



BOARD OF DIRECTORS

MEETING HIGHLIGHTS

May 20, 2015



Johnson Canyon Landfill Materials Recovery Center

The Johnson Canyon MRC is a valuable resource for SVR staff and customers. It offers improved facility services and increased diversion. The MRC includes a free drop-off area for recyclables, which allows customers to save money, and keeps customers away from the landfilling activities, which improves overall safety.

Sun Street Transfer Station Quarterly Customer Service Survey

SVR will be conducting on-going customer service surveys and will report the results to the Board on a quarterly basis. This quarter's survey showed **100% customer satisfaction!** Keep the up the good work!

Revenue-Generating Projects at the Crazy Horse and Johnson Canyon Landfills

The Board authorized continuing the studies of revenue generating projects at the landfills. Projects include landfill gas to energy and solar energy projects.



Fiscal Year 2015-16 Rates & Fees and Operating Budget – Approved

After months of deliberation, a public hearing was held and the Board approved the Fees and Rates effective July 1, 2015, which include lowering greenwaste processing fees for the public, and added yardwaste contamination fees effective January 1, 2016. Subsequently, the \$15,500,000 Operating Budget (3.7% increase over the current operating budget) and \$912,400 Capital Improvement Budget were approved. These are financed with \$16,466,200 in revenues, an increase of 4.8% over current revenues.

Autoclave Project Demonstration Unit Progress Report

Global Organics Energy has continued to test and analyze the suitability of the pulp material through partnership with the USDA and other accredited universities as a paper mill feedstock and has secured a letter of interest from a large regional paper manufacturer. They are also near completion of financing arrangements and have made progress on the components and layout of the demonstration unit facility. If all planning and permitting processes move expeditiously, it is possible that the facility can break ground by the end of 2015.

Financial Report for Month Ended March 2015 (75% of the Fiscal Year)

Revenue collected	\$12,329,800 (78.4% of Estimated Revenue of \$15,717,700)
Expenditures for operations	\$10,535,268 (69.5% of Operating Budget of \$15,157,834)
Cash balance	\$13,922,426

REDUCE

REUSE

RECYCLE

“To manage Salinas Valley solid waste as a resource, promoting sustainable, environmentally sound and cost effective practices through an integrated system of waste reduction, reuse, recycling, innovative technology, customer service, and education.”

Item 6 - ECS Agreement

Exhibit A
Scope of Services



*Response to
Request for Proposal for
E-Waste Recycling
For
Salinas Valley Solid Waste Authority*

ECS Refining
2222 S. Sinclair Avenue
Stockton, CA 95215
(209)774-5038
April 13, 2015

Deborah Gullette
Partner Success Representative
dgullette@ecsrefining.com
www.ecsrefining.com

4.0 PROPOSAL REQUIREMENTS

4.1 QUALIFICATIONS

4.1.a ECS Refining has been an electronics recycler since its founding in 1980. Those customers that most closely resemble the SVSWA are Sonoma County Solid Waste Authority (Sonoma County Landfill), Santa Cruz County (Santa Cruz County Landfill), and Mariposa County Solid Waste Authority (Mariposa County Landfill). In each of these locations we are responsible for the pickup and recycling of e-waste. We receive material by roll-offs; gaylords; metal bins; and pallets. In January 2005 ECS (San Jose) became an approved Recycler for California's Electronics Recycling Act (SB20) (CEW ID# 100412). In May 2011, ECS (Stockton) became an approved Recycler for California's Electronics Recycling Act (SB20) (CEW ID# 113109)

4.1.b Regulatory Compliance:

1. Provide the DTSC Annual Weight Report for the last 3 years. See **Attachment 1.**
2. Provide a regulatory compliance history for the last 3 years. See **Attachment 2.**

4.1. c References

Sonoma County Solid Waste Management Agency
Sonoma County Landfill
2300 County Center Dr.
Ste. 100B
Santa Rosa, CA 95403
Contact: Lisa Steinman
Phone: (707) 565-3632

Santa Cruz County Public Works
Santa Cruz County Landfill
701 Ocean Street
Santa Cruz, CA 95060
Contact: Tim Goncharoff
Phone: (831) 454-2970

Mariposa County Public Works Dept.
Mariposa County Landfill
5593 Highway 49 North
Mariposa, CA 95338
Contact: Calvin Jones
Phone: (209) 966-5165

4.2. OPERATIONS INFORMATION

4.2.a For the roll-offs at the SVSWA landfills, ECS sends the 2001 Sterling truck. The pallets are stored at Sun Street in a trailer provided by ECS. The truck that picks up the trailer is a 2003 Peterbilt 379.

