

KITSAP COUNTY, WASHINGTON

Recycling Collection Services for Kitsap County
Facilities

RFP 2021-110

May 6, 2021

SUBMITTED BY

Waste Management of Washington, Inc.

Always Working for a Sustainable
Tomorrow

CONTACT

Laura Moser, Public Sector Manager

(206) 391-9112

lmoser@wm.com





WASTE MANAGEMENT

Waste Management of Washington, Inc.
9300 SW Barney White Road
Bremerton, WA 98312

May 6, 2021

Kitsap County
614 Division Street MS-7
Port Orchard, WA 98366

Attention: Vicki Martin, Buyer

Dear Ms. Martin:

Waste Management of Washington, Inc. (Waste Management or WM) is pleased to submit this response to Kitsap County's Request for Proposal 2021 -110 for Recycling Collection Services for Kitsap County Maintenance Facilities.

As your current tested, trusted, and proven partner for these services, our team understands the County's unique service requirements and has developed a strong working relationship with your team. We hope to have the opportunity to continue our partnership with Kitsap County and build upon the strong and reliable foundation of services already in place today. Continuing a partnership with Waste Management means that you will receive:

 **Tested, proven, and trusted high-quality, reliable service delivery from day one:** When choosing a provider for your recyclables collection and processing needs, value is more than just the bottom line. Value is about what you get for the money you pay. With Waste Management, you will continue to receive best-in-class service from the highly experienced team that you know and trust because we deliver quality, on-time, reliable service for each of your sites.

 **A partner that does things the right way, every day:** Recyclables management is a regulated operation with the potential for significant adverse environmental impacts if not handled properly. With Waste Management, you will continue to have peace of mind that your materials are being managed in full compliance with all regulations. We are your comprehensive service provider with one single point of contact for collection and processing and complete oversight of your materials from the point of collection through to the sale to reputable and reliable end markets.

 **Recycling services that you can rely on:** As the largest, most financially stable recycling processor in North America, we have the industry's best materials marketing team and are able to finance operational improvements and facility upgrades internally. Materials marketing is a critical component of successful and sustainable recycling programs. Our highly experienced team will find reputable and reliable end markets for the County's recyclables in all market conditions.

Thank you for the opportunity to participate in your selection of a recycling collection partner. Please do not hesitate to contact me with any questions.

Sincerely,

Laura Moser, Public Sector Manager | (206) 391-9112 | lmoser@wm.com



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Waste Management is your partner for environmental service and solutions whose people **go above and beyond** to **serve and solve** every challenge **the right way**.

Data contained in this proposal represents the most recently published information for Waste Management’s wholly owned operations, unless otherwise indicated.



1 | COUNTY PROPOSAL: SCOPE OF WORK

VENDOR SERVICES OPTION 1

1. Vendor will be responsible for routinely collecting recyclable materials generated by County Facilities and shall recycle or facilitate the recycling of collected materials. Materials are not to be landfilled, but instead are to be collected for the sole purpose of recycling.

Recycling is a growing and dynamic movement - what material is in demand, how it is collected, processed, and where a market exists is continuously evolving. As North America's largest residential recycler our focus is on running a recycling operation that is able to constantly adapt, advance, and be sustained for future generations.

We can only accomplish this by being an active contributor to our industry, working together with key stakeholders like Kitsap County, and leading the types of changes we believe are essential for current and future recycling growth and viability. Our experience and expertise encompasses:

- **Designing and Operating Material Recovery Facilities.** Since the late 1990s, we have gained invaluable experience encompassing design, construction, operation, and maintenance of source separated recycling facilities, single stream operations, fiber-only plants, and commingled containers-only processing plants. Nationally, our network encompasses 143 recycling facilities, including 46 single-stream recycling MRFs. Our investments in recycling include: five new MRFs since 2018; 20 MRFs upgraded; and \$42 million spent installing new and upgraded optical sorters and robotics.
- **Forging New Processing Technologies.** Waste Management operations experts and engineers have collaborated with American and international experts in material separation, image recognition technology, advanced screen technology, high speed baling technology, and other separating and cleaning techniques to continuously improve the efficiency and processing capabilities of our MRFs. In total, Waste Management facilities handle upwards of 15 million tons of recyclables in a single year.
- **Benchmarking Recycling Education Best Practices.** Through our municipal partnerships, green technologies, and community education, Waste Management has introduced and promoted innovative recycling and diversion methods to residential and commercial customers throughout the country. We launched what is now Waste Management's recycling education program,

Over the past two years we have invested more than \$200 million in capital investments in our MRFs and by 2023 we estimate 93 percent of single stream recycled materials will be processed in new or upgraded MRFs.

Recycle Right, a national research and fact-based behavior change program to improve recycling. Tailored to your residents and your business community, Recycle Right delivers the tools, resources, and information to simplify recycling and effectively drive participation and decrease contamination.

Locally, Waste Management has a long history of proudly providing recycling processing and collection services in the Kitsap County area and in collaboration with our customers, we have made great strides in the quality and quantity of material we process. Through our network of 3 facilities in Washington State, we process more than any other recyclers in the area. In 2020, our local facilities processed over 370,089 tons of recyclables.

Our dependable operations are overseen by a highly qualified group of Waste Management employees with experience in the daily operation of recyclable collection, processing and transfer. The team we have assembled for Kitsap County represents top leaders at all levels – from plant management to commodity sales.

2. Vendor shall collect the following materials for recycling in a single stream or comingled collection system:

Mixed Paper

Food and beverage containers.

Aluminum, steel and tin cans

Plastic bottles, jugs, jars and dairy tubs

Glass bottles and jars (all colors)

Corrugated Cardboard

As a society, we understand that recycling is important, but in order for recycling to make an impact, we have to recycle right. Today’s most successful and sustainable recycling programs emphasize the value of the acceptable materials. We must ask ourselves, does this material have a viable market? If the answer is yes, we must also ensure the material we are recycling is properly prepared, clean, and free from contamination.

