

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

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**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

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Submittal Date: **August 20, 2012**



**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

Monday, August 20, 2012

Dear Ms. Crotts,

Concerning RFP #11-12, Processing and Marketing of Recovered Recyclables, ReCommunity is proud to present our response to Addendum No. 2, RFP for Processing and Marketing of Recovered Recyclables – Best and Final Offers. We have refined our original Proposal to meet the City’s new requirements in the Addendum No. 2 Price Forms.

ReCommunity has faithfully served and worked alongside the City for twenty years, and our commitment to reliability has not wavered. As part of this project, ReCommunity will remain in the City of Greensboro, under 1 mile from the City’s fleet depot. We will invest up to \$5 million dollars in our facility in Greensboro. We will continue to employ Greensboro residents, pay Greensboro taxes, and purchase products and services from Greensboro businesses.

We wish to work with the City to improve the participation and therefore the recovery of resources from the waste stream. We likewise want to partner with the City to improve the quality of recyclables that are set out for collection. Finally, we confirm our proposal to operate the City Transfer Station (REQUEST FOR PROPOSALS # 08-12 FOR MUNICIPAL SOLID WASTE MANAGEMENT SERVICES) and introduce a landfill diversion operation at the Transfer Station. In this case, we would leverage our MRF to make this operation cost-effective. Our proposal includes a landfill diversion strategy that does not cost the city any money. Furthermore, our landfill diversion program will save the city real money by eliminating the large expense of transporting and disposing of these recyclables in the landfill.

**This gives us another opportunity to build value for the City-** While our MRF is very close to the City depot, and the City benefits by being able to unload (tip) so close to home, most of the City’s residential routes unload twice a day. Some of those routes that need to unload mid-day run near the Transfer Station. If we operate our landfill diversion operation at the Transfer Station, we could accept these mid-day routes for unloading and utilize our roll-off box operation to transfer recyclables to our MRF. This would allow your



trucks to get back on route faster, saving the City collection dollars. With ReCommunity as a partner, the City can reduce the most expensive cost factor in recycling- the cost of collection.

This submittal is good for 180 days. Since no signature page was provided in Addendum 2, we have used the original RFP signature page. Unless excluded in our Price Forms, the terms of the RFP and our original Proposal are accepted. 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.

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."

A handwritten signature in blue ink, reading 'Sean P. Duffy', is written over a horizontal line.

**Sean P. Duffy**

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

## SECTION 5– PRICE FORMS

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### 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	\$8.00 per Ton	\$75.00 per Ton	75%
2,501 up to 3,000 Tons	\$8.00 per Ton	\$73.00 per Ton	75%
Above 3,001 Tons	\$8.00 per Ton	\$73.00 per Ton	75%

**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 \$9.00 per Ton**

ReCommunity's previous education offerings are now subsumed under this credit. The Marketing Credit is paid on all city tons delivered to the MRF. The city can use the funds to increase household participation and program quality thereby improving landfill diversion and saving additional money.

**Transportation \$0.00 per Ton**

The City incurs no incremental transportation costs by delivering to ReCommunity's MRF, 1/2 mile from the City's fleet depot.

**Other (Please Specify) \_\_\_\_\_ n/a \_\_\_\_\_ \$ \_\_\_\_\_ n/a\_ 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**

**Marketing Credit + Revenue Share ((ACR- \$75) x 75%)= Tip Payment per ton. The tip payment per tons will not be less than the Floor Price + Marketing Credit.**

**Tip Payment per ton x tons = City Revenue.**

**ReCommunity Tip Payment at \$45 ACR**

City TPM Increments	Ed/Mktg Credit	Floor Price	Threshold \$/ton	Revenue Share %	Tip Pmt	Tons Applied	City Revenue
0-2500	\$9.00	\$8.00	\$75.00	75%	\$17.00	2500	\$42,500
2501-3000	\$9.00	\$8.00	\$73.00	75%	\$17.00	100	\$1,700
3001	\$9.00	\$8.00	\$73.00	75%	\$17.00	0	\$0
						2600	\$44,200
						Effective Per Ton Pmt	\$17.00

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

**ReCommunity Tip Payment at \$155 ACR**

City TPM Increments	Ed/Mktg Credit	Floor Price	Threshold \$/ton	Revenue Share %	Tip Pmt	Tons Applied	City Revenue
0-2500	\$9.00	\$8.00	\$75.00	75%	\$69.00	2500	\$172,500
2501-3000	\$9.00	\$8.00	\$73.00	75%	\$70.50	100	\$7,050
3001	\$9.00	\$8.00	\$73.00	75%	\$70.50	0	\$0
						2600	\$179,550
						Effective Per Ton Pmt	\$69.06

