THE CONDITION OF THE ABOVE OBLIGATION IS SUCH, that if the above bounden Principal shall well and truly keep, do and perform, each and every, all and singular, the matters and things in said contract set forth and specified to be by the said Principal kept, done and performed, at the time and in the manner in said contract specified during the term of this bond, and shall pay over, and make good and reimburse to the above named Obligee; all loss and damage which said Obligee may sustain by reason of failure or default on the part of Principal, then this obligation shall be void, otherwise, to be and remain in full force and effect.

PROVIDED, however, that this bond is subject to the following conditions and provisions:

1. This bond is for the term beginning _____ and ending _____.
2. In the event of a default by the Principal in the performance of the contract during the term of this bond, the Surety shall be liable only for the loss to the Obligee due to actual excess cost of the contract up to the termination of this bond. The Surety, after investigation, shall with reasonable promptness determine the amount for which it may be liable to the Owner as soon as practicable after the amount is determined, tender payment therefore to the Owner, or find an acceptable principal to complete the contract. This bond does not provide coverage to any indirect loss or costs incurred by the Obligee including, but not limited to legal fees, court costs, expert fees or interest.
3. No claim, action, suit or proceeding, except as hereinafter set forth, shall be had or maintained against the Surety on this instrument unless same be brought or instituted and process served upon the Surety within six months after the expiration of the stated term of this bond.
4. Neither non-renewal by the Surety, nor failure, nor inability of the Principal to file a replacement bond shall constitute loss to the Obligee recoverable under this bond, notwithstanding any language in the contract to the contrary.
5. The bond may be extended for an additional year at the option of the Surety, by Continuation Certificate executed by the Surety.
6. This bond shall not be cumulative. Under no circumstances shall the Surety's liability exceed the penal sum stated herein.
7. No right of action shall accrue on this bond to or for the use of any person, entity or corporation other than the Obligee named herein and this bond cannot be assigned to any other party without the written consent of the Surety.

Signed, sealed and dated this _____ day of _____, 2012.

Berkley Regional Insurance Company

BY: _____

BY: _____

Rence A. Folkerts, Attorney-In-Fact



Chapter 12: Insurance Requirement

ReCommunity can meet the insurance requirements of the RFP and as further clarified in Addendum 1. Attached is a bond certificate as evidence of this ability.



CERTIFICATE OF LIABILITY INSURANCE

3/1/2013

DATE (MM/DD/YYYY)

4/20/2012

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

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

PRODUCER Lockton Companies, LLC-1 St. Louis Three City Place Drive, Suite 900 St. Louis MO 63141-7081 (314) 432-0500	CONTACT NAME:	
	PHONE (A/C, No, Ext):	FAX (A/C, No):
	E-MAIL ADDRESS:	
	INSURER(S) AFFORDING COVERAGE	
	INSURER A : Liberty Mutual Fire Insurance Company	NAIC # 23035
	INSURER B : Commerce and Industry Insurance Company	19410
	INSURER C : Steadfast Insurance Company	26387
	INSURER D : Liberty Insurance Corporation	42404
	INSURER E :	
	INSURER F :	