Our list of acceptable materials is reflective of today’s market reality and includes only materials that meet industry quality standards and have viable market demands. However, due to the length of our Contract with Kitsap County, it is important to allow for the possibility that this list may need to be adjusted at some point over the course of the contract. Contract language must support our collective need to make changes to acceptable materials in order to respond to global market demands as well as protect the quality of material we process. In light of these considerations, we propose the following contract language:

Single Stream Specifications

RECYCLABLES must be dry, loose (not bagged), unshredded, empty, and include ONLY the following:

Aluminum cans	Newspaper
PET bottles with the symbol #1 – with screw tops only	Mail

HDPE plastic bottles with the symbol #2 (milk, water bottles detergent, and shampoo bottles, etc.)	Uncoated paperboard (ex. cereal boxes; food and snack boxes)
PP plastic bottles and tubs with symbol # 5 - empty	Uncoated printing, writing and office paper
Steel and tin cans	Old corrugated containers/cardboard (uncoated)
Glass food and beverage containers* – brown, clear, or green	Magazines, glossy inserts and pamphlets

Non-Recyclables include, but are not limited to the following:

Plastic bags and bagged materials (even if containing Recyclables)	Microwavable trays
Porcelain and ceramics	Mirrors, window or auto glass
Light bulbs	Coated cardboard
Soiled paper, including paper plates, cups and pizza boxes	Plastics not listed above including but not limited to those with symbols #3*, #4*, #6*, #7* and unnumbered plastics, including utensils
Expanded polystyrene	Coat hangers
Glass and metal cookware/bakeware	Household appliances and electronics,
Hoses, cords, wires	Yard waste, construction debris, and wood
Flexible plastic or film packaging and multi-laminated materials	Needles, syringes, IV bags or other medical supplies
Food waste and liquids, containers containing such items	Textiles, cloth, or any fabric (bedding, pillows, sheets, etc.)
Excluded Materials or containers which contained Excluded Materials	Napkins, paper towels, tissue, paper plates, and paper cups
Any paper Recyclable materials or pieces of paper Recyclables less than 4” in size in any dimension	Propane tanks, batteries
Cartons*	Aseptic Containers*

Delivery Specifications

Material delivered by or on behalf of Kitsap County may not contain Non-Recyclables or Excluded Materials. "Excluded Materials" means radioactive, volatile, corrosive, flammable, explosive, biomedical, infectious, bio-hazardous or toxic substance or material, or regulated medical or hazardous waste as defined by, characterized or listed under applicable federal, state, or local laws or regulations, materials containing information (in hard copy or electronic format, or otherwise) which information is protected or regulated under any local, state or federal privacy or data security laws, including, but not limited to the Health Insurance Portability and Accountability Act of 1996, as amended, or other regulations or ordinances or other materials that are deleterious or capable of causing material damage to any part of Waste Management's property, its personnel or the public or materially impair the strength or the durability of Waste Management's structures or equipment.

Waste Management may reject in whole or in part, or may process, in its sole discretion, Recyclables not meeting the specifications, including wet materials, and Kitsap County shall pay Waste Management for all increased costs, losses and expenses incurred with respect to such non-conforming Recyclables including costs for handling, processing, transporting and/or disposing of such non-conforming Recyclable Materials which charges may include an amount for Waste Management's operating or profit margin ("Cost"). Without limiting the foregoing, and Kitsap County shall pay a contamination charge for additional handling, processing, transporting and/or disposing of Non-Recyclables, Excluded Materials, and/or all or part of non-conforming loads and additional charges may be assessed for bulky items such as appliances, concrete, furniture, mattresses, tires, electronics, pallets, yard waste, propane tanks, etc.

Waste Management reserves the right upon notice to discontinue acceptance of any category of materials set forth above as a result of market conditions related to such materials and makes no representations as to the recyclability of the materials. Collected Recyclables for which no commercially reasonable market exists may be landfilled at Kitsap County's Cost.

** Glass may not be accepted in all locations. Cartons, aseptic containers and other plastics may be allowed if approved in writing by Waste Management.*

3. Vendor shall provide, at Vendor's sole expense, adequate containers as mutually agreed upon by the Vendor and Facilities Maintenance Manager. Recycling containers must be easily distinguishable from garbage containers.

Waste Management will provide adequate containers as mutually agreed upon by WM and the County Facilities Maintenance Manager. Recycling containers are easily distinguishable from garbage containers due to differently colored lids; blue lids are used for recycling.

4. Recycling containers must be labeled with outdoor-quality vinyl decals to explain the containers are for "Recycling" and show a list of accepted and prohibited items.

Waste Management will label containers with outdoor quality decals which explain that the designated container is for recycling as well as show a list of accepted items.

7. Vendor will provide service capacity (including number and size of containers and frequency of pick up) adequate for the volume of materials as listed. Vendor shall respond to reasonable requests for additional services, which are not substantially

different than those described here, to accommodate reasonable changes in County staff levels and work locations, including the addition of other sites to be determined. All such changes in service shall be initiated in writing from the County to the Vendor, which shall provide for sixty (60) days for Vendor to implement the requested changes in service.

Because Waste Management is the current service provider, we already have all the necessary equipment in place to efficiently service Kitsap County. We are flexible enough to accommodate changes in County staff levels and work locations, including the addition of other sites as necessary. All changes in service will be initiated in writing from the County to Waste Management. The County will provide sixty (60) days for WM to implement the requested changes in service.

8. Vendor shall remove all comingled recycling from the vendor-supplied container no less than once per week. In the event that materials cannot be collected due to no fault of Vendor, said materials shall be collected at the earliest date possible. If, however, missed services are due to Vendor negligence, Vendor shall service the containers within one working day of being notified by County of missed service.

Waste Management will remove all comingled recycling no less than once per week. In the event that the materials cannot be collected, materials will be collected at the earliest date possible. If, however, missed services are due to WM negligence, Waste Management will service the containers within one (1) working day of being notified by the County of the missed service.

9. Vendor shall market all materials collected in a fashion consistent with current accepted practices in the industry. Materials collected under Agreement shall not knowingly be incinerated or placed in a landfill or otherwise thrown away without the express written approval of County that shall not be unreasonably withheld. The County values reuse of these materials that provide some positive community benefits, such as marketing to the local mills for economic development or other social benefits.

Waste Management will not landfill or incinerate recyclables unless express written approval is obtained from Kitsap County.

10. Vendor shall maintain records of weight or approximate volume of material collected by commodity. This information shall be provided to the Facilities Maintenance Manager or Solid Waste division quarterly. If material weights are estimated by volume and a standard conversion factor, every effort must be made to ensure the estimates are accurate. This includes noting the percent fullness of the containers upon collection and converting the volumes to weight appropriate.

Waste Management will provide Kitsap County total recycle tons collected in Kitsap County, which includes the material collected at the Kitsap County Maintenance Facilities.

11. Vendor shall bill the departments and facilities according to a compensation schedule.

Waste Management will bill the departments and facilities according to the agreed upon compensation schedule.

