



## AGENDA Regular Meeting

**BOARD OF DIRECTORS**  
Thursday, May 15, 2014, 6:00 p.m.  
Gonzales City Council Chambers  
117 Fourth Street, Gonzales, California

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### CALL TO ORDER

### TRANSLATION SERVICES AND OTHER MEETING ANNOUNCEMENTS

### PLEDGE OF ALLEGIANCE

### ROLL CALL

#### **Board Directors**

County: Fernando L. Armenta  
County: Simon Salinas, Alternate Vice President  
Salinas: Gloria De La Rosa  
Salinas: Jyl Lutes, Vice President  
Salinas: Tony R. Barrera  
Gonzales: Elizabeth Silva, President  
Soledad: Richard J. Perez  
Greenfield: Annie Moreno  
King City: Robert S. Cullen

#### **Alternate Directors**

County: Louis R. Calcagno  
Salinas: Joseph D. Gunter  
Gonzales: Scott Funk  
Soledad: Christopher K. Bourke  
Greenfield: Raul C. Rodriguez  
King City: Carlos R. Victoria

### GENERAL MANAGER/CAO COMMENTS

### DEPARTMENT MANAGER COMMENTS

### BOARD DIRECTOR COMMENTS

### PUBLIC COMMENT

Receive public comment from audience on items which are not on the agenda. The public may comment on scheduled agenda items as the Board considers them. Speakers are limited to three minutes at the discretion of the Chair.

### CONSENT AGENDA:

*All matters listed under the Consent Agenda may be enacted by one motion unless a member of the Board, a citizen, or a staff member requests discussion or a separate vote.*

1. [Minutes of April 17, 2014, Meeting](#)
2. [March 2014 Claims and Financial Reports](#)
3. [Strategic Plan Monthly Progress Report](#)
4. [Tonnage and Diversion Report for the Quarter Ended March 31, 2014](#)
5. [A Resolution Approving a Two-Year Professional Services Agreement with AdManor, Inc. for Marketing Services in an Amount Not to Exceed \\$100,000 per year](#)
6. [A Resolution Approving a Services Agreement with Hope Services Inc. for Materials Processing and Litter Abatement at the Sun Street Transfer Station for an Amount not to Exceed \\$133,000](#)

7. [A Resolution Approving Amendment No. 1 Authorizing a One-Year Extension to the Service Agreement with 21st Century Environmental Management of California, LP, for Transportation and Disposal/Recycling of Household Hazardous Waste](#)
8. [A Resolution Approving Professional Service Agreement with Contreras Productions for the RecycleRama School Assembly Program in an Amount Not to Exceed \\$50,000](#)
9. [A Resolution Authorizing the Purchase of one used Caterpillar 836H Landfill Compactor and one used Caterpillar D8T Dozer from Quinn Caterpillar for a Total Amount of \\$1,233,360](#)

#### **PRESENTATION**

10. [New Ideas for Public and Stakeholder Outreach](#)
  - A. Receive Report from HR/Organizational Dev. Manager Rose Gill
  - B. Public Comment
  - C. Board Discussion
  - D. Recommended Action – None, Informational Only
11. [Expanded/Enhanced Student Recycling Education Plan](#)
  - A. Receive Report from Recycling Coordinator Mandy Brooks
  - B. Public Comment
  - C. Board Discussion
  - D. Recommended Action – None, Informational Only

#### **CONSIDERATION**

12. [A Resolution Approving the Operating Budget for Fiscal Year 2014-15](#)
  - A. Receive Report from Finance Manager Roberto Moreno
  - B. Public Comment
  - C. Board Discussion
  - D. Recommended Action – Adopt Resolution
13. [A Resolution Approving an Equipment Lease-Purchase Financing Agreement with Capital One Public Funding LLC Providing for the Purchase of New/Used Landfill Equipment in an Amount Not to Exceed \\$3,670,000](#)
  - A. Receive Report from Finance Manager Roberto Moreno
  - B. Public Comment
  - C. Board Discussion
  - D. Recommended Action – Make Appointments
14. **Appointments to the Citizens Advisory Group**
  - A. Receive Report from Authority General Manager/CAO Patrick Mathews
  - B. Public Comment
  - C. Board Discussion
  - D. Recommended Action – Make Appointments

#### **FUTURE AGENDA ITEMS**

15. [Agenda Items – View Ahead Schedule](#)

#### **CLOSED SESSION**

16. Pursuant to Government Code Section 54957.6 to provide instruction to General Manager /CAO to negotiate salaries and benefits with SVSWA employees - management and non-management.

#### **RECONVENE**

## ADJOURNMENT

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This agenda was posted at the Administration Office of the Salinas Valley Solid Waste Authority, 128 Sun Street, Suite 101, Salinas, and on the Gonzales Council Chambers Bulletin Board, 117 Fourth Street, Gonzales, **Friday, May 9, 2014**. The Salinas Valley Solid Waste Authority Board will next meet on **Thursday, June 19, 2014**. Staff reports for the Authority Board meetings are available for review at: ▶ Salinas Valley Solid Waste Authority: 128 Sun Street, Ste. 101, Salinas, CA 93901, Phone 831-775-3000 ▶ Web Site: [www.salinasvalleyrecycles.org](http://www.salinasvalleyrecycles.org) ▶ Public Library Branches in Gonzales, Prunedale and Soledad ▶ City Halls of Salinas, Gonzales, Greenfield, King City & Soledad

In compliance with the Americans with Disabilities Act, if you need special assistance to participate in the meeting, please contact Elia Zavala, Clerk of the Board at 831-775-3000. Notification 48 hours prior to the meeting will enable the Authority to make reasonable arrangements to ensure accessibility to this meeting (28 CFR 35.102-35.104 ADA Title II). Spanish interpretation will be provided at the meeting. *Se proporcionará interpretación a Español.*

**MINUTES OF  
THE SALINAS VALLEY SOLID WASTE AUTHORITY  
BOARD MEETING  
APRIL 17, 2014**

**CALL TO ORDER**

President Silva called the meeting to order at 6:00 p.m.

**MEETING ANNOUNCEMENTS**

Translation services were announced. No member of the public requested the service.

**ROLL CALL**

The following Board Directors were present:

County of Monterey	Fernando Armenta
County of Monterey	Simon Salinas, Alt. Vice President
City of Salinas	Gloria De La Rosa
City of Salinas	Jyl Lutes, Vice President
City of Salinas	Tony Barrera
City of Gonzales	Elizabeth Silva, President
City of Soledad	Richard Perez
City of Greenfield	Raul Rodriguez (Alternate)
City of King	Robert Cullen

The following Board Directors were absent:

City of Greenfield      Annie Moreno

**Staff Members Present:**

Patrick Mathews, General Manager/CAO  
Susan Warner, Diversion Manager  
Cesar Zuniga, Operations Manager  
Rose Gill, HR/Organization Development Manager

Elia Zavala, Clerk of the Board  
Jenny Mitchell, Contracts & Grants Analyst  
Thomas Bruen, General Counsel

**GENERAL MANAGER COMMENTS**

General Manager/CAO Mathews announced that the testing of the anaerobic digester system using materials from the autoclave system to convert municipal solid waste into bio-methane has started.

**DEPARTMENT MANAGER COMMENTS**

None

**PUBLIC COMMENT**

None

**CONSENT AGENDA**

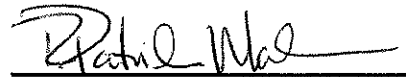
1. Minutes of March 20, 2014, Meeting
2. February 2014 Claims and Financial Reports
3. March 2014 Quarterly Investments Report

**ITEM NO. 1**

Agenda Item

**T. Bruen by ez**

General Counsel Approval



General Manager

4. Revision to the 2014 Meetings Calendar Approved by Resolution No. 2013-30 Changing the Special Meeting Retreat from July 30, 2014 to July 31, 2014
5. Informational Letter to Local Agency Formation Commission (LAFCO) regarding Monterey Regional Waste Management District's (MRWMD) Sphere of Influence within Authority Boundaries

**Public Comment:** None

**Board Comments:** None

**Motion:** Director Cullen made a motion to approve the consent agenda as presented. Director De La Rosa seconded the motion.

**Votes:** Motion carried 9, 0

**Ayes:** Armenta, Barrera, Cullen, De La Rosa, Lutes, Perez, Rodriguez (Alt), Salinas, Silva

**Noes:** None

**Abstain:** None

**Absent:** Moreno

## **PRESENTATION**

### **6. STRATEGIC PLAN MONTHLY PROGRESS REPORT**

(6:06) Human Resources/Organizational Development Manager Gill presented an update on the progress to date on the six-month objectives of the current strategic plan goals.

**Public Comment:** None

**Board Comments:** None

### **7. STATUS REPORT ON GRANTS**

(6:12) Contracts & Grants Analyst Mitchell presented an update on the current grants received by the Authority and announced future grant opportunities.

**Public Comment:** None

**Board Comments:** Alternate Director Rodriguez expressed interest in applying for additional sharps kiosks if there are opportunities in the future. Director Barrera commented on the problem of recyclables scavenging and stated that cities could prioritize hiring of enforcement personnel if figures of significant loss of revenue were provided. Director De La Rosa suggested that the Authority share the sharps program information with the medical facilities and the health department. She suggested the development of an informational flyer in potential partnership with the various agencies/businesses. The Board expressed support for the future grant opportunities, specifically the one to assist in construction of a composting facility at Johnson Canyon Landfill.

## **CONSIDERATION**

### **8. RESOLUTION NO. 2014-11 ADOPTING THE REVISED FINANCIAL POLICIES**

(6:35) General Manager/CAO Mathews presented the proposed revisions to the financial policies as follows, 1) 15% Operating Reserve, 2) Capital Projects Reserve, 3) \$1.7M Environmental Impairment Reserve. These reserves would be funded by allocating any remaining fund balance at year-end, 60% to the Capital Projects Reserve and 20% each to Operating Reserve and Environmental Impairment Reserve until all three reserves are fully funded.

**Public Comment:** None

**Board Comments:** The Board discussed the report and expressed support.

**Motion:** Director Barrera made a motion to adopt the resolution. Director De La Rosa seconded the motion.

**Votes:** Motion carried 9, 0

Ayes: Armenta, Barrera, Cullen, De La Rosa, Lutes, Perez, Rodriguez (Alt), Salinas, Silva

Noes: None

Abstain: None

Absent: Moreno

**9. APPOINTMENTS TO THE CITIZENS ADVISORY GROUP**

(6:48) General Manager/CAO Mathews stated that there were no nominations for appointment.

**Public Comment:** None

**Board Comments:** The Board inquired about the progress and participation of the Citizens Advisory Group members. Staff responded that group will be ready to present its recommendation on the siting of the Materials Recovery Center in May or June.

**FUTURE AGENDA ITEMS**

**10. AGENDA ITEMS – VIEW AHEAD SCHEDULE**

(6:52) Director Cullen announced that May 15 is the opening night of the Salinas Valley Fair in King City Fair and he will likely not be able to attend the Board meeting that night. Director Armenta suggested looking into recycling opportunities with the correctional facilities.

**CLOSED SESSION**

(6:57) President Silva adjourned the meeting to Closed Session to discuss the following:

11. Pursuant to Government Code Section 54957.6 to provide instruction to General Manager /CAO to negotiate salaries and benefits with SVSWA employees - management and non-management.

**Public Comment:** None

**RECONVENE**

(7:12) President Silva reconvened the meeting to open session with no reportable action taken in closed session.

**ADJOURN**

(7:12) President Silva adjourned the meeting.

APPROVED: \_\_\_\_\_  
Elizabeth Silva, President

Attest:

\_\_\_\_\_  
Elia Zavala, Clerk of the Board



SalinasValleyRecycles.org

SALINAS VALLEY SOLID WASTE AUTHORITY

## Report to the Board of Directors

ITEM NO. 2

Finance Manager/Controller-Treasurer

General Manager/CAO

Board President

**Date:** May 15, 2014  
**From:** Roberto Moreno, Finance Manager  
**Title:** March 2014 Claims and Financial Reports

### RECOMMENDATION

The Executive Committee recommends acceptance of the March 2014 Claims and Financial Reports.

### DISCUSSION & ANALYSIS

Please refer to the attached financial reports and checks issued report for the month of March for a discussion of the Authority's financial position as of March 31, 2014. Following are highlights of the Authority's financial activity for the month of March.

#### Results of Operations (Consolidated Statement of Revenues and Expenditures)

For the month of March 2014, FY 2013-14 operating revenue exceeded expenditures by \$318,213. Year to Date operating revenues exceeded expenditures by \$2,035,444.

#### Revenues (Budgetary Comparison Revenue Report)

Revenues for the month of March totaled \$1,495,488. The monthly Tipping Fees totaled \$881,186 and year to date totaled \$8,291,837 or 74.42% of the forecasted total of \$11,141,800. As of March 31, after nine months of the fiscal year (75.00% of the fiscal year) revenues total \$13,466,827 or 74.90% of the total annual revenues forecast of \$17,979,847.

Grant Revenue shows \$18,977 billed on the \$76,747 Tire Amnesty Grant. The revenue is reimbursement for the fall 2013 collection events. The grant is for tire collection events held in the fall and the spring until September 2015. The Authority is reimbursed after each event.

#### Operating Expenditures (Consolidated Statement of Revenues and Expenditures)

As of March 31 (75.00% of the fiscal year) year-to-date operating expenditures total \$11,431,383. This is 71.13% of the operating budget of \$16,070,455.

#### Capital Project Expenditures (Consolidated CIP Expenditures Report)

For the month of March 2014, capital project expenditures totaled \$71,116. \$28,648 of the total was for Johnson Canyon LFG System Improvements.

#### Claims Checks Issued Report

The Authority's Checks Issued Report for the month of March 2014 is attached for review and acceptance. The March checks issued total \$1,218,946.47 of which \$303,225.49 was paid from the payroll checking account for payroll and payroll related benefits. Selected major payments to vendors are listed below.

Vendor	Service	Amount
COAST OIL COMPANY LLC	FEB VEHICLE & EQ FUEL	20,175.63
	FEB SS TS VEHICLE FUEL	9,121.66
	FEB EQ BIODIESEL FUEL	1,489.52
RECOLOGY WASTE SOLUTIONS INC	JAN & FEB JC DIV ASST FEE & MATERIAL FEES	17,345.87
	FEB & MAR JCLF OPS HRS & EXTENDED HRS	335,856.00
MOCO HEALTH DEPT	MOCO REGIONAL FEES OCT - DEC 2013	43,183.83
SCS FIELD SVCS	LFG DRILLING SVCS	25,584.00
	ROUTINE & NON ROUTINE ENVIRONMENTAL SVCS	10,254.56
	FEB ALL SITES GRDWTR MONITORING SVCS	17,256.00
	ALL SITES ROUTINE MONITORING SVCS	22,513.00
	ALL SITES NON ROUTINE ENVIRONMENTAL SVCS	12,265.83
	CH REMOTE MONITORING SYS INSTALL	25,284.00
VISION RECYCLING INC	JAN JC & SS ORGANICS PROGRAM	42,558.41
	FEB C&D OUTSIDE GRINDING & MISC SVCS	3,795.00
	FEB JC ORGANICS PROGRAM	30,500.67
	FEB SS ORGANICS PROGRAM	9,733.58
WASTE MANAGEMENT INC	FEB JOLON ROAD OPS	57,779.10
	FEB REPUBLIC WASTE DELIVERED TO MLTS	2,865.94

### Cash Balances

The Authority's cash position increased \$1,055,890.68 during March to \$12,206,380.60. Most of the cash balance is restricted as shown below:

#### Restricted by Legal Agreements:

Crazy Horse Closure Fund	\$ (19,411.04)
Johnson Canyon Closure Fund	2,974,139.90
Bond Debt Service Reserve	0.00
State & Federal Grants	145,728.93

#### Restricted by Board policy:

Expansion Fund (South Valley Revenues)	7,549,080.13
Salinas Transportation Surcharge	216,777.33
Salinas Rate Stabilization Fund	47,415.03

#### Funds Held in Trust:

Central Coast Media Recycling Coalition	78,993.84
Employee Unreimbursed Medical Claims	1,479.54

#### Unrestricted - Assigned:

Operations and Capital Projects	1,212,176.94
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**\$ 12,206,380.60**

### **ATTACHMENTS**

1. March 2014 Consolidated Statement of Revenues and Expenditures
2. March 2014 Consolidated CIP Expenditures Report
3. March 2014 Budgetary Comparison Revenue Report
4. March 2014 Checks Issued Report





**Salinas Valley Solid Waste Authority**  
**Consolidated Statement of Revenues and Expenditure**  
**For Period Ending March 31, 2014**

	CURRENT BUDGET	M-T-D REV/EXP	Y-T-D REV/EXP	% OF BUDGET	REMAINING BALANCE	Y-T-D ENCUMB.	UNENCUMB. BALANCE
<b>Revenue Summary</b>							
Tipping Fees - Solid Waste	11,141,800	881,186	8,291,837	74.42%	2,849,963	-	2,849,963
Tipping Fees - Surcharge	1,034,000	77,587	746,373	72.18%	287,627	-	287,627
Tipping Fees - Diverted Materials	956,800	101,553	822,495	85.96%	134,305	-	134,305
AB939 Service Fee	1,732,000	144,332	1,298,988	75.00%	433,012	-	433,012
Tipping Fees - South Valley	2,318,800	183,097	1,769,543	76.31%	549,257	-	549,257
Charges for Services	117,000	30,506	92,455	79.02%	24,545	-	24,545
Sales of Materials	385,000	41,549	233,445	60.63%	151,555	-	151,555
Gas Royalties	187,500	33,955	165,335	88.18%	22,165	-	22,165
Investment Earnings	30,200	1,557	23,778	78.73%	6,422	-	6,422
Grants/Contributions	76,747	-	18,977	24.73%	57,770	-	57,770
Other Non-Operating Revenue	-	166	3,601		(3,601)	-	(3,601)
<b>Total Revenue</b>	<b>17,979,847</b>	<b>1,495,488</b>	<b>13,466,827</b>	<b>74.90%</b>	<b>4,513,020</b>	<b>-</b>	<b>4,513,020</b>
<b>Expense Summary</b>							
Administration	2,182,750	167,053	1,569,639	71.91%	613,111	59,001	554,110
Resource Recovery	2,564,105	212,676	1,497,742	58.41%	1,066,362	408,758	657,604
Scalehouses Operations	371,630	26,821	267,973	72.11%	103,657	1,188	102,469
Transfer Stations Operations	2,660,740	206,909	1,837,437	69.06%	823,303	321,282	502,021
Landfills Operations	3,717,840	415,997	2,101,106	56.51%	1,616,734	1,311,098	305,637
Postclosure Maintenance	907,680	80,838	531,001	58.50%	376,679	116,169	260,510
Environmental Control Systems	439,410	45,107	218,921	49.82%	220,489	77,464	143,025
Debt Service - Interest	1,851,700	-	2,101,728	113.50%	(250,028)	-	(250,028)
Debt Service - Principal	1,097,600	-	1,097,517	99.99%	83	-	83
Closure Set-Aside	277,000	21,873	208,320	75.21%	68,680	-	68,680
<b>Total Expense</b>	<b>16,070,455</b>	<b>1,177,275</b>	<b>11,431,383</b>	<b>71.13%</b>	<b>4,639,072</b>	<b>2,294,960</b>	<b>2,344,111</b>
<b>Revenue Over/(Under) Expenses</b>	<b>1,909,392</b>	<b>318,213</b>	<b>2,035,444</b>	<b>106.60%</b>	<b>(126,051)</b>	<b>(2,294,960)</b>	<b>2,168,909</b>



**Salinas Valley Solid Waste Authority**  
**Consolidated Statement of Revenues and Expenditure**  
**For Period Ending March 31, 2014**

	CURRENT BUDGET	M-T-D REV/EXP	Y-T-D REV/EXP	% OF BUDGET	REMAINING BALANCE	Y-T-D ENCUMB.	UNENCUMB. BALANCE
<b>Expense Summary</b>							
Executive Administration	376,550	30,625	257,200	68.30%	119,350	2,877	116,473
Administrative Support	396,780	29,435	273,740	68.99%	123,040	35,758	87,282
Human Resources Administration	324,210	29,114	225,041	69.41%	99,169	4,248	94,921
Clerk of the Board	169,000	13,915	107,194	63.43%	61,806	8,072	53,734
Finance Administration	657,000	42,402	462,340	70.37%	194,660	3,609	191,051
Operations Administration	259,210	21,561	244,125	94.18%	15,085	4,437	10,649
Resource Recovery	681,160	45,296	446,657	65.57%	234,503	17,008	217,496
Marketing	75,000	5,319	53,917	71.89%	21,083	16,333	4,750
Public Education	167,700	5,592	59,057	35.22%	108,643	15,800	92,843
Household Hazardous Waste	671,010	47,266	380,122	56.65%	290,888	75,029	215,858
C & D Diversion	30,000	3,795	29,798	99.33%	203	203	-
Organics Diversion	587,530	83,615	390,800	66.52%	196,730	196,774	(44)
Diversion Services	144,750	19,440	85,913	59.35%	58,837	54,070	4,767
Tire Amnesty Grant	76,747	1,804	20,061	26.14%	56,686	31,342	25,344
DOC Grant	130,208	550	31,418	24.13%	98,790	2,200	96,590
Scalehouse Operations	371,630	26,821	267,973	72.11%	103,657	1,188	102,469
JR Transfer Station	723,060	57,779	483,437	66.86%	239,623	233,337	6,286
ML Transfer Station	150,000	2,866	106,430	70.95%	43,570	42,917	653
SS Disposal Operations	687,841	49,268	478,445	69.56%	209,396	14,658	194,738
SS Transfer Operations	910,749	81,237	679,306	74.59%	231,443	9,957	221,486
SS Recycling Operations	189,090	15,759	89,819	47.50%	99,271	20,413	78,858
JC Landfill Operations	3,717,840	415,997	2,101,106	56.51%	1,616,734	1,311,098	305,637
Crazy Horse Postclosure Maintenance	550,740	62,827	328,925	59.72%	221,815	80,521	141,294
Lewis Road Postclosure Maintenance	211,590	15,950	134,033	63.35%	77,557	32,476	45,081
Johnson Canyon ECS	322,540	34,409	147,172	45.63%	175,368	46,317	129,051
Jolon Road Postclosure Maintenance	145,350	2,061	68,043	46.81%	77,307	3,172	74,135
Sun Street ECS	116,870	10,698	71,748	61.39%	45,122	31,147	13,974
Debt Service - Interest	1,851,700	-	2,101,728	113.50%	(250,028)	-	(250,028)
Debt Service - Principal	1,097,600	-	1,097,517	99.99%	83	-	83
Closure Set-Aside	277,000	21,873	208,320	75.21%	68,680	-	68,680
<b>Total Expense</b>	<b>16,070,455</b>	<b>1,177,275</b>	<b>11,431,383</b>	<b>71.13%</b>	<b>4,639,072</b>	<b>2,294,960</b>	<b>2,344,111</b>
<b>Revenue Over/(Under) Expenses</b>	<b>1,909,392</b>	<b>318,213</b>	<b>2,035,444</b>	<b>106.60%</b>	<b>(126,051)</b>	<b>(2,294,960)</b>	<b>2,168,909</b>



# Salinas Valley Solid Waste Authority

## Consolidated CIP Expenditure Report

### For Period Ending March 31, 2014

	CURRENT BUDGET	M-T-D REV/EXP	Y-T-D REV/EXP	% OF BUDGET	REMAINING BALANCE	Y-T-D ENCUMBRANCES	UNENCUMBERED BALANCE
<b>Fund 131 - Crazy Horse Closure Fund</b>							
131 9301 CH Closure Preparation	5,793	0	0	0.0 %	5,793	1,008	4,785
131 9302 CH PH 1A Leachate Recirculation	0	0	0	0.0 %	0	0	0
131 9306 CH PH 1E Liner Placement	22,960	0	22,957	100.0 %	3	0	3
131 9307 CH PH 1F Winterization	2,345	1,361	1,361	58.0 %	984	0	984
131 9312 CH PH 2E Complete Liner Work	7,842	0	0	0.0 %	7,842	7,797	45
131 9314 CH Closure Quality Assurance	15,305	965	7,688	50.2 %	7,617	0	7,617
131 9315 CH Closure Contingency	102,456	960	14,190	13.8 %	88,266	0	88,266
131 9316 CH Corrective Action Program	174,720	26	11,559	6.6 %	163,161	875	162,286
<b>Total Fund 131 - Crazy Horse Closure Fund</b>	<b>331,421</b>	<b>3,311</b>	<b>57,755</b>	<b>17.4 %</b>	<b>273,666</b>	<b>9,680</b>	<b>263,986</b>
<b>Fund 180 - Expansion Fund</b>							
180 9003 USDA Autoclave Studies	124,315	0	30,964	24.9 %	93,351	843	92,508
180 9021 Autoclave CEQA	576,564	174	8,917	1.5 %	567,647	161,487	406,160
180 9801 Ameresco JCL LFG Equipment	37,600	0	37,600	100.0 %	0	0	0
<b>Total Fund 180 - Expansion Fund</b>	<b>738,479</b>	<b>174</b>	<b>77,481</b>	<b>10.5 %</b>	<b>660,998</b>	<b>162,331</b>	<b>498,667</b>
<b>Fund 211 - State Grants</b>							
211 9201 HHW - Mobile Collection Events	63,444	6,042	10,048	15.8 %	53,396	239	53,157
<b>Total Fund 211 - State Grants</b>	<b>63,444</b>	<b>6,042</b>	<b>10,048</b>	<b>15.8 %</b>	<b>53,396</b>	<b>239</b>	<b>53,157</b>
<b>Fund 800 - Capital Improvement Projects Fu</b>							
800 9010 JC Roadway Improvements	1,510,214	786	19,059	1.3 %	1,491,155	0	1,491,155
800 9012 Work St Transfer Station	27,130	83	6,573	24.2 %	20,557	0	20,557
800 9101 Equipment Replacement	49,400	0	49,333	99.9 %	67	0	67
800 9317 CH SCADA System	30,000	25,284	29,947	99.8 %	53	0	53
800 9318 CH 401/404 Improvements	150,000	356	64,255	42.8 %	85,745	0	85,745
800 9501 JC LFG System Improvements	96,700	28,648	86,626	89.6 %	10,074	11,554	(1,480)
800 9502 JC Flare Station Improvements	298,300	2,386	3,889	1.3 %	294,411	0	294,411



# Salinas Valley Solid Waste Authority

## Consolidated CIP Expenditure Report

For Period Ending March 31, 2014

	CURRENT BUDGET	M-T-D REV/EXP	Y-T-D REV/EXP	% OF BUDGET	REMAINING BALANCE	Y-T-D ENCUMBRANCES	UNENCUMBERED BALANCE
800 9503 JC Module 1 Horizontal Wells	310,000	4,046	47,609	15.4 %	262,391	5,444	256,947
800 9504 JC Module 456B Liner Improvemer	30,000	0	0	0.0 %	30,000	0	30,000
800 9701 SSTS Equipment Replacement	110,000	0	110,439	100.4 %	(439)	0	(439)
800 9702 SSTS NPDES Improvements	60,100	0	0	0.0 %	60,100	57,236	2,864
800 9703 SSTS Improvements	43,000	0	0	0.0 %	43,000	0	43,000
800 9913 CH LFG to Energy Project	5,295	0	0	0.0 %	5,295	0	5,295
<b>Total Fund 800 - Capital Improvement Proje</b>	<b>2,720,139</b>	<b>61,589</b>	<b>417,730</b>	<b>15.4 %</b>	<b>2,302,409</b>	<b>74,235</b>	<b>2,228,174</b>
<b>Total CIP Expenditures</b>	<b>3,853,483</b>	<b>71,116</b>	<b>563,014</b>	<b>14.6 %</b>	<b>3,290,469</b>	<b>246,483</b>	<b>3,043,985</b>

# Salinas Valley Solid Waste Authority

## Budgetary Comparison Revenue Report

For Period Ending: 3/31/2014

		CURRENT BUDGET	M-T-D REV/EXP	Y-T-D REV/EXP	% OF BUDGET
<b>Tipping Fees - Solid Waste</b>					
150-51250	Tipping Fees - Landfills	4,250,000.00	321,377.02	3,127,288.57	73.58 %
150-51261	Tipping Fees - MTS Adjustments	750,000.00	46,488.31	520,840.14	69.45 %
150-51265	Bad Debt Write Off	0.00	-147.70	700.96	0.00 %
170-51252	Tipping Fees - Transfer Station	6,141,800.00	513,467.87	4,643,007.17	75.60 %
	<b>Total Tipping Fees - Solid Waste</b>	<b>11,141,800.00</b>	<b>881,185.50</b>	<b>8,291,836.84</b>	<b>74.42 %</b>
<b>Tipping Fees - Surcharge</b>					
170-51251	Tipping Fees - Surcharge for Operations	1,034,000.00	77,586.97	746,373.37	72.18 %
	<b>Total Tipping Fees - Surcharge</b>	<b>1,034,000.00</b>	<b>77,586.97</b>	<b>746,373.37</b>	<b>72.18 %</b>
<b>Tipping Fees - Diverted Materials</b>					
106-51256	Tipping Fees - HHW	59,000.00	5,739.00	41,874.00	70.97 %
107-51255	Tipping Fees - Mattresses	69,000.00	9,480.00	61,575.00	89.24 %
107-51257	Tipping Fees - Green Waste	612,200.00	55,646.53	471,371.16	77.00 %
107-51258	Tipping Fees - C&D	116,000.00	7,940.78	86,702.80	74.74 %
107-51259	Tipping Fees - Diversion	43,000.00	3,473.58	34,822.60	80.98 %
107-51260	Tipping Fees - Biosolids	0.00	12,100.76	69,605.34	0.00 %
107-51262	Tipping Fees - Wood Waste	57,600.00	7,171.98	56,543.67	98.17 %
	<b>Total Tipping Fees - Diverted Materials</b>	<b>956,800.00</b>	<b>101,552.63</b>	<b>822,494.57</b>	<b>85.96 %</b>
<b>AB939 Service Fee</b>					
106-51264	AB939 Service Fee	1,732,000.00	144,332.00	1,298,988.00	75.00 %
	<b>Total AB939 Service Fee</b>	<b>1,732,000.00</b>	<b>144,332.00</b>	<b>1,298,988.00</b>	<b>75.00 %</b>
<b>Tipping Fees - South Valley</b>					
180-51253	Tipping Fees - South Valley	2,318,800.00	183,097.09	1,769,543.37	76.31 %
	<b>Total Tipping Fees - South Valley</b>	<b>2,318,800.00</b>	<b>183,097.09</b>	<b>1,769,543.37</b>	<b>76.31 %</b>
<b>Charges for Services</b>					
105-52110	Tri-Cities Franchise Administrative	45,000.00	11,525.64	34,576.92	76.84 %
105-52120	BFI Franchise Administrative	72,000.00	18,980.65	57,878.47	80.39 %
	<b>Total Charges for Services</b>	<b>117,000.00</b>	<b>30,506.29</b>	<b>92,455.39</b>	<b>79.02 %</b>
<b>Sales of Materials</b>					
106-53310	Sales - E-Waste	115,000.00	8,503.77	79,147.83	68.82 %
106-53340	Sales - Metal	215,000.00	28,430.00	117,034.50	54.43 %
106-53350	Sales - Plastic	9,000.00	655.50	6,102.80	67.81 %
106-53360	Sales - Cardboard	36,000.00	3,021.30	23,039.20	64.00 %
106-53370	Sales - Mixed Paper	4,000.00	333.60	2,645.70	66.14 %
106-53380	Sales - Mixed Glass	1,000.00	0.00	970.62	97.06 %
106-53390	Sales - HHW Material	5,000.00	604.50	4,504.00	90.08 %
	<b>Total Sales of Materials</b>	<b>385,000.00</b>	<b>41,548.67</b>	<b>233,444.65</b>	<b>60.63 %</b>

# Salinas Valley Solid Waste Authority

## Budgetary Comparison Revenue Report

### For Period Ending: 3/31/2014

		CURRENT BUDGET	M-T-D REV/EXP	Y-T-D REV/EXP	% OF BUDGET
<b>Gas Royalties</b>					
150-53401	Gas Royalties	187,500.00	33,955.44	165,334.93	88.18 %
	<b>Total Gas Royalties</b>	<b>187,500.00</b>	<b>33,955.44</b>	<b>165,334.93</b>	<b>88.18 %</b>
<b>Investment Earnings</b>					
105-54001	Investment Earnings	11,000.00	835.55	8,177.38	74.34 %
105-54200	Rental Income	0.00	0.00	1,000.00	0.00 %
105-54310	Late Payment Finance Charges	1,000.00	51.79	5,543.52	554.35 %
131-54001	Investment Earnings	100.00	0.00	20.31	20.31 %
150-54001	Investment Earnings	0.00	0.00	-2,318.06	0.00 %
150-54200	Rental Income	4,000.00	670.00	3,350.00	83.75 %
151-54001	Investment Earnings	3,000.00	0.00	1,735.33	57.84 %
160-54200	Rental Income	5,200.00	0.00	0.00	0.00 %
170-54001	Investment Earnings	3,900.00	0.00	2,237.70	57.38 %
175-54001	Investment Earnings	0.00	0.00	0.00	0.00 %
180-54001	Investment Earnings	2,000.00	0.00	4,023.48	201.17 %
190-54001	Investment Earnings	0.00	0.00	8.27	0.00 %
	<b>Total Investment Earnings</b>	<b>30,200.00</b>	<b>1,557.34</b>	<b>23,777.93</b>	<b>78.73 %</b>
<b>Grants/Contributions</b>					
211-55252	Dept of Conservation	0.00	0.00	0.00	0.00 %
211-55256	CIWMB Tire Amnesty Grant	76,747.00	0.00	18,977.15	24.73 %
211-55257	Biodiesel Fueling Infrastructure Grant	0.00	0.00	0.00	0.00 %
221-55265	USDA Grant	0.00	0.00	0.00	0.00 %
	<b>Total Grants/Contributions</b>	<b>76,747.00</b>	<b>0.00</b>	<b>18,977.15</b>	<b>24.73 %</b>
<b>Other Non-Operating Revenue</b>					
105-57005	Miscellaneous Receipts	0.00	116.00	1,351.02	0.00 %
106-57005	Miscellaneous Receipts	0.00	49.95	199.60	0.00 %
150-57005	Miscellaneous Receipts	0.00	0.00	2,000.00	0.00 %
160-57005	Miscellaneous Receipts	0.00	0.00	0.00	0.00 %
170-57005	Miscellaneous Receipts	0.00	0.00	49.95	0.00 %
	<b>Total Other Non-Operating Revenue</b>	<b>0.00</b>	<b>165.95</b>	<b>3,600.57</b>	<b>0.00 %</b>
<b>Totals</b>		<b>17,979,847.00</b>	<b>1,495,487.88</b>	<b>13,466,826.77</b>	<b>74.90 %</b>

# Salinas Valley Solid Waste Authority

## Revenue Type Summary For Period Ending: 3/31/2014

	CURRENT BUDGET	M-T-D REV/EXP	Y-T-D REV/EXP	% OF BUDGET
Tipping Fees - Solid Waste	11,141,800.00	881,185.50	8,291,836.84	74.42 %
Tipping Fees - Surcharge	1,034,000.00	77,586.97	746,373.37	72.18 %
Tipping Fees - Diverted Materials	956,800.00	101,552.63	822,494.57	85.96 %
AB939 Service Fee	1,732,000.00	144,332.00	1,298,988.00	75.00 %
Tipping Fees - South Valley	2,318,800.00	183,097.09	1,769,543.37	76.31 %
Charges for Services	117,000.00	30,506.29	92,455.39	79.02 %
Sales of Materials	385,000.00	41,548.67	233,444.65	60.63 %
Gas Royalties	187,500.00	33,955.44	165,334.93	88.18 %
Investment Earnings	30,200.00	1,557.34	23,777.93	78.73 %
Grants/Contributions	76,747.00	0.00	18,977.15	24.73 %
Other Non-Operating Revenue	0.00	165.95	3,600.57	0.00 %
Totals	17,979,847.00	1,495,487.88	13,466,826.77	74.90 %

# Salinas Valley Solid Waste Authority

## Fund Summary

For Period Ending: 3/31/2014

	CURRENT BUDGET	M-T-D REV/EXP	Y-T-D REV/EXP	% OF BUDGET
Administration Fund	129,000.00	31,509.63	108,527.31	84.13 %
AB939 Fund	2,176,000.00	191,669.62	1,574,506.25	72.36 %
Recycling Fund	897,800.00	95,813.63	780,620.57	86.95 %
Crazy Horse Closure Fund	100.00	0.00	20.31	20.31 %
Johnson Cyn Project Fund	5,191,500.00	402,343.07	3,817,196.54	73.53 %
Johnson Canyon Closure Fund	3,000.00	0.00	1,735.33	57.84 %
Jolon Road Project Fund	5,200.00	0.00	0.00	0.00 %
Transfer Stations Fund	7,179,700.00	591,054.84	5,391,668.19	75.10 %
Salinas Transportation Surcharge	0.00	0.00	0.00	0.00 %
Expansion Fund	2,320,800.00	183,097.09	1,773,566.85	76.42 %
Debt Service	0.00	0.00	8.27	0.00 %
State Grants	76,747.00	0.00	18,977.15	24.73 %
USDA Grant	0.00	0.00	0.00	0.00 %
Totals	17,979,847.00	1,495,487.88	13,466,826.77	74.90 %



# Salinas Valley Solid Waste Authority

Checks Issued Report for 3/1/2014 to 3/31/2014

Check #	Name	Check Date	Amount	Check Total
11956	OLDTOWN SALINAS FOUNDATION SPONSORSHIP FOR SALINAS VALLEY FOOD & WINE FEST	3/13/2014	(250.00)	(250.00)
12016	MICHAEL SILVA PER DIEM COMPUMASTER TRAINING	3/13/2014	(18.00)	(18.00)
12243	EMILY MELISSA MOLINAR RECYCLERAMA	3/13/2014	(285.57)	(285.57)
12457	A-1 SWEEPING SS TS SWEEP YARD & EXT ST 3X P/WK	3/12/2014	1,386.00	1,386.00
12458	**VOID**	3/12/2014	-	-
12459	**VOID**	3/12/2014	-	-
12460	**VOID**	3/12/2014	-	-
12461	**VOID**	3/12/2014	-	-
12462	BC LABORATORIES, INC GROUND WATER ANALYTICAL SERVICES	3/12/2014	1,705.00	1,705.00
12463	BRANDY ELLEN ACEVEDO RECYCLERAMA PERFORMANCES FEBRUARY	3/12/2014	1,717.91	1,717.91
12464	CALIFORNIA HIGHWAY ADOPTION CO. HIGHWAY 101 LITTER ABATEMENT	3/12/2014	550.00	550.00
12465	CENTRAL COAST HUMAN RESOURCE ASSOCIATION SEMINAR REGISTRATION	3/12/2014	25.00	25.00
12466	COAST COUNTIES TRUCK & EQUIPMENT CO. SS TS VEHICLE MAINTENANCE	3/12/2014	146.68	146.68
12467	COAST OIL COMPANY, LLC FEBRUARY VEHICLE AND EQUIPMENT FUEL	3/12/2014	20,175.63	20,175.63
12468	CONSTRUCTION & DEMOLITION RECYCLING ASSOCIATION ANNUAL MEMBERSHIP	3/12/2014	245.00	245.00
12469	CSC OF SALINAS/YUMA SS TS VEHICLE MAIN SUPPLIES	3/12/2014	246.16	246.16

# Salinas Valley Solid Waste Authority

Checks Issued Report for 3/1/2014 to 3/31/2014

Check #	Name	Check Date	Amount	Check Total
12470	DAVE J. DEERING MONTHLY JANITORIAL SERVICES	3/12/2014	1,830.00	1,830.00
12471	FEDEX OVERNIGHT SHIPMENTS	3/12/2014	403.99	403.99
12472	GOLDEN STATE TRUCK & TRAILER REPAIR SS TS VEHICLE AND EQUIPMENT SERVICES AND SUPPLIES	3/12/2014	6,933.38	6,933.38
12473	**VOID**	3/12/2014	-	-
12474	GOVERNMENT FINANCE OFFICERS ASSOCIA FINANCE ASSOCIATION MEMBERSHIP	3/12/2014	160.00	160.00
12475	GRAINGER SS TS SUPPLIES	3/12/2014	149.08	149.08
12476	GREEN RUBBER - KENNEDY AG, LP JC LFG SUPPLIES	3/12/2014	917.55	917.55
12477	HERTZ EQUIPMENT RENTAL CORPORATION JC LFG EQUIPMENT RENTAL	3/12/2014	832.12	832.12
12478	HOPE SERVICES MONTHLY MATTRESS/BOX SPRING HAULING SERVICE	3/12/2014	1,992.00	1,992.00
12479	INTERNATIONAL PUBLIC MANAGEMENT ASSOCIATION - HR 2014 ANNUAL WESTERN REGION CONFERENCE REGISTRATION	3/12/2014	395.00	395.00
12480	IVY CONTRERAS MONTHLY RECYCLERAMA PERFORMANCES FEBRUARY	3/12/2014	1,968.75	1,968.75
12481	JOHN DAVID ACEVEDO II RECYCLERAMA PERFORMANCES FEBRUARY	3/12/2014	375.00	375.00
12482	JOSE RAMIRO URIBE SS TS VEHICLE MAINTENANCE	3/12/2014	358.66	358.66
12483	LIEBERT CASSIDY WHITMORE FLSA WEBINAR RECORDING	3/12/2014	55.00	55.00
12484	MARILYN M. SNIDER BOARD RETREAT	3/12/2014	2,669.84	2,669.84
12485	MARK E. FETZER 8 HOUR EMPLOYEE TRAINING	3/12/2014	898.00	898.00

# Salinas Valley Solid Waste Authority

Checks Issued Report for 3/1/2014 to 3/31/2014

Check #	Name	Check Date	Amount	Check Total
12486	MARTA M. GRANADOS BOARD MTG INTERPRETER	3/12/2014	360.00	360.00
12487	MONTEREY BAY OFFICE PRODUCTS QUARTERLY COPIER MAINTENANCE AGREEMENT	3/12/2014	363.70	363.70
12488	OFFICE DEPOT OFFICE SUPPLIES	3/12/2014	795.34	795.34
12489	PACIFIC GAS AND ELECTRIC COMPANY MONTHLY ELECTRICAL SERVICES	3/12/2014	4,468.93	4,468.93
12490	PACIFIC MUNICIPAL CONSULTANTS CH CEQA CONSULTING SERVICES	3/12/2014	492.01	492.01
12491	PITNEY BOWES GLOBAL MONTHLY POSTAGE MACHINE LEASE	3/12/2014	32.00	32.00
12492	PROBUILD COMPANY LLC CH LANDFILL SUPPLIES SS TS TOUR SUPPLIES	3/12/2014	178.63 367.05	545.68
12493	PURE WATER BOTTLING BOTTLED WATER DELIVERIES	3/12/2014	186.34	186.34
12494	QUINN COMPANY SS TS EQUIPMENT SUPPLIES	3/12/2014	72.41	72.41
12495	R & T HEATING & SHEET METAL, INC AC UNIT REPAIR	3/12/2014	809.24	809.24
12496	RBF CONSULTING LANDFILL SURVEYING	3/12/2014	4,853.06	4,853.06
12497	RECOLOGY WASTE SOLUTIONS, INC JANUARY JC DIV ASST FEE & MATERIAL FEES FEBRUARY JC LANDFILL OPS HRS FEBRUARY JC LANDFILL EXTENDED HRS JANUARY JC DIV ASST FEE & MATERIAL FEES	3/12/2014	8,262.00 2,742.00 165,186.00 365.06	176,555.06
12498	ROBERT B GOMEZ RECYCLERAMA PERFORMANCES FEBRUARY	3/12/2014	422.38	422.38
12499	ROBERTO MORENO EMPLOYEE TRAINING PER DIEM	3/12/2014	84.00	84.00

## Salinas Valley Solid Waste Authority

Checks Issued Report for 3/1/2014 to 3/31/2014

Check #	Name	Check Date	Amount	Check Total
12500	ROSE GILL SEMINAR EXPENSES	3/12/2014	138.00	138.00
12501	SCS FIELD SERVICES FEBRUARY ALL SITES ROUTINE MONITORING SERVICES FEBRUARY ALL SITES NON ROUTINE ENVIRONMENTAL SERVICES CH REMOTE MONITORING SYSTEM INSTALL	3/12/2014	22,513.00 12,265.83 25,284.00	60,062.83
12502	**VOID**	3/12/2014	-	-
12503	SHARPS SOLUTIONS, LLC SHARPS DISPOSAL	3/12/2014	160.00	160.00
12504	SMOKEY KEY SERVICE KEY SERVICE	3/12/2014	7.56	7.56
12505	STURDY OIL COMPANY TRUCK & TRAILER SUPPLIES & STEAM WASH	3/12/2014	1,411.86	1,411.86
12506	TELCO AUTOMATION, INC. PHONE SYSTEM SERVICE	3/12/2014	147.00	147.00
12507	THOMAS M BRUEN JANUARY LEGAL SERVICES	3/12/2014	8,580.00	8,580.00
12508	UNITED RENTALS (NORTHWEST), INC CH EQUIPMENT RENTAL	3/12/2014	669.22	669.22
12509	VISION RECYCLING INC JANUARY JC & SS ORGANICS PROGRAM	3/12/2014	42,558.41	42,558.41
12510	ADMANOR, INC HHW GRANT CAMPAIGN	3/12/2014	3,038.54	3,038.54
12511	AIR TOXICS LTD MODIFIED TO-15	3/12/2014	480.00	480.00
12512	ALEXANDRA BRISTOW RECYCLERAMA	3/12/2014	393.38	393.38
12513	AT&T SERVICES INC TELEPHONE SERVICES	3/12/2014	1,005.96	1,005.96
12514	BC LABORATORIES, INC GROUND WATER ANALYTICAL SERVICES JAN 2014	3/19/2014	237.00	237.00

## Salinas Valley Solid Waste Authority

Checks Issued Report for 3/1/2014 to 3/31/2014

Check #	Name	Check Date	Amount	Check Total
12515	BECKS SHOE STORE, INC. SS TS EMPLOYEE SAFETY SHOES (3)	3/19/2014	500.31	500.31
12516	CITY OF GONZALES MONTHLY GONZALES HOSTING FEES	3/19/2014	20,833.33	20,833.33
12517	COAST COUNTIES TRUCK & EQUIPMENT CO. SS TS VEHICLE SUPPLIES	3/19/2014	22.47	22.47
12518	COSTCO WHOLESALE GENERAL OFFICE SUPPLIES	3/19/2014	271.16	271.16
12519	CSC OF SALINAS/YUMA SS STS VEHICLE SUPPLIES	3/19/2014	189.80	189.80
12520	DOCTORS ON DUTY MEDICAL GROUP EMPLOYEE PRE-EMPLOYMENT PHYSICAL	3/19/2014	75.00	75.00
12521	EDWARDS TRUCK CENTER, INC SS TS VEHICLE SUPPLIES	3/19/2014	444.29	444.29
12522	EMILY MELISSA MOLINAR RECYCLERAMA PERFORMANCES	3/19/2014	285.57	285.57
12523	EQUIPCO SALES & SERVICE CH ENV. EQUIPMENT SERVICE	3/19/2014	249.00	249.00
12524	GEOLOGIC ASSOCIATES, INC. ALL SITES GROUND WATER MONITORING	3/19/2014	4,407.75	4,407.75
12525	GOLDEN STATE TRUCK & TRAILER REPAIR SS TS EQUIPMENT MAINTENANCE	3/19/2014	3,243.20	3,243.20
12526	GRAINGER OPS VEHICLE SUPPLIES	3/19/2014	42.13	42.13
12527	GREEN RUBBER - KENNEDY AG, LP SS TS EQUIPMENT SUPPLIES	3/19/2014	566.71	566.71
12528	GREEN VALLEY INDUSTRIAL SUPPLY, INC JC LFG SUPPLIES	3/19/2014	130.62	130.62
12529	HD SUPPLY CONSTRUCTION SUPPLY, LTD BRANCH #6186 JC LFG SUPPLIES	3/19/2014	10.20	10.20
12530	HOME DEPOT SUPPLIES	3/19/2014	139.55	139.55

## Salinas Valley Solid Waste Authority

Checks Issued Report for 3/1/2014 to 3/31/2014

Check #	Name	Check Date	Amount	Check Total
12531	JOHNSON ASSOCIATES VEHICLE SUPPLIES	3/19/2014	146.26	146.26
12532	JOSE RAMIRO URIBE SS TS VEHICLE REPAIRS	3/19/2014	393.96	393.96
12533	JUAN C. RUIZ EQUIPMENT TRANSPORTATION	3/19/2014	275.00	275.00
12534	JULIO GIL HHW SIGNAGE SERVICES	3/19/2014	64.16	64.16
12535	LIEBERT CASSIDY WHITMORE HUMAN RESOURCES CONSULTING SERVICES	3/19/2014	7,158.00	7,158.00
12536	MARTA M. GRANADOS BD MEETING INTERPRETER	3/19/2014	180.00	180.00
12537	MICHAEL SILVA MICHAEL SILVA PER DIEM COMPUMASTER TRAINING	3/19/2014	18.00	18.00
12538	MONTEREY BAY UNIFIED AIR POLLUTION CONTROL BOARD CH REGULATORY AIR PERMIT	3/19/2014	2,596.00	2,596.00
12539	MONTEREY COUNTY HEALTH DEPARTMENT MO CO REGIONAL FEES OCT - DEC 2013	3/19/2014	43,183.83	43,183.83
12540	MONTEREY REGIONAL WATER POLLUTION CONTROL AGENCY MRWPCA & CITY SERVICE FEE	3/19/2014	27.00	27.00
12541	NEXIS PARTNERS, LLC RENT & COMMON AREAS ADM BLDG	3/19/2014	8,709.00	8,709.00
12542	OFFICE DEPOT GENERAL OFFIC SUPPLIES	3/19/2014	681.25	681.25
12543	ORCHARD SUPPLY HARDWARE LLC SS TS SUPPLIES	3/19/2014	43.76	43.76
12544	QUINN COMPANY LOADER SOFTWARE RENEWAL	3/19/2014	32.19	32.19
12545	RBF CONSULTING JC SURVEYING SERVICES	3/19/2014	4,250.08	4,250.08
12546	REPUBLIC SERVICES #471 96 GALLON GARBAGE CART SERVICE	3/19/2014	64.87	64.87

## Salinas Valley Solid Waste Authority

Checks Issued Report for 3/1/2014 to 3/31/2014

Check #	Name	Check Date	Amount	Check Total
12547	SCS FIELD SERVICES	3/19/2014		
	LFG DRILLING SERVICES		25,584.00	
	CH, JR NON ROUTINE ENVIRONMENTAL SERVICES		10,254.56	
				35,838.56
12548	STURDY OIL COMPANY	3/19/2014		
	SS TS VEHICLE SUPPLIES		625.78	
				625.78
12549	THOMAS M BRUEN	3/19/2014		
	MONTHLY LEGAL SERVICES		2,960.40	
				2,960.40
12550	UNITED RENTALS (NORTHWEST), INC	3/19/2014		
	EQUIPMENT RENTAL		1,740.16	
				1,740.16
12551	WESTERN EXTERMINATOR COMPANY	3/19/2014		
	JC STORAGE CONTAINER/SHOP, SSTs RODENT CONTROL		55.00	
				55.00
12552	WRIGHT EXPRESS FINANCIAL SERVICES CORPORATION	3/19/2014		
	FUEL		1,920.34	
				1,920.34
12553	ADMANOR, INC	3/27/2014		
	FEBRUARY BRANDING & RECYCLING OUTREACH/EDUCATION		5,319.00	
	DECEMBER HHW GRANT MARKETING		2,913.90	
				8,232.90
12554	AGRI-FRAME, INC	3/27/2014		
	SS TS TRAILER REPAIRS		989.00	
				989.00
12555	AT&T SERVICES INC	3/27/2014		
	TELEPHONE SERVICES		725.84	
				725.84
12556	BC LABORATORIES, INC	3/27/2014		
	FEBRUARY GROUND WATER ANALYTICAL SERVICES		5,886.00	
				5,886.00
12557	CALIFORNIA WATER SERVICE	3/27/2014		
	SS WATER SERVICES		388.36	
				388.36
12558	COAST COUNTIES TRUCK & EQUIPMENT CO.	3/27/2014		
	SS TS VEHICLE SUPPLIES		24.90	
				24.90
12559	COAST OIL COMPANY, LLC	3/27/2014		
	FEBRUARY SS TS VEHICLE FUEL		9,121.66	
	FEBRUARY EQUIPMENT BIODIESEL FUEL		1,489.52	
				10,611.18
12560	COMCAST	3/27/2014		
	MONTHLY INTERNET SERVICE		152.36	
				152.36

## Salinas Valley Solid Waste Authority

Checks issued Report for 3/1/2014 to 3/31/2014

Check #	Name	Check Date	Amount	Check Total
12561	CSC OF SALINAS/YUMA SS STS VEHICLE SUPPLIES	3/27/2014	105.38	105.38
12562	DOLE FRESH VEGETABLES REFUND OF AR CREDIT BALANCE	3/27/2014	328.88	328.88
12563	EDUARDO ARROYO JC SCALEHOUSE REPAIRS	3/27/2014	800.00	800.00
12564	FEDEX OVERNIGHT SHIPMENTS	3/27/2014	270.86	270.86
12565	FIRST ALARM QUARTERLY BLDG ALARM SERVICES	3/27/2014	758.64	758.64
12566	GEOLOGIC ASSOCIATES, INC. FEBRUARY ALL SITES GROUNDWATER MONITORING	3/27/2014	22,075.25	22,075.25
12567	GOLDEN STATE TRUCK & TRAILER REPAIR SS TS VEHICLE MAINTENANCE & SUPPLIES	3/27/2014	2,825.85	2,825.85
12568	GREEN RUBBER - KENNEDY AG, LP JC PVC SUPPLIES SUN STREET VEHICLE SUPPLIES	3/27/2014	2,199.04 85.57	2,284.61
12569	GUERITO JC & SS PORTABLE TOILET SERVICE	3/27/2014	510.00	510.00
12570	HD SUPPLY CONSTRUCTION SUPPLY, LTD BRANCH #6186 CH SUPPLIES	3/27/2014	1,360.81	1,360.81
12571	HOPE SERVICES MATTRESS/BOX SPRING HAULING SERVICE NOVEMBER SS TS LITTER ABATEMENT & DIVERSION FEBRUARY SS TS LITTER ABATEMENT & DIVERSION	3/27/2014	924.00 9,799.44 9,799.44	20,522.88
12572	INTERNATIONAL PUBLIC MANAGEMENT ASSOCIATION - HR HR ASSOCIATION MEMBERSHIP	3/27/2014	149.00	149.00
12573	JOSE RAMIRO URIBE SS TS VEHICLE REPAIRS	3/27/2014	309.55	309.55
12574	JUAN C. RUIZ EQUIPMENT TRANSPORTATION	3/27/2014	275.00	275.00
12575	LUMBERMENS INC SCALE HOUSE SUPPLIES	3/27/2014	252.89	252.89



# Salinas Valley Solid Waste Authority

Checks Issued Report for 3/1/2014 to 3/31/2014

Check #	Name	Check Date	Amount	Check Total
12576	MARTA M. GRANADOS BD MEETING INTERPRETER	3/27/2014	180.00	180.00
12577	MONTEREY SANITARY SUPPLY, INC. JANITORIAL SUPPLIES	3/27/2014	481.70	481.70
12578	OFFICE DEPOT GENERAL OFFICE SUPPLIES	3/27/2014	1,878.65	1,878.65
12579	PACIFIC MUNICIPAL CONSULTANTS CH CEQA	3/27/2014	472.50	472.50
12580	PHILIP SERVICES CORP JANUARY HHW HAULING/DISPOSAL SERVICES & SUPPLIES	3/27/2014	17,651.28	17,651.28
12581	PITNEY BOWES GLOBAL QUARTERLY POSTAGE MACHINE LEASE	3/27/2014	298.48	298.48
12582	PLACEMENT PROS SS TS DIV WORKER - LABOR	3/27/2014	1,199.80	1,199.80
12583	QUINN COMPANY SS TS EQUIPMENT SUPPLIES AND MAINTENANCE	3/27/2014	6,286.79	6,286.79
12584	RECOLOGY WASTE SOLUTIONS, INC FEBRUARY JC DIV ASST FEE & MATERIAL FEES MARCH JC LANDFILL OPS & EXTENDED HRS MARCH JC LANDFILL OPS & EXTENDED HRS FEBRUARY JC DIV ASST FEE & MATERIAL FEES	3/27/2014	8,262.00 2,742.00 165,186.00 456.81	176,646.81
12585	SALINAS CALIFORNIAN #1078 LEGAL NOTICES AND PUBLICATIONS	3/27/2014	115.94	115.94
12586	SCS FIELD SERVICES FEBRUARY ALL SITES GRDWTR MONITORING SERVICES	3/27/2014	17,256.00	17,256.00
12587	SOCIETY FOR HUMAN RESOURCE MANAGEMENT ANNUAL MEMBERSHIP	3/27/2014	185.00	185.00
12588	STURDY OIL COMPANY SS TS VEHICLE SUPPLIES SS TS VEHICLE STEAM WASH	3/27/2014	113.78 520.00	633.78
12589	SWANA EMPLOYEE TRAINING - LANDFILL OPERATIONS	3/27/2014	2,698.00	2,698.00

## Salinas Valley Solid Waste Authority

Checks Issued Report for 3/1/2014 to 3/31/2014

Check #	Name	Check Date	Amount	Check Total
12590	TRI-COUNTY FIRE PROTECTION, INC. ANNUAL OFFICE FIRE EXTINGUISHER INSPECTION HHW FIRE EXTINGUISHER SERVICE JC SCALE FIRE EXTINGUISHER SERVICE	3/27/2014	55.00 55.00 44.50	154.50
12591	TYLER TECHNOLOGIES, INC. - INCODE DIVISION 1099 WEBINAR REGISTRATION	3/27/2014	100.00	100.00
12592	VERIZON WIRELESS SERVICES, LLC MONTHLY CELL PHONE SERVICE	3/27/2014	119.03	119.03
12593	VERNON G. SNYDER III CH SITE AERIALS	3/27/2014	675.00	675.00
12594	VISION RECYCLING INC FEBRUARY C&D OUTSIDE GRINDING & MISC SERVICES FEBRUARY JC ORGANICS PROGRAM FEBRUARY SS ORGANICS PROGRAM	3/27/2014	3,795.00 30,500.67 9,733.58	44,029.25
12595	WASTE MANAGEMENT INC FEBRUARY JOLON ROAD OPERATIONS FEBRUARY REPUBLIC WASTE DELIVERED TO MADISON	3/27/2014	57,779.10 2,865.94	60,645.04
12596	WEST COAST RUBBER RECYCLING, INC TIRE AMNESTY TRAILER PICKUP SS NOV 2013 JC LFG TDA SUPPLIES	3/27/2014	1,100.00 2,755.51	3,855.51
12597	WESTERN EXTERMINATOR COMPANY JC AND SS RODENT CONTROL WESTERN EXTERMINATOR - REFUND OF AR CREDIT BALANCE	3/27/2014	281.00 15.00	296.00
12598	CA STATE BOARD OF EQUALIZATION USE TAX 2013	3/31/2014	3,099.00	3,099.00
DFT2014834	WAGEWORKS 2014 FSA MONTHLY ADMIN FEES	3/17/2014	36.00	36.00
<b>SUBTOTAL</b>				915,720.98
Payroll Disbursements				303,225.49
Grand Total				<u><u>1,218,946.47</u></u>



## Report to the Board of Directors

### ITEM NO. 3

N/A

Finance Manager/Controller-Treasurer

N/A

General Counsel

*Patrick Mathews*

General Manager/CAO

**Date:** May 15, 2014

**From:** Patrick Mathews, General Manager/CAO

**Title:** 2013-16 Strategic Plan Goals and Six-Month Objectives Monthly Update

### RECOMMENDATION

Staff recommends that the Board accept the report of the progress on the 2013-16 Strategic Plan Goals and Six-month Objectives approved February 2014.

### STRATEGIC PLAN RELATIONSHIP

The Authority's Three-year Strategic Plan reflects specific measurable six-month objectives that will be reported to the Board each month.

- A. Fund and implement 75% diversion of waste from landfills
- B. Complete development of the Salinas Area Transfer Station and Materials Recovery Center
- C. Utilize Jolon Road, Crazy Horse and Lewis Road closed landfills to generate revenue
- D. Increase public access, involvement and awareness of SVSWA activities
- E. Reduce costs and improve services at the Johnson Canyon Landfill and other SVSWA facilities

### FISCAL IMPACT

Funding for the implementation of the specific goals (3 year) and most of the objectives (6 month) is allocated as part of the budget process.

### DISCUSSION & ANALYSIS

The Board met on February 13, 2014 to review the Authority's current three-year Strategic Plan goals (2013-16) and six-month objectives. A new set of six-month objectives were developed collaboratively by the Board and staff for each of the goals.

Progress reports on the current Strategic Plan's six-month objectives will be provided monthly to the Board. These will be reviewed and re-evaluated at the next Board retreat which is recommended to be scheduled on July 31, 2014.

### BACKGROUND

In 2007 the Board adopted short and long term goals for the Authority. In 2009, the Board adopted a Mission, Vision and Core Values. In 2010, the Board adopted a three year Strategic Plan (2010-2013) with short term objectives. The Board agreed that new goals would be established every three years with six-month measurable objectives. On July 31, 2013, the Board developed the current three-year Strategic Plan goals (2013-2016).

### ATTACHMENT(S)

1. 2013-2016 Strategic Plan and Six-month Objectives Matrix as of May 15, 2014

S A L I N A S   V A L L E Y   S O L I D   W A S T E   A U T H O R I T Y

**SIX-MONTH STRATEGIC OBJECTIVES**

February 13, 2014 through July 15, 2014

AS OF MAY 15, 2014

THREE-YEAR GOAL: <b>FUND AND IMPLEMENT 75% DIVERSION OF WASTE FROM LANDFILLS</b>						
WHEN	WHO	WHAT	STATUS			COMMENTS
			DONE	ON TARGET	REVISED	
1. At the Feb. 20, 2014 Board meeting	Diversion Manager	Recommend to the Board for consideration the Global Organics Energy (GOE) proposal to demonstrate autoclave waste recovery technology at the Johnson Canyon Landfill.	X			Receive Board direction to proceed with demonstration project, enabling agreement to be completed in May
2. At the March 20, 2014 Board meeting	Diversion Manager, working with private recyclers, cities and the county	Request diversion data from countywide private recyclers to be included in the SVSWA diversion rate and report the preliminary results to the Board.	X			Report included in March 2014 Board packet
3. June 15, 2014	Diversion Manager	Provide the Board an interim report on the USDA Digester Pilot Project and make a recommendation(s) to the Board for action on how the digester can contribute to 75% diversion goal.		X		Test runs of Pilot Digester commenced in April 2014 and the unit is now fully loaded and producing biomethane
4. At the June 19, 2014 Board meeting	General Manager	Report to the Board on the process to move the Transfer Station Materials Recovery Center and autoclave technology to move the Environmental Review process forward.		X		Siting study process with Citizens Advisory Group concluded May 8 <sup>th</sup> . Final report scheduled for June 2014 Board mtg
5. July 15, 2014	General Manager	Actively participate in and provide information to the City Managers' Group regarding the Regional Solid Waste Study and provide an update the Board.		X		4 consultant proposals received, interviews conducted on May 5 <sup>th</sup> and vendor selected, Gonzales CM is negotiating the final contract

**SUGGESTED BOARD PRIORITIES:**

- Work closer with cities and the county to continue the dialog and get the word out to the public
- Complete the regional study proposed by the City Manager Group
- Bring the GOE Autoclave

- Contact private recyclers to get data
- Work toward a partnership with private recyclers
- Continue USDA digester evaluation

**THREE-YEAR GOAL: *COMPLETE DEVELOPMENT OF THE SALINAS AREA TRANSFER STATION  
AND MATERIALS RECOVERY CENTER***

WHEN	WHO	WHAT	STATUS			COMMENTS
1. On or before the June 19, 2014 Board meeting	General Manager	Present the Citizens Advisory Group's recommendations of acceptable sites for the Salinas Area Transfer Station and Materials Recovery Center to the Board for direction.		X		CAG study work is completed and on track for June Siting Study presentation to Board
2. July 15, 2014	General Manager	Contingent upon approval of an acceptable site, begin a development plan for the Salinas Area Transfer Station and Materials Recovery Center.		X		Contingent upon Board approval of study sites for environmental review
3. FUTURE OBJECTIVE	General Manager	Prepare and present to the Board for deliberation a Salinas Area Transfer Station and Materials Recovery Center project implementation schedule.				

**SUGGESTED BOARD PRIORITIES:**

- Any more refinements, opportunities and barriers needed to implement the objectives?
- Figure out a site and whether it's city- or county-owned
- Develop a plan
- Get it done

THREE-YEAR GOAL: <b>UTILIZE JOLON ROAD, CRAZY HORSE AND LEWIS ROAD CLOSED LANDFILLS TO GENERATE REVENUE</b>						
WHEN	WHO	WHAT	STATUS			COMMENTS
			DONE	ON TARGET	REVISED	
At the September, 2014 Board meeting	Authority Engineer and the Diversion Manager	Recommend to the Board for consideration a process for selecting and funding a consultant to identify potential revenue opportunities.			X	Working on identifying grants and a budget allocation for this work. Item moved to CAG for comment and input
At the September, 2014 Board meeting	General Manager and a consultant, with input from the Citizens Advisory Group and the cities and the county (e.g., economic development directors)	Present to the Board feedback from meetings to generate revenue from the closed landfills.			X	Delay due to consultant budget and selection.
FUTURE OBJECTIVE _____	HR/Organization Development Manager, working with CSUMB student interns and a consultant	Develop a Business Plans for generating revenues from closed landfills.		X		Working with CSUMB for an Internship to assist with business plans for interested parties

**SUGGESTED BOARD PRIORITIES:**

- Utilize the Citizens Advisory Group to develop ideas
- Hire a consultant to identify potential uses and who would bring people in to look at the sites
- Utilize the private sector to get recommendations (e.g., have focus groups)
- Identify what has been done so far

**THREE-YEAR GOAL: *INCREASE PUBLIC ACCESS, INVOLVEMENT AND AWARENESS OF SVSWA ACTIVITIES***

WHEN	WHO	WHAT	STATUS			COMMENTS
			DONE	ON TARGET	REVISED	
1. At the May 15, 2014 Board meeting	Management Team (Gen. Mgr. – lead)	Propose new ideas for Board consideration on how to expand public and stakeholder information on the Board's diversion goals and activities.		X		May 15 <sup>th</sup> Board presentation
2. At the May 15, 2014 Board meeting	Diversion Manager, working with the Recycling Coordinator and alternate Board member Joe Gunther	Develop and present to the Board a plan to expand and enhance (e.g., contests, rewards) education of students about the importance of recycling.		X		May 15 <sup>th</sup> Board presentation
3. July 15, 2014	Each Board and Management Team member	Be visible and promote SVSWA at least one community event.		X		Ongoing activities
4. July 15, 2014	HR/Organization Development Manager, working with staff and Board and in partnership with community groups	Get at least 1000 messages (i.e., flyers, email, social media, presentations) out to the community (e.g., Rotary, American Legion, Elks Club) to increase visibility and participation in SVSWA activities.		X		Expanding social media contacts list, reaching out to service organizations, participating in community events
5. July 15, 2014	HR/Organization Development Manager	Ensure broadcasting of at least two new SVSWA radio and TV ads targeting the Hispanic community.		X		Commercials are currently airing on local Spanish radio and TV

**SUGGESTED BOARD PRIORITIES:**

- Stop doing activities that do not yield desired results (e.g., public meetings)
- Be accessible and continue community relationships; collaborate with community leaders
- Maximize use of PSAs
- Support the Citizens Advisory Group; Board members have a continuing dialog with appointed citizens
- Be visible in the schools (e.g., contests, rewards)
- Continue TV ads
- Staff and Board to be visible at community events
- Review, expand and further develop a plan to use volunteers, staff and Board to achieve the goal

**THREE-YEAR GOAL: *REDUCE COSTS AND IMPROVE SERVICES AT THE JOHNSON CANYON LANDFILL AND OTHER SVSWA FACILITIES***

WHEN	WHO	WHAT	STATUS			COMMENTS
			DONE	ON TARGET	REVISED	
1. At the Feb. 20, 2014 Board meeting	Operations Manager and Authority Engineer	Present to the Board for action the results of the RFP for ongoing operations of the Johnson Canyon Landfill.	X			All actions directed by the Board are being implemented to assure a smooth transition to run the Johnson Canyon landfill operations. Equipment financing is on the May 15 <sup>th</sup> agenda for final action
2. July 15, 2014	Authority Engineer – lead, General Manager and Board of Directors	Request a commitment for county, regional agency, state and federal funding to construct the Regional Landfill Truck Route (i.e., Gloria Road, Iverson Road, Johnson Canyon Road) and report results to the Board.		X		The County has placed this project into its CIP program and has requested grant funding from TAMC. An MOU will be presented to the Board prior to releasing SVSWA funds to the County. Draft MOU has been transmitted to the County for comment and action
3. July 15, 2014	Diversion Manager	Determine the viability and possible funding opportunities of a compost operation at the Johnson Canyon Landfill and report results to the Board.		X		Preliminary design, permit investigation and costing underway. Grant application deadline is June 2014. Application preparation is underway.
4. July 15, 2014	Operations Manager	Solicit ideas from the staff for cost saving opportunities at SVSWA facilities and present the ideas to the Board.		X		Presentation on cost saving ideas is scheduled for the June 2014 Board meeting

**SUGGESTED BOARD PRIORITIES:**

- Continue to solicit staff input
- Make clear to the public where we're at, that we have a plan and our funding opportunities





**SalinasValleyRecycles.org**

SALINAS VALLEY SOLID WASTE AUTHORITY

## Report to the Board of Directors

### ITEM NO. 4

Finance Manager/Controller-Treasurer

N/A  
Legal Counsel

General Manager/CAO

**Date:** May 15, 2014  
**From:** Roberto Moreno, Finance Manager  
**Title:** Tonnage and Diversion Report for the Quarter Ended March 31, 2014

### RECOMMENDATION

Staff recommends that the Board accept this report.

### STRATEGIC PLAN RELATIONSHIP

This is a routine information item.

### FISCAL IMPACT

For the quarter ended March 31, 2014, the Authority paid Recology \$503,784 for landfilling 37,586 tons of solid waste. This is an average of \$13.40 per ton.

### DISCUSSION & ANALYSIS

#### Total Tons Landfilled

Total tons landfilled increased by 6.0% for the quarter ended March 31, 2014 as shown below:

	<u>1Q 2014</u>	<u>1Q 2013</u>	<u>Change in</u>	
<u>Service Area</u>	<u>Tonnage</u>	<u>Tonnage</u>	<u>Tonnage</u>	<u>% Change</u>
Authority Service Area	37,548	35,870	1,678	4.7%
South Santa Clara Valley	17,860	16,445	1,415	8.6%
Out of District	38	2	36	1800.0%
Total Landfilled	55,446	52,317	3,129	6.0%

For the quarter ended March 31, 2014, the Authority landfilled 37,548 tons of solid waste generated from the Authority's service area. This is an increase of 4.7% over the same quarter of the previous year's 35,870.

As of March 31, 2014, the Authority landfilled a total of 55,446 tons for the quarter including 17,860 from South Santa Clara Valley. This represents a 6% increase over the same period in the previous year's total landfilled tonnage of 52,317.