4.2.b All electronics will be recycled at ECS Refining, 2222 S. Sinclair Avenue, Stockton, CA 95215. Phone: 209-774-5000; Fax: 209-774-5001 City of Stockton Business License 15-00107370; Contact name: Deborah Gullette Contact's Phone number: 209-774-5038. Or they will be recycled at 705 Reed Street, Santa Clara, CA 95050, Phone: 408-200-7000; Fax: 408-988-5154 www.ecsrefining.com; City of Santa Clara Business License and Fire Permit: 68516. Contact name: Jon Walker Contact's phone number: 408-200-7049.

4.2.c 1. ECS Refining is a true cradle to cradle electronics recycler. No e-waste is shipped overseas or buried in a landfill. Instead, obsolete electronic equipment stays in Santa Clara/Stockton at the ECS plant until it is processed back into the primary materials of copper, steel, aluminum, plastic, glass and precious metals. In July 2007 ECS Refining purchased and installed a \$2.5 million state-of-the-art shredding and mechanical separation system. This system allows us to reduce electronic equipment to a less than 1" ore level. In 2010 ECS purchased a \$1 million high tech optical sorter. This equipment allows us to get a better separation of plastics and metals from the shredding system.

Computer monitors and televisions are manually dismantled. The outer plastic is baled and shipped to a plastics recycler. The metal band and shadow masks are baled and shipped to a metals recycler. The tube is broken into large pieces and shipped to glass to glass recycling or to primary lead smelter, to be made back into computer monitor glass. The yokes and circuit boards are shredded in our system and separated primarily into copper and printed circuit board fraction.

Computer towers are manually dismantled. The metal shell is baled and shipped to a metals recycler. The computer components are removed and either sold for their component value or shredded and sent to a precious metals smelter. The hard drives are either shredded or wiped clean if they are reusable.

Downstream vendors:

Glencore Recycling
80 Commercial Way
East Providence, RI 02914-1006
Shredded Electronic Scrap (Populated Circuit Boards)

Glencore Recycling – Horne Smelter
101 Portelance Ave.
Rouyn-Noranda, QBC, Canada 39X 1P5

Shredded Electronic Scrap (Same as above)

Redstar

1640 Tiburon Blvd. Suite 3
Tiburon, CA 94920
Aluminum Recycler

Charron Metals

1675 Pomona Avenue
San Jose, CA 95110-3513
Steel and other bare metals

Baycrest International Inc.

1780 K Old Bayshore Highway
San Jose, CA 95112
Copper Wire & Cable, Copper Yokes, ABS Plastic

Regenesys Glass Processing

2222 S. Sinclair Ave
Stockton, CA 95215
CRT Glass

2. End market vendors receive prepared scrap materials for recycling. End market materials include shredded electronic scrap, plastic, scrap steel, scrap aluminum, and crushed cathode ray tube glass. ECS audits its downstream recyclers receiving hazardous electronic waste constituents every two (2) years, in accordance with the Basil Action Network's e-Steward requirements. Audit protocols are developed by third party auditors. All facilities were audited in 2014, including those in Canada, Mexico and Belgium.

3. No, ECS Refining does not send non-hazardous waste for disposal in landfills or for incineration.

4. No hard drives leave ECS Refining with data on them. They are either shredded at the facility or wiped to Dept. of Defense standards.

4.2.d 100% of the e-waste received will be processed through shredding and mechanical separation at the ECS Refining facility. This is more than just "recycling"...it is actually creating a product out of a waste. ECS converts the shredded e-waste into commodities for the manufacturing industry.

4.2.e ECS does not intend to use subcontractors.

4.2.f List Licenses, Permits and Registrations:

ECS Refining is a Resource Recovery Facility (TSDF) that received its Standardized Permit (RCRA Part B equivalent) from the Cal-EPA Department of Toxic Substances Control in December 1997. ECS has operated as an authorized facility since 1984.

The following is a list of permits, licenses and registrations held by ECS Refining.