12. Solid Waste Division shall be responsible for and Vendor shall assist in the instruction, encouragement, and incentives to achieve maximum participation and quality of recyclable materials throughout the duration of this Agreement.

Waste Management will ensure each container has a decal for preparation instructions on acceptable recycling materials and will make available 8.5 x 11 flyers for distribution by the County to facilities as requested.

WM Smart TruckSM Technology

Waste Management's trucks are equipped with our proprietary technology, WM Smart Truck, which documents service data through sensors and onboard cameras to provide real-time service verification of every service stop and location. This state-of-the-art technology provides your account management team a complete view of your containers at the time of pickup with images that can be shared with Kitsap County. Utilizing this data, we can work collaboratively with Kitsap County to identify opportunities for improvement and develop solutions to maximize service efficiency and improve recycling. Smart Truck frees the driver to have a singular responsibility - collection service excellence. Drivers no longer have to leave their trucks to photograph container overages or contamination. Smart Truck technology also adds another layer of service quality for Kitsap County by automatically recording issues such as a damaged container, missed service, or blocked containers, allowing for a timely service response.



Waste Management is at the forefront of developing and implementing sustainable technologies that are revolutionary in the environmental services industry, and Smart Truck is the latest in those continual efforts.

The Benefits of Smart Truck:

- Smart Truck maximizes safety by automating processes that keep our drivers in the cab so they can focus on the task at hand while constantly monitoring their surroundings.

- Smart Truck provides better service with more transparency using GPS and dedicated cameras to photograph every container serviced for improved customer experience through proactive communication.
- Smart Truck improves waste-related decision-making. Awareness is the first step to behavior change. Using pictures or videos, Smart Truck can help increase efficiencies and reduce costs by identifying chargeable overages, contamination, and container issues.
- Smart Truck enhances aesthetics. Images and videos allow us to proactively identify service opportunities such as containers that need repair, graffiti that needs to be removed, and overflowing dumpsters that need to be addressed.



13. Vendor shall have the right to refuse pick up of any material which, in the sole opinion of Vendor, does not meet market specifications for quality and consistency, and in the event Vendor does so, written notice of the refusal to pick up shall be provided to the Facilities Maintenance Manager.

Waste Management will not pick up any material which does not meet market specifications for quality and consistency. In the event that these unacceptable materials are collected, written notice of refusal to collect will be provided to the Facilities Maintenance Manager.

As part of Waste Management's approach to reducing contamination, keeping drivers safe, and increasing efficiencies, we have installed 3rd Eye camera technology in our collection trucks. Any unacceptable material not visible to the driver and dumped in the truck would be captured through this technology, triggering a contamination charge with photo of the unacceptable material(s). Should the driver visibly identify contaminates upon approaching a container, the container would not be emptied. The driver would then contact dispatch to connect with the customer (via phone) advising of options to either clean out the contaminates and we collect on next service day or the container can be emptied as garbage at rates set in that jurisdiction (City, County, etc.). We believe this is the best approach to not only refuse to collect what is visible contaminates but to also account for what is not visible and most damaging to the recycling stream.

WM requests that the Contract include a provision allowing including charges for contaminated recyclables containers. The provision regarding contamination shall include a definition of "Excluded Materials."

VENDOR SERVICES OPTION 2

1. Vendor may propose an alternative collection strategy to collect the materials listed in Option 1, section 2 at the locations listed in Exhibit A. This proposal should increase the efficiency of the service proposed in Option 1.

2. This proposal may include, but is not limited to:

Different collection schedules for one or more locations

Use of different size carts or containers for collection of recyclables

Storage of recyclables in outdoor metal containers and/or compactors prior to collection

Organics/Food Waste recycling

Use of vendor staff to remove collection containers from buildings and/or load them into larger outdoor containers

Other ideas that may or may not include elements listed above that will make collection of recyclables more efficient with the realization the Facilities Maintenance staff time to handle carts is extremely limited

Waste Management does not propose an alternative collection strategy.



2 | RESPONSE SHEET WITH ADDENDUM RECEIPT

2021-110

RESPONSE SHEET

The undersigned proposes to furnish the Kitsap County Public Works Department, Solid Waste Division recycling services for mixed paper, mixed food and beverage containers, and corrugated cardboard from a variety of county facilities.

Proposer Waste Management of Washington, Inc.
(Print Company Name)

Physical Address BremAir Hauling District - 9300 SW Barney White Road, Bremerton WA. 98367

Mailing Address Waste Management of Washington – 720 4th Avenue, Suite 400, Kirkland, WA. 98033

PHONE 425-814-7831

FAX _____

EMAIL ADDRESS jrose@wm.com

TAX ID NUMBER 36-3846342

PRINTED NAME Jason Rose

TITLE WM PNW Area President

SIGNATURE Jason Rose 5/3/21
Date

ADDENDUM RECEIPT

Amendment Number	Date of Receipt Addendum	Signed Acknowledgment
1	4/12/21	<u>Jason Rose</u>
2	4/19/21	<u>Jason Rose</u>
3	4/28/21	<u>Jason Rose</u>

NOTE: Failure to acknowledge receipt of any amendment may be considered an irregularity in the bid.



3 | CERTIFICATE OF LIABILITY INSURANCE

Certificates of Insurance

Waste Management secures gold-standard insurance coverage to protect our partners. Going above and beyond, we provide environmental site liability coverage, which covers all active sites that are owned or operated by Waste Management. It offers third-party liability for bodily injury and property damage, and off-site clean-up coverage, coverage for both sudden and non-sudden pollution incidents, and transportation coverage including the loading and unloading of the vehicle. Kitsap County can rest easy with Waste Management as your service provider knowing that you are always protected by best-in-class insurance. Copies of our certificates of insurance are included on the following pages.



CERTIFICATE OF LIABILITY INSURANCE

1/1/2022

DATE (MM/DD/YYYY)
4/13/2021

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 have ADDITIONAL INSURED provisions or 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).