### South Valley Tonnage

The total tonnage delivered from outside of the County by Recology South Valley Disposal and Recycling during this quarter was 17,860 tons or 32% of all landfilled tonnage. This is an 8.6% increase over the same quarter of 2013. The revenue earned for the guaranteed minimum importation of waste from Recology South Valley Disposal during this quarter was \$549,291.

As of March 31, 2014, the Authority has received 57,993 tons or 74% of the guaranteed 78,286 tons for the fiscal year per the agreement with Recology South Valley Disposal & Recycling.

### Authority Service Area Tonnage Analysis

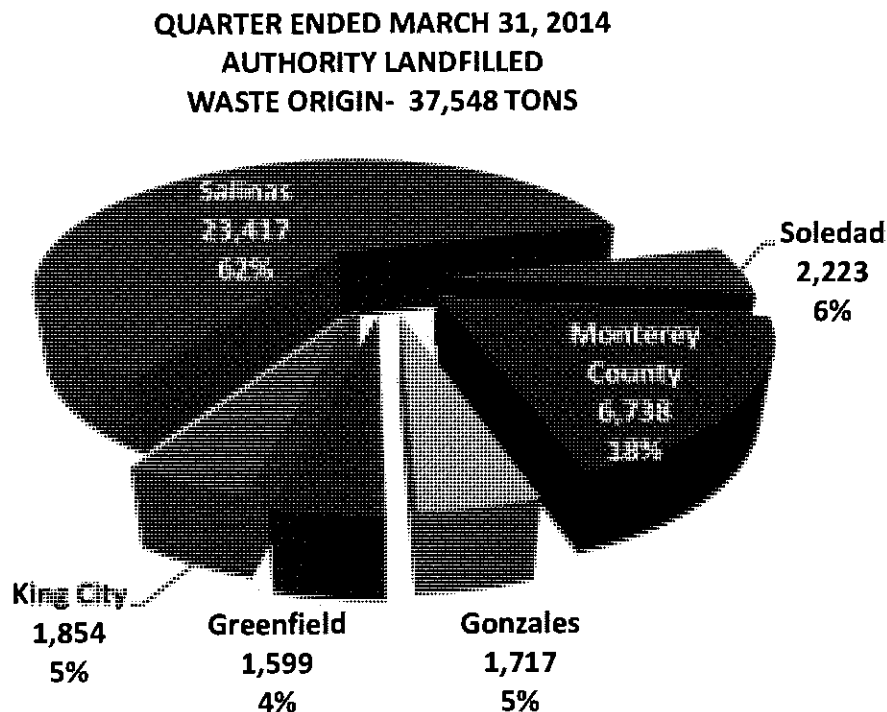
The following table analysis is for the Authority Service Area tonnage only as accepted at the Johnson Canyon Landfill:

	Jan-Mar 2014		Jan-Mar 2013		Change in	%
	Tonnage	%	Tonnage	%	Tonnage	Change
Total Tons Accepted	46,136	100%	45,019	100%	1,116	2.5%
Less Diverted Materials	8,588	19%	9,149	20%	(562)	-6.1%
<b>Total Landfilled</b>	<b>37,548</b>	<b>81%</b>	<b>35,870</b>	<b>80%</b>	<b>1,678</b>	<b>4.7%</b>

Compared to the corresponding quarter in 2013, the total tons accepted for the quarter ending March 31, 2014 increased by 2.5% and diverted material decreased by 6.1%, resulting in a net increase of 4.7% in tons landfilled. The decrease in diverted materials is due to a decrease of 822 tons in biosolids received at the landfill. Biosolids are received primarily from the wastewater treatment plants in the cities of Greenfield and Soledad, but not on a predictable schedule.

### Waste Origin

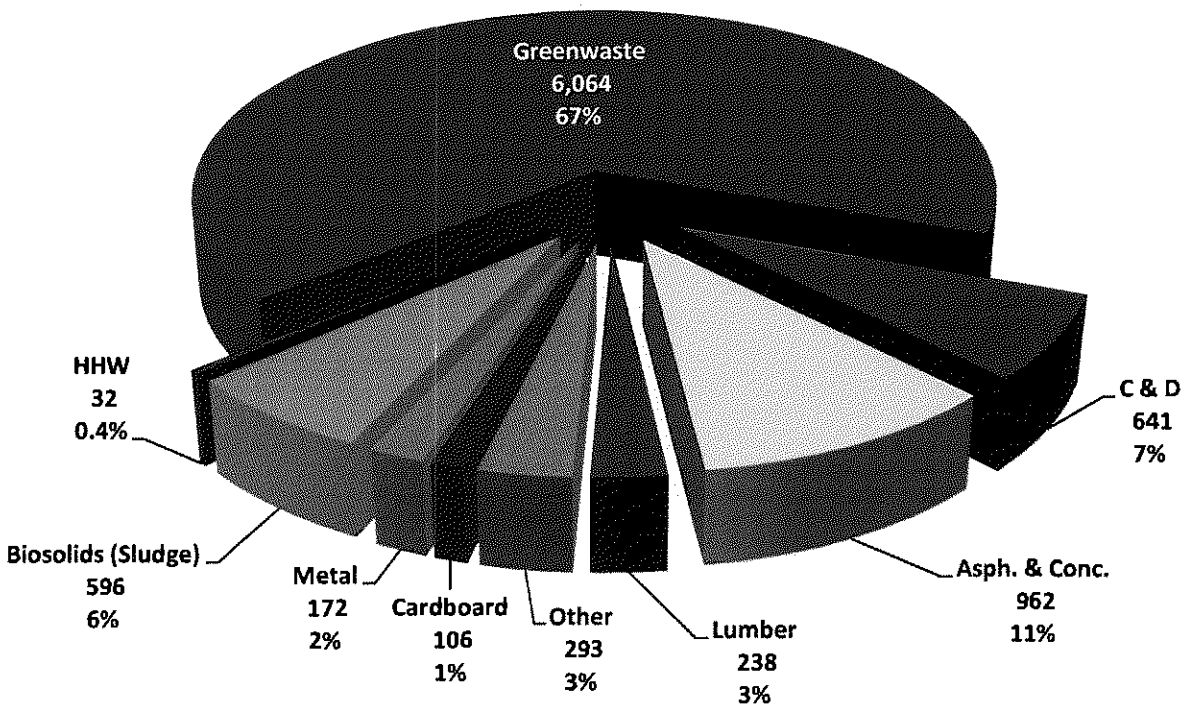
Of the 37,548 tons landfilled from the Authority's service area, the City of Salinas accounts for 62% of the waste and the County accounts for 18%.



### Diverted Materials

The Diverted Tonnage chart below shows the Authority received a grand total of 9,104 tons of diverted materials for the quarter ended March 31, 2013. In addition to the 8,588 tons of diverted materials received at Johnson Canyon, as shown in the *Authority Service Area Tonnage* table, the Authority sent 484 tons of recyclable materials to market directly from the Sun Street Transfer Station. The Authority also diverted approximately 32 tons of Household Hazardous Waste (HHW) materials. Total tons of diverted materials for the quarter ended March 31, 2014 has resulted in a net decrease in recycling of 45 tons or 0.5% over the same quarter of the previous year.

## **QUARTER ENDED MARCH 31, 2014 DIVERTED MATERIALS - 9,104**



### **ATTACHMENTS**

None



**SalinasValleyRecycles.org**

SALINAS VALLEY SOLID WASTE AUTHORITY

## Report to the Board of Directors

**ITEM NO. 5**

Finance Manager/Controller-Treasurer

N/A

Legal Counsel

General Manager/CAO

**Date:** May 15, 2014

**From:** Mandy Brooks, Recycling Coordinator

**Title:** A Resolution Approving a Two-Year Professional Services Agreement with AdManor, Inc. for Marketing Services in an Amount Not to Exceed \$100,000 per year

### RECOMMENDATION

Staff recommends that the Board adopt the resolution.

This agreement will allow the Authority to continue to work with AdManor to promote the Authority's services and increase public education about recycling and waste reduction practices throughout the Salinas Valley community.

### STRATEGIC PLAN RELATIONSHIP

The recommended action will assist the Authority in supporting the Strategic Plan Goal to Increase Public Access, Involvement and Awareness of Authority Activities by expanding public and stakeholder information through TV and Radio ads and social media.

### FISCAL IMPACT

The proposed 2014-15 budget includes \$100,000 for marketing services in account 106-6-2150-63711.

AdManor has agreed to maintain the same fee schedule currently in effect. The maximum amount of the professional services contract for fiscal year 2014-2015 will be \$100,000. The contract will continue through the end of the 2015-2016 fiscal year subject to the availability of funding.

### DISCUSSION & ANALYSIS

The current agreement with AdManor will terminate on June 30, 2014. During the past fiscal year, Resource Recovery staff has continued to work with AdManor to complete monthly newspaper columns, update existing recycling brochure, Christmas tree, Tire Amnesty, and Mobile HHW & Sharps collection events advertisements, and special promotional events at SSTs. AdManor is currently in the process of coordinating a free "Sort & Save" recycling event at the Authority's Sun Street Transfer Station on June 14, 2014 in order to bring more public attention to separating self-haul loads by utilizing all the free recycling services available to the public at the facility to maximize diversion.

Over the past two years, the Authority's Marketing Committee has continued to work with AdManor on the strategic objective to increase public awareness about the

Authority and our services and activities. This effort continues with the branding and re-naming campaign "Salinas Valley Recycles.org" and has carried into the development and airing of the "New Green" TV and Radio bilingual media campaign to bring the Authority's purpose, mission, vision, and services to a greater number of individuals and households. The Community Forum Campaign was also developed and advertised; 3 community meetings were conducted to engage and inform the public about the Authority, its services, and plans for the future.

The proposed Scope of Work for projects in the next two fiscal years is attached and includes the following tasks:

- Continue branding of public-friendly "SalinasValleyRecycles.org" name through website, social media outlets, etc.
- Continue Promotion of the Authority Services through development and production of television and radio media campaign
- Public Relations / Media Relations Press Release, including development of news articles to announce programs and public-interest news
- Develop Food Scrap and compost program informational materials
- Promote separating materials in self-haul loads to maximize diversion with development of new signage at MRC
- Monthly recycling column
- Marketing of diversion services, targeting specific commodities through special events

This two year contract will allow for continuity for the on-going branding of the Authority and the media scope of work.

## **BACKGROUND**

Since 1999, the Authority has contracted with public relations firms to promote components of the AB939 Enhanced Services work plan and to increase the overall awareness and appreciation of the Authority and its mission, vision and values. The services have focused on development of an outreach plan, promotion of the Authority's services, and creating new programs to reach target audiences.

Since 2008 AdManor has been the Authority's marketing consultant and was awarded this initial contract as a result of a competitive Request for Proposals for Marketing Services. In May 2012, the Board authorized an additional two year professional services agreement with AdManor Inc., with the agreement ending June 30, 2014.

Not only does the Authority and AdManor continue to have an excellent working relationship but AdManor has an in-depth knowledge of the Authority which is a unique value-added service that only AdManor can provide. In addition, AdManor has consistently kept the same fee schedule for the past six years. Based on these considerations, the Board is being asked to make the finding that under Authority Code Section 3.01.130 (3), this continuing service is an exception to competitive bidding requirements and allow the Authority to continue working with AdManor to complete the objectives of the Authority's Three-Year Strategic Plan to increase public access,

involvement and awareness of SVSWA activities and to promote the Authority's role and value as a resource recovery agency.

**ATTACHMENT(S)**

1. Resolution
2. Exhibit A – Professional Service Agreement
3. Exhibit B – Scope of Work
4. Exhibit C – Fee Schedule

**RESOLUTION NO. 2014 -**

**A RESOLUTION OF THE SALINAS VALLEY SOLID WASTE AUTHORITY APPROVING A TWO-YEAR PROFESSIONAL SERVICES AGREEMENT  
WITH ADMANOR, INC FOR MARKETING SERVICES IN AN AMOUNT NOT TO EXCEED  
\$100,000 PER FISCAL YEAR**

**WHEREAS**, in the case of professional services, qualifications and experience to the benefit of the Authority shall receive first consideration; and,

**WHEREAS**, AdManor Inc., has been the Authority's Marketing consultant since 2008 has an in-depth knowledge of the Authority, which is a unique value-added service that only AdManor, Inc. can provide; and,

**THEREFORE, BE IT RESOLVED BY THE BOARD OF DIRECTORS OF THE SALINAS VALLEY SOLID WASTE AUTHORITY** that under Authority Code Section 3.01.130 (3) this service agreement is an exception to competitive bidding requirements; and,

**BE IT FURTHER RESOLVED, BY THE BOARD OF DIRECTORS OF THE SALINAS VALLEY SOLID WASTE AUTHORITY**, that the General Manager/CAO is hereby authorized and directed for, and on behalf of, the Salinas Valley Solid Waste Authority to execute a Two-Year Professional Services Agreement with AdManor Inc. for Marketing Services in an amount not to exceed \$100,000 per fiscal year as attached hereto and marked "Exhibit A."

**PASSED AND ADOPTED** by the Board of Directors of the Salinas Valley Solid Waste Authority at its regular meeting duly held on the 15th day of May 2014, by the following vote:

AYES: BOARD MEMBERS:

NOES: BOARD MEMBERS:

ABSENT: BOARD MEMBERS:

ABSTAIN: BOARD MEMBERS:

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Elizabeth Silva, President

ATTEST:

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Elia Zavala, Clerk of the Board



## EXHIBIT A

### AGREEMENT FOR PROFESSIONAL SERVICES BETWEEN SALINAS VALLEY SOLID WASTE AUTHORITY AND ADMANOR, INC. FOR MARKETING SERVICES

This agreement, made and entered into this 15<sup>th</sup> day of May 2014, by and between the Salinas Valley Solid Waste Authority, a joint powers authority organized under the laws of the State of California (hereinafter "Authority"), and AdManor, Inc., a California corporation (hereinafter "Consultant").

WHEREAS, Consultant represents that it is specially trained, experienced, and competent to perform the special services which will be required by this agreement; and

WHEREAS, Consultant is willing to render such professional services, as hereinafter defined, on the following terms and conditions,

NOW, THEREFORE, Consultant and Authority agree as follows:

#### 1. Scope of Service

The project contemplated and the Consultant's services are described in Exhibit "B," attached hereto and incorporated herein by reference.

#### 2. Completion Schedule

This Agreement shall become effective July 1, 2014. Consultant shall complete the consulting services described in Exhibit "B" by June 30, 2016.

#### 3. Compensation

Authority hereby agrees to pay Consultant for services rendered to Authority pursuant to this agreement in an amount not to exceed the amount indicated in the payment schedule in, and in the manner indicated and in accordance with, Exhibit "C."

All wage scales shall be in accordance with applicable determinations made by the Director of the Department of Industrial Relations of the State of California, as provided by Article 2, Chapter 1, Division 2, Part 7 of the Labor Code of the State of California, commencing with Section 1771. In accordance with Section 1773.2 of said Labor Code, copies of the aforesaid determinations of the Director of the Department of Industrial Relations are to be on file at the Consultant's principal office. It shall be mandatory for any Contractor or Consultant to whom a contract is awarded to pay not less than the applicable prevailing wage rate to all workers employed for the execution of the Contract.

#### 4. Billing

Consultant shall submit to Authority an itemized invoice, prepared in a form satisfactory to Authority, describing its services and costs for the period covered by the invoice. Except as specifically authorized by Authority, Consultant shall not bill Authority for duplicate services performed by more



than one person. Consultant's bills shall include the following information to which such services or costs pertain:

- A. Brief description of services performed;
- B. The date the services were performed;
- C. The number of hours spent and by whom;
- D. A brief description of any costs incurred;
- E. The Consultant's signature; and
- F. Reference to Authority's Purchase Order Number

In no event shall Consultant submit any billing for an amount in excess of the maximum amount of compensation provided in Section 3, unless authorized pursuant to Section 5 herein.

All such invoices shall be in full accord with any and all applicable provisions of this agreement.

Authority shall make payment on each such invoice within forty-five (45) days of receipt, provided, however, that if Consultant submits an invoice which is incorrect, incomplete, or not in accord with the provisions of this agreement, Authority shall not be obligated to process any payment to Consultant until forty-five (45) days after a correct and complying invoice has been submitted by Consultant.

#### **5. Additional Services**

It is understood by Authority and Consultant that it may be necessary, in connection with the project, for Consultant to perform or secure the performance of consulting and related services other than those set forth in Exhibit "B." Authority has listed those additional consulting services that could be anticipated at the time of the execution of the agreement as shown in Exhibit "B." If said additional services are requested by the Authority, Consultant shall advise Authority in writing of the need for additional services, and the cost of and estimated time to perform the services. Consultant shall not proceed to perform any such additional service until Authority has determined that such service is beyond the scope of the basic services to be provided by the Consultant, is required, and has given its written authorization to perform. Written approval for performance and compensation for additional services may be granted by the Authority's General Manager/Cao or his designee.

Except as hereinabove stated, any additional service not shown on Exhibit "B" shall require an amendment to this agreement and shall be subject to all of the provisions of this agreement.

#### **6. Additional Copies**

If Authority requires additional copies of reports, or any other material which Consultant is required to furnish in limited quantities as part of the services under this agreement, Consultant shall provide such additional copies as are requested, and Authority shall compensate Consultant for the actual costs of duplicating such copies.

#### **7. Responsibility of Consultant**

- A. By executing this agreement, Consultant agrees that Consultant is apprised of the scope of work to be performed under this agreement and Consultant agrees that said work can and shall be performed in a fully competent manner. By executing this agreement, Consultant further agrees and warrants to Authority that the Consultant possesses, or shall arrange to secure from others, all of the necessary professional capabilities, experience, resources, and facilities necessary to provide

the Authority the services contemplated under this agreement and that Authority relies upon the professional skills of Consultant to do and perform Consultant's work. Consultant further agrees and warrants that Consultant shall follow the current, generally accepted practices of the profession to make findings, render opinions, prepare factual presentations, and provide professional advice and recommendations regarding the project for which the services are rendered under this agreement.

- B. Consultant shall assign a single project director to have overall responsibility for the execution of this agreement for Consultant. Sandi Manor is hereby designated as the project director for Consultant. Any changes in the Project Director designee shall be subject to the prior written acceptance and approval of the Authority's General Manager\CAO or authorized designee.
- C. Recent changes in State law expand the definitions of work, including testing and survey work, for which prevailing wages may need to be paid on construction projects paid for with public funds. It is the Consultant's responsibility to inform itself of, and to comply at its sole expense with, all State law requirements governing the payment of prevailing wages.

#### **8. Responsibility of Authority**

To the extent appropriate to the project contemplated by this agreement, Authority shall:

- A. Assist Consultant by placing at his disposal all available information pertinent to the project, including but not limited to, previous reports, and any other data relative to the project. Nothing contained herein shall obligate Authority to incur any expense in connection with completion of studies or acquisition of information not otherwise in the possession of Authority.
- B. Make provisions for Consultant to enter upon public and private property as required by Consultant to perform his services.
- C. Examine all studies, reports, sketches, drawings, specifications, proposals, and other documents presented by Consultant, and render verbally or in writing as may be appropriate, decisions pertaining thereto within a reasonable time so as not to delay the services of Consultant.
- D. The Chief Administrative Officer\CAO, or authorized designee shall act as Authority's representative with respect to the work to be performed under this agreement. Such person shall have the complete authority to transmit instructions, receive information, interpret, and define Authority's policies and decisions with respect to the materials, equipment, elements, and systems pertinent to Consultant's services. Authority may unilaterally change its representative upon notice to the Consultant.
- E. Give prompt written notice to Consultant whenever Authority observes or otherwise becomes aware of any defect in the project.
- F. Furnish approvals and permits from all governmental authorities having jurisdiction over the project and such approvals and consents from others as may be necessary for completion of the project.

#### **9. Acceptance of Work Not a Release**

Acceptance by the Authority of the work performed under this agreement does not operate as a release of Consultant from professional responsibility for the work performed.

## 10. Indemnification and Hold Harmless

Consultant shall indemnify, defend and hold Authority and its officers, employees, or agents harmless from and against any and all liability, claims, suits, actions, damages, and causes of action arising out of any personal injury, bodily injury, loss of life, or damage to any property, or any violation of any federal, state, or municipal law or ordinance, or other cause in connection with the negligent or intentional acts or omission of Consultant, its employees, subcontractors, or agents, or on account of the performance or character of the work, except for any such claim arising out of the sole active negligence or willful misconduct of the Authority, its officers, employees or agents. It is understood that the duty of Consultant to indemnify and hold harmless includes the duty to defend as set forth in Section 2778 of the California Civil Code, and that Consultant shall at its own expense, upon written request by the Authority, defend any such suit or action brought against the Authority, its officers, agents, or employees.

Acceptance of insurance certificates and endorsements required under this agreement does not relieve Consultant from liability under this indemnification and hold harmless clause. This indemnification and hold harmless clause shall apply whether or not such insurance policies shall have been determined to be applicable to any of such damages or claims for damages.

Consultant shall reimburse the Authority for all costs and expenses (including, but not limited to, fees and charges of architects, engineers, attorneys, or other professionals, and court costs) incurred by the Authority in enforcing the provisions of this section.

Consultant's obligations in this section shall survive termination of this Agreement.

## 11. Insurance

- A. Consultant shall, throughout the duration of this agreement, maintain comprehensive general liability and property insurance covering all operations of the Consultant, its agents and employees, performed in connection with this agreement including, but not limited to, premises and automobile.
- B. Consultant shall maintain the following limits:

### General Liability

Combined Single Limit Per Occurrence..... \$1 million  
General Aggregate..... \$1.5 million  
*(The policy shall cover on an occurrence or an accident basis, and not on a claims made basis.)*

### Automobile Liability:

Combined Single Limit Per Occurrence..... \$1 million  
*(The policy shall cover on an occurrence or an accident basis, and not on a claims made basis.)*

Workers Compensation..... Full Liability Coverage

Professional Errors and Omissions..... \$1 million (no more than  
\$50,000 deductible)

*(Consultant shall not disclaim responsibility or avoid liability for the acts or omissions of its subcontractors or other professional consultants. The retroactive date of the policy must be shown and must be before the date of the agreement.)*

All insurance companies with the exception of Professional Errors & Omissions and worker's compensation affording coverage to the Consultant shall be required to add the Salinas Valley Solid Waste Authority, its officers, employees, and agents, as additional "insureds" by endorsement under the insurance policy and shall stipulate that this insurance policy will operate as primary insurance for the work performed under this agreement and that no other insurance affected by the Authority or other named insured will be called upon to contribute to a loss covered thereunder. The policy shall contain no special limitations on the scope of protection afforded to Authority, its officers, employees, or agents.

- C. All insurance companies affording coverage to the Consultant shall be insurance organizations authorized by the Insurance Commissioner to transact the business of insurance in the State of California.
- D. All insurance companies affording coverage shall issue an endorsement to their policy, committing them to provide thirty (30) days written notice by certified or registered mail to the Salinas Valley Solid Waste Authority should the policy be canceled or reduced in coverage before the expiration date. For the purposes of this notice requirement, any material change prior to expiration shall be considered cancellation.
- E. Consultant shall provide evidence of compliance with the insurance requirements listed above by providing a certificate of insurance, in a form satisfactory to the Authority, concurrently with the submittal of this agreement. A statement on the insurance certificate which states that the insurance company will endeavor to notify the certificate holder, "but failure to mail such notice shall impose no obligation or liability of any kind upon the company, its agents, or representatives" does not satisfy the requirements of subsection (E) herein. The Consultant shall ensure that the above-quoted language is stricken from the certificate by the authorized representative of the insurance company. The insurance certificate shall also state the unpaid limits of the policy.
- F. Consultant shall provide substitute certificate of insurance no later than thirty (30) days prior to the policy expiration date. Failure by the Consultant to provide such a substitution and extend the policy expiration date shall be considered default by Consultant.
- G. Maintenance of insurance by the Consultant as specified in the agreement shall in no way be interpreted as relieving the Consultant of any responsibility whatever and the Consultant may carry, at its own expense, such additional insurance as it deems necessary.

## **12. Access to Records**

Consultant shall maintain all preparatory books, records, documents, accounting ledgers, and similar materials including but not limited to calculation and survey notes relating to work performed for Authority under this agreement on file for at least three (3) years following the date of final payment to Consultant by Authority. Any duly authorized representative(s) of Authority shall have access to such records for the purpose of inspection, audit, and copying at reasonable times during Consultant's usual and customary business hours. Consultant shall provide proper facilities to Authority's representative(s) for such access and inspection.

## **13. Assignment**

It is recognized by the parties hereto that a substantial inducement to Authority for entering into this agreement was, and is, the professional reputation and competence of Consultant. This agreement is personal to Consultant and shall not be assigned by it without the prior express written approval of Authority. If the Consultant is a corporation or other business entity, a change of control (meaning a transfer of more than 20% of the voting stock or equity interest in the entity) shall constitute an assignment requiring the Authority's prior consent.

Authority may assign this agreement, and its assignee shall have all of the rights, and be subject to all of the obligations, of Authority hereunder, and whenever an officer of Authority is referred to in this agreement, then the representative of the assignor exercising similar duties shall be deemed to be the person referred to.

**14. Changes to Scope of Work**

Authority may at any time and, upon a minimum of ten (10) days written notice, seek to modify the scope of basic services to be provided under this agreement. Consultant shall, upon receipt of said notice, determine the impact on both time and compensation of such change in scope and notify Authority in writing. The rate of compensation shall be based upon the hourly rates shown in Exhibit "C" of this agreement. Upon agreement between Authority and Consultant as to the extent of said impacts to time and compensation, an amendment to this agreement shall be prepared describing such changes.

Execution of the amendment by Authority and Consultant shall constitute the Consultant's notice to proceed with the changed scope.

**15. Compliance with Laws, Rules, and Regulations**

Services performed by Consultant pursuant to this agreement shall be performed in accordance and full compliance with all applicable federal, state, and local laws and any rules or regulations promulgated thereunder.

**16. Licenses**

If a license of any kind, which term is intended to include evidence of registration, is required of Consultant, its employees, agents, or subcontractors by federal or state law, Consultant warrants that such license has been obtained, is valid and in good standing, and that any applicable bond has been posted in accordance with all applicable laws and regulations.

**17. Fiscal Considerations**

The parties to this Agreement recognize and acknowledge that Authority is a political subdivision of the entities which it represents. As such, Authority is subject to the provisions of Article XVI, Section 18 of the California Constitution and other similar fiscal and procurement laws and regulations and may not expend funds for products, equipment or services not budgeted in a given fiscal year. It is further understood that in the normal course of Authority business, Authority will adopt a proposed budget for a given fiscal year.

In addition to the above, should the Authority during the course of a given year for financial reasons reduce, or order a reduction, in the budget for which services were agreed to be performed, pursuant to this paragraph in the sole discretion of the Authority, this Agreement may be deemed to be canceled in its entirety subject to payment for services performed prior to cancellation.

**18. Interest of Public Official**

No official or employee of Authority who exercises any functions or responsibilities in review or approval of services to be provided by Consultant under this Agreement shall participate in or attempt to influence any decision relating to this Agreement which affects personal interest or interest of any corporation, partnership, or association in which he/she is directly or indirectly interested; nor shall any such official or employee of Authority have any interest, direct or indirect, in this Agreement or the proceeds thereof.

**19. Withholding (Form 730)**

In accordance with changes in Internal Revenue Law, OASDI (Old Age, Survivors, & Disability Insurance) and income taxes may be withheld from any payments made to Consultant under the terms of this Agreement if Consultant is determined by the Authority not to be an independent contractor.

**20. California Residency (Form 590)**

All independent Consultants providing services to the Authority must file a State of California Form 590, certifying their California residency or, in the case of a corporation, certifying that they have a permanent place of business in California. The Consultant will be required to submit a Form 590 prior to execution of this agreement or Authority shall withhold seven (7) percent of each payment made to the Consultant during the term of this agreement. This requirement applies to any agreement/contract exceeding \$600.00.

**21. Tax Payer Identification Number (Form W-9)**

All independent Consultants or Corporations providing services to the Authority must file a Department of the Treasury Internal Revenue Service Form W-9, certifying their Taxpayer Identification Number.

**22. Independent Contractor**

It is expressly understood and agreed by both parties that Consultant, while engaged in carrying out and complying with any of the terms and conditions of this agreement, is an independent contractor and not an employee of the Authority. Consultant expressly warrants not to represent, at any time or in any manner, that Consultant is an employee, agent, or servant of the Authority.

**23. Exhibits Incorporated**

All exhibits referred to in this agreement and attached to it are hereby incorporated in it by this reference. In the event there is a conflict between any of the terms of the agreement and any of the terms of any exhibit to the agreement, the terms of the agreement shall control the respective duties and liabilities of the parties.

**24. Integration and Amendment**

This agreement represents the entire understanding of Authority and Consultant as to those matters contained herein. No prior oral or written understanding shall be of any force or affect with respect to those matters contained herein. No prior oral or written understanding shall be of any force or affect with respect to those matters covered in it. This agreement may not be modified or altered except by amendment in writing signed by both parties.

**25. Jurisdiction**

This agreement shall be administered and interpreted under the laws of the State of California. Jurisdiction of litigation arising from this agreement shall be in the State of California in the County of Monterey.

**26. Severability**

If any part of this agreement is found to be in conflict with applicable laws, such part shall be inoperative, null and void in so far as it is in conflict with said laws, but the remainder of the agreement shall continue to be in full force and effect.

## **27. Notice to Proceed; Progress; Completion**

Upon execution of this agreement by both parties, Authority shall give Consultant written notice to proceed with this work. Such notice may authorize Consultant to render all of the services contemplated herein, or such portions or phases as may be mutually agreed upon. In the latter event, Authority shall, in its sole discretion, issue subsequent notices from time to time regarding further portions or phases of the work. Upon receipt of such notices, Consultant shall diligently proceed with the work authorized and complete it within the agreed time period specified in said notice.

## **28. Ownership of Documents**

Title to all documents, drawings, specifications, data, reports, summaries, correspondence, photographs, computer software, video and audio tapes, and any other materials with respect to work performed under this agreement shall vest with Authority at such time as Authority has compensated Consultant, as provided herein, for the services rendered by Consultant in connection with which they were prepared. Authority agrees to hold harmless and indemnify the Consultant against all damages, claims, lawsuits, and losses of any kind including defense costs arising out of any use of said documents, drawings, and/or specifications on any other project without written authorization of the Consultant.

## **29. Subcontractors**

Consultant shall be entitled, to the extent determined appropriate by Consultant, to subcontract any portion of the work to be performed under this agreement. Consultant shall be responsible to Authority for the actions of persons and firms performing subcontract work. The subcontracting of work by Consultant shall not relieve Consultant, in any manner, of the obligations and requirements imposed upon Consultant by this agreement. All subcontractors shall comply with the insurance requirements in Section 11 as if they were the Consultant.

## **30. Dispute Resolution**

### **A. MEDIATION**

In the event of any dispute, claim, or controversy among the parties arising out of or relating to this Agreement or the breach, termination, enforcement, interpretation or validity thereof, the parties shall submit the dispute to the Judicial Arbitration and Mediation Service (JAMS) for non-binding mediation. The parties will cooperate with JAMS and with one another in selecting a mediator from the JAMS panel of neutrals, and in promptly scheduling the mediation proceedings. The mediation shall take place in Salinas, California. The parties covenant that they will participate in the mediation in good faith, and that they will share equally in its costs. All offers, promises, conduct and statements, whether oral or written, made in the course of the mediation by any of the parties, their agents, employees, experts and attorneys, and by the mediator or any JAMS employees, are and shall be, confidential, privileged, and inadmissible for any purpose, including impeachment, in any arbitration or other proceeding involving the parties, provided that evidence that is otherwise admissible or discoverable shall not be rendered inadmissible or non-discoverable as a result of its use in the mediation. If the dispute is not resolved within 30 days from the date of the submission of the dispute to mediation (or such later date as the parties may mutually agree in writing), either party may submit the dispute, claim or controversy to binding arbitration as provided in this Agreement. The mediation may continue, if the parties so agree, after the appointment of the arbitrators. Unless otherwise agreed by the parties, the mediator shall be disqualified from serving as arbitrator in the case. The pendency of a mediation shall not preclude a party from seeking provisional remedies in aid of the arbitration from a court of appropriate jurisdiction, and the parties agree not to defend against any application for provisional relief on the ground that a mediation is pending.

### **B. ARBITRATION**

Any dispute, claim, or controversy arising out of or relating to this Agreement or the breach, termination, enforcement, interpretation or validity thereof, including the determination of the

scope or applicability of this agreement to arbitrate, shall be determined by binding arbitration in Salinas, California before three arbitrators. The arbitration shall be administered by JAMS pursuant to its Comprehensive Arbitration Rules and Procedures. The provisions of California Code of Civil Procedure, section 1283.05, as well as any amendments or revisions thereto, are incorporated into this agreement. Depositions may be taken and discovery may be obtained in any arbitration under this agreement in accordance with said statute or any amendment thereto. Judgment on the arbitrator's award may be entered in any court having jurisdiction. This clause shall not preclude any of the parties from seeking provisional remedies in aid of arbitration from a court of appropriate jurisdiction. The arbitrators may, in the award, allocate to the prevailing party all or part of the costs of the arbitration, including the fees of the arbitrator, the reasonable attorneys' fees and expert witness fees of the prevailing party. This arbitration clause is subject to the limitation in subsection C below.

**C. CLAIMS AGAINST THE AUTHORITY; STATUTE OF LIMITATIONS**

Any claims for relief against the Authority shall be subject to the claims requirements of Government Code Section 905 *et seq.* and the Authority's Ordinance Code Article 3.04 and must be submitted to arbitration within the applicable statutes of limitations governing civil actions in California, or will otherwise be barred. The arbitrators shall be without jurisdiction to hear or determine claims barred by the statute of limitations. This provision shall be enforced by the Superior Court of Monterey County or any other court of competent jurisdiction.

**31. Termination**

A. In the event that it is determined by the Authority to terminate this agreement, the Authority:

1. Shall give Consultant written notice that in the Authority's opinion the conduct of the Consultant is such that the interests of the Authority may be impaired or prejudiced, or
2. Upon written notice to Consultant, may for any reason whatsoever, terminate this agreement.

B. Upon termination, Consultant shall be entitled to payment of such amount as fairly compensates Consultant for all work satisfactorily performed up to the date of termination based upon hourly rates shown in Exhibit "C," except that:

1. In the event of termination by the Authority for Consultant's default, Authority shall deduct from the amount due Consultant the total amount of additional expenses incurred by Authority as a result of such default. Such deduction from amounts due Consultant are made to compensate Authority for its actual additional cost incurred in securing satisfactory performance of the terms of this agreement, including but not limited to, costs of engaging other consultants for such purposes. In the event that such additional expenses shall exceed amounts otherwise due and payable to Consultant hereunder, Consultant shall pay Authority the full amount of such expense. In the event that this agreement is terminated by Authority for any reason, Consultant shall:
  - (a) Upon receipt of written notice of such termination promptly cease all services on this project, unless otherwise directed by Authority; and
  - (b) Deliver to Authority all documents, data, reports, summaries, correspondence, photographs, computer software, video, and audiotapes, and any other materials provided to Consultant or prepared by or for Consultant or the Authority in connection with this agreement. Such material is to be delivered to Authority whether in completed form or in process; however, notwithstanding the provisions of Section 23 herein, Authority may condition payment for services rendered to the date of termination upon Consultant's delivery to the Authority of such material.

C. In the event that this agreement is terminated by Authority for any reason, Authority is hereby



expressly permitted to assume this project and complete it by any means, including but not limited to, an agreement with another party.

- D. The rights and remedy of the Authority provided by under this section are not exclusive and are in addition to any other rights and remedies provided by law or appearing in any other section of this agreement.

**32. Audit and Examination of Accounts**

- A. Consultant shall keep and will cause any assignee or subcontractor under this agreement to keep accurate books of record in account, in accordance with sound accounting principles, which records pertain to services to be performed under this agreement.
- B. Any audit conducted of books and records and accounts shall be in accordance with generally accepted professional standards and guidelines for auditing.
- C. Consultant hereby agrees to disclose and make available any and all information, reports, or books of records or accounts pertaining to this agreement to Authority and any local, State or Federal government that provides support funding for this project.
- D. Consultant hereby agrees to include the requirements of subsection (B) above in any and all contracts with assignees or consultants under his agreement.
- E. All records provided for in this section are to be maintained and made available throughout the performance of this agreement and for a period of not less than three (3) years after full completion of services hereunder, except that any and all such records which pertain to actual disputes, litigation, appeals, or claims shall be maintained and made available for a period of not less than three (3) years after final resolution of such disputes, litigation, appeals, or claims.

**33. Extent of Agreement**

This agreement represents the entire integrated agreement between Authority and Consultant and supersedes all prior negotiations, representations, understandings, or agreements between the parties either written or oral.

**34. Notices**

- A. Written notices to the Authority hereunder shall, until further notice by Authority, be addressed to:

***Via Mail***

Salinas Valley Solid Waste Authority  
Attn: Mr. R. Patrick Mathews,  
General Manager/CAO  
P.O. Box 2159  
Salinas, CA 93902-2159

***Hand Delivered***

Salinas Valley Solid Waste Authority  
Attn: Mr. R. Patrick Mathews,  
General Manager/CAO  
128 Sun Street Ste. 101  
Salinas, CA 93901

B. Written notices to the Consultant shall, until further notice by the Consultant, be addressed to:

Sandi Manor, President  
AdManor, Inc.  
260 Rio Del Mar Boulevard, #17  
Aptos, CA 95003

C. The execution of any such notices by the Chief Administrative Officer or authorized designee of the Authority shall be effective as to Consultant as if it were by resolution or order of the Authority Board, and Consultant shall not question the authority of the Chief Administrative Officer or authorized designee to execute any such notice.

D. All such notices shall either be delivered personally to the other party's designee named above, or shall be deposited in the United States Mail, properly addressed as aforesaid, postage fully prepaid, and shall be effective the day following such deposit in the mail.

**35. Nondiscrimination**

During the performance of this agreement, Consultant shall not discriminate against any employee or applicant for employment because of race, color, religion, ancestry, creed, sex, national origin, familial status, sexual orientation, age (over 40 years), or disability. Consultant shall take affirmative action to ensure that applicants are employed, and that employees are treated during employment, without regard to their race, color, religion, ancestry, creed, sex, national origin, familial status, sexual orientation, age (over 40 years), or disability.

**36. Conflict of Interest**

Consultant warrants and declares that it presently has no interest, and shall not acquire any interest, direct or indirect, financial or otherwise, in any manner or degree which will render the services required under the provisions of this agreement a violation of any applicable state, local, or federal law. Consultant further declares that, in the performance of this agreement, no subcontractor or person having such an interest shall be employed. In the event that any conflict of interest should nevertheless hereinafter arise, Consultant shall promptly notify Authority of the existence of such conflict of interest so that Authority may determine whether to terminate this agreement. Consultant further warrants its compliance with the Political Reform Act (Government Code section 81000 *et seq.*) that apply to Consultant as the result of Consultant's performance of the work or services pursuant to the terms of this agreement.

**37. Headings**

The section headings appearing herein shall not be deemed to govern, limit, modify, or in any manner affect the scope, meaning, or intent of the provisions of this agreement.

**38. Multiple Copies of Agreement**

Multiple copies of this agreement may be executed but the parties agree that the agreement on file in the office of the Clerk of the Authority Board is the version of the agreement that shall take precedence should any differences exist among counterparts of the documents.

IN WITNESS THEREOF, the parties hereto have made and executed this Agreement on the date first above written.

**SALINAS VALLEY SOLID WASTE AUTHORITY:**

Dated: \_\_\_\_\_

\_\_\_\_\_  
R. Patrick Mathews  
General Manager/CAO

ATTEST:

\_\_\_\_\_  
Elia Zavala  
Clerk of the Board

**CONSULTANT:**

\_\_\_\_\_  
AdManor, Inc.

\_\_\_\_\_  
Signature

\_\_\_\_\_  
Sandi Manor  
Printed Name

Attachments:

Exhibit B Scope of Services  
Exhibit C Consultant's Fee Schedule

APPROVED AS TO FORM:

Dated: \_\_\_\_\_

\_\_\_\_\_  
Thomas M. Bruen  
Authority General Counsel

Dated: \_\_\_\_\_

\_\_\_\_\_  
President  
Title

## EXHIBIT B

### SCOPE OF WORK



#### Proposed Scope of Work

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#### SVSWA Marketing and Public Education Outreach Services

FY 14-15 and FY 15-16

AdManor, Inc. will work with the Marketing Committee and Diversion/Recycling group to develop and implement an integrated public communications plan, supporting the strategic goals for Salinas Valley Solid Waste Authority (the Authority), and according to the Marketing Plan developed in FY 11-12.

AdManor will continue to build and reinforce a consistent and positive brand image of the Authority for name recognition, locations and awareness about the services offered, while indicating how the Authority benefits the communities it serves.

This work plan was developed to outline the annual marketing strategies and tactics that may be implemented to achieve the marketing objectives delineated in the Authority's Three Year Goals, specifically: to increase public access, involvement and awareness of SVSWA activities; and short-term objectives set forth in each set of 6-month Strategic Goals that are designed to promote the Authority's role and value as a resource recovery agency.

The following description of services and allocated budget are suggested according to the needs and requirements indicated by the two departments. We recommend that the work plan be approached as a dynamic document, adjusting to meet changes in the marketplace, Authority programs, changes initiated by the Authority and its Board of Directors and partner organization developments. All work will be done contingent upon receiving explicit approval of messages, methods and expenditures from the Authority (authorized decision-makers).

Budget is based on \$100,000 per year, \$200,000 total for two years, allocated to marketing communication activities, including items that may be paid and managed directly by the Authority. It does not include internal Authority costs or investments unknown to AdManor.

Although the budgets are allocated as \$75,000 per year for "Branding" and \$25,000 for "Recycling Outreach/Education" the Authority's marketing communications resources are limited and therefore must be invested as efficiently as possible. All branding investments must support recycling education, and all recycling education must support branding for truly integrated and effective marketing communications.

Wherever possible, measures of success have been identified to help in the evaluation of the marketing efforts, and gauge return on investment. They may include:

- Visits to the website [www.SalinasValleyRecycles.org](http://www.SalinasValleyRecycles.org), and click-through activity to specific pages
- Direct responses to a specific call to action such as:
  - Like us on Facebook
  - Recycle your tires
  - Recycle your Christmas/holiday tree
  - Bring us your HHW
  - Recycle e-waste, metal or other commodities
  - Sign a pledge, etc.
  - Redeem this coupon
  - Drop and swap
  - Sort and save
  - Visit our website
  - Come to the Sun Street Transfer Station (SSTS)
- Inquiries; phone calls, emails,
- Participants in events or activities
- Impressions in media
- Tons, other measures
- Reduced contamination
- Increased HHW drop off
- Increased traffic (car count) to SSTS

## **2.1 Implement the Branding Plan**

### **Branding Goals:**

- Increase brand name image and awareness of the [SalinasValleyRecycles.org](http://SalinasValleyRecycles.org)
- Increase traffic at Sun Street Transfer Station
- Increase use of HHW facilities
- Increase diverted materials
- Deliver a minimum number of media messages
- Develop a minimum number of media messages

### **Branding Budget: \$75,000 per year**

### **Additional resources:**

- Existing creative/messages; Jingle, TV productions, website, social media, logos
- Community and business partnerships
- Haulers
- Community leaders and policy-makers; Authority Board of Directors
- Authority staff and leadership; innovation and passion

### **Target audiences:**

- Residents within the Authority service area
  - Curbside service subscribers
  - Self-haulers
- Businesses within the Authority service area

- Community leaders and policy-makers

#### Strategies:

- Position the Authority as a community partner in, and solution for, economic, environmental and energy sustainability for the Salinas Valley, in accessible laypersons' terms.
- Promote awareness of the Authority's services, mission, and locations.
- Promote the slogan "...a future without landfills" and what that means in terms of actions and benefits for the Salinas Valley.

#### Tactics:

All efforts to promote the SSTS including public relations, newsletters, paid messages, etc. will support the Authority's branding efforts promoting a better future; a future without landfills in the Salinas Valley.

#### **Tactic: Television Media Campaign**

- Develop annual media plan to effectively promote the desired messages and seasonal events throughout the year.
  - Develop media RFP discussing goal dates and calendar considerations, target audiences, special interests and opportunities; submit to viable media outlets with deadline for submission.
  - Develop a recommended media mix and budget allocation to reach target audiences and achieve media goals. Present to the Authority for review and approval.
  - Negotiate final contracts, including value-added and in-kind campaign support; facilitate all contracts; and reconcile billing throughout the year.
- \$45,000 estimated annual TV media budget (includes Resource Recovery media).
- \$90,000 total 2-year TV media budget.

#### Measure of Success:

- Reach / frequency or audience gross impressions delivered by the media buy.
- Value of added-value vs. paid media investment.
- Responses to any specific call to action included in TV messages.
- Other public feedback and measured direct contact to the Authority.

#### **Tactic: Television Creative Development**

- Produce Television Commercials (English & Spanish).
  - Produce up to one new message twice per year in both English and Spanish (Actual number of spots deliverable within the budget depends on complexity of the productions and needs of the Authority).
  - Script, direct and produce including, shoot, voice over, editing, graphics, and final production for broadcast and online uses.
  - Content / messages:
    - Promote recycling as an action that supports local economy, personal and public health.
    - Promote SSTS as an award-winning facility with expanded public services.
    - Integrate branding messages with call to action for measurement and achievement of multiple strategic goals.

- Address the objectives to increase HHW drop off, recycling and commodities diversion, and vehicle traffic at SSTs.
- \$7,010 annual TV production budget.
  - \$75 Copywriting (1 @ \$75/hr)
  - \$175 Translation and localization to Spanish (1 @ \$175/page)
  - \$225 Voice over talent English
  - \$225 Voice over talent Spanish
  - \$105 TV transfer (3 @ \$35 each)
  - \$1500 Video location shoot
  - \$1200 Edit (8 hours @ \$150)
  - 3,505 TV Production for each new message
- \$14,020 total 2-year TV production budget.

Measure of Success:

- Produced spots.
- Direct responses to calls to action or other measurement based on impact of message and response from target audience(s).

#### **Tactic: Radio Media Campaign**

- Develop annual media plan to effectively promote the desired messages and seasonal events throughout the year.
  - Develop media RFP discussing goal dates and calendar considerations, target audiences, special interests and opportunities; submit to viable media outlets with deadline for submission.
  - Develop a recommended station mix and budget allocation to reach target audiences and achieve media goals.
  - Negotiate final contracts, including value-added and in-kind campaign support; facilitate all contracts; and reconcile billing throughout the year.
- \$22,500 estimated annual radio media budget (includes Resource Recovery media).
- \$45,000 total 2-year radio media budget.

Measure of Success:

- Reach / frequency or gross impressions
- Value of added-value vs. paid media investment

#### **Tactic: Produce Radio Commercials (English & Spanish).**

- Produce up to four new messages per year in both English and Spanish.
  - Script for precise timing in English and Spanish at the various lengths required for our media schedules.
  - Produce professional audio.
  - Content / messages:
    - Promote specific events and call to action campaigns (i.e. recycle trees, recycle HHW, on-site event promotions, etc.).
    - Promote recycling as an action that supports local economy, public and personal health.
    - Integrate branding messages with call to action for measurement and achievement of multiple strategic goals.

- Promote HHW, diversion, increasing traffic at SSTs.
- \$3,100 annual radio production budget.
  - \$150 Copywriting (2 @ \$75/hr)
  - \$175 Translation to Spanish (1 @ \$175/page)
  - \$225 Voice over talent English
  - \$225 Voice over talent Spanish
  - \$775 Radio Production for each new message (estimate 4 per year)
- \$6,200 total 2-year radio production budget.

**Measure of Success:**

- Produced spots.
- Direct responses to calls to action or other measurement based on impact of message and response from target audience(s).

**Tactic: Public Relations / Media Relations Press Releases**

Utilize media relationships and free media opportunities (community calendars, etc.) to educate the public, promote positive messages about recycling and waste reduction, and the Authority's image in the community.

- Subject matter based on timely events and news, content and frequency to be determined as opportunities or needs arise.
- Develop news articles to announce programs and public-interest news or public-benefit news to promote the public image and public use of the Authority (relevance to audience).
  - Write Media Alerts, Press Releases, Calendar postings, Public Service Announcements (PSAs), etc.
  - Create a timely newsworthy angle to appeal to editors.
  - Translate as needed.
  - Submit/pitch to the proper news media, and follow up as needed.
- \$2,850 per year based on 3 news release campaigns per year.
  - \$150 Research (2 @ \$75/hr)
  - \$300 Copywriting / editing (4 @ \$75/hr)
  - \$370 Media Relations (2 @ \$125/hr)
  - \$125 Research / reporting outcomes (1 @ \$125/hr)
  - \$950 per news story
- \$5,700 total 2-year PR budget.

**Measure of Success:**

- Published columns, blog entries, PSAs, news segments
- Other public feedback and measured direct contact to the Authority.
  - Requests for information
  - Hits to website

**Enhance the Public Education Plan to Further Promote "Reduce, Reuse and Recycle"**

AdManor will work with the Authority's Resource Recovery staff to develop and implement an integrated marketing campaign utilizing multi-media concepts that provide the greatest



opportunity for waste reduction and recycling on focused materials identified in the Waste Composition Study.

Consultant will conduct research to select subject matter for targeted audience, develop an outreach strategy, prepare and produce publicity materials in the most appropriate and effective format, and release through various communications media.

#### Recycling Program Goals:

- Improve proper disposal of materials Improve proper disposal of materials (curbside and at recycling center facilities)
  - Inform customers on how to separate loads to decrease their disposal costs and improve diversion for the targeted commodities.
  - Reduce curbside recycling contamination.
  - Increase the overall diversion rate toward achieving the goal of 75% overall by 2015.
- Increase traffic at SSTS
  - Promote the purpose and opportunities at the Sun Street Transfer Station as a community service resource.
  - Feature location, convenience, HHW, solid waste and recyclable materials drop off to increase recycling at recycling center.

#### Recycling Program Budget: \$25,000 per year

#### Additional resources:

- Existing creative/messages; Jingle, TV productions, community event collateral (*C&D Program* bilingual brochure, *Compost Guide* bilingual fact sheet, English & Spanish curbside *Recycling Guides*, *Clean Green Waste* bilingual fact sheet, *HHW/e-Waste Recycling* bilingual fact sheet, newsletter template, draft *Separate and Save Guide* to using SSTS), Wally Waste-Not mascot (graphic character and costume), website, social media, logo
- Community and business partnerships
- Haulers
- Community leaders and policy-makers; Authority Board of Directors

#### Target audiences:

- Residents within the SVSWA service area
  - Curbside service subscribers
  - Self-haulers
- Businesses within the SVSWA service area
- Community leaders and policy-makers
- Students and educators K-12

#### Strategies

- Promote awareness and stimulate use of Authority's services and locations.
- Educate regarding the importance for maximum waste diversion and reduction through recycling and other sustainable activities.
- Educate the public regarding recyclable materials and proper recycling methods.

- Target commodities from Waste Composition Study to improve overall diversion from problem waste.
- Support Resource Recovery division's needs for community events, public outreach.

Any printing will be done utilizing recycled post consumer waste content stocks and agri-based inks, paying preference to competitive local vendors using domestic stocks when economical for the Authority.

AdManor will use the established Authority design elements and style featuring circles, photographic images and blue/yellow/white color scheme, or other new branding elements as determined with new name development, to maintain brand integrity and continuity, credibility and message clarity with all outreach.

Example subject matter is provided for budgeting purposes. Actual needs and messages are to be determined with Recycling / Diversion department.

**Tactic: HHW Recycling Guide**

- Update existing HHW and Universal Waste Recycling Guide in English & Spanish
- Produce hard copies as needed.
- Utilize at Transfer Station(s) and Landfill, post online for easy reference
- \$3,690 budget based on 8.5" x 11" two-sided bilingual brochure produced in full-color (4/4 ink), printing 10,000 for budgeting purposes only. Actual printing needs and distribution to be determined.

\$250 Creative development (2 @ \$125/hr)

\$150 Copywriting (2 @ \$75/hr)

\$175 Translation to Spanish (1 @ \$175/page)

\$570 Graphic Design (6 @ \$95)

\$45 Prepress and PDF for web (1 @ \$45/hr)

\$2,500 Printing 10,000 8.5x11 folded 4/4 inks

\$3,690 HHW Recycling Guide

Measures of success:

- Finished products
- Cost efficiency for deliverables (produced Guide) and distribution
- Distributed or downloaded information
- New visitors to the HHW Facility
- Hits on website
- Calls / requests for information

**Tactic: Food Scrap / Compost Program**

- Develop informational material for businesses, food scrap compost (English and Spanish). Explain why it is important, how to do it properly.
  - Brochure or informational how-to guide
  - Site signs
  - Bin stickers
- Develop distribution plan and marketing strategies for expanding program.

- Pilot program success stories / case studies: Leverage to create interest and generate participation for widespread program expansion / implementation.
- Target Chamber of Commerce, restaurants, agriculture, packing, manufacturing, residential care facilities, grocers, florists, schools and hospitals.
- \$3,690 budget for development (distribution not included, depending on print production needs)
  - \$250 Creative development (2 @ \$125/hr)
  - \$150 Copywriting (2 @ \$75/hr)
  - \$175 Translation to Spanish (1 @ \$175/page)
  - \$570 Graphic Design (6 @ \$95)
  - \$45 Prepress and PDF for web (1 @ \$45/hr)
  - \$2,500 Printing 10,000 8.5x11 folded 4/4 inks
  - \$3,690 Food Scrap Compost Informational Material Estimate

#### **Tactic: Recycling Program Support**

Production and promotion to support public education and participation in curbside recycling programs, on-site recycling facilities.

##### **Recycling Separation Graphics and Production**

- Utilize recycling guide (updated FY 13-14) to create onsite Recycling Center signs.
- Print/produce as needed.
- \$9,625 recycling center signage (3 locations)
  - \$1,425 Graphic Design (15 @ \$95)
  - \$ 500 Art Direction (4 @ \$125)
  - \$ 700 Stock Image or Custom Photography (as needed for large format)
  - \$7,000 Sign Production (actual costs depend on sizes, quantity and material)
  - \$9,625 total Recycling Center Signage

Measures of success:

- Finished products
- Cost efficiency for deliverables and distribution
- Accurate use of recycling facilities

##### **Commingled Recycling Graphics and Production**

- Utilize recycling guide (updated FY 13-14) to create bin stickers for in-home commingled recycling.
- Print/produce as needed.
- \$8,925 recycling bin labels
  - \$ 475 Graphic Design (5 @ \$95)
  - \$ 125 Art Direction (1 @ \$125)
  - \$1,500 Sticker Production (actual costs depend on sizes, quantity and material)
  - \$2,100 total Recycling Stickers

Measures of success:

- Finished products
- Cost efficiency for deliverables and distribution
- Reduced contamination in curbside recycling

#### **Tactic: Monthly Mandy Brooks Recycling Newspaper Column**

- Produce 12 original articles in English & Spanish.
- Mandy Brooks' newspaper column appears on the third Friday of each month in the *Salinas Californian*, third Saturday of each month *El Sol* (Spanish), and third or fourth Wednesday of the month in the four South County newspapers.
- Confer monthly to agree upon subject matter related to timely news events and legislation, seasonal waste and recycling messages, other as determined to meet Authority awareness and resource recovery goals.
- Consultant to research, ghostwrite and submit for approval.
- Edit as needed for approval.
- Translate approved article to Spanish; localize as needed.
- Mandy will submit articles under her name to:
  - *Salinas Californian* / *El Sol*
  - South County Newspaper Group (Soledad, King City, Gonzales, Greenfield)
  - Haulers (for their newsletters or bill inserts)
  - Authority webmaster, who will in turn:
    - Post "News" section of the [www.SalinasValleyRecycles.org](http://www.SalinasValleyRecycles.org) site
    - Post link on Facebook page and invite comments
- \$4,800 per year recycling article budget
  - \$ 75 Research (1 @ \$75/hr)
  - \$150 Copywriting / editing (2 @ \$75/hr)
  - \$175 Translation to Spanish (1 @ \$175/page)
  - \$400 per monthly article budgeted
- \$9,600 total 2-year recycling article budget

#### Measures of success:

- Printed columns
- Requests for information
- Public feedback
- Actions or responses based on any specific call to action presented therein

#### **Tactic: Special Recycling Events**

Create and/or promote special events such as Community Clean Ups, Holiday Tree Recycling, etc. to drive traffic to Sun Street.

- Tree Recycling "Minor event" example:
  - Updated previous ad layouts and placed in local newspapers (English & Spanish) to promote curbside and drop-off holiday tree recycling in December and January.
  - \$2,465 per year budget estimated for creative and media:
    - \$375 Campaign creative development (3 @ \$125/hr)
    - \$475 Newspaper ad design (5 @ \$95/hr) and PDF for web
    - \$ 15 Electronic file transfer ads to papers (1 @ \$15/hr)
    - \$100 Event plan development (1 @ \$100/hr)
    - \$1,500 Print media estimate
    - \$2,465 total per minor event, 1 event per year
  - \$4,930 total 2-year events budget
- Bigger event (e.g. Onsite promotion or other community outreach event)
  - Annual on-site recycling event with targeted media campaign.

- \$10,000-15,000 per year event budget for media, production and promotion estimated; media costs integrated into the annual media campaign for Radio & TV.
- Bigger event (e.g. Onsite promotion or other community event) example  
 \$375 Campaign creative development (3 @ \$125/hr)  
 \$475 Newspaper ad design (5 @ \$95/hr) and PDF for web  
 \$ 15 Electronic file transfer ads to papers (1 @ \$15/hr)  
 \$775 Radio production  
 \$200 Event plan development (2 @ \$100/hr)  
\$2,500 Print media estimate  
 \$4,340 total per bigger event + media (see Branding section), one per year
- \$8,680 total 2-year events budget
- Additional: Media, PR and creative services for grant funded Tire Amnesty campaign(s) and HHW off-site collection events; other grant-funded programs as needed.

Measures of success:

- Actual traffic counts
- Targeted commodity drop-offs as direct response to call to action (in tons or item counts)
- Requests for information
- Web hits
- Social media interactions

**Tactic: Community Events – Media and Participation**

Program sponsorship ads Event ads (i.e. Salinas Valley Fair Program, Earth Day feature, etc.)

- \$4,290 recycling branding ads / community PR ads  
 \$ 570 Graphic Design (6 @ \$95)  
 \$ 375 Creative / Art Direction (3 @ \$125)  
\$1,200 Print Media (estimated)  
 \$2,145 total Recycling / Branding Ads per year  
 \$4,290 total 2-year community sponsor ad budget

Measures of success:

- Number of ads placed; audience reached
- Requests for information
- Web hits

*Event participation fees are allocated in marketing budget but not billed through AdManor.*

**Tactic: Social Media**

Support Authority's in-house social networking efforts.

- Support Authority's web master and Facebook page administrator
  - Provide video files, tips/text and suggestions for content.
  - Promote URL and social network links in outreach messages and materials SVSWA Facebook page(s) and website as a community resource and opportunity to interact, make a difference in sustainability for Salinas Valley.
- Authority's web master and Facebook page administrator should:

- Post news, articles and events to support marketing campaigns and public education efforts.
- Track analytics available via site hosting company or through Google Analytics (requires page coding). If this is not readily available, recommend having it done ASAP.
- Report site activity and social networking activity each month to gauge response to specific calls to action, news and campaigns.
  - Total visitors
  - Total page views / impressions
  - Most popular pages
  - Key words used to find the site
- Use Facebook to send direct messages to fans/friends when appropriate (promoting specific events, opportunities for fans/friends to interact with Authority).
- *No budget planned; support provided as added value.*  
 Additional social networking services may be added as desired and priced utilizing the current rate schedule. Examples include copywriting entries, implementing paid advertising campaigns on social networking sites, consulting and implementing social networking strategies.

**Measure of Success:**

- Increased number of Likes / friends on the Facebook pages
- Measured web hits, downloads

**Tactic: Public events negotiated as added value through media partnerships**

- Work with Authority to determine event participation needs and goals.
- Negotiate added value and low-cost community interaction opportunities with media partners.
  - Targeted to Salinas Valley residents, agriculture industry, etc.
  - Opportunities to promote Authority's programs and interact directly with the public.
  - Public awareness and positive image promotion of the Authority as sponsors of popular media events and activities.
- Budgeted as added-value AdManor services, contingent upon media investment.

**Measures of success:**

- Value of event participation and/or sponsorships
- Number of events scheduled to meet Authority's outreach goals
- Public feedback and interaction at events

**OTHER:**

Sandi Manor will serve as project manager, creative director, media buyer and copy writer; and will coordinate the activities and work product of associates including, but not limited to, graphic design, public relations, web programming and audio/visual production experts.

She will continue to provide her time for bi-weekly phone conferences with the Recycling/Diversion team, and in-person meetings with the Marketing Committee and other management teams as frequently as needed, as added-value in her service to the Authority.

Thank you for the opportunity to be of service and work with your outstanding team.

## EXHIBIT C

### FEE SCHEUDLE

#### HOURLY FEE SCHEDULE

##### Creative / Management Services

Creative Development	\$125 per hour
Copywriting / Editing	\$ 75 per hour
Project Management	\$125 per hour
Art Direction	\$125 per hour
Event Management	\$125 per hour
Logistics (R&D, Planning)	\$ 75 per hour

##### Graphic Arts

Graphic Design	\$ 95 per hour
Illustration	\$110 per hour
Typesetting	\$ 65 per hour
3-D Graphic Animation	\$250 per hour

##### Photography

Location Shoot	\$400 half day, \$750 full day
Stock Image Research	\$ 75 per hour
Stock Images (depending on source / usage)	\$5-\$500 per image

##### Web Services

Web Design / Flash	\$120 per hour
Wed Design / Production	\$ 95 per hour

##### Radio (average spot \$400 to produce including copy, mastering, music)

60 Studio Production	\$175 per hour
Voiceover Talent	\$225 per person, per spot
Jingles (for studio + singers and copywriter)	\$175 per hour

##### Television (average spot \$1500 for video, up to \$25,000 for high concept)

30 Post Production	\$200 per hour
Station Dubs	\$ 35 per hour
Location Shoot	\$300 per hour
On Camera Talent (+ casting and agent fees)	\$750 per person (estimated)

##### Public Relations / Press Relations

\$100 per hour

##### Translation Services (English to Spanish)

\$175 per page

##### Market Research (+ 10% markup to outside service costs)

\$75-\$125 per hour

##### Printing – 10% mark up to cost of goods after negotiating best vendor pricing

##### Media Buying – 15% commission as paid by the media; \$125 hourly rate for non-commissionable media



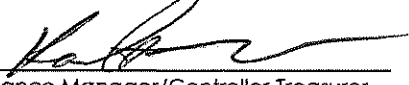


**SalinasValleyRecycles.org**

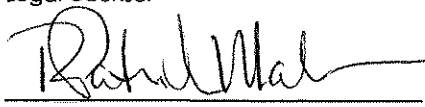
SALINAS VALLEY SOLID WASTE AUTHORITY

## Report to the Board of Directors

**ITEM NO. 6**

  
Finance Manager/Controller-Treasurer

N/A  
Legal Counsel

  
General Manager/CAO

**Date:** May 15, 2014

**From:** Cesar Zuniga, Operations Manager

**Title:** A Resolution Approving a Services Agreement with Hope Services Inc. for Materials Processing and Litter Abatement at the Sun Street Transfer Station for an Amount not to Exceed \$133,000

### RECOMMENDATION

Staff recommends that the Board adopt the resolution.

### STRATEGIC PLAN RELATIONSHIP

The recommended action will assist the Authority in supporting the Strategic Plan Objective to Promote Authority's Role and Value as a Resource Recovery Agency and Achieve 75% Diversion by 2015.

### FISCAL IMPACT

The proposed FY 2014-15 Budget has \$75,000 in account 106-6-3730-63636 (Sun St. Recycling Operations - Diversion Assistance) for diversion services and \$60,000 in account 170-6-5700-63597 (Sun St. ECS - Litter Abatement) for litter abatement to cover these services. The hourly rate will increase from \$73.68 per hour to \$75.16 per hour, which represents a 2% increase over last year.

### DISCUSSION & ANALYSIS

The Authority and Republic Services of Salinas continue to increase efforts to identify loads rich in recycling. This coordination has resulted on higher volumes of diverted materials and revenues for the Authority. The Hope Services crew has been an integral part of this on-going successful recovery of these materials. The service agreement with Hope Services Inc., requires a crew of five (5) workers (3 full-time and 2 part-time) and one (1) trained supervisor.

The Authority is committed to partner with Hope Services to provide employment to individuals with developmental disabilities from the Salinas Valley. This collaborative effort has earned several awards over the past several of years.

Hope Services is a non-profit agency in Monterey County fully dedicated to serving the disabled community by providing job skill development and job placement. The Salinas Valley Solid Waste Authority's partnership with Hope Services supports the sustainability goal of providing green job opportunities to all citizens of the Salinas Valley. As a unique community based service, staff is recommending that the Board make the finding that

under Authority Code Section 3.01.130 (3), this continuing service is an exception to competitive bidding requirements.

## **BACKGROUND**

The mission of Hope Services, Inc. is to assist people with developmental disabilities to live and participate in their communities. Hope Services offers developmentally disabled adults the opportunity to participate in meaningful community work and develop job related skills. Since April 2007, the Authority has been working with Hope Services Inc., to provide litter abatement and diversion services at the Sun Street Transfer Station, thereby assisting the Authority in continuing to be environmentally responsible and a good neighbor.

Hope Services also assists in providing expanded recycling drop-off services to the self-haul and small commercial customers at Sun Street Transfer Station by allocating a 0.5 client to assist Authority staff with customer services and to help unload recycling materials.

## **ATTACHMENTS**

1. Resolution
2. Exhibit A –Service Agreement
3. Exhibit B- Scope of Service & Fee Schedule

## RESOLUTION NO. 2014 -

A RESOLUTION OF THE SALINAS VALLEY SOLID WASTE AUTHORITY APPROVING A SERVICES AGREEMENT WITH HOPE SERVICES, INC. FOR MATERIALS PROCESSING AND LITTER ABATEMENT SERVICES AT SUN STREET TRANSFER STATION FOR AN AMOUNT NOT TO EXCEED \$133,000

**WHEREAS**, Hope Services has provided litter abatement and diversion services for the Authority since April 2007 and has unique, in-depth knowledge of the Authority's operations; and,

**WHEREAS**, the Salinas Valley Solid Waste Authority values Community Partnerships and finds that Hope Services, Inc. provides a unique commodity to the Authority and the community by providing employment to individuals with disabilities in the Salinas Valley; and,

**THEREFORE, BE IT RESOLVED BY THE BOARD OF DIRECTORS OF THE SALINAS VALLEY SOLID WASTE AUTHORITY** that under Authority Code Section 3.01.130 (3) this service is an exception to competitive bidding requirements; and,

**BE IT FURTHER RESOLVED BY THE BOARD OF DIRECTORS OF THE SALINAS VALLEY SOLID WASTE AUTHORITY** that the General Manager/CAO is hereby authorized and directed for, and on behalf of, the Salinas Valley Solid Waste Authority to enter into an agreement with Hope Services, Inc. for Materials Processing and Litter Abatement Services at Sun Street Transfer Station for an amount not to exceed \$133,000, as attached hereto and marked "Exhibit A."

**PASSED AND ADOPTED** by the Board of Directors of the Salinas Valley Solid Waste Authority at a regular meeting duly held on the 15th of May of 2014, by the following vote:

AYES: BOARD MEMBERS:

NOES: BOARD MEMBERS:

ABSENT: BOARD MEMBERS:

ABSTAIN: BOARD MEMBERS:

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Elizabeth Silva, President

ATTEST:

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Elia Zavala, Clerk of the Board



## **EXHIBIT A**

### **AGREEMENT FOR SERVICES BETWEEN SALINAS VALLEY SOLID WASTE AUTHORITY AND**

**HOPE SERVICES, INC.**

### **FOR MATERIALS PROCESSING AND LITTER ABATEMENT AT THE SUN STREET TRANSFER STATION**

This agreement, made and entered into this 15<sup>th</sup> day of May of 2014, by and between the Salinas Valley Solid Waste Authority, a joint powers authority organized under the laws of the State of California (hereinafter "Authority"), and Hope Services, Inc. (hereinafter "Contractor").

WHEREAS, Contractor represents that Hope Services, Inc. is specially trained, experienced, and competent to perform the services which will be required by this agreement; and

WHEREAS, Contractor is willing to render such services, as hereinafter defined, on the following terms and conditions,

NOW, THEREFORE, Contractor and Authority agree as follows:

**1. Scope of Service**

The project contemplated and the Contractor's services are described in Exhibit "B," attached hereto and incorporated herein by reference.

**2. Completion Schedule**

Contractor shall complete the services described in Exhibit "B" by June 30, 2015.

**3. Compensation**

Authority hereby agrees to pay Contractor for services rendered to Authority pursuant to this agreement in an amount not to exceed the amount indicated in the payment schedule in, and in the manner indicated and in accordance with, "Exhibit "B."

**4. Billing**

Contractor shall submit to Authority an itemized invoice, prepared in a form satisfactory to Authority, describing its services and costs for the period covered by the invoice. Except as specifically authorized by Authority, Contractor shall not bill Authority for duplicate services performed by more than

one person. Contractor's bills shall include the following information to which such services or costs pertain:

- A. Brief description of services performed;
- B. The date the services were performed;
- C. The number of hours spent and by whom;
- D. A brief description of any costs incurred;
- E. The Contractor's signature; and
- F. Reference to Authority's Purchase Order Number

In no event shall Contractor submit any billing for an amount in excess of the maximum amount of compensation provided in Section 3, unless authorized pursuant to Section 5 herein.

All such invoices shall be in full accord with any and all applicable provisions of this agreement.

Authority shall make payment on each such invoice within forty-five (45) days of receipt, provided, however, that if Contractor submits an invoice which is incorrect, incomplete, or not in accord with the provisions of this agreement, Authority shall not be obligated to process any payment to Contractor until forty-five (45) days after a correct and complying invoice has been submitted by Contractor.

#### **5. Additional Services**

It is understood by Authority and Contractor that it may be necessary, in connection with the project, for Contractor to perform or secure the performance of consulting and related services other than those set forth in Exhibit "B." Authority has listed those additional services that could be anticipated at the time of the execution of the agreement as shown in Exhibit "B." If said additional services are requested by the Authority, Contractor shall advise Authority in writing of the need for additional services, and the cost of, and estimated time to perform, the services. Contractor shall not proceed to perform any such additional service until Authority has determined that such service is required beyond the scope of the basic services to be provided by the Contractor, and has given its written authorization to perform. Written approval for performance and compensation for additional services may be granted by the Authority's General Manager/CAO or his designee.

Except as hereinabove stated, any additional service not shown on Exhibit "B" shall require an amendment to this agreement and shall be subject to all of the provisions of this agreement.

#### **6. Additional Copies**

If Authority requires additional copies of reports, or any other material which Contractor is required to furnish in limited quantities as part of the services under this agreement, Contractor shall provide such additional copies as are requested, and Authority shall compensate Contractor for the actual costs of duplicating such copies.

#### **7. Responsibility of Contractor**

- A. By executing this agreement, Contractor agrees that Contractor is apprised of the scope of work to be performed under this agreement and Contractor agrees that said work can and shall be performed in a fully competent manner. By executing this agreement, Contractor further agrees and warrants to Authority that the Contractor possesses, or shall arrange to secure from others, all of the necessary capabilities, experience, resources, and facilities necessary to provide the Authority the services contemplated under this agreement and that Authority relies upon the skills and experience of Contractor to do and perform Contractor's work. Contractor further agrees and warrants that Contractor shall follow the current, generally accepted practices of the Contractor's business or trade to make findings, render opinions, prepare factual presentations, and provide advice and recommendations regarding the project for which the services are rendered under this agreement.