COVERAGES RECCO 23845 CERTIFICATE NUMBER: 11760652 REVISION NUMBER: XXXXXXXX

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

INSR LTR	TYPE OF INSURANCE	ADDL INSR	SUBR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS
A	GENERAL LIABILITY <input checked="" type="checkbox"/> COMMERCIAL GENERAL LIABILITY <input type="checkbox"/> CLAIMS-MADE <input checked="" type="checkbox"/> OCCUR	N	N	TB2-641-443807-042	3/1/2012	3/1/2013	EACH OCCURRENCE \$ 1,000,000 DAMAGE TO RENTED PREMISES (Ea occurrence) \$ 300,000 MED EXP (Any one person) \$ 5,000 PERSONAL & ADV INJURY \$ 1,000,000 GENERAL AGGREGATE \$ 2,000,000 PRODUCTS - COMP/OP AGG \$ 2,000,000 \$
A	AUTOMOBILE LIABILITY <input checked="" type="checkbox"/> ANY AUTO <input type="checkbox"/> ALL OWNED AUTOS <input type="checkbox"/> HIRED AUTOS <input type="checkbox"/> SCHEDULED AUTOS <input type="checkbox"/> NON-OWNED AUTOS	N	N	AS2641443807032	3/1/2012	3/1/2013	COMBINED SINGLE LIMIT (Ea accident) \$ 1,000,000 BODILY INJURY (Per person) \$ XXXXXXXX BODILY INJURY (Per accident) \$ XXXXXXXX PROPERTY DAMAGE (Per accident) \$ XXXXXXXX \$ XXXXXXXX
B	<input checked="" type="checkbox"/> UMBRELLA LIAB <input checked="" type="checkbox"/> OCCUR <input type="checkbox"/> EXCESS LIAB <input type="checkbox"/> CLAIMS-MADE DED <input checked="" type="checkbox"/> RETENTION \$ 10,000	N	N	BE 3298598	3/1/2012	3/1/2013	EACH OCCURRENCE \$ 10,000,000 AGGREGATE \$ 10,000,000 \$ XXXXXXXX
D	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH) If yes, describe under DESCRIPTION OF OPERATIONS below	N/A	N	WC7-641-443807-012 (W1) WA7-64D-443807-022 (AOS)	3/1/2012 3/1/2012	3/1/2013 3/1/2013	<input checked="" type="checkbox"/> WC STATUTORY LIMITS <input type="checkbox"/> OTHER E.L. EACH ACCIDENT \$ 1,000,000 E.L. DISEASE - EA EMPLOYEE \$ 1,000,000 E.L. DISEASE - POLICY LIMIT \$ 1,000,000
C	Pollution	N	N	EPC4756156-00	3/1/2012	3/1/2013	Limit: \$10,000,000 per occurrence.

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (Attach ACORD 101, Additional Remarks Schedule, if more space is required)
REQUEST FOR PROPOSALS # 08-12 FOR MUNICIPAL SOLID WASTE MANAGEMENT SERVICES FOR THE CITY OF GREENSBORO, NC.

CERTIFICATE HOLDER

CANCELLATION

11760652
CITY OF GREENSBORO
CENTRALIZED CONTRACTING
P.O. BOX 3136
GREENSBORO NC 27402-3136

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

AUTHORIZED REPRESENTATIVE





Chapter 13: Criminal Convictions/ Environmental Violations

Proposers must provide a summary of any criminal convictions of the company, owners, and/or officers related to the services being offered, within the last ten (10) years. The City may disqualify a proposer on the basis of past criminal convictions when those convictions related to dishonesty, antitrust violations, or unfair competition. Proposers must provide a summary of any environmental violations, including enforcement cases initiated by environmental agencies that have occurred or have been alleged in the last five years.

FCR Greensboro, LLC, d/b/a ReCommunity, has never had any criminal convictions of the company, owners, or officers. As to environmental violations, an affiliate of FCR Greensboro, LLC - Resource Recovery Systems, LLC- was operating a materials recycling facility in Sarasota, Florida under an expired NEX and was fined for operating without proper permit coverage. The violation was resolved as of July 15, 2011.

QUALIFICATION FORM 5
NON-COLLUSION AFFIDAVIT OF PROPOSER

STATE OF North Carolina

)SS

COUNTY OF Mecklenburg

→ Sean P. Duffy, being duly sworn, deposes and says that:

1. He/She is President + COO of RCR Greensboro, LLC d/w/4 ReCommunity, the proposer that has submitted the attached proposal;
2. He/She is fully informed respecting the preparation and contents of the attached proposal and of all pertinent circumstances respecting such proposal;
3. Such proposal is genuine and is not a collusive or sham proposal;
4. Neither said proposer nor any of its officers, partners, owners, agents, representatives, employees, or parties in interest, including this affiant, has in any way colluded, connived, or agreed, directly or indirectly, with any other proposer, firm or person to submit a collusive or sham proposal in connection with the Contract for which the attached proposal has been submitted or to refrain from proposing in connection with such Contract, or has in any manner, directly or indirectly, sought by agreement or collusion or communication or conference with any other proposer, firm, or person to fix the price or prices in the attached RFP, or of any other proposer, or to fix any overhead, profit or cost element of the proposal or the response of any other proposer, or to secure through any collusion, connivance, or unlawful agreement any advantage against the City of Greensboro, North Carolina or any person interested in the proposed Contract; and
5. The cost proposals in the attached RFP are fair and proper and are not tainted by any collusion, conspiracy, connivance, or unlawful agreement on the part of the proposer or any of its agents, representatives, owners, employees, or parties in interest, including this affiant.

Sean P. Duffy
(Signed)
President + COO
(Title)

Subscribed and sworn to before me this 18 day of May, 2012

Stephanie Lynne Carr

Notary Public, State of North Carolina
My Commission Expires: Nov. 21, 2014

ORIGINAL



Proposers shall list and describe any relationships – professional, financial or otherwise – that it may have with the City, its elected or appointed officials, its employees or agents, or any of its agencies or component units during the past five (5) years, together with a statement explaining why such relationships do not constitute a conflict of interest relative to performing the services sought in the RFP. Additionally, the proposer shall give the City written notice of any other relationships – professional, financial or otherwise – that it enters into with the City, its elected or appointed officials, its employees or agents, or any of its agencies or component units before the Contract is executed.

FCR Greensboro, LLC, d/b/a ReCommunity, began a contractual relationship with the City of Greensboro in August of 1992 when it signed a contract with the City to operate the materials recycling facility located in Greensboro. The contract is still in effect. We don't believe it's a conflict with the services under this RFP because they are separate and independent services.

**QUALIFICATION FORM 6
DRUG-FREE WORKPLACE**

The undersigned vendor (firm) hereby certifies that

FCR Greensboro LLC does:
Alta ReCommunity (Name of Company)

1. Publish a statement notifying employees that the unlawful manufacturing, 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 violations of such prohibition.
2. Inform employees about the dangers of drug abuse in the work place, 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 contractual services that are under bid a copy of the statement specified in subsection (1).
4. In the statement specified in subsection (1), notify the employee that, as a condition of working on the contractual services that are under bid, the employee will abide by the terms of the statement and will notify the employer of any conviction of, or plea of guilty or nolo contendere to, any violation of Chapter 893 or of any controlled substance law of the United States or any state, for a 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 a drug abuse assistance or rehabilitation program if such is available in the employee's community, by any employee who is so 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 the statement, I certify that this firm complies fully with the above requirements.

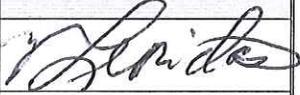
Sam P. Dwyer
Proposer's Signature

Date: May 18, 2012

ORIGINAL

QUALIFICATION FORM 7
ACKNOWLEDGEMENT OF ADDENDA

The proposer hereby acknowledges the receipt of the following addenda, which were issued by the City and incorporated into and made part of this RFP. The proposer acknowledges that it has the sole duty to make itself aware of, and to be in receipt of, all addenda.

ADDENDUM NUMBER	DATE RECEIVED	PRINT NAME	TITLE	SIGNATURE
1	5-18-12	W. Leonidas	Bus. Dev. Mgr.	

ORIGINAL



PRICE FORM 1 - REVISED
MARKETING FEE

Section 1: Processing Fee or Credit

The Contractor may choose to offer either a processing fee, a processing credit, or neither of the two. A processing fee is the amount per ton that the City will pay to the Contractor for every City-ton delivered to the materials recovery facility. A processing credit is the amount per ton that the Contractor will pay to the City for every City-ton delivered to the materials recovery facility.

Please specify the Processing Fee or Credit in the table below. If the Contractor does not wish to offer a Processing Fee or Credit, please leave the table blank:

Please specify if the Contractor will offer a Processing Fee or Processing Credit: Credit
Write either "Processing Fee" or "Processing Credit" here

ReCommunity proposes 3 different options to the City for Residential Single Stream and Commercial Mix. The City can choose one of the 3 options upon which to contract for the Term. The options are covered in Section 1 and Section 4 of the Price Form 1, Marketing Fee. ReCommunity proposes one option for the "ABC" Glass Stream.