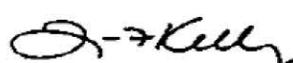
PRODUCER LOCKTON COMPANIES 3657 BRIARPARK DRIVE, SUITE 700 HOUSTON TX 77042 866-260-3538	CONTACT NAME:	
	PHONE (A/C, No, Ext):	FAX (A/C, No):
	E-MAIL ADDRESS:	
INSURER(S) AFFORDING COVERAGE		NAIC #
	INSURER A: ACE American Insurance Company	22667
INSURED 1306000 WASTE MANAGEMENT HOLDINGS, INC. & ALL AFFILIATED, RELATED & SUBSIDIARY COMPANIES INCLUDING: WASTE MANAGEMENT OF WASHINGTON, INC. 720 4TH AVENUE SUITE 400 KIRKLAND WA 98033	INSURER B: Indemnity Insurance Co of North America	43575
	INSURER C: ACE Fire Underwriters Insurance Company	20702
	INSURER D: ACE Property & Casualty Insurance Co	20699
	INSURER E:	
	INSURER F:	

COVERAGES WAKIRKLA CERTIFICATE NUMBER: 17481278 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 INSD	SUBR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS
A	<input checked="" type="checkbox"/> COMMERCIAL GENERAL LIABILITY <input type="checkbox"/> CLAIMS-MADE <input checked="" type="checkbox"/> OCCUR <input checked="" type="checkbox"/> XCU INCLUDED <input checked="" type="checkbox"/> ISO FORM CG00010413 GEN'L AGGREGATE LIMIT APPLIES PER: <input type="checkbox"/> POLICY <input checked="" type="checkbox"/> PRO-JECT <input checked="" type="checkbox"/> LOC <input type="checkbox"/> OTHER:	Y	Y	HDO G71572985	1/1/2021	1/1/2022	EACH OCCURRENCE \$ 5,000,000 DAMAGE TO RENTED PREMISES (Ea occurrence) \$ 5,000,000 MED EXP (Any one person) \$ XXXXXXXX PERSONAL & ADV INJURY \$ 5,000,000 GENERAL AGGREGATE \$ 6,000,000 PRODUCTS - COMP/OP AGG \$ 6,000,000 \$
A	<input checked="" type="checkbox"/> AUTOMOBILE LIABILITY <input checked="" type="checkbox"/> ANY AUTO OWNED AUTOS ONLY <input checked="" type="checkbox"/> HIRED AUTOS ONLY <input checked="" type="checkbox"/> MCS-90 <input type="checkbox"/> SCHEDULED AUTOS <input checked="" type="checkbox"/> NON-OWNED AUTOS ONLY	Y	Y	MMT H25308645	1/1/2021	1/1/2022	COMBINED SINGLE LIMIT (Ea accident) \$ 1,000,000 BODILY INJURY (Per person) \$ XXXXXXXX BODILY INJURY (Per accident) \$ XXXXXXXX PROPERTY DAMAGE (Per accident) \$ XXXXXXXX \$ XXXXXXXX
D	<input checked="" type="checkbox"/> UMBRELLA LIAB <input checked="" type="checkbox"/> OCCUR <input type="checkbox"/> EXCESS LIAB <input type="checkbox"/> CLAIMS-MADE DED RETENTION \$	Y	Y	XOOG27929242 006	1/1/2021	1/1/2022	EACH OCCURRENCE \$ 15,000,000 AGGREGATE \$ 15,000,000 \$ XXXXXXXX
B A C	<input checked="" type="checkbox"/> WORKERS COMPENSATION AND EMPLOYERS' LIABILITY ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in WA) If yes, describe under DESCRIPTION OF OPERATIONS below	Y/N N	Y	WLR C6781180A (AOS) WLR C67811768 (AZ, CA & MA) SCF C67811847 (WI)	1/1/2021 1/1/2021 1/1/2021	1/1/2022 1/1/2022 1/1/2022	<input checked="" type="checkbox"/> PER STATUTE <input type="checkbox"/> OTH-ER E.L. EACH ACCIDENT \$ 3,000,000 E.L. DISEASE - EA EMPLOYEE \$ 3,000,000 E.L. DISEASE - POLICY LIMIT \$ 3,000,000
A	<input checked="" type="checkbox"/> EXCESS AUTO LIABILITY	Y	Y	XSA H25308608	1/1/2021	1/1/2022	COMBINED SINGLE LIMIT \$9,000,000 (EACH ACCIDENT)

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)
 BLANKET WAIVER OF SUBROGATION IS GRANTED IN FAVOR OF CERTIFICATE HOLDER ON ALL POLICIES WHERE AND TO THE EXTENT REQUIRED BY WRITTEN CONTRACT WHERE PERMISSIBLE BY LAW. CERTIFICATE HOLDER IS NAMED AS AN ADDITIONAL INSURED (EXCEPT FOR WORKERS' COMP/EL) WHERE AND TO THE EXTENT REQUIRED BY WRITTEN CONTRACT. THE INSURANCE AFFORDED TO THE ADDITIONAL INSURED AS DESCRIBED IN THIS CERTIFICATE OF INSURANCE FOR WORK PERFORMED BY THE NAMED INSURED IS PRIMARY AND NON-CONTRIBUTORY TO ANY SIMILAR COVERAGE MAINTAINED BY THE ADDITIONAL INSURED WHERE AND TO THE EXTENT REQUIRED BY CONTRACT.

CERTIFICATE HOLDER	CANCELLATION See Attachment
17481278 KITSAP COUNTY DEPARTMENT OF PUBLIC WORKS SOLID WASTE DIVISION ATTENTION: SOLID WASTE MANAGER 614 DIVISION STREET, MS - 27 PORT ORCHARD WA 98366	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 



Attachment Code : D446557 Master ID: 1306000, Certificate ID: 17481278

POLICY NUMBER: HDO G71572985

Endorsement Number: 39

COMMERCIAL GENERAL LIABILITY

THIS ENDORSEMENT CHANGES THE POLICY. PLEASE READ IT CAREFULLY.

**ADDITIONAL INSURED – OWNERS, LESSEES OR
CONTRACTORS – (Form B)**

This endorsement modifies insurance provided under the following:

COMMERCIAL GENERAL LIABILITY COVERAGE PART.

SCHEDULE

Name of Person or Organization: Any Owner, Lessee or Contractor whom you have agreed to include as an additional insured under a written contract, provided such contract was executed prior to the date of loss.

(If no entry appears above, information required to complete this endorsement will be shown in the Declarations as applicable to this endorsement.)

WHO IS AN INSURED (Section II) is amended to include as an insured the person or organization shown in the Schedule, but only with respect to liability arising out of "your work" for that insured by or for you.