- B. Contractor has assigned Pam Smith to have overall responsibility for the execution of this agreement. Pam Smith is hereby designated as the Project Manager for Contractor. Any change of the Project Manager shall be subject to the prior written acceptance and approval of the Authority's General Manager/CAO or designee.

**8. Responsibility of Authority**

To the extent appropriate to the project contemplated by this agreement, Authority shall:

- A. Make provisions for Contractor to enter upon public and private property as required by Contractor to perform required services.
- B. Examine all studies, reports, sketches, drawings, specifications, proposals, and other documents presented by Contractor, and render verbally or in writing as may be appropriate, decisions pertaining thereto within a reasonable time so as not to delay the services of Contractor.
- C. The Authority authorized designee, shall act as Authority's representative with respect to the work to be performed under this agreement. Such person shall have the complete authority to transmit instructions, receive information, interpret, and define Authority's policies and decisions with respect to the materials, equipment, elements, and systems pertinent to Contractor's services. Authority may unilaterally change its representative upon notice to the Contractor.
- D. Give prompt written notice to Contractor whenever Authority observes or otherwise becomes aware of any defect in the project.
- E. Furnish approvals and permits from all governmental authorities having jurisdiction over the project and such approvals and consents from others as may be necessary for completion of the project.

**9. Acceptance of Work Not a Release**

Acceptance by the Authority of the work performed under this agreement does not operate as a release of Contractor from responsibility for the work performed.

**10. Indemnification and Hold Harmless**

Contractor shall indemnify, defend and hold Authority and its officers, employees, or agents harmless from and against any and all liability, claims, suits, actions, damages, and causes of action arising out of any personal injury, bodily injury, loss of life, or damage to any property, or any violation of any federal, state, or municipal law or ordinance, or other cause in connection with the negligent or intentional acts or omission of Contractor, its employees, subcontractors, or agents, or on account of the performance or character of the work, except for any such claim arising out of the sole active negligence or willful misconduct of the Authority, its officers, employees or agents. It is understood that the duty of Contractor to indemnify and hold harmless includes the duty to defend as set forth in Section 2778 of the California Civil Code, and that Contractor shall at its own expense, upon written request by the Authority, defend any such suit or action brought against the Authority, its officers, agents, or employees.

Acceptance of insurance certificates and endorsements required under this agreement does not relieve Contractor from liability under this indemnification and hold harmless clause. This indemnification and hold harmless clause shall apply whether or not such insurance policies shall have been determined to be applicable to any of such damages or claims for damages.

Contractor shall reimburse the Authority for all costs and expenses (including, but not limited to, fees and charges of architects, engineers, attorneys, and other professionals, and court costs) incurred by the Authority in enforcing the provisions of this section.

Contractor's obligations in this section shall survive termination of this Agreement.

## 11. Insurance

- A. Contractor shall, throughout the duration of this agreement, maintain comprehensive general liability and property insurance covering all operations of the Contractor, its agents and employees, performed in connection with this agreement including, but not limited to, premises and automobile.
- B. Contractor shall maintain the following limits:

### General Liability

Combined Single Limit Per Occurrence..... \$1 million  
General Aggregate..... \$1.5 million  
*(The policy shall cover on an occurrence or an accident basis, and not on a claims-made basis.)*

### Automobile Liability:

Combined Single Limit Per Occurrence..... \$1 million  
*(The policy shall cover on an occurrence or an accident basis, and not on a claims-made basis.)*

Workers Compensation..... Full Liability Coverage  
*(Contractor shall not disclaim responsibility or avoid liability for the acts or omissions of its subcontractors or other contractors. The retroactive date of the policy must be shown and must be before the date of the agreement.)*

- C. All insurance companies with the exception of Worker's Compensation affording coverage to the Contractor shall be required to add the Salinas Valley Solid Waste Authority, its officers, employees, and agents, as "additional insureds" by endorsement under the insurance policy and shall stipulate that this insurance policy will operate as primary insurance for the work performed under this agreement and that no other insurance affected by the Authority or other named insured will be called upon to contribute to a loss covered thereunder. The policy shall contain no special limitations on the scope of protection afforded to Authority, its officers, employees, or agents.
- D. All insurance companies affording coverage to the Contractor shall be insurance organizations authorized by the Insurance Commissioner to transact the business of insurance in the State of California.
- E. All insurance companies affording coverage shall issue an endorsement to their policy, committing them to provide thirty (30) days written notice by certified or registered mail to the Salinas Valley Solid Waste Authority should the policy be canceled or reduced in coverage before the expiration date. For the purposes of this notice requirement, any material change prior to expiration shall be considered cancellation.
- F. Contractor shall provide evidence of compliance with the insurance requirements listed above by providing a certificate of insurance, in a form satisfactory to the Authority concurrently with the submittal of this agreement. A statement on the insurance certificate which states that the insurance company will endeavor to notify the certificate holder, "but failure to mail such notice shall impose no obligation or liability of any kind upon the company, its agents, or representatives" does not satisfy the requirements of subsection (E) herein. The Contractor shall ensure that the above-quoted language is stricken from the certificate by the authorized representative of the insurance company. The insurance certificate shall also state the unpaid limits of the policy.
- G. Contractor shall provide substitute certificate of insurance no later than thirty (30) days prior to the policy expiration date. Failure by the Contractor to provide such a substitution and extend the policy expiration date shall be considered default by Contractor.

- H. Maintenance of insurance by the Contractor as specified in the agreement shall in no way be interpreted as relieving the Contractor of any responsibility whatever and the Contractor may carry, at its own expense, such additional insurance as it deems necessary.

**12. Access to Records**

Contractor shall maintain all preparatory books, records, documents, accounting ledgers, and similar materials including but not limited to calculation and survey notes relating to work performed for Authority under this agreement on file for at least three (3) years following the date of final payment to Contractor by Authority. Any duly authorized representative(s) of Authority shall have access to such records for the purpose of inspection, audit, and copying at reasonable times during Contractor's usual and customary business hours. Contractor shall provide proper facilities to Authority's representative(s) for such access and inspection.

**13. Assignment**

It is recognized by the parties hereto that a substantial inducement to Authority for entering into this agreement was, and is, the reputation and competence of Contractor. This agreement is personal to Contractor and shall not be assigned by it without the prior express written approval of the Authority. If the Contractor is a corporation or other business entity, a change of control (meaning a transfer of more than 20% of the voting stock or equity interest in the entity) shall constitute an assignment requiring the Authority's prior consent.

Authority may assign this agreement, and its assignee shall have all of the rights, and be subject to all of the obligations, of Authority hereunder, and whenever an officer of Authority is referred to in this agreement, then the representative of the assignor exercising similar duties shall be deemed to be the person referred to.

**14. Changes to Scope of Work**

Authority may at any time and, upon a minimum of ten (10) days written notice, seek to modify the scope of basic services to be provided under this agreement. Contractor shall, upon receipt of said notice, determine the impact on both time and compensation of such change in scope and notify Authority in writing. The rate of compensation shall be based upon the hourly rates shown in Exhibit "B" of this agreement. Upon agreement between Authority and Contractor as to the extent of said impacts to time and compensation, an amendment to this agreement shall be prepared describing such changes.

Execution of the amendment by Authority and Contractor shall constitute the Contractor's notice to proceed with the changed scope.

**15. Compliance with Laws, Rules, and Regulations**

Services performed by Contractor pursuant to this agreement shall be performed in accordance and full compliance with all applicable federal, state, and local laws and any rules or regulations promulgated thereunder.

**16. Licenses**

If a license of any kind, which term is intended to include evidence of registration, is required of Contractor, its employees, agents, or subcontractors by federal or state law, Contractor warrants that such license has been obtained, is valid and in good standing, and that any applicable bond has been posted in accordance with all applicable laws and regulations.

**17. Fiscal Considerations**

The parties to this Agreement recognize and acknowledge that Authority is a political subdivision of the entities in which it represents. As such, Authority is subject to the provisions of Article XVI,



Section 18 of the California Constitution and other similar fiscal and procurement laws and regulations and may not expend funds for products, equipment or services not budgeted in a given fiscal year. It is further understood that in the normal course of Authority business, Authority will adopt a proposed budget prior to a given fiscal year.

In addition to the above, should the Authority during the course of a given year for financial reasons reduce, or order a reduction, in the budget for which services were agreed to be performed, pursuant to this paragraph in the sole discretion of the Authority, this Agreement may be deemed to be canceled in its entirety subject to payment for services performed prior to cancellation.

**18. Interest of Public Official**

No official or employee of Authority who exercises any functions or responsibilities in review or approval of services to be provided by Contractor under this agreement shall participate in or attempt to influence any decision relating to this Agreement which affects personal interest or interest of any corporation, partnership, or association in which he/she is directly or indirectly interested; nor shall any such official or employee of Authority have any interest, direct or indirect, in this agreement or the proceeds thereof.

**19. Withholding (Form 730)**

In accordance with changes in Internal Revenue Law, OASDI (Old Age, Survivors, & Disability Insurance) and income taxes may be withheld from any payments made to Contractor under the terms of this Agreement if Contractor is determined by the Authority not to be an independent contractor.

**20. California Residency (Form 590)**

All independent Contractors providing services to the Authority must file a State of California Form 590, certifying their California residency or, in the case of a corporation, certifying that they have a permanent place of business in California. The Contractor will be required to submit a Form 590 prior to execution of this agreement or Authority shall withhold seven (7) percent of each payment made to the Contractor during the term of this agreement. This requirement applies to any agreement/contract exceeding \$600.

**21. Tax Payer Identification Number (Form W-9)**

All independent Contractors or Corporations providing services to the Authority must file a Department of the Treasury Internal Revenue Service Form W-9, certifying their Taxpayer Identification Number.

**22. Independent Contractor**

It is expressly understood and agreed by both parties that Contractor, while engaged in carrying out and complying with any of the terms and conditions of this agreement, is an independent contractor and not an employee of the Authority. Contractor expressly warrants not to represent, at any time or in any manner, that Contractor is an employee, agent, or servant of the Authority.

**23. Exhibits Incorporated**

All exhibits referred to in this agreement and attached to it are hereby incorporated in it by this reference. In the event there is a conflict between any of the terms of the agreement and any of the terms of any exhibit to the agreement, the terms of the agreement shall control the respective duties and liabilities of the parties.

**24. Integration and Amendment**

This agreement represents the entire understanding of Authority and Contractor as to those matters contained herein. No prior oral or written understanding shall be of any force or affect with respect to

those matters contained herein. No prior oral or written understanding shall be of any force or affect with respect to those matters covered in it. This agreement may not be modified or altered except by amendment in writing signed by both parties.

**25. Jurisdiction**

This agreement shall be administered and interpreted under the laws of the State of California. Jurisdiction of litigation arising from this agreement shall be in the State of California in the County of Monterey.

**26. Severability**

If any part of this agreement is found to be in conflict with applicable laws, such part shall be inoperative, null and void in so far as it is in conflict with said laws, but the remainder of the agreement shall continue to be in full force and effect.

**27. Notice to Proceed; Progress; Completion**

Upon execution of this agreement by both parties, Authority shall give Contractor written notice to proceed with this work. Such notice may authorize Contractor to render all of the services contemplated herein, or such portions or phases as may be mutually agreed upon. In the latter event, Authority shall, in its sole discretion, issue subsequent notices from time to time regarding further portions or phases of the work. Upon receipt of such notices, Contractor shall diligently proceed with the work authorized and complete it within the agreed time period specified in said notice.

**28. Ownership of Documents**

Title to all documents, drawings, specifications, data, reports, summaries, correspondence, photographs, computer software, video and audio tapes, and any other materials with respect to work performed under this agreement shall vest with Authority at such time as Authority has compensated Contractor, as provided herein, for the services rendered by Contractor in connection with which they were prepared. Authority agrees to hold harmless and indemnify the Contractor against all damages, claims, lawsuits, and losses of any kind including defense costs arising out of any use of said documents, drawings, and/or specifications on any other project without written authorization of the Contractor.

**29. Subcontractors**

Contractor shall be entitled, to the extent determined appropriate by Contractor, to subcontract any portion of the work to be performed under this agreement. Contractor shall be responsible to Authority for the actions of persons and firms performing subcontract work. The subcontracting of work by Contractor shall not relieve Contractor, in any manner, of the obligations and requirements imposed upon Contractor by this agreement. All subcontractors shall comply with the insurance requirements in Section 11 as if they were the Contractor.

**30 Dispute Resolution:**

**A. MEDIATION**

In the event of any dispute, claim, or controversy among the parties arising out of or relating to this Agreement or the breach, termination, enforcement, interpretation or validity thereof, the parties shall submit the dispute to the Judicial Arbitration and Mediation Service (JAMS) for non-binding mediation. The parties will cooperate with JAMS and with one another in selecting a mediator from the JAMS panel of neutrals, and in promptly scheduling the mediation proceedings. The mediation shall take place in Salinas, California. The parties covenant that they will participate in the mediation in good faith, and that they will share equally in its costs. All offers, promises, conduct and statements, whether oral or written, made in the course of the mediation by any of the parties, their agents, employees, experts and

attorneys, and by the mediator or any JAMS employees, are and shall be, confidential, privileged, and inadmissible for any purpose, including impeachment, in any arbitration or other proceeding involving the parties, provided that evidence that is otherwise admissible or discoverable shall not be rendered inadmissible or non-discoverable as a result of its use in the mediation. If the dispute is not resolved within 30 days from the date of the submission of the dispute to mediation (or such later date as the parties may mutually agree in writing), either party may submit the dispute, claim or controversy to binding arbitration as provided in this Agreement. The mediation may continue, if the parties so agree, after the appointment of the arbitrators. Unless otherwise agreed by the parties, the mediator shall be disqualified from serving as arbitrator in the case. The pendency of a mediation shall not preclude a party from seeking provisional remedies in aid of the arbitration from a court of appropriate jurisdiction, and the parties agree not to defend against any application for provisional relief on the ground that a mediation is pending.

#### **B. ARBITRATION**

Any dispute, claim, or controversy arising out of or relating to this Agreement or the breach, termination, enforcement, interpretation or validity thereof, including the determination of the scope or applicability of this agreement to arbitrate, shall be determined by binding arbitration in Salinas, California before three arbitrators. The arbitration shall be administered by JAMS pursuant to its Comprehensive Arbitration Rules and Procedures. The provisions of California Code of Civil Procedure, section 1283.05, as well as, any amendments or revisions thereto, are incorporated into this agreement. Depositions may be taken and discovery may be obtained in any arbitration under this agreement in accordance with said statute or any amendment thereto. Judgment on the arbitrator's award may be entered in any court having jurisdiction. This clause shall not preclude any of the parties from seeking provisional remedies in aid of arbitration from a court of appropriate jurisdiction. The arbitrators may, in the award, allocate to the prevailing party all or part of the costs of the arbitration, including the fees of the arbitrator, the reasonable attorneys' fees and expert witness fees of the prevailing party. This arbitration clause is subject to the limitation in subsection C below.

#### **C. CLAIMS AGAINST THE AUTHORITY; STATUTE OF LIMITATIONS**

Any claims for relief against the Authority shall be subject to the claims requirements of Government Code Section 905 *et seq.* and the Authority's Ordinance Code Article 3.04 and must be submitted to arbitration within the applicable statutes of limitations governing civil actions against local agencies in California, or will otherwise be barred. The arbitrators shall be without jurisdiction to hear or determine claims barred by the statute of limitations. This provision shall be enforced by the Superior Court of Monterey County or any other court of competent jurisdiction.

### **31 Termination**

#### **A. In the event that it is determined by the Authority to terminate this agreement, the Authority:**

1. Shall give Contractor written notice that in the Authority's opinion the conduct of the Contractor is such that the interests of the Authority may be impaired or prejudiced, or
2. Upon written notice to Contractor, may for any reason whatsoever, terminate this agreement.

#### **B Upon termination, Contractor shall be entitled to payment of such amount as fairly compensates Contractor for all work satisfactorily performed up to the date of termination based upon the rate as shown in "Exhibit B," except that:**

1. In the event of termination by the Authority for Contractor's default, Authority shall deduct from the amount due Contractor the total amount of additional expenses incurred by Authority as a result of such default. Such deduction from amounts due Contractor are made to compensate Authority for its actual additional cost incurred in securing satisfactory

performance of the terms of this agreement, including but not limited to, costs of engaging other Contractors for such purposes. In the event that such additional expenses shall exceed amounts otherwise due and payable to Contractor hereunder, Contractor shall pay Authority the full amount of such expense. In the event that this agreement is terminated by Authority for any reason, Contractor shall:

- a. Upon receipt of written notice of such termination promptly cease all services on this project, unless otherwise directed by Authority; and
  - b. Deliver to Authority all documents, data, reports, summaries, correspondence, photographs, computer software, video, and audiotapes, and any other materials provided to Contractor or prepared by or for Contractor or the Authority in connection with this agreement. Such material is to be delivered to Authority whether in completed form or in process; however, notwithstanding the provisions of Section 23 herein, Authority may condition payment for services rendered to the date of termination upon Contractor's delivery to the Authority of such material.
- C. In the event that this agreement is terminated by Authority for any reason, Authority is hereby expressly permitted to assume this project and complete it by any means, including but not limited to, an agreement with another party.
- D. The rights and remedy of the Authority provided by under this section are not exclusive and are in addition to any other rights and remedies provided by law or appearing in any other section of this agreement.

### **32 Audit and Examination of Accounts**

- A. Contractor shall keep and will cause any assignee or subcontractor under this agreement to keep accurate books of record in account, in accordance with sound accounting principles, which records pertain to services to be performed under this agreement.
- B. Any audit conducted of books and records and accounts shall be in accordance with generally accepted professional standards and guidelines for auditing.
- C. Contractor hereby agrees to disclose and make available any and all information, reports, or books of records or accounts pertaining to this agreement to Authority and any local, State or Federal government that provides support funding for this project.
- D. Contractor hereby agrees to include the requirements of subsection (B) above in any and all contracts with assignees or Contractors under his agreement.
- E. All records provided for in this section are to be maintained and made available throughout the performance of this agreement and for a period of not less than three (3) years after full completion of services hereunder, except that any and all such records which pertain to actual disputes, litigation, appeals, or claims shall be maintained and made available for a period of not less than three (3) years after final resolution of such disputes, litigation, appeals, or claims.

### **33 Extent of Agreement**

This agreement represents the entire integrated agreement between Authority and Contractor and supersedes all prior negotiations, representations, understandings, or agreements between the parties either written or oral.

### **34 Notices**

- A. Written notices to the Authority hereunder shall, until further notice by Authority, be addressed to:

***Via Mail***

Salinas Valley Solid Waste Authority  
Attn: Mr. R. Patrick Mathews,  
General Manager/CAO  
P.O. Box 2159  
Salinas, CA 93902-2159

***Hand Delivered***

Salinas Valley Solid Waste Authority  
Attn: Mr. R. Patrick Mathews,  
General Manager/CAO  
128 Sun Street Ste 101  
Salinas, CA 93901

Written notices to the Contractor shall, until further notice by the Contractor, be addressed to:

Pam Smith, Business Manager  
Hope Services, Inc.  
546 Brunken Avenue  
Salinas, CA 93901

- C. The execution of any such notices by the General Manager/CAO or designee of the Authority shall be as effective to Contractor as if it were by resolution or order of the Authority Board, and Contractor shall not question the authority of the General Manager/CAO or designee to execute any such notice.
- D. All such notices shall either be delivered personally to the other party's designee named above, or shall be deposited in the United States Mail, properly addressed as aforesaid, postage fully prepaid, and shall be effective the day following such deposit in the mail.

### **35 Nondiscrimination**

During the performance of this agreement, Contractor shall not discriminate against any employee or applicant for employment because of race, color, religion, ancestry, creed, sex, national origin, familial status, sexual orientation, age (over 40 years), or disability. Contractor shall take affirmative action to ensure that applicants are employed, and that employees are treated during employment, without regard to their race, color, religion, ancestry, creed, sex, national origin, familial status, sexual orientation, age (over 40 years), or disability.

### **36 Conflict of Interest**

Contractor warrants and declares that it presently has no interest, and shall not acquire any interest, direct or indirect, financial or otherwise, in any manner or degree which will render the services required under the provisions of this agreement a violation of any applicable state, local, or federal law. Contractor further declares that, in the performance of this agreement, no subcontractor or person having such an interest shall be employed. In the event that any conflict of interest should nevertheless hereinafter arise, Contractor shall promptly notify Authority of the existence of such conflict of interest so that Authority may determine whether to terminate this agreement. Contractor further warrants its compliance with the Political Reform Act (Government Code section 81000 *et seq.*) that apply to Contractor as the result of Contractor's performance of the work or services pursuant to the terms of this agreement.

### **37 Headings**

The section headings appearing herein shall not be deemed to govern, limit, modify, or in any manner affect the scope, meaning, or intent of the provisions of this agreement.

**38 Multiple Copies of Agreement**

Multiple copies of this agreement may be executed but the parties agree that the agreement on file in the office of the Clerk of the Authority Board is the version of the agreement that shall take precedence should any differences exist among counterparts of the documents.

IN WITNESS THEREOF, the parties hereto have made and executed this Agreement on the date first above written.

**SALINAS VALLEY SOLID WASTE AUTHORITY:**

**APPROVED AS TO FORM:**

\_\_\_\_\_  
R. Patrick Mathews  
General Manager/CAO

\_\_\_\_\_  
Thomas M. Bruen  
Authority General Counsel

Dated: \_\_\_\_\_

Dated: \_\_\_\_\_

**ATTEST:**

\_\_\_\_\_  
Elia Zavala  
Clerk of the Board

Dated: \_\_\_\_\_

**CONTRACTOR:**

Hope Services Inc.

Dated: \_\_\_\_\_

\_\_\_\_\_  
Signature

\_\_\_\_\_  
Printed Name & Title

**Attachments:**

Exhibit B Scope of Services and Fee Schedule

## **EXHIBIT B**

### **Scope of Services & Fee Schedule**

#### **Scope of Services**

Hope Services Inc., will provide five (5) clients and one (1) supervisor for the following tasks:

1. Cleaning of contaminants from refuse loads containing high amounts of recycling materials such as cardboards, plastics, metals and other recycling materials including organics.
2. Loading of recycling materials into designated containers for shipping.
3. Baling or preparation of recycling commodities to increase storage efficiency and market value.
4. Litter abatement in and around Sun Street Transfer Station property as needed.
5. Providing a client to assist a Diversion Worker to manage the Materials Recycling drop off Area.

#### **Fee Schedule**

1. Rate is \$75.16 per hour. The agreement shall not exceed \$133,000 for FY 2014/2015.
2. The operating schedule will be seven hours (7 hours), Monday through Friday except when the transfer station is closed due to holidays and/or holidays observed by Hope Services, Inc.
3. The Salinas Valley Solid Waste Authority will provide all necessary employee safety protection gear and supplies.



**SalinasValleyRecycles.org**

SALINAS VALLEY SOLID WASTE AUTHORITY

## Report to the Board of Directors

### ITEM NO. 7

  
Finance Manager/Controller-Treasurer

N/A  
Legal Counsel

  
General Manager/CAO

**Date:** May 15, 2014

**From:** Cesar Zuniga, Operations Manager

**Title:** A Resolution Approving Amendment No. 1  
Authorizing a One-Year Extension to the  
Service Agreement with 21st Century  
Environmental Management of California, LP,  
for Transportation and Disposal/Recycling of  
Household Hazardous Waste

### RECOMMENDATION

Staff recommends that the Board adopt the resolution.

### STRATEGIC PLAN RELATIONSHIP

The recommended action is consistent with Objective No. 3, the 75% diversion goal, as well as a mandate of California State Law AB939 which requires local jurisdictions to have a plan for the proper disposal of Household Hazardous Waste to prevent the materials from being disposed in the landfill.

### FISCAL IMPACT

The household hazardous waste collection program represents 37% of the overall AB939 Services budget. In FY 2014-15, the HHW program includes a budget of \$185,000 for disposal supplies, hauling and disposal. A portion of these costs are offset by revenue from HHW that comes from commercial customers, salvaged electronic waste and the sale of other HHW material. During FY 2012-13 the Authority spent \$184,176 in shipping and supply costs for 283,380 pounds of HHW material at the Sun Street HHW facility resulting in a net cost of 65 cents per pound.

### DISCUSSION & ANALYSIS

21st Century has been the firm retained by the Authority for the past seven years to transport, recycle or destroy as appropriate, all materials that are not recycled at the HHW collection facility. They are a fully integrated recovery and industrial services company with more than twenty years of experience in California. The Authority has had a very successful business relationship in the past and has not encountered any problems with either the service or the shipments.

All of the terms and conditions of the existing contract including the fee schedule will remain unchanged.



## **BACKGROUND**

The Authority fulfills each member city's and the County's obligation under AB 939 to accept and provide safe disposal for hazardous materials which may otherwise be disposed in the landfill. Many common products that are used in our daily lives contain potentially hazardous ingredients and require special care when being disposed of. It is illegal to improperly dispose of hazardous waste within the landfill, down storm drains, or release into the ground. All chemicals and improperly disposed hazardous waste can be released into our environment and contaminate our air, water, and potentially the food we eat.

The Authority is the sole collector of hazardous waste in the Salinas Valley, with exception to the used oil program offered by Monterey County, which is grant funded. There are various electronic waste collectors which will occasionally partner with a nonprofit organization and hold a collection event. The collection facility at the Sun Street transfer station served 8,799 customers last fiscal year and recycled an average of 620 gallons of paint each month. Additionally there are collection stations for antifreeze, paint, oil and batteries (ABOPs) at the Johnson Canyon landfill and Jolon Road Transfer Station.

## **ATTACHMENTS**

1. Resolution

## RESOLUTION NO. 2014-

**A RESOLUTION OF THE SALINAS VALLEY SOLID WASTE AUTHORITY  
APPROVING AMENDMENT NO. 1 AUTHORIZING A ONE-YEAR EXTENSION  
TO THE 21<sup>ST</sup> CENTURY ENVIRONMENTAL MANAGEMENT OF CALIFORNIA, LP, FOR  
TRANSPORTATION AND DISPOSAL/RECYCLING OF HOUSEHOLD HAZARDOUS WASTE**

**WHEREAS**, on June 21, 2012, the Salinas Valley Solid Waste Authority entered into a two-year agreement with 21<sup>st</sup> Century Environmental Management of California for transportation and disposal/recycling of Household Hazardous Waste through June 30, 2014, with one optional one-year extension; and,

**WHEREAS**, the Salinas Valley Solid Waste Authority and 21<sup>st</sup> Century Environmental Management of California hereby wish to extend the agreement for one additional year; and,

**THEREFORE, BE IT RESOLVED, BY THE BOARD OF DIRECTORS OF THE SALINAS VALLEY SOLID WASTE AUTHORITY** that the General Manager/Chief Administrative Officer is hereby authorized and directed for and on behalf of the Salinas Valley Solid Waste Authority to execute Amendment No. 1 extending the Agreement with 21<sup>st</sup> Century Environmental Management of California, LP, for transportation and disposal/recycling of Household Hazardous Waste for a one-year period commencing July 1, 2014, ending June 30, 2015, as attached here to and marked "Exhibit A".

**PASSED AND ADOPTED** by the Board of Directors of the Salinas Valley Solid Waste Authority this 15<sup>th</sup> day of May 2014 by the following votes:

AYES: BOARD MEMBERS:

NOES: BOARD MEMBERS:

ABSENT: BOARD MEMBERS:

ABSTAIN: BOARD MEMBERS:

ATTEST:

\_\_\_\_\_  
Elizabeth Silva, President

\_\_\_\_\_  
Elia Zavala, Clerk of the Board



## EXHIBIT A

**AMENDMENT NO. 1**  
**OF THE PROFESSIONAL SERVICES AGREEMENT BETWEEN**  
**SALINAS VALLEY SOLID WASTE AUTHORITY AND**  
**21<sup>ST</sup> CENTURY ENVIRONMENTAL MANAGEMENT OF CALIFORNIA, LP,**  
**FOR**  
**TRANSPORTATION AND DISPOSAL/RECYCLING OF**  
**HOUSEHOLD HAZARDOUS WASTE**

This amendment, is made and entered into this 15<sup>th</sup> day of May 2014, by and between the Salinas Valley Solid Waste Authority, a joint powers authority organized under the laws of the State of California (hereinafter "Authority"), and 21<sup>st</sup> Century Environmental Management, LP (hereinafter "Consultant").

The Authority and Consultant entered into an Agreement on June 21, 2012. The initial term of the agreement expires June 30, 2014. All terms of the aforementioned agreement will continue in force with the exception of the following changes:

1. Completion Schedule

The Authority and Consultant hereby mutually agree to extend the agreement for an additional one-year term effective July 1, 2014 and ending June 30, 2015.

IN WITNESS THEREOF, the parties hereto have made and executed this Amendment No. 1 on the date first above written.

SALINAS VALLEY SOLID WASTE AUTHORITY:

APPROVED AS TO FORM:

\_\_\_\_\_  
R. Patrick Matthews  
Chief Administrative Officer

\_\_\_\_\_  
Thomas M. Brien  
Authority General Counsel

ATTEST:

\_\_\_\_\_  
Elia Zavala  
Clerk of the Board

21<sup>ST</sup> CENTURY ENVIRONMENTAL MANAGEMENT, LP:

\_\_\_\_\_  
Signature

\_\_\_\_\_  
Printed Name/Title

Date: \_\_\_\_\_



## Report to the Board of Directors

ITEM NO. 8

  
Finance Manager/Controller-Treasurer

T. Bruen by mb

  
General Manager/CAO

**Date:** May 15, 2014  
**From:** Mandy Brooks, Recycling Coordinator  
**Title:** A Resolution Approving Professional Service Agreement with Contreras Productions for the RecycleRama School Assembly Program in an Amount Not to Exceed \$50,000

### RECOMMENDATION

Staff recommends that the Board adopt the resolution.

RecycleRama School Assembly Program continues to assist the Authority in meeting the Public Education component of our AB 939 enhanced services provided to member agencies and is an integral part of the enhancement plan for the school recycling program.

### STRATEGIC PLAN RELATIONSHIP

The recommended action will assist the Authority in supporting the Strategic Plan Objective to Achieve 75% Diversion by 2015 and compliance with AB939 mandates.

### FISCAL IMPACT

The 2014-15 budget includes \$50,000 for the RecycleRama Program in account 106-6-2200-63719. Funds for 2015-16 RecycleRama Program will be allocated pending availability of budget funds. The maximum amount of the professional services contract for fiscal year 2014-2015 shall not exceed \$50,000.

Historically, the maximum annual budget has been \$60,000 but due to a reduction in monthly compensation from the withdrawal of a key personnel, the annual cost savings is approximately \$16,875. Due to this savings, the maximum number of performances per year will be increased from sixty (60) to seventy (70) and the mileage reimbursement rate for the actors will also increase from \$0.415/mile to \$0.560/mile to correspond with the 2014 Federal and State mileage reimbursement rate.

### DISCUSSION & ANALYSIS

The current agreement with Ivy Contreras dba Contreras Productions will terminate on June 30, 2014. In September 2013, the agreement was re-assigned to Contreras Productions from Hunter Productions. Since the change in ownership staff has been very satisfied with Contreras Productions' abilities to continue to provide the same level of service as Hunter Productions. This new agreement will be for one year with an option to extend for one additional year. Based on the annual cost savings mentioned above, ten (10) more performances per year will be included as compared to the previous agreement with a minimum of four (4) actors. In an effort to encourage more schools to schedule the assembly program, a new script will also be developed and is included

in the budget for the 2014/2015 school year to incorporate relevant sections of the new Common Core State Standards that all schools will be focused on.

As of April 2014, RecycleRama has conducted 60 performances at elementary and middle schools and at YMCA and community events throughout the Salinas Valley.

## **BACKGROUND**

Since 2006, the Salinas Valley Solid Waste Authority (SVSWA) has worked with Hunter Productions, now Contreras Productions to develop an interactive Elementary, Middle, and High School Assembly Program, known as "RecycleRama".

In the 2013/2014 school year performances were offered to all schools in the Authority service area. As of April 2014, approximately 60 RecycleRama performances were performed at a total of 30 schools and local venues; 25 elementary and middle schools, and 5 other (YMCA, Libraries, Community Centers, etc.) serving approx. 11,000 students in the 2013/2014 school year.

The Authority and Contreras Productions have an excellent working relationship and Contreras Productions is able to provide a unique value-added service based on its in-depth knowledge of Authority and the local school systems. In addition, Contreras Productions has continued to work within the Authority's budget while still providing a high quality production. Based on these considerations, the Board is being asked to make the finding that under Authority Code Section 3.01.130 (3), this continuing service is an exception to competitive bidding requirements and allow the Authority to continue working with Contreras Productions for one more year, with the option to extend of one additional year, to complete the objectives of the Authority's Strategic Plan and reach the 75% diversion goal.

## **ATTACHMENTS**

1. Resolution
2. Exhibit A – Agreement

## RESOLUTION NO. 2014 -

**A RESOLUTION OF THE SALINAS VALLEY SOLID WASTE AUTHORITY APPROVING  
A ONE-YEAR PROFESSIONAL SERVICES AGREEMENT WITH THE OPTION TO EXTEND FOR ONE  
ADDITIONAL YEAR WITH CONTRERAS PRODUCTIONS FOR  
THE RECYCLERAMA SCHOOL ASSEMBLY PROGRAM  
IN AN AMOUNT NOT TO EXCEED \$50,000 PER FISCAL YEAR**

**WHEREAS** in the case of professional services, qualifications and experience to the benefit of the Authority shall receive first consideration; and,

**WHEREAS** Contreras Productions, formerly Hunter Productions, has been the Authority's consultant since 2006 and has an in-depth knowledge of the Authority, which is a unique value-added service that only Contreras Productions can provide;

**THEREFORE, BE IT RESOLVED BY THE BOARD OF DIRECTORS OF THE SALINAS VALLEY SOLID WASTE AUTHORITY** that under Authority Code Section 3.01.130 (3) this service agreement is an exception to competitive bidding requirements; and,

**BE IT FURTHER RESOLVED, BY THE BOARD OF DIRECTORS OF THE SALINAS VALLEY SOLID WASTE AUTHORITY**, that the General Manager/CAO is hereby authorized and directed for, and on behalf of, the Salinas Valley Solid Waste Authority to execute a One-Year Professional Services Agreement with the option to extend for one additional year with Contreras Productions for RecycleRama School Assembly Program in an amount not to exceed \$50,000 per fiscal year as attached hereto and marked "Exhibit A."

**PASSED AND ADOPTED** by the Board of Directors of the Salinas Valley Solid Waste Authority at its regular meeting duly held on the 15<sup>th</sup> day of May 2014, by the following vote:

AYES: BOARD MEMBERS:

NOES: BOARD MEMBERS:

ABSENT: BOARD MEMBERS:

ABSTAIN: BOARD MEMBERS:

---

Elizabeth Silva, President

ATTEST:

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Elia Zavala, Clerk of the Board



## **EXHIBIT A**

### **AGREEMENT FOR PROFESSIONAL SERVICES BETWEEN SALINAS VALLEY SOLID WASTE AUTHORITY AND CONTRERAS PRODUCTIONS**

#### **Performance Contract**

This agreement, made and entered into this 15th day of May 2014 by and between the Salinas Valley Solid Waste Authority, a joint powers authority organized under the laws of the State of California (hereinafter "SVSWA"), and Ivy Contreras (individually and jointly referred to herein as "Contractor") doing business as Contreras Productions at 1 Longfellow Court, Salinas, CA 93906.

#### **Witness**

WHEREAS, SVSWA is desirous of engaging Contractor to provide creative services and production work for a project entitled "RecycleRama"; and

WHEREAS, SVSWA is desirous of engaging Contractor to provide creative services and produce performances for schools within their service area for a project entitled "RecycleRama"; and

NOW THEREFORE, in consideration of the above and good and valuable consideration set forth below, Contractor and SVSWA agree as follows:

#### **1. STATEMENT OF WORK**

Contractor agrees to furnish all work to be completed under this agreement in accordance with the description in this document.

#### **2. PERIOD OF PERFORMANCE**

This Agreement shall be in effect as of July 1, 2014 and continue until June 30, 2015 with an option to extend for one (1) additional year at the sole discretion of SVSWA.

#### **3. KEY PERSONNEL**

"Ivy Contreras- Supervisor and Coordinator of events between talent, schools and SVSWA"

- a. Ivy Contreras will continue as the supervisor and coordinator of events between talent, schools, and SVSWA and to connect with independent contractor performers and direct them into the existing shows as needed. Any new performers will be set up as independent contractors/vendors for SVSWA once their information is provided to SVSWA. Contreras Productions will continue the existing systematic tracking of performers' hours of rehearsal and performance. Contreras Productions will submit the billing information as instructed by SVSWA, and the expectation is that the turnaround of payment to actors will be done in an expeditious fashion.
- b. The number of actors used to provide our service will be not less than four (4). Contreras Productions will keep actors on the roster in order to fill the cast required as well as have backup actors to accommodate the many schedules we need to track. Ivy will audition any new actors, gather their payment information, and provide to SVSWA.
- c. An updated script will be written in FY 14-15 for the lower school grades with adjustments that are age appropriate for use in the upper grades. This new script will incorporate the new Common Core Standards of curriculum to attract a wider range of schools into scheduling performances. New assessment questions will also be designed for the lower grades and specific to the new script. The script and assessment questions will remain in use for FY 14-15. All scripts will remain the property of Contreras Productions, with the performance of said scripts provided to SVSWA as a service."

"Brandy Acevedo – Administrative and Production Services

- a. Brandy Acevedo will work as the coordinator of the day to day workings of this project. Brandy will coordinate with actors and Ivy and will communicate on which roles individual actors will play. Contreras Production's focus will be to keep the cost of each show down, while still keeping the integrity of the show as we continue to focus on the state standards communicated during each performance. Contreras Productions will track and submit hours of work from the performers to SVSWA bi-monthly.
- b. Brandy will provide a pre-show activity handout for the lower schools, as well as meet with individual teachers to discuss what SVSWA services are available to their school. Brandy will continue to bring handouts which include lists of SVSWA services, as well as the Recycle Rama Flyer and other handouts which include pre-show activities. In addition, the after performance California Standard based activities and discussion questions will be provided at the end of every performance. These are tailored to the various age groups.

Other Responsibilities:

- a. Contreras Productions will continue to work with all School Districts in the Authority service area. During the 2014-2015 school year, Contreras Productions will provide no more than seventy (70) performances. The number of anticipated rehearsals is six (6) annually.



- b. The evaluation process of services will continue with the focus to be user friendly to faculty and administration. Contreras Productions will continue providing evaluation forms to faculty for discussion at their grade level meetings as they discuss curriculum. Contreras Productions will continue to implement the use of a brief on-line evaluation form (i.e. SurveyMonkey.com or applicable website) that can be emailed to teachers or other various tactics to continue to elicit feedback from the schools, as this helps provide the best service possible. The Authority will add the evaluation to its website for easy access.
- c. Contreras Productions will work diligently to increase the RecycleRama shows performed at schools that have not had RecycleRama at their school. Documentation of communication with these new schools will be provided to SVSWA on a monthly basis. Tracking of reasons why schools we have not worked at before who may or may not be able to book with us, will be noted and communicated to SVSWA. Strategies to increase the number of new schools will be developed and documented to SVSWA.
- d. Contreras Productions will provide an annual recap on performances to SVSWA. The annual recap will include the following; complete list of performances and schools/venues by city or area, challenges/successes experienced throughout the year, improvements to the program, performance, and/or scripts that could be implemented for the following year, areas of compliance with State mandates, and any other relevant information.

#### **4. CONSIDERATION AND PAYMENT**

Commencing July 1, 2014, SVSWA agrees to pay Ivy Contreras \$1,406.25 per month for her above work description.

Commencing July 1, 2014, SVSWA agrees to pay Brandy Acevedo \$937.50 per month for her above work description.

SVSWA shall pay the above amounts to:

Ivy Contreras  
1 Longfellow Court  
Salinas, CA 93906

Brandy Acevedo  
606 St. Edwards Ave  
Salinas, CA 93905

SVSWA shall pay the independent contractor performers who have rehearsed the show and performed it upon receipt of payment request. Rehearsals are compensated at \$25 each, per performer. Performances are compensated at \$50 each, per performer, plus \$0.560 cents per mile for travel.

Contreras Productions will purchase general liability insurance to cover its performance under this Agreement for the term of this Agreement. Contreras Productions shall cause the SVSWA to be named as an additional insured under said policy, and shall provide the SVSWA with a certificate of insurance which evidences the SVSWA as an additional insured. The reasonable cost of the annual premium for this general liability insurance for Contreras Productions services to SVSWA, covered by Contractor's agent will be reimbursed by the SVSWA.

The SVSWA will reimburse Contreras Productions up to \$1,200 on an annual basis to cover replacement of costumes, props, music score and reproduction, and set elements. Contreras Productions anticipates that the following items will need replacement due to wear:

- Stage props

All purchases will be pre-paid by Contreras Productions, with receipts and recap of expenditures supplied to back up the check request to SVSWA.

The SVSWA's total obligation to pay and/or reimburse Contreras Productions and its principals and agents for their productions, services, mileage, materials, insurance and other performance under this Agreement shall not exceed \$50,000.

## **5. PERFORMANCE**

Contractor will perform the work under this agreement and services will be provided at a level commensurate with professional standards acceptable in the discipline; including the following components:

### **PROJECT**

Auditions  
Rehearsal  
Costume Design  
Set Design  
Music Score

## **6. EQUIPMENT**

Sets, costumes, props and other deliverables purchased, acquired, or fabricated with funds from SVSWA will become property of SVSWA upon termination of this agreement. Script and creative works provided as a service to SVSWA from Contreras Productions under this contract, but are owned by Contreras Productions. Performers will be set up as vendors to be paid as independent contractors by the SVSWA. They are performers of Contreras Productions and cannot be contacted directly for performances by the SVSWA. Use and substitution of any performers is at the sole discretion of Contreras Productions as long as contact and social security numbers are provided to SVSWA.

Contreras Productions shall provide an update to the itemized inventory with purchase receipts for all equipment acquired.

## **7. INVENTIONS & PATENTS**

Contractor agrees to use the SVSWA logo, messages, and slogans in performance wherever possible and agrees to add messages to the performance as they coincide with new public education campaigns designated by SVSWA. SVSWA logos are the sole and exclusive property of SVSWA. All other creative work provided by Contractor is a service to SVSWA. The content of the program including script, creative writing, direction and choreography is owned by Contreras Productions.

#### **8. CONFIDENTIAL INFORMATION**

SVSWA agrees to keep confidential all information pertaining to Contractor's proprietary information which includes creative work, set designs, choreography, business plan, and other confidential business information. SVSWA will not sell, use, disclose, publish or make copies of confidential information without prior written approval of contractor.

#### **9. CHANGES**

Contractor agrees to make changes prior to first scheduled performance. Any changes made after the show has gone into production are at the discretion of both parties.

#### **10. TERMINATION**

This contract may be terminated by mutual agreement of both parties or by sixty days advance written notice by SVSWA or Contreras Productions.

#### **11. INDEPENDENT CONTRACTOR**

SVSWA contracts for the services of Contractor and its agents as independent contractors and not as employees. Separate vendor numbers will be assigned to the producer (Ivy Contreras) and each of the performers participating in the project. Use and substitution of any performers is at the sole discretion of Contreras Productions as long as contact and social security numbers are provided to SVSWA.

#### **12. INDEMNIFICATION**

Contractor and its agents assume all risks as independent contractors. Contractor agrees to indemnify, defend, and hold harmless SVSWA from any injuries, property damage, or other claims and losses resulting from the activities of the Contractor or agents of the Contractor as independent contractors in performance of this agreement.

#### **13. PUBLICITY**

SVSWA shall be responsible for all publicity connected or related to School Performances.

#### **14. GOVERNING LAW**

This agreement shall be construed and enforced in accordance with and governed by the laws of the State of California.

#### **15. ENTIRE AGREEMENT**

This agreement represents the entire understanding of Contractor and SVSWA and can only be modified in writing duly executed by both parties.

**SALINAS VALLEY SOLID WASTE AUTHORITY:**

APPROVED AS TO FORM:

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Patrick Mathews  
General Manager/CAO

---

Thomas M. Bruen  
Authority General Counsel

ATTEST:

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Elia Zavala  
Clerk of the Board

**CONTRACTOR:**

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Ivy Contreras  
dba Contreras Productions



**SalinasValleyRecycles.org**  
SALINAS VALLEY SOLID WASTE AUTHORITY

## Report to the Board of Directors

### ITEM NO. 9

  
Finance Manager/Controller-Treasurer

T. Bruen by cz  
Legal Counsel

  
General Manager/CAO

**Date:** May 15, 2014

**From:** Cesar Zuñiga, Operations Manager

**Title:** A Resolution Authorizing the Purchase of one used Caterpillar 836H Landfill Compactor and one used Caterpillar D8T Dozer from Quinn Caterpillar for a Total Amount of \$1,233,360

### RECOMMENDATION

Staff recommends authorizing the purchase of one (1) used Caterpillar 836H Landfill Compactor and one (1) used Caterpillar D8T Dozer for the Johnson Canyon Landfill operations from Quinn Caterpillar, for an amount of \$1,233,360, which includes sales tax, freight and delivery to the Johnson Canyon Landfill.

### STRATEGIC PLAN RELATIONSHIP

The recommended action helps support the Authority's Goal to Reduce Costs and Improve Services at the Johnson Canyon Landfill.

### FISCAL IMPACT

Funding for this purchase is included in the 2014-2015 Fiscal Year Budget under the Johnson Canyon Landfill Operations equipment lease-purchase. Should the approval of the Lease-Purchase Financing for landfill operations be delayed, staff would like to request the funds be borrowed from the Landfill Expansion fund and paid back immediately upon closing of the Lease-Purchase Financing.

### DISCUSSION & ANALYSIS

The Caterpillar 836H Landfill Compactor and Caterpillar D8T Dozer are the most critical pieces of equipment for a landfill operation. They are also the most expensive. A new 826H Compactor, which weighs approximately 40,000 lbs. less than a 836H Compactor is estimated to cost \$884,275. The purchase of the recommended used Caterpillar 836H Landfill Compactor at a cost of \$615,600 will result in a savings of \$268,675 compared to purchasing a new 826H. A new Caterpillar D8T Dozer estimated cost is \$714,708. The purchase of the recommended used Caterpillar D8T at a cost of \$617,760 will result in a savings of \$96,948 compared to purchasing a new D8T. Overall the purchase of both the used 836H and D8T will result in a total savings of \$365,623 from staffs initial budgeted equipment cost.

Staff received three quotes for a used Caterpillar 836H Landfill Compactor in early April, but the equipment has since been sold. A total of three quotes were also received for a used D8T, two of the three quotes were submitted by Quinn Caterpillar. In order to secure these two units, staff is requesting the Board authorize the purchase of a used 836H Landfill

Compactor and the used D8T Dozer from Quinn Caterpillar. Quinn Caterpillar is an authorized Caterpillar equipment sales company located in Salinas, CA. Purchasing the 836H and D8T from Quinn Caterpillar will provide the Authority with a local parts and service company for any repairs needed.

The proposed 836H Landfill compactor unit is a model year 2006 that has gone through a dealer certified rebuild, which includes a new transmission, driveline, engine, steering components, striker bars, wheels, lights, pre-cleaner, turbine, axle guards, and many other new parts. All certified rebuilds also include a new paint job and zero (0) hours on the rebuild.

The Caterpillar 836H Landfill Compactor is the largest compactor available in the industry weighing approximately 123,000 lbs., allowing operators to maximize compaction and conserve valuable air space.

The proposed D8T Dozer unit is a model year 2012 with 1,995 working hours, which is equivalent to one year of use. The D8T will be the workhorse of the landfill and will be used to push and place waste within the landfill cell.

#### **BACKGROUND**

On February 20, 2014, the Board of Directors authorized staff to proceed with taking over the Johnson Canyon Landfill Operations. The Authority's in house proposal was \$476,804 below the lowest private proposal received. On March 20, 2014, the Board of Directors approved the Johnson Canyon Operations Implementation Plan, which included the purchase of both new and used equipment for the Johnson Canyon Landfill.

As part of the Johnson Canyon Implementation Plan approved by the Board in March, staff was authorized to solicit and purchase used equipment for the Johnson Canyon Landfill Operations, which are scheduled to begin on January 1, 2015. Any purchase above \$250,000 requires Board authorization. The Board also authorized staff to complete sole source purchasing, due to the uniqueness of purchasing used equipment, which is not always an apples to apples comparison.

#### **ATTACHMENT(S)**

1. Resolution
2. Exhibit A – Quinn Caterpillar 836H Landfill Compactor & D8T Dozer Proposal

## **RESOLUTION NO. 2014 -**

### **A RESOLUTION OF THE SALINAS VALLEY SOLID WASTE AUTHORITY AWARDING THE PURCHASE OF ONE USED CATERPILLAR 836H LANDFILL COMPACTOR AND ONE USED CATERPILLAR D8T DOZER TO QUINN CATERPILLAR FOR AN AMOUNT OF \$1,233,360**

**WHEREAS**, on March 20, 2014, the Board of Directors approved the Johnson Canyon Implementation Plan for Authority staff to take over operations of the Johnson Canyon Landfill, which included the authorization to purchase both new and used equipment for the landfill operations and required Authority Board approval on any purchase over \$250,000; and,

**WHEREAS**, Requests for Bids for used landfill equipment were sent to various vendors and Authority staff has selected two key pieces of equipment for the Johnson Canyon Landfill operations; and

**WHEREAS**, the Authority is in the process of obtaining Lease-Purchase Financing for the Landfill Equipment; and,

**NOW THEREFORE, BE IT RESOLVED, BY THE BOARD OF DIRECTORS OF THE SALINAS VALLEY SOLID WASTE AUTHORITY**, that the General Manager/CAO is hereby authorized and directed for, and on behalf of, the Salinas Valley Solid Waste Authority to complete the sole source purchase of a used Caterpillar 836h Landfill Compactor and a used Caterpillar D8T Dozer for the Johnson Canyon Landfill Operations from Quinn Caterpillar, as attached hereto and marked "Exhibit A," and to carry out all responsibilities necessary; and,

**BE IT FURTHER RESOLVED** that the General Manager/CAO is hereby authorized to borrow funds from the Landfill Expansion Fund if the lease-purchase financing is not available for the purchase of this equipment before it is purchased by somebody else; and,

**BE IT FURTHER RESOLVED** that Authority staff is authorized to reimburse the Landfill Expansion Fund from the Lease-Purchase Financing when finalized.

**PASSED AND ADOPTED** by the Board of Directors of the Salinas Valley Solid Waste Authority at a regular meeting duly held on the 15th day of May 2014, by the following vote:

AYES: BOARD MEMBERS:

NOES: BOARD MEMBERS:

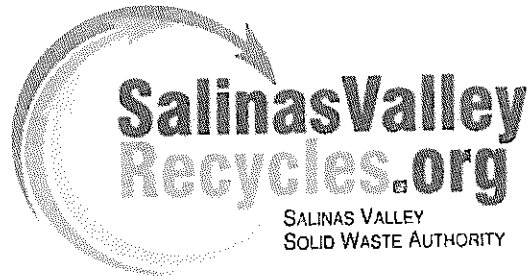
ABSENT: BOARD MEMBERS:

ABSTAIN: BOARD MEMBERS:

ATTEST:

\_\_\_\_\_  
Elizabeth Silva, President

\_\_\_\_\_  
Elia Zavala, Clerk of the Board



*"Promoting the environmental health of the Salinas Valley"*

[www.svswa.org](http://www.svswa.org)

P O Box 2159

128 Sun Street, Suite 101

Salinas, CA 93902-2159

831-775-3000 831-755-1322-fax

**SALINAS VALLEY SOLID WASTE AUTHORITY**

**REQUEST FOR QUOTES**

**For**

**CATERPILLAR D8T DOZER OR EQUIVILANT**

**April 18, 2014**



## **SECTION 1 GENERAL INFORMATION**

### **Introduction**

The Salinas Valley Solid Waste Authority (Authority) seeks to purchase a used Caterpillar D8T Dozer or equal.

### **Quotes Submittal**

Quotes must be received by August 28, 2014 or until acquired at the following address:

Salinas Valley Solid Waste Authority  
Attn: Elia Zavala, Clerk of the Board  
By Mail: P.O. Box 2159, Salinas, CA 93902-2159  
By Delivery: 128 Sun Street, Suite 101, Salinas, CA 93901

Quotes received after this deadline will be returned unopened. The quotes (submit three copies) and any accompanying documents shall be submitted in a sealed envelope with 2-inch size words "D8T DOZER" clearly marked on the lower right hand corner of the envelope.

### **Schedule for Selection Process**

Issue RFQ	April 18, 2014
Written Comments Due	April 18, 2014-August 28, 2014
Quotes Due	April 18, 2014-August 28, 2014
Notice to Proceed (tentative)	April 18, 2014-August 28, 2014

### **Pre-Award Conference**

If requested, successful Respondent(s) shall meet with SVSWA representatives prior to the Award of Purchase to review the specifications and finalize the initiation of the proposed Contract.

### **Questions Regarding This Project**

Questions regarding this project should be sent to:

Salinas Valley Solid Waste Authority  
Attn: Cesar Zuniga, Field Operations Manager  
P.O. Box 2159, Salinas, CA 93902-2159  
Fax (831) 755-1322

Copies of questions, and written responses, will be faxed or e-mailed to all those receiving RFQs.

### **Quotes Evaluation Criteria**

If an award is made, it will be made to the lowest responsive and responsible respondent(s). In addition to the total proposal price, other factors including prior performance, maintenance costs, warranty provisions, delivery cost and delivery time may be considered.

### **Reservations**

SVSWA reserves the right to do the following at any time, for its own convenience, and at its sole discretion:

- SVSWA has the sole right to purchase the equipment anytime between April 18, 2014 to August 28, 2014 where such intent to purchase date concludes the selection process
- To reject any and all responses, without indicating any reasons for such rejection.
- Waive or correct any minor or inadvertent defect, irregularity or technical error in any quotes or procedure, as part of the RFQ or any subsequent negotiation process.
- Terminate this RFQ and issue a new RFQ anytime thereafter.
- Procure any materials or services specified in the RFQ by other means.
- Extend any or all deadlines specified in the RFQ, including deadlines for accepting quotes by issuance of an Addendum at any time prior to the deadline for receipt of responses to the RFQ.

- Disqualify any Respondent on the basis of any real or perceived conflict of interest or evidence of collusion that is disclosed by the response or other data available to SVSWA. Such disqualification is at the sole discretion of SVSWA.
- Reject any Respondent that is in breach of or in default under any other agreement with SVSWA.
- Reject any Respondent deemed by SVSWA to be non-responsive, unreliable, unqualified or non responsible.

#### **Notification of Withdrawals of Responses to RFQs**

Responses may be modified or withdrawn prior to the date and time specified for RFQ submission by an authorized representative of the respondent or by formal written notice. All responses not withdrawn prior to the response due date will become the property of SVSWA.

#### **Interpretation**

Should any discrepancies or omissions be found in the RFQ specifications/ requirements, or doubt as to their meaning, the respondent shall notify the Buyer in writing at once (e-mail is acceptable). The SVSWA will send written instructions or addenda to all participants in this RFQ process. SVSWA shall not be held responsible for oral interpretations. All addenda issued shall be incorporated into the Contract.

#### **Notice of Intent to Award**

Notice of Intent to Award may be issued upon receipt of all required documents.

#### **Requirements of Proposer**

The Proposer shall be required to:

1. Bear all costs of quotes preparation.
2. Accept the terms and conditions of the Authority's Agreement.
3. Be licensed with the State of California as required for this project.
4. Be knowledgeable of applicable California, federal laws, regulations and local ordinances.

#### **Proprietary Information**

All information appearing within the response is subject to public inspection. Any proprietary information must be clearly marked as such and submitted in a separate sealed envelope. Reference sealed envelope within the body of the response.

#### **Brand Names, Model Designations and Descriptions**

Technical equipment specifications contained in this RFQ have been provided by using department(s)/agencies. Any brand names, model designations or descriptions that may appear in this RFQ are solely for prospective vendor's reference, and are used only as an indication of the general type and quality of equipment considered acceptable. Equipment and features listed herein are known to meet the performance and quality needs of user and are intended as a guide to prospective offerers. Offers on equipment of comparable quality and performance capabilities will receive consideration, providing they meet the technical approval of SVSWA requesting department(s) and conform to conditions of this RFQ concerning exceptions, variances and/or deviations.



Quinn Company  
1300 Abbott Street  
Salinas, CA 93901  
(831) 775-3412

5/07/14

**SVSWA**

**Attn: Cesar**

Quinn Company is pleased to furnish the following proposal for your consideration.

**ONE 2012 1,993-HOUR CATERPILLAR D8T TRACK TYPE TRACTOR** with all standard and the following optional equipment.

CATERPILLAR PRODUCT LINK PL522  
OIL CHANGE SYSTEM, POWERTRAIN  
SERVICE PACKAGE  
TRACK, 24" ES (44SEC) PPR  
CARRIER ROLLERS  
HYDRAULICS, RIPPER  
INSTALLATION, ACCUGRADE READY  
GUARD, FUEL TANK  
CYLINDER, LIFT WITH LINES - RH  
CYLINDER, LIFT WITH LINES - LH  
PACKAGE, 8SU/U BULLDOZER  
PACKAGE 8 RIPPER MULTI-SHANK  
TOOTH, MULTISHANK RIPPER

<b>Machine Price</b>	<b>572,000.00</b>
Sales Tax @ 8.0 %	<u>+ 45,760.00</u>
<b>TOTAL</b>	<b>617,760.00</b>

**Remainder of extended powertrain warranty expires 4/30/15 or 5,000 hours  
whichever comes first. Additional 6 month or 500 hour powertrain warranty to be  
enrolled after the machine purchase**

Thank you for the opportunity to present the above for you current equipment needs. If  
you have any questions, please do not hesitate to contact me.

Sincerely,  
Justin Brown  
Sales Representative  
Direct – 775-3412  
Cell – 594-8115

All prices are subject to all applicable taxes, availability and change without further notice.

## SVSWA QUOTE FORM

The undersigned offers and agrees to furnish all work, materials, equipment or incidentals which are subject to this Request for Quotes at the prices stated, and in conformance with all plans, specifications, requirements, conditions and instructions of SVSWA's Request for Quotes.

A. One (1) Used Caterpillar D8T Dozer or Equivalent specification compliant ready for operation

Unit Price	\$	<u>572,000</u>
8.00% Sales Tax	\$	<u>45,760</u>
Delivery	\$	<u>- / incl -</u>
Warranty	\$	<u>- incl - 1 yr or 5000 hrs plus additional 6 month powertrain warranty</u>
Total	\$	<u>617,760</u>

B. Brand and Model offered, delivered F.O.B. Johnson Canyon Landfill at 31400 Johnson Canyon

Canyon Road, Gonzales, CA 93926: CAT D8T

### SPECIFICATIONS FOR USED CATERPILLAR D8T CRAWLER DOZER OR EQUIVILANT

Indicate compliance by checking YES (Y) or NO (N). A YES answer indicates 100% compliance with entire statement. Explain all NO answers in detail, clearly referencing the relevant non-conforming item(s) by section, and number. Items that request separate line item price quote should be listed together on your company stationary and accompany the total cost quotes form.

A. Basic Specifications

1. ☒ Y ☒ N Operating weight shall be at least 87,000 lbs.
2. ☒ Y ☒ N Undercarriage length shall be at least 10 ft 6 in. with 24 in wide. Standard track shoe.
3. ☒ Y ☒ N Undercarriage width shall be at least 8'8" ft.
4. ☒ Y ☒ N Machine shall have minimum ground clearance of at 24 in.
5. ☒ Y ☒ N Machine travel speed shall be at least 3.8 mph.
6. ☒ Y ☒ N Hinged heavy duty radiator doors, radiator guarding should be hinged and latched to allow for maintenance of oil coolers and radiator.
7. ☒ Y ☒ N Engine and hydraulic oil systems shall have SOS sampling ports.
8. ☒ Y ☒ N Machine shall have a Landfill special blade. - Installed when purchased by SVSWA
9. ☒ Y ☒ N Machine shall have Hydraulically Variable Pitch Multi-shank draw bar with 3 rippers.
10. - 2 RIPPER SHANKS / 3 RIPPER POCKETS
11. ☒ Y ☒ N Transmission shall be electronic control, power shift with 3 Forward & 3 Reverse Speeds
12. ☒ Y ☒ N Is a 6-month warranty provided.
13. ☒ Y ☒ N Machine shall include diagnostic hook-ups.
14. ☒ Y ☒ N Complete set of maintenance records, including the most recent oil sample results.

B. Optional upgrades,

1. ☒ Y ☒ N Reversible hydraulic demand fan
2. ☒ Y ☒ N Heavy duty steps and grab handles
3. ☒ Y ☒ N Sealed belly guards.
4. ☒ Y ☒ N Sheet metal guarding near track and on dozer tilt hoses.
5. ☒ Y ☒ N Center hole track shoes
6. ☒ Y ☒ N Final drive, pivot shaft, and idler seal guarding (Clamshell guards)
7. ☒ Y ☒ N Striker bars for front, rear and ripper
8. ☒ Y ☒ N Waste Handling Arrangement radiator with 6 fins/inch.
9. ☒ Y ☒ N ROPS mounted air conditioning

C. Engine

1. ~~Y~~ ~~X~~ N\_\_\_ Engine shall meet EPA/CARB off-road regulation emission requirements.
2. ~~Y~~ ~~X~~ N\_\_\_ Engine shall have less than 4,500 operating hours or a Cat Certified Rebuild.
3. ~~Y~~ ~~X~~ N\_\_\_ Engine shall be made by manufacturer, Tier 4, electronically controlled, fully equipped, six cylinders, turbo charge with all necessary operating accessories.
4. ~~Y~~ ~~X~~ N\_\_\_ Engine shall be minimum 317 horsepower.
5. ~~Y~~ ~~X~~ N\_\_\_ Engine combustion air supply shall not include re-circulated exhaust gas (EGR) from previous combustion events.
6. ~~Y~~ ~~X~~ N\_\_\_ Machine shall have under hood muffler with vertical curved end exhaust stack.
7. ~~Y~~ ~~X~~ N\_\_\_ Engine shall be equipped with an Elevated pre-cleaner or turbine precleaner optimax dual-stage precleaner, dry type radial seal air cleaner, primary and secondary elements with restrictor indicator in operator station and near filter housing.
8. ~~Y~~ ~~X~~ N\_\_\_ Engine shall be equipped with a standard cooling system.
9. ~~Y~~ ~~X~~ N\_\_\_ Radiator shall have drain cock, coolant recovery tank and be of capacity to provide adequate heat dissipation in landfill or dusty environments.
10. ~~Y~~ ~~X~~ N\_\_\_ Electrical and starting systems shall be 24 volt dual battery 180-min. reserve capacity with minimum 150 amp alternator charging system.
11. ~~Y~~ ~~X~~ N\_\_\_ A heavy-duty 24 volt starter shall be standard.
12. ~~Y~~ ~~X~~ N\_\_\_ Electrical disconnect switch shall be standard with lock out capability.
13. ~~Y~~ ~~X~~ N\_\_\_ Fuel system and engine shall be of components compatible with the use of a 5 % Bio-diesel blend.
14. ~~Y~~ ~~X~~ N\_\_\_ Equipment shall be equipped with back up alarm.

D. Hydraulic System

1. ~~Y~~ ~~X~~ N\_\_\_ Hydraulic system shall be typical for a Caterpillar D8T Dozer.
2. ~~Y~~ ~~X~~ N\_\_\_ Hydraulic system shall be filtered and completely sealed.
3. Y\_\_\_ N\_\_\_ List the maximum hydraulic flow: \_\_\_\_\_ gpm.
4. Y\_\_\_ N\_\_\_ List the maximum operating pressure \_\_\_\_\_ psi.
5. Y\_\_\_ N\_\_\_ List the maximum hydraulic reservoir capacity \_\_\_\_\_ gallons.

E. Operator Station

1. ~~Y~~ ~~X~~ N\_\_\_ Operator controls for blade, and rippers shall be joystick. Horn shall be accessible via one of the joystick buttons/switches.
2. ~~Y~~ ~~X~~ N\_\_\_ Selection of Automatic Engine Control, which monitors light to no-load situations and adjusts rpm accordingly, shall be standard.
3. ~~Y~~ ~~X~~ N\_\_\_ Propel shall be controlled by pedals and joystick.
4. ~~Y~~ ~~X~~ N\_\_\_ Operator seat shall be cloth covered suspension type with adjustments for height, weight, seat back and arm rests.
5. ~~Y~~ ~~X~~ N\_\_\_ Seat shall be adjustable with and without joystick consoles.
6. ~~Y~~ ~~X~~ N\_\_\_ Operator compartment shall include a retractable 3" wide seat belt.
7. ~~Y~~ ~~X~~ N\_\_\_ Automatic climate control that maintains a constant temperature setting shall be available as standard equipment.
8. ~~Y~~ ~~X~~ N\_\_\_ Cab front and side windows shall be equipped with wiper/washer system.
9. ~~Y~~ ~~X~~ N\_\_\_ Machine shall have external work lighting to assist with operator vision front and rear.
10. ~~Y~~ ~~X~~ N\_\_\_ Operator compartment shall have engine monitoring system with gauges for engine oil pressure, coolant temperature and fuel level. System shall provide engine and hydraulic fluid levels as well as hydraulic and coolant temperature indicators.
11. ~~Y~~ ~~X~~ N\_\_\_ Operator compartment shall have a pre-start system with the capability to check fluid levels of engine oil, coolant and hydraulic oil before starting the machine.
12. ~~Y~~ ~~X~~ N\_\_\_ Operator compartment shall have 12 volt power supply for company radio.
13. ~~Y~~ ~~X~~ N\_\_\_ A factory installed AM/FM radio shall be standard equipment.

F. Interior Noise

~~Y~~ ☒ ~~N~~ \_\_\_ Shall comply with the Occupational Safety and Health Act (OSHA) sound level (DBA) requirement in effect at time of award of contract, for an eight (8) hour maximum operator exposure time; measured at operator's ear with engine at governed RPM.

G. Exterior Noise

~~Y~~ ☒ ~~N~~ \_\_\_ Shall comply with California Vehicle Code Noise Standards, Section 27160.

H. Manuals – Parts Books

~~Y~~ ☒ ~~N~~ \_\_\_ One technical service/parts book for the complete equipment configuration, including all relevant serial and model numbers listed in the manuals.

~~Y~~ ☒ ~~N~~ \_\_\_ A drawing attached is provided to provide a guideline for the design and location of all systems and components (Hydraulic, Electrical, Fuel, Engine, and Transmission).

**Standard Terms and Conditions**

- A. Any exceptions to, or deviations from specifications, conditions, or requirements as noted in this request: CHECK ONE: ( ) None ( ) Detailed Statement Attached (on company letterhead)
- B. Warranty offered, if any: Full explanation of standard parts and labor warranty, and duration (copy of warranty form must be attached).
- C. Delivery: All equipment will be delivered and fully operational within 15 calendar days after notice of award.
- D. Cash discount offered for prompt payment: 0 %, 30 days
- E. Invoicing. SVSWA will only pay by original invoice. No invoices for partial shipments shall be authorized for payment "Without prior approval by SVSWA. Invoices in triplicate must be made to SVSWA and forwarded promptly to the requesting department. Invoices must show purchase order number, name of requesting department, description of items purchased, unit prices, and all applicable taxes and shipping charges.
- F. Controlling Law. The Contract shall only be governed and construed in accordance with the laws of the State of California and proper venue for legal action regarding the contract shall be SVSWA.
- G. Taxes, Charges, and Extras
- Unless otherwise definitely specified, the prices quoted herein do not include Sales, Use, or other taxes. Phrases on any offer reading "Full Contract Price" or "Lump Sum Price" shall require prospective vendor to include such taxes, as may be valid and applicable, in the offered price. No additional tax charges shall be allowable when these phrases are used.
  - No charge for delivery, drayage, express, parcel post, packing, cartage, insurance, license fees, permits, cost of bonds, or for any other purpose, except taxes legally payable by SVSWA, will be paid by SVSWA unless expressly included and itemized in the offer.
  - SVSWA does not pay Federal excise taxes. Do not include these taxes in your price; but do indicate the amount of any such tax. SVSWA will furnish an exemption certificate in lieu of such tax.
- H. Award.
- Unless the prospective vendor specifies otherwise in his offer or the RFQ states otherwise, SVSWA may accept any item or group of items of any offer.
  - SVSWA reserves the right to reject any or all offers and to waive informalities and minor irregularities in offers received.
  - A written Purchase Order mailed, or otherwise furnished, to the awarded vendor within the time for acceptance specified, results in a binding contract without further action by either party. The contract shall be interpreted, construed and given effect in all respects according to the laws of the State of California.
- I. Alteration or Variation of Terms. It is mutually understood and agreed that no alteration or variation of the terms of this request or purchase order shall be valid unless made or confirmed in writing and

signed by the parties hereto, and that no oral understanding or agreements not incorporated herein, and no alterations or variations of the terms hereof unless made or confirmed in writing between the parties hereto shall be binding on any of the parties hereto.

- J. Assignability. A contract is not assignable by Vendor either in whole or in part.
- K. Compliance with Statute. Vendor hereby warrants that all applicable Federal and State statutes and regulations or local ordinances will be complied with in connection with the sale and delivery of the property furnished.
- L. Samples. Samples of items, when required, must be furnished free of charge to SVSWA and, if not destroyed by tests, may upon request made at the time the sample is furnished, be returned at the prospective vendor's expense.
- M. Rights and Remedies SVSWA for Default.
- In the event any item furnished by the Vendor in the performance of the contract or purchase order should fail to conform to specifications therefore, or to the sample submitted by the Vendor with his offer, SVSWA may reject the same, and it shall thereupon become the duty of the Vendor to reclaim and remove the same, without expense to SVSWA, and immediately to replace all such rejected items with others conforming to such specifications or samples; providing that should the Vendor fail, neglect or refuse so to do SVSWA shall have the right to purchase in the open market, in lieu thereof, a corresponding quantity of any such items and to deduct from any monies due or that may thereafter become due to the Vendor the difference between the prices named in the contract or purchase order and the actual cost thereof to SVSWA. In the event the Vendor shall fail to make prompt delivery as specified of any item, the same conditions as to the rights of SVSWA to purchase in the open market and to reimbursement set forth above shall apply, except when delivery is delayed by fire, strike, freight embargo, or Act of God or the government.
  - Cost of delivery of an item which does not meet specifications, will be the responsibility of the Vendor.
  - The rights and remedies of SVSWA provided above shall not be exclusive and are in addition to any other rights and remedies provided by the law or under the contract.
- N. Discounts
- Terms of less than 30 days for cash discount will be considered as net.
  - In connection with any discount offered, time will be computed from date of complete delivery of the supplies or equipment as specified, or from date correct invoices are received in the office of the requesting department if the latter date is later than the date of delivery. Payment is deemed to be made, for the purpose of earning the discount, on the date of mailing SVSWA warrant or check.
- O. Force Majeure. Contractor shall not be liable for any delays with respect to the contract due to causes beyond its reasonable control, such as acts of God, epidemics, war, terrorism or riots.
- P. Severability. Should any part of the contract be held to be invalid, illegal, or unenforceable in any respect, such invalidity, illegality, or unenforceability shall not affect the validity of the remainder of the contract which shall continue in full force and effect; provided that the remainder of the contract can, absent the excised portion, be reasonably interpreted to give the effect to the intentions of the parties.

I declare under penalty of perjury that this quotes is complete and true and that I have not been a party with any other respondent to offer a fixed cost in conjunction with this Request for Quotes.