OPTION 1

Monthly Tonnage Range	per Ton Delivered to the Materials Recovery Facility
1,200 up to 2,200 Tons	<u>\$10.00 per Ton or Greater</u>
2,201 up to 2,600 Tons	<u>\$10.00 per Ton or Greater</u>
2,601 up to 3,000 Tons	<u>\$10.00 per Ton or Greater</u>
3,001 up to 3,400 Tons	<u>\$10.00 per Ton or Greater</u>

Please specify the Contractor's preferred adjustment method for processing fee or processing credit.

- Frequency no changes
- Index none
- Percentage of Preferred Index none

OPTION 2

Monthly Tonnage Range	per Ton Delivered to the Materials Recovery Facility
1,200 up to 2,200 Tons	<u>\$17.00 per Ton or Greater</u>
2,201 up to 2,600 Tons	<u>\$17.00 per Ton or Greater</u>
2,601 up to 3,000 Tons	<u>\$17.00 per Ton or Greater</u>
3,001 up to 3,400 Tons	<u>\$17.00 per Ton or Greater</u>

Please specify the Contractor's preferred adjustment method for processing fee or processing credit.

- Frequency no changes
- Index none

Percentage of Preferred Index none



OPTION 3

Monthly Tonnage Range	per Ton Delivered to the Materials Recovery Facility
1,200 up to 2,200 Tons	<u>\$29.00 per Ton Fixed Price</u>
2,201 up to 2,600 Tons	<u>\$30.00 per Ton Fixed Price</u>
2,601 up to 3,000 Tons	<u>\$31.00 per Ton Fixed Price</u>
3,001 up to 3,400 Tons	<u>\$31.00 per Ton Fixed Price</u>

Please specify the Contractor's preferred adjustment method for processing fee or processing credit.

- Frequency no changes
- Index none
- Percentage of Preferred Index none

Section 2: Proposed Contract Term

Article I of the Contract Principles identifies a range for the contract term. Please specify the desired contract term and explain whether the proposed term represents the minimum duration for which the offered pricing structure is valid.

Proposed Contract Term: 10 years

Explanation: ReCommunity agrees to have a bi-annual review of commodity markets, innovations in recycling marketing and education, City quality and recovery levels, and technology to insure the City's recycling program is evolving with the best practices in the recycling industry.

ReCommunity is willing to discuss a different length of term with the City of Greensboro.

If additional space is required, please attach an additional page to this form.

Section 3: Other Charges to be Paid by the City to the Contractor

Please describe any other charges the City will pay the Contractor. These other charges would be in addition to any Processing Fee or Credit described in Section 1 above.

Other Charges description:

No charges to the City are proposed. ReCommunity will accept responsibility for all residue disposal costs.

If additional space is required to describe other charges, please attach an additional page to this form.



Section 4: Other Payments to be Paid by the Contractor to the City

Please describe any other payments to the City by the Contractor. These other payments would be in addition to any payments described above and could include revenue sharing, host fee or other incentive(s) offered by the Contractor.

Other Payments description:

ReCommunity proposes 3 different options to the City. The City can choose one of the 3 options upon which to contract for the Term. The options are covered in Section 1 and Section 4 of the Price Form 1, Marketing Fee.

OPTION 1

Monthly Tonnage Range	Floor Price guaranteed to City	Threshold	Revenue Share %
1,200 up to 2,200 Tons	\$10.00 per Ton	\$72.00 per Ton	80 %
2,201 up to 2,600 Tons	\$10.00 per Ton	\$68.00 per Ton	80 %
2,601 up to 3,000 Tons	\$10.00 per Ton	\$67.00 per Ton	80 %
3,001 up to 3,400 Tons	\$10.00 per Ton	\$66.00 per Ton	80 %

Please specify the Contractor's preferred adjustment method for processing fee or processing credit.

