

1 **SECTION 5– PRICE FORMS**

2 **5.1 Introduction**

3 Proposers are required to complete the forms included in this section of the RFP. The forms included in this
4 section of the RFP shall be included as directed in Section 3 of this RFP. A proposer may be disqualified if its
5 forms are not completed fully and in compliance with the instructions contained herein.

PRICE FORM 1
BEST AND FINAL OFFER – 5 YEAR CONTRACT
FLOOR RATE WITH REVENUE SHARE BASED ON ACR PERFORMANCE

Section 1: Processing Credits Paid to the City for Tonnage Delivered to MRF

Monthly Tonnage Range	Floor Price Guaranteed to the City	Adjustment (Threshold) before Revenue Share	City Revenue Share %
1,200 up to 2,500 Tons	\$ 25.00__ per Ton	\$ 73.00__ per Ton	__80__%
2,501 up to 3,000 Tons	\$ 25.00__ per Ton	\$ 73.00__ per Ton	__80__%
Above 3,001 Tons	\$ 25.00__ per Ton	\$ 73.00__ per Ton	__80__%

Section 2: Other Credits Paid Directly to the City (Express as Per Ton Delivered to MRF)

Please provide an explanation of these credits assuming the delivery of 34,200 tons annually.

Education/Marketing \$__1.00__ per Ton

WM proposes a \$1.00 per Ton payment for every ton of recyclables received from the City of Greensboro. This money would be allocated for ongoing recycling education to improve volume (participation and yield) and reduce residue rates of the City of Greensboro recycling program.

Transportation \$_____ per Ton

See Transportation Alternative on last pricing page.

Other (Please Specify) _____ \$_____ per Ton

Please attach additional pages if necessary.

PRICE FORM 1
BEST AND FINAL OFFER – 5 YEAR CONTRACT
FLOOR RATE WITH REVENUE SHARE BASED ON ACR PERFORMANCE

(CONTINUED)

Section 3: Example Revenue Calculations

Please complete the following revenue calculation examples using your proposed pricing from Sections 1 and 2 above.

Example 1: City delivers 2,600 tons of recyclables this month; the ACR is \$45/ton

ACR Of \$45.00/ton	
ACR \$45.00	- \$73.00 = -\$28.00 X 80% = -\$22.40/Ton Rebate

In this case Waste Management will pay the City \$25.00/ton

Rebate (Per Month/Year)	
2600 tons/month	X \$25.00 = \$65,000/Month or \$780,000/Year
2600 tons/month	X \$1.00 Education = \$2,600/Month or \$31,200/Year

Example 2: City delivers 2,600 tons of recyclables next month; the ACR is \$155/ton

ACR of \$155/ton	
ACR \$155.00	- \$73.00 = \$82.00 x 80% = \$65.60/Ton Rebate

Rebate (Per Month/Year)	
2600 tons/Month	X \$65.60 = \$170,560/Month or \$2,046,720/Year
2600 tons/month	X \$1.00 Education = \$2,600/Month or \$31,200/Year

Please attach additional pages if necessary.

PRICE FORM 2
BEST AND FINAL OFFER – 5 YEAR CONTRACT
FIXED RATE WITH NO REVENUE SHARE

Section 1: Processing Credits Paid to the City for Tonnage Delivered to MRF			
Monthly Tonnage Range	ACR Range = \$1/Ton to \$80/Ton	ACR Range = \$81/Ton to \$140/Ton	ACR Range = \$141/Ton and Up
1,200 up to 2,500 Tons	\$ _25.00__ per Ton	\$ _25.00__ per Ton	\$ _25.00__ per Ton
2,501 up to 3,000 Tons	\$ _25.00__ per Ton	\$ _25.00__ per Ton	\$ _25.00__ per Ton
Above 3,001 Tons	\$ _25.00__ per Ton	\$ _25.00__ per Ton	\$ _25.00__ per Ton

Section 2: Other Credits Paid Directly to the City (Express as Per Ton Delivered to MRF)
<p>Please provide an explanation of these credits assuming the delivery of 34,200 tons annually.</p> <p>Education/Marketing \$ __1.00__ per Ton</p> <hr/> <p>WM proposes a \$1.00 per Ton payment for every ton of recyclables received from the City of Greensboro. This money would be allocated for ongoing recycling education to improve volume (participation and yield) and reduce residue rates of the City of Greensboro recycling program.</p> <hr/> <hr/> <hr/> <p>Transportation \$ _____ per Ton</p> <hr/> <p>See Transportation Alternative on last pricing page.</p> <hr/> <hr/> <hr/> <p>Other (Please Specify) _____ \$ _____ per Ton</p> <hr/> <hr/> <hr/>
<p><i>Please attach additional pages if necessary.</i></p>

PRICE FORM 2
BEST AND FINAL OFFER – 5 YEAR CONTRACT
FIXED RATE WITH NO REVENUE SHARE

(CONTINUED)

Section 3: Example Revenue Calculations

Please complete the following revenue calculation examples using your proposed pricing from Sections 1 and 2 above.