Executed in Salinas, California, on 5/7, ~~2013~~ 2014

SIGNATURE [Signature] TITLE Sales Rep

PRINTED NAME OF PERSON WHO'S SIGNATURE APPEARS Justin Brown

NAME OF FIRM Quinn Caterpillar

ADDRESS 1300 ABBOTT ST CITY ZIP 93901  
TELEPHONE 831-594-8115 EMAIL ADDRESS Justin.Brown@quinncompany.com  
DATE 5/7/14





*~"Promoting the environmental health of the Salinas Valley"~*

[www.svswa.org](http://www.svswa.org)

P O Box 2159

128 Sun Street, Suite 101

Salinas, CA 93902-2159

831-775-3000 831-755-1322-fax

**SALINAS VALLEY SOLID WASTE AUTHORITY**

**REQUEST FOR QUOTES**

**For**

**USED CATERPILLAR 836H LANDFILL COMPACTOR OR EQUIVILANT**

**April 18, 2014**

## SECTION 1 GENERAL INFORMATION

### Introduction

The Salinas Valley Solid Waste Authority (Authority) seeks to purchase a used Caterpillar 836H Landfill Compactor or equal.

### Quotes Submittal

Quotes must be received by August 28, 2014 or until acquired at the following address:

Salinas Valley Solid Waste Authority  
Attn: Elia Zavala, Clerk of the Board  
By Mail: P.O. Box 2159, Salinas, CA 93902-2159  
By Delivery: 128 Sun Street, Suite 101, Salinas, CA 93901

Quotes received after this deadline will be returned unopened. The quotes (submit three copies) and any accompanying documents shall be submitted in a sealed envelope with 2-inch size words "836H Landfill Compactor" clearly marked on the lower right hand corner of the envelope.

### Schedule for Selection Process

Issue RFQ	April 18, 2014
Written Comments Due	April 18, 2014-August 28, 2014
Quotes Due	April 18, 2014-August 28, 2014
Notice to Proceed (tentative)	April 18, 2014-August 28, 2014

### Pre-Award Conference

If requested, successful Respondent(s) shall meet with SVSWA representatives prior to the Award of Purchase to review the specifications and finalize the initiation of the proposed Contract.

### Questions Regarding This Project

Questions regarding this project should be sent to:

Salinas Valley Solid Waste Authority  
Attn: Cesar Zuniga, Field Operations Manager  
P.O. Box 2159, Salinas, CA 93902-2159  
Fax (831) 755-1322

Copies of questions, and written responses, will be faxed or e-mailed to all those receiving RFQs.

### Quotes Evaluation Criteria

If and when an award is made, it will be made to the lowest responsive and responsible respondent(s) which is concluded at the time intent to purchase is determined by the Authority. In addition to the total proposal price, other factors including prior performance, maintenance costs, warranty provisions, delivery cost and delivery time may be considered.

### Reservations

SVSWA reserves the right to do the following at any time, for its own convenience, and at its sole discretion:

- SVSWA has the sole right to purchase the equipment anytime between April 18, 2014 to August 28, 2014 where such intent to purchase date concludes the selection process.
- To reject any and all responses, without indicating any reasons for such rejection.
- Waive or correct any minor or inadvertent defect, irregularity or technical error in any quotes or procedure, as part of the RFQ or any subsequent negotiation process.
- Terminate this RFQ and issue a new RFQ anytime thereafter.
- Procure any materials or services specified in the RFQ by other means.
- Extend any or all deadlines specified in the RFQ, including deadlines for accepting quotes by

issuance of an Addendum at any time prior to the deadline for receipt of responses to the RFQ.

- Disqualify any Respondent on the basis of any real or perceived conflict of interest or evidence of collusion that is disclosed by the response or other data available to SVSWA. Such disqualification is at the sole discretion of SVSWA.
- Reject any Respondent that is in breach of or in default under any other agreement with SVSWA.
- Reject any Respondent deemed by SVSWA to be non-responsive, unreliable, unqualified or non responsible.

#### **Notification of Withdrawals of Responses to RFQs**

Responses may be modified or withdrawn prior to the date and time specified for RFQ submission by an authorized representative of the respondent or by formal written notice. All responses not withdrawn prior to the response due date will become the property of SVSWA.

#### **Interpretation**

Should any discrepancies or omissions be found in the RFQ specifications/ requirements, or doubt as to their meaning, the respondent shall notify the Buyer in writing at once (e-mail is acceptable). The SVSWA will send written instructions or addenda to all participants in this RFQ process. SVSWA shall not be held responsible for oral interpretations. All addenda issued shall be incorporated into the Contract.

#### **Notice of Intent to Award**

Notice of Intent to Award may be issued upon receipt of all required documents.

#### **Requirements of Proposer**

The Proposer shall be required to:

1. Bear all costs of quotes preparation.
2. Accept the terms and conditions of the Authority's Agreement.
3. Be licensed with the State of California as required for this project.
4. Be knowledgeable of applicable California, federal laws, regulations and local ordinances.

#### **Proprietary Information**

All information appearing within the response is subject to public inspection. Any proprietary information must be clearly marked as such and submitted in a separate sealed envelope. Reference sealed envelope within the body of the response.

#### **Brand Names, Model Designations and Descriptions**

Technical equipment specifications contained in this RFQ have been provided by using department(s)/agencies. Any brand names, model designations or descriptions that may appear in this RFQ are solely for prospective vendor's reference, and are used only as an indication of the general type and quality of equipment considered acceptable. Equipment and features listed herein are known to meet the performance and quality needs of user and are intended as a guide to prospective offerers. Offers on equipment of comparable quality and performance capabilities will receive consideration, providing they meet the technical approval of SVSWA requesting department(s) and conform to conditions of this RFQ concerning exceptions, variances and/or deviations.

## SVSWA QUOTE FORM

The undersigned offers and agrees to furnish all work, materials, equipment or incidentals which are subject to this Request for Quotes at the prices stated, and in conformance with all plans, specifications, requirements, conditions and instructions of SVSWA's Request for Quotes.

1. One (1) Used Caterpillar 836H Landfill Compactor or Equivalent specification compliant ready for operation

Unit Price \$ 570,000.00  
8.00% Sales Tax \$ 45,600.00  
Delivery \$ included  
Warranty \$ included  
Total \$ 615,600.00

2. Brand and Model offered, delivered F.O.B. Johnson Canyon Landfill at 31400 Johnson Canyon Canyon Road, Gonzales, CA 93926: CAT 836H

### SPECIFICATIONS FOR USED CATERPILLAR 836H LANDFILL COMPACTOR OR EQUIVALENT

Indicate compliance by checking YES (Y) or NO (N). A YES answer indicates 100% compliance with entire statement. Explain all NO answers in detail, clearly referencing the relevant non-conforming item(s) by section, and number. Items that request separate line item price quote should be listed together on your company stationary and accompany the total cost quotes form.

#### A. Basic Specifications

1. Y ☒ N ☐ Operating weight shall be at least 122,000 lbs.
2. Y ☒ N ☐ Undercarriage length shall be at least 25 ft.
3. Y ☒ N ☐ Undercarriage width shall be at least 14 ft over wheels.
4. Y ☒ N ☐ Machine shall have minimum ground clearance of at 27 in.
5. Y ☒ N ☐ Machine travel speed shall be at least 3.8 mph.
6. Y ☒ N ☐ Left and Right rear service door shall allow access to the engine compartment.
7. Y ☒ N ☐ Engine and hydraulic oil systems shall have SOS sampling ports.
8. Y ☒ N ☐ Machine shall have a Landfill special blade.
9. Y ☒ N ☐ Transmission shall be electronic control, power shift with 2 Forward & 2 Reverse Speeds
10. Y ☒ N ☐ Wheels 55" with 30-40 step tips with wheel cleaner bars
11. Y ☒ N ☐ Caterpillar wheel and tip configurations (select the type below).
  - a. Y ☒ N ☐ Plus tip Y ☐ N ☐ Paddle tip Y ☐ N ☐ Combination tip.
12. Y ☒ N ☐ Wheels and Tips shall have 75% life at time of sale (No less than 5" in height).
13. Y ☒ N ☐
14. Y ☒ N ☐ Auto blade positioning (ABP).
15. Y ☒ N ☐ Reversible hydraulic demand fan.
16. Y ☒ N ☐ Extended Roof
17. Y ☒ N ☐ Hitch drawbar with pin
18. Y ☒ N ☐ Striker bars
19. Y ☒ N ☐ Front and Rear axle guards.
20. Y ☒ N ☐ Hydraulically powered crank case and power train guards.
21. Y ☒ N ☐ Is a 6-month warranty provided.
22. Y ☒ N ☐ Machine shall include diagnostic hook-ups.
23. Y ☒ N ☐ Complete set of maintenance records, including the most recent oil sample results.

### B. Optional Upgrades

1. Y ☒ N ☒ Front window guard.
2. Y ☒ N ☒ Rear vision camera mounted in cab.
3. Y ☒ N ☒ Flashing warning strobe light, cab mounted.
4. Y ☒ N ☒ Left and right swinging stairways.
5. Y ☒ N ☒ Front frame guards to protect frame and hydraulic lines.
6. Y ☒ N ☒ Fast fill fuel tank fill tube attachment.
7. Y ☒ N ☒ Air inlet screen.

### C. Engine

1. Y ☒ N ☒ Engine shall meet EPA/CARB off-road regulation emission requirements.
2. Y ☒ N ☒ Engine shall have less than 4,500 operating hours or be a Cat Certified Rebuild.
3. Y ☒ N ☒ Engine shall be made by manufacturer, minimum Tier 3, electronically controlled, fully equipped, six cylinders, 4 stroke, and turbo charger with all necessary operating accessories.
4. Y ☒ N ☒ Engine shall be minimum 499 horsepower.
5. Y ☒ N ☒ Engine shall be turbo charged after cooled
6. Y ☒ N ☒ Machine shall have under hood muffler with vertical exhaust stack.
7. Y ☒ N ☒ Engine shall be equipped with a pre-cleaner, dry type radial seal air cleaner, primary and secondary elements with restrictor indicator in operator station and near filter housing.
8. Y ☒ N ☒ Engine shall be equipped with a standard cooling system.
9. Y ☒ N ☒ Radiator shall have drain cock, coolant recovery tank and be of capacity to provide adequate heat dissipation in materials recovery facility environment.
10. Y ☒ N ☒ Electrical and starting systems shall be 24 volt dual battery 180-min. reserve capacity with minimum 100 amp alternator charging system.
11. Y ☒ N ☒ A heavy-duty 24 volt starter shall be standard.
12. Y ☒ N ☒ Electrical disconnect switch shall be standard with lock out capability.
13. Y ☒ N ☒ Fuel system and engine shall be of components compatible with the use of a minimum 5 % Bio-diesel blend.
14. Y ☒ N ☒ Equipment shall be equipped with back up alarm.

### D. Hydraulic System

1. Y ☒ N ☒ Hydraulic system shall be typical for a Caterpillar 836H Landfill Compactor.
2. Y ☒ N ☒ Hydraulic system shall be filtered and completely sealed.
3. Y ☒ N ☒ List the maximum hydraulic flow: \_\_\_\_\_ gpm.
4. Y ☒ N ☒ List the maximum operating pressure \_\_\_\_\_ psi.
5. Y ☒ N ☒ List the maximum hydraulic reservoir capacity \_\_\_\_\_ gallons.

### E. Operator Station

1. Y ☒ N ☒ Operator controls for blade shall be joystick. Horn shall be accessible via one of the joystick buttons/switches.
2. Y ☒ N ☒ Selection of Automatic Engine Control, which monitors light to no-load situations and adjusts rpm accordingly, shall be standard.
3. Y ☒ N ☒ Propel shall be controlled by pedals and joystick.
4. Y ☒ N ☒ Operator seat shall be cloth covered suspension type with adjustments for height, weight, seat back and arm rests.
5. Y ☒ N ☒ Seat shall be adjustable with and without joystick consoles.
6. Y ☒ N ☒ Operator compartment shall include a retractable 3" wide seat belt.
7. Y ☒ N ☒ Automatic climate control that maintains a constant temperature setting shall be available as standard equipment.
8. Y ☒ N ☒ Cab front and rear windows shall be equipped with wiper/washer system.
9. Y ☒ N ☒ Cab four post roll over protection structure (ROPS) equipped.
10. Y ☒ N ☒ Heater and defroster

11. Y ☒ N ☐ Machine shall have external work lighting to assist with operator vision front and rear.
12. Y ☒ N ☐ Operator compartment shall have engine monitoring system with gauges for engine oil pressure, coolant temperature and fuel level. System shall provide engine and hydraulic fluid levels as well as hydraulic and coolant temperature indicators.
13. Y ☒ N ☐ Operator compartment shall have a pre-start system with the capability to check fluid levels of engine oil, coolant and hydraulic oil before starting the machine.
14. Y ☒ N ☐ Operator compartment shall have 12 volt power supply for company radio.
15. Y ☒ N ☐ A factory installed AM/FM radio shall be standard equipment.
16. Y ☒ N ☐ Parking brake status indicator light.
17. Y ☒ N ☐ Externally mounted mirrors and interior rear view mirror.

#### F. Interior Noise

1. Y ☒ N ☐ Shall comply with the Occupational Safety and Health Act (OSHA) sound level (DBA) requirement in effect at time of award of contract, for an eight (8) hour maximum operator exposure time; measured at operator's ear with engine at governed RPM.

#### G. Exterior Noise

1. Y ☒ N ☐ Shall comply with California Vehicle Code Noise Standards, Section 27160.

#### H. Manuals – Parts Books

The following shall be provided at the time the equipment is delivered.

1. Y ☐ N ☒ One technical service/parts book for the lube system.
2. Y ☐ N ☒ A drawing attached is provided to provide a guideline for the design and location of the fuel lube system and components.

#### Standard Terms and Conditions

- A. Any exceptions to, or deviations from specifications, conditions, or requirements as noted in this request: CHECK ONE: ( ) None ( ) Detailed Statement Attached (on company letterhead)
- B. Warranty offered, if any: Full explanation of standard parts and labor warranty, and duration (copy of warranty form must be attached).
- C. Delivery: All equipment will be delivered and fully operational within 15 calendar days after notice of award.
- D. Cash discount offered for prompt payment: \_\_%, 30 days
- E. Invoicing. SVSWA will only pay by original invoice. No invoices for partial shipments shall be authorized for payment 'Without prior approval by SVSWA. Invoices in triplicate must be made to SVSWA and forwarded promptly to the requesting department. Invoices must show purchase order number, name of requesting department, description of items purchased, unit prices, and all applicable taxes and shipping charges.
- F. Controlling Law. The Contract shall only be governed and construed in accordance with the laws of the State of California and proper venue for legal action regarding the contract shall be SVSWA.
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  - Unless otherwise definitely specified, the prices quoted herein do not include Sales, Use, or other taxes. Phrases on any offer reading "Full Contract Price" or "Lump Sum Price" shall require prospective vendor to include such taxes, as may be valid and applicable, in the offered price. No additional tax charges shall be allowable when these phrases are used.
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  - SVSWA does not pay Federal excise taxes. Do not include these taxes in your price; but do indicate the amount of any such tax. SVSWA will furnish an exemption certificate in lieu of such tax.
- H. Award.
  - Unless the prospective vendor specifies otherwise in his offer or the RFQ states otherwise,

- SVSWA may accept any item or group of items of any offer.
  - SVSWA reserves the right to reject any or all offers and to waive informalities and minor irregularities in offers received.
  - A written Purchase Order mailed, or otherwise furnished, to the awarded vendor within the time for acceptance specified, results in a binding contract without further action by either party. The contract shall be interpreted, construed and given effect in all respects according to the laws of the State of California.
- I. Alteration or Variation of Terms. It is mutually understood and agreed that no alteration or variation of the terms of this request or purchase order shall be valid unless made or confirmed in writing and signed by the parties hereto, and that no oral understanding or agreements not incorporated herein, and no alterations or variations of the terms hereof unless made or confirmed in writing between the parties hereto shall be binding on any of the parties hereto.
- J. Assignability. A contract is not assignable by Vendor either in whole or in part.
- K. Compliance with Statute. Vendor hereby warrants that all applicable Federal and State statutes and regulations or local ordinances will be complied with in connection with the sale and delivery of the property furnished.
- L. Samples. Samples of items, when required, must be furnished free of charge to SVSWA and, if not destroyed by tests, may upon request made at the time the sample is furnished, be returned at the prospective vendor's expense.
- M. Rights and Remedies SVSWA for Default.
- In the event any item furnished by the Vendor in the performance of the contract or purchase order should fail to conform to specifications therefore, or to the sample submitted by the Vendor with his offer, SVSWA may reject the same, and it shall thereupon become the duty of the Vendor to reclaim and remove the same, without expense to SVSWA, and immediately to replace all such rejected items with others conforming to such specifications or samples; providing that should the Vendor fail, neglect or refuse so to do SVSWA shall have the right to purchase in the open market, in lieu thereof, a corresponding quantity of any such items and to deduct from any monies due or that may thereafter become due to the Vendor the difference between the prices named in the contract or purchase order and the actual cost thereof to SVSWA. In the event the Vendor shall fail to make prompt delivery as specified of any item, the same conditions as to the rights of SVSWA to purchase in the open market and to reimbursement set forth above shall apply, except when delivery is delayed by fire, strike, freight embargo, or Act of God or the government.
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- Terms of less than 30 days for cash discount will be considered as net.
  - In connection with any discount offered, time will be computed from date of complete delivery of the supplies or equipment as specified, or from date correct invoices are received in the office of the requesting department if the latter date is later than the date of delivery. Payment is deemed to be made, for the purpose of earning the discount, on the date of mailing SVSWA warrant or check.
- O. Force Majeure. Contractor shall not be liable for any delays with respect to the contract due to causes beyond its reasonable control, such as acts of God, epidemics, war, terrorism or riots.
- P. Severability. Should any part of the contract be held to be invalid, illegal, or unenforceable in any respect, such invalidity, illegality, or unenforceability shall not affect the validity of the remainder of the contract which shall continue in full force and effect; provided that the remainder of the contract can, absent the excised portion, be reasonably interpreted to give the effect to the intentions of the parties.

I declare under penalty of perjury that this quotes is complete and true and that I have not been a party with any other respondent to offer a fixed cost in conjunction with this Request for Quotes.

Executed in Salinas, California, on 4/29, 2014  
SIGNATURE [Signature] TITLE Sales Rep  
PRINTED NAME OF PERSON WHO'S SIGNATURE APPEARS Justin Brown  
NAME OF FIRM Quinn Company  
ADDRESS 1300 Abbott Street CITY ZIP 93901  
TELEPHONE 831-594-8115 EMAIL ADDRESS JustinBrown@quinncompany.com  
DATE 4/29/14





**SalinasValleyRecycles.org**

SALINAS VALLEY SOLID WASTE AUTHORITY

## **Report to the Board of Directors**

**Date:** May 15, 2014  
**From:** Rose Gill, HR/Organizational Dev. Manager  
**Title:** New Public & Stakeholder Outreach Ideas

### **ITEM NO. 10**

N/A

Finance Manager/Controller-Treasurer

N/A

General Counsel

N/A

General Manager/CAO

**A PRESENTATION WILL BE GIVEN  
AT THE MEETING**



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SALINAS VALLEY SOLID WASTE AUTHORITY

## **Report to the Board of Directors**

**Date:** May 15, 2014  
**From:** Mandy Brooks, Recycling Coordinator  
**Title:** Expanded/Enhanced Student Recycling  
Education Plan

### **ITEM NO. 11**

N/A

Finance Manager/Controller-Treasurer

N/A

General Counsel

N/A

General Manager/CAO

**A PRESENTATION WILL BE GIVEN  
AT THE MEETING**



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SALINAS VALLEY SOLID WASTE AUTHORITY

## Report to the Board of Directors

**ITEM NO. 12**

Finance Manager/Controller-Treasurer

General Manager/CAO

Board President

**Date:** May 15, 2014  
**From:** Roberto Moreno, Finance Manager  
**Title:** A Resolution Approving the Operating Budget for Fiscal Year 2014-15

### RECOMMENDATION

The Executive Committee recommends approval of this item.

### STRATEGIC PLAN RELATIONSHIP

The recommended action helps support Goal A - Fund and Implement 75% Diversion, by ensuring that the budget is balanced, sustainable and funds diversion services necessary to bring about a future without landfills.

### FISCAL IMPACT

The \$14,950,000 proposed operating budget represents a decrease of 5.8% over the current operating budget. It is financed with \$15,717,700 in revenues, a decrease of 12.2% over the current operating budget. The Final Proposed Operating Budget will generate a surplus of \$767,700, which will be used for capital projects, and to fund some of the Authority's reserves.

### DISCUSSION & ANALYSIS

The final proposed budget of \$14,950,000 is an increase of \$112,000 over the preliminary budget of \$14,838,000 presented to the Board on February 6, 2014. The increase is due to the following items:

\$ 81,500	OPEB Expense
\$ 30,000	Watershed Litter & Recycling Education
\$ 500	Miscellaneous Adjustments
<b>\$ 112,000</b>	

#### OPEB Expense

The Other Post Employment Benefit (OPEB) expense is to begin funding the retiree health premiums that the Authority is required to fund as a participant in the CalPERS health plans. The Authority began to recognize this expense and liability in FY 2009-10 as required by the Governmental Accounting Standards Board (GASB). However, the Authority has not funded that liability until now. It is prudent to begin funding this item while the liability is low, before it grows too large. This will now become a regular part of operating expenses.

#### Watershed Litter & Recycling Education

This is a new expansion of the school education programs that will allow more Salinas Valley students to participate in the award winning O'Neill Sea Odyssey (OSO)

environmental education program. This curriculum provides expanded education and training opportunities for elementary through high school students on recycling, litter and how these activities are connected to our waterways and oceans. The program started in Santa Cruz county schools and has expanded into Monterey County and Salinas Valley schools. OSO has requested funding to support the attendance of more Salinas Valley classrooms and transportation which has been financially difficult for many of our schools.

#### Financing the Increased Operating Appropriations

The increased operating expenses of \$112,000 are financed by an increase of \$146,900 in estimated revenues. Revenues in the final proposed budget are estimated at \$15,717,700 compared to the \$15,570,800 in the preliminary budget. The increase is due to a lower than expected decrease in solid waste tonnage. When the preliminary budget was created, solid waste tonnage for FY 2014-15 was estimated at 161,500, a 3% decrease from the FY 2013-14 Budget. However, solid waste deliveries have picked up some since the preliminary budget was written, and current estimates are for 164,500 tons, a 1.2% decrease from the FY 2013-14 Budget. While the additional tonnage increased tipping fee revenue projections by \$201,000 other revenues are not expected to come in as high as originally projected resulting in a net increase of \$146,900.

#### Summary

The final proposed operating budget represents a status-quo operation for FY 2014-15. While there are some shifts in the budget expenses from contract services to Authority services, the operations remain the same. For a full discussion of the proposed budget, please review the budget message beginning on page 1 of the attached budget document.

Staff will review the budget with the Board using the new Budget Transparency Tool hosted by OpenGov at the following website: <https://svswa.opengov.com>

#### **BACKGROUND**

The Preliminary Operating Budget was presented to the Board on February 20, 2014, at which time the Board provided direction. Since then, the Authority's fee schedule was approved on March 20, 2014 at a public hearing. Per Board direction, staff has been negotiating with the employees to come up with a four-year agreement that will ensure sustainability in the future.

Due to the Board's commitment to not increase rates in FY 2014-15 this budget is a status quo budget with minimal increases except where absolutely necessary.

#### **ATTACHMENT(S)**

1. FY 2014-15 Final Proposed Budget (as a separate document)

## RESOLUTION NO. 2014 –

### A RESOLUTION OF THE SALINAS VALLEY SOLID WASTE AUTHORITY APPROVING OPERATING BUDGET FOR FY 2014-15

**WHEREAS**, on February 20, 2014, the Board of Directors of the Salinas Valley Solid Waste Authority reviewed the proposed operating budget; and,

**WHEREAS**, the Board held a public hearing on March 20, 2014, to discuss the proposed FY 2014-15 rates; and,

**WHEREAS**, on March 20, 2014, the Board approved a \$3.00 per ton increase in the Salinas Transportation Surcharge and the reallocation of the AB939 Service Fee;

**NOW THEREFORE BE IT RESOLVED**, by the Board of Directors of the Salinas Valley Solid Waste Authority, that the Operating Budget for Fiscal Year 2014-15, attached hereto as "Exhibit A" is hereby approved to become effective July 1, 2014; and,

**BE IT FURTHER RESOLVED**, that the General Manager/CAO is hereby authorized to implement the budget in accordance with the Authority's financial policies.

**PASSED AND ADOPTED** by the Board of Directors of the Salinas Valley Solid Waste Authority at a regular meeting duly held on the 15th day of May 2014, by the following vote:

AYES: BOARD MEMBERS:

NOES: BOARD MEMBERS:

ABSENT: BOARD MEMBERS:

ABSTAIN: BOARD MEMBERS:

---

Elizabeth Silva, President

ATTEST:

---

Elia Zavala, Clerk of the Board

S&P A+ Rating

# Salinas Valley Solid Waste Authority

## Proposed Annual Budget

### Fiscal Year 2014-15

### \$14,950,000





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# **SALINAS VALLEY SOLID WASTE AUTHORITY**

## **Proposed Budget**

**Fiscal Year  
2014-2015**



Prepared by:  
The Authority's Finance Division

Roberto Moreno  
Finance Manager/Treasurer

---

PO Box 2159  
Salinas, CA 93902-2159

128 Sun St., Suite 101  
Salinas, CA 93901-3751





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# SALINAS VALLEY SOLID WASTE AUTHORITY

Proposed Budget

FY 2014-2015

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SALINAS VALLEY SOLID WASTE AUTHORITY  
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May 15, 2014

Salinas Valley Solid Waste Authority Board Members:

We are pleased to present for your consideration the Proposed Operating Budget for fiscal year 2014-15. The \$14,950,000 operating budget represents a 5.8% decrease over the FY 2013-14 budget. This decrease is due primarily to the \$1,220,800 reduction in debt service payments as a result of the 2014 Refunding Revenue Bonds. The budget is financed by \$15,717,700 in operating revenues, which will generate an operating surplus of \$767,700.

The operating surplus will be used to finance \$675,000 in new Capital Improvements. The current Capital Improvement Budget appropriations will carry over to FY 2014-15 per the Authority's financial policies until such projects are completed. This will leave a year-end surplus at June 30, 2014 of \$92,700, which will be used to fund the Authority's reserves in accordance with the Authority's financial policies.

### **Achieving a Balanced Budget – A Long-Term Process**

The achievement of a balanced budget with a year-end surplus in a budget year with no rate increases and with the loss of \$2.1 million in revenue from ending the importation of waste from Recology South Valley is the result of a lot of planning. The Board's decisions to implement an AB939 Fee of \$1.7 million effective July 1, 2013, and to end the funding of operations with revenues from the importation of waste from South Santa Clara Valley, was followed by the Board's decision to refinance the 2002 revenue bonds and the Crazy Horse Installment Purchase Agreement. These decisions have put the Authority on a path to sustainable revenues, and being financially sound.

To achieve a balanced budget this document incorporates the following items:

- No increase in tipping fees.
- Increase the Salinas Transportation Surcharge by \$3.00 per ton to \$14.00. This allows the Authority to slowly get out of subsidizing the transfer of Salinas franchise garbage.
- Minimize operating budget increases by maintaining a status quo budget. Budget increases where necessary are primarily for costs beyond the Authority's control. Making more efficient use of Sun Street Transfer Station has allowed the Authority to absorb increased regulatory costs.

Beginning on the next page is a summary of the proposed budget followed by a discussion of how it was developed. Thereafter the budget summaries analyze the budget in various ways.

**Salinas Valley Solid Waste Authority  
Two-Year Budget Comparison  
FY 2014-15**

	<b>2013 BUDGET</b>	<b>2014 PROPOSED</b>	<b>Increase / (Decrease)</b>	<b>% Change</b>
<b><u>Operating Revenues</u></b>				
51.1 - Tipping Fees - Solid Waste	11,141,800	11,005,500	(136,300)	-1.2%
51.2 - Tipping Fees - Surcharge	1,034,000	1,276,800	242,800	23.5%
51.3 - Tipping Fees - Diverted Materials	956,800	1,017,700	60,900	6.4%
51.4 - AB939 Service Fee	1,732,000	1,732,000	-	0.0%
51.5 - Tipping Fees - South Valley	2,318,800	-	(2,318,800)	-100.0%
52.1 - Charges for Services	117,000	124,500	7,500	6.4%
53.1 - Sales of Materials	385,000	309,500	(75,500)	-19.6%
53.2 - Gas Royalties	187,500	220,000	32,500	17.3%
54.1 - Investment Earnings	<u>30,200</u>	<u>31,700</u>	<u>1,500</u>	5.0%
<b>Total Operating Revenues</b>	<b><u>17,903,100</u></b>	<b><u>15,717,700</u></b>	<b><u>(2,185,400)</u></b>	<b>-12.2%</b>
<b><u>Operating Expenditures</u></b>				
Landfill	4,180,655	3,895,825	(284,830)	-6.8%
Debt Service	2,949,300	1,921,000	(1,028,300)	-34.9%
Transfer Stations	2,657,465	2,726,475	69,010	2.6%
Resource Recovery	2,546,240	2,613,950	67,710	2.7%
Administration	2,182,750	2,412,100	229,350	10.5%
Postclosure/ECS	<u>1,347,090</u>	<u>1,380,650</u>	<u>33,560</u>	2.5%
<b>Total Operating Expenditures</b>	<b><u>15,863,500</u></b>	<b><u>14,950,000</u></b>	<b><u>(913,500)</u></b>	<b>-5.8%</b>
<b>Operating Budget Surplus</b>	<b>2,039,600</b>	<b>767,700</b>		
<b>Total Capital Improvements</b>		<b><u>675,000</u></b>		
<b>Balance Used to Fund Reserves</b>		<b><u><u>92,700</u></u></b>		

## **FY 2014-15 BUDGET AT A GLANCE**

### **Operating Revenues**

Operating revenues are proposed to decrease \$2.2 million, a 12.2% decrease. The major reasons for the decrease are as follows:

(\$ 2,318,800)	ending importation of waste from Recology South Valley
(\$ 136,300)	anticipated 3% decrease in tonnage with no rate increase
\$ 242,800	increase of \$3.00 per ton on Salinas Transportation Surcharge
\$ 26,900	net increase in all other revenues
<u>(\$ 2,185,400)</u>	Net decrease in revenues

The Authority has planned for the \$2.3 million reduction in revenues from Recology South Valley. The \$1.7 million in AB 939 fees is helping to offset this decrease.

Due to the agreement with the County making the bond refinancing possible, there will be no tipping fee rate increase for 2014-15. Therefore, the Authority is projecting a reduction of \$136,300 in tipping fees.

### **Operating Expenditures**

The proposed operating budget of \$14,950,000 reflects a decrease of \$913,500 (5.8%) over the current appropriations. This decrease is due primarily to a decrease of \$1,220,800 in debt service payments as a result of the 2014 bond refinancing. Other operating increases are offset by the decrease of \$284,830 in landfill operations as a result of no longer handling the Recology South Valley tonnage. This savings is the result of not needing to pay for the State or the County the fees associated with Recology South Valley tonnage.

The budget presented includes the amounts necessary to pay Recology Environmental Solutions for operating the Johnson Canyon Landfill through December 31, 2014. Staff will be taking over operations of the landfill on January 1, 2015. Staff feels that it can run the landfill at a savings over what is being paid to Recology; however, the overall total budget was kept intact in order to ensure that any unforeseen startup costs are covered.

### **Use of Operating Budget Surplus for Capital Improvements**

The \$767,700 operating surplus is proposed to fund \$675,000 in capital improvements: Refer to page 9 for detailed discussion.

#### **Johnson Canyon Landfill Improvements**

Johnson Canyon Landfill Methane Extraction	35,000
Johnson Canyon Landfill Litter Control Barrier	50,000

#### **Sun Street Transfer Station**

Sun Street Transfer Station Pavement	450,000
Transfer Trailer Replacement	80,000
Pick-Up Truck Replacement	35,000

Segunda Vida (Second Life Shop) Start-Up	<u>25,000</u>
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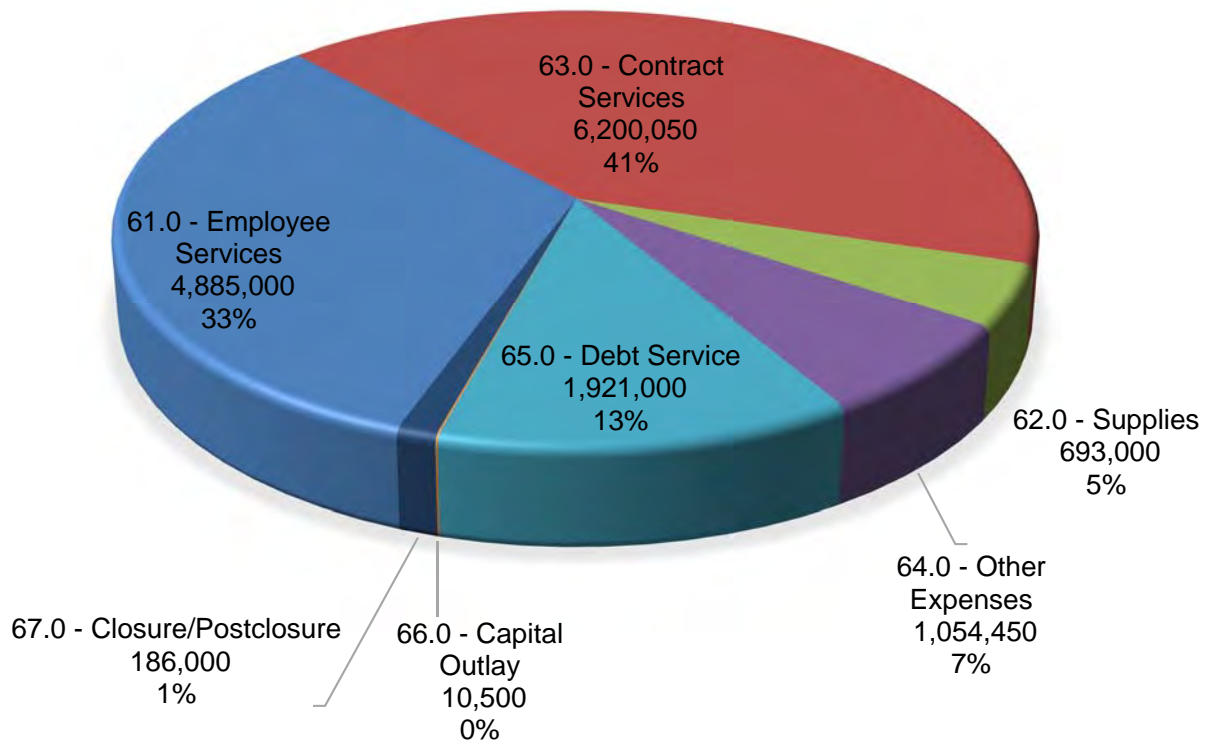
<b>Total Capital Improvements</b>	<b><u><u>675,000</u></u></b>
-----------------------------------	------------------------------

## OPERATING EXPENDITURES BUDGET HIGHLIGHTS

Following is a comparison of the operating budget expenditures by category.

Category	2013 BUDGET	2014 2015 PROPOSED	Increase / (Decrease)	% Change
61.0 - Employee Services	4,205,400	4,885,000	679,600	16.2%
62.0 - Supplies	455,878	693,000	237,122	52.0%
63.0 - Contract Services	6,786,469	6,200,050	(586,419)	-8.6%
64.0 - Other Expenses	1,161,453	1,054,450	(107,003)	-9.2%
65.0 - Debt Service	2,949,300	1,921,000	(1,028,300)	-34.9%
66.0 - Capital Outlay	28,000	10,500	(17,500)	-62.5%
67.0 - Closure/Postclosure	<u>277,000</u>	<u>186,000</u>	<u>(91,000)</u>	-32.9%
<b>Grand Total</b>	<b><u>15,863,500</u></b>	<b><u>14,950,000</u></b>	<b><u>(913,500)</u></b>	<b>-5.8%</b>

### **TOTAL BUDGET FY 2014-15 \$ 14,950,000**



### **Employee Services - \$4,885,800 (32.7%)**

Employee Services accounts for 32.7% of operational appropriations. The Authority staff consists of thirty-seven full time positions at July 1, 2014 increasing to 46 effective on December 15, 2104. Please refer to Appendix D for complete personnel allocation.

Employee services are budgeted to increase 16.2% (\$679,600) in 2014-15 to \$4,885,800 due to:

1. The addition of 9 staff positions at Johnson Canyon Landfill
2. OPEB Expense
3. Reduction in hours worked on CIP's.
4. Salary schedule adjustments for all employees.
5. Higher Health Insurance Premiums
6. Increase in CalPERS rates.

The addition of nine staff positions at Johnson Canyon Landfill accounts for \$449,500 in additional salaries and benefits. This is the budget for staffing the landfill for a little over six months, which will allow staff to be trained prior to taking over operations at the landfill. This staff cost increase is fully funded through the conversion of landfill operations from contract to Authority run.

The Other Post Employment Benefit (OPEB) expense is budgeted at \$80,700. This is a new expense in order to begin funding the retiree health premiums that the Authority is required to fund as a participant in the CalPERS health plans. The Authority began to recognize this expense and liability in FY 09-10 as required by the Governmental Accounting Standards Board (GASB). This item will now become a regular part of our operating payroll expenses.

During 2013-14, the Authority used staff to work on some of the Authority's Capital Improvement Projects. While staff will continue working on some Capital Projects, the amount of time that will be spent on them in FY 2014-15 is unknown at this time. Therefore, there will be no staff time allocated to capital improvement projects in the upcoming fiscal year. This results in an increase of 65,000 (1.9%) in employee payroll costs for operations.

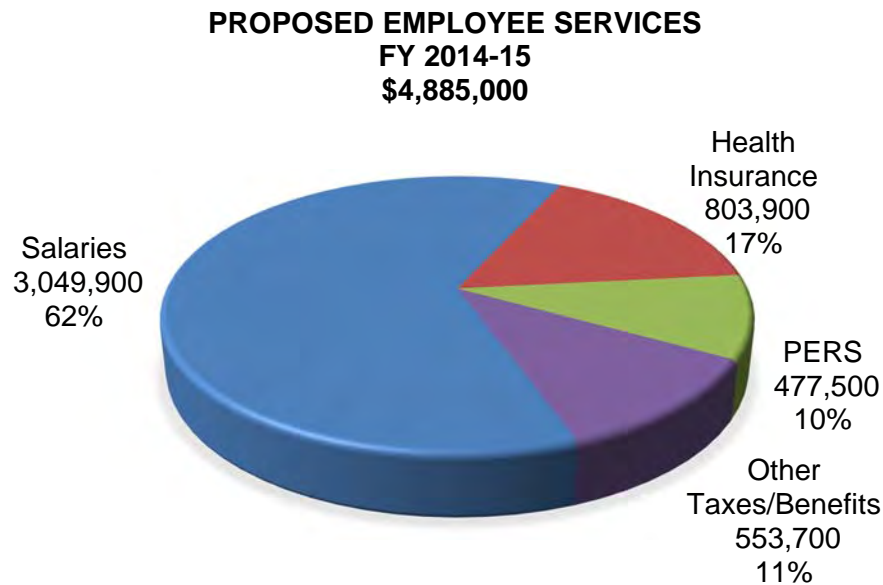
While MOU negotiations are still in progress, management is budgeting for a 3% COLA, which is offset with staff picking up 2% of the Employer Paid Member Contribution to PERS in FY 2014-15. This results in a net increase of \$35,050 in increased employee costs due to the annual COLA, performance increases and other benefit adjustments.

Health Insurance Premiums are expected to increase 4.2% (\$28,100) for current employees in 2014-15 to \$696,800. Premium changes occur on January 1, 2015. While the rates are unknown, recent history has shown increases of up to 10% per year.

For FY 2014-15 PERS rates are schedule to increase from 10.695% to 11.435% on July 1, 2014. This will result in a 4.6% (\$21,250) increase in retirement costs for current employees.



Below is chart for Employee Services



**Supplies - \$693,000 (4.6%)**

Supplies expense will increase \$237,122 (52%) primarily due to the addition of \$150,000 in fuel costs for operating Johnson Canyon Landfill, an increase of \$23,950 in other fuel costs, and supplies needed to run the landfill operations.

**Contract Services (Business Partnerships) - \$6,200,050 (41.5%)**

Contract Services is the largest expense category. This category pays for landfill operations, transfer station operations, regulatory compliance, and environmental monitoring. Contract services is budgeted to decrease \$586,419 (-8.6%) to \$6,200,050.

Following is a summary of the major expenses in this category.

- The Authority's contract with Norcal Engineering (now Recology) for the Johnson Canyon landfill operations is the single largest contract of the Authority. The total budgeted amount of \$1,341,000 represents a decrease of 50.5% for 2014-15. The contract is set to expire on December 31, 2014. A decision has been made by the Board to proceed with staff run operations of the landfill going forward. Authority staff has reduced the budget for Recology run operations and transferred the budget to salaries, supplies, and equipment needed to take over operations.

Following are the amounts budgeted for compensating Recology:

<b>Category</b>	<b>2013 2014 BUDGET</b>	<b>2014 2015 PROPOSED</b>	<b>% Change</b>
Landfill Operations	2,030,300	1,008,000	-50.4%
Compaction Incentive	800,000	400,000	-50.0%
Out of Scope Work	<u>10,000</u>	<u>5,000</u>	-50.0%
Total Landfill Operations	2,840,300	1,413,000	-50.3%
Tonnage Band Fees	<u>(130,100)</u>	<u>(72,000)</u>	-44.7%
<b>Total Fees</b>	<b><u>2,710,200</u></b>	<b><u>1,341,000</u></b>	<b>-50.5%</b>

- Waste Management will be compensated \$715,000 for operating the Jolon Road Transfer Station and delivering the waste to Johnson Canyon Landfill. This contract terminates on September 1, 2016 at which time the Authority will have an opportunity to drastically reduce this expense.
- Waste Management will be compensated \$150,000 for handling and transporting Republic waste delivered to the Madison Lane Transfer Station. This is due to changing the Sun Street Transfer Station permit limit to a combined total of 400 tons accepted per day. Waste Management will handle an average 20 tons per day. This is financed using a portion of the \$14.00 per ton surcharge on Salinas franchise waste for 2014-15.

#### Equipment Lease-Purchase

Authority staff is scheduled to take over operations at Johnson Canyon Landfill on January 1, 2014. The budget includes \$419,700 for the lease-purchase of heavy equipment necessary to run the landfill. This is a new expense. It is financed with the funds that would otherwise have been paid to Recology for landfill operations.

#### **Other Expenses - \$1,054,450 (7.1%)**

This category catches everything else not covered in the above categories. There are two major expenses included here that are deserving of more discussion as follows:

California Integrated Waste Management Fees - \$240,800

All landfills are required to pay the State \$1.40 per ton buried at landfills. This expense is decreasing by \$108,300 due to no longer budgeting for the Recology South Valley tonnage as of June 30, 2014. However, delivery is anticipated to continue until December 31, 2014, and any costs associated with this tonnage will continue to be paid with the revenue associated with it.

Monterey County Environmental Health Bureau Regional Fees - \$125,500

The Monterey County Environmental Health Division expects to receive \$496,080 in total from the Authority and MRWMD based proportionally on tonnage landfilled at each site. This expense is decreasing by \$59,000 due to no longer budgeting for the Recology South Valley tonnage as of June 30, 2014. However, delivery is anticipated to continue until December 31, 2014, and any costs associated with this tonnage will continue to be paid with the revenue associated with it.

Monterey County Local Enforcement Agency (LEA) - \$82,400

The Monterey County Environmental Health Bureau LEA charges permit fees for active and closed landfills.

In total, the Authority expects to pay \$207,900 to Monterey County Environmental Health Bureau.

**Debt Service - \$1,921,000 (13%)**

The refinancing of the 2002 Revenue Bonds and the Salinas Installment Purchase Agreement in January 2014 has resulted in a decrease of \$1,220,800 in debt service payments for FY 2014-15. At \$1,921,000, Debt Service is the third largest expense category at 13% of the budget. In previous years, debt service has been about 20% of the operating budget.

The Authority is committed to annual debt service (principal and interest) payments of \$3.1 million through 2028. Thereafter the annual debt service payments reduce to \$2.75 million through 2032, at which time all current debt will be paid off.

**Refunding Revenue Bonds, Series 2014**

On January 15, 2014, after an 18-month process, the Authority issued Refunding Revenue Bonds, Series 2014 in the amount of \$31,900,000 to refinance the 2002 revenue bonds and the Crazy Horse Installment Purchase Agreement.

For the next four fiscal years 2014-15 through fiscal year 2017-18, the annual debt service will be \$1.9 million. Beginning in FY 2018-19, debt service will increase to \$3.1 million, the current amount of debt service. It will continue at \$3.1 million until 2027-28 after which debt service will decrease to \$2.8 million thru FY 2131-32 when all bonded debt is paid. This gives the Authority four years to save up funds for capital projects and to fund under-funded reserves.

The debt service payments were structured so that the savings from the refinancing can be taken upfront over the first few years instead of spreading out the savings annually over the life of the bond issue.

Following is a summary of the Authority's debt service requirements for the next five fiscal years:

Fiscal Year Ended June 30,	2014A (AMT)		2014B (Taxable)		Total Debt Service Requirement
	Principal	Interest	Principal	Interest	
2015	-	1,487,418	315,000	118,458	1,920,876
2016	-	1,475,125	320,000	113,523	1,908,648
2017	-	1,475,125	325,000	107,695	1,907,820
2018	145,000	1,471,500	335,000	99,771	2,051,271
2019	1,265,000	1,436,250	345,000	89,728	3,135,978

For full Debt Service schedules see:

Appendix G – 2014 AMT Bonds on page 97

Appendix H – 2014 Taxable Bonds on page 99

### **Capital Outlay - \$10,500**

Capital Outlay includes a budget for minor equipment purchases in the HHW and the office.

### **Closure Set Aside - \$186,000 (1%)**

Due to the ending of the importation of waste, closure funding will be reduced to \$186,000. Closure funding is on a per ton basis of \$1.15 per ton.

The calculation of closure and postclosure amounts is based on Governmental Accounting Standards Board Statement No. 18 (GASB 18). GASB 18 states very clearly how the costs of closure and postclosure maintenance are calculated and allocated to accounting periods. The Authority uses GASB 18 methodology to determine the budget amount for closure costs. The funding of liabilities for closure and postclosure are governed by the California Department of Resources Recycling and Recovery (CalRecycle).

### **Closure Funding Requirement**

By the time a landfill stops accepting waste it is required to have set-aside sufficient funds to pay for the closure of the landfill. Closure costs are determined and funded annually based on landfill capacity used. Even though the funds will not be spent until the landfill is closed, the annual required funding amount is considered an expense for the period when the landfill capacity was used. The Authority therefore budgets to set-aside sufficient funds to cover the expense of closure for the fiscal year.

### **Closure Funding Calculations**

The calculation of closure funding is based on a per ton basis. The Johnson Canyon Landfill (JCL) Closure amount is calculated at \$1.15 per ton based on the unfunded liability as of June 30, 2013.

### **Capital Improvements**

The following Projects need to be budgeted in FY 2014-15

\$450,000	Sun Street Transfer Station Pavement Replacement
\$ 80,000	Sun Street Transfer Station Equipment Replacement (Transfer Trailer)
\$ 50,000	Johnson Canyon Landfill Litter Control Barrier
\$ 35,000	Johnson Canyon Landfill Methane Extraction Wells
<u>\$ 35,000</u>	Pick-up Truck Replacement
\$650,000	Total

### **Sun Street Transfer Station Pavement Replacement**

For FY 2014-15 the tipping pad and a large pavement area at Sun Street Transfer Station will have to be replaced at an estimated cost of \$450,000. Sun Street started operation in January 2005 to operate at 100 tons per day while a larger facility was developed. The transfer station currently handles close to 400 tons per day. Initially, the facility was designed for a lot fewer trucks. After 10 years, the pavement and concrete pad are showing significant distress and need to be replaced.

### Sun Street Transfer Trailer Replacement

This transfer trailer is scheduled for replacement. This is a possum belly trailer, which can no longer be used when Recology removes the trailer tipper, which was brought in to handle the Recology South Valley tonnage.

### Johnson Canyon Landfill Litter Control Barrier

Litter control is an important part of the Johnson Canyon Landfill operation especially with the winds in the Salinas Valley. It will be beneficial to the Authority to install a large perimeter litter barrier to keep flying garbage within the landfill property.

### Johnson Canyon Landfill Methane Extraction Wells

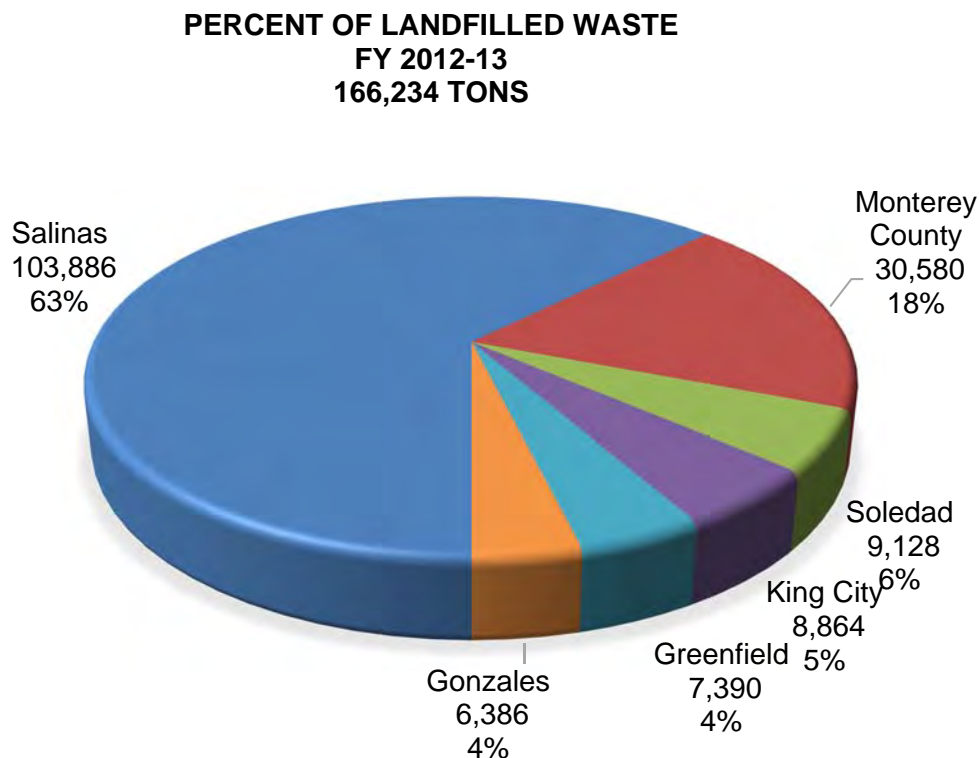
In order to meet the State Minimum Standards, four additional methane extraction wells are needed along the Southern boundary.

### Pick-up Truck Replacement

The F250 pickup truck is 10 years old and in need of replacement. Repairs needed to keep it running efficient are too expensive.

### **SOLID WASTE ORIGIN**

The chart below shows the origin of the solid waste landfilled from the Authority service area for FY 2012-13. The origin of waste has historically been about the same.



The table below shows the population of the Authority Service Area. This is a good comparison to verify the accuracy of the waste origin. It also allows the Authority to verify that waste disposal services are being used and paid for on a proportional basis.

**SALINAS VALLEY SOLID WASTE AUTHORITY**  
**Population and Waste Origin**

<b>Authority Service Area*</b>	<b>2010</b>	<b>2011</b>	<b>2012</b>	<b>2013</b>	<b>2013 Percentages</b>	
					<b>Pop.</b>	<b>Waste Origin</b>
Monterey County*	50,107	50,372	50,689	51,043	19 %	18 %
Gonzales	8,187	8,220	8,247	8,296	3 %	4 %
Greenfield	16,330	16,396	16,465	16,729	6 %	4 %
King City	12,874	12,942	12,992	13,073	5 %	5 %
Salinas	150,441	150,989	151,994	153,215	57 %	63 %
Soledad	<u>25,738</u>	<u>26,285</u>	<u>26,196</u>	<u>25,430</u>	<u>9 %</u>	<u>6 %</u>
<b>Total</b>	<b><u>263,677</u></b>	<b><u>265,204</u></b>	<b><u>266,583</u></b>	<b><u>267,786</u></b>	<b><u>100 %</u></b>	<b><u>100 %</u></b>

**LANDFILL CAPACITY**

The Authority has one operating landfill remaining, Johnson Canyon Landfill (JCL) located outside of Gonzales. At June 30, 2013, it had 5.8 million tons of remaining permitted capacity. At the current tonnage disposal rate, it has 29 years of capacity left.

**Johnson Canyon Landfill Rate of Use**

In FY 2012-13 236,521 tons of solid waste were buried at JCL. For FY 2014-15 164,500 tons are expected to be buried, all from the Authority service area. The large decrease is due primarily to ending the importation of waste from South Santa Clara Valley.

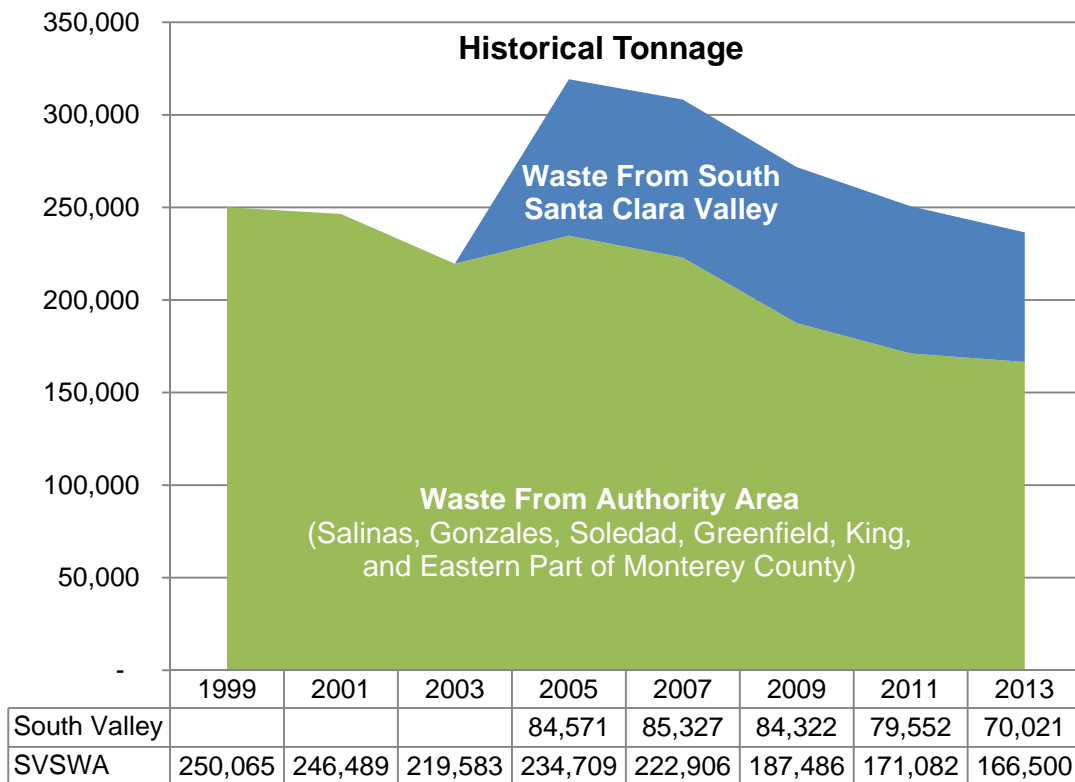
The life of the landfill could be extended substantially if mandatory recycling starts to have an impact on landfill tonnage. If conversion technology is implemented at some point in the future, it could have a dramatic impact on landfill tonnage, further extending the landfill capacity.

**Johnson Canyon Landfill Capital Improvements**

In order to fully utilize the permitted capacity, Johnson Canyon Landfill will require capital improvements totaling \$17,524,800. At this point in time, the Authority does not anticipate constructing all the improvements since changes in technology are expected to influence the amount of waste that needs to be landfilled. The Monterey Regional Waste Management District has also affirmed its willingness to accept some or all of our post-recycled waste residues for landfilling in the future, which could further extend or reduce the need for Johnson Canyon Landfill improvements.

## Landfilled Tonnage

The following chart shows that as of June 30, 2013 tonnage has decreased 33.4% since the formation of the Authority. The Authority relies on revenues generated from solid waste tonnage to fund a large portion of its operations.



## REVENUES AND TONNAGE

Below is a summary of the expected landfill tonnage for FY 2014-15. This is followed with a brief discussion of each of the different types of tonnages.

	2010-11 Actual	2011-12 Actual	2012-13 Actual	2013-14 Budget	2014-15 Budget
Total Franchise Waste Tons	147,732	149,048	150,073	150,900	148,000
Madison Lane Self Haul	2,614	1,414	897	500	600
Total Self Haul Tons	15,906	15,330	14,923	15,000	15,800
Total Field Plastics	566	299	76	100	100
<b>Total Landfilled Tons</b>	<b><u>166,818</u></b>	<b><u>166,091</u></b>	<b><u>165,969</u></b>	<b><u>166,500</u></b>	<b><u>164,500</u></b>
Percent Change		-0.4%	-0.1%	0.3%	-1.2%

### Franchise Solid Waste Tonnage

For FY 2013-14 staff prepared the budget based on 150,900 of franchise waste. Indications are that tonnage will not increase in FY 2014-15, In order to prepare a conservative budget that can be depended upon, staff is budgeting a 1.9% reduction in franchise waste.

	2010-11 Actual	2011-12 Actual	2012-13 Actual	2013-14 Budget	2014-15 Budget
Republic Services	89,358	91,753	93,236	94,000	91,200
Rural Dispose-All	26,379	25,660	24,298	24,800	24,500
Jolon Road	15,267	14,326	14,170	14,200	13,900
City of Soledad	6,275	6,147	6,294	6,200	6,100
City of Greenfield	5,704	5,702	5,809	5,700	5,800
Tri-Cities Disposal	1,835	2,660	3,422	3,200	3,700
City of Gonzales	2,914	2,800	2,844	2,800	2,800
<b>Total Franchise Waste Tons</b>	<b><u>147,732</u></b>	<b><u>149,048</u></b>	<b><u>150,073</u></b>	<b><u>150,900</u></b>	<b><u>148,000</u></b>
Percent Change		0.9%	0.7%	0.6%	-1.9%

### Self-Haul Solid Waste Tonnage

The second largest source of income for the Authority is Self-Haul solid waste. These customers bring their own solid waste to Authority facilities and can go wherever they please. This tonnage has increased in the current year, staff is budgeting a 5.3% increase in self-haul.

	2010-11 Actual	2011-12 Actual	2012-13 Actual	2013-14 Budget	2014-15 Budget
<b>Self-Haul</b>	<b><u>15,906</u></b>	<b><u>15,330</u></b>	<b><u>14,923</u></b>	<b><u>15,000</u></b>	<b><u>15,800</u></b>
Percent Change		-3.6%	-2.7%	0.5%	5.3%

### Madison Lane Self-Haul Tonnage

The third largest source of revenue for the Authority is the self-haul tonnage that comes from Madison Lane Transfer Station, which is owned and operated by USA Waste, dba Waste Management. In 2005, the Authority entered into an agreement with Waste Management for the delivery of their self-haul waste to an Authority landfill at a reduced rate. The reduced rate was granted because the Authority does not have to provide the services for this waste that it provides to customers of its member agencies. The rate started at \$29.00 per ton and goes up by \$1.00 per year. In FY 2014-15, the rate will be \$39.00. Following is a table depicting the self-haul waste delivered to the Authority from Madison Lane Transfer Station.

	2010-11 Actual	2011-12 Actual	2012-13 Actual	2013-14 Budget	2014-15 Budget
<b>Madison Lane Self Haul</b>	<b><u>2,614</u></b>	<b><u>1,414</u></b>	<b><u>897</u></b>	<b><u>500</u></b>	<b><u>600</u></b>
Percent Change		-45.9%	-36.6%	-44.3%	20.0%



### Field Plastic Tonnage

After the closure of Crazy Horse, the Authority lost all field plastic that was being delivered to Crazy Horse. The vast majority of it is now recycled directly in the field by outside recyclers.

### Salinas Transportation Surcharge

The Salinas Transportation Surcharge is used to pay for the handling and transporting of Republic waste to Johnson Canyon Landfill from Madison Lane and Sun Street Transfer Stations. The surcharge was originally \$6.00 per ton in FY 2009-10. It decreased to \$5.00 per ton in FY 2010-11 to offset a \$1.00 per ton tipping fee increase. In FY 2012-13, the surcharge was increased by \$3.00 to \$8.00 per ton. In FY 2013-14 it increased another \$3.00 to \$11.00 per ton.

In order to eventually pay for the entire cost of transferring Salinas waste through the Republic surcharge, the surcharge is being increased in FY 2014-15 by \$3.00 per ton. The \$14.00 per ton surcharge will result in \$1,276,800 in tipping fees that will be used to cover the cost of using Madison Lane Transfer Station and a portion of Sun Street Transfer Station for the transporting of Republic Services waste from Salinas to Johnson Canyon Landfill in Gonzales.

### **EXPANSION FUND – (RECOLOGY SOUTH VALLEY TONNAGE)**

The Expansion Fund is used to account for revenue from the sale of landfill capacity to Recology South Santa Clara Valley Disposal (Recology South Valley). Revenue from this contract is not being budgeted past June 30, 2014; however, the contract remains in place through December 31, 2014, and any costs associated with this tonnage will continue to be paid with the revenue associated with it. The Authority has chosen to end the importation of solid waste as a means to finance operation.

At June 30, 2014, the Expansion Fund is projected to have an available fund balance of \$7,519,332 if all appropriations are spent as budgeted. The Authority still needs to repay \$376,000 to this fund, which were used for the Johnson Canyon Landfill Ameresco Energy Plant. When these funds were used for that purpose, it was planned that the funds would be repaid from the gas royalties.

The Expansion Fund, per Board policy, is to be used for developing 50 years of sustainable landfill capacity. During FY 2014-15 the Board will be asked to decide how these funds will be used in the future to support advanced waste recovery technologies.

The following table summarizes the use and eventual balance of these monies.

Salinas Valley Solid Waste Authority							
Estimated Income and Expenditures							
for South Valley Disposal & Recycling							
	FY12/13	FY13/14	FY14/15	FY15/16	FY16/17	FY17/18	GRAND
	Actual	Budget	Projected	Projected	Projected	Projected	TOTAL
<b>Tons</b>							
Guaranteed Minimum	78,286	79,226	-	-	-	-	846,680
Excess Tonnage	(8,265)	-	-	-	-	-	(14,803)
<b>Total South Valley Tons</b>	<b>70,021</b>	<b>79,226</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>831,877</b>
<b>Beginning Fund Balance</b>	<b>6,566,596</b>	<b>6,186,077</b>	<b>7,535,498</b>	<b>7,679,631</b>	<b>7,824,064</b>	<b>7,968,898</b>	
<b>Estimated Revenue</b>							
Capacity Sales	2,340,962	2,318,800	-	-	-	-	23,122,717
JC LFG Sales Reimbursement			125,333	125,333	125,333		376,000
Investment Earnings	10,810	26,400	18,800	19,100	19,500	19,900	501,364
<b>Total Estimated Revenue</b>	<b>2,351,772</b>	<b>2,345,200</b>	<b>144,133</b>	<b>144,433</b>	<b>144,833</b>	<b>19,900</b>	<b>24,000,080</b>
<b>Operating Expenses</b>							
Transfer to Operations	(2,103,770)						(4,694,602)
CIWMB Fees	(98,029)	(108,300)	-	-	-	-	(1,208,493)
LEA Fees	(51,023)	(59,000)	-	-	-	-	(557,047)
Crazy Horse Closure Setaside	-	-	-	-	-	-	(1,254,733)
Johnson Canyon Closure Set Aside	(77,023)	(90,000)	-	-	-	-	(778,370)
Crazy Horse Operations	-	-	-	-	-	-	(4,916,663)
<b>Total Operating Expenses</b>	<b>(2,329,845)</b>	<b>(257,300)</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>(13,409,908)</b>
<b>Net Operating Income</b>	<b>21,927</b>	<b>2,087,900</b>	<b>144,133</b>	<b>144,433</b>	<b>144,833</b>	<b>19,900</b>	<b>10,590,172</b>
<b>Capital Projects</b>							
Alternative Technologies							(108,489)
Amaresco LFG Equipment	(338,400)	(37,600)					(376,000)
Autoclave CEQA	(20,986)	(576,564)					(601,675)
Conversion Technology Evaluation							(97,351)
Long Term Expansion							(538,413)
Sun St. Equipment Replacement	-	-	-	-	-	-	(558,305)
USDA Autoclave Studies	(43,060)	(124,315)	-	-	-	-	(321,141)
<b>Total Capital Projects</b>	<b>(402,446)</b>	<b>(738,479)</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>(2,601,374)</b>
<b>Net Income</b>	<b>(380,519)</b>	<b>1,349,421</b>	<b>144,133</b>	<b>144,433</b>	<b>144,833</b>	<b>19,900</b>	<b>7,988,798</b>
<b>Ending Fund Balance</b>	<b>6,186,077</b>	<b>7,535,498</b>	<b>7,679,631</b>	<b>7,824,064</b>	<b>7,968,898</b>	<b>7,988,798</b>	<b>7,988,798</b>

## REVENUE BOND RATE COVENANT

Pursuant to the Master Indenture for the 2014 Refunding Revenue Bonds the Authority agreed “to fix, prescribe and collect rates, fees and charges and manage the operation of the System for each fiscal year so as to yield Net Revenues during such fiscal year equal to at least one hundred fifteen percent (115%) of the Annual Debt Service in such fiscal year.” After paying for operations, the Authority must have available 115% of the amount of debt service. This ensures the bondholders that there is a 15% cushion to make debt service payments in the event changes are necessary during the year, which would affect revenues or expenditures. For FY 2014-15 the debt service coverage ratio is 140%.

For the Debt Service Coverage Ratio Calculations refer to Appendix J on page 105

## **CONCLUSION**

The budget as presented covers all required operating expenditures, debt service payments, and transfers leaving an operating net income of \$767,700, which will be used to fund necessary capital improvements.

The budget is a never-ending cycle. During FY 2014-15 staff will be working on planning how best to use the savings that will be achieved through June 30, 2018, after which, debt service will return to \$3.1 million.

The Board's approval of refinancing the 2002 Revenue Bonds and the Crazy Horse Installment Purchase Agreement are allowing the Authority to generate an operating surplus of \$767,700 in spite of giving up \$2.3 million in revenue from ending the importation of waste from South Santa Clara Valley. This will allow the Authority to use FY 2014-15 to develop more efficient operations as we continue to work on ways to handle the solid waste disposal needs of the Salinas Valley in a "Future Without Landfills."