*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	\$30.00 per Ton	\$30.00 per Ton	\$30.00 per Ton
2,501 up to 3,000 Tons	\$31.00 per Ton	\$31.00 per Ton	\$31.00 per Ton
Above 3,001 Tons	\$31.00 per Ton	\$31.00 per Ton	\$31.00 per Ton

**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** \$ 0.00 per Ton

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**Transportation** \$ 0.00 per Ton

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**Other (Please Specify)**                     N/A                     \$ 0.00 per Ton

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*Please attach additional pages if necessary.*

**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**

**ReCommunity Tip Payment at \$45 ACR**

City TPM Increments	Ed/Mktg Credit	Floor Price	Threshold \$/ton	Revenue Share %	Tip Pmt	Tons Applied	City Revenue
0-2500	\$0	\$30	\$0.00	0%	\$30.00	2500	\$75,000
2501-3000	\$0	\$31	\$0.00	0%	\$31.00	100	\$3,100
3001	\$0	\$31	\$0.00	0%	\$31.00	0	\$0
						2600	\$78,100
						Effective Per Ton Pmt	\$30.04

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

**ReCommunity Tip Payment at \$155 ACR**

City TPM Increments	Ed/Mktg Credit	Floor Price	Threshold \$/ton	Revenue Share %	Tip Pmt	Tons Applied	City Revenue
0-2500	\$0	\$30	\$0.00	0%	\$30.00	2500	\$75,000
2501-3000	\$0	\$31	\$0.00	0%	\$31.00	100	\$3,100
3001	\$0	\$31	\$0.00	0%	\$31.00	0	\$0
						2600	\$78,100
						Effective Per Ton Pmt	\$30.04

*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	\$8.00 per Ton	\$75.00 per Ton	75%
2,501 up to 3,000 Tons	\$8.00 per Ton	\$69.00 per Ton	75%
Above 3,001 Tons	\$8.00 per Ton	\$69.00 per Ton	75%

**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 \$ 9.00 per Ton**

ReCommunity's previous education offerings are now subsumed under this credit. The Marketing Credit is paid on all city tons delivered to the MRF. The city can use the funds to increase household participation and program quality thereby improving landfill diversion and saving additional money.

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**Transportation \$0.00 per Ton**

The City incurs no incremental transportation costs by delivering to ReCommunity's MRF, ½ mile from the City's fleet depot.

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**Other (Please Specify) \_\_\_\_\_ n/a \_\_\_\_\_ \$ \_\_\_\_\_ n/a \_\_\_\_\_ per Ton**

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*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**

(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**

**Marketing Credit + Revenue Share ((ACR- \$75) x 75%)= Tip Payment per ton. The tip payment per tons will not be less than the Floor Price + Marketing Credit. Tip Payment per ton x tons = City Revenue.**

**ReCommunity Tip Payment at \$45 ACR**

City TPM Increments	Ed/Mktg Credit	Floor Price	Threshold \$/ton	Revenue Share %	Tip Pmt	Tons Applied	City Revenue
0-2500	\$9.00	\$8.00	\$75.00	75%	\$17.00	2500	\$42,500
2501-3000	\$9.00	\$8.00	\$69.00	75%	\$17.00	100	\$1,700
3001	\$9.00	\$8.00	\$69.00	75%	\$17.00	0	\$0
						2600	\$44,200
						Effective Per Ton Pmt	\$17.00

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

**ReCommunity Tip Payment at \$155 ACR**

City TPM Increments	Ed/Mktg Credit	Floor Price	Threshold \$/ton	Revenue Share %	Tip Pmt	Tons Applied	City Revenue
0-2500	\$9.00	\$8.00	\$75.00	75%	\$69.00	2500	\$172,500
2501-3000	\$9.00	\$8.00	\$69.00	75%	\$73.50	100	\$7,350
3001	\$9.00	\$8.00	\$69.00	75%	\$73.50	0	\$0
						2600	\$179,850
						Effective Per Ton Pmt	\$69.17

*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	\$30.00 per Ton	\$30.00 per Ton	\$30.00 per Ton
2,501 up to 3,000 Tons	\$31.00 per Ton	\$31.00 per Ton	\$31.00 per Ton
Above 3,001 Tons	\$31.00 per Ton	\$31.00 per Ton	\$31.00 per Ton