CERTIFICATE OF LIABILITY INSURANCE

DATE(MM/DD/YYYY)
07/03/2020

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 have ADDITIONAL INSURED provisions or 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 Aon Risk Services Southwest, Inc. Dallas TX Office 5005 Lyndon B Johnson Freeway Suite 1500 Dallas TX 75244 USA	CONTACT NAME: PHONE (A/C. No. Ext): (866) 283-7122 FAX (A/C. No.): 800-363-0105	
	E-MAIL ADDRESS:	
INSURED Waste Management, Inc. 1001 Fannin Suite 4000 Houston TX 77002-6711 USA	INSURER(S) AFFORDING COVERAGE	
	INSURER A: Ironshore Specialty Insurance Company	NAIC # 25445
	INSURER B:	
	INSURER C:	
	INSURER D:	
	INSURER E:	

Holder Identifier :

COVERAGES **CERTIFICATE NUMBER: 570082912636** **REVISION NUMBER:**

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. **Limits shown are as requested**

INSR LTR	TYPE OF INSURANCE	ADDL INSD	SUBR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS
	COMMERCIAL GENERAL LIABILITY <input type="checkbox"/> CLAIMS-MADE <input type="checkbox"/> OCCUR GENL AGGREGATE LIMIT APPLIES PER: <input type="checkbox"/> POLICY <input type="checkbox"/> PRO-JECT <input type="checkbox"/> LOC OTHER:						EACH OCCURRENCE DAMAGE TO RENTED PREMISES (Ea occurrence) MED EXP (Any one person) PERSONAL & ADV INJURY GENERAL AGGREGATE PRODUCTS - COMP/OP AGG
	AUTOMOBILE LIABILITY <input type="checkbox"/> ANY AUTO <input type="checkbox"/> OWNED AUTOS ONLY <input type="checkbox"/> HIRED AUTOS ONLY <input type="checkbox"/> SCHEDULED AUTOS <input type="checkbox"/> NON-OWNED AUTOS ONLY						COMBINED SINGLE LIMIT (Ea accident) BODILY INJURY (Per person) BODILY INJURY (Per accident) PROPERTY DAMAGE (Per accident)
A	<input type="checkbox"/> UMBRELLA LIAB <input type="checkbox"/> OCCUR <input checked="" type="checkbox"/> EXCESS LIAB <input checked="" type="checkbox"/> CLAIMS-MADE <input type="checkbox"/> DED <input type="checkbox"/> RETENTION			002830704 Env Excess Liability	07/01/2020	07/01/2021	EACH OCCURRENCE \$24,000,000 AGGREGATE \$24,000,000
	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY ANY PROPRIETOR / PARTNER / EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH) If yes, describe under DESCRIPTION OF OPERATIONS below						<input type="checkbox"/> PER STATUTE <input type="checkbox"/> OTHER E.L. EACH ACCIDENT E.L. DISEASE-EA EMPLOYEE E.L. DISEASE-POLICY LIMIT
A	Env Site Liab			002830604 Claims-Made	07/01/2020	07/01/2021	Each Incident Limit \$1,000,000 Aggregate Limit \$2,000,000 SIR \$5,000,000

Certificate No : 570082912636

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)
 "FOR INFORMATION PURPOSES ONLY"
 The evidenced policies cover all sites that are owned or operated by waste Management, Inc. and that are scheduled for coverage. The policies provide Pollution Legal Liability.

CERTIFICATE HOLDER Waste Management, Inc. 1001 Fannin Street Suite 4000 Houston TX 77002 USA	CANCELLATION 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 
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4 | CONTRACTOR'S REGISTRATION

UNITED STATES OF AMERICA

The State of Washington

Secretary of State

I, **KIM WYMAN**, Secretary of State of the State of Washington and custodian of its seal, hereby issue this

CERTIFICATE OF REGISTRATION

OF

WASTE MANAGEMENT OF WASHINGTON, INC.

I CERTIFY that the records on file in this office show that the above named entity was registered under the laws of the State of Washington and that its public organic record was filed in Washington and became effective on 05/19/1999.

I FURTHER CERTIFY that the entity's duration is Perpetual, and that as of the date of this certificate, the records of the Secretary of State do not reflect that this entity has been terminated.

I FURTHER CERTIFY that all fees, interest, and penalties owed and collected through the Secretary of State have been paid.

I FURTHER CERTIFY that the most recent annual report has been delivered to the Secretary of State for filing and that proceedings for statement of termination are not pending.

Issued Date:	02/04/2020
UBI Number:	601 415 286
Home Jurisdiction:	DE



Given under my hand and the Seal of the State of Washington at Olympia, the State Capital

Kim Wyman

Kim Wyman, Secretary of State

Date Issued: 02/04/2020



5 | STATEMENT OF QUALIFICATIONS AND REFERENCES

1. Experience and background of key personnel related to commercial recycling

Waste Management is one of the largest recyclers in North America.

The single biggest differentiator of Waste Management as compared to our major competitors is that we are a fundamental producer of recyclables versus being a consumer (paper mill). As a producer, we continuously monitor the world market to ensure we are maximizing market value for our products.

Waste Management possesses the infrastructure, versatility, and experience to more effectively meet Kitsap County's wide range of needs than any of our competitors, whether direct service providers or service brokers.

Recycling stats:

- More than 15M tons marketed in a year, of which 9M tons were paper/cardboard
- Preferred North American recycler with 6.5M tons of Waste Management plant volume
- Waste Management operates 143 material recovery facilities (MRFs) (46 single stream) in North America
- Extensive coverage with 30 marketing managers in 18 offices around the country
- Largest sales coverage around the world: three offices in China; European trading office in Chicago, Mexican, and Latin America trading office in Dallas

Recycling advantages – Benefits to Kitsap County:

- Waste Management has no competing mill interests and sells to mills both domestic and internationally
- We use our aggregated tonnage to maximize value
- Risk mitigation –Bankruptcy insulation
- Long standing mill relationships based on contracts - Consistent movement
- Extensive sales and marketing coverage worldwide
- Superior marketing experience - Low cost structure

WM Team Resumes

Robert Hall, District Manager, Bremerton District (aka BremAir)

Email : Rhall20@wm.com | Phone : 360-415-2751 | Mobile : 360-689-1148

As the District Manager, Robert Hall oversees operations for WM's BremAir hauling district serving Kitsap County and the Cities of Bremerton and Port Orchard. Robert has worked in the solid waste industry for the past four years and came to WM with an extensive leadership background. Robert is a nine-year veteran of the U.S. Air Force serving as a senior navigator in Desert Storm and was honorably discharged with the rank of Captain. After leaving the Air Force, Robert worked in several different industries with titles of Call Center Manager, National Sales Manager, Training Manager and Operations Manager.