Respectfully submitted,



Patrick Mathews  
General Manager/CAO



Roberto Moreno  
Finance Manager/Treasurer

# SALINAS VALLEY SOLID WASTE AUTHORITY



## List of Principal Officials

**Elizabeth Silva, City of Gonzales**  
President

**Jyl Lutes, City of Salinas**  
Vice President

**Simon Salinas, County of Monterey**  
Board Member

**Tony Barrera, City of Salinas**  
Board Member

**Fernando Armenta, County of Monterey**  
Board Member

**Robert Cullen, City of King**  
Board Member

**Gloria De La Rosa, City of Salinas**  
Board Member

**Annie Moreno, City of Greenfield**  
Board Member

**Richard Perez, City of Soledad**  
Board Member

**R. Patrick Mathews**  
Chief Administrative Officer

**Thomas M. Bruen**  
General Counsel

**Rose Gill**  
Human Resources/  
Organizational Development Manager

**Dave Meza**  
Authority Engineer

**Roberto Moreno**  
Finance Manager/Treasurer

**Susan Warner**  
Diversion Manager

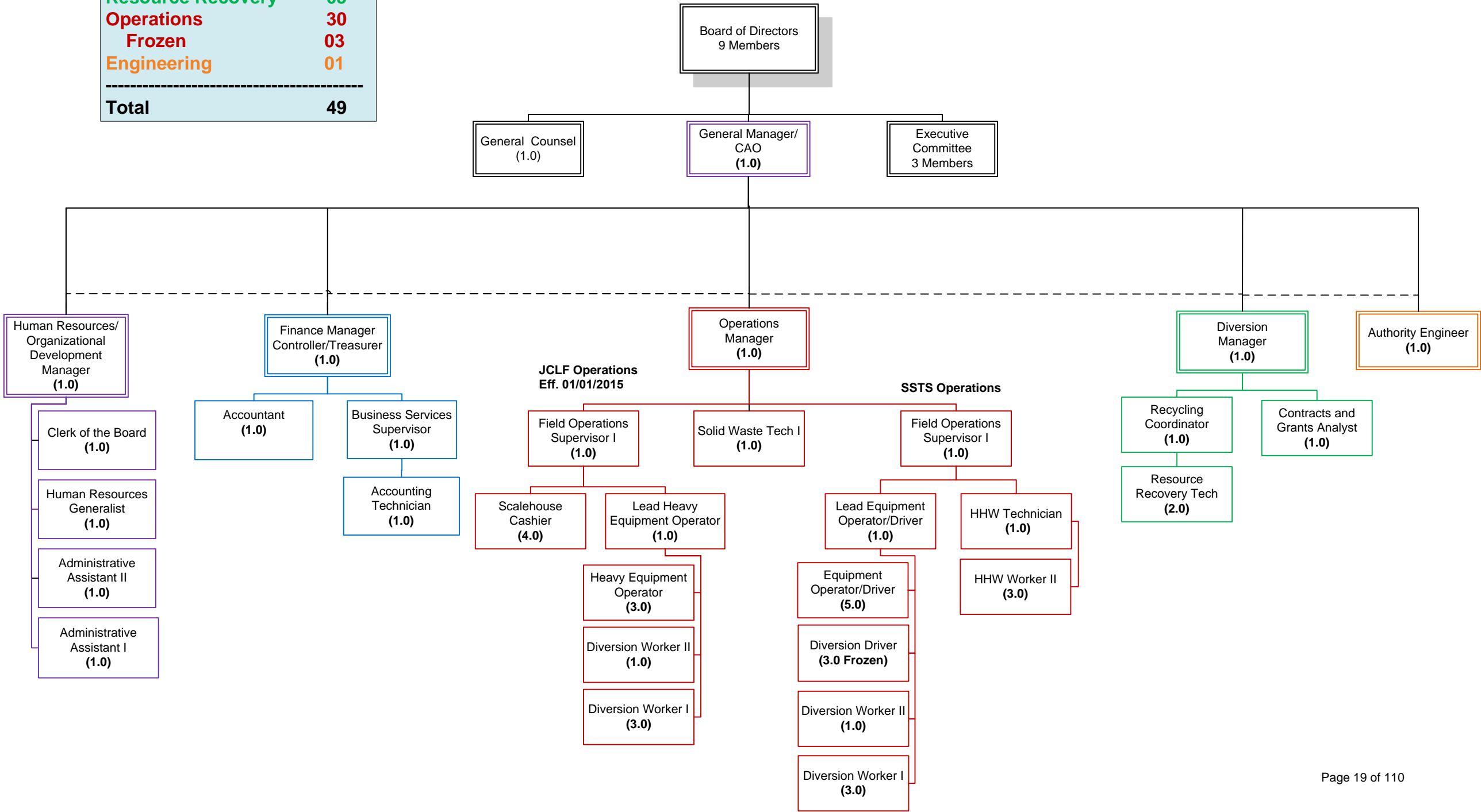
**Cesar Zuniga**  
Operations Manager

# Salinas Valley Solid Waste Authority Service Area



Salinas Valley Solid Waste Authority  
Organizational Chart  
Effective Date: March 20, 2014

Administration	06
Finance	04
Resource Recovery	05
Operations	30
Frozen	03
Engineering	01
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Total	49





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**Salinas Valley Solid Waste Authority  
Two-Year Budget Comparison  
FY 2014-15**

	<b>2013 BUDGET</b>	<b>2014 PROPOSED</b>	<b>Increase / (Decrease)</b>	<b>% Change</b>
<b><u>Operating Revenues</u></b>	-	-	-	0.0%
51.1 - Tipping Fees - Solid Waste	11,141,800	11,005,500	(136,300)	-1.2%
51.2 - Tipping Fees - Surcharge	1,034,000	1,276,800	242,800	23.5%
51.3 - Tipping Fees - Diverted Materials	956,800	1,017,700	60,900	6.4%
51.4 - AB939 Service Fee	1,732,000	1,732,000	-	0.0%
51.5 - Tipping Fees - South Valley	2,318,800	-	(2,318,800)	-100.0%
52.1 - Charges for Services	117,000	124,500	7,500	6.4%
53.1 - Sales of Materials	385,000	309,500	(75,500)	-19.6%
53.2 - Gas Royalties	187,500	220,000	32,500	17.3%
54.1 - Investment Earnings	30,200	31,700	1,500	5.0%
<b>Total Operating Revenues</b>	<b><u>17,903,100</u></b>	<b><u>15,717,700</u></b>	<b><u>(2,185,400)</u></b>	<b>-12.2%</b>
<b><u>Expenditures</u></b>				
1110 - Executive Administration	376,550	404,050	27,500	7.3%
1120 - Administrative Support	396,780	404,800	8,020	2.0%
1130 - Human Resources Administration	324,210	363,200	38,990	12.0%
1140 - Clerk of the Board	169,000	175,650	6,650	3.9%
1200 - Finance Administration	657,000	676,800	19,800	3.0%
1300 - Operations Administration	259,210	387,600	128,390	49.5%
2100 - Resource Recovery	681,160	715,100	33,940	5.0%
2150 - Marketing	75,000	75,000	-	0.0%
2200 - Public Education	167,700	190,000	22,300	13.3%
2300 - Household Hazardous Waste	671,010	682,800	11,790	1.8%
2400 - C & D Diversion	30,000	30,000	-	0.0%
2500 - Organics Diversion	587,530	587,200	(330)	-0.1%
2600 - Diversion Services	144,750	144,750	-	0.0%
3100 - Scalehouse Operations	371,630	389,650	18,020	4.8%
3600 - JR Transfer Station	723,060	739,900	16,840	2.3%
3650 - ML Transfer Station	150,000	150,000	-	0.0%
3710 - SS Disposal Operations	687,841	682,000	(5,841)	-0.8%
3720 - SS Transfer Operations	910,749	959,750	49,001	5.4%
3730 - SS Recycling Operations	189,090	189,100	10	0.0%
4500 - JC Landfill Operations	3,717,840	3,515,000	(202,840)	-5.5%
5300 - Crazy Horse Postclosure Maintenance	550,740	566,150	15,410	2.8%
5400 - Lewis Road Postclosure Maintenance	211,590	224,100	12,510	5.9%
5500 - Johnson Canyon ECS	322,540	303,500	(19,040)	-5.9%
5600 - Jolon Road Postclosure Maintenance	145,350	139,800	(5,550)	-3.8%
5700 - Sun Street ECS	116,870	147,100	30,230	25.9%
6100 - Debt Service - Interest	1,851,700	1,606,000	(245,700)	-13.3%
6200 - Debt Service - Principal	1,097,600	315,000	(782,600)	-71.3%
6605 - Closure Set-Aside	277,000	186,000	(91,000)	-32.9%
<b>Total Expenditures</b>	<b><u>15,863,500</u></b>	<b><u>14,950,000</u></b>	<b><u>(913,500)</u></b>	<b>-5.8%</b>
<b>Operating Budget Surplus</b>	<b><u>2,039,600</u></b>	<b>767,700</b>		
<b>CIP's Funded from Operating Surplus</b>		<b><u>675,000</u></b>		
<b>Balance Used to Fund Liabilities</b>		<b><u>92,700</u></b>		

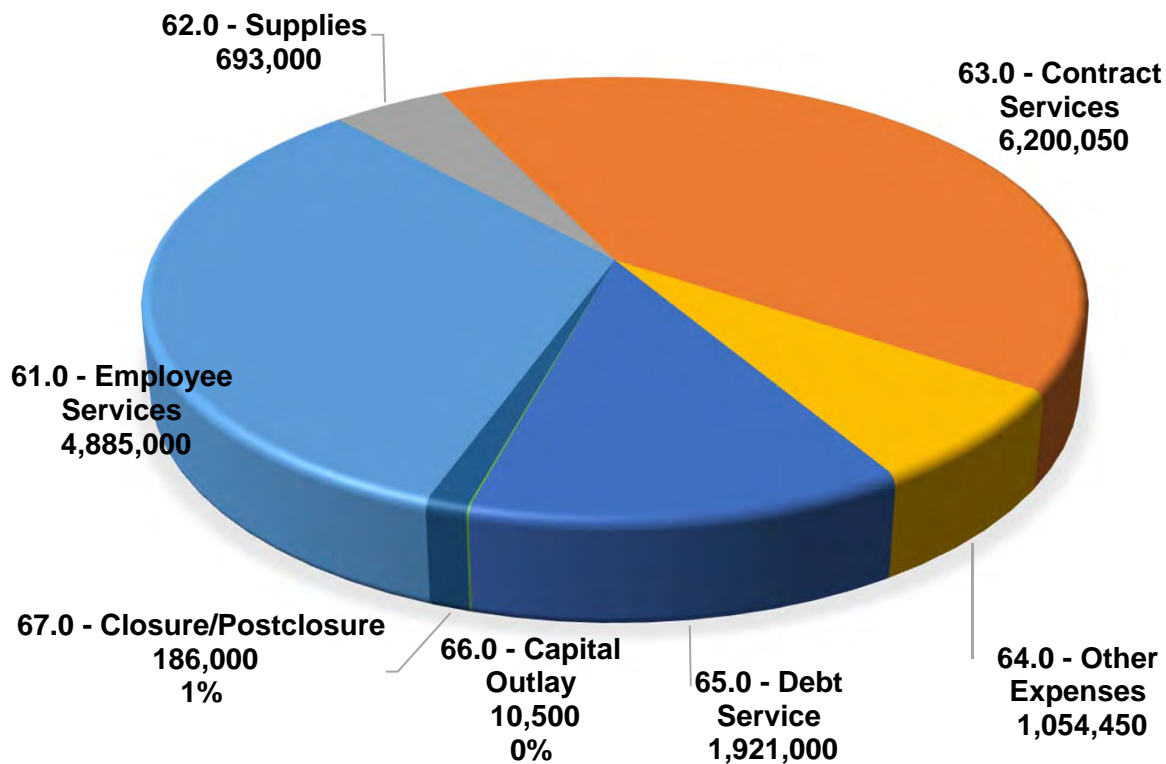




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**Salinas Valley Solid Waste Authority  
Budget by Category  
FY 2014-15**

<b>Category</b>	<b>2013 2014 BUDGET</b>	<b>2014 2015 PROPOSED</b>	<b>Increase / (Decrease)</b>	<b>% Change</b>
61.0 - Employee Services	4,205,400	4,885,000	679,600	16.2%
62.0 - Supplies	455,878	693,000	237,122	52.0%
63.0 - Contract Services	6,786,469	6,200,050	(586,419)	-8.6%
64.0 - Other Expenses	1,161,453	1,054,450	(107,003)	-9.2%
65.0 - Debt Service	2,949,300	1,921,000	(1,028,300)	-34.9%
66.0 - Capital Outlay	28,000	10,500	(17,500)	-62.5%
67.0 - Closure/Postclosure	277,000	186,000	(91,000)	-32.9%
<b>Grand Total</b>	<b>15,863,500</b>	<b>14,950,000</b>	<b>(913,500)</b>	<b>-5.8%</b>





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**Salinas Valley Solid Waste Authority**  
**Budget by Program**  
**FY 2014-15**

<b>Category</b>	<b>2013 2014 BUDGET</b>	<b>2014 2015 PROPOSED</b>	<b>Increase / (Decrease)</b>	<b>% Change</b>
1110 - Executive Administration	376,550	404,050	27,500	7.3%
1120 - Administrative Support	396,780	404,800	8,020	2.0%
1130 - Human Resources Administration	324,210	363,200	38,990	12.0%
1140 - Clerk of the Board	169,000	175,650	6,650	3.9%
1200 - Finance Administration	657,000	676,800	19,800	3.0%
1300 - Operations Administration	259,210	387,600	128,390	49.5%
2100 - Resource Recovery	681,160	715,100	33,940	5.0%
2150 - Marketing	75,000	75,000	-	0.0%
2200 - Public Education	167,700	190,000	22,300	13.3%
2300 - Household Hazardous Waste	671,010	682,800	11,790	1.8%
2400 - C & D Diversion	30,000	30,000	-	0.0%
2500 - Organics Diversion	587,530	587,200	(330)	-0.1%
2600 - Diversion Services	144,750	144,750	-	0.0%
3100 - Scalehouse Operations	371,630	389,650	18,020	4.8%
3600 - JR Transfer Station	723,060	739,900	16,840	2.3%
3650 - ML Transfer Station	150,000	150,000	-	0.0%
3710 - SS Disposal Operations	687,841	682,000	(5,841)	-0.8%
3720 - SS Transfer Operations	910,749	959,750	49,001	5.4%
3730 - SS Recycling Operations	189,090	189,100	10	0.0%
4500 - JC Landfill Operations	3,717,840	3,515,000	(202,840)	-5.5%
5300 - Crazy Horse Postclosure Maintenance	550,740	566,150	15,410	2.8%
5400 - Lewis Road Postclosure Maintenance	211,590	224,100	12,510	5.9%
5500 - Johnson Canyon ECS	322,540	303,500	(19,040)	-5.9%
5600 - Jolon Road Postclosure Maintenance	145,350	139,800	(5,550)	-3.8%
5700 - Sun Street ECS	116,870	147,100	30,230	25.9%
6100 - Debt Service - Interest	1,851,700	1,606,000	(245,700)	-13.3%
6200 - Debt Service - Principal	1,097,600	315,000	(782,600)	-71.3%
6605 - Closure Set-Aside	277,000	186,000	(91,000)	-32.9%
<b>Grand Total</b>	<b>15,863,500</b>	<b>14,950,000</b>	<b>(913,500)</b>	<b>-5.8%</b>



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**Salinas Valley Solid Waste Authority**  
**Full Cost of Services by Major Category**  
**FY 2014-15**

<b><u>Disposal Services</u></b>	<b><u>2013-14 Budget</u></b>	<b><u>2014-15 Budget</u></b>
3600 - JR Transfer Station	874,025	910,999
3650 - ML Transfer Station	181,318	184,687
3710 - SS Disposal Operations	1,056,064	1,079,587
3720 - SS Transfer Operations	1,100,901	1,181,688
4500 - JC Landfill Operations	4,718,686	4,567,706
5500 - Johnson Canyon ECS	389,882	373,683
5700 - Sun Street ECS	141,271	181,116
6605 - Closure Set-Aside	277,000	186,000
<b>Total Disposal Services</b>	<b><u>8,739,147</u></b>	<b><u>8,665,466</u></b>
<b><u>Debt Service</u></b>		
6100 - Debt Service - Interest	1,851,700	1,606,000
6200 - Debt Service - Principal	1,097,600	315,000
<b>Total Debt Service</b>	<b><u>2,949,300</u></b>	<b><u>1,921,000</u></b>
<b><u>Postclosure Maintenance</u></b>		
5300 - Crazy Horse Postclosure Maintenance	665,727	697,070
5400 - Lewis Road Postclosure Maintenance	255,767	275,922
5600 - Jolon Road Postclosure Maintenance	175,697	172,128
<b>Total Postclosure Maintenance</b>	<b><u>1,097,192</u></b>	<b><u>1,145,120</u></b>
<b><u>AB939 Programs</u></b>		
2100 - Resource Recovery	823,377	880,464
2150 - Marketing	90,659	92,343
2200 - Public Education	202,714	233,937
2300 - Household Hazardous Waste	811,108	840,695
3730 - SS Recycling Operations	228,569	232,829
<b>Total AB939 Programs</b>	<b><u>2,156,427</u></b>	<b><u>2,280,267</u></b>
<b><u>Recycling Programs</u></b>		
2400 - C & D Diversion	36,264	36,937
2500 - Organics Diversion	710,198	722,987
2600 - Diversion Services	174,972	178,223
<b>Total Recycling Programs</b>	<b><u>921,434</u></b>	<b><u>938,148</u></b>
<b>Grand Total</b>	<b><u>15,863,500</u></b>	<b><u>14,950,000</u></b>



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**Salinas Valley Solid Waste Authority**  
**Full Cost of Services by Program**  
**FY 2014-15**

<b>Category</b>	<b>2014 2015 PROPOSED</b>	<b>Scalehouse Allocation</b>	<b>Overhead Allocation</b>	<b>Full Cost of Services</b>
1110 - Executive Administration	404,050		(404,050)	-
1120 - Administrative Support	404,800		(404,800)	-
1130 - Human Resources Administration	363,200		(363,200)	-
1140 - Clerk of the Board	175,650		(175,650)	-
1200 - Finance Administration	676,800		(676,800)	-
1300 - Operations Administration	387,600		(387,600)	-
2100 - Resource Recovery	715,100		165,364	880,464
2150 - Marketing	75,000		17,343	92,343
2200 - Public Education	190,000		43,937	233,937
2300 - Household Hazardous Waste	682,800		157,895	840,695
2400 - C & D Diversion	30,000		6,937	36,937
2500 - Organics Diversion	587,200		135,787	722,987
2600 - Diversion Services	144,750		33,473	178,223
3100 - Scalehouse Operations	389,650	(389,650)	-	-
3600 - JR Transfer Station	739,900		171,099	910,999
3650 - ML Transfer Station	150,000		34,687	184,687
3710 - SS Disposal Operations	682,000	194,825	202,762	1,079,587
3720 - SS Transfer Operations	959,750		221,938	1,181,688
3730 - SS Recycling Operations	189,100		43,729	232,829
4500 - JC Landfill Operations	3,515,000	194,825	857,881	4,567,706
5300 - Crazy Horse Postclosure Maintenance	566,150		130,920	697,070
5400 - Lewis Road Postclosure Maintenance	224,100		51,822	275,922
5500 - Johnson Canyon ECS	303,500		70,183	373,683
5600 - Jolon Road Postclosure Maintenance	139,800		32,328	172,128
5700 - Sun Street ECS	147,100		34,016	181,116
6100 - Debt Service - Interest	1,606,000			1,606,000
6200 - Debt Service - Principal	315,000			315,000
6605 - Closure Set-Aside	186,000			186,000
<b>Grand Total</b>	<b>14,950,000</b>	<b>-</b>	<b>(0)</b>	<b>14,950,000</b>





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**Salinas Valley Solid Waste Authority**  
**Budget by Category with Line Item Detail**  
**FY 2014-15**

Category	2013 BUDGET	2014 PROPOSED	Increase / (Decrease)	% Change
<b>61.0 - Employee Services</b>				
61110 - Regular Pay	2,513,100	2,798,700	285,600	11.4%
61111 - Regular Pay	75,100	118,700	43,600	58.1%
61115 - Board Member Stipends	12,500	17,400	4,900	39.2%
61120 - Paid Time Off	99,500	112,200	12,700	12.8%
61300 - Overtime - Regular	93,000	114,100	21,100	22.7%
61301 - Overtime - Regular	1,000	1,000	-	0.0%
61400 - Education Assistance	18,000	4,000	(14,000)	-77.8%
61410 - Wellness Program	16,500	20,400	3,900	23.6%
61700 - Flexible Leave	52,500	60,700	8,200	15.6%
61705 - Management Leave	22,300	23,800	1,500	6.7%
61815 - Auto Allowance	30,000	30,000	-	0.0%
61816 - Cell Phone	11,300	11,900	600	5.3%
61822 - PERS Employer Contribution	276,750	334,400	57,650	20.8%
61823 - PERS EPMC	181,500	143,100	(38,400)	-21.2%
61824 - OPEB Expense	-	81,500	81,500	
61825 - Medicare	38,650	45,200	6,550	16.9%
61826 - FICA	900	1,100	200	22.2%
61831 - Health Insurance	667,250	803,100	135,850	20.4%
61832 - Health Insurance - Retired	650	800	150	23.1%
61833 - Long-Term Disability	12,000	15,500	3,500	29.2%
61834 - Unemployment	21,300	19,500	(1,800)	-8.5%
61836 - Life Insurance	10,400	11,700	1,300	12.5%
61837 - Insurance - Workers Compensation	116,200	116,200	-	0.0%
61999 - CIP/Program Regular Salary Deduct	(65,000)	-	65,000	-100.0%
<b>61.0 - Employee Services Total</b>	<b>4,205,400</b>	<b>4,885,000</b>	<b>679,600</b>	<b>16.2%</b>
<b>63.0 - Contract Services</b>				
61130 - Safety Awards	7,000	7,000	-	0.0%
63116 - Cell Phones	6,800	10,750	3,950	58.1%
63120 - Telephone	15,900	15,900	-	0.0%
63125 - Internet Services	4,600	4,600	-	0.0%
63126 - Exchange Hosting Services	3,000	3,000	-	0.0%
63127 - Network Access	820	800	(20)	-2.4%
63140 - Postage	5,000	5,000	-	0.0%
63150 - Overnight Shipments	1,600	1,600	-	0.0%
63210 - Water	8,400	9,150	750	8.9%
63220 - Sewer	400	400	-	0.0%
63230 - Gas & Electricity	125,800	111,600	(14,200)	-11.3%
63240 - Portable Toilet	4,100	6,300	2,200	53.7%
63250 - Exterminator Service	4,562	4,600	38	0.8%
63261 - Vector Control	4,568	5,000	432	9.5%
63270 - Garbage/Recycling Pickup	800	800	-	0.0%
63320 - Building Rent	86,400	86,400	-	0.0%
63322 - Building Maintenance Fees	21,000	22,000	1,000	4.8%
63350 - Equipment Lease/Purchase	-	419,700	419,700	
63410 - Vehicle Maintenance	110,000	212,500	102,500	93.2%
63416 - Building Alarm Service	4,950	5,150	200	4.0%
63430 - Equipment Maintenance	71,900	61,500	(10,400)	-14.5%
63431 - Equip Maintenance - Copier	3,500	2,500	(1,000)	-28.6%
63440 - Equipment Rental	6,500	34,000	27,500	423.1%
63510 - Legal Services	105,500	111,000	5,500	5.2%
63520 - Recruitment Services	800	-	(800)	-100.0%
63521 - HR Consultants - Comp. Study	-	25,000	25,000	
63522 - HR Investigations, Testing	500	1,300	800	160.0%
63530 - Audit Services	22,400	22,400	-	0.0%
63540 - Consulting Engineer	15,000	30,000	15,000	100.0%
63542 - Eng. Services - Surveying	39,000	39,000	-	0.0%
63543 - Aerial Topography	6,000	6,000	-	0.0%
63544 - Eng. Services - Leachate	47,500	48,000	500	1.1%

**Salinas Valley Solid Waste Authority**  
**Budget by Category with Line Item Detail**  
**FY 2014-15**

<b>Category</b>	<b>2013 BUDGET</b>	<b>2014 PROPOSED</b>	<b>Increase / (Decrease)</b>	<b>% Change</b>
63545 - Eng. Services - GW Monitoring	89,200	89,200	-	0.0%
63546 - TO-15 Testing	7,600	7,600	-	0.0%
63548 - Eng. Services - LFG System	148,000	153,000	5,000	3.4%
63549 - Eng Services - LFG Surface Monitoring	42,200	37,000	(5,200)	-12.3%
63551 - GHG Monitoring (AB32)	27,800	25,500	(2,300)	-8.3%
63553 - Eng. Services - GW Cap - Non Routine	2,500	2,700	200	8.0%
63554 - Eng. Services - Leachate - Non Routine	11,700	11,500	(200)	-1.7%
63555 - Eng. Services - GW Monitoring - Non Routine	8,500	8,500	-	0.0%
63558 - Eng. Services - LFG System - Non Routine	75,300	62,700	(12,600)	-16.7%
63560 - Custodial Service	26,700	26,500	(200)	-0.7%
63565 - Records Management Disposal Service	400	400	-	0.0%
63570 - Bank of NY -1997 Series A Bond	5,100	5,100	-	0.0%
63571 - Bond Continuing Disclosure Services	1,900	1,900	-	0.0%
63580 - Safety Program/Consulting	2,800	5,000	2,200	78.6%
63587 - Street Sweeping	8,000	12,000	4,000	50.0%
63590 - Other Professional Services	3,000	5,000	2,000	66.7%
63592 - Facility Maintenance	35,000	67,500	32,500	92.9%
63593 - Landscape Maintenance	5,500	5,500	-	0.0%
63594 - Credit Card Fees	8,000	7,500	(500)	-6.3%
63595 - Returned Check Expense	500	400	(100)	-20.0%
63596 - Bank Fees	10,800	10,800	-	0.0%
63597 - Litter Abatement	60,000	140,000	80,000	133.3%
63598 - FSA Service Fees	900	900	-	0.0%
63599 - EAP Service Fee	5,150	5,150	-	0.0%
63603 - NPDES Improvements	24,000	20,000	(4,000)	-16.7%
63613 - Contract Labor	67,009	65,500	(1,509)	-2.3%
63616 - Madison Lane Transfer Station Services	150,000	150,000	-	0.0%
63622 - Diversion Assistance Fee-JC	100,000	96,500	(3,500)	-3.5%
63623 - Metal Diversion Fees	2,500	2,500	-	0.0%
63624 - Tires Diversion Fees	2,500	2,500	-	0.0%
63625 - Wood Diversion Fees	5,200	5,200	-	0.0%
63628 - Greenwaste Processing @ JC	582,330	582,000	(330)	-0.1%
63630 - C&D Recycling (ST Goal)	30,000	30,000	-	0.0%
63631 - Mattresses Diversion Service	35,750	35,750	-	0.0%
63632 - Carpets Diversion Service	4,000	7,500	3,500	87.5%
63636 - Diversion Assistance Fee-SS	75,000	75,000	-	0.0%
63651 - HHW Hauling & Disposal	150,000	150,000	-	0.0%
63653 - ABOP Disposal	5,000	5,000	-	0.0%
63654 - Freon Removal	2,400	2,400	-	0.0%
63655 - HHW Disposal Supplies	35,000	35,000	-	0.0%
63671 - Network Support	18,800	20,000	1,200	6.4%
63672 - Laserfiche Support	7,800	7,200	(600)	-7.7%
63673 - Paradigm Support	17,000	17,000	-	0.0%
63674 - Plan-It Support	200	200	-	0.0%
63675 - Website Hosting Service	790	800	10	1.3%
63676 - INCODE Off Site Backup	2,000	2,000	-	0.0%
63677 - INCODE Support	15,510	15,600	90	0.6%
63679 - Employee Evaluations Software Support	2,000	2,000	-	0.0%
63680 - Symantec Support	6,340	6,400	60	0.9%
63700 - Public Media Relations	-	10,000	10,000	
63711 - Media Campaign	100,000	100,000	-	0.0%
63715 - Give Aways	5,000	5,000	-	0.0%
63719 - RecycleRama	60,000	60,000	-	0.0%
63720 - Watershed Litter & Recycling Education	-	30,000	30,000	
63750 - Increased Public Education (ST Goal)	107,700	100,000	(7,700)	-7.1%
63760 - Interpreting Services	3,700	3,500	(200)	-5.4%
63810 - Leachate Storage	13,500	11,000	(2,500)	-18.5%
63811 - RWQCB Studies	2,000	2,000	-	0.0%
63812 - Lab Water Analysis	55,000	55,000	-	0.0%

**Salinas Valley Solid Waste Authority**  
**Budget by Category with Line Item Detail**  
**FY 2014-15**

Category	2013 BUDGET	2014 PROPOSED	Increase / (Decrease)	% Change
63813 - Eng. Services - GW Cap	17,000	17,000	-	0.0%
63815 - Site Grading	8,860	7,500	(1,360)	-15.3%
63817 - NPDES - Permitting	45,000	45,000	-	0.0%
63818 - Lab Water Analysis - 5 year	-	18,000	18,000	
63850 - Gonzales Host Fees	250,000	250,000	-	0.0%
63921 - Scale Maintenance & Repair - JC	7,200	7,200	-	0.0%
63922 - Scale Maintenance & Repair - SS	6,000	6,000	-	0.0%
63952 - Tonnage Band Fees	(130,100)	(72,000)	58,100	-44.7%
63955 - Landfill Operations	2,030,300	1,008,000	(1,022,300)	-50.4%
63956 - Compaction Incentive	800,000	400,000	(400,000)	-50.0%
63957 - Transfer Station Operations	700,200	715,000	14,800	2.1%
63958 - Out of Scope Work	10,000	5,000	(5,000)	-50.0%
63960 - Contingencies	33,130	76,500	43,370	130.9%
<b>63.0 - Contract Services Total</b>	<b>6,786,469</b>	<b>6,200,050</b>	<b>(586,419)</b>	<b>-8.6%</b>
<b>62.0 - Supplies</b>				
62100 - Office Supplies & Materials	25,250	21,300	(3,950)	-15.6%
62120 - Reproduction Costs	1,000	1,000	-	0.0%
62130 - Copier/Printer Supplies	10,100	12,500	2,400	23.8%
62140 - Janitorial Supplies	5,400	5,400	-	0.0%
62230 - Rolling Stock Supplies	5,600	5,500	(100)	-1.8%
62230 - Vehicle Supplies	5,500	7,000	1,500	27.3%
62290 - Other Repair & Maintenance Supplies	34,510	27,500	(7,010)	-20.3%
62330 - Fuel	114,200	127,050	12,850	11.3%
62335 - Biodiesel Fuel	185,000	345,000	160,000	86.5%
62510 - Uniforms	1,500	3,550	2,050	136.7%
62800 - Special Dept Supplies	32,050	73,000	40,950	127.8%
62801 - Graffiti Removal Supplies	1,500	2,000	500	33.3%
62802 - Litter Abatement	1,000	2,500	1,500	150.0%
62810 - Software/License Renewals	10,080	10,300	220	2.2%
62840 - Safety Supplies	9,300	10,400	1,100	11.8%
62850 - Small Tools	500	25,500	25,000	5000.0%
62910 - Minor Capital Outlay	10,400	10,500	100	1.0%
62915 - Minor Computer Equipment	2,988	3,000	12	0.4%
<b>62.0 - Supplies Total</b>	<b>455,878</b>	<b>693,000</b>	<b>237,122</b>	<b>52.0%</b>
<b>64.0 - Other Expenses</b>				
64100 - Advertising/Public Notices	9,500	9,600	100	1.1%
64110 - Advertising - Recruitments	500	1,500	1,000	200.0%
64200 - Conferences/Meetings	30,000	32,300	2,300	7.7%
64201 - Travel Expense - General Manager	2,000	2,000	-	0.0%
64210 - Board Meeting Supplies	3,000	3,000	-	0.0%
64220 - Board Retreat	9,500	6,500	(3,000)	-31.6%
64225 - Confrences/Meetings - Boardmembers	5,400	5,000	(400)	-7.4%
64240 - Employee Recognition	4,300	4,300	-	0.0%
64250 - Training	32,100	30,000	(2,100)	-6.5%
64310 - Association Memberships	13,460	10,200	(3,260)	-24.2%
64320 - Publications & Trade Journals	5,770	6,250	480	8.3%
64410 - Insurance	-	50,000	50,000	
64411 - Insurance - Commercial Auto	35,700	40,500	4,800	13.4%
64412 - Insurance - Crime	5,860	6,800	940	16.0%
64413 - Insurance - Environmental Impairment Liability	88,500	85,400	(3,100)	-3.5%
64414 - Insurance - General Liability	41,320	45,800	4,480	10.8%
64415 - Insurance - Public Officials and Employment Liabil	17,040	19,700	2,660	15.6%
64416 - Insurance - Property Damage	26,200	22,900	(3,300)	-12.6%
64417 - Insurance - Excess Liability	34,680	40,200	5,520	15.9%
64418 - Insurance - Surety Bond	3,200	3,000	(200)	-6.3%
64700 - Refunds & Reimbursement	1,000	1,000	-	0.0%
64903 - Fees & Permits	900	900	-	0.0%
64904 - Property Taxes	27,700	27,700	-	0.0%
64905 - Mo.Co. LEA Fees	79,500	82,400	2,900	3.6%

**Salinas Valley Solid Waste Authority**  
**Budget by Category with Line Item Detail**  
**FY 2014-15**

Category	2013 BUDGET	2014 PROPOSED	Increase / (Decrease)	% Change
64906 - Mo.Co. Regional Fees	184,500	125,500	(59,000)	-32.0%
64910 - SBOE - CIWMB Fees	349,100	240,800	(108,300)	-31.0%
64920 - MBUAPCD-Air Board Fees	25,500	24,800	(700)	-2.7%
64925 - SWRCB Fees	124,223	125,400	1,177	0.9%
64943 - Fees and Permits	1,000	1,000	-	0.0%
<b>64.0 - Other Expenses Total</b>	<b>1,161,453</b>	<b>1,054,450</b>	<b>(107,003)</b>	<b>-9.2%</b>
<b>65.0 - Debt Service</b>				
65110 - 2002 Rev Bonds Interest	1,721,600	-	(1,721,600)	-100.0%
65120 - Salinas IPA Interest	130,100	-	(130,100)	-100.0%
65130 - 2014A Rev Bonds Interest	-	1,487,500	1,487,500	
65140 - 2014B Rev Bonds Interest	-	118,500	118,500	
65210 - 2002 Rev Bonds Principal	1,035,000	-	(1,035,000)	-100.0%
65220 - Salinas IPA Principal	62,600	-	(62,600)	-100.0%
65240 - 2014B Rev Bonds Principal	-	315,000	315,000	
<b>65.0 - Debt Service Total</b>	<b>2,949,300</b>	<b>1,921,000</b>	<b>(1,028,300)</b>	<b>-34.9%</b>
<b>66.0 - Capital Outlay</b>				
66525 - Transfer Truck Retrofit	20,000	-	(20,000)	-100.0%
66530 - Office Equipment	-	2,500	2,500	
66550 - Rolling Equipment	8,000	8,000	-	0.0%
<b>66.0 - Capital Outlay Total</b>	<b>28,000</b>	<b>10,500</b>	<b>(17,500)</b>	<b>-62.5%</b>
<b>67.0 - Closure/Postclosure</b>				
67100 - Closure Expense	277,000	186,000	(91,000)	-32.9%
<b>67.0 - Closure/Postclosure Total</b>	<b>277,000</b>	<b>186,000</b>	<b>(91,000)</b>	<b>-32.9%</b>
<b>Grand Total</b>	<b>15,863,500</b>	<b>14,950,000</b>	<b>(913,500)</b>	<b>-5.8%</b>

**Salinas Valley Solid Waste Authority**  
**Proposed Budget Worksheets**  
**FY 2014-15**

Category	2013 BUDGET	2014 PROPOSED	2015 PROPOSED	Increase / (Decrease)	% Change
<b>105 - Administration Fund</b>					
<b>1110 - Executive Administration</b>					
61.0 - Employee Services					
61110 - Regular Pay	176,500	185,300	185,300	8,800	5.0%
61120 - Paid Time Off	6,900	7,200	7,200	300	4.3%
61705 - Management Leave	5,100	5,400	5,400	300	5.9%
61815 - Auto Allowance	6,000	6,000	6,000	-	0.0%
61816 - Cell Phone	1,200	1,400	1,400	200	16.7%
61822 - PERS Employer Contribution	18,900	21,200	21,200	2,300	12.2%
61823 - PERS EPMC	12,400	5,600	5,600	(6,800)	-54.8%
61824 - OPEB Expense	-	5,600	5,600	5,600	
61825 - Medicare	2,600	2,700	2,700	100	3.8%
61831 - Health Insurance	23,400	24,200	24,200	800	3.4%
61833 - Long-Term Disability	800	900	900	100	12.5%
61834 - Unemployment	500	400	400	(100)	-20.0%
61836 - Life Insurance	700	700	700	-	0.0%
61837 - Insurance - Workers Compensation	1,300	900	900	(400)	-30.8%
61999 - CIP/Program Regular Salary Deduct	(5,000)	-	-	5,000	-100.0%
61.0 - Employee Services Total	251,300	267,500	267,500	16,200	6.4%
63.0 - Contract Services					
63116 - Cell Phones	600	600	600	-	0.0%
63510 - Legal Services	85,000	85,000	85,000	-	0.0%
63540 - Consulting Engineer	15,000	25,000	25,000	10,000	66.7%
63590 - Other Professional Services	3,000	5,000	5,000	2,000	66.7%
63598 - FSA Service Fees	100	100	100	-	0.0%
63599 - EAP Service Fee	150	150	150	-	0.0%
63.0 - Contract Services Total	103,850	115,850	115,850	12,000	11.6%
62.0 - Supplies					
62810 - Software/License Renewals	400	400	400	-	0.0%
62915 - Minor Computer Equipment	500	500	500	-	0.0%
62.0 - Supplies Total	900	900	900	-	0.0%
64.0 - Other Expenses					
64200 - Conferences/Meetings	3,500	5,000	5,000	1,500	42.9%
64201 - Travel Expense - General Manager	2,000	2,000	2,000	-	0.0%
64250 - Training	1,400	2,000	2,000	600	42.9%
64310 - Association Memberships	7,100	5,000	5,000	(2,100)	-29.6%
64320 - Publications & Trade Journals	2,000	2,000	2,000	-	0.0%
64412 - Insurance - Crime	500	200	200	(300)	-60.0%
64415 - Insurance - Public Officials and Employment Liabil	800	600	600	(200)	-25.0%
64418 - Insurance - Surety Bond	3,200	3,000	3,000	(200)	-6.3%
64.0 - Other Expenses Total	20,500	19,800	19,800	(700)	-3.4%
<b>1110 - Executive Administration Total</b>	<b>376,550</b>	<b>404,050</b>	<b>404,050</b>	<b>27,500</b>	<b>7.3%</b>
<b>1120 - Administrative Support</b>					
61.0 - Employee Services					
61110 - Regular Pay	112,000	105,400	105,400	(6,600)	-5.9%
61120 - Paid Time Off	4,400	4,100	4,100	(300)	-6.8%
61300 - Overtime - Regular	500	500	500	-	0.0%
61400 - Education Assistance	1,000	-	-	(1,000)	-100.0%
61410 - Wellness Program	1,000	1,000	1,000	-	0.0%
61700 - Flexible Leave	3,300	3,100	3,100	(200)	-6.1%
61822 - PERS Employer Contribution	12,000	12,100	12,100	100	0.8%
61823 - PERS EPMC	7,900	5,300	5,300	(2,600)	-32.9%
61824 - OPEB Expense	-	3,200	3,200	3,200	
61825 - Medicare	1,700	1,600	1,600	(100)	-5.9%
61831 - Health Insurance	29,300	44,000	44,000	14,700	50.2%
61833 - Long-Term Disability	500	600	600	100	20.0%

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Category	2013 BUDGET	2014 PROPOSED	Increase / (Decrease)	% Change
61834 - Unemployment	1,100	800	(300)	-27.3%
61836 - Life Insurance	400	500	100	25.0%
61837 - Insurance - Workers Compensation	800	500	(300)	-37.5%
61.0 - Employee Services Total	175,900	182,700	6,800	3.9%
63.0 - Contract Services				
63120 - Telephone	10,000	10,000	-	0.0%
63140 - Postage	5,000	5,000	-	0.0%
63150 - Overnight Shipments	400	400	-	0.0%
63210 - Water	600	700	100	16.7%
63230 - Gas & Electricity	11,700	13,000	1,300	11.1%
63270 - Garbage/Recycling Pickup	800	800	-	0.0%
63320 - Building Rent	86,400	86,400	-	0.0%
63322 - Building Maintenance Fees	21,000	22,000	1,000	4.8%
63416 - Building Alarm Service	700	900	200	28.6%
63430 - Equipment Maintenance	1,000	1,000	-	0.0%
63431 - Equip Maintenance - Copier	3,500	2,500	(1,000)	-28.6%
63560 - Custodial Service	13,700	13,500	(200)	-1.5%
63598 - FSA Service Fees	200	200	-	0.0%
63599 - EAP Service Fee	300	300	-	0.0%
63.0 - Contract Services Total	155,300	156,700	1,400	0.9%
62.0 - Supplies				
62100 - Office Supplies & Materials	18,950	15,000	(3,950)	-20.8%
62120 - Reproduction Costs	1,000	1,000	-	0.0%
62130 - Copier/Printer Supplies	9,500	12,000	2,500	26.3%
62140 - Janitorial Supplies	3,000	3,000	-	0.0%
62230 - Vehicle Supplies	500	2,000	1,500	300.0%
62330 - Fuel	2,100	2,500	400	19.0%
62800 - Special Dept Supplies	2,500	2,000	(500)	-20.0%
62810 - Software/License Renewals	600	600	-	0.0%
62915 - Minor Computer Equipment	500	500	-	0.0%
62.0 - Supplies Total	38,650	38,600	(50)	-0.1%
64.0 - Other Expenses				
64100 - Advertising/Public Notices	5,000	5,000	-	0.0%
64200 - Conferences/Meetings	500	-	(500)	-100.0%
64250 - Training	1,000	1,000	-	0.0%
64412 - Insurance - Crime	300	400	100	33.3%
64413 - Insurance - Environmental Impairment Liability	14,900	14,900	-	0.0%
64414 - Insurance - General Liability	1,080	1,300	220	20.4%
64415 - Insurance - Public Officials and Employment Liabil	900	1,100	200	22.2%
64416 - Insurance - Property Damage	2,300	2,000	(300)	-13.0%
64417 - Insurance - Excess Liability	950	1,100	150	15.8%
64.0 - Other Expenses Total	26,930	26,800	(130)	-0.5%
<b>1120 - Administrative Support Total</b>	<b>396,780</b>	<b>404,800</b>	<b>8,020</b>	<b>2.0%</b>
<b>1130 - Human Resources Administration</b>				
61.0 - Employee Services				
61110 - Regular Pay	166,300	171,200	4,900	2.9%
61120 - Paid Time Off	6,400	6,600	200	3.1%
61300 - Overtime - Regular	500	500	-	0.0%
61400 - Education Assistance	1,000	2,000	1,000	100.0%
61410 - Wellness Program	1,000	1,000	-	0.0%
61700 - Flexible Leave	1,900	1,900	-	0.0%
61705 - Management Leave	3,000	3,100	100	3.3%
61815 - Auto Allowance	6,000	6,000	-	0.0%
61816 - Cell Phone	1,000	1,100	100	10.0%
61822 - PERS Employer Contribution	17,800	19,600	1,800	10.1%
61823 - PERS EPMC	11,700	8,600	(3,100)	-26.5%



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Category	2013 BUDGET	2014 PROPOSED	2015 PROPOSED	Increase / (Decrease)	% Change
61824 - OPEB Expense	-		5,200	5,200	
61825 - Medicare	2,500		2,500	-	0.0%
61831 - Health Insurance	36,900		38,700	1,800	4.9%
61833 - Long-Term Disability	800		900	100	12.5%
61834 - Unemployment	1,600		800	(800)	-50.0%
61836 - Life Insurance	600		700	100	16.7%
61837 - Insurance - Workers Compensation	1,200		800	(400)	-33.3%
61.0 - Employee Services Total	260,200		271,200	11,000	4.2%
63.0 - Contract Services					
63116 - Cell Phones	600		600	-	0.0%
63510 - Legal Services	20,500		20,000	(500)	-2.4%
63521 - HR Consultants - Comp. Study	-		25,000	25,000	
63522 - HR Investigations, Testing	500		1,300	800	160.0%
63580 - Safety Program/Consulting	2,800		5,000	2,200	78.6%
63598 - FSA Service Fees	100		100	-	0.0%
63599 - EAP Service Fee	300		300	-	0.0%
63679 - Employee Evaluations Software Support	2,000		2,000	-	0.0%
61130 - Safety Awards	7,000		7,000	-	0.0%
63520 - Recruitment Services	800		-	(800)	-100.0%
63.0 - Contract Services Total	34,600		61,300	26,700	77.2%
62.0 - Supplies					
62810 - Software/License Renewals	600		500	(100)	-16.7%
62.0 - Supplies Total	600		500	(100)	-16.7%
64.0 - Other Expenses					
64110 - Advertising - Recruitments	500		1,500	1,000	200.0%
64200 - Conferences/Meetings	5,500		6,000	500	9.1%
64240 - Employee Recognition	4,300		4,300	-	0.0%
64250 - Training	13,000		12,000	(1,000)	-7.7%
64310 - Association Memberships	2,000		2,000	-	0.0%
64320 - Publications & Trade Journals	1,500		2,000	500	33.3%
64411 - Insurance - Commercial Auto	710		900	190	26.8%
64412 - Insurance - Crime	400		400	-	0.0%
64415 - Insurance - Public Officials and Employment Liabil	900		1,100	200	22.2%
64.0 - Other Expenses Total	28,810		30,200	1,390	4.8%
<b>1130 - Human Resources Administration Total</b>	<b>324,210</b>		<b>363,200</b>	<b>38,990</b>	<b>12.0%</b>
<b>1140 - Clerk of the Board</b>					
61.0 - Employee Services					
61110 - Regular Pay	72,400		74,600	2,200	3.0%
61115 - Board Member Stipends	12,500		17,400	4,900	39.2%
61120 - Paid Time Off	2,800		2,900	100	3.6%
61300 - Overtime - Regular	500		500	-	0.0%
61400 - Education Assistance	500		-	(500)	-100.0%
61410 - Wellness Program	500		500	-	0.0%
61700 - Flexible Leave	2,100		2,200	100	4.8%
61822 - PERS Employer Contribution	7,800		8,600	800	10.3%
61823 - PERS EPMC	5,100		3,800	(1,300)	-25.5%
61824 - OPEB Expense	-		2,300	2,300	
61825 - Medicare	1,100		1,400	300	27.3%
61826 - FICA	900		1,100	200	22.2%
61831 - Health Insurance	21,000		22,000	1,000	4.8%
61833 - Long-Term Disability	400		400	-	0.0%
61834 - Unemployment	900		1,400	500	55.6%
61836 - Life Insurance	300		300	-	0.0%
61837 - Insurance - Workers Compensation	600		500	(100)	-16.7%
61.0 - Employee Services Total	129,400		139,900	10,500	8.1%
63.0 - Contract Services					



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Category	2013 BUDGET	2014 PROPOSED	Increase / (Decrease)	% Change
63250 - Exterminator Service	662	700	38	5.7%
63565 - Records Management Disposal Service	400	400	-	0.0%
63598 - FSA Service Fees	50	100	50	100.0%
63599 - EAP Service Fee	150	150	-	0.0%
63672 - Laserfiche Support	7,800	7,200	(600)	-7.7%
63760 - Interpreting Services	3,700	3,500	(200)	-5.4%
63.0 - Contract Services Total	12,762	12,050	(712)	-5.6%
62.0 - Supplies				
62810 - Software/License Renewals	300	300	-	0.0%
62915 - Minor Computer Equipment	988	1,000	12	1.2%
62.0 - Supplies Total	1,288	1,300	12	0.9%
64.0 - Other Expenses				
64100 - Advertising/Public Notices	3,900	4,000	100	2.6%
64200 - Conferences/Meetings	1,500	1,500	-	0.0%
64210 - Board Meeting Supplies	3,000	3,000	-	0.0%
64220 - Board Retreat	9,500	6,500	(3,000)	-31.6%
64225 - Conferences/Meetings - Boardmembers	5,400	5,000	(400)	-7.4%
64250 - Training	1,000	1,000	-	0.0%
64310 - Association Memberships	600	600	-	0.0%
64412 - Insurance - Crime	200	200	-	0.0%
64415 - Insurance - Public Officials and Employment Liabil	450	600	150	33.3%
64.0 - Other Expenses Total	25,550	22,400	(3,150)	-12.3%
<b>1140 - Clerk of the Board Total</b>	<b>169,000</b>	<b>175,650</b>	<b>6,650</b>	<b>3.9%</b>
<b>1200 - Finance Administration</b>				
61.0 - Employee Services				
61110 - Regular Pay	356,700	369,400	12,700	3.6%
61120 - Paid Time Off	13,200	14,300	1,100	8.3%
61300 - Overtime - Regular	2,500	2,500	-	0.0%
61400 - Education Assistance	2,000	1,000	(1,000)	-50.0%
61410 - Wellness Program	2,000	2,000	-	0.0%
61700 - Flexible Leave	6,600	6,800	200	3.0%
61705 - Management Leave	3,300	3,900	600	18.2%
61815 - Auto Allowance	6,000	6,000	-	0.0%
61816 - Cell Phone	1,600	1,800	200	12.5%
61822 - PERS Employer Contribution	36,600	42,300	5,700	15.6%
61823 - PERS EPMC	24,000	18,500	(5,500)	-22.9%
61824 - OPEB Expense	-	11,100	11,100	
61825 - Medicare	5,000	5,400	400	8.0%
61831 - Health Insurance	79,900	74,300	(5,600)	-7.0%
61833 - Long-Term Disability	1,600	1,800	200	12.5%
61834 - Unemployment	2,200	1,600	(600)	-27.3%
61836 - Life Insurance	1,200	1,400	200	16.7%
61837 - Insurance - Workers Compensation	2,400	1,700	(700)	-29.2%
61.0 - Employee Services Total	546,800	565,800	19,000	3.5%
63.0 - Contract Services				
63125 - Internet Services	2,500	2,500	-	0.0%
63126 - Exchange Hosting Services	3,000	3,000	-	0.0%
63127 - Network Access	820	800	(20)	-2.4%
63150 - Overnight Shipments	200	200	-	0.0%
63430 - Equipment Maintenance	-	600	600	
63530 - Audit Services	22,400	22,400	-	0.0%
63570 - Bank of NY -1997 Series A Bond	5,100	5,100	-	0.0%
63571 - Bond Continuing Disclosure Services	1,900	1,900	-	0.0%
63595 - Returned Check Expense	500	400	(100)	-20.0%
63596 - Bank Fees	3,600	3,600	-	0.0%
63598 - FSA Service Fees	200	200	-	0.0%

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Category	2013 BUDGET	2014 PROPOSED	2015 PROPOSED	Increase / (Decrease)	% Change
63599 - EAP Service Fee	600	600	600	-	0.0%
63671 - Network Support	18,800	20,000	20,000	1,200	6.4%
63674 - Plan-It Support	200	200	200	-	0.0%
63675 - Website Hosting Service	790	800	800	10	1.3%
63676 - INCODE Off Site Backup	2,000	2,000	2,000	-	0.0%
63677 - INCODE Support	15,510	15,600	15,600	90	0.6%
63680 - Symantec Support	6,340	6,400	6,400	60	0.9%
63.0 - Contract Services Total	84,460	86,300	86,300	1,840	2.2%
62.0 - Supplies					
62100 - Office Supplies & Materials	600	600	600	-	0.0%
62800 - Special Dept Supplies	1,000	1,000	1,000	-	0.0%
62810 - Software/License Renewals	5,680	6,000	6,000	320	5.6%
62910 - Minor Capital Outlay	400	1,000	1,000	600	150.0%
62915 - Minor Computer Equipment	1,000	1,000	1,000	-	0.0%
62.0 - Supplies Total	8,680	9,600	9,600	920	10.6%
64.0 - Other Expenses					
64200 - Conferences/Meetings	8,500	5,800	5,800	(2,700)	-31.8%
64250 - Training	4,300	2,500	2,500	(1,800)	-41.9%
64310 - Association Memberships	360	200	200	(160)	-44.4%
64320 - Publications & Trade Journals	500	500	500	-	0.0%
64412 - Insurance - Crime	600	800	800	200	33.3%
64415 - Insurance - Public Officials and Employment Liabil	1,800	1,800	1,800	-	0.0%
64700 - Refunds & Reimbursement	1,000	1,000	1,000	-	0.0%
64.0 - Other Expenses Total	17,060	12,600	12,600	(4,460)	-26.1%
66.0 - Capital Outlay					
66530 - Office Equipment	-	2,500	2,500	2,500	
66.0 - Capital Outlay Total	-	2,500	2,500	2,500	
<b>1200 - Finance Administration Total</b>	<b>657,000</b>	<b>676,800</b>	<b>676,800</b>	<b>19,800</b>	<b>3.0%</b>
<b>1300 - Operations Administration</b>					
61.0 - Employee Services					
61110 - Regular Pay	170,400	201,200	201,200	30,800	18.1%
61120 - Paid Time Off	14,900	15,600	15,600	700	4.7%
61300 - Overtime - Regular	2,000	-	-	(2,000)	-100.0%
61400 - Education Assistance	2,000	1,000	1,000	(1,000)	-50.0%
61410 - Wellness Program	500	2,000	2,000	1,500	300.0%
61700 - Flexible Leave	4,100	4,200	4,200	100	2.4%
61705 - Management Leave	7,200	7,600	7,600	400	5.6%
61815 - Auto Allowance	6,000	6,000	6,000	-	0.0%
61816 - Cell Phone	4,400	4,200	4,200	(200)	-4.5%
61822 - PERS Employer Contribution	15,900	23,100	23,100	7,200	45.3%
61823 - PERS EPMC	10,400	10,100	10,100	(300)	-2.9%
61824 - OPEB Expense	-	6,100	6,100	6,100	
61825 - Medicare	2,200	3,000	3,000	800	36.4%
61831 - Health Insurance	18,300	27,700	27,700	9,400	51.4%
61833 - Long-Term Disability	700	1,000	1,000	300	42.9%
61834 - Unemployment	600	600	600	-	0.0%
61836 - Life Insurance	600	800	800	200	33.3%
61837 - Insurance - Workers Compensation	11,300	5,900	5,900	(5,400)	-47.8%
61999 - CIP/Program Regular Salary Deduct	(60,000)	-	-	60,000	-100.0%
61.0 - Employee Services Total	211,500	320,100	320,100	108,600	51.3%
63.0 - Contract Services					
63116 - Cell Phones	1,200	1,000	1,000	(200)	-16.7%
63150 - Overnight Shipments	1,000	1,000	1,000	-	0.0%
63430 - Equipment Maintenance	5,000	5,000	5,000	-	0.0%
63540 - Consulting Engineer	-	5,000	5,000	5,000	
63598 - FSA Service Fees	100	100	100	-	0.0%

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Category	2013 BUDGET	2014 PROPOSED	Increase / (Decrease)	% Change
63599 - EAP Service Fee	600	600	-	0.0%
63700 - Public Media Relations	-	10,000	10,000	
<b>63.0 - Contract Services Total</b>	<b>7,900</b>	<b>22,700</b>	<b>14,800</b>	<b>187.3%</b>
62.0 - Supplies				
62100 - Office Supplies & Materials	1,200	1,200	-	0.0%
62230 - Rolling Stock Supplies	1,800	2,000	200	11.1%
62330 - Fuel	12,200	14,000	1,800	14.8%
62800 - Special Dept Supplies	2,900	2,500	(400)	-13.8%
62810 - Software/License Renewals	2,500	2,500	-	0.0%
62840 - Safety Supplies	1,300	1,000	(300)	-23.1%
<b>62.0 - Supplies Total</b>	<b>21,900</b>	<b>23,200</b>	<b>1,300</b>	<b>5.9%</b>
64.0 - Other Expenses				
64200 - Conferences/Meetings	1,500	5,000	3,500	233.3%
64250 - Training	7,100	7,500	400	5.6%
64310 - Association Memberships	3,000	2,000	(1,000)	-33.3%
64320 - Publications & Trade Journals	1,500	1,500	-	0.0%
64411 - Insurance - Commercial Auto	4,150	4,800	650	15.7%
64412 - Insurance - Crime	160	200	40	25.0%
64415 - Insurance - Public Officials and Employment Liabil	500	600	100	20.0%
<b>64.0 - Other Expenses Total</b>	<b>17,910</b>	<b>21,600</b>	<b>3,690</b>	<b>20.6%</b>
<b>1300 - Operations Administration Total</b>	<b>259,210</b>	<b>387,600</b>	<b>128,390</b>	<b>49.5%</b>
<b>3100 - Scalehouse Operations</b>				
61.0 - Employee Services				
61110 - Regular Pay	187,800	198,700	10,900	5.8%
61120 - Paid Time Off	8,300	8,800	500	6.0%
61300 - Overtime - Regular	7,500	7,500	-	0.0%
61400 - Education Assistance	2,000	-	(2,000)	-100.0%
61410 - Wellness Program	2,000	2,000	-	0.0%
61700 - Flexible Leave	6,200	6,600	400	6.5%
61822 - PERS Employer Contribution	20,100	22,800	2,700	13.4%
61823 - PERS EPMC	13,200	10,000	(3,200)	-24.2%
61824 - OPEB Expense	-	6,000	6,000	
61825 - Medicare	2,800	3,000	200	7.1%
61831 - Health Insurance	56,100	58,000	1,900	3.4%
61833 - Long-Term Disability	800	1,000	200	25.0%
61834 - Unemployment	1,900	1,400	(500)	-26.3%
61836 - Life Insurance	700	800	100	14.3%
61837 - Insurance - Workers Compensation	1,400	900	(500)	-35.7%
<b>61.0 - Employee Services Total</b>	<b>310,800</b>	<b>327,500</b>	<b>16,700</b>	<b>5.4%</b>
63.0 - Contract Services				
63116 - Cell Phones	1,000	750	(250)	-25.0%
63125 - Internet Services	2,100	2,100	-	0.0%
63210 - Water	300	450	150	50.0%
63240 - Portable Toilet	1,400	2,100	700	50.0%
63416 - Building Alarm Service	850	850	-	0.0%
63594 - Credit Card Fees	8,000	7,500	(500)	-6.3%
63596 - Bank Fees	7,200	7,200	-	0.0%
63599 - EAP Service Fee	500	500	-	0.0%
63673 - Paradigm Support	17,000	17,000	-	0.0%
63921 - Scale Maintenance & Repair - JC	7,200	7,200	-	0.0%
63922 - Scale Maintenance & Repair - SS	6,000	6,000	-	0.0%
<b>63.0 - Contract Services Total</b>	<b>51,550</b>	<b>51,650</b>	<b>100</b>	<b>0.2%</b>
62.0 - Supplies				
62100 - Office Supplies & Materials	1,500	1,500	-	0.0%
62130 - Copier/Printer Supplies	-	500	500	
62290 - Other Repair & Maintenance Supplies	2,300	2,000	(300)	-13.0%

**Salinas Valley Solid Waste Authority**  
**Proposed Budget Worksheets**  
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Category	2013 BUDGET	2014 PROPOSED	Increase / (Decrease)	% Change
62510 - Uniforms	300	1,100	800	266.7%
62800 - Special Dept Supplies	500	500	-	0.0%
62840 - Safety Supplies	600	900	300	50.0%
62910 - Minor Capital Outlay	1,500	1,000	(500)	-33.3%
62.0 - Supplies Total	6,700	7,500	800	11.9%
64.0 - Other Expenses				
64250 - Training	500	500	-	0.0%
64412 - Insurance - Crime	500	600	100	20.0%
64415 - Insurance - Public Officials and Employment Liabil	1,580	1,900	320	20.3%
64.0 - Other Expenses Total	2,580	3,000	420	16.3%
<b>3100 - Scalehouse Operations Total</b>	<b>371,630</b>	<b>389,650</b>	<b>18,020</b>	<b>4.8%</b>
<b>105 - Administration Fund Total</b>	<b>2,554,380</b>	<b>2,801,750</b>	<b>247,370</b>	<b>9.7%</b>
<b>106 - AB939 Fund</b>				
<b>2100 - Resource Recovery</b>				
61.0 - Employee Services				
61110 - Regular Pay	404,800	423,700	18,900	4.7%
61120 - Paid Time Off	15,600	16,300	700	4.5%
61300 - Overtime - Regular	5,000	5,000	-	0.0%
61400 - Education Assistance	2,500	-	(2,500)	-100.0%
61410 - Wellness Program	2,500	2,500	-	0.0%
61700 - Flexible Leave	8,000	8,500	500	6.3%
61705 - Management Leave	3,700	3,800	100	2.7%
61815 - Auto Allowance	6,000	6,000	-	0.0%
61816 - Cell Phone	2,000	2,700	700	35.0%
61822 - PERS Employer Contribution	43,300	48,500	5,200	12.0%
61823 - PERS EPMC	28,400	21,200	(7,200)	-25.4%
61824 - OPEB Expense	-	12,800	12,800	
61825 - Medicare	5,900	6,300	400	6.8%
61831 - Health Insurance	87,350	91,000	3,650	4.2%
61832 - Health Insurance - Retired	650	800	150	23.1%
61833 - Long-Term Disability	1,800	2,100	300	16.7%
61834 - Unemployment	2,700	2,000	(700)	-25.9%
61836 - Life Insurance	1,500	1,600	100	6.7%
61837 - Insurance - Workers Compensation	2,900	2,100	(800)	-27.6%
61.0 - Employee Services Total	624,600	656,900	32,300	5.2%
63.0 - Contract Services				
63430 - Equipment Maintenance	700	700	-	0.0%
63598 - FSA Service Fees	150	100	(50)	-33.3%
63599 - EAP Service Fee	750	750	-	0.0%
63711 - Media Campaign	25,000	25,000	-	0.0%
63715 - Give Aways	5,000	5,000	-	0.0%
63.0 - Contract Services Total	31,600	31,550	(50)	-0.2%
62.0 - Supplies				
62100 - Office Supplies & Materials	2,500	2,500	-	0.0%
62130 - Copier/Printer Supplies	600	-	(600)	-100.0%
62230 - Rolling Stock Supplies	800	500	(300)	-37.5%
62330 - Fuel	2,000	2,000	-	0.0%
62800 - Special Dept Supplies	1,900	2,500	600	31.6%
62802 - Litter Abatement	1,000	2,500	1,500	150.0%
62910 - Minor Capital Outlay	3,500	3,500	-	0.0%
62.0 - Supplies Total	12,300	13,500	1,200	9.8%
64.0 - Other Expenses				
64200 - Conferences/Meetings	5,500	5,500	-	0.0%
64250 - Training	1,300	1,000	(300)	-23.1%
64310 - Association Memberships	400	400	-	0.0%
64320 - Publications & Trade Journals	270	250	(20)	-7.4%

**Salinas Valley Solid Waste Authority  
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Category	2013 BUDGET	2014 PROPOSED	Increase / (Decrease)	% Change
64411 - Insurance - Commercial Auto	2,240	2,600	360	16.1%
64412 - Insurance - Crime	700	800	100	14.3%
64415 - Insurance - Public Officials and Employment Liabil	2,250	2,600	350	15.6%
64.0 - Other Expenses Total	12,660	13,150	490	3.9%
<b>2100 - Resource Recovery Total</b>	<b>681,160</b>	<b>715,100</b>	<b>33,940</b>	<b>5.0%</b>
<b>2150 - Marketing</b>				
63.0 - Contract Services				
63711 - Media Campaign	75,000	75,000	-	0.0%
63.0 - Contract Services Total	75,000	75,000	-	0.0%
<b>2150 - Marketing Total</b>	<b>75,000</b>	<b>75,000</b>	<b>-</b>	<b>0.0%</b>
<b>2200 - Public Education</b>				
63.0 - Contract Services				
63719 - RecycleRama	60,000	60,000	-	0.0%
63750 - Increased Public Education (ST Goal)	107,700	100,000	(7,700)	-7.1%
63720 - Watershed Litter & Recycling Education	-	30,000	30,000	
63.0 - Contract Services Total	167,700	190,000	22,300	13.3%
<b>2200 - Public Education Total</b>	<b>167,700</b>	<b>190,000</b>	<b>22,300</b>	<b>13.3%</b>
<b>2300 - Household Hazardous Waste</b>				
61.0 - Employee Services				
61110 - Regular Pay	228,400	236,400	8,000	3.5%
61120 - Paid Time Off	8,800	9,100	300	3.4%
61300 - Overtime - Regular	10,000	10,000	-	0.0%
61400 - Education Assistance	2,000	-	(2,000)	-100.0%
61410 - Wellness Program	2,000	2,000	-	0.0%
61700 - Flexible Leave	6,600	6,900	300	4.5%
61816 - Cell Phone	700	700	-	0.0%
61822 - PERS Employer Contribution	24,500	27,100	2,600	10.6%
61823 - PERS EPMC	16,000	11,900	(4,100)	-25.6%
61824 - OPEB Expense	-	7,100	7,100	
61825 - Medicare	3,400	3,600	200	5.9%
61831 - Health Insurance	79,900	82,700	2,800	3.5%
61833 - Long-Term Disability	1,000	1,200	200	20.0%
61834 - Unemployment	2,200	1,600	(600)	-27.3%
61836 - Life Insurance	900	900	-	0.0%
61837 - Insurance - Workers Compensation	26,200	21,300	(4,900)	-18.7%
61.0 - Employee Services Total	412,600	422,500	9,900	2.4%
63.0 - Contract Services				
63120 - Telephone	2,200	2,200	-	0.0%
63230 - Gas & Electricity	12,100	12,100	-	0.0%
63416 - Building Alarm Service	700	700	-	0.0%
63430 - Equipment Maintenance	3,500	3,500	-	0.0%
63599 - EAP Service Fee	600	600	-	0.0%
63613 - Contract Labor	1,000	1,000	-	0.0%
63651 - HHW Hauling & Disposal	150,000	150,000	-	0.0%
63653 - ABOP Disposal	5,000	5,000	-	0.0%
63654 - Freon Removal	2,400	2,400	-	0.0%
63655 - HHW Disposal Supplies	35,000	35,000	-	0.0%
63.0 - Contract Services Total	212,500	212,500	-	0.0%
62.0 - Supplies				
62230 - Rolling Stock Supplies	3,000	3,000	-	0.0%
62330 - Fuel	2,200	2,800	600	27.3%
62800 - Special Dept Supplies	12,000	12,000	-	0.0%
62801 - Graffiti Removal Supplies	1,500	2,000	500	33.3%
62840 - Safety Supplies	2,000	2,000	-	0.0%
62910 - Minor Capital Outlay	5,000	5,000	-	0.0%
62.0 - Supplies Total	25,700	26,800	1,100	4.3%

**Salinas Valley Solid Waste Authority  
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Category	2013 BUDGET	2014 PROPOSED	2015 PROPOSED	Increase / (Decrease)	% Change
64.0 - Other Expenses					
64200 - Conferences/Meetings	3,500	3,500		-	0.0%
64250 - Training	1,500	1,500		-	0.0%
64411 - Insurance - Commercial Auto	2,210	2,600		390	17.6%
64412 - Insurance - Crime	600	700		100	16.7%
64415 - Insurance - Public Officials and Employment Liabil	1,800	2,100		300	16.7%
64905 - Mo.Co. LEA Fees	2,600	2,600		-	0.0%
64.0 - Other Expenses Total	12,210	13,000		790	6.5%
66.0 - Capital Outlay					
66550 - Rolling Equipment	8,000	8,000		-	0.0%
66.0 - Capital Outlay Total	8,000	8,000		-	0.0%
<b>2300 - Household Hazardous Waste Total</b>	<b>671,010</b>	<b>682,800</b>		<b>11,790</b>	<b>1.8%</b>
<b>3730 - SS Recycling Operations</b>					
61.0 - Employee Services					
61110 - Regular Pay	56,200	60,100		3,900	6.9%
61120 - Paid Time Off	1,200	1,300		100	8.3%
61300 - Overtime - Regular	2,500	2,500		-	0.0%
61400 - Education Assistance	500	-		(500)	-100.0%
61410 - Wellness Program	500	500		-	0.0%
61700 - Flexible Leave	900	1,000		100	11.1%
61822 - PERS Employer Contribution	6,100	6,900		800	13.1%
61823 - PERS EPMC	4,000	3,100		(900)	-22.5%
61824 - OPEB Expense	-	1,900		1,900	
61825 - Medicare	900	1,000		100	11.1%
61831 - Health Insurance	18,700	19,300		600	3.2%
61833 - Long-Term Disability	300	400		100	33.3%
61834 - Unemployment	900	600		(300)	-33.3%
61836 - Life Insurance	300	300		-	0.0%
61837 - Insurance - Workers Compensation	3,700	3,100		(600)	-16.2%
61.0 - Employee Services Total	96,700	102,000		5,300	5.5%
63.0 - Contract Services					
63613 - Contract Labor	10,000	7,500		(2,500)	-25.0%
63636 - Diversion Assistance Fee-SS	75,000	75,000		-	0.0%
63.0 - Contract Services Total	85,000	82,500		(2,500)	-2.9%
62.0 - Supplies					
62800 - Special Dept Supplies	5,000	2,500		(2,500)	-50.0%
62840 - Safety Supplies	1,500	1,000		(500)	-33.3%
62.0 - Supplies Total	6,500	3,500		(3,000)	-46.2%
64.0 - Other Expenses					
64412 - Insurance - Crime	210	300		90	42.9%
64415 - Insurance - Public Officials and Employment Liabil	680	800		120	17.6%
64.0 - Other Expenses Total	890	1,100		210	23.6%
<b>3730 - SS Recycling Operations Total</b>	<b>189,090</b>	<b>189,100</b>		<b>10</b>	<b>0.0%</b>
<b>106 - AB939 Fund Total</b>	<b>1,783,960</b>	<b>1,852,000</b>		<b>68,040</b>	<b>3.8%</b>
<b>107 - Recycling Fund</b>					
<b>2400 - C &amp; D Diversion</b>					
63.0 - Contract Services					
63630 - C&D Recycling (ST Goal)	30,000	30,000		-	0.0%
63.0 - Contract Services Total	30,000	30,000		-	0.0%
<b>2400 - C &amp; D Diversion Total</b>	<b>30,000</b>	<b>30,000</b>		<b>-</b>	<b>0.0%</b>
<b>2500 - Organics Diversion</b>					
63.0 - Contract Services					
63625 - Wood Diversion Fees	5,200	5,200		-	0.0%
63628 - Greenwaste Processing @ JC	582,330	582,000		(330)	-0.1%
63.0 - Contract Services Total	587,530	587,200		(330)	-0.1%
<b>2500 - Organics Diversion Total</b>	<b>587,530</b>	<b>587,200</b>		<b>(330)</b>	<b>-0.1%</b>



**Salinas Valley Solid Waste Authority**  
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Category	2013 BUDGET	2014 PROPOSED	Increase / (Decrease)	% Change
<b>2600 - Diversion Services</b>				
63.0 - Contract Services				
63622 - Diversion Assistance Fee-JC	100,000	96,500	(3,500)	-3.5%
63623 - Metal Diversion Fees	2,500	2,500	-	0.0%
63624 - Tires Diversion Fees	2,500	2,500	-	0.0%
63631 - Mattresses Diversion Service	35,750	35,750	-	0.0%
63632 - Carpets Diversion Service	4,000	7,500	3,500	87.5%
63.0 - Contract Services Total	144,750	144,750	-	0.0%
<b>2600 - Diversion Services Total</b>	<b>144,750</b>	<b>144,750</b>	<b>-</b>	<b>0.0%</b>
<b>107 - Recycling Fund Total</b>	<b>762,280</b>	<b>761,950</b>	<b>(330)</b>	<b>0.0%</b>
<b>130 - Crazy Horse Project Fund</b>				
<b>5300 - Crazy Horse Postclosure Maintenance</b>				
61.0 - Employee Services				
61110 - Regular Pay	38,800	34,700	(4,100)	-10.6%
61300 - Overtime - Regular	2,000	2,000	-	0.0%
61822 - PERS Employer Contribution	5,000	4,000	(1,000)	-20.0%
61823 - PERS EPMC	3,300	1,800	(1,500)	-45.5%
61824 - OPEB Expense	-	1,100	1,100	
61825 - Medicare	700	600	(100)	-14.3%
61831 - Health Insurance	11,000	8,900	(2,100)	-19.1%
61833 - Long-Term Disability	300	200	(100)	-33.3%
61834 - Unemployment	300	200	(100)	-33.3%
61836 - Life Insurance	200	100	(100)	-50.0%
61837 - Insurance - Workers Compensation	4,300	2,300	(2,000)	-46.5%
61.0 - Employee Services Total	65,900	55,900	(10,000)	-15.2%
63.0 - Contract Services				
63120 - Telephone	1,400	1,400	-	0.0%
63230 - Gas & Electricity	59,900	52,000	(7,900)	-13.2%
63544 - Eng. Services - Leachate	17,000	17,500	500	2.9%
63545 - Eng. Services - GW Monitoring	49,000	49,000	-	0.0%
63546 - TO-15 Testing	5,000	5,000	-	0.0%
63548 - Eng. Services - LFG System	57,000	59,000	2,000	3.5%
63549 - Eng Services - LFG Surface Monitoring	22,200	16,000	(6,200)	-27.9%
63551 - GHG Monitoring (AB32)	11,800	10,000	(1,800)	-15.3%
63553 - Eng. Services - GW Cap - Non Routine	2,500	2,700	200	8.0%
63554 - Eng. Services - Leachate - Non Routine	6,200	6,000	(200)	-3.2%
63555 - Eng. Services - GW Monitoring - Non Routine	5,000	5,000	-	0.0%
63558 - Eng. Services - LFG System - Non Routine	20,000	20,000	-	0.0%
63592 - Facility Maintenance	5,000	20,000	15,000	300.0%
63810 - Leachate Storage	10,000	7,500	(2,500)	-25.0%
63812 - Lab Water Analysis	32,000	32,000	-	0.0%
63813 - Eng. Services - GW Cap	17,000	17,000	-	0.0%
63818 - Lab Water Analysis - 5 year	-	15,000	15,000	
63960 - Contingencies	11,500	20,000	8,500	73.9%
63.0 - Contract Services Total	332,500	355,100	22,600	6.8%
62.0 - Supplies				
62290 - Other Repair & Maintenance Supplies	7,300	2,500	(4,800)	-65.8%
62330 - Fuel	700	750	50	7.1%
62.0 - Supplies Total	8,000	3,250	(4,750)	-59.4%
64.0 - Other Expenses				
64411 - Insurance - Commercial Auto	2,940	3,400	460	15.6%
64412 - Insurance - Crime	80	100	20	25.0%
64413 - Insurance - Environmental Impairment Liability	14,900	14,100	(800)	-5.4%
64414 - Insurance - General Liability	8,980	10,100	1,120	12.5%
64415 - Insurance - Public Officials and Employment Liabil	250	300	50	20.0%
64416 - Insurance - Property Damage	3,300	2,800	(500)	-15.2%