Example 1: City delivers 2,600 tons of recyclables this month; the ACR is \$45/ton

Rebate (Per Month/Year)					
2600 tons/month	X	\$25.00	=	\$65,000/Month	or \$780,000/Year
2600 tons/month	X	\$1.00 Education	=	\$2,600/Month	or \$31, 200/Year

Example 2: City delivers 2,600 tons of recyclables next month; the ACR is \$155/ton

Rebate (Per Month/Year)					
2600 tons/month	X	\$25.00	=	\$65,000/Month	or \$780,000/Year
2600 tons/month	X	\$1.00 Education	=	\$2,600/Month	or \$31, 200/Year

Please attach additional pages if necessary.

PRICE FORM 3
BEST AND FINAL OFFER – 10 YEAR CONTRACT
FLOOR RATE WITH REVENUE SHARE BASED ON ACR PERFORMANCE

Section 1: Processing Credits Paid to the City for Tonnage Delivered to MRF			
Monthly Tonnage Range	Floor Price Guaranteed to the City	Adjustment (Threshold) before Revenue Share	City Revenue Share %
1,200 up to 2,500 Tons	\$ <u>25.00</u> per Ton	\$ <u>73.00</u> per Ton	<u>80</u> %
2,501 up to 3,000 Tons	\$ <u>25.00</u> per Ton	\$ <u>73.00</u> per Ton	<u>80</u> %
Above 3,001 Tons	\$ <u>25.00</u> per Ton	\$ <u>73.00</u> per Ton	<u>80</u> %

Section 2: Other Credits Paid Directly to the City (Express as Per Ton Delivered to MRF)
<p>Please provide an explanation of these credits assuming the delivery of 34,200 tons annually.</p> <p>Education/Marketing \$ <u>1.00</u> per Ton</p> <hr/> <p>WM proposes a \$1.00 per Ton payment for every ton of recyclables received from the City of Greensboro. This money would be allocated for ongoing recycling education to improve volume (participation and yield) and reduce residue rates of the City of Greensboro recycling program.</p> <hr/> <hr/> <hr/> <p>Transportation \$ _____ per Ton</p> <hr/> <p>See Transportation Alternative on last pricing page.</p> <hr/> <hr/> <hr/> <p>Other (Please Specify) _____ \$ _____ per Ton</p> <hr/> <hr/> <hr/> <hr/>
<p><i>Please attach additional pages if necessary.</i></p>

PRICE FORM 3
BEST AND FINAL OFFER – 10 YEAR CONTRACT
FLOOR RATE WITH REVENUE SHARE BASED ON ACR PERFORMANCE
(CONTINUED)

Section 3: Example Revenue Calculations

Please complete the following revenue calculation examples using your proposed pricing from Sections 1 and 2 above.

Example 1: City delivers 2,600 tons of recyclables this month; the ACR is \$45/ton

ACR Of \$45.00/ton									
ACR	\$45.00	-	\$73.00	=	-\$28.00	X	80%	=	-\$22.40/Ton Rebate

In this case Waste Management will pay the City \$25.00/ton

Rebate (Per Month/Year)						
2600 tons/month	X	\$25.00	=	\$65,000/Month	or	\$780,000/Year
2600 tons/month	X	\$1.00 Education	=	\$2,600/Month	or	\$31, 200/Year

Example 2: City delivers 2,600 tons of recyclables next month; the ACR is \$155/ton

ACR of \$155/ton									
ACR	\$155.00	-	\$73.00	=	\$82.00	x	80%	=	\$65.60/Ton Rebate
Rebate (Per Month/Year)									
2600 tons/Month	X	\$65.60	=	\$170,560/Month	or	\$2,046,720/Year			
2600 tons/month	X	\$1.00 Education	=	\$2,600/Month	or	\$31, 200/Year			

Please attach additional pages if necessary.

PRICE FORM 4
BEST AND FINAL OFFER – 10 YEAR CONTRACT
FIXED RATE WITH NO REVENUE SHARE

Section 1: Processing Credits Paid to the City for Tonnage Delivered to MRF			
Monthly Tonnage Range	ACR Range = \$1/Ton to \$80/Ton	ACR Range = \$81/Ton to \$140/Ton	ACR Range = \$141/Ton and Up
1,200 up to 2,500 Tons	\$ _25.00__ per Ton	\$ _25.00__ per Ton	\$ _25.00__ per Ton
2,501 up to 3,000 Tons	\$ _25.00__ per Ton	\$ _25.00__ per Ton	\$ _25.00__ per Ton
Above 3,001 Tons	\$ _25.00__ per Ton	\$ _25.00__ per Ton	\$ _25.00__ per Ton