He is a key contact and is responsible for ensuring our operations are safe, reliable, and customer-oriented, while complying with contractual and regulatory obligations for our county and municipal customers.

Will Deatherage, Commercial/Roll-Off Route Manager

Email : wdeather@wm.com | Phone : 360-415-2744 | Mobile : 260-340-0014

As the BremAir District's Commercial and Roll-off Route Manager, Will oversees all commercial and roll off drivers that service the communities of Bremerton, Port Orchard, and unincorporated areas of Kitsap County. Commercial customers often require specific collection windows, unique access procedures, and fluctuating set-out volume. Will works closely with customers and drivers to deliver ideal solutions.

He assists drivers with their morning launch and confirms each vehicle is properly inspected. He monitors drivers throughout the day with a focus on safety and customer service. Will joined WM in 2011 as a driver and in 2019 was promoted to a supervisor position.

Darrin Branch, Route Manager

Email: dbranch@wm.com | Phone: 360-415-2764 | Mobile: 360-2142

Darrin serves as the BremAir Route Manager overseeing drivers servicing residential recycle and yard waste customers in Kitsap County and the cities of Bremerton and Port Orchard. Darrin is responsible for ensuring the safe and efficient collections of customer materials by our drivers. He supports the drivers throughout the day. Darrin has been with WM for 23 years and participates in special operations projects, safety training, customer re-routes with a focus on customer service and safety.

Toby Orr, Route Manager

Email: torr@wm.com | Phone: 360-415-2749 | Mobile: 360-340-0081

Toby serves as the BremAir Route Manager overseeing drivers servicing residential MSW and commercial cart customers in Kitsap County and the cities of Bremerton and Port Orchard. Toby is responsible for ensuring the safe and efficient collections of customer garbage by our drivers. He participates in morning safety launches with drivers and supports their progress throughout the day.

Toby has been with WM for 28 years and participates in special operations projects, safety training, customer re-routes with a focus on customer service and safety.

Mike Range, Senior Material Recovery Facility Manager at JMK Fibers Recycling Center

Email : mrange@wm.com | Phone : 253-620-3286 | Mobile : 253-344-8594

Mike Range, WM's senior materials recovery facility manager, has more than 30 years in the recycling industry. He oversees the safe and efficient operation of WM's three MRFs in Washington, including JMK Fibers Recycling Center in Tacoma. Prior to joining WM in 2012, he was operations director at SP Recycling, responsible for processing, and marketing 25,000 tons per month of recycled materials generated at SP's facilities. Mike also spent 16 years with Weyerhaeuser's recycling division, honing his skills in major markets. Mike is adept at understanding marketplace conditions and driving process improvements that maximize efficiency. He has a Bachelor of Science in business administration and logistics from the University of Colorado, and a Master of Business Administration from the University of Nebraska.

Hong Pham, District Manager, JMK Fibers Recycling Center

Email: hpham1@wm.com | Office: 253-620-3291 | Mobile: 253-405-3365

Hong Pham is the District Manager for WM's regional recycling facility, JMK Fibers. Hong is responsible for certifying the integrity of inbound and outbound recyclable materials, while managing 110 employees and overseeing daily operations at the facility. Under Hong's management, JMK processes more than 15,000 tons of single stream recycling each month. Hong has worked in the recycling industry since 1993 and joined WM in 2012, having risen from his position as operation to district manager. His longtime experience and knowledge are vital to the success of our recycling facility.

Laura Moser, Public Sector Manager

Email: lmoser@wm.com | mobile: 206-391-9112

Public Sector Manager Laura Moser manages municipal contracts for WM in South Puget Sound and Kitsap County. She works closely with our municipal customers as their contract liaison, ensuring all aspects of our contract performance meet and exceed expectations. Laura has expertise in operations, customer communications, new service launches and municipal contract implementations. Laura joined WM in 1999 and has over 25 years of solid waste experience.

2. Ability to meet collection schedules

Onboard Computing System

Waste Management's Onboard Computing System (OCS) enhances communication between our operations and customer service teams and helps our teams meet collections schedules. OCS replaced paper route books with electronic route sheets that are updated in real time. OCS features a digital camera to capture images of relevant field events (i.e., service exceptions like no container out to be serviced, container blocked by a delivery truck, etc.) that are transmitted to Waste Management's image database to be reviewed and addressed by our dispatch department to resolve any service concerns. Collection drivers see all stops and service tickets on their touch screens, which can be updated remotely and in actual time by our route managers and dispatchers. Drivers use their OCS to log completion of each service performed.



Waste Management's Onboard Computing System Dispatch (OCSD) is the in-office software that connects our dispatch teams and route managers to our drivers through their OCS. Through OCSD, we can easily facilitate route modifications in real time, which instantly appear on drivers' tablets so that any potential for service disruption is eliminated. OCSD also enables dispatch and managers to assign service tickets electronically and communicate with drivers for immediate customer issue resolution (e.g., blocked container, late set out, etc.).

In addition to OCS, many of our third-party service providers employ GPS-based systems that provide visibility to the service dispatchers for those companies. Through these systems, services can be confirmed on an ad hoc basis.

eRouteLogistics®

eRouteLogistics is a mapping and routing software system used to develop and modify routes. It considers traffic patterns, vehicle capacity, location of disposal sites, and travel times to create the most efficient routes possible to provide the best value to our customers. This software is integrated with our billing and customer database, Mid-America Systems (MAS), to seamlessly capture new locations and service changes.

3. Ability to meet and maintain market recycled materials schedules

The Demand for Recyclable Material - A World Economy and its Local Impact

Every day we work with customers like Kitsap County to collect, transport, and sort recyclables, but these local efforts are supported by global economic trends. When economies are thriving, people buy more, which increases the demand for recyclables that are used to produce new products. Also, when fuel prices are high there is a greater demand for recyclable petroleum-based products such as plastic bottles. Such economic factors and the overall strength of the global economy drive demand for recyclable material, the growth of single stream recycling infrastructure, and the expansion of collection programs at the local level. While a global market has supported recycling growth, it also means that market

conditions – both positive and negative – are a reality that we must constantly manage in collaboration with our customers.

Waste Management Material Marketing – A Team that Supports Global and Local Marketplaces

As recycling programs and the ease of single stream recycling has been rapidly adopted throughout North America, the growth in recycling tonnage collected and processed has increased our supply of clean recyclables and has supported growth of a global commodity market. Today, Waste Management exports a third of the paper we collect to four continents.