- Frequency no changes
- Index The Threshold values will change annually according to the following: CPI change * \$50.00/ton. This will be added to the current Threshold value. For example, if the CPI changes by a positive 1% in the first Contract Year, the Threshold for Year 2 in the 1200-2200 Ton range, will equal

$$\$72.00 + 1\% * \$50.00 = \$72.50.$$
- Percentage of Preferred Index none

OPTION 2

Monthly Tonnage Range	Floor Price guaranteed to City	Threshold	Revenue Share %
1,200 up to 2,200 Tons	\$17.00 per Ton	\$75.00 per Ton	55 %
2,201 up to 2,600 Tons	\$17.00 per Ton	\$71.00 per Ton	55 %
2,601 up to 3,000 Tons	\$17.00 per Ton	\$68.00 per Ton	55 %
3,001 up to 3,400 Tons	\$17.00 per Ton	\$66.00 per Ton	55 %

Please specify the Contractor's preferred adjustment method for processing fee or processing credit.

- Frequency no changes
- Index The Threshold values will change annually according to the following: CPI change * \$50.00/ton. This will be added to the current Threshold value.
- Percentage of Preferred Index none

OPTION 3 Covered in Section1. To Repeat here:

Monthly Tonnage Range	per Ton Delivered to the Materials Recovery Facility
1,200 up to 2,200 Tons	<u>\$29.00 per Ton Fixed Payment No additional Revenue Share</u>
2,201 up to 2,600 Tons	<u>\$30.00 per Ton Fixed Payment No additional Revenue Share</u>
2,601 up to 3,000 Tons	<u>\$31.00 per Ton Fixed Payment No additional Revenue Share</u>
3,001 up to 3,400 Tons	<u>\$31.00 per Ton Fixed Payment No additional Revenue Share</u>

There is no Revenue share payment above the fixed tip payments applied to tons delivered to the ReCommunity MRF.

- Frequency no changes
- Index none
- Percentage of Preferred Index none

If additional space is required to describe other charges, please attach an additional page to this form.

Section 5: Sample Payment/Revenue Calculation

Using the pricing structure offered above, calculate below the value of a monthly invoice or payment to the City. For purposes of this calculation below, assume that the City-delivered tonnage for the month is 2,400 tons.

Determination of Tip Payment for the Contract Month, Example

ACR of \$125/ton and City generates 2400 tons in the month.

ReCommunity Tip Payment Option 1

City TPM Increments	Floor	Threshold \$/ton	Revenue Share %	Tip Pmt	Tons Applied	City Revenue
1200-2200	\$10.00	\$72.00	80%	\$42.40	2200	\$93,280.00
2201-2600	\$10.00	\$68.00	80%	\$45.60	200	\$9,120.00
2601-3000	\$10.00	\$67.00	80%	\$46.40		\$0.00
3001 and above	\$10.00	\$66.00	80%	\$47.20		\$0.00
Total Tip Payment Revenue to the City						\$102,400

ReCommunity Tip Payment Option 2

City TPM Increments	Floor	Threshold \$/ton	Revenue Share %	Tip Pmt	Tons Applied	City Revenue
1200-2200	\$17.00	\$75.00	55%	\$27.50	2200	\$60,500.00
2201-2600	\$17.00	\$71.00	55%	\$29.70	200	\$5,940.00
2601-3000	\$17.00	\$68.00	55%	\$31.35		\$0.00
3001 and above	\$17.00	\$66.00	55%	\$32.45		\$0.00
Total Tip Payment Revenue to the City						\$66,440

ReCommunity Tip Payment Option 3

City TPM Increments	Floor	Threshold \$/ton	Revenue Share %	Tip Pmt	Tons Applied	City Revenue
1200-2200	\$29.00	\$0.00	0%	\$29.00	2200	\$63,800.00
2201-2600	\$30.00	\$0.00	0%	\$30.00	200	\$6,000.00
2601-3000	\$31.00	\$0.00	0%	\$31.00		\$0.00
3001 and above	\$31.00	\$0.00	0%	\$31.00		\$0.00
Total Tip Payment Revenue to the City						\$69,800



ReCommunity has given the City a range of options on which to base your return for the contract term. In each case, the City is guaranteed a payment for city Recyclables delivered by the City to ReCommunity Greensboro. ReCommunity will calculate the ACR monthly. The difference between the ACR above the Threshold is shared at the Revenue Share %. ReCommunity has given the City a reward for increasing recyclable tonnage. For each rise in the tonnage increment, as defined in the City's RFP, the Floor Price, the Threshold, or both are improved for the City.