Section 2: Other Credits Paid Directly to the City (Express as Per Ton Delivered to MRF)
<p>Please provide an explanation of these credits assuming the delivery of 34,200 tons annually.</p> <p>Education/Marketing \$ __1.00__ per Ton</p> <hr/> <p>WM proposes a \$1.00 per Ton payment for every ton of recyclables received from the City of Greensboro. This money would be allocated for ongoing recycling education to improve volume (participation and yield) and reduce residue rates of the City of Greensboro recycling program.</p> <hr/> <hr/> <hr/> <p>Transportation \$ _____ per Ton</p> <hr/> <p>See Transportation Alternative on last pricing page.</p> <hr/> <hr/> <hr/> <p>Other (Please Specify) _____ \$ _____ per Ton</p> <hr/> <hr/> <hr/>
<p><i>Please attach additional pages if necessary.</i></p>

PRICE FORM 4
BEST AND FINAL OFFER – 10 YEAR CONTRACT
FIXED RATE WITH NO REVENUE SHARE

(CONTINUED)

Section 3: Example Revenue Calculations

Please complete the following revenue calculation examples using your proposed pricing from Sections 1 and 2 above.

Example 1: City delivers 2,600 tons of recyclables this month; the ACR is \$45/ton

Rebate (Per Month/Year)					
2600 tons/month	X	\$25.00	=	\$65,000/Month	or \$780,000/Year
2600 tons/month	X	\$1.00 Education	=	\$2,600/Month	or \$31, 200/Year

Example 2: City delivers 2,600 tons of recyclables next month; the ACR is \$155/ton

Rebate (Per Month/Year)					
2600 tons/month	X	\$25.00	=	\$65,000/Month	or \$780,000/Year
2600 tons/month	X	\$1.00 Education	=	\$2,600/Month	or \$31, 200/Year

Please attach additional pages if necessary.

PRICE FORM 5
BEST AND FINAL OFFER – OTHER FINANCIAL INCENTIVES

Section 1: Other Financial Incentives

If the contractor proposes other financial incentives to the City, Please describe below. Provide an estimated value for each incentive, and specify if each incentive applies to a five and/or ten year term.

All assumptions are based of a 5-year agreement

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

WM also has included as part of this proposal:

1. Annual eCycling Event valued \$2,500 per Year
2. 10 Big Belly Solar trash compactors with Recycling container worth \$66,000 to be delivered within 3 months after signing the contract
3. \$75,000 additional first year infusion grant for Education and Outreach at the City discretion which improves the extraordinarily high contamination/residue rate and/or participation in Greensboro's recycling program
4. Out reach and education services:
 - a. Minimum 12 scheduled tours with Guide to WM greater Piedmont facility
 - b. Minimum 4 public speaking events per year by WM recycling experts to improve Greensboro program in the community
 - c. Brand new \$500,000 Education center equipped with closed looped monitors for real time viewing of the recycling process. A classroom with Interactive panels and educational exhibits available to students and community groups. Our full press marketing approach combined with the right curriculum has tangible results and can supplement the education center tours. In this way, our highly popular education centers close the "knowledge loop" in recycling.
5. Recycle Bank: Waste Management, in alliance with Recyclebank, is pleased to have negotiated for the City of Greensboro the most competitive pricing of the award-winning incentive-based recycling program that rewards residents for the amount they recycle (See Appendix 1). We are prepared to negotiate the initial set up fee with the City based upon our pricing below, which provides the basis for an agreement option:
Initial One-time Set up fee: \$3.30 per home

Monthly per home cost: WM has negotiated a monthly rate of **\$0.30** per home. This rate is a minimum of 50% savings to City of Greensboro for Recycle Bank implementation nationally

All these additional sustainable offerings are valued at **\$418,700/year**; equivalent to **\$13.42/ton** of value to the City of Greensboro.

WM does not propose any net charges in any case except in the case of hazardous materials delivered to the facility. The City would be responsible for disposal of these materials

Please attach additional pages if necessary.

PRICE FORM 6
BEST AND FINAL OFFER – CHANGES TO ORIGINAL PROPOSAL

Section 1: Changes to Original Proposal

Please describe any modifications, clarifications, or exceptions to your company's original proposal.

The upside revenue share formula was adjusted to the following:

*(ACR- \$73.00) *80%*

Please attach additional pages if necessary.

Waste Management Transportation Alternative

From Greensboro's Transfer Station to WM's MRF

Waste Management is proposing an option to manage the freight from the City's transfer station to WM's Piedmont MRF at a cost of \$16.22/ton (subject to normal CPI and quarterly fuel surcharge, up or down). This is a \$3.78/ton saving based on the City's cost assumption of \$20.00/ton. The City will load the trailers and Waste Management will take care of the rest. This pricing is based off 51' walking floor trailers and 17-ton loads.

This option gives the City a fair evaluation of the cost associated with this contract in turn giving them the ability to comparatively assess this proposal.

Direct Delivery to WM's MRF

Waste Management believes with proper truck count and routing, the cost for the City to direct deliver the material to our MRF is \$7.00/ton. This is a \$4.00/ton delta compared to HDR's \$11.00/ton cost assumptions.