Since 2012, Waste Management has been able to sustain recycling programs through a persistent decline in commodity markets. We have relied heavily on the experience, relationships, and proactive efforts of our material marketing team. Our team consists of approximately 150 employees in the United States and Canada and nearly 25 team members stationed overseas. Their expertise in securing homes for our customers' materials, even during difficult economic times, has proven to be invaluable for the success of America's recycling programs.

Waste Management's material marketing team supports each major International export market including China, Latin America, South America, and India. In addition to marketing to international customers, we seek opportunities to provide quality feedstocks to support local projects and markets and we are committed to developing local markets where it benefits the community and our customers. We target new markets based on global growth trends (GDP), new regulations, and the path of manufacturing. Both locally and globally, our team works directly with all end consumers, cutting out the middleman and maximizing our ability to market material to its highest and best use.

One key component of our materials marketing success is our team's preemptive approach to tracking shifts in end-user demand and quality expectations. We work closely with our MRF operations teams to define changes in specifications and quality standards needed to market material. This allows our operations team to confirm the processing standards we utilize to yield material that can be sold.

Waste Management's materials marketing team will consistently and aggressively:

- Explore all potential short and long-term material sales options
- Maintain an accurate and detailed compilation of end markets, market opportunities, and material market specifications
- Negotiate and sell materials in an honest, forthright manner to our customers, for the best possible prices on behalf of our projects
- Provide material marketing services that meet Kitsap County's requirements and help sustain the dependability and long-term sustainability of Kitsap County's program.

Supporting our international marketing team is Waste Management's logistics and export capabilities and network. Waste Management is one of the largest exporters from United States ports by number of containers – we stay ahead of changing export requirements to prevent delays in moving material and we have built the structure, knowledge, and ability to export materials effectively and efficiently.

Following the Path of Our Commodities: Sustainable Outlets Growing Domestically



Over 60 percent of our recycled paper and 100 percent of our processed residential recyclable plastics are marketed to North America and we are continually creating more markets in North America.

4. Ability to meet staffing needs

Our BremAir Hauling District is fully staffed to meet the current and future needs of Kitsap County. In the event of an emergency, we are able to draw upon resources from our other area hauling districts to make sure that the County receives best-in-class service.

5. Familiarity with Kitsap County Facilities, Bremerton and Port Areas, Recycling codes and requirements

Waste Management's BremAir Hauling District is based in Kitsap County and provides collection services to over 47,000 residential customers and more than 2,300 commercial customers in the unincorporated areas of Kitsap County. We also provide collection services to the Cities of Bremerton and Port Orchard. We work closely with County and City staff to provide services within adopted codes and ordinances.

6. References and contact information (List 3 or more professional references along with the value of each contract)

References: Don't Just Take Our Word for It

As a trusted environmental solutions partner for communities throughout the Pacific Northwest, we understand Washington customers, their needs, and their requirements better than any other company. We provide service for many of Kitsap County's neighbors. We have included these customers in the following list of references. We encourage you to contact them so that you may learn firsthand about our excellent record of service with other customers.

Customer	City of Bremerton
Contact	Thomas Knuckey, Public Works Director
Phone / Email	Phone : 360-473-2376 Email: Thomas.knuckey@ci.bremerton.wa.us
Contract Value	\$5.4M

Customer	City of Port Orchard
Contact	Mark Dorsey, Public Works Director
Phone / Email	Phone: 360-876-7034 Email: mdorsey@cityofportorchard.us
Contract Value	\$1.8M

Customer	Kitsap County RAGFs
Contact	Christopher Piercy, Senior Program Manager Kitsap County Public Works, Solid Waste Division
Phone / Email	Phone: 360-337-4626 Email: cpiercy@co.kitsap.wa.us
Contract Value	\$406K

7. Cost of Service

Price Proposal Form

2021-110 RFP

Service Level	Monthly Container Rent	Frequency EOW	Frequency 1x/Week
64-Gallon Cart	Included	\$19.30	\$26.80
1-yard	\$7.18	\$44.90	\$74.90
2-yard	\$8.28	\$85.20	\$155.10
3-yard	\$9.28	\$121.00	\$201.60
4-yard	\$10.50	\$155.60	\$259.30
6-yard	\$17.90	\$215.20	\$358.60
8-yard	\$20.89	\$270.60	\$450.90

Customers requesting multiple collections per week will be charged the 1x/week rate by the Number of collections per week.

On-Call Rates	Per haul
Hansville	N/A
Olalla	N/A
Silverdale	N/A



6 | APPENDIX A: CONTRACTOR REFERENCE FORM

APPENDIX A CONTRACTOR REFERENCE FORM

OFFEROR'S NAME: Waste Management of Washington, Inc.

OFFERORS: Provide at least three (3) references that can verify the offeror's experience and ability to provide the goods and services identified in the solicitation.

Agency Name: City of Bremerton	Contract Period: 1/1/19 - 12/31/29
Contact Person (Name and Title): Thomas Knuckey, Public Works Director	
Complete Primary Address: 100 Oyster Bay Ave., Bremerton, WA 98312	
Telephone Number: 360-473-2376	E-mail Address: thomas.knuckey@ci.bremerton.wa.us
Project Name: Contract for Solid Waste, Recycling, and Compostable Organics Collection and Disposal	Go Live Date: 1/1/19
Modules/Functionality Installed:	
Other Comments:	

Agency Name: City of Port Orchard	Contract Period: 7/1/15 - 6/30/20 with two extensions: 3 and 2-years
Contact Person (Name and Title): Mark Dorsey, Public Works Director	
Complete Primary Address: 216 Prospect St., Port Orchard, WA 98366	
Telephone Number: 360-876-7034	E-mail Address: mdorsey@cityofportorchard.us
Project Name: Contract for Solid Waste Services	Go Live Date: 7/1/15
Modules/Functionality Installed:	
Other Comments:	

Agency Name: Kitsap County Solid Waste	Contract Period: See Other Comments Below
Contact Person (Name and Title): Christopher Piercy, Senior Program Manager, Kitsap County Public Works, Solid Waste Division	
Complete Primary Address: 614 Division Street, MS-27, Port Orchard, WA 98366	
Telephone Number: 360-337-4626	E-mail Address: cpiercy@co.kitsap.wa.us
Project Name:	Go Live Date:
Modules/Functionality Installed:	
Other Comments: WM has multiple contracts with the county that include the operation and disposal of solid waste for OVTS. Hauling/Processing of recycling and garbage at RAGFs.	

REFERENCE CHECK RELEASE STATEMENT

You are authorized to contact the references provided and those entities to which the offeror is providing the same or similar service to obtain information about the offeror for purposes of the solicitation.