**Salinas Valley Solid Waste Authority**  
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Category	2013 BUDGET	2014 PROPOSED	2015 PROPOSED	Increase / (Decrease)	% Change
64417 - Insurance - Excess Liability	7,680		8,900	1,220	15.9%
64904 - Property Taxes	1,700		1,700	-	0.0%
64905 - Mo.Co. LEA Fees	21,600		24,500	2,900	13.4%
64920 - MBUAPCD-Air Board Fees	16,300		14,000	(2,300)	-14.1%
64925 - SWRCB Fees	66,610		72,000	5,390	8.1%
64.0 - Other Expenses Total	144,340		151,900	7,560	5.2%
<b>5300 - Crazy Horse Postclosure Maintenance Total</b>	<b>550,740</b>		<b>566,150</b>	<b>15,410</b>	<b>2.8%</b>
<b>130 - Crazy Horse Project Fund Total</b>	<b>550,740</b>		<b>566,150</b>	<b>15,410</b>	<b>2.8%</b>
<b>141 - Lewis Road Closure Fund</b>					
<b>5400 - Lewis Road Postclosure Maintenance</b>					
61.0 - Employee Services					
61110 - Regular Pay	16,100		29,000	12,900	80.1%
61300 - Overtime - Regular	2,000		2,000	-	0.0%
61822 - PERS Employer Contribution	3,000		3,400	400	13.3%
61823 - PERS EPMC	2,000		1,500	(500)	-25.0%
61824 - OPEB Expense	-		900	900	
61825 - Medicare	500		500	-	0.0%
61831 - Health Insurance	7,000		6,700	(300)	-4.3%
61833 - Long-Term Disability	200		200	-	0.0%
61834 - Unemployment	200		200	-	0.0%
61836 - Life Insurance	200		100	(100)	-50.0%
61837 - Insurance - Workers Compensation	2,500		2,200	(300)	-12.0%
61.0 - Employee Services Total	33,700		46,700	13,000	38.6%
63.0 - Contract Services					
63120 - Telephone	300		300	-	0.0%
63230 - Gas & Electricity	5,000		5,000	-	0.0%
63430 - Equipment Maintenance	400		3,200	2,800	700.0%
63440 - Equipment Rental	1,500		1,500	-	0.0%
63542 - Eng. Services - Surveying	5,000		5,000	-	0.0%
63545 - Eng. Services - GW Monitoring	13,200		13,200	-	0.0%
63546 - TO-15 Testing	2,600		2,600	-	0.0%
63548 - Eng. Services - LFG System	45,000		45,000	-	0.0%
63551 - GHG Monitoring (AB32)	6,000		5,000	(1,000)	-16.7%
63558 - Eng. Services - LFG System - Non Routine	11,600		7,500	(4,100)	-35.3%
63613 - Contract Labor	1,100		2,000	900	81.8%
63812 - Lab Water Analysis	10,000		10,000	-	0.0%
63815 - Site Grading	8,860		7,500	(1,360)	-15.3%
63960 - Contingencies	2,930		5,500	2,570	87.7%
63.0 - Contract Services Total	113,490		113,300	(190)	-0.2%
62.0 - Supplies					
62290 - Other Repair & Maintenance Supplies	5,410		5,000	(410)	-7.6%
62.0 - Supplies Total	5,410		5,000	(410)	-7.6%
64.0 - Other Expenses					
64412 - Insurance - Crime	50		100	50	100.0%
64413 - Insurance - Environmental Impairment Liability	14,000		14,100	100	0.7%
64414 - Insurance - General Liability	4,600		4,600	-	0.0%
64415 - Insurance - Public Officials and Employment Liabil	160		200	40	25.0%
64416 - Insurance - Property Damage	1,000		800	(200)	-20.0%
64417 - Insurance - Excess Liability	3,450		4,000	550	15.9%
64904 - Property Taxes	2,300		2,300	-	0.0%
64905 - Mo.Co. LEA Fees	5,000		5,000	-	0.0%
64920 - MBUAPCD-Air Board Fees	4,200		3,300	(900)	-21.4%
64925 - SWRCB Fees	24,230		24,700	470	1.9%
64.0 - Other Expenses Total	58,990		59,100	110	0.2%
<b>5400 - Lewis Road Postclosure Maintenance Total</b>	<b>211,590</b>		<b>224,100</b>	<b>12,510</b>	<b>5.9%</b>
<b>141 - Lewis Road Closure Fund Total</b>	<b>211,590</b>		<b>224,100</b>	<b>12,510</b>	<b>5.9%</b>



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Category	2013 BUDGET	2014 PROPOSED	2015 PROPOSED	Increase / (Decrease)	% Change
<b>150 - Johnson Cyn Project Fund</b>					
<b>4500 - JC Landfill Operations</b>					
61.0 - Employee Services					
61110 - Regular Pay	30,600	185,700	155,100	155,100	506.9%
61111 - Regular Pay	-	52,100	52,100	52,100	
61120 - Paid Time Off	-	8,300	8,300	8,300	
61300 - Overtime - Regular	2,000	23,500	21,500	21,500	1075.0%
61410 - Wellness Program	-	2,400	2,400	2,400	
61700 - Flexible Leave	-	6,200	6,200	6,200	
61822 - PERS Employer Contribution	3,300	27,200	23,900	23,900	724.2%
61823 - PERS EPMC	2,200	11,900	9,700	9,700	440.9%
61824 - OPEB Expense	-	800	800	800	
61825 - Medicare	500	3,800	3,300	3,300	660.0%
61831 - Health Insurance	7,000	108,600	101,600	101,600	1451.4%
61833 - Long-Term Disability	200	1,300	1,100	1,100	550.0%
61834 - Unemployment	200	3,500	3,300	3,300	1650.0%
61836 - Life Insurance	200	1,000	800	800	400.0%
61837 - Insurance - Workers Compensation	3,000	21,600	18,600	18,600	620.0%
61.0 - Employee Services Total	49,200	457,900	408,700	408,700	830.7%
63.0 - Contract Services					
63116 - Cell Phones	-	3,800	3,800	3,800	
63230 - Gas & Electricity	500	500	-	-	0.0%
63250 - Exterminator Service	1,200	1,200	-	-	0.0%
63410 - Vehicle Maintenance	-	87,500	87,500	87,500	
63440 - Equipment Rental	2,500	27,500	25,000	25,000	1000.0%
63542 - Eng. Services - Surveying	28,000	28,000	-	-	0.0%
63543 - Aerial Topography	6,000	6,000	-	-	0.0%
63592 - Facility Maintenance	6,000	7,500	1,500	1,500	25.0%
63593 - Landscape Maintenance	2,500	2,500	-	-	0.0%
63597 - Litter Abatement	-	80,000	80,000	80,000	
63613 - Contract Labor	10,000	10,000	-	-	0.0%
63850 - Gonzales Host Fees	250,000	250,000	-	-	0.0%
63952 - Tonnage Band Fees	(130,100)	(72,000)	58,100	58,100	-44.7%
63955 - Landfill Operations	2,030,300	1,008,000	(1,022,300)	(1,022,300)	-50.4%
63956 - Compaction Incentive	800,000	400,000	(400,000)	(400,000)	-50.0%
63958 - Out of Scope Work	10,000	5,000	(5,000)	(5,000)	-50.0%
63960 - Contingencies	-	30,000	30,000	30,000	
63350 - Equipment Lease/Purchase	-	419,700	419,700	419,700	
63.0 - Contract Services Total	3,016,900	2,295,200	(721,700)	(721,700)	-23.9%
62.0 - Supplies					
62290 - Other Repair & Maintenance Supplies	4,500	3,000	(1,500)	(1,500)	-33.3%
62335 - Biodiesel Fuel	-	150,000	150,000	150,000	
62800 - Special Dept Supplies	-	45,000	45,000	45,000	
62850 - Small Tools	-	25,000	25,000	25,000	
62.0 - Supplies Total	4,500	223,000	218,500	218,500	4855.6%
64.0 - Other Expenses					
64412 - Insurance - Crime	50	100	50	50	100.0%
64413 - Insurance - Environmental Impairment Liability	14,900	14,100	(800)	(800)	-5.4%
64414 - Insurance - General Liability	11,700	12,900	1,200	1,200	10.3%
64415 - Insurance - Public Officials and Employment Liabil	160	200	40	40	25.0%
64416 - Insurance - Property Damage	990	1,200	210	210	21.2%
64417 - Insurance - Excess Liability	9,750	11,300	1,550	1,550	15.9%
64904 - Property Taxes	20,900	20,900	-	-	0.0%
64905 - Mo.Co. LEA Fees	28,700	28,700	-	-	0.0%
64906 - Mo.Co. Regional Fees	125,500	125,500	-	-	0.0%
64910 - SBOE - CIWMB Fees	240,800	240,800	-	-	0.0%

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Category	2013 BUDGET	2014 PROPOSED	Increase / (Decrease)	% Change
64920 - MBUAPCD-Air Board Fees	5,000	7,500	2,500	50.0%
64925 - SWRCB Fees	20,490	24,700	4,210	20.5%
64943 - Fees and Permits	1,000	1,000	-	0.0%
64410 - Insurance	-	50,000	50,000	
64.0 - Other Expenses Total	479,940	538,900	58,960	12.3%
<b>4500 - JC Landfill Operations Total</b>	<b>3,550,540</b>	<b>3,515,000</b>	<b>(35,540)</b>	<b>-1.0%</b>
<b>5500 - Johnson Canyon ECS</b>				
61.0 - Employee Services				
61110 - Regular Pay	32,300	26,200	(6,100)	-18.9%
61300 - Overtime - Regular	2,000	2,900	900	45.0%
61822 - PERS Employer Contribution	3,500	3,000	(500)	-14.3%
61823 - PERS EPMC	2,300	1,400	(900)	-39.1%
61824 - OPEB Expense	-	600	600	
61825 - Medicare	500	500	-	0.0%
61831 - Health Insurance	7,800	7,900	100	1.3%
61833 - Long-Term Disability	200	200	-	0.0%
61834 - Unemployment	300	200	(100)	-33.3%
61836 - Life Insurance	200	100	(100)	-50.0%
61837 - Insurance - Workers Compensation	3,000	1,600	(1,400)	-46.7%
61.0 - Employee Services Total	52,100	44,600	(7,500)	-14.4%
63.0 - Contract Services				
63120 - Telephone	2,000	2,000	-	0.0%
63230 - Gas & Electricity	31,600	24,000	(7,600)	-24.1%
63544 - Eng. Services - Leachate	27,000	27,000	-	0.0%
63545 - Eng. Services - GW Monitoring	13,500	13,500	-	0.0%
63548 - Eng. Services - LFG System	43,000	46,000	3,000	7.0%
63549 - Eng Services - LFG Surface Monitoring	20,000	21,000	1,000	5.0%
63551 - GHG Monitoring (AB32)	10,000	10,500	500	5.0%
63554 - Eng. Services - Leachate - Non Routine	5,000	5,000	-	0.0%
63555 - Eng. Services - GW Monitoring - Non Routine	3,500	3,500	-	0.0%
63558 - Eng. Services - LFG System - Non Routine	43,000	35,000	(8,000)	-18.6%
63810 - Leachate Storage	3,500	3,500	-	0.0%
63812 - Lab Water Analysis	7,500	7,500	-	0.0%
63817 - NPDES - Permitting	45,000	45,000	-	0.0%
63960 - Contingencies	10,600	10,000	(600)	-5.7%
63.0 - Contract Services Total	265,200	253,500	(11,700)	-4.4%
62.0 - Supplies				
62290 - Other Repair & Maintenance Supplies	5,000	5,000	-	0.0%
62.0 - Supplies Total	5,000	5,000	-	0.0%
64.0 - Other Expenses				
64412 - Insurance - Crime	60	100	40	66.7%
64415 - Insurance - Public Officials and Employment Liabil	180	300	120	66.7%
64.0 - Other Expenses Total	240	400	160	66.7%
<b>5500 - Johnson Canyon ECS Total</b>	<b>322,540</b>	<b>303,500</b>	<b>(19,040)</b>	<b>-5.9%</b>
<b>150 - Johnson Cyn Project Fund Total</b>	<b>3,873,080</b>	<b>3,818,500</b>	<b>(54,580)</b>	<b>-1.4%</b>
<b>151 - Johnson Canyon Closure Fund</b>				
<b>6605 - Closure Set-Aside</b>				
67.0 - Closure/Postclosure				
67100 - Closure Expense	187,000	186,000	(1,000)	-0.5%
67.0 - Closure/Postclosure Total	187,000	186,000	(1,000)	-0.5%
<b>6605 - Closure Set-Aside Total</b>	<b>187,000</b>	<b>186,000</b>	<b>(1,000)</b>	<b>-0.5%</b>
<b>151 - Johnson Canyon Closure Fund Total</b>	<b>187,000</b>	<b>186,000</b>	<b>(1,000)</b>	<b>-0.5%</b>
<b>161 - Jolon Road Closure Fund</b>				
<b>5600 - Jolon Road Postclosure Maintenance</b>				
61.0 - Employee Services				
61110 - Regular Pay	18,100	18,300	200	1.1%

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Category	2013 BUDGET	2014 PROPOSED	Increase / (Decrease)	% Change
61300 - Overtime - Regular	2,000	2,700	700	35.0%
61822 - PERS Employer Contribution	3,000	2,100	(900)	-30.0%
61823 - PERS EPMC	2,000	1,000	(1,000)	-50.0%
61824 - OPEB Expense	-	400	400	
61825 - Medicare	500	400	(100)	-20.0%
61831 - Health Insurance	7,000	5,100	(1,900)	-27.1%
61833 - Long-Term Disability	200	200	-	0.0%
61834 - Unemployment	200	200	-	0.0%
61836 - Life Insurance	200	100	(100)	-50.0%
61837 - Insurance - Workers Compensation	2,500	1,300	(1,200)	-48.0%
<b>61.0 - Employee Services Total</b>	<b>35,700</b>	<b>31,800</b>	<b>(3,900)</b>	<b>-10.9%</b>
<b>63.0 - Contract Services</b>				
63261 - Vector Control	4,568	5,000	432	9.5%
63510 - Legal Services	-	6,000	6,000	
63542 - Eng. Services - Surveying	6,000	6,000	-	0.0%
63544 - Eng. Services - Leachate	3,500	3,500	-	0.0%
63545 - Eng. Services - GW Monitoring	13,500	13,500	-	0.0%
63548 - Eng. Services - LFG System	3,000	3,000	-	0.0%
63554 - Eng. Services - Leachate - Non Routine	500	500	-	0.0%
63558 - Eng. Services - LFG System - Non Routine	700	200	(500)	-71.4%
63613 - Contract Labor	14,500	10,000	(4,500)	-31.0%
63811 - RWQCB Studies	2,000	2,000	-	0.0%
63812 - Lab Water Analysis	4,500	4,500	-	0.0%
63818 - Lab Water Analysis - 5 year	-	3,000	3,000	
63960 - Contingencies	6,100	6,000	(100)	-1.6%
<b>63.0 - Contract Services Total</b>	<b>58,868</b>	<b>63,200</b>	<b>4,332</b>	<b>7.4%</b>
<b>62.0 - Supplies</b>				
62290 - Other Repair & Maintenance Supplies	10,000	10,000	-	0.0%
<b>62.0 - Supplies Total</b>	<b>10,000</b>	<b>10,000</b>	<b>-</b>	<b>0.0%</b>
<b>64.0 - Other Expenses</b>				
64412 - Insurance - Crime	50	100	50	100.0%
64413 - Insurance - Environmental Impairment Liability	14,900	14,100	(800)	-5.4%
64415 - Insurance - Public Officials and Employment Liabil	160	200	40	25.0%
64417 - Insurance - Excess Liability	11,870	13,700	1,830	15.4%
64904 - Property Taxes	1,400	1,400	-	0.0%
64905 - Mo.Co. LEA Fees	3,300	3,300	-	0.0%
64925 - SWRCB Fees	9,102	2,000	(7,102)	-78.0%
<b>64.0 - Other Expenses Total</b>	<b>40,782</b>	<b>34,800</b>	<b>(5,982)</b>	<b>-14.7%</b>
<b>5600 - Jolon Road Postclosure Maintenance Total</b>	<b>145,350</b>	<b>139,800</b>	<b>(5,550)</b>	<b>-3.8%</b>
<b>161 - Jolon Road Closure Fund Total</b>	<b>145,350</b>	<b>139,800</b>	<b>(5,550)</b>	<b>-3.8%</b>
<b>170 - Transfer Stations Fund</b>				
<b>3600 - JR Transfer Station</b>				
<b>63.0 - Contract Services</b>				
63957 - Transfer Station Operations	700,200	715,000	14,800	2.1%
<b>63.0 - Contract Services Total</b>	<b>700,200</b>	<b>715,000</b>	<b>14,800</b>	<b>2.1%</b>
<b>64.0 - Other Expenses</b>				
64414 - Insurance - General Liability	13,560	15,600	2,040	15.0%
64905 - Mo.Co. LEA Fees	9,300	9,300	-	0.0%
<b>64.0 - Other Expenses Total</b>	<b>22,860</b>	<b>24,900</b>	<b>2,040</b>	<b>8.9%</b>
<b>3600 - JR Transfer Station Total</b>	<b>723,060</b>	<b>739,900</b>	<b>16,840</b>	<b>2.3%</b>
<b>3650 - ML Transfer Station</b>				
<b>63.0 - Contract Services</b>				
63616 - Madison Lane Transfer Station Services	150,000	150,000	-	0.0%
<b>63.0 - Contract Services Total</b>	<b>150,000</b>	<b>150,000</b>	<b>-</b>	<b>0.0%</b>
<b>3650 - ML Transfer Station Total</b>	<b>150,000</b>	<b>150,000</b>	<b>-</b>	<b>0.0%</b>
<b>3710 - SS Disposal Operations</b>				

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Category	2013 BUDGET	2014 PROPOSED	Increase / (Decrease)	% Change
61.0 - Employee Services				
61110 - Regular Pay	166,200	166,400	200	0.1%
61111 - Regular Pay	75,100	66,600	(8,500)	-11.3%
61120 - Paid Time Off	6,400	6,400	-	0.0%
61300 - Overtime - Regular	25,000	25,000	-	0.0%
61301 - Overtime - Regular	1,000	1,000	-	0.0%
61400 - Education Assistance	2,000	-	(2,000)	-100.0%
61410 - Wellness Program	2,000	2,000	-	0.0%
61700 - Flexible Leave	4,800	4,800	-	0.0%
61822 - PERS Employer Contribution	25,900	26,700	800	3.1%
61823 - PERS EPMC	17,000	11,700	(5,300)	-31.2%
61824 - OPEB Expense	-	7,000	7,000	
61825 - Medicare	3,600	3,800	200	5.6%
61831 - Health Insurance	80,500	81,100	600	0.7%
61833 - Long-Term Disability	1,000	1,300	300	30.0%
61834 - Unemployment	2,700	1,900	(800)	-29.6%
61836 - Life Insurance	1,100	1,100	-	0.0%
61837 - Insurance - Workers Compensation	22,000	21,000	(1,000)	-4.5%
61.0 - Employee Services Total	436,300	427,800	(8,500)	-1.9%
63.0 - Contract Services				
63116 - Cell Phones	1,400	2,000	600	42.9%
63210 - Water	7,500	8,000	500	6.7%
63220 - Sewer	400	400	-	0.0%
63230 - Gas & Electricity	5,000	5,000	-	0.0%
63240 - Portable Toilet	2,700	4,200	1,500	55.6%
63250 - Exterminator Service	2,700	2,700	-	0.0%
63416 - Building Alarm Service	2,700	2,700	-	0.0%
63430 - Equipment Maintenance	61,300	47,500	(13,800)	-22.5%
63440 - Equipment Rental	2,500	5,000	2,500	100.0%
63560 - Custodial Service	13,000	13,000	-	0.0%
63592 - Facility Maintenance	24,000	40,000	16,000	66.7%
63593 - Landscape Maintenance	3,000	3,000	-	0.0%
63599 - EAP Service Fee	500	500	-	0.0%
63613 - Contract Labor	10,000	10,000	-	0.0%
63.0 - Contract Services Total	136,700	144,000	7,300	5.3%
62.0 - Supplies				
62100 - Office Supplies & Materials	500	500	-	0.0%
62140 - Janitorial Supplies	2,400	2,400	-	0.0%
62230 - Vehicle Supplies	1,000	1,000	-	0.0%
62335 - Biodiesel Fuel	45,000	45,000	-	0.0%
62510 - Uniforms	1,200	1,200	-	0.0%
62800 - Special Dept Supplies	6,250	5,000	(1,250)	-20.0%
62840 - Safety Supplies	1,900	2,500	600	31.6%
62850 - Small Tools	500	500	-	0.0%
62.0 - Supplies Total	58,750	58,100	(650)	-1.1%
64.0 - Other Expenses				
64100 - Advertising/Public Notices	600	600	-	0.0%
64250 - Training	500	500	-	0.0%
64411 - Insurance - Commercial Auto	3,120	3,600	480	15.4%
64412 - Insurance - Crime	680	800	120	17.6%
64413 - Insurance - Environmental Impairment Liability	14,900	14,100	(800)	-5.4%
64414 - Insurance - General Liability	1,400	1,300	(100)	-7.1%
64415 - Insurance - Public Officials and Employment Liabil	2,210	2,600	390	17.6%
64416 - Insurance - Property Damage	18,610	16,100	(2,510)	-13.5%
64417 - Insurance - Excess Liability	980	1,200	220	22.4%
64903 - Fees & Permits	900	900	-	0.0%

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Category	2013 BUDGET	2014 PROPOSED	2015 PROPOSED	Increase / (Decrease)	% Change
64904 - Property Taxes	1,400	1,400	1,400	-	0.0%
64905 - Mo.Co. LEA Fees	9,000	9,000	9,000	-	0.0%
64925 - SWRCB Fees	1,791	-	-	(1,791)	-100.0%
64.0 - Other Expenses Total	56,091	52,100	52,100	(3,991)	-7.1%
<b>3710 - SS Disposal Operations Total</b>	<b>687,841</b>	<b>682,000</b>	<b>682,000</b>	<b>(5,841)</b>	<b>-0.8%</b>
<b>3720 - SS Transfer Operations</b>					
61.0 - Employee Services					
61110 - Regular Pay	269,500	286,400	286,400	16,900	6.3%
61120 - Paid Time Off	10,600	11,300	11,300	700	6.6%
61300 - Overtime - Regular	25,000	25,000	25,000	-	0.0%
61400 - Education Assistance	2,500	-	-	(2,500)	-100.0%
61410 - Wellness Program	2,500	2,500	2,500	-	0.0%
61700 - Flexible Leave	8,000	8,500	8,500	500	6.3%
61816 - Cell Phone	400	-	-	(400)	-100.0%
61822 - PERS Employer Contribution	28,900	32,800	32,800	3,900	13.5%
61823 - PERS EPMC	18,900	14,400	14,400	(4,500)	-23.8%
61824 - OPEB Expense	-	8,600	8,600	8,600	
61825 - Medicare	4,000	4,600	4,600	600	15.0%
61831 - Health Insurance	93,900	97,100	97,100	3,200	3.4%
61833 - Long-Term Disability	1,100	1,600	1,600	500	45.5%
61834 - Unemployment	2,700	1,900	1,900	(800)	-29.6%
61836 - Life Insurance	1,000	1,100	1,100	100	10.0%
61837 - Insurance - Workers Compensation	26,400	26,500	26,500	100	0.4%
61.0 - Employee Services Total	495,400	522,300	522,300	26,900	5.4%
63.0 - Contract Services					
63116 - Cell Phones	2,000	2,000	2,000	-	0.0%
63410 - Vehicle Maintenance	110,000	125,000	125,000	15,000	13.6%
63599 - EAP Service Fee	700	700	700	-	0.0%
63613 - Contract Labor	17,909	20,000	20,000	2,091	11.7%
63.0 - Contract Services Total	130,609	147,700	147,700	17,091	13.1%
62.0 - Supplies					
62230 - Vehicle Supplies	4,000	4,000	4,000	-	0.0%
62330 - Fuel	95,000	105,000	105,000	10,000	10.5%
62335 - Biodiesel Fuel	140,000	150,000	150,000	10,000	7.1%
62510 - Uniforms	-	1,250	1,250	1,250	
62840 - Safety Supplies	2,000	3,000	3,000	1,000	50.0%
62.0 - Supplies Total	241,000	263,250	263,250	22,250	9.2%
64.0 - Other Expenses					
64250 - Training	500	500	500	-	0.0%
64411 - Insurance - Commercial Auto	20,330	22,600	22,600	2,270	11.2%
64412 - Insurance - Crime	700	800	800	100	14.3%
64415 - Insurance - Public Officials and Employment Liabil	2,210	2,600	2,600	390	17.6%
64.0 - Other Expenses Total	23,740	26,500	26,500	2,760	11.6%
66.0 - Capital Outlay					
66525 - Transfer Truck Retrofit	20,000	-	-	(20,000)	-100.0%
66.0 - Capital Outlay Total	20,000	-	-	(20,000)	-100.0%
<b>3720 - SS Transfer Operations Total</b>	<b>910,749</b>	<b>959,750</b>	<b>959,750</b>	<b>49,001</b>	<b>5.4%</b>
<b>5700 - Sun Street ECS</b>					
61.0 - Employee Services					
61110 - Regular Pay	10,000	26,000	26,000	16,000	160.0%
61300 - Overtime - Regular	2,000	2,000	2,000	-	0.0%
61822 - PERS Employer Contribution	1,150	3,000	3,000	1,850	160.9%
61823 - PERS EPMC	700	1,300	1,300	600	85.7%
61824 - OPEB Expense	-	800	800	800	
61825 - Medicare	250	500	500	250	100.0%
61831 - Health Insurance	2,200	5,800	5,800	3,600	163.6%

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Category	2013 BUDGET	2014 PROPOSED	2015 PROPOSED	Increase / (Decrease)	% Change
61833 - Long-Term Disability	100		200	100	100.0%
61834 - Unemployment	100		200	100	100.0%
61836 - Life Insurance	100		100	-	0.0%
61837 - Insurance - Workers Compensation	700		2,000	1,300	185.7%
61.0 - Employee Services Total	17,300		41,900	24,600	142.2%
63.0 - Contract Services					
63587 - Street Sweeping	8,000		12,000	4,000	50.0%
63597 - Litter Abatement	60,000		60,000	-	0.0%
63603 - NPDES Improvements	24,000		20,000	(4,000)	-16.7%
63613 - Contract Labor	2,500		5,000	2,500	100.0%
63812 - Lab Water Analysis	1,000		1,000	-	0.0%
63960 - Contingencies	2,000		5,000	3,000	150.0%
63.0 - Contract Services Total	97,500		103,000	5,500	5.6%
64.0 - Other Expenses					
64412 - Insurance - Crime	20		100	80	400.0%
64415 - Insurance - Public Officials and Employment Liabil	50		100	50	100.0%
64925 - SWRCB Fees	2,000		2,000	-	0.0%
64.0 - Other Expenses Total	2,070		2,200	130	6.3%
<b>5700 - Sun Street ECS Total</b>	<b>116,870</b>		<b>147,100</b>	<b>30,230</b>	<b>25.9%</b>
<b>170 - Transfer Stations Fund Total</b>	<b>2,588,520</b>		<b>2,678,750</b>	<b>90,230</b>	<b>3.5%</b>
<b>180 - Expansion Fund</b>					
<b>4500 - JC Landfill Operations</b>					
64.0 - Other Expenses					
64906 - Mo.Co. Regional Fees	59,000		-	(59,000)	-100.0%
64910 - SBOE - CIWMB Fees	108,300		-	(108,300)	-100.0%
64.0 - Other Expenses Total	167,300		-	(167,300)	-100.0%
<b>4500 - JC Landfill Operations Total</b>	<b>167,300</b>		<b>-</b>	<b>(167,300)</b>	<b>-100.0%</b>
<b>6605 - Closure Set-Aside</b>					
67.0 - Closure/Postclosure					
67100 - Closure Expense	90,000		-	(90,000)	-100.0%
67.0 - Closure/Postclosure Total	90,000		-	(90,000)	-100.0%
<b>6605 - Closure Set-Aside Total</b>	<b>90,000</b>		<b>-</b>	<b>(90,000)</b>	<b>-100.0%</b>
<b>180 - Expansion Fund Total</b>	<b>257,300</b>		<b>-</b>	<b>(257,300)</b>	<b>-100.0%</b>
<b>190 - Debt Service</b>					
<b>6100 - Debt Service - Interest</b>					
65.0 - Debt Service					
65110 - 2002 Rev Bonds Interest	1,721,600		-	(1,721,600)	-100.0%
65120 - Salinas IPA Interest	130,100		-	(130,100)	-100.0%
65130 - 2014A Rev Bonds Interest	-		1,487,500	1,487,500	
65140 - 2014B Rev Bonds Interest	-		118,500	118,500	
65.0 - Debt Service Total	1,851,700		1,606,000	(245,700)	-13.3%
<b>6100 - Debt Service - Interest Total</b>	<b>1,851,700</b>		<b>1,606,000</b>	<b>(245,700)</b>	<b>-13.3%</b>
<b>6200 - Debt Service - Principal</b>					
65.0 - Debt Service					
65210 - 2002 Rev Bonds Principal	1,035,000		-	(1,035,000)	-100.0%
65220 - Salinas IPA Principal	62,600		-	(62,600)	-100.0%
65240 - 2014B Rev Bonds Principal	-		315,000	315,000	
65.0 - Debt Service Total	1,097,600		315,000	(782,600)	-71.3%
<b>6200 - Debt Service - Principal Total</b>	<b>1,097,600</b>		<b>315,000</b>	<b>(782,600)</b>	<b>-71.3%</b>
<b>190 - Debt Service Total</b>	<b>2,949,300</b>		<b>1,921,000</b>	<b>(1,028,300)</b>	<b>-34.9%</b>
<b>Grand Total</b>	<b>15,863,500</b>		<b>14,950,000</b>	<b>(913,500)</b>	<b>-5.8%</b>



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**RESOLUTION NO. 2014 - 11**

**A RESOLUTION OF THE SALINAS VALLEY SOLID WASTE AUTHORITY  
ADOPTING THE REVISED FINANCIAL POLICIES**

**BE IT RESOLVED BY THE BOARD OF DIRECTORS OF THE SALINAS VALLEY SOLID WASTE AUTHORITY**, that the Financial Policies attached hereto as Exhibit "A" are hereby adopted.

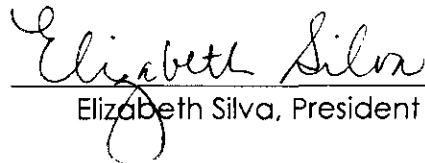
**PASSED AND ADOPTED** by the Board of Directors of the Salinas Valley Solid Waste Authority at the regular meeting duly held on the 17<sup>th</sup> day of April 2014 by the following vote:

AYES: BOARD MEMBERS: ARMENTA, BARRERA, CULLEN, DE LA ROSA, LUTES,  
PEREZ, RODRIGUEZ, SALINAS, SILVA


NOES: BOARD MEMBERS: NONE

ABSENT: BOARD MEMBERS: MORENO

ABSTAIN: BOARD MEMBERS: NONE

  
Elizabeth Silva, President

ATTEST:

  
Elia Zavala, Clerk of the Board



# Salinas Valley Solid Waste Authority

## Financial Policies

### SUMMARY

The SVSWA Board of Directors recognizes their fiduciary responsibility by virtue of their appointment to the Board. In an effort to promote transparency in the fiscal affairs of the Authority and to promote fiscal accountability, it hereby adopts the following financial policies to guide the Authority's finances:

1. Revenues: The Authority will maintain a revenue system that will assure a reliable, equitable, predictable revenue stream to support Authority services.
2. Expenditures: The Authority shall assure fiscal stability and the effective and efficient delivery of services, through the identification of necessary services, establishment of appropriate service levels, and careful administration of the expenditure of available resources.
3. Fund Balance/Reserves: The Authority shall maintain a fund balance at a level sufficient to protect the Authority's creditworthiness as well as its financial position from unforeseeable occurrences or emergencies.
4. Capital Expenditures and Improvements: The Authority shall annually review the state of its capital assets, setting priorities for its replacement and renovation based on needs, funding, alternatives and availability of resources.
5. Debt: The Authority shall utilize debt financing only to provide needed capital equipment and improvements while minimizing the impact of debt payments on current revenues.
6. Investments: The Authority's cash will be invested in such a manner so as to ensure the absolute safety of principal and interest, meet the liquidity needs of the Authority, and achieve the highest possible yield.
7. Grants: The Authority shall seek, apply for and effectively administer federal, state and foundation grants that address the Authority's current priorities and policy objectives.
8. Closure Funding: The Authority shall properly fund all closure and postclosure costs in accordance with California Integrated Waste Management Board (CIWMB) requirements.
9. Fiscal Monitoring: Authority staff shall prepare and present to the Board regular reports that analyze, evaluate and forecast the Authority's financial performance and economic condition.
10. Accounting, Auditing and Financial Reporting: The Authority's accounting, auditing and financial reporting shall comply with prevailing local, state, and federal regulations, as well as current professional principles and practices as promulgated by authoritative bodies.

# Salinas Valley Solid Waste Authority

## Financial Policies

11. Internal Controls: The Authority shall establish and maintain an internal control structure designed to provide reasonable assurance that Authority assets are safeguarded and that the possibilities for material errors in the Authority's financial records are minimized.
12. Operating Budget: The Authority's operating budget will implement the policy decisions of the Board. It will provide a clear picture of the Authority's resources and their use.
13. Capital Assets: The Authority will capitalize all capital assets in accordance with Generally Accepted Accounting Principles so as to maintain proper control of all capital assets.

# Salinas Valley Solid Waste Authority

## Financial Policies

### 1 - REVENUES

The Authority will maintain a revenue system that will assure a reliable, equitable, predictable revenue stream to support Authority services.

#### A. User Fees

The Authority shall establish and collect fees to recover the costs of handling specific items that benefit only specific users. The Authority Board shall determine the appropriate cost recovery level and establish the fees. Where feasible and desirable, the Authority shall seek to recover full direct and indirect costs. User fees shall be reviewed on a regular basis to calculate their full cost recovery levels, to compare them to the current fee structure, and to recommend adjustments where necessary.

#### B. Tipping Fees

Tipping fees shall be set at levels sufficient to cover operating expenditures, meet debt obligations, provide additional funding for capital improvements, and provide adequate levels of working capital. Tipping Fees are not expected to cover depreciation/depletion.

#### C. One Time Revenues

One-time revenues shall be used only for one-time expenditures.

#### D. Revenue Estimates

The Authority shall use a conservative, objective, and analytical approach when preparing revenue estimates. The process shall include analysis of probable economic changes and their impacts on revenues, historical collection rates, and trends in revenues. This approach should reduce the likelihood of actual revenues falling short of budget estimates during the year and thus avoid mid-year service reductions.

#### E. Revenue Collection and Administration

The Authority shall pursue to the full extent allowed by state law all delinquent ratepayers and others overdue in payments to the Authority. Since a revenue should exceed the cost of producing it, the Authority shall strive to control and reduce administrative collection costs.

# Salinas Valley Solid Waste Authority

## Financial Policies

### 2 - EXPENDITURES

The Authority shall assure fiscal stability and the effective and efficient delivery of services, through the identification of necessary services, establishment of appropriate service levels, and careful administration of the expenditure of available resources.

A. Current Funding Basis

The Authority shall operate on a current funding basis. Expenditures shall be budgeted and controlled so as not to exceed current revenues.

B. Avoidance of Operating Deficits

The Authority shall take immediate corrective actions if at any time during the fiscal year expenditure and revenue estimates are such that an operating deficit (i.e., projected expenditures in excess of projected revenues) is projected at year-end. Corrective actions can include a hiring freeze, expenditure reductions, fee increases, or use of fund balance within the Fund Balance/Reserves Policy. Expenditure deferrals into the following fiscal year, short-term loans, or use of one-time revenue sources shall be avoided to balance the budget.

C. Maintenance of Capital Assets

Within the resources available each fiscal year, the Authority shall maintain capital assets and infrastructure at a sufficient level to protect the Authority's investment, to minimize future replacement and maintenance costs, and to continue current service levels.

D. Periodic Program Reviews

The General Manager shall undertake periodic staff and third-party reviews of Authority programs for both efficiency and effectiveness. Privatization and contracting with other governmental agencies will be evaluated as alternative approaches to service delivery. Programs which are determined to be inefficient and/or ineffective shall be reduced in scope or eliminated.

E. Purchasing

The Authority shall make every effort to maximize any discounts offered by creditors/vendors. Staff shall use competitive bidding whenever possible to attain the best possible price on goods and services.

# Salinas Valley Solid Waste Authority

## Financial Policies

### 3 - FUND BALANCE/RESERVES

The Authority shall maintain a fund balance at a level sufficient to protect the Authority's creditworthiness as well as its financial position from unforeseeable emergencies.

#### A. Operating Reserve

The Authority shall strive to maintain an Operating Reserve equal to fifteen percent (15%) of the current year operating expenditures, to provide sufficient reserves for unforeseen occurrences and revenue shortfalls. Operating expenditures for reserve purposes is defined as the total budget less capital project expenditures.

#### B. Funding the Reserves

After completion of the annual audit, any undesignated fund balance will be allocated to reserves using the following methodology:

1. Operating Reserve (20%)
2. Capital Projects Reserve (60%)
3. Environmental Impairment Reserve (20%)

Any allocation outside of the prescribed methodology or transfers between reserves must be approved by the Board.

#### C. Capital Projects Reserve

Due to the capital intensive nature of the Authority's landfill operations the Authority will develop a Capital Projects Reserve for the purpose of funding future capital projects and replacement of existing capital infrastructure in accordance with the Capital Improvements Financial Policies. The target amount of the reserve will be based on the capital needs of the Authority.

#### E. Use of Operating Reserve

The Operating Reserve shall be used only for its designated purpose - emergencies, non-recurring expenditures, or major capital purchases that can not be accommodated through current year savings. Should such use reduce the balance below the appropriate level set as the objective, restoration recommendations will accompany the decision to utilize said reserve.

#### F. Environmental Impairment Reserve

# Salinas Valley Solid Waste Authority

## Financial Policies

Due to the potential release of contaminants that exists with all Municipal Solid Waste landfills, the Authority will strive to fund an Environmental Impairment Reserve for the purpose of responding to a release in a timely manner. The funds can also be used for mitigation or corrective action measures required by CalRecycle.

### G. Annual Review of Reserves

As part of the annual budget process, the Authority will review the target amount and the status of each of the reserves. This will be taken into account as part of the budget development. The goal is to reach the Operating and Environmental Impairment Reserve amounts within a five year period but in no case later than 10 years.

# Salinas Valley Solid Waste Authority

## Financial Policies

### 4 - CAPITAL EXPENDITURES AND IMPROVEMENTS

The Authority shall annually review the state of its capital assets, setting priorities for their replacement and renovation based on needs, funding, alternatives and availability of resources.

#### A. Capital Improvement Plan

The Authority shall prepare a 10-Year Capital Improvement Plan (CIP) which will detail the Authority's capital needs financing requirements. The CIP will be reviewed and approved every two (2) years before discussions of the operating budget take place. It will include budget financing for the first two years. The CAO will develop guidelines for what projects to include in the CIP. All projects, ongoing and proposed, shall be prioritized based on an analysis of current needs and resource availability. For every capital project, all operation, maintenance and replacement costs shall be fully disclosed. The CIP will be in conformance with and support the Authority's major planning documents and 3-year Strategic Plans..

#### B. Capital Improvement Budget

The CIP will be the basis for which projects will be included in the following year's budget. Appropriations will be approved annually using the following criteria:

1. Linkage with needs identified in the Authority's planning documents.
2. Cost/benefit analysis identifying all economic or financial impacts of the project.
3. Identification of available funding resources.

CIP funding will be based on the following priorities:

1. Projects that comply with regulatory requirements.
2. Projects that maintain health and safety standards.
3. Projects that maintain and preserve existing facilities.
4. Projects that replace existing facilities that can no longer be maintained.
5. Projects that improve operations.

#### C. Capital Expenditure Financing

Projects will be financed using the following preferred order:

1. Use current revenues;
2. Use the Capital Projects Reserve;
3. Borrow money through debt issuance.

Debt financing includes revenue bonds, certificates of obligation, lease/purchase agreements, and other obligations permitted to be issued or incurred under California law. Guidelines for assuming debt are set forth in the Debt Policy Statements.

#### D. Capital Projects Reserve Fund

# Salinas Valley Solid Waste Authority

## Financial Policies

A Capital Projects Reserve Fund shall be established and maintained to accumulate funds transferred from the undesignated fund balance. This fund shall only be used to pay for non-routine and one-time capital expenditures such as land and building purchases or construction and maintenance projects with a 10-year life. Expenditures from this Fund shall be aimed at protecting the health and safety of residents, employees and the environment, and protecting the existing assets of the Authority.

### E. Capital Projects Management

The Authority will fund and manage its capital projects in a phased approach. The project phases will become a framework for appropriate decision points and reporting. The phasing will consist of:

1. Conceptual/schematic proposal
2. Preliminary design and cost estimate
3. Engineering and final design
4. Bid administration
5. Acquisition/construction
6. Project closeout

Each project will have a project manager who will prepare the project proposal, ensure that required phases are completed on schedule, authorize all project expenditures, ensure that all regulations and laws are observed, periodically report project status and track project expenditures.



# Salinas Valley Solid Waste Authority

## Financial Policies

### 5 - DEBT

The Authority shall utilize debt financing only to provide needed capital equipment and improvements while minimizing the impact of debt payments on current revenues.

#### A. Use of Debt Financing

The issuance of long-term debt will be only for the acquisition of land, capital improvements or equipment.

Debt financing is not considered appropriate for current operations, maintenance expenses, or for any recurring purposes.

#### B. Conditions for Debt Issuance

The Authority may use long-term debt to finance major equipment acquisition or capital project only if it is established through a cost/benefit analysis that the financial and community benefits of the financing exceed the financing costs. Benefits would include, but not be limited to, the following:

1. Present value benefit: The current cost plus the financing cost is less than the future cost of the project.
2. Maintenance value benefit: The financing cost is less than the maintenance cost of deferring the project.
3. Equity benefit: Financing provides a method of spreading the cost of a facility back to the users of the facility over time.
4. Community benefit: Debt financing of the project enables the Authority to meet an immediate community need.

Debt financing will be used only when project revenues or other identified revenue sources are sufficient to service the debt.

#### C. Debt Structure

The Authority's preference is to issue fixed-rate, long-term debt with level debt service, but variable rate debt or other debt service structure may be considered if an economic advantage is identified for a particular project.

Bond proceeds, for debt service, will be held by an independent bank acting as trustee or paying agent.

# Salinas Valley Solid Waste Authority

## Financial Policies

The Authority's minimum bond rating objective for all debt issues is a Moody's and Standard & Poor's rating of A (upper medium grade). Credit enhancements will be used to achieve higher ratings when there is an economic benefit.

The Authority may retain the following contract advisors for the issuance of debt:

1. Financial Advisor - To be selected, when appropriate, by negotiation to provide financial analysis and advice related to the feasibility and structure of the proposed debt.
2. Bond Counsel - To be selected by negotiation for each debt issue.
3. Underwriters - To be selected by negotiation or competitive bid for each bond issue based upon the proposed structure for each issue.

### D. Call Provisions

Call provisions for bond issues shall be made as short as possible consistent with the lowest interest cost to the Authority. When possible, all bonds shall be callable only at par.

### E. Debt Refunding

Authority staff and the financial advisor shall monitor the municipal bond market for opportunities to obtain interest savings by refunding outstanding debt. As a general rule, the present value savings of a particular refunding should exceed 3.5% of the refunded maturities.

### F. Interest Earnings

Interest earnings received on the investment of bond proceeds shall be used to assist in paying the interest due on bond issues, to the extent permitted by law.

### G. Lease/Purchase Agreements

Over the lifetime of a lease, the total cost to the Authority will generally be higher than purchasing the asset outright. As a result, the use of lease/purchase agreements and certificates of participation in the acquisition of vehicles, equipment and other capital assets shall generally be avoided, particularly if smaller quantities of the capital asset(s) can be purchased on a "pay-as-you-go" basis.

# Salinas Valley Solid Waste Authority

## Financial Policies

### 6 - INVESTMENTS

The Authority's cash will be invested in such a manner so as to insure the absolute safety of principal and interest, meet the liquidity needs of the Authority, and achieve the highest possible yield after meeting the first two requirements.

A. Investment Policy

The Authority Treasurer is both authorized and required to promulgate a written Statement of Investment Policy which shall be presented to the Board annually.

B. Interest Earnings

Interest earned from investments shall be distributed to the operating funds from which the money was provided, with the exception that interest earnings received on the investment of bond proceeds shall be attributed and allocated to those debt service funds responsible for paying the principal and interest due on the particular bond issue.

# Salinas Valley Solid Waste Authority

## Financial Policies

### 7 - GRANTS

The Authority shall seek, apply for and effectively administer federal, state and foundation grants-in-aid that address the Authority's current priorities and policy objectives.

A. Grant Guidelines

The Authority shall apply, and facilitate the application by others, for only those grants that are consistent with the objectives and high priority needs previously identified by the Board. The potential for incurring ongoing costs, to include the assumption of support for grant-funded positions from local revenues, will be considered prior to applying for a grant.

B. Indirect Costs

The Authority shall recover full indirect costs unless the funding agency does not permit it. The Authority may waive or reduce indirect costs if doing so will significantly increase the effectiveness of the grant.

C. Grant Review

All grant submittals shall be reviewed for their cash match requirements, their potential impact on the operating budget, and the extent to which they meet the Authority's policy objectives. Departments shall seek Board approval prior to submission of a grant application. Should time constraints under the grant program make this impossible, the department shall obtain approval to submit an application from the CAO and then, at the earliest feasible time, seek formal Board approval. If there are cash match requirements, the source of funding shall be identified prior to application. An annual report on the status of grant programs and their effectiveness shall also be prepared.

D. Grant Program Termination

The Authority shall terminate grant-funded programs and associated positions when grant funds are no longer available unless alternate funding is identified.

# Salinas Valley Solid Waste Authority

## Financial Policies

### 8 - CLOSURE FUNDING

The Authority shall properly fund all closure and postclosure costs in accordance with CIWMB requirements.

A. Closure Funding

In accordance with CIWMB requirements, the Authority shall annually set aside sufficient funds to fully fund all accrued closure costs liability. These funds will be held in a separate Closure Fund restricted specifically for this purpose.

B. Postclosure Funding

In accordance with the Financial Assurances, the Authority shall fund postclosure costs from future revenues when those costs are incurred. The Authority will not pre-fund postclosure costs in its operating budget. The Authority has entered into Pledge of Revenue with the CIWMB for this purpose.

C. Closure Funding Calculations

The Authority shall, as part of the budget process, annually recalculate the closure costs on a per ton basis. Funds will be transferred on a monthly basis to the Closure funds based on tonnage land-filled. Post closure expense incurred as a result of current fiscal year solid waste disposal will be recorded as an expense on the Authority's financial statements with a corresponding liability.

# Salinas Valley Solid Waste Authority

## Financial Policies

### 9 - FISCAL MONITORING

Authority staff shall prepare and present to the Board regular reports that analyze, evaluate and forecast the Authority's financial performance and economic condition.

A. Financial Status and Performance Reports

Monthly reports comparing expenditures and revenues to current budget, noting the status of fund balances, and outlining any remedial actions necessary to maintain the Authority's financial position shall be prepared for review by the Board.

B. Five-year Forecast of Revenues and Expenditures

A five-year forecast of revenues and expenditures, to include a discussion of major trends affecting the Authority's financial position, shall be prepared in anticipation of the annual budget process. The forecast shall also examine critical issues facing the Authority, economic conditions, and the outlook for the upcoming budget year. The document shall provide insight into the Authority's financial position and alert the Board to potential problem areas requiring attention.

C. Semi-Annual Status Report on Capital Projects

A summary report on the contracts awarded, capital projects completed and the status of the Authority's various capital projects will be prepared at least semi-annually and presented to the Board.

D. Compliance with Board Policy Statements

The Financial Policies will be reviewed annually by the Board and updated, revised or refined as deemed necessary. Policy statements adopted by the Board are guidelines, and occasionally, exceptions may be appropriate and required. However, exceptions to stated policies will be specifically identified, and the need for the exception will be documented and fully explained.

# Salinas Valley Solid Waste Authority

## Financial Policies

### 10 - ACCOUNTING, AUDITING, AND FINANCIAL REPORTING

The Authority's accounting, auditing and financial reporting shall comply with prevailing local, state, and federal regulations, as well as current professional principles and practices as promulgated by authoritative bodies.

#### A. Conformance to Accounting Principles

The Authority's accounting practices and financial reporting shall conform to generally accepted accounting principles (GAAP) as promulgated by the Governmental Accounting Standards Board (GASB), the American Institute of Certified Public Accountants (AICPA), and the Government Finance Officers Association (GFOA).

#### B. Popular Reporting

In addition to issuing a comprehensive annual financial report (CAFR) in conformity with GAAP, the Authority shall supplement its CAFR with a simpler, "popular" report designed to assist those residents who need or desire a less detailed overview of the Authority's financial activities. This report should be issued no later than six months after the close of the fiscal year.

# Salinas Valley Solid Waste Authority

## Financial Policies

### 11 - INTERNAL CONTROLS

The Authority shall establish and maintain an internal control structure designed to provide reasonable assurance that Authority assets are safeguarded and that the possibilities for material errors in the Authority's financial records are minimized.

A. Proper Authorizations

Procedures shall be designed, implemented and maintained to ensure that financial transactions and activities are properly reviewed and authorized.

B. Separation of Duties

Job duties will be adequately separated to reduce, to an acceptable level, the opportunities for any person to be in a position to both perpetrate and conceal errors or irregularities in the normal course of assigned duties.

C. Proper Recording

Procedures shall be developed and maintained that will ensure financial transactions and events are properly recorded and that all financial reports may be relied upon as accurate, complete and up-to-date.

D. Access to Assets and Records

Procedures shall be designed and maintained to ensure that adequate safeguards exist over the access to and use of financial assets and records.

E. Independent Checks

Independent checks and audits will be made on staff performance to ensure compliance with established procedures and proper valuation of recorded amounts.

F. Costs and Benefits

Internal control systems and procedures must have an apparent benefit in terms of reducing and/or preventing losses. The cost of implementing and maintaining any control system should be evaluated against the expected benefits to be derived from that system.



# Salinas Valley Solid Waste Authority

## Financial Policies

### 12 - OPERATING BUDGET

The Authority's operating budget will implement the policy decisions of the Board. It will provide a clear picture of the Authority's resources and their use.

#### A. Budget Format

The budget shall provide a complete financial plan of all Authority funds and activities for the ensuing fiscal year and shall be in such form as the Chief Administrative Officer deems desirable or that the Board may require.

The budget shall begin with a clear general summary of its contents. It shall show in detail all estimated revenues, all carry-over fund balances and reserves, and all proposed expenditures, including debt service, for the ensuing fiscal year.

The total of proposed expenditures shall not exceed the total of estimated revenues plus the un-appropriated fund balance, exclusive of reserves, for any fund.

The budget will be organized on a program/service level format.

The budget development process will include the identification and evaluation of policy options for increasing and decreasing service levels.

#### B. Estimated Revenues

The Authority will annually update its revenue forecast to enhance the budgetary decision-making process.

In its budget projections, the Authority will attempt to match current expense to current revenue. If it becomes apparent that revenue shortfalls will create a deficit, efforts will be made first to reduce the deficiency through budgetary reductions.

If appropriate reductions are insufficient, the Board may decide, on an exception basis, to use an appropriate existing reserve, which is in excess of minimum reserve requirements.

#### C. Appropriations

In evaluating the level of appropriations for program enhancements, or reductions, the Authority will apply the following principles in the priority order given:

1. Essential services, which provide for the health and safety of residents will be funded to maintain current dollar levels.
2. The budget will provide for adequate ongoing maintenance of facilities and equipment.
3. Appropriations for program enhancements or reductions will be evaluated on a case-by-case basis rather than across the board.

# Salinas Valley Solid Waste Authority

## Financial Policies

4. When reductions in personnel are necessary to reduce expenditures, they shall be consistent with the Authority Board's established service level priorities and, when possible, shall be accomplished through normal attrition.
5. Programs, which are self-supported by special revenues or fees, shall be separately evaluated.

Prior to the Authority Board making any supplemental appropriation, the CAO or Finance Manager shall certify that funds in excess of those estimated in the budget are available for appropriation. Any such supplemental appropriations shall be made for the fiscal year by Board action up to the amount of any excess.

Appropriations may be reduced any time during the fiscal year by the Authority Board upon recommendation of the CAO. When appropriation reductions are recommended, the CAO shall provide specific recommendations to the Board, indicating the estimated amount of the reduction, any remedial actions taken, and recommendations as to any other steps to be taken.

The CAO may transfer appropriations between divisions, and division managers may transfer appropriations between programs and accounts within their individual divisions, but only the Board by resolution may appropriate funds from reserves or fund balances.

All appropriations, except for Capital Improvement Program and Grant Programs appropriations, shall lapse at the end of the fiscal year to the extent that they have not been expended or encumbered. An appropriation in the Capital Improvement Program shall continue in force until expended, revised, or cancelled.

The Authority will endeavor to budget an appropriated contingency account in all Divisions operating budget equal to one percent of the total Operating Budget to meet changing operational requirements during the fiscal year.

# Salinas Valley Solid Waste Authority

## Financial Policies

### 13 - CAPITAL ASSETS

The Authority will capitalize all capital assets in accordance with Generally Accepted Accounting Principles so as to maintain proper control of all capital assets.

A. Overview – The Finance Division will maintain a capital asset management system that will meet external financial reporting requirements and the needs of the Authority in line with these policies.

1. Capital assets are recorded as expenditures in governmental funds at the time the assets are received and the liability is incurred. These assets will be capitalized at cost on the government wide financial statements. Enterprise fixed assets are recorded as assets within the fund when purchased and a liability is incurred.
- i. GASB 34 defines Capital Assets as land, improvements to land, easements, buildings, building improvements, vehicles, machinery, equipment, works of art and historical treasures, infrastructure, and all other tangible or intangible assets that are used in operations and that have initial useful lives extending beyond a single reporting period.
- ii. GASB 34 defines Infrastructure Assets as long-lived capital assets that normally are stationary in nature and normally can be preserved for a significantly greater number of years than most capital assets. Examples include roads, bridges, tunnels, drainage systems, water and sewer systems, dams and lighting systems. Buildings that are an ancillary part of a network of infrastructure assets are included.

The Authority uses the most current edition of GOVERNMENTAL ACCOUNTING, AUDITING, AND FINANCIAL REPORTING (GAAFR) published by the Government Finance Officers Association (GFOA) as its authoritative guide in setting policy and establishing accounting procedures regarding capital assets.

B. Capitalization – Generally all capital assets with an original cost of \$25,000 or more will be capitalized (recorded as an asset on the balance sheet versus expensing the item). Infrastructure Assets with an original cost of \$150,000 or more will be capitalized. This capitalization policy addresses financial reporting, not control. The Authority follows the GFOA recommended practices for establishing capitalization thresholds. Specific capitalization requirements are described as follows:

1. The asset must cost \$25,000 or more.
2. The asset must have a useful life of two (2) or more years.
3. The capitalization threshold is applied to individual units of capital assets rather than groups. For example, ten items purchased for \$10,000 each will not be capitalized even though the total (\$100,000) exceeds the threshold of \$25,000.
4. For purposes of capitalization, the threshold will generally not be applied to components of capital assets. For example a keyboard, monitor and central processing unit purchased as components of a computer system will not be evaluated individually against the capitalization threshold. The entire computer system will be treated as a single asset. The capitalization threshold will be applied to a network if all component parts are required to make the asset

# Salinas Valley Solid Waste Authority

## Financial Policies

functional.

5. Repairs to existing capital assets will generally not be subject to capitalization unless the repair extends the useful life of the asset. In this case the repair represents an improvement and is subject to the requirements described number 6 below.
6. Improvements to existing capital assets will be presumed by definition to extend the useful life of the related capital asset and therefore will be subject to capitalization if the cost exceeds \$5,000.
7. Capital projects will be capitalized as "construction in progress" until completed. Personal computers will not be capitalized:

### C. Leased Assets-

Operating leased assets are usually short term and cancelable at anytime. The recording of an operating lease as a fixed asset is not required because the item is not purchased.

Capital leases will be capitalized if one or more of the following criteria are met and the chance of cancellation is low:

- a. Ownership is transferred by the end of the lease term
- b. The lease contains a bargain purchase option
- c. The lease term is greater than or equal to 75 percent of the asset's service life
- d. The present value of the minimum lease payment is greater than or equal to ninety percent (90%) of the fair market value of the asset at the inception of the lease.

Capital lease items are capitalized at the beginning of the lease period, regardless of when the title transfers. Capital leases are recorded at net present value of lease payments.

- D. Capital Asset Recording - It is the responsibility of the Finance Division to record, monitor and inventory all fixed assets. Each division will assign appropriate staff members to respond to verification, inventories, and filling out the necessary forms for recording transfers, dispositions or retired fixed assets.

- E. Acquisition of Capital Assets - Fixed assets may be acquired through direct purchase, lease-purchase or capital lease, construction, eminent domain, donations, and gifts.

When a capital asset is acquired the funding source will be identified.

If funds are provided by a specific funding source, a record will be made of that specific source such as:

- ❖ Bond Proceeds
- ❖ State Grants

- F. Measuring the Cost and/or Value - Capital assets are recorded at their "historical cost", which is the original cost of the assets. Donations accepted by the Authority will be valued at the fair market value at the time of donation. Costs include purchase price (less discounts) and any other reasonable and necessary costs incurred to place the asset in its intended location and prepare it for service. Costs could include the following:

# Salinas Valley Solid Waste Authority

## Financial Policies

Sales Tax  
Freight charges  
Legal and title fees  
Closing costs  
Appraisal and negotiation fees  
Surveying fees  
Land-preparation costs  
Demolition costs  
Relocation costs  
Architect and accounting fees  
Insurance premiums and interest costs during construction

- G. Establishing Cost in the Absence of Historical Records - According to the GASB 34, an estimate of the original cost is allowable. Standard costing is one method of estimating historical cost using a known average installed cost for a like unit at the estimated date of acquisition. Another recognized method is normal costing wherein an estimate of historical cost is based on current cost of reproduction new indexed by a reciprocal factor of the price increase of a specific item or classification from the appraisal date to the estimated date acquired. When necessary the Authority will use whichever method gives the most reasonable amount based on available information.
- H. Recording Costs Incurred After Acquisition - Expenditures/expenses for replacing a component part of an asset are not capitalized. However, expenditures/expenses that either enhance a capital asset's functionality (effectiveness or efficiency), or that extend a capital asset's expected useful life are capitalized. For example, periodically slurry sealing a street would be treated as a repair (the cost would not be capitalized), while an overlay or reconstruction would be capitalized. Adding a new lane constitutes an addition and would therefore also be capitalized.
- I. Disposition or Retirement of Fixed Assets - It is the Authority's policy that divisions wishing to dispose of surplus, damaged or inoperative equipment must notify the Finance Division.
- The Authority will conduct public auctions, as necessary, for the purpose of disposing of surplus property. Auctions will be conducted by the Finance Division. The original cost less depreciation will then be removed from the Authority's capital asset management system.
- J. Transfer of Assets - The transfer of fixed assets between divisions requires notification to the Finance Department.
- K. Depreciation - In accordance with GASB Statement No. 34 the Authority will record depreciation expense on all capital assets, except for inexhaustible assets.
- The Authority will use straight-line depreciation using the half-year convention or mid month as appropriate. Depreciation will be calculated for half a year in the year of acquisition and the year of disposition. Depreciation will be calculated over the estimated useful life of the asset.
- L. Recommended Lives - The Authority follows GFOA Recommended Practices when establishing recommended lives for capitalized assets. In accordance with GASB 34 the Authority will rely on "general guidelines obtained from professional or industry organizations." In particular the Authority will rely on estimated useful lives published by GFOA. If the life of a particular asset is estimated to be different than these guidelines, it

# Salinas Valley Solid Waste Authority

## Financial Policies

may be changed. The following is a summary for the estimated useful lives:

<u>Asset Class</u>	<u>Useful Life</u>
Buildings	20 to 50 years
Improvements	15 to 45 years
Infrastructure	20 to 50 years
Equipment and Machinery	5 to 20 years

- M. Control of Assets – In accordance with GFOA Recommended Practice the Authority will exercise control over the non-capitalized tangible capital-type items by establishing and maintaining adequate control procedures at the division level. The Authority's capitalization threshold of \$5,000 meets financial reporting needs and is not designed for nor particularly suited to maintain control over lower cost capital assets. It is the responsibility of each division to maintain inventories of lower-cost capital assets to ensure adequate control and safekeeping of these assets.
- N. Maintenance Schedules - The Authority shall develop and implement maintenance and replacement schedules with a goal of maximizing the useful life of all assets. The schedules shall include estimates of annual maintenance and/or replacement funding required for each asset.
- O. Maintenance Funding - The Authority shall identify specific sources of funds for the annual maintenance or replacement of each asset. Whenever possible, the maintenance or replacement funding shall be identified from a source other than the Authority General Fund. The Authority shall endeavor to set aside, on an annual basis, one and one-half percent (1½%) of its Operating Budget to provide for on-going maintenance and required replacement of assets that cannot be reasonably funded from other sources.
- Q. Inventorying – The Authority will follow the GFOA recommended practice of performing a physical inventory of its capitalized capital assets, either simultaneously or on a rotating basis, so that all capital assets are physically accounted for at least once every five years.
- R. Tagging – The Authority will tag only moveable equipment with a value of \$5,000 or higher. Rolling stock items will not be tagged. They will be identified by the VIN number. The Finance department will be responsible for tagging equipment.



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## RESOLUTION NO. 2014 – 07

### **A RESOLUTION OF THE SALINAS VALLEY SOLID WASTE AUTHORITY APPROVING SERVICE FEES EFFECTIVE JULY 1, 2014 FOR RECYCLING, RESOURCE RECOVERY, AND DISPOSAL AT AUTHORITY LANDFILLS AND TRANSFER STATIONS AND ADMINISTRATIVE SERVICES**

**WHEREAS** the Board of Directors of the Salinas Valley Solid Waste Authority held a public hearing on March 20, 2014 to review the Disposal Fees and Rates for FY 2014-15; and

**WHEREAS** a \$3.00 per ton increase in the Salinas Transportation Surcharge is necessary to cover the cost of transporting Republic Services waste from Salinas to Johnson Canyon Landfill; and

**WHEREAS** the Authority Board previously agreed to not increase tipping fee or AB939 Fees.

**NOW THEREFORE BE IT RESOLVED** by the Board of Directors of the Salinas Valley Solid Waste Authority that the Disposal Fees and Rates Schedule attached hereto as "Exhibit A" is hereby approved to become effective July 1, 2014.

**BE IT FURTHER RESOLVED** that the General Manager/CAO is hereby authorized to make adjustments to the Disposal Fees and Rates Schedule on a case by case basis for recyclable/diverted materials where there is a clear benefit to the Authority or when there is an instance of a situation not covered by the Disposal Fees and Rates Schedule. In such instances, the Board will be notified at the next scheduled meeting.

**PASSED AND ADOPTED** by the Board of Directors of the Salinas Valley Solid Waste Authority at a regular meeting duly held on the 20th day of March 2014, by the following vote:

AYES: BOARD MEMBERS: ARMENTA, CULLEN, DE LA ROSA, GUNTER (ALT),  
LUTES, PEREZ, RODRIGUEZ (ALT), SALINAS, SILVA

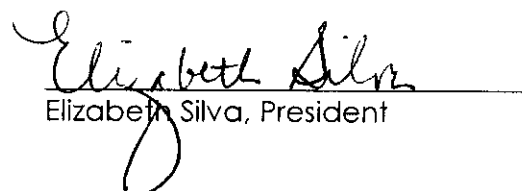
NOES: BOARD MEMBERS: NONE

ABSENT: BOARD MEMBERS: BARRERA, MORENO

ABSTAIN: BOARD MEMBERS: NONE

ATTEST:

  
Elia Zavala, Clerk of the Board

  
Elizabeth Silva, President



# **SALINAS VALLEY SOLID WASTE AUTHORITY**

## **DISPOSAL FEES AND RATES**

Effective July 1, 2014

**Current  
Fee or Rate**

**Proposed  
Changes**

### **LANDFILLED MATERIALS**

**Franchise Haulers (Class III Solid Waste)**

\$ 67.00 Per Ton

**Self Haul Loads at all Sites**

Minimum charge per load (up to 500 lbs.)

\$ 15.00 Per Load

Loads weighing between 501 and 999 lbs.

\$ 30.00 Per Load

Loads weighing 1,000 lbs. and above

\$ 67.00 Per Ton

**Fumigation or Mulch Plastic/Drip Tape - Johnson Canyon only**

Loads weighing 500 lbs. or less

\$ 18.75 Per Load

Loads weighing between 501 and 999 lbs.

\$ 37.50 Per Load

Loads weighing 1,000 pounds and above

\$ 75.00 Per Ton

**Nonfriable Asbestos**

\$ 90.00 Per Ton

Up to 1 cubic yard w/o pre-approval) wetted and double bagged

**Note: Usefulness and suitability of materials is subject to scale house personnel's discretion.**

**Special Handling Charge (in addition to cost per ton) - Johnson Canyon only**

Remediated Soil Handling

\$ 100.00 Each

Certified Burials (under 20' trailer)

\$ 105.00 Each

Certified Burials (20' and over trailer)

\$ 210.00 Each

**Tarps**

\$ 10.00 Each

Untarped Loads

Additional 50% of the Required Fee

**Compost Bins**

\$ 49.95 Each

**\*Soil (Loaded by the Customer) - Johnson Canyon**

\$ 1.00

Per Cubic Yard  
Up to 500 C.Y.

### **AB939 Fees (Total Remains same as 2013-14)**

AB939 Fees Total \$ 1,731,980 Annual

Fee is charged to franchise haulers based on prior year tonnage:  
Fee allocation is as follows:

	2012-13 Tons Landfilled	Percent	Annual	Monthly
Republic Services of Salinas	93,236	64.4%	\$ 1,115,134	\$ 92,928
Waste Management - Unincorporated area	29,130	20.1%	\$ 348,407	\$ 29,034
Tri-Cities - Soledad	6,294	4.3%	\$ 75,278	\$ 6,273
Waste Management - King City	7,497	5.2%	\$ 89,665	\$ 7,472
Tri-Cities - Greenfield	5,809	4.0%	\$ 69,477	\$ 5,790
Tri-Cities - Gonzales	2,844	2.0%	\$ 34,019	\$ 2,835
	144,810	100%	\$ 1,731,980	\$ 144,332

# **SALINAS VALLEY SOLID WASTE AUTHORITY**

## **DISPOSAL FEES AND RATES** Effective July 1, 2014

**Current  
Fee or Rate**

**Proposed  
Changes**

### **SOURCE SEPARATED DIVERTIBLE MATERIALS**

<b><u>Cardboard</u></b>	No Charge		
<b><u>Recyclable plastic and glass containers, aluminum and paper</u></b>	No Charge		
<b><u>Metal</u></b>	No Charge		
<b><u>Construction and Demolition materials</u></b>			
Mixed Dirty	\$	58.00	Per Ton
Minimum charge per load (up to 500 lbs.)	\$	14.50	Per Load
Loads weighing between 501 and 999 lbs.	\$	29.00	Per Load
Loads weighing 1,000 lbs. and above	\$	58.00	Per Ton
<b><u>Mattresses and box springs</u></b>	\$	15.00	Each
<b><u>Greenwaste and Wood</u></b>			
Minimum charge up to 500 lbs.	\$	10.00	Per Load
Loads weighing between 501 and 999 lbs.	\$	15.00	Per Load
Loads weighing 1,000 lbs. and above	\$	36.00	Per Ton
Wood Stumps (3 feet and over in diameter) & Tree limbs	\$	67.00	Per Ton
<b><u>Soil and Aggregate (Johnson Canyon Landfill only)</u></b>			
Clean Fill Dirt (up to 10 c.y. without pre-approval)	\$	10.00	Per Ton
Asphalt (suitable for road base)	\$	1.00	Per Ton
Concrete (suitable for road base - no rebar)	\$	1.00	Per Ton
Concrete with rebar/pipe	\$	10.00	Per Ton
<b><u>Biosolids - subject to pre-approval (Johnson Canyon Landfill only)</u></b>	\$	28.00	Per Ton
<b><u>Tires (without rims only)</u></b>			
Auto/Light Truck Tires less than 42"	\$	2.00	Each
Auto/Light Truck Tires more than 42"	\$	10.00	Each
Commercial Tires	\$	75.00	Each
Equipment Tires	\$	150.00	Each
Altered Tires (split, sliced, quartered)	\$	67.00	Per Ton

### **HOUSEHOLD HAZARDOUS WASTE AT COLLECTION FACILITIES**

All commercial customers  
Households outside the Authority's service area  
**Minimum charge \$1.50 per lb.**

Absorbent	\$	1.50	Per Lb.
Acids/Bases	\$	1.50	Per Lb.
Aerosols	\$	1.25	Per Can

## **SALINAS VALLEY SOLID WASTE AUTHORITY**

### **DISPOSAL FEES AND RATES Effective July 1, 2014**

	<b>Current Fee or Rate</b>	<b>Proposed Changes</b>
Antifreeze	\$ 1.50 Per Lb.	
Environmentally Hazardous Substances (Reactive and Solvents)	\$ 5.00 Per Lb.	
Flammable Liquids	\$ 1.50 Per Lb.	
Flammable Sludge	\$ 1.50 Per Lb.	
Motor Oil - contaminated	\$ 1.50 Per Lb.	
Oil Filters (autos and small trucks)	\$ 1.50 Each	
Oil Filters (trucks and equipment)	\$ 10.00 Each	
Oxidizers	\$ 1.50 Per Lb.	
Paint and Paint Related Materials	\$ 1.50 Per Lb.	
Pesticides	\$ 1.50 Per Lb.	
HHW Clean-up Service Fee	\$ 75.00 Hour	
HHW Sorting Fee	\$ 25.00 Per customer	
<b><u>Appliances and Air Conditioners</u></b>		
Without refrigerant	No Charge	
With refrigerant	\$ 15.00 Each	
<b><u>Gas Cylinders (Propane, helium, fire extinguishers only)</u></b>		
Must be empty with valve open		
1 liter	\$ 1.50 Each	
5 gallons	\$ 8.00 Each	
<b><u>Sharps Disposal (non-commercial only)</u></b>		
Used needles and lancets ( in an approved container)	No Charge	
<b><u>Sharps Containers (non-commercial only)</u></b>		
3 Quart Container	\$ 5.00 Each	

## **UNIVERSAL WASTE AT HHW COLLECTION FACILITIES**

**Minimum charge \$1.50 per pound**

Batteries	
Alkaline or Rechargeable A, AA, AAA, B, C, D and 6 volt Nickel-Cadmium, Lithium, Silver Oxide-Hydride Cells, Lead Gel Cells, Nickel-Metal, and Lithium	\$ 1.50 Per Lb.
UPS/Automobile and Light Truck Batteries	No Charge
CRT (televisions and computer monitors)	No Charge
Cell Phones	No Charge
Computers, keyboard and printers	No Charge

# **SALINAS VALLEY SOLID WASTE AUTHORITY**

## **DISPOSAL FEES AND RATES** Effective July 1, 2014

	<b>Current Fee or Rate</b>	<b>Proposed Changes</b>
Copiers, mimeographs, facsimile machines	No Charge	
Compact Fluorescent Bulbs	\$ 1.50 Per Lb.	
Fluorescent Lamps	\$ 1.50 Per Lb.	
Halogen, High Pressure Sodium Tubes	\$ 1.50 Per Lb.	
Fluorescent Ballasts (PCB)	\$ 2.00 Per Lb.	
Kitchen appliances: microwaves, toaster, toaster ovens	No Charge	
Mercury	\$ 7.00 Per Lb.	
Mercury thermostats, thermometers or switches	\$ 1.00 Each	
Toner, developer, ink cartridges (office use)	\$ 1.00 Per Lb.	
Toner and developer (industrial use)	\$ 1.50 Per Lb.	