**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**    \$ 0.00 per Ton

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**Transportation**    \$ 0.00 per Ton

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**Other (Please Specify)** \_\_\_\_\_ **N/A** \_\_\_\_\_    \$ 0.00 per Ton

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*Please attach additional pages if necessary.*

**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**

**ReCommunity Tip Payment at \$45 ACR**

City TPM Increments	Ed/Mktg Credit	Floor Price	Threshold \$/ton	Revenue Share %	Tip Pmt	Tons Applied	City Revenue
0-2500	\$0	\$30	\$0.00	0%	\$30.00	2500	\$75,000
2501-3000	\$0	\$31	\$0.00	0%	\$31.00	100	\$3,100
3001	\$0	\$31	\$0.00	0%	\$31.00	0	\$0
						2600	\$78,100
						Effective Per Ton Pmt	\$30.04

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

**ReCommunity Tip Payment at \$155 ACR**

City TPM Increments	Ed/Mktg Credit	Floor Price	Threshold \$/ton	Revenue Share %	Tip Pmt	Tons Applied	City Revenue
0-2500	\$0	\$30	\$0.00	0%	\$30.00	2500	\$75,000
2501-3000	\$0	\$31	\$0.00	0%	\$31.00	100	\$3,100
3001	\$0	\$31	\$0.00	0%	\$31.00	0	\$0
						2600	\$78,100
						Effective Per Ton Pmt	\$30.04

*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.

*As a local business in the City of Greensboro, ReCommunity provides the City with the following tangible economic benefits for our 5 or 10 years terms:*

- *Property tax revenue*
- *Payroll of \$2,000,000/year increased annual by an average of 3%*
- *Purchases of goods and services = over \$600,000/year.*
- *In addition, we provide extremely convenient tipping for the City whose truck fleet center is ½ mile from ReCommunity Greensboro's MRF.*
- *We provide support for the City Field Operations in uncountable ways that are difficult if not impossible to quantify in dollars but is real in great value to the City.*
- *Other benefits of our MRF serving the City of Greensboro being located in the City of Greensboro.*
- *In the Fixed Rate with No Revenue Share offer, ReCommunity will hire a recycling coordinator to work with the city on education and enforcement. Value at \$35,000 to \$40,000 per year.*
- *In the Fixed Rate with No Revenue Share offer, ReCommunity will work with the City to devise and produce education and marketing plans and improvements as we described in our original proposal.*

*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.

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*With regard to the Floor Rate with Revenue Share based on ACR Performance, The City may use ReCommunity's Education/Marketing Credit as proposed in this form for any of the education, promotion and enforcement ideas that ReCommunity has developed with staff in the past, or anything that we develop together in the future to improve the City's recyclables quality and recovery. This Education/Marketing Credit takes the place of offers in our previous proposals by ReCommunity to provide goods and services for education and marketing of the program.*

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*With regard to the Fixed Rate with No Revenue Share, ReCommunity's education and marketing offerings remain the same, including the staffing of a fulltime educator position (Recycling Coordinator) .*

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*Per ReCommunity's proposal to operate the City Transfer Station, ReCommunity confirms our interest in providing this recovery service to the City and by doing so, we could allow the City to tip source-separated recyclables – when it makes sense to the City for route efficiency. We would utilize our recyclables compacting operation, as described in our proposal under the City's MSW RFP, to contain and ship the recyclables to ReCommunity Greensboro.*

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*Please attach additional pages if necessary.*

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**PRICE FORM 2 - OPTION 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	\$8.00 per Ton	\$15.00 per Ton	\$55.00 per Ton
2,501 up to 3,000 Tons	\$8.00 per Ton	\$15.00 per Ton	\$55.00 per Ton
Above 3,001 Tons	\$8.00 per Ton	\$15.00 per Ton	\$55.00 per Ton

**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** \$ 10.00 per Ton

ReCommunity's previous education offerings are now subsumed under this credit. The Marketing Credit is paid on all city tons delivered to the MRF. The city can use the funds to increase household participation and program quality thereby improving landfill diversion and saving additional money.

**Transportation** \$ 0.00 per Ton

**Other (Please Specify)** \_\_\_\_\_ **N/A** \_\_\_\_\_ \$ 0.00 per Ton

Please attach additional pages if necessary.