Option 1 guarantees a minimum (floor price) of \$10/ton payment to the City. No matter what happens to commodity markets, the City will be paid a minimum of \$10/ton. For the first 2200 tons delivered by the City in a contract month, the tip payment will be calculated by subtracting the Threshold of \$72/ton from the ACR, and the difference will be multiplied by 80%. For the next 600 tons delivered by the City in a contract month, the tip payment will be calculated by subtracting the Threshold of \$68/ton from the ACR, and the difference will be multiplied by 80%. For the next 600 tons delivered by the City in a contract month, the tip payment will be calculated by subtracting the Threshold of \$67/ton from the ACR, and the difference will be multiplied by 80%. For any tons delivered by the City above 3000 in a contract month, the tip payment will be calculated by subtracting the Threshold of \$66/ton from the ACR, and the difference will be multiplied by 80%. Tip Payment revenue for each TPM increment will be totaled to determine the City Revenue for the month.

Option 2 guarantees a minimum (floor price) of \$17/ton payment to the City. No matter what happens to commodity markets, the City will be paid a minimum of \$17/ton. For the first 2200 tons delivered by the City in a contract month, the tip payment will be calculated by subtracting the Threshold of \$75/ton from the ACR, and the difference will be multiplied by 55%. For the next 600 tons delivered by the City in a contract month, the tip payment will be calculated by subtracting the Threshold of \$71/ton from the ACR, and the difference will be multiplied by 55%. For the next 600 tons delivered by the City in a contract month, the tip payment will be calculated by subtracting the Threshold of \$68/ton from the ACR, and the difference will be multiplied by 55%. For any tons delivered by the City above 3000 in a contract month, the tip payment will be calculated by subtracting the Threshold of \$66/ton from the ACR, and the difference will be multiplied by 55%. Tip Payment revenue for each TPM increment will be totaled to determine the City Revenue for the month.

Option 3 guarantees the City a \$29/ton payment to the City for the first 2200 tons per month delivered. No matter what happens to commodity markets, the City will be paid \$29/ton. For the next 600 tons delivered by the City in a contract month, the City will be paid \$30/ton. For any tons delivered



by the City above 2600 in a contract month, the City will be paid \$31/ton. Tip Payment revenue for each TPM increment will be totaled to determine the City Revenue for the month.

Guaranteed Payment or Market Upside?

ReCommunity has given the City great options to choose from for this Contract. The City may choose Option 1, with the lowest guarantee but the highest upside market return. The City may choose Option 3, a guaranteed payment with no upside market return. And the City may choose the middle road, Option 2. In no case will the City pay ReCommunity a tip fee.

Recovery Incentive

We have also given the City an incentive to increase the recovery rate from the City's programs, particularly the residential curbside program. The City will enjoy better tip rate terms for greater volumes. We hope to return to our rewarding discussions with you about various marketing/education opportunities to improve the participation rate. And these terms deliver more value back to the City for reaching higher.

Calculations

For monthly pricing of Option 1 or Option 2 purposes, we will pre-determine the Product Mix for each Stream: Residential Single Stream and Commercial Mix. (ABC Glass is assumed to be shipped directly to market.) The Product mix will be determined by a sampling method. All output from the streams counts toward the product mix. The determination of the Product Mix method will be by mutual agreement with the City, including use of a 3rd party auditor if the City wishes to employ one.