## **ADMINISTRATIVE & SPECIAL FEES**

Salinas Transportation Surcharge (applies only to Salinas Franchise Waste)	\$ 11.00 Per Ton	\$ 14.00
Agenda Packets for Board or Executive Committee	\$ 116.00 Annually	
Agendas Only	\$ 26.00 Annually	
Agendas Only for Public Agencies	\$ 18.00 Annually	
Reproduction of Public Records	\$ 0.10 Per Page	
Copies of Weight Tags	\$ 20.00 Each	
Returned Check Fee	\$ 25.00 Each	
Finance Charge on accounts 30+ Days Past Due	1.5% per mo., 18% annually	
Media duplication for disks, cds, tapes	Actual Cost \$5.00 Min. Each	
Plans & Specifications for Construction Projects	Actual Cost \$15.00 Min. Per Set	
Full Size Plans for Construction Projects	Actual Cost \$15.00 Min Per Set	



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## RESOLUTION NO. 2014 –

### A RESOLUTION OF THE SALINAS VALLEY SOLID WASTE AUTHORITY APPROVING OPERATING BUDGET FOR FY 2014-15

**WHEREAS**, on February 20, 2014, the Board of Directors of the Salinas Valley Solid Waste Authority reviewed the proposed operating budget; and,

**WHEREAS**, the Board held a public hearing on March 20, 2014, to discuss the proposed FY 2014-15 rates; and,

**WHEREAS**, on March 20, 2014, the Board approved a \$3.00 per ton increase in the Salinas Transportation Surcharge and the reallocation of the AB939 Service Fee;

**NOW THEREFORE BE IT RESOLVED**, by the Board of Directors of the Salinas Valley Solid Waste Authority, that the Operating Budget for Fiscal Year 2013-14, attached hereto as "Exhibit A" is hereby approved to become effective July 1, 2014; and,

**BE IT FURTHER RESOLVED**, that the General Manager/CAO is hereby authorized to implement the budget in accordance with the Authority's financial policies.

**PASSED AND ADOPTED** by the Board of Directors of the Salinas Valley Solid Waste Authority at a regular meeting duly held on the 15th day of May 2014, by the following vote:

AYES: BOARD MEMBERS:

NOES: BOARD MEMBERS:

ABSENT: BOARD MEMBERS:

ABSTAIN: BOARD MEMBERS:

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Elizabeth Silva, President

ATTEST:

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Elia Zavala, Clerk of the Board



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**ADJUSTED SERVICE RATES  
EFFECTIVE JANUARY 1, 2014**

**BASIC FACILITY SERVICE FEES FOR  
LANDFILL OPERATIONS**

	Johnson Canyon Road Landfill (7-Day per Week Operation)
	When CHL is inactive
First year Minimum annual tonnage level	214,095
Median tonnage level	237,883
First year Maximum annual tonnage level	261,671
Basic Monthly Service Fee (\$/month)	
Current Rate	\$163,034
Increase Factor	1.0132
Adjusted Rate	\$165,186
Excess Tonnage Fee (Authority pays \$/ton)	
Current Rate	\$7.51
Increase Factor	1.0132
Adjusted Rate	\$7.61
Shortfall Tonnage Payment (Contractor pays \$/ton)	
Current Rate	\$2.70
Increase Factor	1.0132
Adjusted Rate	\$2.74
Extended Hours - Landfill	
Cost per year	\$32,474
Increase Factor	1.0132
Adjusted Rate	\$32,903
Cost per month	\$2,742





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**SALINAS VALLEY SOLID WASTE AUTHORITY**  
**PERSONNEL ALLOCATION PROPOSED APPROVED DATE: MARCH 20, 2014**

Program and Position	11-12	12-13	12-13	13-14	13-14	13-14	14-15
		Approved 06/21/12	Approved 09/20/12	Approved 03/21/13	Approved 06/20/13	Approved 09/26/13	Proposed 03/20/14
<b>Administration</b>							
General Manager/CAO	1	1	1	1	1	1	1
Administrative Manager	1	1	1	1	1	0	0
Human Resources/Organizational Development Mgr						1	1
Administrative Support Assistant I	1	1	1	1	1	1	1
Administrative Support Assistant II	0.5	0.5	0.5	0.5	0.5	0.5	0.5
Clerk of the Board	1	1	1	1	1	1	1
Human Resources Technician	1	1	1	1	1	0	0
Human Resources Generalist						1	1
<b>Total Administration</b>	<b>5.5</b>	<b>5.5</b>	<b>5.5</b>	<b>5.5</b>	<b>5.5</b>	<b>5.5</b>	<b>5.5</b>
<b>Finance</b>							
Accountant	1	1	1	1	1	1	1
Accounting Technician	1	1	1	1	1	1	1
Administrative Support Assistant II	0.5	0.5	0.5	0.5	0.5	0.5	0.5
Business Services Supervisor	1	1	1	1	1	1	1
Finance Manager	1	1	1	1	1	1	1
<b>Total Finance</b>	<b>4.5</b>	<b>4.5</b>	<b>4.5</b>	<b>4.5</b>	<b>4.5</b>	<b>4.5</b>	<b>4.5</b>
<b>Resource Recovery</b>							
Contracts & Grants Analyst	1	1	1	1	1	1	1
Diversion Manager	1	1	1	1	1	1	1
Recycling Coordinator	1	1	1	1	1	1	1
Resource Recovery Technician	2	2	2	2	2	2	2
<b>Total Resource Recovery</b>	<b>5</b>	<b>5</b>	<b>5</b>	<b>5</b>	<b>5</b>	<b>5</b>	<b>5</b>
<b>Engineering</b>							
Authority Engineer	1	1	1	1	1	1	1
<b>Total Engineering</b>	<b>1</b>	<b>1</b>	<b>1</b>	<b>1</b>	<b>1</b>	<b>1</b>	<b>1</b>
<b>Operations</b>							
Assistant GM of Engineering and Operations	1	1	1	0	0	0	0
Field Operations Supervisor II	1	1	0	0	0	0	0
<i>Field Operations Supervisor I</i>				1	1	1	2
Diversion Driver	1	1	1	1	0	0	0
Diversion Worker I	2	3	3	3	3	3	6
Diversion Worker II				1	1	1	2
<i>Equipment Operator/Driver</i>	4	4	4	4	5	5	5
<i>Equipment Operator/Driver/Lead</i>	1	1	1	1	1	1	1
<i>Heavy Equipment Operator</i>							3
<i>Heavy Equipment Operator/Lead</i>							1
HHW Maintenance Worker II	3	3	3	3	3	3	3
Household Hazardous Waste Technician	1	1	1	1	1	1	1
Operations Manager			1	1	1	1	1
Scalehouse Cashier	4	4	4	4	4	4	4
Solid Waste Technician II	1	1	1	1	0	0	0
Solid Waste Technician I					1	1	1
<b>Frozen Positions</b>							
Diversion Driver	3	3	3	3	3	3	3
Diversion Worker I	1	0	0	0	0	0	0
Diversion Worker II	1	1	1	0	0	0	0
<b>Total Operations</b>	<b>24</b>	<b>24</b>	<b>24</b>	<b>24</b>	<b>24</b>	<b>24</b>	<b>33</b>
<b>Total Full Time Equivalents</b>	<b>40</b>	<b>40</b>	<b>40</b>	<b>40</b>	<b>40</b>	<b>40</b>	<b>49</b>



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**SALINAS VALLEY SOLID WASTE AUTHORITY  
SALARY SCHEDULE  
PROPOSED EFFECTIVE DATE: MARCH 20, 2014**

POSITION	SALARY RANGE		STEP 1	STEP 2	STEP 3	STEP 4	STEP 5	STEP 6	STEP 7	STEP 8	STEP 9	STEP 10 2.50%	STEP 11 2%
1.0	Hourly		7.742	7.938	8.140	8.342	8.550	8.763	8.983	9.208	9.438	9.681	9.877
	Bi-Weekly		619.38	635.08	651.23	667.38	684.00	701.08	718.62	736.62	755.08	774.46	790.15
	Monthly		1,342.00	1,376.00	1,411.00	1,446.00	1,482.00	1,519.00	1,557.00	1,596.00	1,636.00	1,678.00	1,712.00
	Annual		16,104.00	16,512.00	16,932.00	17,352.00	17,784.00	18,228.00	18,684.00	19,152.00	19,632.00	20,136.00	20,544.00
1.5	Hourly		7.938	8.140	8.342	8.550	8.763	8.983	9.208	9.438	9.681	9.923	10.119
	Bi-Weekly		635.08	651.23	667.38	684.00	701.08	718.62	736.62	755.08	774.46	793.85	809.54
	Monthly		1,376.00	1,411.00	1,446.00	1,482.00	1,519.00	1,557.00	1,596.00	1,636.00	1,678.00	1,720.00	1,754.00
	Annual		16,512.00	16,932.00	17,352.00	17,784.00	18,228.00	18,684.00	19,152.00	19,632.00	20,136.00	20,640.00	21,048.00
2.0	Hourly		8.140	8.342	8.550	8.763	8.983	9.208	9.438	9.681	9.923	10.171	10.373
	Bi-Weekly		651.23	667.36	684.00	701.04	718.64	736.64	755.04	774.48	793.84	813.68	829.85
	Monthly		1,411.00	1,446.00	1,482.00	1,519.00	1,557.00	1,596.00	1,636.00	1,678.00	1,720.00	1,763.00	1,798.00
	Annual		16,932.00	17,352.00	17,784.00	18,228.00	18,684.00	19,152.00	19,632.00	20,136.00	20,640.00	21,156.00	21,576.00
2.5	Hourly		8.342	8.550	8.763	8.983	9.208	9.438	9.681	9.923	10.171	10.425	10.633
	Bi-Weekly		667.38	684.00	701.04	718.64	736.64	755.04	774.48	793.84	813.68	834.00	850.62
	Monthly		1,446.00	1,482.00	1,519.00	1,557.00	1,596.00	1,636.00	1,678.00	1,720.00	1,763.00	1,807.00	1,843.00
	Annual		17,352.00	17,784.00	18,228.00	18,684.00	19,152.00	19,632.00	20,136.00	20,640.00	21,156.00	21,684.00	22,116.00
3.0	Hourly		8.550	8.763	8.983	9.208	9.438	9.681	9.923	10.171	10.425	10.685	10.898
	Bi-Weekly		684.00	701.04	718.64	736.64	755.04	774.48	793.84	813.68	834.00	854.80	871.85
	Monthly		1,482.00	1,519.00	1,557.00	1,596.00	1,636.00	1,678.00	1,720.00	1,763.00	1,807.00	1,852.00	1,889.00
	Annual		17,784.00	18,228.00	18,684.00	19,152.00	19,632.00	20,136.00	20,640.00	21,156.00	21,684.00	22,224.00	22,668.00
3.5	Hourly		8.763	8.983	9.208	9.438	9.681	9.923	10.171	10.425	10.685	10.956	11.175
	Bi-Weekly		701.04	718.64	736.64	755.04	774.48	793.84	813.68	834.00	854.80	876.48	894.00
	Monthly		1,519.00	1,557.00	1,596.00	1,636.00	1,678.00	1,720.00	1,763.00	1,807.00	1,852.00	1,899.00	1,937.00
	Annual		18,228.00	18,684.00	19,152.00	19,632.00	20,136.00	20,640.00	21,156.00	21,684.00	22,224.00	22,788.00	23,244.00
4.0	Hourly		8.983	9.208	9.438	9.681	9.923	10.171	10.425	10.685	10.956	11.233	11.458
	Bi-Weekly		718.64	736.64	755.04	774.48	793.84	813.68	834.00	854.80	876.48	898.64	916.62
	Monthly		1,557.00	1,596.00	1,636.00	1,678.00	1,720.00	1,763.00	1,807.00	1,852.00	1,899.00	1,947.00	1,986.00
	Annual		18,684.00	19,152.00	19,632.00	20,136.00	20,640.00	21,156.00	21,684.00	22,224.00	22,788.00	23,364.00	23,832.00
4.5	Hourly		9.208	9.438	9.681	9.923	10.171	10.425	10.685	10.956	11.233	11.510	11.740
	Bi-Weekly		736.64	755.04	774.48	793.84	813.68	834.00	854.80	876.48	898.64	920.80	939.23
	Monthly		1,596.00	1,636.00	1,678.00	1,720.00	1,763.00	1,807.00	1,852.00	1,899.00	1,947.00	1,995.00	2,035.00
	Annual		19,152.00	19,632.00	20,136.00	20,640.00	21,156.00	21,684.00	22,224.00	22,788.00	23,364.00	23,940.00	24,420.00
5.0	Hourly		9.438	9.681	9.923	10.171	10.425	10.685	10.956	11.233	11.510	11.798	12.035
	Bi-Weekly		755.04	774.48	793.84	813.68	834.00	854.80	876.48	898.64	920.80	943.84	962.77
	Monthly		1,636.00	1,678.00	1,720.00	1,763.00	1,807.00	1,852.00	1,899.00	1,947.00	1,995.00	2,045.00	2,086.00
	Annual		19,632.00	20,136.00	20,640.00	21,156.00	21,684.00	22,224.00	22,788.00	23,364.00	23,940.00	24,540.00	25,032.00

**SALINAS VALLEY SOLID WASTE AUTHORITY  
SALARY SCHEDULE  
PROPOSED EFFECTIVE DATE: MARCH 20, 2014**

POSITION	SALARY RANGE		STEP 1	STEP 2	STEP 3	STEP 4	STEP 5	STEP 6	STEP 7	STEP 8	STEP 9	STEP 10 2.50%	STEP 11 2%
5.5	Hourly		9.681	9.923	10.171	10.425	10.685	10.956	11.233	11.510	11.798	12.092	12.335
	Bi-Weekly		774.48	793.84	813.68	834.00	854.80	876.48	898.64	920.80	943.84	967.36	986.77
	Monthly		1,678.00	1,720.00	1,763.00	1,807.00	1,852.00	1,899.00	1,947.00	1,995.00	2,045.00	2,096.00	2,138.00
	Annual		20,136.00	20,640.00	21,156.00	21,684.00	22,224.00	22,788.00	23,364.00	23,940.00	24,540.00	25,152.00	25,656.00
6.0	Hourly		9.923	10.171	10.425	10.685	10.956	11.233	11.510	11.798	12.092	12.392	12.640
	Bi-Weekly		793.84	813.68	834.00	854.80	876.48	898.64	920.80	943.84	967.36	991.36	1,011.23
	Monthly		1,720.00	1,763.00	1,807.00	1,852.00	1,899.00	1,947.00	1,995.00	2,045.00	2,096.00	2,148.00	2,191.00
	Annual		20,640.00	21,156.00	21,684.00	22,224.00	22,788.00	23,364.00	23,940.00	24,540.00	25,152.00	25,776.00	26,292.00
6.5	Hourly		10.171	10.425	10.685	10.956	11.233	11.510	11.798	12.092	12.392	12.704	12.958
	Bi-Weekly		813.68	834.00	854.80	876.48	898.64	920.80	943.84	967.36	991.36	1,016.32	1,036.62
	Monthly		1,763.00	1,807.00	1,852.00	1,899.00	1,947.00	1,995.00	2,045.00	2,096.00	2,148.00	2,202.00	2,246.00
	Annual		21,156.00	21,684.00	22,224.00	22,788.00	23,364.00	23,940.00	24,540.00	25,152.00	25,776.00	26,424.00	26,952.00
7.0	Hourly		10.425	10.685	10.956	11.233	11.510	11.798	12.092	12.392	12.704	13.021	13.281
	Bi-Weekly		834.00	854.80	876.48	898.64	920.80	943.84	967.36	991.36	1,016.32	1,041.68	1,062.46
	Monthly		1,807.00	1,852.00	1,899.00	1,947.00	1,995.00	2,045.00	2,096.00	2,148.00	2,202.00	2,257.00	2,302.00
	Annual		21,684.00	22,224.00	22,788.00	23,364.00	23,940.00	24,540.00	25,152.00	25,776.00	26,424.00	27,084.00	27,624.00
7.5	Hourly		10.685	10.956	11.233	11.510	11.798	12.092	12.392	12.704	13.021	13.344	13.610
	Bi-Weekly		854.80	876.48	898.64	920.80	943.84	967.36	991.36	1,016.32	1,041.68	1,067.52	1,088.77
	Monthly		1,852.00	1,899.00	1,947.00	1,995.00	2,045.00	2,096.00	2,148.00	2,202.00	2,257.00	2,313.00	2,359.00
	Annual		22,224.00	22,788.00	23,364.00	23,940.00	24,540.00	25,152.00	25,776.00	26,424.00	27,084.00	27,756.00	28,308.00
Student Intern	8.0	Hourly	10.956	11.233	11.510	11.798	12.092	12.392	12.704	13.021	13.344	13.685	13.956
		Bi-Weekly	876.48	898.64	920.80	943.84	967.36	991.36	1,016.32	1,041.68	1,067.52	1,094.80	1,116.46
		Monthly	1,899.00	1,947.00	1,995.00	2,045.00	2,096.00	2,148.00	2,202.00	2,257.00	2,313.00	2,372.00	2,419.00
		Annual	22,788.00	23,364.00	23,940.00	24,540.00	25,152.00	25,776.00	26,424.00	27,084.00	27,756.00	28,464.00	29,028.00
	8.5	Hourly	11.233	11.510	11.798	12.092	12.392	12.704	13.021	13.344	13.685	14.019	14.302
		Bi-Weekly	898.64	920.80	943.84	967.36	991.36	1,016.32	1,041.68	1,067.52	1,094.80	1,121.52	1,144.15
		Monthly	1,947.00	1,995.00	2,045.00	2,096.00	2,148.00	2,202.00	2,257.00	2,313.00	2,372.00	2,430.00	2,479.00
		Annual	23,364.00	23,940.00	24,540.00	25,152.00	25,776.00	26,424.00	27,084.00	27,756.00	28,464.00	29,160.00	29,748.00
	9.0	Hourly	11.510	11.798	12.092	12.392	12.704	13.021	13.344	13.685	14.019	14.371	14.660
		Bi-Weekly	920.80	943.84	967.36	991.36	1,016.32	1,041.68	1,067.52	1,094.80	1,121.52	1,149.68	1,172.77
		Monthly	1,995.00	2,045.00	2,096.00	2,148.00	2,202.00	2,257.00	2,313.00	2,372.00	2,430.00	2,491.00	2,541.00
		Annual	23,940.00	24,540.00	25,152.00	25,776.00	26,424.00	27,084.00	27,756.00	28,464.00	29,160.00	29,892.00	30,492.00

**SALINAS VALLEY SOLID WASTE AUTHORITY  
SALARY SCHEDULE  
PROPOSED EFFECTIVE DATE: MARCH 20, 2014**

POSITION	SALARY RANGE		STEP 1	STEP 2	STEP 3	STEP 4	STEP 5	STEP 6	STEP 7	STEP 8	STEP 9	STEP 10 2.50%	STEP 11 2%
	9.5	Hourly	11.798	12.092	12.392	12.704	13.021	13.344	13.685	14.019	14.371	14.735	15.029
		Bi-Weekly	943.84	967.36	991.36	1,016.32	1,041.68	1,067.52	1,094.80	1,121.52	1,149.68	1,178.80	1,202.31
		Monthly	2,045.00	2,096.00	2,148.00	2,202.00	2,257.00	2,313.00	2,372.00	2,430.00	2,491.00	2,554.00	2,605.00
		Annual	24,540.00	25,152.00	25,776.00	26,424.00	27,084.00	27,756.00	28,464.00	29,160.00	29,892.00	30,648.00	31,260.00
	10.0	Hourly	12.092	12.392	12.704	13.021	13.344	13.685	14.019	14.371	14.735	15.104	15.404
		Bi-Weekly	967.36	991.36	1,016.32	1,041.68	1,067.52	1,094.80	1,121.52	1,149.68	1,178.80	1,208.32	1,232.31
		Monthly	2,096.00	2,148.00	2,202.00	2,257.00	2,313.00	2,372.00	2,430.00	2,491.00	2,554.00	2,618.00	2,670.00
		Annual	25,152.00	25,776.00	26,424.00	27,084.00	27,756.00	28,464.00	29,160.00	29,892.00	30,648.00	31,416.00	32,040.00
Diversion Worker I	10.5	Hourly	12.392	12.704	13.021	13.344	13.685	14.019	14.371	14.735	15.104	15.479	15.790
		Bi-Weekly	991.36	1,016.32	1,041.68	1,067.52	1,094.80	1,121.52	1,149.68	1,178.80	1,208.32	1,238.32	1,263.23
		Monthly	2,148.00	2,202.00	2,257.00	2,313.00	2,372.00	2,430.00	2,491.00	2,554.00	2,618.00	2,683.00	2,737.00
		Annual	25,776.00	26,424.00	27,084.00	27,756.00	28,464.00	29,160.00	29,892.00	30,648.00	31,416.00	32,196.00	32,844.00
	11.0	Hourly	12.704	13.021	13.344	13.685	14.019	14.371	14.735	15.104	15.479	15.865	16.183
		Bi-Weekly	1,016.32	1,041.68	1,067.52	1,094.80	1,121.52	1,149.68	1,178.80	1,208.32	1,238.32	1,269.20	1,294.62
		Monthly	2,202.00	2,257.00	2,313.00	2,372.00	2,430.00	2,491.00	2,554.00	2,618.00	2,683.00	2,750.00	2,805.00
		Annual	26,424.00	27,084.00	27,756.00	28,464.00	29,160.00	29,892.00	30,648.00	31,416.00	32,196.00	33,000.00	33,660.00
	11.5	Hourly	13.021	13.344	13.685	14.019	14.371	14.735	15.104	15.479	15.865	16.258	16.581
		Bi-Weekly	1,041.68	1,067.52	1,094.80	1,121.52	1,149.68	1,178.80	1,208.32	1,238.32	1,269.20	1,300.64	1,326.46
		Monthly	2,257.00	2,313.00	2,372.00	2,430.00	2,491.00	2,554.00	2,618.00	2,683.00	2,750.00	2,818.00	2,874.00
		Annual	27,084.00	27,756.00	28,464.00	29,160.00	29,892.00	30,648.00	31,416.00	32,196.00	33,000.00	33,816.00	34,488.00
	12.0	Hourly	13.344	13.685	14.019	14.371	14.735	15.104	15.479	15.865	16.258	16.673	17.008
		Bi-Weekly	1,067.52	1,094.80	1,121.52	1,149.68	1,178.80	1,208.32	1,238.32	1,269.20	1,300.64	1,333.84	1,360.62
		Monthly	2,313.00	2,372.00	2,430.00	2,491.00	2,554.00	2,618.00	2,683.00	2,750.00	2,818.00	2,890.00	2,948.00
		Annual	27,756.00	28,464.00	29,160.00	29,892.00	30,648.00	31,416.00	32,196.00	33,000.00	33,816.00	34,680.00	35,376.00
	12.5	Hourly	13.685	14.019	14.371	14.735	15.104	15.479	15.865	16.258	16.673	17.088	17.429
		Bi-Weekly	1,094.80	1,121.52	1,149.68	1,178.80	1,208.32	1,238.32	1,269.20	1,300.64	1,333.84	1,367.04	1,394.31
		Monthly	2,372.00	2,430.00	2,491.00	2,554.00	2,618.00	2,683.00	2,750.00	2,818.00	2,890.00	2,962.00	3,021.00
		Annual	28,464.00	29,160.00	29,892.00	30,648.00	31,416.00	32,196.00	33,000.00	33,816.00	34,680.00	35,544.00	36,252.00
	13.0	Hourly	14.019	14.371	14.735	15.104	15.479	15.865	16.258	16.673	17.088	17.515	17.867
		Bi-Weekly	1,121.52	1,149.68	1,178.80	1,208.32	1,238.32	1,269.20	1,300.64	1,333.84	1,367.04	1,401.20	1,429.38
		Monthly	2,430.00	2,491.00	2,554.00	2,618.00	2,683.00	2,750.00	2,818.00	2,890.00	2,962.00	3,036.00	3,097.00
		Annual	29,160.00	29,892.00	30,648.00	31,416.00	32,196.00	33,000.00	33,816.00	34,680.00	35,544.00	36,432.00	37,164.00

**SALINAS VALLEY SOLID WASTE AUTHORITY  
SALARY SCHEDULE  
PROPOSED EFFECTIVE DATE: MARCH 20, 2014**

POSITION	SALARY RANGE		STEP 1	STEP 2	STEP 3	STEP 4	STEP 5	STEP 6	STEP 7	STEP 8	STEP 9	STEP 10 2.50%	STEP 11 2%
Diversion Worker II	13.5	Hourly	14.371	14.735	15.104	15.479	15.865	16.258	16.673	17.088	17.515	17.948	18.306
		Bi-Weekly	1,149.68	1,178.80	1,208.32	1,238.32	1,269.20	1,300.64	1,333.84	1,367.04	1,401.20	1,435.84	1,464.46
		Monthly	2,491.00	2,554.00	2,618.00	2,683.00	2,750.00	2,818.00	2,890.00	2,962.00	3,036.00	3,111.00	3,173.00
		Annual	29,892.00	30,648.00	31,416.00	32,196.00	33,000.00	33,816.00	34,680.00	35,544.00	36,432.00	37,332.00	38,076.00
	14.0	Hourly	14.735	15.104	15.479	15.865	16.258	16.673	17.088	17.515	17.948	18.398	18.767
		Bi-Weekly	1,178.80	1,208.32	1,238.32	1,269.20	1,300.64	1,333.84	1,367.04	1,401.20	1,435.84	1,471.84	1,501.38
		Monthly	2,554.00	2,618.00	2,683.00	2,750.00	2,818.00	2,890.00	2,962.00	3,036.00	3,111.00	3,189.00	3,253.00
		Annual	30,648.00	31,416.00	32,196.00	33,000.00	33,816.00	34,680.00	35,544.00	36,432.00	37,332.00	38,268.00	39,036.00
	14.5	Hourly	15.104	15.479	15.865	16.258	16.673	17.088	17.515	17.948	18.398	18.860	19.235
		Bi-Weekly	1,208.32	1,238.32	1,269.20	1,300.64	1,333.84	1,367.04	1,401.20	1,435.84	1,471.84	1,508.80	1,538.77
		Monthly	2,618.00	2,683.00	2,750.00	2,818.00	2,890.00	2,962.00	3,036.00	3,111.00	3,189.00	3,269.00	3,334.00
		Annual	31,416.00	32,196.00	33,000.00	33,816.00	34,680.00	35,544.00	36,432.00	37,332.00	38,268.00	39,228.00	40,008.00
	15.0	Hourly	15.479	15.865	16.258	16.673	17.088	17.515	17.948	18.398	18.860	19.338	19.725
		Bi-Weekly	1,238.32	1,269.20	1,300.64	1,333.84	1,367.04	1,401.20	1,435.84	1,471.84	1,508.80	1,547.04	1,578.00
		Monthly	2,683.00	2,750.00	2,818.00	2,890.00	2,962.00	3,036.00	3,111.00	3,189.00	3,269.00	3,352.00	3,419.00
		Annual	32,196.00	33,000.00	33,816.00	34,680.00	35,544.00	36,432.00	37,332.00	38,268.00	39,228.00	40,224.00	41,028.00
	15.5	Hourly	15.865	16.258	16.673	17.088	17.515	17.948	18.398	18.860	19.338	19.812	20.210
		Bi-Weekly	1,269.20	1,300.64	1,333.84	1,367.04	1,401.20	1,435.84	1,471.84	1,508.80	1,547.04	1,584.96	1,616.77
		Monthly	2,750.00	2,818.00	2,890.00	2,962.00	3,036.00	3,111.00	3,189.00	3,269.00	3,352.00	3,434.00	3,503.00
		Annual	33,000.00	33,816.00	34,680.00	35,544.00	36,432.00	37,332.00	38,268.00	39,228.00	40,224.00	41,208.00	42,036.00
	16.0	Hourly	16.258	16.673	17.088	17.515	17.948	18.398	18.860	19.338	19.812	20.313	20.717
		Bi-Weekly	1,300.64	1,333.84	1,367.04	1,401.20	1,435.84	1,471.84	1,508.80	1,547.04	1,584.96	1,625.04	1,657.38
		Monthly	2,818.00	2,890.00	2,962.00	3,036.00	3,111.00	3,189.00	3,269.00	3,352.00	3,434.00	3,521.00	3,591.00
		Annual	33,816.00	34,680.00	35,544.00	36,432.00	37,332.00	38,268.00	39,228.00	40,224.00	41,208.00	42,252.00	43,092.00
	16.5	Hourly	16.673	17.088	17.515	17.948	18.398	18.860	19.338	19.812	20.313	20.815	21.231
		Bi-Weekly	1,333.84	1,367.04	1,401.20	1,435.84	1,471.84	1,508.80	1,547.04	1,584.96	1,625.04	1,665.20	1,698.46
		Monthly	2,890.00	2,962.00	3,036.00	3,111.00	3,189.00	3,269.00	3,352.00	3,434.00	3,521.00	3,608.00	3,680.00
		Annual	34,680.00	35,544.00	36,432.00	37,332.00	38,268.00	39,228.00	40,224.00	41,208.00	42,252.00	43,296.00	44,160.00
	17.0	Hourly	17.088	17.515	17.948	18.398	18.860	19.338	19.812	20.313	20.815	21.340	21.767
		Bi-Weekly	1,367.04	1,401.20	1,435.84	1,471.84	1,508.80	1,547.04	1,584.96	1,625.04	1,665.20	1,707.20	1,741.38
		Monthly	2,962.00	3,036.00	3,111.00	3,189.00	3,269.00	3,352.00	3,434.00	3,521.00	3,608.00	3,699.00	3,773.00
		Annual	35,544.00	36,432.00	37,332.00	38,268.00	39,228.00	40,224.00	41,208.00	42,252.00	43,296.00	44,388.00	45,276.00

**SALINAS VALLEY SOLID WASTE AUTHORITY  
SALARY SCHEDULE  
PROPOSED EFFECTIVE DATE: MARCH 20, 2014**

POSITION	SALARY RANGE		STEP 1	STEP 2	STEP 3	STEP 4	STEP 5	STEP 6	STEP 7	STEP 8	STEP 9	STEP 10 2.50%	STEP 11 2%
HHW Maintenance Worker I	17.5	Hourly	17.515	17.948	18.398	18.860	19.338	19.812	20.313	20.815	21.340	21.860	22.298
		Bi-Weekly	1,401.20	1,435.84	1,471.84	1,508.80	1,547.04	1,584.96	1,625.04	1,665.20	1,707.20	1,748.80	1,783.85
		Monthly	3,036.00	3,111.00	3,189.00	3,269.00	3,352.00	3,434.00	3,521.00	3,608.00	3,699.00	3,789.00	3,865.00
		Annual	36,432.00	37,332.00	38,268.00	39,228.00	40,224.00	41,208.00	42,252.00	43,296.00	44,388.00	45,468.00	46,380.00
	18.0	Hourly	17.948	18.398	18.860	19.338	19.812	20.313	20.815	21.340	21.860	22.413	22.863
		Bi-Weekly	1,435.84	1,471.84	1,508.80	1,547.04	1,584.96	1,625.04	1,665.20	1,707.20	1,748.80	1,793.04	1,829.08
		Monthly	3,111.00	3,189.00	3,269.00	3,352.00	3,434.00	3,521.00	3,608.00	3,699.00	3,789.00	3,885.00	3,963.00
		Annual	37,332.00	38,268.00	39,228.00	40,224.00	41,208.00	42,252.00	43,296.00	44,388.00	45,468.00	46,620.00	47,556.00
Diversion Driver	18.5	Hourly	18.398	18.860	19.338	19.812	20.313	20.815	21.340	21.860	22.413	22.973	23.435
		Bi-Weekly	1,471.84	1,508.80	1,547.04	1,584.96	1,625.04	1,665.20	1,707.20	1,748.80	1,793.04	1,837.84	1,874.77
		Monthly	3,189.00	3,269.00	3,352.00	3,434.00	3,521.00	3,608.00	3,699.00	3,789.00	3,885.00	3,982.00	4,062.00
		Annual	38,268.00	39,228.00	40,224.00	41,208.00	42,252.00	43,296.00	44,388.00	45,468.00	46,620.00	47,784.00	48,744.00
	19.0	Hourly	18.860	19.338	19.812	20.313	20.815	21.340	21.860	22.413	22.973	23.550	24.023
		Bi-Weekly	1,508.80	1,547.04	1,584.96	1,625.04	1,665.20	1,707.20	1,748.80	1,793.04	1,837.84	1,884.00	1,921.85
		Monthly	3,269.00	3,352.00	3,434.00	3,521.00	3,608.00	3,699.00	3,789.00	3,885.00	3,982.00	4,082.00	4,164.00
		Annual	39,228.00	40,224.00	41,208.00	42,252.00	43,296.00	44,388.00	45,468.00	46,620.00	47,784.00	48,984.00	49,968.00
HHW Maintenance Worker II Scalehouse Cashier	19.5	Hourly	19.338	19.812	20.313	20.815	21.340	21.860	22.413	22.973	23.550	24.133	24.617
		Bi-Weekly	1,547.04	1,584.96	1,625.04	1,665.20	1,707.20	1,748.80	1,793.04	1,837.84	1,884.00	1,930.64	1,969.38
		Monthly	3,352.00	3,434.00	3,521.00	3,608.00	3,699.00	3,789.00	3,885.00	3,982.00	4,082.00	4,183.00	4,267.00
		Annual	40,224.00	41,208.00	42,252.00	43,296.00	44,388.00	45,468.00	46,620.00	47,784.00	48,984.00	50,196.00	51,204.00
Administrative Assistant I	20.0	Hourly	19.812	20.313	20.815	21.340	21.860	22.413	22.973	23.550	24.133	24.738	25.235
		Bi-Weekly	1,584.96	1,625.04	1,665.20	1,707.20	1,748.80	1,793.04	1,837.84	1,884.00	1,930.64	1,979.04	2,018.77
		Monthly	3,434.00	3,521.00	3,608.00	3,699.00	3,789.00	3,885.00	3,982.00	4,082.00	4,183.00	4,288.00	4,374.00
		Annual	41,208.00	42,252.00	43,296.00	44,388.00	45,468.00	46,620.00	47,784.00	48,984.00	50,196.00	51,456.00	52,488.00
	20.5	Hourly	20.313	20.815	21.340	21.860	22.413	22.973	23.550	24.133	24.738	25.362	25.869
		Bi-Weekly	1,625.04	1,665.20	1,707.20	1,748.80	1,793.04	1,837.84	1,884.00	1,930.64	1,979.04	2,028.96	2,069.54
		Monthly	3,521.00	3,608.00	3,699.00	3,789.00	3,885.00	3,982.00	4,082.00	4,183.00	4,288.00	4,396.00	4,484.00
		Annual	42,252.00	43,296.00	44,388.00	45,468.00	46,620.00	47,784.00	48,984.00	50,196.00	51,456.00	52,752.00	53,808.00
Administrative Assistant II Equipment Operator/Driver Heavy Equipment Operator	21.0	Hourly	20.815	21.340	21.860	22.413	22.973	23.550	24.133	24.738	25.362	25.996	26.515
		Bi-Weekly	1,665.20	1,707.20	1,748.80	1,793.04	1,837.84	1,884.00	1,930.64	1,979.04	2,028.96	2,079.68	2,121.23
		Monthly	3,608.00	3,699.00	3,789.00	3,885.00	3,982.00	4,082.00	4,183.00	4,288.00	4,396.00	4,506.00	4,596.00
		Annual	43,296.00	44,388.00	45,468.00	46,620.00	47,784.00	48,984.00	50,196.00	51,456.00	52,752.00	54,072.00	55,152.00



**SALINAS VALLEY SOLID WASTE AUTHORITY  
SALARY SCHEDULE  
PROPOSED EFFECTIVE DATE: MARCH 20, 2014**

POSITION	SALARY RANGE		STEP 1	STEP 2	STEP 3	STEP 4	STEP 5	STEP 6	STEP 7	STEP 8	STEP 9	STEP 10 2.50%	STEP 11 2%
21.5	Hourly		21.340	21.860	22.413	22.973	23.550	24.133	24.738	25.362	25.996	26.648	27.179
	Bi-Weekly		1,707.20	1,748.80	1,793.04	1,837.84	1,884.00	1,930.64	1,979.04	2,028.96	2,079.68	2,131.84	2,174.31
	Monthly		3,699.00	3,789.00	3,885.00	3,982.00	4,082.00	4,183.00	4,288.00	4,396.00	4,506.00	4,619.00	4,711.00
	Annual		44,388.00	45,468.00	46,620.00	47,784.00	48,984.00	50,196.00	51,456.00	52,752.00	54,072.00	55,428.00	56,532.00
22.0	Hourly		21.860	22.413	22.973	23.550	24.133	24.738	25.362	25.996	26.648	27.312	27.860
	Bi-Weekly		1,748.80	1,793.04	1,837.84	1,884.00	1,930.64	1,979.04	2,028.96	2,079.68	2,131.84	2,184.96	2,228.77
	Monthly		3,789.00	3,885.00	3,982.00	4,082.00	4,183.00	4,288.00	4,396.00	4,506.00	4,619.00	4,734.00	4,829.00
	Annual		45,468.00	46,620.00	47,784.00	48,984.00	50,196.00	51,456.00	52,752.00	54,072.00	55,428.00	56,808.00	57,948.00
22.5	Hourly		22.413	22.973	23.550	24.133	24.738	25.362	25.996	26.648	27.312	27.998	28.558
	Bi-Weekly		1,793.04	1,837.84	1,884.00	1,930.64	1,979.04	2,028.96	2,079.68	2,131.84	2,184.96	2,239.84	2,284.62
	Monthly		3,885.00	3,982.00	4,082.00	4,183.00	4,288.00	4,396.00	4,506.00	4,619.00	4,734.00	4,853.00	4,950.00
	Annual		46,620.00	47,784.00	48,984.00	50,196.00	51,456.00	52,752.00	54,072.00	55,428.00	56,808.00	58,236.00	59,400.00
Accounting Technician Equipment Operator Lead Heavy Equipment Operator Lead Human Resources Generalist Resource Recovery Tech	23.0	Hourly	22.973	23.550	24.133	24.738	25.362	25.996	26.648	27.312	27.998	28.696	29.267
	23.0	Bi-Weekly	1,837.84	1,884.00	1,930.64	1,979.04	2,028.96	2,079.68	2,131.84	2,184.96	2,239.84	2,295.68	2,341.38
	23.0	Monthly	3,982.00	4,082.00	4,183.00	4,288.00	4,396.00	4,506.00	4,619.00	4,734.00	4,853.00	4,974.00	5,073.00
	23.0	Annual	47,784.00	48,984.00	50,196.00	51,456.00	52,752.00	54,072.00	55,428.00	56,808.00	58,236.00	59,688.00	60,876.00
23.5	Hourly		23.550	24.133	24.738	25.362	25.996	26.648	27.312	27.998	28.696	29.412	30.000
	Bi-Weekly		1,884.00	1,930.64	1,979.04	2,028.96	2,079.68	2,131.84	2,184.96	2,239.84	2,295.68	2,352.96	2,400.00
	Monthly		4,082.00	4,183.00	4,288.00	4,396.00	4,506.00	4,619.00	4,734.00	4,853.00	4,974.00	5,098.00	5,200.00
	Annual		48,984.00	50,196.00	51,456.00	52,752.00	54,072.00	55,428.00	56,808.00	58,236.00	59,688.00	61,176.00	62,400.00
24.0	Hourly		24.133	24.738	25.362	25.996	26.648	27.312	27.998	28.696	29.412	30.144	30.750
	Bi-Weekly		1,930.64	1,979.04	2,028.96	2,079.68	2,131.84	2,184.96	2,239.84	2,295.68	2,352.96	2,411.52	2,460.00
	Monthly		4,183.00	4,288.00	4,396.00	4,506.00	4,619.00	4,734.00	4,853.00	4,974.00	5,098.00	5,225.00	5,330.00
	Annual		50,196.00	51,456.00	52,752.00	54,072.00	55,428.00	56,808.00	58,236.00	59,688.00	61,176.00	62,700.00	63,960.00
HHW Technician Solid Waste Technician I	24.5	Hourly	24.738	25.362	25.996	26.648	27.312	27.998	28.696	29.412	30.144	30.906	31.523
	24.5	Bi-Weekly	1,979.04	2,028.96	2,079.68	2,131.84	2,184.96	2,239.84	2,295.68	2,352.96	2,411.52	2,472.48	2,521.85
	24.5	Monthly	4,288.00	4,396.00	4,506.00	4,619.00	4,734.00	4,853.00	4,974.00	5,098.00	5,225.00	5,357.00	5,464.00
	24.5	Annual	51,456.00	52,752.00	54,072.00	55,428.00	56,808.00	58,236.00	59,688.00	61,176.00	62,700.00	64,284.00	65,568.00
25.0	Hourly		25.362	25.996	26.648	27.312	27.998	28.696	29.412	30.144	30.906	31.679	32.313
	Bi-Weekly		2,028.96	2,079.68	2,131.84	2,184.96	2,239.84	2,295.68	2,352.96	2,411.52	2,472.48	2,534.32	2,585.08
	Monthly		4,396.00	4,506.00	4,619.00	4,734.00	4,853.00	4,974.00	5,098.00	5,225.00	5,357.00	5,491.00	5,601.00
	Annual		52,752.00	54,072.00	55,428.00	56,808.00	58,236.00	59,688.00	61,176.00	62,700.00	64,284.00	65,892.00	67,212.00

**SALINAS VALLEY SOLID WASTE AUTHORITY  
SALARY SCHEDULE  
PROPOSED EFFECTIVE DATE: MARCH 20, 2014**

POSITION	SALARY RANGE		STEP 1	STEP 2	STEP 3	STEP 4	STEP 5	STEP 6	STEP 7	STEP 8	STEP 9	STEP 10 2.50%	STEP 11 2%
Clerk of the Board	25.5	Hourly	25.996	26.648	27.312	27.998	28.696	29.412	30.144	30.906	31.679	32.469	33.121
		Bi-Weekly	2,079.68	2,131.84	2,184.96	2,239.84	2,295.68	2,352.96	2,411.52	2,472.48	2,534.32	2,597.52	2,649.69
		Monthly	4,506.00	4,619.00	4,734.00	4,853.00	4,974.00	5,098.00	5,225.00	5,357.00	5,491.00	5,628.00	5,741.00
		Annual	54,072.00	55,428.00	56,808.00	58,236.00	59,688.00	61,176.00	62,700.00	64,284.00	65,892.00	67,536.00	68,892.00
	26.0	Hourly	26.648	27.312	27.998	28.696	29.412	30.144	30.906	31.679	32.469	33.283	33.946
		Bi-Weekly	2,131.84	2,184.96	2,239.84	2,295.68	2,352.96	2,411.52	2,472.48	2,534.32	2,597.52	2,662.64	2,715.69
		Monthly	4,619.00	4,734.00	4,853.00	4,974.00	5,098.00	5,225.00	5,357.00	5,491.00	5,628.00	5,769.00	5,884.00
		Annual	55,428.00	56,808.00	58,236.00	59,688.00	61,176.00	62,700.00	64,284.00	65,892.00	67,536.00	69,228.00	70,608.00
	26.5	Hourly	27.312	27.998	28.696	29.412	30.144	30.906	31.679	32.469	33.283	34.113	34.794
		Bi-Weekly	2,184.96	2,239.84	2,295.68	2,352.96	2,411.52	2,472.48	2,534.32	2,597.52	2,662.64	2,729.04	2,783.54
		Monthly	4,734.00	4,853.00	4,974.00	5,098.00	5,225.00	5,357.00	5,491.00	5,628.00	5,769.00	5,913.00	6,031.00
		Annual	56,808.00	58,236.00	59,688.00	61,176.00	62,700.00	64,284.00	65,892.00	67,536.00	69,228.00	70,956.00	72,372.00
	27.0	Hourly	27.998	28.696	29.412	30.144	30.906	31.679	32.469	33.283	34.113	34.967	35.665
		Bi-Weekly	2,239.84	2,295.68	2,352.96	2,411.52	2,472.48	2,534.32	2,597.52	2,662.64	2,729.04	2,797.36	2,853.23
		Monthly	4,853.00	4,974.00	5,098.00	5,225.00	5,357.00	5,491.00	5,628.00	5,769.00	5,913.00	6,061.00	6,182.00
		Annual	58,236.00	59,688.00	61,176.00	62,700.00	64,284.00	65,892.00	67,536.00	69,228.00	70,956.00	72,732.00	74,184.00
	27.5	Hourly	28.696	29.412	30.144	30.906	31.679	32.469	33.283	34.113	34.967	35.838	36.554
		Bi-Weekly	2,295.68	2,352.96	2,411.52	2,472.48	2,534.32	2,597.52	2,662.64	2,729.04	2,797.36	2,867.04	2,924.31
		Monthly	4,974.00	5,098.00	5,225.00	5,357.00	5,491.00	5,628.00	5,769.00	5,913.00	6,061.00	6,212.00	6,336.00
		Annual	59,688.00	61,176.00	62,700.00	64,284.00	65,892.00	67,536.00	69,228.00	70,956.00	72,732.00	74,544.00	76,032.00
	28.0	Hourly	29.412	30.144	30.906	31.679	32.469	33.283	34.113	34.967	35.838	36.744	37.477
		Bi-Weekly	2,352.96	2,411.52	2,472.48	2,534.32	2,597.52	2,662.64	2,729.04	2,797.36	2,867.04	2,939.52	2,998.15
		Monthly	5,098.00	5,225.00	5,357.00	5,491.00	5,628.00	5,769.00	5,913.00	6,061.00	6,212.00	6,369.00	6,496.00
		Annual	61,176.00	62,700.00	64,284.00	65,892.00	67,536.00	69,228.00	70,956.00	72,732.00	74,544.00	76,428.00	77,952.00
	28.5	Hourly	30.144	30.906	31.679	32.469	33.283	34.113	34.967	35.838	36.744	37.656	38.412
		Bi-Weekly	2,411.52	2,472.48	2,534.32	2,597.52	2,662.64	2,729.04	2,797.36	2,867.04	2,939.52	3,012.48	3,072.92
		Monthly	5,225.00	5,357.00	5,491.00	5,628.00	5,769.00	5,913.00	6,061.00	6,212.00	6,369.00	6,527.00	6,658.00
		Annual	62,700.00	64,284.00	65,892.00	67,536.00	69,228.00	70,956.00	72,732.00	74,544.00	76,428.00	78,324.00	79,896.00
	29.0	Hourly	30.906	31.679	32.469	33.283	34.113	34.967	35.838	36.744	37.656	38.596	39.369
		Bi-Weekly	2,472.48	2,534.32	2,597.52	2,662.64	2,729.04	2,797.36	2,867.04	2,939.52	3,012.48	3,087.68	3,149.54
		Monthly	5,357.00	5,491.00	5,628.00	5,769.00	5,913.00	6,061.00	6,212.00	6,369.00	6,527.00	6,690.00	6,824.00
		Annual	64,284.00	65,892.00	67,536.00	69,228.00	70,956.00	72,732.00	74,544.00	76,428.00	78,324.00	80,280.00	81,888.00

**SALINAS VALLEY SOLID WASTE AUTHORITY  
SALARY SCHEDULE  
PROPOSED EFFECTIVE DATE: MARCH 20, 2014**

POSITION	SALARY RANGE		STEP 1	STEP 2	STEP 3	STEP 4	STEP 5	STEP 6	STEP 7	STEP 8	STEP 9	STEP 10 2.50%	STEP 11 2%
Accountant Business Services Supervisor Contracts & Grants Analyst Field Operations Supervisor I Recycling Coordinator	29.5	Hourly	31.679	32.469	33.283	34.113	34.967	35.838	36.744	37.656	38.596	39.565	40.356
		Bi-Weekly	2,534.32	2,597.52	2,662.64	2,729.04	2,797.36	2,867.04	2,939.52	3,012.48	3,087.68	3,165.20	3,228.46
		Monthly	5,491.00	5,628.00	5,769.00	5,913.00	6,061.00	6,212.00	6,369.00	6,527.00	6,690.00	6,858.00	6,995.00
		Annual	65,892.00	67,536.00	69,228.00	70,956.00	72,732.00	74,544.00	76,428.00	78,324.00	80,280.00	82,296.00	83,940.00
30.0		Hourly	32.469	33.283	34.113	34.967	35.838	36.744	37.656	38.596	39.565	40.558	41.371
		Bi-Weekly	2,597.52	2,662.64	2,729.04	2,797.36	2,867.04	2,939.52	3,012.48	3,087.68	3,165.20	3,244.64	3,309.69
		Monthly	5,628.00	5,769.00	5,913.00	6,061.00	6,212.00	6,369.00	6,527.00	6,690.00	6,858.00	7,030.00	7,171.00
		Annual	67,536.00	69,228.00	70,956.00	72,732.00	74,544.00	76,428.00	78,324.00	80,280.00	82,296.00	84,360.00	86,052.00
30.5		Hourly	33.283	34.113	34.967	35.838	36.744	37.656	38.596	39.565	40.558	41.567	42.398
		Bi-Weekly	2,662.64	2,729.04	2,797.36	2,867.04	2,939.52	3,012.48	3,087.68	3,165.20	3,244.64	3,325.36	3,391.85
		Monthly	5,769.00	5,913.00	6,061.00	6,212.00	6,369.00	6,527.00	6,690.00	6,858.00	7,030.00	7,205.00	7,349.00
		Annual	69,228.00	70,956.00	72,732.00	74,544.00	76,428.00	78,324.00	80,280.00	82,296.00	84,360.00	86,460.00	88,188.00
31.0		Hourly	34.113	34.967	35.838	36.744	37.656	38.596	39.565	40.558	41.567	42.606	43.460
		Bi-Weekly	2,729.04	2,797.36	2,867.04	2,939.52	3,012.48	3,087.68	3,165.20	3,244.64	3,325.36	3,408.48	3,476.77
		Monthly	5,913.00	6,061.00	6,212.00	6,369.00	6,527.00	6,690.00	6,858.00	7,030.00	7,205.00	7,385.00	7,533.00
		Annual	70,956.00	72,732.00	74,544.00	76,428.00	78,324.00	80,280.00	82,296.00	84,360.00	86,460.00	88,620.00	90,396.00
31.5		Hourly	34.967	35.838	36.744	37.656	38.596	39.565	40.558	41.567	42.606	43.667	44.538
		Bi-Weekly	2,797.36	2,867.04	2,939.52	3,012.48	3,087.68	3,165.20	3,244.64	3,325.36	3,408.48	3,493.36	3,563.08
		Monthly	6,061.00	6,212.00	6,369.00	6,527.00	6,690.00	6,858.00	7,030.00	7,205.00	7,385.00	7,569.00	7,720.00
		Annual	72,732.00	74,544.00	76,428.00	78,324.00	80,280.00	82,296.00	84,360.00	86,460.00	88,620.00	90,828.00	92,640.00
32.0		Hourly	35.838	36.744	37.656	38.596	39.565	40.558	41.567	42.606	43.667	44.763	45.658
		Bi-Weekly	2,867.04	2,939.52	3,012.48	3,087.68	3,165.20	3,244.64	3,325.36	3,408.48	3,493.36	3,581.04	3,652.62
		Monthly	6,212.00	6,369.00	6,527.00	6,690.00	6,858.00	7,030.00	7,205.00	7,385.00	7,569.00	7,759.00	7,914.00
		Annual	74,544.00	76,428.00	78,324.00	80,280.00	82,296.00	84,360.00	86,460.00	88,620.00	90,828.00	93,108.00	94,968.00
32.5		Hourly	36.744	37.656	38.596	39.565	40.558	41.567	42.606	43.667	44.763	45.877	46.794
		Bi-Weekly	2,939.52	3,012.48	3,087.68	3,165.20	3,244.64	3,325.36	3,408.48	3,493.36	3,581.04	3,670.16	3,743.54
		Monthly	6,369.00	6,527.00	6,690.00	6,858.00	7,030.00	7,205.00	7,385.00	7,569.00	7,759.00	7,952.00	8,111.00
		Annual	76,428.00	78,324.00	80,280.00	82,296.00	84,360.00	86,460.00	88,620.00	90,828.00	93,108.00	95,424.00	97,332.00
33.0		Hourly	37.656	38.596	39.565	40.558	41.567	42.606	43.667	44.763	45.877	47.031	47.971
		Bi-Weekly	3,012.48	3,087.68	3,165.20	3,244.64	3,325.36	3,408.48	3,493.36	3,581.04	3,670.16	3,762.48	3,837.69
		Monthly	6,527.00	6,690.00	6,858.00	7,030.00	7,205.00	7,385.00	7,569.00	7,759.00	7,952.00	8,152.00	8,315.00
		Annual	78,324.00	80,280.00	82,296.00	84,360.00	86,460.00	88,620.00	90,828.00	93,108.00	95,424.00	97,824.00	99,780.00

**SALINAS VALLEY SOLID WASTE AUTHORITY  
SALARY SCHEDULE  
PROPOSED EFFECTIVE DATE: MARCH 20, 2014**

Rev (03/14)

POSITION	SALARY RANGE		STEP 1	STEP 2	STEP 3	STEP 4	STEP 5	STEP 6	STEP 7	STEP 8	STEP 9	STEP 10 2.50%	STEP 11 2%
Human Resources/ Organizational Development Manager	33.5	Hourly	38.596	39.565	40.558	41.567	42.606	43.667	44.763	45.877	47.031	48.208	49.171
		Bi-Weekly	3,087.68	3,165.20	3,244.64	3,325.36	3,408.48	3,493.36	3,581.04	3,670.16	3,762.48	3,856.64	3,933.69
		Monthly	6,690.00	6,858.00	7,030.00	7,205.00	7,385.00	7,569.00	7,759.00	7,952.00	8,152.00	8,356.00	8,523.00
		Annual	80,280.00	82,296.00	84,360.00	86,460.00	88,620.00	90,828.00	93,108.00	95,424.00	97,824.00	100,272.00	102,276.00
	34.0	Hourly	39.565	40.558	41.567	42.606	43.667	44.763	45.877	47.031	48.208	49.408	50.394
		Bi-Weekly	3,165.20	3,244.64	3,325.36	3,408.48	3,493.36	3,581.04	3,670.16	3,762.48	3,856.64	3,952.64	4,031.54
		Monthly	6,858.00	7,030.00	7,205.00	7,385.00	7,569.00	7,759.00	7,952.00	8,152.00	8,356.00	8,564.00	8,735.00
		Annual	82,296.00	84,360.00	86,460.00	88,620.00	90,828.00	93,108.00	95,424.00	97,824.00	100,272.00	102,768.00	104,820.00
	34.5	Hourly	40.558	41.567	42.606	43.667	44.763	45.877	47.031	48.208	49.408	50.642	51.658
		Bi-Weekly	3,244.64	3,325.36	3,408.48	3,493.36	3,581.04	3,670.16	3,762.48	3,856.64	3,952.64	4,051.36	4,132.62
		Monthly	7,030.00	7,205.00	7,385.00	7,569.00	7,759.00	7,952.00	8,152.00	8,356.00	8,564.00	8,778.00	8,954.00
		Annual	84,360.00	86,460.00	88,620.00	90,828.00	93,108.00	95,424.00	97,824.00	100,272.00	102,768.00	105,336.00	107,448.00
Operations Manager	35.0	Hourly	41.567	42.606	43.667	44.763	45.877	47.031	48.208	49.408	50.642	51.906	52.944
		Bi-Weekly	3,325.36	3,408.48	3,493.36	3,581.04	3,670.16	3,762.48	3,856.64	3,952.64	4,051.36	4,152.48	4,235.54
		Monthly	7,205.00	7,385.00	7,569.00	7,759.00	7,952.00	8,152.00	8,356.00	8,564.00	8,778.00	8,997.00	9,177.00
		Annual	86,460.00	88,620.00	90,828.00	93,108.00	95,424.00	97,824.00	100,272.00	102,768.00	105,336.00	107,964.00	110,124.00
Finance Manager	35.5	Hourly	42.606	43.667	44.763	45.877	47.031	48.208	49.408	50.642	51.906	53.210	54.271
		Bi-Weekly	3,408.48	3,493.36	3,581.04	3,670.16	3,762.48	3,856.64	3,952.64	4,051.36	4,152.48	4,256.80	4,341.69
		Monthly	7,385.00	7,569.00	7,759.00	7,952.00	8,152.00	8,356.00	8,564.00	8,778.00	8,997.00	9,223.00	9,407.00
		Annual	88,620.00	90,828.00	93,108.00	95,424.00	97,824.00	100,272.00	102,768.00	105,336.00	107,964.00	110,676.00	112,884.00
	36.0	Hourly	43.667	44.763	45.877	47.031	48.208	49.408	50.642	51.906	53.210	54.537	55.627
		Bi-Weekly	3,493.36	3,581.04	3,670.16	3,762.48	3,856.64	3,952.64	4,051.36	4,152.48	4,256.80	4,362.96	4,450.15
		Monthly	7,569.00	7,759.00	7,952.00	8,152.00	8,356.00	8,564.00	8,778.00	8,997.00	9,223.00	9,453.00	9,642.00
		Annual	90,828.00	93,108.00	95,424.00	97,824.00	100,272.00	102,768.00	105,336.00	107,964.00	110,676.00	113,436.00	115,704.00
	36.5	Hourly	44.763	45.877	47.031	48.208	49.408	50.642	51.906	53.210	54.537	55.904	57.023
		Bi-Weekly	3,581.04	3,670.16	3,762.48	3,856.64	3,952.64	4,051.36	4,152.48	4,256.80	4,362.96	4,472.32	4,561.85
		Monthly	7,759.00	7,952.00	8,152.00	8,356.00	8,564.00	8,778.00	8,997.00	9,223.00	9,453.00	9,690.00	9,884.00
		Annual	93,108.00	95,424.00	97,824.00	100,272.00	102,768.00	105,336.00	107,964.00	110,676.00	113,436.00	116,280.00	118,608.00
	37.0	Hourly	45.877	47.031	48.208	49.408	50.642	51.906	53.210	54.537	55.904	57.300	58.448
		Bi-Weekly	3,670.16	3,762.48	3,856.64	3,952.64	4,051.36	4,152.48	4,256.80	4,362.96	4,472.32	4,584.00	4,675.85
		Monthly	7,952.00	8,152.00	8,356.00	8,564.00	8,778.00	8,997.00	9,223.00	9,453.00	9,690.00	9,932.00	10,131.00
		Annual	95,424.00	97,824.00	100,272.00	102,768.00	105,336.00	107,964.00	110,676.00	113,436.00	116,280.00	119,184.00	121,572.00

**SALINAS VALLEY SOLID WASTE AUTHORITY  
SALARY SCHEDULE  
PROPOSED EFFECTIVE DATE: MARCH 20, 2014**

POSITION	SALARY RANGE		STEP 1	STEP 2	STEP 3	STEP 4	STEP 5	STEP 6	STEP 7	STEP 8	STEP 9	STEP 10 2.50%	STEP 11 2%
	37.5	Hourly	47.031	48.208	49.408	50.642	51.906	53.210	54.537	55.904	57.300	58.731	59.908
		Bi-Weekly	3,762.48	3,856.64	3,952.64	4,051.36	4,152.48	4,256.80	4,362.96	4,472.32	4,584.00	4,698.48	4,792.62
		Monthly	8,152.00	8,356.00	8,564.00	8,778.00	8,997.00	9,223.00	9,453.00	9,690.00	9,932.00	10,180.00	10,384.00
		Annual	97,824.00	100,272.00	102,768.00	105,336.00	107,964.00	110,676.00	113,436.00	116,280.00	119,184.00	122,160.00	124,608.00
Diversion Manager	38.0	Hourly	48.208	49.408	50.642	51.906	53.210	54.537	55.904	57.300	58.731	60.196	61.402
		Bi-Weekly	3,856.64	3,952.64	4,051.36	4,152.48	4,256.80	4,362.96	4,472.32	4,584.00	4,698.48	4,815.68	4,912.15
		Monthly	8,356.00	8,564.00	8,778.00	8,997.00	9,223.00	9,453.00	9,690.00	9,932.00	10,180.00	10,434.00	10,643.00
		Annual	100,272.00	102,768.00	105,336.00	107,964.00	110,676.00	113,436.00	116,280.00	119,184.00	122,160.00	125,208.00	127,716.00
	38.5	Hourly	49.408	50.642	51.906	53.210	54.537	55.904	57.300	58.731	60.196	61.696	62.931
		Bi-Weekly	3,952.64	4,051.36	4,152.48	4,256.80	4,362.96	4,472.32	4,584.00	4,698.48	4,815.68	4,935.68	5,034.46
		Monthly	8,564.00	8,778.00	8,997.00	9,223.00	9,453.00	9,690.00	9,932.00	10,180.00	10,434.00	10,694.00	10,908.00
		Annual	102,768.00	105,336.00	107,964.00	110,676.00	113,436.00	116,280.00	119,184.00	122,160.00	125,208.00	128,328.00	130,896.00
	39.0	Hourly	50.642	51.906	53.210	54.537	55.904	57.300	58.731	60.196	61.696	63.242	64.506
		Bi-Weekly	4,051.36	4,152.48	4,256.80	4,362.96	4,472.32	4,584.00	4,698.48	4,815.68	4,935.68	5,059.36	5,160.46
		Monthly	8,778.00	8,997.00	9,223.00	9,453.00	9,690.00	9,932.00	10,180.00	10,434.00	10,694.00	10,962.00	11,181.00
		Annual	105,336.00	107,964.00	110,676.00	113,436.00	116,280.00	119,184.00	122,160.00	125,208.00	128,328.00	131,544.00	134,172.00
Authority Engineer	39.5	Hourly	51.906	53.210	54.537	55.904	57.300	58.731	60.196	61.696	63.242	64.817	66.115
		Bi-Weekly	4,152.48	4,256.80	4,362.96	4,472.32	4,584.00	4,698.48	4,815.68	4,935.68	5,059.36	5,185.36	5,289.23
		Monthly	8,997.00	9,223.00	9,453.00	9,690.00	9,932.00	10,180.00	10,434.00	10,694.00	10,962.00	11,235.00	11,460.00
		Annual	107,964.00	110,676.00	113,436.00	116,280.00	119,184.00	122,160.00	125,208.00	128,328.00	131,544.00	134,820.00	137,520.00
	40.0	Hourly	53.210	54.537	55.904	57.300	58.731	60.196	61.696	63.242	64.817	66.444	67.771
		Bi-Weekly	4,256.80	4,362.96	4,472.32	4,584.00	4,698.48	4,815.68	4,935.68	5,059.36	5,185.36	5,315.52	5,421.69
		Monthly	9,223.00	9,453.00	9,690.00	9,932.00	10,180.00	10,434.00	10,694.00	10,962.00	11,235.00	11,517.00	11,747.00
		Annual	110,676.00	113,436.00	116,280.00	119,184.00	122,160.00	125,208.00	128,328.00	131,544.00	134,820.00	138,204.00	140,964.00
	40.5	Hourly	54.537	55.904	57.300	58.731	60.196	61.696	63.242	64.817	66.444	68.100	69.462
		Bi-Weekly	4,362.96	4,472.32	4,584.00	4,698.48	4,815.68	4,935.68	5,059.36	5,185.36	5,315.52	5,448.00	5,556.92
		Monthly	9,453.00	9,690.00	9,932.00	10,180.00	10,434.00	10,694.00	10,962.00	11,235.00	11,517.00	11,804.00	12,040.00
		Annual	113,436.00	116,280.00	119,184.00	122,160.00	125,208.00	128,328.00	131,544.00	134,820.00	138,204.00	141,648.00	144,480.00
	41.0	Hourly	55.904	57.300	58.731	60.196	61.696	63.242	64.817	66.444	68.100	69.808	71.204
		Bi-Weekly	4,472.32	4,584.00	4,698.48	4,815.68	4,935.68	5,059.36	5,185.36	5,315.52	5,448.00	5,584.64	5,696.31
		Monthly	9,690.00	9,932.00	10,180.00	10,434.00	10,694.00	10,962.00	11,235.00	11,517.00	11,804.00	12,100.00	12,342.00
		Annual	116,280.00	119,184.00	122,160.00	125,208.00	128,328.00	131,544.00	134,820.00	138,204.00	141,648.00	145,200.00	148,104.00

**SALINAS VALLEY SOLID WASTE AUTHORITY  
SALARY SCHEDULE  
PROPOSED EFFECTIVE DATE: MARCH 20, 2014**

POSITION	SALARY RANGE		STEP 1	STEP 2	STEP 3	STEP 4	STEP 5	STEP 6	STEP 7	STEP 8	STEP 9	STEP 10 2.50%	STEP 11 2%
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41.5	Hourly	57.300	58.731	60.196	61.696	63.242	64.817	66.444	68.100	69.808	71.556	72.987
	Bi-Weekly	4,584.00	4,698.48	4,815.68	4,935.68	5,059.36	5,185.36	5,315.52	5,448.00	5,584.64	5,724.48	5,838.92
	Monthly	9,932.00	10,180.00	10,434.00	10,694.00	10,962.00	11,235.00	11,517.00	11,804.00	12,100.00	12,403.00	12,651.00
	Annual	119,184.00	122,160.00	125,208.00	128,328.00	131,544.00	134,820.00	138,204.00	141,648.00	145,200.00	148,836.00	151,812.00

42.0	Hourly	58.731	60.196	61.696	63.242	64.817	66.444	68.100	69.808	71.556	73.344	74.810
	Bi-Weekly	4,698.48	4,815.68	4,935.68	5,059.36	5,185.36	5,315.52	5,448.00	5,584.64	5,724.48	5,867.52	5,984.77
	Monthly	10,180.00	10,434.00	10,694.00	10,962.00	11,235.00	11,517.00	11,804.00	12,100.00	12,403.00	12,713.00	12,967.00
	Annual	122,160.00	125,208.00	128,328.00	131,544.00	134,820.00	138,204.00	141,648.00	145,200.00	148,836.00	152,556.00	155,604.00

42.5	Hourly	60.196	61.696	63.242	64.817	66.444	68.100	69.808	71.556	73.344	75.185	76.690
	Bi-Weekly	4,815.68	4,935.68	5,059.36	5,185.36	5,315.52	5,448.00	5,584.64	5,724.48	5,867.52	6,014.80	6,135.23
	Monthly	10,434.00	10,694.00	10,962.00	11,235.00	11,517.00	11,804.00	12,100.00	12,403.00	12,713.00	13,032.00	13,293.00
	Annual	125,208.00	128,328.00	131,544.00	134,820.00	138,204.00	141,648.00	145,200.00	148,836.00	152,556.00	156,384.00	159,516.00

General Manager/CAO	N/A (Board Approved Contract)	Hourly											80.792
		Bi-Weekly											6,463.36
		Monthly											14,003.71
		Annual											168,047.69



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**Bond Debt Service**  
**Salinas Valley Solid Waste Authority**  
**Refunding Revenue Bonds**  
**Series 2014A (AMT)**

<b>Period Ending</b>	<b>Principal</b>	<b>Interest</b>	<b>Total</b>	<b>Fiscal Year Ended</b>	<b>Fiscal Year Total</b>
8/1/2014	-	749,855.21	749,855.21		
2/1/2015	-	737,562.50	737,562.50	6/30/2015	1,487,417.71
8/1/2015	-	737,562.50	737,562.50		
2/1/2016	-	737,562.50	737,562.50	6/30/2016	1,475,125.00
8/1/2016	-	737,562.50	737,562.50		
2/1/2017	-	737,562.50	737,562.50	6/30/2017	1,475,125.00
8/1/2017	145,000	737,562.50	882,562.50		
2/1/2018	-	733,937.50	733,937.50	6/30/2018	1,616,500.00
8/1/2018	1,265,000	733,937.50	1,998,937.50		
2/1/2019	-	702,312.50	702,312.50	6/30/2019	2,701,250.00
8/1/2019	1,330,000	702,312.50	2,032,312.50		
2/1/2020	-	669,062.50	669,062.50	6/30/2020	2,701,375.00
8/1/2020	1,400,000	669,062.50	2,069,062.50		
2/1/2021	-	634,062.50	634,062.50	6/30/2021	2,703,125.00
8/1/2021	1,470,000	634,062.50	2,104,062.50		
2/1/2022	-	597,312.50	597,312.50	6/30/2022	2,701,375.00
8/1/2022	1,545,000	597,312.50	2,142,312.50		
2/1/2023	-	558,687.50	558,687.50	6/30/2023	2,701,000.00
8/1/2023	1,630,000	558,687.50	2,188,687.50		
2/1/2024	-	517,937.50	517,937.50	6/30/2024	2,706,625.00
8/1/2024	2,155,000	517,937.50	2,672,937.50		
2/1/2025	-	464,062.50	464,062.50	6/30/2025	3,137,000.00
8/1/2025	2,265,000	464,062.50	2,729,062.50		
2/1/2026	-	401,775.00	401,775.00	6/30/2026	3,130,837.50
8/1/2026	2,395,000	401,775.00	2,796,775.00		
2/1/2027	-	335,912.50	335,912.50	6/30/2027	3,132,687.50
8/1/2027	2,335,000	335,912.50	2,670,912.50		
2/1/2028	-	271,700.00	271,700.00	6/30/2028	2,942,612.50
8/1/2028	2,270,000	271,700.00	2,541,700.00		
2/1/2029	-	209,275.00	209,275.00	6/30/2029	2,750,975.00
8/1/2029	2,400,000	209,275.00	2,609,275.00		
2/1/2030	-	143,275.00	143,275.00	6/30/2030	2,752,550.00
8/1/2030	2,535,000	143,275.00	2,678,275.00		
2/1/2031	-	73,562.50	73,562.50	6/30/2031	2,751,837.50
8/1/2031	2,675,000	73,562.50	2,748,562.50	6/30/2032	2,748,562.50
	<u>27,815,000.00</u>	<u>17,800,980.21</u>	<u>45,615,980.21</u>		<u>45,615,980.21</u>





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**Bond Debt Service**  
**Salinas Valley Solid Waste Authority**  
**Refunding Revenue Bonds**  
**Series 2014B (Taxable)**

<b>Period Ending</b>	<b>Principal</b>	<b>Interest</b>	<b>Total</b>	<b>Fiscal Year Ended</b>	<b>Fiscal Year Total</b>
8/1/2014	315,000	60,504.55	375,504.55		
2/1/2015	-	57,953.43	57,953.43	6/30/2015	433,457.98
8/1/2015	320,000	57,953.43	377,953.43		
2/1/2016	-	55,569.43	55,569.43	6/30/2016	433,522.86
8/1/2016	325,000	55,569.43	380,569.43		
2/1/2017	-	52,126.05	52,126.05	6/30/2017	432,695.48
8/1/2017	335,000	52,126.05	387,126.05		
2/1/2018	-	47,645.43	47,645.43	6/30/2018	434,771.48
8/1/2018	345,000	47,645.43	392,645.43		
2/1/2019	-	42,082.30	42,082.30	6/30/2019	434,727.73
8/1/2019	355,000	42,082.30	397,082.30		
2/1/2020	-	35,557.40	35,557.40	6/30/2020	432,639.70
8/1/2020	370,000	35,557.40	405,557.40		
2/1/2021	-	28,016.80	28,016.80	6/30/2021	433,574.20
8/1/2021	385,000	28,016.80	413,016.80		
2/1/2022	-	19,564.13	19,564.13	6/30/2022	432,580.93
8/1/2022	405,000	19,564.13	424,564.13		
2/1/2023	-	10,166.10	10,166.10	6/30/2023	434,730.23
8/1/2023	<u>420,000</u>	<u>10,166.10</u>	<u>430,166.10</u>	6/30/2024	<u>430,166.10</u>
	<u><u>3,575,000</u></u>	<u><u>757,866.69</u></u>	<u><u>4,332,866.69</u></u>		<u><u>4,332,866.69</u></u>



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SALINAS VALLEY SOLID WASTE AUTHORITY  
Landfilled Tonnage History

Fiscal Year	Service Area			South Valley
	Tonnage	Annual % Change	Cummulative % Change	
1997-98	248,415			
1998-99	250,065	0.7%	0.7%	
1999-00	250,912	0.3%	1.0%	
2000-01	246,489	-1.8%	-0.8%	
2001-02	216,524	-12.2%	-12.8%	
2002-03	219,583	1.4%	-11.6%	
2003-04	227,207	3.5%	-8.5%	23,622
2004-05	234,709	3.3%	-5.5%	84,571
2005-06	235,852	0.5%	-5.1%	89,536
2006-07	222,906	-5.5%	-10.3%	85,327
2007-08	205,534	-7.8%	-17.3%	86,739
2008-09	187,486	-8.8%	-24.5%	84,322
2009-10	173,907	-7.2%	-30.0%	79,615
2010-11	171,082	-1.6%	-31.1%	79,552
2011-12	167,033	-2.4%	-32.8%	69,215
2012-13	166,501	-0.3%	-33.0%	70,021

For the 5 years ended June 30, 2013 there has been a 19% decrease in tonnage within the Authority service area.