**PRICE FORM 2 - OPTION 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**

**ReCommunity Tip Payment at \$1 to \$80  
ACR**

City TPM Increments	Ed/Mktg Credit	Floor Price	Threshold \$/ton	Revenue Share %	Tip Pmt	Tons Applied	City Revenue
0-2500	\$10	\$8	\$0.00	0%	\$18.00	2500	\$45,000
2501-3000	\$10	\$8	\$0.00	0%	\$18.00	100	\$1,800
3001	\$10	\$8	\$0.00	0%	\$18.00	0	\$0
						2600	\$46,800
						Effective Per Ton Pmt	\$18.00

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

**ReCommunity Tip Payment at \$141++  
ACR**

City TPM Increments	Ed/Mktg Credit	Floor Price	Threshold \$/ton	Revenue Share %	Tip Pmt	Tons Applied	City Revenue
0-2500	\$10	\$55	\$0.00	0%	\$65.00	2500	\$162,500
2501-3000	\$10	\$55	\$0.00	0%	\$65.00	100	\$6,500
3001	\$10	\$55	\$0.00	0%	\$65.00	0	\$0
						2600	\$169,000
						Effective Per Ton Pmt	\$65.00

*Please attach additional pages if necessary.*

**PRICE FORM 4 - OPTION 2**  
**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	\$8.00 per Ton	\$15.00 per Ton	\$55.00 per Ton
2,501 up to 3,000 Tons	\$8.00 per Ton	\$15.00 per Ton	\$55.00 per Ton
Above 3,001 Tons	\$8.00 per Ton	\$15.00 per Ton	\$55.00 per Ton

**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** \$ 10.00 per Ton

ReCommunity's previous education offerings are now subsumed under this credit. The Marketing Credit is paid on all city tons delivered to the MRF. The city can use the funds to increase household participation and program quality thereby improving landfill diversion and saving additional money.

**Transportation** \$ 0.00 per Ton

**Other (Please Specify)**                     N/A                     \$ 0.00 per Ton

*Please attach additional pages if necessary.*

**PRICE FORM 4 - OPTION 2**  
**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**

**ReCommunity Tip Payment at \$1 to \$80 ACR**

City TPM Increments	Ed/Mktg Credit	Floor Price	Threshold \$/ton	Revenue Share %	Tip Pmt	Tons Applied	City Revenue
0-2500	\$10	\$8	\$0.00	0%	\$18.00	2500	\$45,000
2501-3000	\$10	\$8	\$0.00	0%	\$18.00	100	\$1,800
3001	\$10	\$8	\$0.00	0%	\$18.00	0	\$0
						2600	\$46,800
						Effective Per Ton Pmt	\$18.00

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

**ReCommunity Tip Payment at \$141++ ACR**

City TPM Increments	Ed/Mktg Credit	Floor Price	Threshold \$/ton	Revenue Share %	Tip Pmt	Tons Applied	City Revenue
0-2500	\$10	\$55	\$0.00	0%	\$65.00	2500	\$162,500
2501-3000	\$10	\$55	\$0.00	0%	\$65.00	100	\$6,500
3001	\$10	\$55	\$0.00	0%	\$65.00	0	\$0
						2600	\$169,000
						Effective Per Ton Pmt	\$65.00

*Please attach additional pages if necessary.*



**PRICE FORM 3**  
**CERTIFICATION OF COST FORM**

The Undersigned hereby certifies as follows:

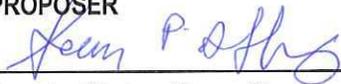
1. That I, Sean P. Duffy, on behalf of FCR Greensboro LLC – d/b/a ReCommunity (PROPOSER) have personally and carefully examined the specifications and instructions for the work to be done for the City of Greensboro as set forth in this RFP, including the Contract Principles in Section 7 of this RFP.
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 17<sup>th</sup> day of August, 2012.

**PROPOSER**

  
\_\_\_\_\_  
President/Partner/Owner Signature

Sean P. Duffy  
President/Partner/Owner Printed Name  
  
\_\_\_\_\_

David E. Sturgess, Secretary and General Counsel  
Secretary

FCR Greensboro LLC – d/b/a ReCommunity  
Firm Name

The proposer is an Individual \_\_\_\_\_; Partnership \_\_\_\_\_; 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.

**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.	<i>W. Leonidas</i>
2	8/13/2012	Sean P. Duffy	President/COO	<i>Sean P. Duffy</i>

ORIGINAL