The product mixes for each of the streams will be aggregated for purposes of determining the Average Commodity Revenue (ACR) for the City's monthly payment by using the historical weights of the 3 streams as delivered to our MRF: Residential Single Stream, Commercial Mix (Dirty OCC), and ABC Glass. Monthly calculation of the ACR will be based on the entire yields from the streams marketed at market prices and costs. For example, the fiber commodities values will be based on the Official Board Markets Yellow Sheet, Southeast region, 2nd issue of the month, high side of the range (for Options 1 and 2, of course). The benefit to the City is no "merchant" volumes will impact the City's Tip Payment revenue. If a particular merchant delivers lower value material to ReCommunity Greensboro's MRF, it will not change the City's Tip Payment revenue at all. In addition, the City's revenue is tied to commodity markets, not ReCommunity's marketing plan. This will make the ACR calculation, and by extension, the Tip Payment calculation, more transparent.



PRICE FORM 2
OTHER FINANCIAL INCENTIVES

If contractor proposes to provide other financial incentives to the City, describe below.

ReCommunity Greensboro, in addition to giving the City valuable return for your recyclables, described in Price Form 1, will continue to operate our MRF with the reliability you have come to expect for the past 15 years.

In addition, we have proposed to include valuable marketing/education services that promote our mutual interest-increasing participation and diversion from the landfill. The value of these human and other resources is calculable, but more important, you know that you have a partner that has no conflict of interest working with you to drive your program to new heights. The value will come from the results of our combined efforts.

In the RFP Municipal Solid Waste Management Services, ReCommunity has proposed to operate the City's MSW Transfer Station, and in doing that, to operate a first of its kind recovery operation at the Transfer Station. In this Proposal, we want you to know that we extend that offer whether we operate the Transfer Station itself or not. If the City chooses to continue to operate the Transfer Station, we will work with you at the site to recover recyclables as we described in the former Proposal. This service is performed without cost to the City, neither in Capital or Operating costs.

PRICE FORM 3
CERTIFICATION OF COST FORM

The Undersigned hereby certifies as follows:

1. That I, Sean P. Duffy, on behalf of FCR Greensboro LLC., d/b/a "ReCommunity" (PROPOSER) have personally and carefully examined the specifications and instructions for the work to be done for the City of Greensboro as set forth in this RFP, including the Contract Principles in Section 7 of this RFP.
2. That I, Sean P. Duffy, on behalf of FCR Greensboro LLC., d/b/a "ReCommunity" (PROPOSER) have made examination of the conditions in the City, the services applicable to the proposal, and all other relevant facts and circumstances, and fully understand the character of the work to be done for the City.
3. That, having made the necessary examination, the undersigned hereby proposes to furnish all materials, vehicles, equipment, storage and facilities, and to perform all labor and services which may be required to do said work upon the terms and conditions provided in the Contract, at the rates set forth on the Cost Forms that are attached hereto.

(See signature instructions below.)

PRICE FORM 3
CERTIFICATION OF COST FORM
(CONTINUED)

Dated this 18th day of May, 2012.

PROPOSER



President/Partner/Owner Signature
Sean P. Duffy

President/Partner/Owner Printed Name
Paula Calbrese

Secretary
FCR Greensboro LLC - d/b/a ReCommunity
Firm Name

The proposer is an Individual _____; Partnership X; Corporation _____; or other business entity _____; and is authorized to do business in the state of North Carolina

Signature Instructions:

If business is a CORPORATION, name of the corporation should be listed, in full and both president and secretary must sign the form, OR if one signature is permitted by corporation by-laws, a copy of the by-laws shall be furnished to the City as part of the proposal.

If business is a PARTNERSHIP, the full name of each partner should be listed followed by d/b/a (doing business as) and firm or trade name; any one partner may sign the form. If the business is an INDIVIDUAL PROPRIETORSHIP, the name of the owner should appear followed by d/b/a and name of the company.

If business is operating as any other business entity than listed above, the name(s) of the authorized representative(s) should be listed and the authorized representative(s) must sign the form. A copy of the appropriate documents evidencing legal binding authority to sign on behalf of the entity shall be furnished to the City as part of the proposal.

ORIGINAL