Since the Authority was formed there has been a 33.0% decrease in tonnage within the



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SALINAS VALLEY SOLID WASTE AUTHORITY  
Projected Landfilled Tonnage

Fiscal Year	Service Area	
	Service Area	% Change
2013-14	166,500	0.3%
2014-15	164,500	-1.2%
2015-16	164,500	0.0%
2016-17	164,500	0.0%
2017-18	164,500	0.0%
2019-20	164,500	0.0%
2020-21	164,500	0.0%
2021-22	164,500	0.0%



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**Salinas Valley Solid Waste Authority**  
**Debt Service Coverage Ratio Calculations**  
**FY 2014-15**

	<b>2013 2014</b>	<b>2014 2015</b>	<b>Increase /</b>	<b>%</b>
	<b>BUDGET</b>	<b>PROPOSED</b>	<b>(Decrease)</b>	<b>Change</b>
<u>Operating Revenues</u>				
Tipping Fees - Solid Waste	11,141,800	11,005,500	(136,300)	-1.2%
Tipping Fees - Surcharge	1,034,000	1,276,800	242,800	23.5%
Tipping Fees - Diverted Materials	956,800	1,017,700	60,900	6.4%
AB939 Service Fee	1,732,000	1,732,000	-	0.0%
Tipping Fees - South Valley	2,318,800	-	(2,318,800)	-100.0%
Charges for Services	117,000	124,500	7,500	6.4%
Sales of Materials	385,000	309,500	(75,500)	-19.6%
Gas Royalties	187,500	220,000	32,500	17.3%
Investment Earnings	30,200	31,700	1,500	5.0%
Total Operating Revenues (A)	<u>17,903,100</u>	<u>15,717,700</u>	<u>(2,185,400)</u>	-12.2%
<u>Operating Expenditures</u>				
Administration	2,182,750	2,412,100	229,350	10.5%
Resource Recovery	2,546,240	2,613,950	67,710	2.7%
Transfer Stations	2,657,465	2,726,475	69,010	2.6%
JC Landfill Operations	3,903,655	3,709,825	(193,830)	-5.0%
Environmental Control Systems	439,410	450,600	11,190	2.5%
Postclosure Maintenance	907,680	930,050	22,370	2.5%
Closure Set-Aside	277,000	186,000	(91,000)	-32.9%
Total Operating Expenditures (B)	<u>12,914,200</u>	<u>13,029,000</u>	<u>114,800</u>	0.9%
Net Revenues (C)(A-B)	<u>4,988,900</u>	<u>2,688,700</u>	<u>(2,300,200)</u>	-46.1%
Debt Service (D)	<u>2,949,300</u>	<u>1,921,000</u>	<u>(1,028,300)</u>	-34.9%
Debt Service Coverage Ratio (E)(C/D)	169%	140%		
Total Expenditures (F)(B+D)	<u>15,863,500</u>	<u>14,950,000</u>	<u>(913,500)</u>	-5.8%
Net Income After Debt Service (G)(A-F)	<u>2,039,600</u>	<u>767,700</u>	<u>(1,271,900)</u>	-62.4%





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*Promoting a Future Without Landfills*

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pdf/finance/budgetdoc2014\\_15.pdf](http://SalinasValleyRecycles.org/pdf/finance/budgetdoc2014_15.pdf)



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SALINAS VALLEY SOLID WASTE AUTHORITY

## Report to the Board of Directors

**ITEM NO. 13**

Finance Manager/Controller-Treasurer

General Manager/CAO

Board President

**Date:** May 15, 2014  
**From:** Roberto Moreno, Finance Manager  
**Title:** Approve Lease-Purchase Financing for Landfill Equipment

### RECOMMENDATION

The Executive Committee recommends approval of this item.

Approval of this item will allow staff to purchase the equipment necessary to take over the Johnson Canyon Landfill operation.

### STRATEGIC PLAN RELATIONSHIP

The recommended action helps support the Goal to Reduce Costs and Improve Services at Johnson Canyon Landfill by taking over the landfill operation with Authority staff and equipment.

### FISCAL IMPACT

Approval of the recommended financing will result in \$420,462.44 in lease-purchase payments which are included in the 2014-15 budget.

### DISCUSSION & ANALYSIS

In order for the Authority to take over the Johnson Canyon Landfill operation, approximately \$3.62 million in landfill operations equipment needs to be purchased. Staff has been searching for equipment and working to obtain financing at the lowest possible cost. The Authority's underwriter of the 2014 bond refunding (formerly De La Rosa & Co, now Stifel, Nicolaus & Co.) has been able to obtain a very favorable financing rate of 3.08% for a taxable financing from Capital One

The use of a taxable rate allows the Authority to purchase used equipment, which has the potential to save approximately \$400,000 in capital equipment costs.

Staff recommends entering into the lease-purchase agreement with Capital One under the following terms:

- \$3,670,000 capital equipment costs, including \$50,000 for cost of issuance
- 3.08% taxable financing rate
- Funds deposited into escrow for disbursement as the Authority purchases the equipment
- Any unspent funds will be used to repay the principal and re-amortize the loan over the remaining term, or to shorten the length of the loan, at the Authority's option.
- There is a 2% premium for early prepayment within three years.

Interest rates for this short-term (5-year) financing are extremely favorable to the Authority and will provide savings that can be reserved for funding future equipment replacements with cash.

Following is the lease-purchase schedule based on the above financing terms.

Salinas Valley Solid Waste Authority  
Equipment Financing  
Taxable  
Payment Schedule

Rental Payment Date	Principal Portion	Interest Rate	Interest Portion	Total Rental Payment	Loan Balance	Purchase Price
8/1/2014			21,665.23	21,665.23	3,670,000.00	3,743,400.00
2/1/2015	342,279.21	3.080%	56,518.00	398,797.21	3,327,720.79	3,394,275.21
8/1/2015	347,550.31	3.080%	51,246.90	398,797.21	2,980,170.48	3,039,773.89
2/1/2016	352,902.58	3.080%	45,894.63	398,797.21	2,627,267.90	2,679,813.26
8/1/2016	358,337.28	3.080%	40,459.93	398,797.21	2,268,930.62	2,314,309.23
2/1/2017	363,855.68	3.080%	34,941.53	398,797.21	1,905,074.94	1,943,176.44
8/1/2017	369,459.06	3.080%	29,338.15	398,797.21	1,535,615.88	1,566,328.20
2/1/2018	375,148.73	3.080%	23,648.48	398,797.21	1,160,467.15	1,160,467.15
8/1/2018	380,926.01	3.080%	17,871.19	398,797.20	779,541.14	779,541.14
2/1/2019	386,792.27	3.080%	12,004.93	398,797.20	392,748.87	392,748.87
8/1/2019	392,748.87	3.080%	6,048.33	398,797.20		
	3,670,000.00		339,637.30	4,009,637.30		

#### Next Steps

The attached resolution approves the financing based on the above terms, approves the escrow agreement, which is part of this financing, and authorizes staff to take the necessary steps to effectuate this transaction. The Board's actions are contingent upon the County making a finding that the lease-purchase financing results in a public benefit.

The Marks-Roos Bond Pooling Act (which this financing falls under) requires that a public hearing be held before the jurisdiction where the equipment will be located. Since the equipment will be located at Johnson Canyon Landfill, this requires a public hearing with a 5-day notice before the Board of Supervisors at which time they need to make a finding that the lease-purchase agreement will result in a "public benefit". Staff has contacted the County staff to request that the Board of Supervisors schedule such a hearing. Attached is a copy of the request.

#### **BACKGROUND**

On February 20, 2014, the Board authorized staff to proceed with implementing a plan to take over the operations of the Johnson Canyon Landfill. On March 20, 2014, the Board authorized the purchase of up to \$3,617,692 in equipment for the JCL operation with payments estimated at \$ 839,281 annually based on lease-purchase financing at 6% over a 5-year period. Attached is a copy of the resolution. The proposed financing will save at least \$41,687 over the original estimate.

As part of our continuing effort to reduce costs, staff has been looking to see if good used equipment can be purchased at a substantial savings. Staff has been able to identify

used equipment that could be purchased at a savings of \$400,000 over new equipment, which could also save the Authority an additional \$37,000 in interest payments.

The financing effort began by soliciting bids from different banks for lease-purchase financing. Bids were submitted by Bank of the West and Capital One. After reviewing the rates and all aspects of the financing staff decided on Capital One at a non-taxable rate of 2.0%. However as the financing moved forward we ran into issues with using non-taxable financing. The main issue being that these funds cannot be used for used equipment. As such, Capital One quoted 3.08% for a taxable transaction. A comparison of the taxable v. non-taxable financing is shown below.

### Salinas Valley Solid Waste Authority - Equipment Financing Analysis

	Tax-Exempt (AMT) and Taxable	Taxable Only	Difference
<b>Project Fund</b>			
<b>Tax-Exempt (New)</b>	\$1,637,000		
<b>Taxable (Used)</b>	1,983,000	3,620,000	
<b>Total</b>	\$3,620,000	\$3,620,000	
<b>Principal Payment Dates</b>	2/1/2015 - 8/1/2019	2/1/2015 - 8/1/2019	
<b>Interest Rates<sup>1</sup></b>			
<b>Tax-Exempt</b>	2.00%		
<b>Taxable</b>	3.08%	3.08%	
<b>Loan Yield <sup>2</sup></b>	2.59%	3.08%	0.49%
<b>Loan Debt Service</b>			
	2015: \$ 411,912.00	2015: \$ 420,462.00	2015: \$ 8,550.00
	2016-		
<b>Annual<sup>3</sup></b>	2019: \$ 787,365.00	2016-2019: \$ 797,594.00	2016-2019: \$ 10,229.00
	2020: \$ 393,682.00	2020: \$ 398,797.00	2020: \$ 5,115.00
<b>Cumulative</b>	\$ 3,955,453.00	\$ 4,009,637.00	\$ 54,184.00

<sup>1</sup> Based on 5/22/2014 closing date

<sup>2</sup> Total interest cost

<sup>3</sup> Fiscal year

The budget was prepared based on a financing rate of 6% to purchase \$3.62 million in equipment. Based on the total potential savings of approximately \$437,000 to the Authority by purchasing used equipment it makes sense to go with the taxable financing.

### ATTACHMENT(S)

1. Resolution Authorizing Lease Purchase Financing for Landfill Equipment.
2. Exhibit A – Lease Purchase Agreement
3. Letter to County requesting public hearing on lease-purchase financing
4. Resolution No. 2014-10 – Authorizing Purchase of Used Landfill Equipment

**A RESOLUTION OF THE SALINAS VALLEY SOLID WASTE AUTHORITY  
APPROVING AN EQUIPMENT LEASE-PURCHASE FINANCING AGREEMENT WITH CAPITAL ONE  
PUBLIC FUNDING, LLC PROVIDING FOR THE PURCHASE OF NEW/USED LANDFILL EQUIPMENT IN  
AN AMOUNT NOT TO EXCEED \$3,670,000**

**WHEREAS** on March 20, the Board authorized the purchase of \$3,617,692 in landfill equipment for the Johnson Canyon Landfill;

**WHEREAS** Capital One Public Funding LLC has provided a favorable taxable lease-purchase financing, which could be delayed due to the need to hold a public hearing before the County Board of Supervisors;

**WHEREAS**, pursuant to the Marks-Roos Local Bond Pooling Act of 1985 ("Marks-Roos Act"), a public hearing must be held before the Monterey County Board of Supervisors to consider the proposed financing agreement and to determine that the agreement will represent a public benefit in accordance with that Act.

**NOW THEREFORE BE IT RESOLVED BY THE BOARD OF DIRECTORS OF THE SALINAS VALLEY SOLID WASTE AUTHORITY**, that, contingent on the County Board of Supervisors holding the public hearing and making the findings required under the Marks-Roos Act for approval of the Agreement, the General Manager/CAO is hereby authorized and directed for, and on behalf of, the Salinas Valley Solid Waste Authority to execute the Equipment Lease Purchase Agreement with CAPITAL ONE PUBLIC FUNDING, LLC in an amount not to exceed \$3,670,000, as attached hereto and marked "Exhibit A" and the Escrow Agreement which is a part of the financing;

**BE IT FURTHER RESOLVED** that the General Manager/CAO is hereby authorized and directed to take such further actions and execute such further documents as necessary to implement the Equipment Lease Purchase Agreement following its execution.

**BE IT FURTHER RESOLVED** that the General Manager/CAO is hereby authorized to borrow funds from the Landfill Expansion Fund to purchase equipment in case the financing is delayed due to the public hearing requirement, with said funds to be reimbursed from the Lease-Purchase financing once it is in place.

**PASSED AND ADOPTED** by the Board of Directors of the Salinas Valley Solid Waste Authority at its regular meeting duly held on the 15th day of May 2014, by the following vote:

AYES: BOARD MEMBERS:

NOES: BOARD MEMBERS:

ABSENT: BOARD MEMBERS:

ABSTAIN: BOARD MEMBERS:

ATTEST:

\_\_\_\_\_  
Elizabeth Silva, President

\_\_\_\_\_  
Elia Zavala, Clerk of the Board

**TAXABLE EQUIPMENT LEASE PURCHASE AGREEMENT**

**THIS TAXABLE EQUIPMENT LEASE PURCHASE AGREEMENT** (the "Agreement"), is dated as of May 22, 2014, between **CAPITAL ONE PUBLIC FUNDING, LLC**, a limited liability company organized and existing under the laws of the State of New York, as Lessor ("Lessor"), and **SALINAS VALLEY SOLID WASTE AUTHORITY**, a joint powers authority existing under the laws of the State of California, as Lessee ("Lessee"), wherein the parties hereby agree as follows:

**Section 1. Definitions.** The following terms will have the meanings indicated below unless the context clearly requires otherwise:

**"Agreement"** means this Taxable Equipment Lease Purchase Agreement and any other schedule, exhibit or escrow agreement made a part hereof by the parties hereto, together with any amendments to this Agreement.

**"Bonds"** means Lessee's Refunding Revenue Bonds, Series 2014A (AMT), in the original principal amount of \$27,815,000, and Refunding Revenue Bonds, Series 2014B (Taxable), in the original principal amount of \$3,575,000.

**"Commencement Date"** is the date when the term of this Agreement and Lessee's obligation to pay rent commences, which date will be the earlier of (i) the date on which the Equipment is accepted by Lessee in the manner described in **Section 13**, or (ii) the date on which sufficient moneys to purchase the Equipment are deposited for that purpose with an escrow agent.

**"Equipment"** means the property described on the Equipment Schedule attached hereto as **Exhibit A**, and all replacements, substitutions, repairs, restorations, modifications, attachments, accessions, additions and improvements thereof or thereto.

**"Escrow Agreement"** means the Escrow Agreement dated the date hereof among Lessee, Lessor and the escrow agent named therein, together with any amendments thereto.

**"Event of Default"** means an Event of Default described in **Section 35**.

**"Issuance Year"** is the calendar year in which the Commencement Date occurs.

**"Lease Term"** means the period from the Commencement Date until the last Rental Payment Date.

**"Lessee"** means the entity described as such in the first paragraph of this Agreement, its successors and its assigns.

**"Lessor"** means the entity described as such in the first paragraph of this Agreement, its successors and its assigns.

**"Master Indenture"** means the Master Indenture dated as of January 1, 2014, as supplemented, by and between Lessee and The Bank of New York Mellon Trust Company, N.A., as trustee, pursuant to which the Bonds were issued.

**"Net Proceeds"** means the amount remaining from the gross proceeds of any insurance claim or condemnation award after deducting all expenses (including attorneys' fees) incurred in the collection of such claim or award.

**"Net Revenues"** has the meaning set forth in the Master Indenture.

**"Payment Schedule"** means the schedule of Rental Payments and Purchase Price set forth on **Exhibit B**.

**"Purchase Price"** means the amount set forth on the Payment Schedule that Lessee may, at its option, pay to Lessor to purchase the Equipment.



**"Rental Payment Dates"** means the dates set forth on the Payment Schedule on which Rental Payments are due.

**"Rental Payments"** means the basic rental payments payable by Lessee pursuant to **Section 9**.

**"State"** means the State of California.

**"Subordinate Obligation"** has the meaning set forth in the Master Indenture.

**"Vendor"** means the manufacturer of the Equipment as well as the agents or dealers of the manufacturer from whom the Equipment is or has been purchased, as listed on **Exhibit A**.

**Section 2. Representations and Covenants of Lessee.** Lessee represents, warrants and covenants for the benefit of Lessor as follows:

(a) Lessee is a joint powers authority duly organized and existing under the Constitution and laws of the State.

(b) Lessee is authorized under the constitution and laws of the State to enter into this Agreement and the transaction contemplated hereby and to perform all of its obligations hereunder.

(c) Lessee has been duly authorized to execute and deliver this Agreement by proper action and approval of its governing body at a meeting duly called, regularly convened and attended throughout by a requisite majority of the members thereof or by other appropriate official approval.

(d) This Agreement constitutes the legal, valid and binding obligation of Lessee enforceable in accordance with its terms, except to the extent limited by applicable bankruptcy, insolvency, reorganization or other laws affecting creditors' rights generally.

(e) No event or condition that constitutes, or with the giving of notice or the lapse of time or both would constitute, an Event of Default exists at the Commencement Date.

(f) Lessee has complied with such public bidding requirements as may be applicable to this Agreement and the acquisition by Lessee of the Equipment hereunder.

(g) There is no action, suit, proceeding, inquiry or investigation, at law or in equity, before or by any court, public board or body, pending or threatened against or affecting Lessee, nor to the best knowledge of Lessee is there any basis therefor, wherein an unfavorable decision, ruling or finding would materially adversely affect the transactions contemplated by this Agreement or any other document, agreement or certificate which is used or contemplated for use in the consummation of the transactions contemplated by this Agreement or materially adversely affect the financial condition or properties of Lessee.

(h) All authorizations, consents and approvals of governmental bodies or agencies required in connection with the execution and delivery by Lessee of this Agreement or in connection with the carrying out by Lessee of its obligations hereunder have been obtained.

(i) The entering into and performance of this Agreement or any other document or agreement contemplated hereby to which Lessee is or is to be a party will not violate any judgment, order, law or regulation applicable to Lessee or result in any breach of, or constitute a default under, or result in the creation of any lien, charge, security interest or other encumbrance on any assets of Lessee or the Equipment pursuant to any indenture, mortgage, deed of trust, bank loan or credit agreement or other instrument to which Lessee is a party or by which it or its assets may be bound, except as herein provided.

(j) The Equipment described in this Agreement is essential to the function of Lessee or to the service Lessee provides to its citizens. Lessee has an immediate need for, and expects to make immediate use of, substantially all the Equipment, which need is not temporary or expected to diminish in the foreseeable future. The Equipment will be used by Lessee only for the purpose of performing one or more of Lessee's governmental or proprietary functions consistent with the permissible scope of Lessee's authority.

(k) Reserved.

(l) Reserved.

(m) Reserved.

(n) Lessee has never failed to pay payments coming due under any bond issue, lease purchase agreement or other indebtedness obligation of Lessee.

(o) The useful life of the Equipment will not be less than the Lease Term.

(p) The application, statements and credit or financial information submitted by Lessee to Lessor are true and correct and made to induce Lessor to enter into this Agreement and the escrow agreement, if any, and Lessee has experienced no material change in its financial condition since the date(s) of such information.

(q) Lessee has provided Lessor with audited financial statements through June 30, 2013. Lessee has experienced no material change in its financial condition or in the revenues expected to be utilized to meet Rental Payments due under the Agreement since June 30, 2013.

(r) Lessee shall pay the excess (if any) of the actual costs of acquiring the Equipment under the Agreement over the amount deposited by Lessor in the escrow fund, if any, established under any related escrow agreement and interest earnings thereon.

(s) Lessee agrees that proceeds of the Agreement shall be held in escrow by an escrow agent appointed by Lessor (or assignee thereof) and invested as directed by Lessor (or assignee thereof) within the authority granted by Section 53601(m) of the California Government Code.

### **Section 3. Reserved.**

**Section 4. Lease of Equipment.** Lessor hereby demises, leases and lets the Equipment to Lessee, and Lessee rents, leases and hires the Equipment from Lessor, in accordance with the provisions of this Agreement, for the Lease Term.

### **Section 5. Reserved.**

**Section 6. Termination of Lease Term.** The Lease Term will terminate upon the earliest of any of the following events:

(a) the exercise by Lessee of the option to purchase the Equipment under the provisions of **Section 31** and payment of the Purchase Price and all amounts payable in connection therewith;

(b) a default by Lessee and Lessor's election to terminate this Agreement under **Section 36**; or

(c) the payment by Lessee of all Rental Payments authorized or required to be paid by Lessee hereunder during the Lease Term.

### **Section 7. Reserved.**

### **Section 8. Reserved.**

**Section 9. Rental Payments.** Lessee will pay Rental Payments, exclusively from legally available funds, in lawful money of the United States of America to Lessor in the amounts and on the dates set forth on the Payment Schedule. Rental Payments will be in consideration for Lessee's use of the Equipment during the fiscal year in which such payments are due. Any Rental Payment not received on or before its due date will bear interest at the rate of 10% per annum or the maximum amount permitted by law, whichever is less, from its due date.

**Section 10. Interest Component.** As set forth on the Payment Schedule, a portion of each Rental Payment is paid as, and represents payment of, interest.

**Section 11. Rental Payments To Be Unconditional.** The obligations of Lessee to make Rental Payments and to perform and observe the other covenants and agreements contained herein shall be absolute and unconditional in all events without abatement, diminution, deduction, set-off or defense, for any reason, including without limitation any failure of the Equipment to be delivered or installed, any defects, malfunctions, breakdowns or infirmities in the equipment or any accident, condemnation or unforeseen circumstances.

**Section 12. Subordinate Obligation.** Lessee and Lessor hereby acknowledge that the obligation to make Rental Payments hereunder is junior and subordinate with respect to the payment of principal and interest to the Bonds. The obligation to make Rental Payments hereunder shall constitute a Subordinate Obligation subordinate in payment to all Contracts and Bonds (as such terms are defined in the Master Indenture) and shall be payable solely from Net Revenues available from the Subordinate Payment Fund established under the Master Indenture.

**Section 13. Delivery, Installation and Acceptance of the Equipment.** Lessee will order the Equipment, cause the Equipment to be delivered and installed at the location specified on **Exhibit A** and pay any and all delivery and installation costs in connection therewith. When the Equipment has been delivered and installed, Lessee will immediately accept the Equipment and evidence said acceptance by executing and delivering to Lessor an acceptance certificate in form and substance acceptable to Lessor. After it has been installed, the Equipment will not be moved from the location specified on **Exhibit A** without Lessor's consent, which consent will not be unreasonably withheld.

**Section 14. Enjoyment of Equipment.** Lessor hereby covenants to provide Lessee with quiet use and enjoyment of the Equipment during the Lease Term, and Lessee will peaceably and quietly have and hold and enjoy the Equipment during the Lease Term, without suit, trouble or hindrance from Lessor, except as otherwise expressly set forth in this Agreement.

**Section 15. Right of Inspection.** Lessor will have the right at all reasonable times during regular business hours to enter into and upon the property of Lessee for the purpose of inspecting the Equipment.

**Section 16. Use of the Equipment.** Lessee will not install, use, operate or maintain the Equipment improperly, carelessly, in violation of any applicable law or in a manner contrary to that contemplated by this Agreement. Lessee will obtain all permits and licenses, if any, necessary for the installation and operation of the Equipment. In addition, Lessee agrees to comply in all respects (including, without limitation, with respect to the use, maintenance and operation of each item of the Equipment) with all applicable laws, regulations and rulings of any legislative, executive, administrative or judicial body; provided, however, that Lessee may contest in good faith the validity or application of any such law, regulation or ruling in any reasonable manner that does not, in the opinion of Lessor, adversely affect the interest of Lessor in and to the Equipment or its interest or rights under this Agreement.

**Section 17. Maintenance of Equipment.** Lessee agrees that it will, at Lessee's own cost and expense, maintain, preserve and keep the Equipment in good repair, working order and condition. Lessor will have no responsibility to maintain, or repair or to make improvements or additions to the Equipment. If requested to do so by Lessor, Lessee will enter into a maintenance contract for the Equipment with Vendor.

**Section 18. Title to the Equipment.** During the Lease Term, title to the Equipment and any and all additions, repairs, replacements or modifications will vest in Lessee, subject to the rights of Lessor under this Agreement; provided that title will thereafter immediately and without any action by Lessee vest in Lessor, and Lessee will immediately surrender possession of the Equipment to Lessor upon (a) any termination of this Agreement other than termination pursuant to **Section 31** or (b) the occurrence of an Event of Default. It is the intent of the parties hereto that any transfer of title to Lessor pursuant to this Section will occur automatically without the necessity of any bill of sale, certificate of title or other instrument of conveyance. Lessee will, nevertheless, execute and deliver any such instruments as Lessor may request to evidence such transfer. Lessee, irrevocably designates, makes, constitutes and appoints Lessor and its assignee as Lessee's true and lawful attorney (and agent in-fact) with power, at such time of

termination or times thereafter as Lessor in its sole and absolute discretion may determine, in Lessee's or Lessor's or such assignee's name, to endorse the name of Lessee upon any bill of sale, document, instrument, invoice, freight bill, bill of lading or similar document relating to the Equipment in order to vest title in Lessor and transfer possession to Lessor.

**Section 19. Security Interest.** To secure the payment of all of Lessee's obligations under this Agreement and to the extent permitted by law, Lessor retains a security interest constituting a first lien on the Equipment and on all additions, attachments and accessions thereto and substitutions therefor and proceeds therefrom. Lessee agrees to execute such additional documents in form satisfactory to Lessor, that Lessor deems necessary or appropriate to establish and maintain its security interest. Lessee agrees that financing statements may be filed with respect to the security interest in the Equipment.

As further security therefor, Lessee grants to Lessor a first priority security interest in the cash and negotiable instruments from time to time comprising the escrow fund, if any, established under any related escrow agreement and all proceeds (cash and non-cash) thereof, and agrees with respect thereto that Lessor shall have all the rights and remedies of a secured party.

**Section 20. Personal Property.** Lessor and Lessee agree that the Equipment is and will remain personal property. The Equipment will not be deemed to be affixed to or a part of the real estate on which it may be situated, notwithstanding that the Equipment or any part thereof may be or hereafter become in any manner physically affixed or attached to such real estate or any building thereon. Upon the request of Lessor, Lessee will, at Lessee's expense, furnish a waiver of any interest in the Equipment from any party having an interest in any such real estate or building.

**Section 21. Liens, Taxes, Other Governmental Charges and Utility Charges.** Lessee will keep the Equipment free and clear of all liens, charges and encumbrances, except those created under this Agreement. The parties to this Agreement contemplate that the Equipment will be used for a governmental or proprietary purpose of Lessee and, therefore, that the Equipment will be exempt from all property taxes and other similar charges. If the use, possession or acquisition of the Equipment is found to be subject to taxation in any form, Lessee will pay all taxes and governmental charges lawfully assessed or levied against or with respect to the Equipment. Lessee will pay all utility and other charges incurred in the use and maintenance of the Equipment. Lessee will pay such taxes and charges as the same become due; provided that, with respect to any such taxes and charges that may lawfully be paid in installments over a period of years, Lessee will be obligated to pay only such installments that accrue during the Lease Term.

**Section 22. Insurance.** At its own expense, Lessee will maintain (a) casualty insurance insuring the Equipment against loss or damage by fire and all other risks covered by the standard extended coverage endorsement then in use in the State and any other risks reasonably required by Lessor in an amount at least equal to the then applicable Purchase Price of the Equipment, (b) liability insurance that protects Lessor from liability in all events in form and amount satisfactory to Lessor, and (c) workers' compensation coverage as required by the laws of the State; provided that, with Lessor's prior written consent, Lessee may self-insure against the risks described in clauses (a) and (b). All insurance proceeds from casualty losses will be payable as hereinafter provided. Lessee will furnish to Lessor certificates evidencing such coverage throughout the Lease Term.

All such casualty and liability insurance will be with insurers that are acceptable to Lessor, will name Lessor as a loss payee and an additional insured and will contain a provision to the effect that such insurance will not be cancelled or modified materially without first giving written notice thereof to Lessor at least ten days in advance of such cancellation or modification. All such casualty insurance will contain a provision making any losses payable to Lessee and Lessor, as their respective interests may appear.

**Section 23. Advances.** In the event Lessee fails to maintain the insurance required by this Agreement, pay taxes or charges required to be paid by it under this Agreement or fails to keep the Equipment in good repair and operating condition, Lessor may (but will be under no obligation to) purchase the required policies of insurance and pay the cost of the premiums on the thereof, pay such taxes and charges and make such Equipment repairs or replacements as are necessary and pay the cost thereof. All amounts so advanced by Lessor will become additional rent. Lessee agrees to pay such amounts with interest thereon from the date paid at the rate of 10% per annum or the maximum permitted by law, whichever is less.

**Section 24. Financial Information.** By April 1 of each fiscal year, Lessee will provide Lessor with current financial statements, budgets and proofs of appropriation for the ensuing fiscal year and such other financial information relating to the ability of Lessee to continue this Agreement as may be requested by Lessor.

**Section 25. Release and Indemnification.** To the extent permitted by law, Lessee will indemnify, protect and hold harmless Lessor from and against any and all liability, obligations, losses, claims and damages whatsoever, regardless of cause thereof, and expenses in connection therewith (including, without limitation, counsel fees and expenses) arising out of or as the result of (a) the entering into this Agreement, (b) the ownership of any item of the Equipment, (c) the manufacturing, ordering, acquisition, use, operation, condition, purchase, delivery, rejection, storage or return of any item of the Equipment, (d) any accident in connection with the operation, use, condition, possession, storage or return of any item of the Equipment resulting in damage to property or injury or death to any person or (e) the breach of any covenant herein or any material misrepresentation contained herein. The indemnification arising under this paragraph will continue in full force and effect notwithstanding the full payment of all obligations under this Agreement or the termination of the Lease Term for any reason.

**Section 26. Risk of Loss.** Lessee assumes, from and including the Commencement Date, all risk of loss of or damage to the Equipment from any cause whatsoever. No such loss of or damage to the Equipment nor defect therein nor unfitness or obsolescence thereof will relieve Lessee of the obligation to make Rental Payments or to perform any other obligation under this Agreement.

**Section 27. Damage, Destruction, Condemnation; Use of Proceeds.** If (a) the Equipment or any portion thereof is destroyed, in whole or in part, or is damaged by fire or other casualty, or (b) title to, or the temporary use of, the Equipment or any part thereof or the interest of Lessee or Lessor in the Equipment or any part thereof will be taken under the exercise of the power of eminent domain by any governmental body or by any person, firm or corporation acting under governmental authority, Lessee and Lessor will cause the Net Proceeds of any insurance claim or condemnation award to be applied to the prompt replacement, repair, restoration, modification or improvement of the Equipment, unless Lessee has exercised its option to purchase the Equipment pursuant to **Section 31**. Any balance of the Net Proceeds remaining after such work has been completed will be paid to Lessee.

**Section 28. Insufficiency of Net Proceeds.** If the Net Proceeds are insufficient to pay in full the cost of any repair, restoration, modification or improvement referred to in **Section 27**, Lessee will either (a) complete such replacement, repair, restoration, modification or improvement and pay any costs thereof in excess of the amount of the Net Proceeds, or (b) purchase Lessor's interest in the Equipment pursuant to **Section 31**. The amount of the Net Proceeds, if any, remaining after completing such repair, restoration, modification or improvement or after purchasing the Equipment will be retained by Lessee. If Lessee will make any payments pursuant to this Section, Lessee will not be entitled to any reimbursement therefor from Lessor nor will Lessee be entitled to any diminution of the amounts payable under **Section 9**.

**Section 29. Disclaimer of Warranties.** LESSOR MAKES NO WARRANTY OR REPRESENTATION, EXPRESS OR IMPLIED, AS TO THE VALUE, DESIGN, CONDITION, MERCHANTABILITY OR FITNESS FOR PARTICULAR USE OR PURPOSE OF THE EQUIPMENT OR AGAINST INFRINGEMENT, OR ANY OTHER WARRANTY OR REPRESENTATION WITH RESPECT THERETO. IN NO EVENT SHALL LESSOR BE LIABLE FOR ANY ACTUAL, INCIDENTAL, INDIRECT, SPECIAL OR CONSEQUENTIAL DAMAGE IN CONNECTION WITH OR ARISING OUT OF THIS AGREEMENT OR THE EXISTENCE, FURNISHING, FUNCTIONING OR LESSEE'S USE OR MAINTENANCE OF ANY EQUIPMENT OR SERVICES PROVIDED FOR IN THIS AGREEMENT.

**Section 30. Vendor's Warranties.** Lessee may have rights under the contract evidencing the purchase of the Equipment; Lessee is advised to contact the Vendor for a description of any such rights. Lessee hereby assigns to Lessor during the Lease Term all warranties running from Vendor to Lessee. Lessor hereby irrevocably appoints Lessee its agent and attorney-in-fact during the Lease Term, so long as Lessee will not be in default hereunder, to assert from time to time whatever claims and rights (including without limitation warranties) related to the Equipment that Lessor may have against the Vendor. Lessee's sole remedy for the breach of any such warranty, indemnification or representation will be against the Vendor, and not against Lessor. Any such matter will not have any effect whatsoever on the rights and obligations

of Lessor with respect to this Agreement, including the right to receive full and timely payments hereunder. Lessee expressly acknowledges that Lessor makes, and has made, no representations or warranties whatsoever as to the existence or availability of such warranties by the Vendor.

**Section 31. Purchase Option.** Lessee will have the option to purchase the Equipment, upon giving written notice to Lessor at least 30 days before the date of purchase, at the following times and upon the following terms:

(a) On any Rental Payment Date, upon payment in full of the Rental Payment then due hereunder plus all other amounts due hereunder plus the then-applicable Purchase Price to Lessor; or

(b) In the event of substantial damage to or destruction or condemnation (other than by Lessee or any entity controlled by or otherwise affiliated with Lessee) of substantially all of the Equipment, on the day Lessee specifies as the purchase date in Lessee's notice to Lessor of its exercise of the purchase option, upon payment in full of the Rental Payment and all other amounts then due hereunder plus (i) the Purchase Price designated on the Payment Schedule for such purchase date if such purchase date is a Rental Payment Date or the Purchase Price for the immediately preceding Rental Payment Date if such purchase date is not a Rental Payment Date, and (ii) if such day is not a Rental Payment Date, an amount equal to the portion of the interest component of the Rental Payment scheduled to come due on the following Rental Payment Date accrued from the immediately preceding Rental Payment Date to such purchase date, computed on the basis of a 360-day year of twelve 30-day months.

Upon the exercise of the option to purchase set forth above, title to the Equipment will be vested in Lessee, free and clear of any claim by or through Lessor.

Upon a partial prepayment of principal pursuant to **Section 5(c)** of the Escrow Agreement, the Payment Schedule attached hereto shall be revised to reflect either (i) a pro rata principal reduction or (ii) a principal reduction in inverse order of Rental Payment Dates, as specified by Lessor and acknowledged by Lessee.

**Section 32. Determination of Fair Purchase Price.** Lessee and Lessor hereby agree and determine that the Rental Payments represent the fair value of the use of the Equipment and that the amount required to exercise Lessee's option to purchase the Equipment pursuant to **Section 31** represents, as of the end of the Lease Term, the fair purchase price of the Equipment. Lessee hereby determines that the Rental Payments do not exceed a reasonable amount so as to place Lessee under a practical economic compulsion to renew this Agreement or to exercise its option to purchase the Equipment hereunder. In making such determinations, Lessee and Lessor have given consideration to (a) the costs of the Equipment, (b) the uses and purposes for which the Equipment will be employed by Lessee, (c) the benefit to Lessee by reason of the acquisition and installation of the Equipment and the use of the Equipment pursuant to the terms and provisions of this Agreement, and (d) Lessee's option to purchase the Equipment. Lessee hereby determines and declares that the acquisition and installation of the Equipment and the leasing of the Equipment pursuant to this Agreement will result in equipment of comparable quality and meeting the same requirements and standards as would be necessary if the acquisition and installation of the Equipment were performed by Lessee other than pursuant to this Agreement. Lessee hereby determines and declares that the Lease Term does not exceed the useful life of the Equipment.

**Section 33. Assignment by Lessor.** Lessor's interest in, to and under this Agreement and the Equipment may be assigned and reassigned in whole to not more than one assignee by Lessor without the necessity of obtaining the consent of Lessee provided the assignee is (i) an affiliate of Lessor or (ii) a bank, insurance company or similar financial institution. Nothing herein shall limit the right of Lessor to sell or assign participation interests in this Agreement to one or more institutions listed in (i) or (ii) above, provided that Lessee shall have no obligation or liability to such participants and such participants shall look solely to Lessor or its assigns to enforce any such obligations under this Agreement against Lessee. Lessee agrees to execute all documents, including notices of assignment and chattel mortgages or financing statements that may be reasonably requested by Lessor or any assignee to protect its interest in the Equipment and in this Agreement and agrees to the filing of financing statements with respect to the Equipment and this Agreement. Lessee will not have the right to and will not assert against any assignee any claim, counterclaim, defense, set-off or other right Lessee may have against Lessor.

**Section 34. Assignment and Subleasing by Lessee.** None of Lessee's right, title and interest in, to and under this Agreement and the Equipment may be assigned or encumbered by Lessee for any reason, except that Lessee may sublease all or part of the Equipment if satisfactory with Lessor. Any such sublease of all or part of the Equipment will be subject to this Agreement and the rights of Lessor in, to and under this Agreement and the Equipment.

**Section 35. Events of Default Defined.** Any of the following will be "Events of Default" under this Agreement:

(a) Failure by Lessee to pay any Rental Payment or other payment required to be paid hereunder at the time specified herein;

(b) Failure by Lessee to observe and perform any covenant, condition or agreement on its part to be observed or performed, other than as referred to in **Section 35(a)**, for a period of 30 days after written notice, specifying such failure and requesting that it be remedied, is given to Lessee by Lessor, unless Lessor will agree in writing to an extension of such time prior to its expiration; provided, however, if the failure stated in the notice cannot be corrected within the applicable period, Lessor will not unreasonably withhold its consent to an extension of such time if corrective action is instituted by Lessee within the applicable period and diligently pursued until the default is corrected;

(c) Any statement, representation or warranty made by Lessee in or pursuant to this Agreement or its execution, delivery or performance will prove to have been false, incorrect, misleading or breached in any material respect on the date when made;

(d) Any provision of this Agreement will at any time for any reason cease to be valid and binding on Lessee, or will be declared to be null and void, or the validity or enforceability thereof will be contested by Lessee or any governmental agency or authority if the loss of such provision would materially adversely affect the rights or security of Lessor, or Lessee will deny that it has any further liability or obligation under this Agreement;

(e) Lessee will (i) apply for or consent to the appointment of a receiver, trustee, custodian or liquidator of Lessee, or of all or a substantial part of the assets of Lessee, (ii) be unable, fail or admit in writing its inability generally to pay its debts as they become due, (iii) make a general assignment for the benefit of creditors, (iv) have an order for relief entered against it under applicable federal bankruptcy law, or (v) file a voluntary petition in bankruptcy or a petition or an answer seeking reorganization or an arrangement with creditors or taking advantage of any insolvency law or any answer admitting the material allegations of a petition filed against Lessee in any bankruptcy, reorganization or insolvency proceeding; or

(f) An order, judgment or decree will be entered by any court of competent jurisdiction, approving a petition or appointing a receiver, trustee, custodian or liquidator of Lessee or of all or a substantial part of the assets of Lessee, in each case without its application, approval or consent, and such order, judgment or decree will continue unstayed and in effect for any period of 30 consecutive days.

**Section 36. Remedies on Default.** Whenever any Event of Default exists, Lessor will have the right, at its sole option without any further demand or notice, to take one or any combination of the following remedial steps:

(a) By written notice to Lessee, Lessor may declare all Rental Payments and other amounts payable by Lessee hereunder to the end of the Lease Term to be due;

(b) With or without terminating this Agreement, Lessor may enter the premises where the Equipment is located and retake possession of the Equipment or require Lessee at Lessee's expense to promptly return any or all of the Equipment to the possession of Lessor at a place specified by Lessor, and sell or lease the Equipment or, for the account of Lessee, sublease the Equipment, holding Lessee liable for the difference between (i) the Rental Payments and other amounts payable by Lessee hereunder plus the applicable Purchase Price, and (ii) the net proceeds of any such sale, lease or sublease (after deducting all expenses of Lessor in exercising its remedies under this Agreement, including without limitation, all expenses of taking possession, storing, reconditioning and selling or leasing the Equipment and all brokerage, auctioneers' and attorneys' fees); and

(c) Lessor may take whatever other action at law or in equity may appear necessary or desirable to enforce its rights as the owner of the Equipment.

In addition, Lessee will remain liable for all covenants and indemnities under this Agreement and for all legal fees and other costs and expenses, including court costs, incurred by Lessor with respect to the enforcement of any of the remedies listed above or any other remedy available to Lessor.

**Section 37. No Remedy Exclusive.** No remedy herein conferred upon or reserved to Lessor is intended to be exclusive and every such remedy will be cumulative and will be in addition to every other remedy given under this Agreement or now or hereafter existing at law or in equity. No delay or omission to exercise any right or power accruing upon any default will impair any such right or power or will be construed to be a waiver thereof, but any such right and power may be exercised from time to time and as often as may be deemed expedient. In order to entitle Lessor to exercise any remedy reserved to it in this Agreement it will not be necessary to give any notice, other than such notice as may be required in this Agreement.

**Section 38. Notices.** All notices, certificates or other communications hereunder will be sufficiently given and will be deemed given when delivered or mailed by registered mail, postage prepaid, to the parties at the addresses immediately after the signatures to this Agreement (or at such other address as either party hereto will designate in writing to the other for notices to such party), to any assignee at its address as it appears on the register maintained by Lessee.

**Section 39. Binding Effect.** This Agreement will inure to the benefit of and will be binding upon Lessor and Lessee and their respective successors and assigns.

**Section 40. Severability.** In the event any provision of this Agreement will be held invalid or unenforceable by any court of competent jurisdiction, such holding will not invalidate or render unenforceable any other provision hereof.

**Section 41. Entire Agreement.** This Agreement constitutes the entire agreement between Lessor and Lessee.

**Section 42. Amendments.** This Agreement may be amended, changed or modified in any manner by written agreement of Lessor and Lessee. Any waiver of any provision of this Agreement or any right or remedy hereunder must be affirmatively and expressly made in writing and will not be implied from inaction, course of dealing or otherwise.

**Section 43. Execution in Counterparts.** This Agreement may be simultaneously executed in several counterparts, each of which will be an original and all of which will constitute but one and the same instrument.

**Section 44. Captions.** The captions or headings in this Agreement are for convenience only and in no way define, limit or describe the scope or intent of any provisions or sections of this Agreement.

**Section 45. Applicable Law.** This Agreement will be governed by and construed in accordance with the laws of the State.

**Section 46. Electronic Transactions.** The parties agree that the transaction described herein may be conducted and related documents may be stored by electronic means. Copies, telecopies, facsimiles, electronic files and other reproductions of original executed documents shall be deemed to be authentic and valid counterparts of such original documents for all purposes, including the filing of any claim, action or suit in the appropriate court of law.



**Section 47. Role of Lessor.** Lessor is acting solely for its own loan account and not as a fiduciary for Lessee or in the capacity of broker, dealer, placement agent, municipal securities underwriter, municipal advisor or fiduciary. Lessor has not provided, and will not provide, financial, legal (including securities law), tax, accounting or other advice to or on behalf of Lessee (including to any financial advisor or any placement agent engaged by Lessee) with respect to the structuring, issuance, sale or delivery of this Agreement. Lessor has no fiduciary duty pursuant to Section 15B of the Securities Exchange Act of 1934 to Lessee with respect to the transactions relating to the structuring, issuance, sale or delivery of this Agreement and the discussions, undertakings and procedures leading thereto. Each of Lessee, its financial advisor and its placement agent has sought and shall seek and obtain financial, legal (including securities law), tax, accounting and other advice (including as it relates to structure, timing, terms and similar matters and compliance with legal requirements applicable to such parties) with respect to this Agreement from its own financial, legal, tax and other advisors (and not from Lessor or its affiliates) to the extent that Lessee, its financial advisor or its placement agent desires, should or needs to obtain such advice. Lessor expresses no view regarding the legal sufficiency of its representations for purposes of compliance with any legal requirements applicable to any other party, including but not limited to Lessee's financial advisor or placement agent, or the correctness of any legal interpretation made by counsel to any other party, including but not limited to counsel to Lessee's financial advisor or placement agent, with respect to any such matters. The transactions between Lessee and Lessor are arm's length, commercial transactions in which Lessor is acting and has acted solely as a principal and for its own interest and Lessor has not made recommendations to Lessee with respect to the transactions relating to this Agreement.

[Remainder of Page Intentionally Left Blank.]

**IN WITNESS WHEREOF**, Lessor and Lessee have caused this Agreement to be executed in their corporate names by their duly authorized officers as of the date first above written.

CAPITAL ONE PUBLIC FUNDING, LLC

By: \_\_\_\_\_

Name: \_\_\_\_\_

Title: \_\_\_\_\_

Address: 275 Broadhollow Road, 4th Floor  
Melville, NY 11747

SALINAS VALLEY SOLID WASTE AUTHORITY

By: \_\_\_\_\_

Name: \_\_\_\_\_

Title: \_\_\_\_\_

Address: 128 Sun Street, Suite 101  
Salinas, CA 93901

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**CERTIFICATE OF CLERK OR SECRETARY OF LESSEE**

I, the undersigned, do hereby certify (i) that the officer of Lessee who executed the foregoing Agreement on behalf of Lessee and whose genuine signature appears thereon, is the duly qualified and acting officer of Lessee as stated beneath his or her signature and has been authorized to execute the foregoing Agreement on behalf of Lessee, and (ii) that the fiscal year of Lessee is from July 1 to June 30.

**DATED:** May 22, 2014.

By: \_\_\_\_\_

Name: \_\_\_\_\_

Title: \_\_\_\_\_

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## EXHIBIT A TO TAXABLE EQUIPMENT LEASE PURCHASE AGREEMENT

### EQUIPMENT SCHEDULE

The Equipment consists of solid waste equipment, including the items described below, together with any and all replacement parts, additions, repairs, modifications, attachments and accessories thereto, any and all substitutions, replacements or exchanges therefor, and any and all insurance and/or proceeds thereof:

### Salinas Valley Solid Waste Authority Equipment Description

Equipment	Estimated Cost
Compactor, 826C (New)	\$ 880,000
Compactor, 826H-used	440,000
Dozer, CAT D-8 (New)	710,000
Dozer, CAT D-6	240,000
Grader, CAT 140H	190,000
Scraper, CAT 623F	420,000
Loader, 950F, MSW	180,000
Loader, 938, Diversion	120,000
Water Truck, 4000 gal	120,000
Roll off Truck and Trailer	150,000
Diversion Equipment (boxes & bins)	40,000
Equipment Truck	70,000
Fuel Tank	25,000
Field Ops Truck (New)	35,000
Total Equipment	\$ 3,620,000

*[Please also attach copies of invoices or purchase orders further describing the Equipment, if available.]*

Vendor: \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

Please list name and address of the Vendor(s).

The Equipment will be primarily located at the following address(es):

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

Please list all locations (including address) where the Equipment will be primarily located.

This Equipment Schedule shall be deemed to be supplemented by the descriptions of the Equipment included in the Certificate of Acceptance and Payment Requests submitted to Deutsche Bank Trust Company Americas, as escrow agent, pursuant to the Escrow Agreement dated as of May 22, 2014, among Lessor, Lessee and Deutsche Bank Trust Company Americas, as escrow agent, which descriptions shall be deemed to be incorporated herein.

## EXHIBIT B To TAXABLE EQUIPMENT LEASE PURCHASE AGREEMENT

### PAYMENT SCHEDULE

Principal Amount: \$3,670,000

Interest Rate: 3.08%

Rental payments will be made in accordance with **Section 9** and this Payment Schedule.

Rental Payment Date	Principal Portion	Interest Portion	Total Rental Payment	Remaining Balance	Purchase Price
8/1/2014		\$21,665.23	\$ 21,665.23	\$3,670,000.00	\$3,743,400.00
2/1/2015	\$342,279.21	56,518.00	398,797.21	3,327,720.79	3,394,275.21
8/1/2015	347,550.31	51,246.90	398,797.21	2,980,170.48	3,039,773.89
2/1/2016	352,902.58	45,894.63	398,797.21	2,627,267.90	2,679,813.26
8/1/2016	358,337.28	40,459.93	398,797.21	2,268,930.62	2,314,309.23
2/1/2017	363,855.68	34,941.53	398,797.21	1,905,074.94	1,943,176.44
8/1/2017	369,459.06	29,338.15	398,797.21	1,535,615.88	1,566,328.20
2/1/2018	375,148.73	23,648.48	398,797.21	1,160,467.15	1,160,467.15
8/1/2018	380,926.01	17,871.19	398,797.20	779,541.14	779,541.14
2/1/2019	386,792.27	12,004.93	398,797.20	392,748.87	392,748.87
8/1/2019	392,748.87	6,048.33	398,797.20		
Totals	\$3,670,000.00	\$339,637.30	\$4,009,637.30		

SALINAS VALLEY SOLID WASTE AUTHORITY

By: \_\_\_\_\_

Name: \_\_\_\_\_

Title: \_\_\_\_\_

## **ESCROW AGREEMENT**

**LESSOR:**

Capital One Public Funding, LLC  
275 Broadhollow Road, 4th Floor  
Melville, NY 11747

**ESCROW AGENT:**

Deutsche Bank Trust Company Americas  
60 Wall Street, 16<sup>th</sup> Floor  
New York, NY 10005

**LESSEE:**

Salinas Valley Solid Waste Authority  
128 Sun Street, Suite 101  
Salinas, CA 93901

**THIS ESCROW AGREEMENT** (this "Escrow Agreement") dated May 22, 2014, is entered into by and among Capital One Public Funding, LLC ("Lessor"), Salinas Valley Solid Waste Authority ("Lessee"), and Deutsche Bank Trust Company Americas (the "Escrow Agent").

Lessor and Lessee have heretofore entered into that certain Taxable Equipment Lease Purchase Agreement dated May 22, 2014 (the "Agreement"). The Agreement contemplates that certain Equipment described therein (the "Equipment") is to be acquired from the vendor(s) or manufacturer(s) thereof.

After acceptance of the Equipment by Lessee, the Equipment is to be leased by Lessor to Lessee pursuant to the terms of the Agreement.

The Agreement contemplates that Lessor will deposit with the Escrow Agent cash in the amount of \$3,670,000, to be held in escrow by the Escrow Agent and applied on the express terms and conditions set forth herein. Such deposit, together with all interest and additions received with respect thereto (hereinafter, the "Escrow Fund"), is to be applied from time to time to pay the vendor(s) or manufacturer(s) of the Equipment its invoice cost (a portion of which may, if required, be paid prior to final acceptance of the Equipment by Lessee).

The parties desire to set forth the terms on which the escrow is to be created and to establish the rights and responsibilities of the parties hereto.

NOW, THEREFORE, the parties agree as follows:

1. The Escrow Agent hereby agrees to serve as escrow agent upon the terms and conditions set forth herein. The Escrow Agent agrees that the Escrow Fund shall be held irrevocably in trust for the account and benefit of Lessee and Lessor and all interest earned with respect to the Escrow Fund shall accrue to the benefit of Lessee and shall be applied as expressly set forth herein.

To the limited extent required to perfect the security interest granted by Lessee to Lessor in the cash and negotiable instruments from time to time comprising the Escrow Fund, Lessor hereby appoints the Escrow Agent as its security agent, and the Escrow Agent hereby accepts the appointment as security agent, and agrees to hold physical possession of such cash and negotiable instruments on behalf of Lessor.

2. On such day as determined to the mutual satisfaction of the parties (the "Commencement Date"), Lessor shall deposit with the Escrow Agent cash in the amount of \$3,670,000 to be held by the Escrow Agent on the express terms and conditions set forth herein. The Escrow Agent agrees to accept the deposit of the Escrow Fund by Lessor, and further agrees to hold the amount so deposited together with all interest and other additions received with respect thereto in escrow on the express terms and conditions set forth herein.

3. The Escrow Agent shall at all times segregate the Escrow Fund into an account maintained for that express purpose, which shall be clearly identified on the books and records of the Escrow Agent as being held in its capacity as Escrow Agent. Securities and other negotiable instruments comprising the Escrow Fund from time to time shall be held or registered in the name of the Escrow Agent (or its

nominee). The Escrow Fund shall not, to the extent permitted by applicable law, be subject to levy or attachment or lien by or for the benefit of any creditor of any of the parties hereto (except with respect to the security interest therein held by Lessor).

4. Lessee hereby directs the Escrow Agent to invest the cash comprising the Escrow Fund from time to time in Qualified Investments (as hereinafter defined). Interest or other amounts earned and received by the Escrow Agent with respect to the Escrow Fund shall be deposited in and comprise a part of the Escrow Fund. For the purpose of this paragraph 4, the term "Qualified Investments" means the Federated Municipal Obligations Fund #855 or, in the event such fund is not at the time available, such other investments as Lessee may specify in writing, to the extent the same are at the time legal for investment of the funds being invested.

5. Lessor and Lessee hereby authorize the Escrow Agent to take the following actions with respect to the Escrow Fund:

a. From time to time, the Escrow Agent shall pay the vendor or manufacturer of the Equipment or Lessee upon receipt of the following: (a) a duly executed Certificate of Acceptance and Payment Request in the form attached as **Exhibit A** to this Escrow Agreement approved for payment by Lessor, (b) the vendor(s) or manufacturer(s) invoice(s) specifying the acquisition price of the Equipment described in the requisition request, and (c) any additional documentation required by Lessor.

b. In the event that Lessor provides to the Escrow Agent written notice of the occurrence of an Event of Default under the Agreement, the Escrow Agent shall thereupon promptly remit to Lessor the entire balance of the Escrow Fund.

c. Upon receipt by the Escrow Agent of a duly executed Certificate of Acceptance and Payment Request identified as the final such request, the remaining monies in the Escrow Fund shall, *first* be applied to all reasonable fees and expenses incurred by the Escrow Agent in connection herewith as evidenced by its statement forwarded to Lessor and Lessee; and, *second* be paid to Lessor, for application against the outstanding principal components of Rental Payments (as defined in the Agreement) under the Agreement, as provided therein, unless Lessor directs that payment of such amount be made in such other manner directed by Lessor. If any such amount is used to prepay principal, the Payment Schedule attached to the Agreement will be revised accordingly as specified by Lessor and acknowledged by Lessee.

6. The reasonable fees and expenses of the Escrow Agent incurred in connection herewith shall be the responsibility of Lessor and are herein defined as the sum of \$1,500, for escrow services as described herein; plus any extraordinary expenses incurred by the Escrow Agent at the request of Lessor or Lessee.

7. The Escrow Agent shall have no liability for acting upon any written instruction presented by Lessee and Lessor in connection with this Escrow Agreement which the Escrow Agent in good faith believes to be genuine. Furthermore, the Escrow Agent shall not be liable for any act or omission in connection with this Escrow Agreement except for its own gross negligence, willful misconduct or bad faith. The Escrow Agent shall not be liable for any loss or diminution in value of the Escrow Fund as a result of the investment decisions made pursuant to Section 4, Qualified Investments at the direction of Lessee.

8. To the extent authorized by law, Lessee hereby agrees to indemnify and save the Escrow Agent harmless against any liabilities which it may incur in the exercise and performance of its powers and duties hereunder and which are not due to the Escrow Agent's gross negligence or willful misconduct. No indemnification will be made under this Section or elsewhere in this Escrow Agreement for damages arising solely out of negligence, willful misconduct or bad faith by the Escrow Agent, its officers, agents, employees, successors or assigns.

9. The Escrow Agent may at any time resign by giving at least 30 days' prior written notice to Lessee and Lessor, but such resignation shall not take effect until the appointment of the successor Escrow Agent. The substitution of another bank or trust company to act as Escrow Agent under this

Escrow Agreement may occur by written agreement of Lessor and Lessee. In addition, the Escrow Agent may be removed at any time, with or without cause, by instrument in writing executed by Lessor and Lessee. Such notice shall set forth the effective date of the removal. In the event of any resignation or removal of the Escrow Agent, a successor Escrow Agent shall be appointed by an instrument in writing executed by Lessor and Lessee. Such successor Escrow Agent shall indicate its acceptance of such appointment by an instrument in writing delivered to Lessor, Lessee and the predecessor Escrow Agent.

Upon the effective date of resignation or removal, the Escrow Agent will transfer the Escrow Fund then held by it to the successor Escrow Agent selected by Lessor and Lessee.

10. This Escrow Agreement and the Escrow Fund established hereunder shall terminate upon receipt by the Escrow Agent of the written notice from Lessor specified in Section 5(b) or Section 5(c) hereof.

11. All notices hereunder shall be in writing, sent by certified mail, return receipt requested, or by mutually recognized overnight carrier addressed to the other party at its respective address shown on page 1 of this Escrow Agreement or at such other address as such party shall from time to time designate in writing to the other parties; and shall be effective on the date of receipt.

12. This Escrow Agreement shall inure to the benefit of and shall be binding upon the parties hereto and their respective successors and assigns. No rights or obligations of the Escrow Agent under this Escrow Agreement may be assigned without the prior written consent of Lessor and Lessee.

13. This Escrow Agreement constitutes the entire agreement between the parties hereto with respect to the subject matter hereof, and no waiver, consent, modification or change of terms hereof shall bind any party unless in writing signed by all parties.

14. The Escrow Agent may employ agents, attorneys and accountants in connection with its duties hereunder and shall not be liable for any action taken or omitted in good faith in accordance with the advice of counsel, accountants or other skilled persons.

15. This Escrow Agreement shall be governed by and be construed and interpreted in accordance with the internal laws of the State of New York. In addition, the parties agree that the transaction described herein may be conducted and related documents may be stored by electronic means. Copies, telecopies, facsimiles, electronic files and other reproductions of original executed documents shall be deemed to be authentic and valid counterparts of such original documents for all purposes, including the filing of any claim, action or suit in the appropriate court of law.

16. The parties acknowledge that in order to help the United States government fight the funding of terrorism and money laundering activities, pursuant to Federal regulations that became effective on October 1, 2003 (Section 326 of the USA PATRIOT Act) all financial institutions are required to obtain, verify, record and update information that identifies each person establishing a relationship or opening an account. The parties to this Escrow Agreement agree that they will provide to the Escrow Agent such information as it may request, from time to time, in order for the Escrow Agent to satisfy the requirements of the USA PATRIOT Act, including but not limited to the name, address, tax identification number and other information that will allow it to identify the individual or entity who is establishing the relationship or opening the account and may also ask for formation documents such as articles of incorporation or other identifying documents to be provided.

[Remainder of Page Intentionally Left Blank.]

IN WITNESS WHEREOF, the parties hereto have caused this Escrow Agreement to be duly executed under seal as of the day and year first above set forth.

LESSOR:

CAPITAL ONE PUBLIC FUNDING, LLC

By: \_\_\_\_\_

Name: \_\_\_\_\_

Title: \_\_\_\_\_

LESSEE:

SALINAS VALLEY SOLID WASTE AUTHORITY

By: \_\_\_\_\_

Name: \_\_\_\_\_

Title: \_\_\_\_\_

ESCROW AGENT:

DEUTSCHE BANK TRUST COMPANY AMERICAS

By: \_\_\_\_\_

Name: \_\_\_\_\_

Title: \_\_\_\_\_

By: \_\_\_\_\_

Name: \_\_\_\_\_

Title: \_\_\_\_\_



THOMAS M. BRUEN  
ERIK A. REINERTSON

LAW OFFICES OF  
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TBRUEN@TBSGLAW.COM

May 8, 2014

VIA EMAIL

Les Girard  
Chief Assistant County Counsel  
County of Monterey  
168 W. Alisal Street, 3<sup>rd</sup> Floor  
Salinas, California 93901  
[girardlj@co.monterey.ca.us](mailto:girardlj@co.monterey.ca.us)

RE: Equipment Lease/Purchase Agreement between Salinas Valley Solid Waste Authority and Capital One Public Funding, LLC for Acquisition of Landfill Operations Equipment.

Dear Les:

Attached please find a draft copy of a proposed Equipment Lease / Purchase Agreement between the Salinas Valley Solid Waste Authority and Capital One Public Financing, LLC. The purpose of this agreement is to allow the Authority to purchase landfill operations equipment so the Authority may take over operation of the Johnson Canyon Landfill when the current landfill operations agreement with Recology expires December 31, 2014. The Authority Board unanimously approved the Authority staff taking over operations of the Johnson Canyon landfill starting January 1, 2015, at the Authority's meeting on February 20, 2014.

As you recall, the Authority Board passed a resolution last December committing to the County that the Authority would not increase its rates until July 1, 2015, absent exigent circumstances. One of the means by which the Authority plans to honor this commitment to the County is through the savings the Authority will realize by taking over operations of the Johnson Canyon Landfill-- compared with the operations costs that would result from continuation of private contractor landfill operations. The Authority estimates savings of \$476,000 per year, using a conservative estimate of the Authority's own costs of operation. (See the attached SVSWA staff report from February 20, 2014)

The Authority did in fact realize substantial savings when it took over operation of the Sun Street Transfer Station from Recology in 2008.

Therefore, the attached Equipment Lease / Purchase Agreement will enable the Authority to honor its commitment to the County by enabling Authority personnel to take over landfill operations using the equipment that will be procured through this Agreement.

The Authority through its bond underwriters has negotiated very favorable taxable financing terms for this Agreement. The effective APR under this Agreement would be 3.08% per year, which compares favorably with other financing options available to the Authority. (See the attached letter from Stifel, Nicolaus & Co..)

In discussing the proposed Agreement with Kurt Yeager of the Stradling firm, Kurt advised me to look at the Marks-Roos Bond Pooling Act. From my review, it appears this Act will apply to the Agreement. I enclose a Word file of the relevant Government Code provisions constituting the Act for your ease of review.

Assuming the Act applies, the County Board of Supervisors will need to hold a public hearing, following five days public notice in a newspaper of general circulation, as part of their regular agenda to approve the Authority entering into this Agreement and must make a finding of "Significant Public Benefits." Government Code section 6586 says that for purposes of the Act, "Significant Public Benefits" means any of the following benefits to the citizens of the local agency:

- (a) Demonstrable savings in effective interest rate, bond preparation, bond underwriting, or bond issuance costs.
- (b) Significant reductions in effective user charges levied by a local agency.
- (c) Employment benefits from undertaking the project in a timely fashion.
- (d) More efficient delivery of local agency services to residential and commercial development.

In our opinion, the Agreement will result in demonstrable interest rate savings to the Authority for acquisition of the landfill operations equipment, will enable the Authority to honor its commitment to hold user charges at their current levels through July 1, 2015, and will result in the most cost efficient delivery of services to residential and commercial development.

If the Board does not approve the financing and make the requisite public benefit finding, the Authority will proceed to acquire the equipment through individual equipment leasing, which our consultant believes will be significantly more expensive.

I am therefore writing to request the County Board of Supervisors hold a public hearing to approve the Authority's Lease / Purchase Agreement with Capital One and to make a finding of significant public benefits in accordance with Government Code section 6586. Since the hearing only requires five days advance public notice (which the Authority will publish), we ask

Les Girard  
May 8, 2014  
Page 3

that this matter be agendized for public hearing before the Board of Supervisors at the earliest possible time.

Perhaps after you have reviewed this letter we can discuss the logistics of the public hearing and any questions you may have. Also, please feel free to discuss the forgoing with Kurt Yeager at the Straddling firm.

Very Truly Yours,

Thomas M. Bruen

Cc: Patrick Mathews  
Roberto Moreno  
Kurt Yeager, Esq.

TMB:jlmi

# STIFEL

May 8, 2014

Mr. Patrick Matthews  
General Manager  
Salinas Valley Solid Waste Authority  
128 Sun Street, Suite 101  
Salinas, CA 93901

Re: Equipment Lease Structure for Acquisition of Landfill Operations Equipment

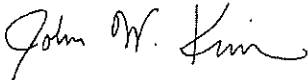
Dear Mr. Matthews,

In connection with the proposed Equipment Lease-Purchase Agreement between Salinas Valley Solid Waste Authority ("Authority") and Capital One Public Funding ("Capital One"), we have been investigating an alternative legal structure for your financing which involves using a "standard equipment lease" structure. Under this alternative, the Authority would make annual lease payments, but those payments would not be structured with either principal or interest components typical under a traditional financing lease. In addition, pursuant to IRS guidelines, the financed equipment would likely have to be purchased at some residual value that is either tied to a fair market or non-depreciated value at the end of the lease term.

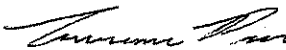
Based on discussions with Capital One and other similar lenders, changing the structure into a standard equipment lease would pose several difficulties. There are relatively few, if any, equipment lease lenders which would be interested providing funding under this alternative structure. Furthermore, the "effective" interest rate associated with this type of lease structure would increase the financing costs to the Authority above the amount currently quoted by Capital One under the equipment lease-purchase structure. The increase in cost would be based on the atypical nature of the lease and the likely change in the average life of the financing.

Let us know if you have any questions.

Sincerely,



John Kim  
Managing Director



Lawrence Pier  
Associate

## RESOLUTION NO. 2014 – 10

**A RESOLUTION OF THE SALINAS VALLEY SOLID WASTE AUTHORITY  
AUTHORIZING THE PURCHASE OF USED EQUIPMENT FOR LANDFILL OPERATIONS UNDER  
SPECIFIC CIRCUMSTANCES**

**WHEREAS**, the Authority needs to purchase equipment in order to take over the landfill operations at Johnson Canyon Landfill; and

**WHEREAS**, the purchase of used equipment can save the Authority a substantial sum; and

**WHEREAS**, Section 3.01.130 of the Authority Code allows for exceptions to the competitive bidding in cases where the Board finds that the commodity is unique and not subject to competitive bidding; and

**WHEREAS**, the purchase of used equipment results in the purchase of a unique commodity not subject to competitive bidding; and

**WHEREAS**, Section 3.01.130 of the Authority Code allows for exceptions to the competitive bidding in cases where the Board finds that the commodity is unique and not subject to competitive bidding.

**THEREFORE, BE IT RESOLVED BY THE BOARD OF DIRECTORS OF THE SALINAS VALLEY SOLID WASTE AUTHORITY** that the purchase of used equipment for landfill operations is considered as the purchase of a unique commodity not subject to competitive bidding;

**BE IT RESOLVED** that the Chief Administration Officer or his delegate is hereby authorized to purchase used equipment for landfill operations subject to the following conditions:

- Equipment must be less than 8 years old
- Service records must be available for inspection
- A warranty of some kind is preferable
- Local service must be available
- Requires notification to the Board of all equipment purchases
- Gives General Manager authority to purchase used equipment up to \$250,000 per unit
- All purchases over \$250,000 must be approved by the Board in advance

**BE IT FURTHER RESOLVED** that the Chief Administration Officer is hereby authorized to purchase used equipment up to \$250,000 per unit in cost if it appears that the purchase cannot wait for approval at a regular Board Meeting so long as the Board is advised at the next regularly scheduled Board meeting.

**BE IT FURTHER RESOLVED** that the Equipment Procurement Budget, attached hereto and marked "Exhibit A" is hereby approved.

**PASSED AND ADOPTED** by the Board of Directors of the Salinas Valley Solid Waste Authority this 20th day of March 2014 by the following vote:

AYES: BOARD MEMBERS: ARMENTA, CULLEN, DE LA ROSA, GUNTER (ALT), LUTES, PEREZ, RODRIGUEZ (ALT), SALINAS, SILVA

NOES: BOARD MEMBERS: NONE

ABSENT: BOARD MEMBERS: BARRERA, MORENO

ABSTAIN: BOARD MEMBERS: NONE

ATTEST:

  
Elia Zavala, Clerk of the Board

  
Elizabeth Silva, President

## Exhibit A - Equipment Procurement Budget

	Cost	Life	Finance	Interest	Annual Cost
Compactor, 826C (New)	884,275	7	5	6%	\$205,146
Compactor, 826H-used	439,425	10	5	6%	\$101,944
Dozer, CAT D-8 (New)	714,708	7	5	6%	\$165,808
Dozer, CAT D-6	237,308	10	5	6%	\$55,054
Grader, CAT 140H	194,342	10	5	6%	\$45,086
Scraper, CAT 623F	416,875	10	5	6%	\$96,712
Loader, 950F, MSW	178,175	10	5	6%	\$41,335
Loader, 938, Diversion	117,958	10	5	6%	\$27,366
Water Truck, 4000 gal	118,808	10	5	6%	\$27,563
Roll off Truck and Trailer	152,018	10	5	6%	\$35,267
Diversion Equipment (boxes & bins)	35,000	10	5	6%	\$8,120
Equipment Truck	66,300	10	5	6%	\$15,381
Fuel Tank	25,000	10	5	6%	\$5,800
Field Ops Truck (New)	37,500	10	5	6%	\$8,700
<b>Total Equipment</b>					<b>\$ 839,281</b>

# SVSWA Agenda Items - View Ahead

Item No. 15

2014

	19-Jun	31-Jul	21-Aug	25-Sep	16-Oct	20-Nov
1	Minutes	<b>SIX-MONTH STRATEGIC PLANNING RETREAT</b>	New Hires & Promotions	Minutes	Minutes	Minutes
2	Claims/Financials (EC)		Minutes	Claims/Financials (EC)	Claims/Financials (EC)	Claims/Financials (EC)
3	FY Investment Policy (EC)	Reprt on Feedback for Generating Revenue from C/Ls (sp3)	Claims/Financials (EC)	Regulatory Compliance Status	QTE Sept. Cash & Investments	QTE Sept. Tonnage & Diversion Report
4	Budget Adjustments (EC)		QTE June Cash & Investments (EC)	Award Bid for Tire Derived aggregate	Annual County Used Oil Report	
5	MOUs Amend 4 & GM Employment Agmt Amend 5		QTE June Tonnage Report	Award bid for LFG Pipe	Audit Report (EC)	
6	Strategic Plan Monthly Progress Report		Award contract for JC flare replacement	CH Closure Project Completion (sp1)	2014 Meetings Calendar (EC)	
7	Report on Process to move MRC/Autoclave Project thru Enviro Review (sp3)		Annual Tonnage & Diversion Performance Report	Authority Annual Report		
8	Report on Funding Commitment for Regional Landfill Route (sp3)		Admin Procedures Manual (sp1)	In-house ECS Ops Plan (sp1)		
9	Viability Report of Compost Operation at JC Landfill (sp3)					
10	Report on Ideas for Cost Saving Opportunities (sp3)					
11	USDA Digester Project -75% DG Contrib Rpt (sp3)					
12	Consultant Selectn Process -Revenue Opprtnities (sp3)					
13	CAG MRC siting recommendation (sp3)					

Consent
Presentation
Consideration
Closed Session
[Other] (Public Hearing, Recognition, Informational, etc.)
(EC) Executive Committee
(sp) Strategic Plan Item