Offeror's Signature (Authorized Representative): Jason Rose
 Print Name and Title of Signer: Jason Rose, President
 Dated this 3rd day of May 2021



7 | APPENDIX B: EXCEPTIONS & ASSUMPTIONS FORM

APPENDIX B: EXCEPTIONS AND ASSUMPTIONS FORM

OFFEROR’S NAME: Waste Management of Washington, Inc.

The County does not intend to make changes to the terms and conditions of the solicitation, unless necessary to clarify the scope of work and technical requirements. Failure to accept the terms and conditions may result in a proposal being deemed nonresponsive. Offerors shall identify all Exceptions and/or Assumptions taken to any terms, conditions, and specifications of the solicitation and associated documents must be clearly identified on the table below and returned with the proposal. Unallowable or questionable Exceptions and/or Assumptions may cause a proposal to be non-responsive. Exceptions or Assumptions noted elsewhere in the solicitation and not specified on this form will be considered void and may disqualify the offer. All cells below must be completed for each Exception and Assumption.

SPECIFICALLY DESCRIBE ALL EXCEPTIONS AND ASSUMPTIONS (*attach additional pages if needed*):

Identify All Exceptions and Deviations (<i>check one</i>)	
<input type="checkbox"/>	No Exceptions Requested: Offeror is not requesting exceptions to the solicitation and associated documents.
<input type="checkbox"/>	Offeror requests the exceptions and/or assumptions identified below:

No	Solicitation section, page, and reference	Solicitation language to which an Exception or Assumption taken	Identify the basis for all Exceptions and Assumptions	Proposed Language	Price and Schedule Impact
1.					

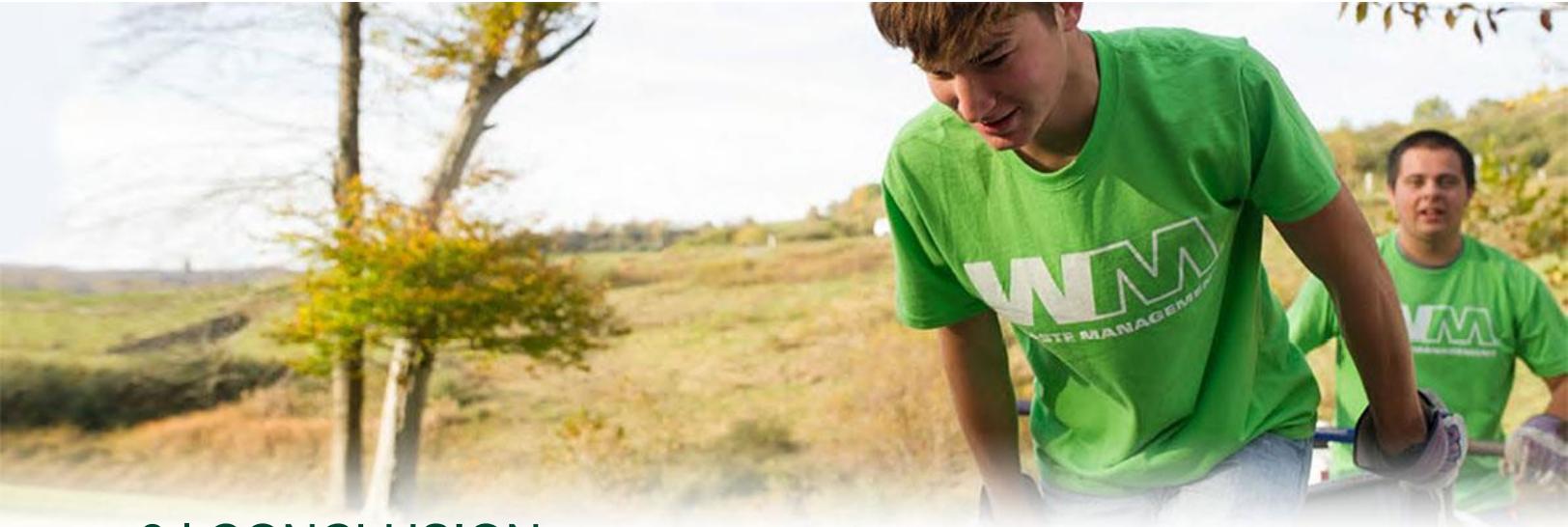
Waste Management statement: As indicated in Addendum No. 3, WM assumes that the terms and conditions of the contract will be negotiated if awarded the contract, including but not limited to the issues described in Addendum No. 3. WM welcomes the opportunity to discuss these issues in more detail with the County.

Jason Rose
Signature of Offeror's Authorized Representative

May 3rd, 2021
Date

Jason Rose
Name of Offeror's Authorized Representative (print)

President
Title



8 | CONCLUSION

Waste Management of Washington, Inc. (Waste Management) is your longtime environmental solutions partner. We have provided recycling management services to Kitsap County for many years. You are familiar with our company, our team, and our professional approach over the long term, and we are excited about the opportunity to continue to work with you in managing your recycling needs.

We have fulfilled the individual tenets and each requirement of your RFP and have organized this response to provide our proposal in response to each element outlined in the RFP.

We believe this to be a significant contract for both Waste Management and Kitsap County. As your long-term partner, we are strongly invested in your county and want to be your waste solutions provider of the future. We understand your priorities, the way you work, and what makes your county such a great place to live, work, and play. This makes us uniquely qualified to provide tailored services to meet your operational needs and the ever-evolving expectations.

Secondly, we are committed to strengthening our current relationship by continuing to provide high-quality, reliable service for the entire term of the Agreement. We have already shown ourselves to be a dependable partner in our current agreement. We have the resources to make needed adjustments, when necessary, to facilitate continued satisfaction for your community. Waste Management intends to continue to offer uninterrupted stability backed by innovation, value, and price, and to be an active partner in attaining Kitsap County's goals and objectives.

Lastly, continuing a partnership with Waste Management will provide your county with uninterrupted, reliable service delivery for an essential and highly regulated operation. There will be no transition period where costly mistakes and problems are most likely to occur, as our team is intimately familiar with your operations and has developed a strong working partnership with your staff. Our best-in-class transfer stations, landfills, and recycling operations, along with our industry-leading safety and environmental practices, should give you the peace of mind that your waste is being managed in full compliance with all regulatory requirements and standards.

Waste Management is dedicated to being the best environmental solutions partner for Kitsap County now and in the future.