Permit

U.S. EPA Identification Number
CIWMB/DTSC Covered Electronic Waste ID#
CIWMB/DTSC Covered Electronic Waste ID#
California DTSC Hazardous Waste
Transporter Registration
U.S. DOT Identification Number
CA Dept. of Food & Ag.
Certified Weigh Master License
San Joaquin County
Business License
Stockton Municipal Utilities Dept.
ABD Specialty Insurance San Joaquin Air Pollution
Control District

Permit #

CAD003963592
100412
113109
6092
772262
CA0424594
13322
1175
100499
15-00107370
No permit No.
EG14748031N8560

4.2.g Materials Accepted: All Electronic equipment is accepted, including monitors, televisions, computers, keyboards, mice, printers, scanners, fax machines, consumer electronics (stereos, VCRS, DVD players, etc.), telephones (land and cell). Stoves, refrigerators, washers and dryers are *not* included. Universal waste, such as batteries and lamps are *not* included in this RFP.

4.2.h ECS Refining will pick up on an on-call basis within 48 hours. Roll-offs should contain a minimum of 10,000 lbs. The CRTs will be sorted in a separate roll-off from the other e-waste with the exception of the Jolon Landfill site where the one roll-off will be used in conjunction with baskets. The Sun Street Station and Johnson Canyon sites can collect in gaylords and palletize and/or use roll-offs. An alternative to cardboard gaylords are metal bins. The bins are useful at sites that are out in the open—they are longer lasting and do not deteriorate in the rain. Because metal bins can be stacked in the trailer, more material can be loaded for each pick up. The average trailer load of material using metal bins is 27,000 lbs.

4.2.i ECS is able to switch out roll-offs and pick up trailers with 48-hours notice. Roll-offs should contain a minimum of 10,000 lbs. The SVSWA roll-offs usually contain approximately 11,000 lbs. Trailers should contain 18,000 lbs. or more, if with pallets/gaylords and 26,000 lbs. or more if metal bins.

4.2.j See **Attachment 3** for a sample monthly report. We can issue a report that separates out the different pick up locations and gives the weight of CRTs and UWED for each location and a summary of all locations together. This report can be run as often as you wish at no charge. In January we will issue a summary report for all locations for the previous year to be used in calculating your annual report to the DTSC.

8.0 SUBMITTAL SECTION

8.1 Vendor Information

8.1.a ECS Refining
2222 S. Sinclair Avenue
Stockton, CA 95215
Phone: 209-774-5000
Fax: 209-774-5001
Contact: Deborah Gullette
e-mail0: dgullette@ecsrefining.com
www.ecsrefining.com

8.1.b. 1. There are approximately 240 full-time and contracted employees at the Stockton facility. There are approximately 40 full-time and contracted employees at the Santa Clara facility.

2. Our ECS/Stockton facility will receive all e-waste.

3-5. ECS Refining (ECS) was founded in 1980 by Jim and Ken Taggart in Santa Clara, California. The company's primary focus is electronics recycling, precious metals reclamation, solder dross recycling, and assured destruction of data and proprietary materials. ECS Refining is one of the few fully permitted hazardous waste Treatment, Storage and Disposal Facilities (TSDF) that provides recycling services for computer electronics. The company's customers include Municipal and County governments, High Tech Manufacturers, and Fortune 500 companies.

ECS is a signatory to the BAN Pledge. In fact, the Basel Action Network considers ECS Refining a reliable and acceptable downstream vendor to Recyclers and Collectors of electronic waste.

In 1996 ECS began operating a second facility in Terrell, Texas. This 70,000 sq.ft. plant is located on 30 acres, 30 miles east of Dallas. With its 60-ton rotary furnace, the Terrell facility recovers precious metals from electronic components and aircraft parts. It also converts tin/lead dross and residues into metal products.

In 1997 ECS Refining expanded into Dallas, Texas. The 40,000 sq. ft. Dallas facility is situated on 3 ½ acres. This facility recycles electronic equipment and photographic waste.

Also in 1997 Jim and Ken Taggart purchased United Datatech Distributors (UDT). UDT's focus is on electronic asset recovery. UDT provides an outlet for companies whose electronic equipment has remarketable value.

In January 2008 ECS Refining purchased a 50,000 sq. ft. building with 10 acres next to the Terrell refinery. The new facility will be focusing on electronics recycling for the mid-West and East.

In March 2011, ECS Refining purchased a 263,000 sq. ft. building on 26 acres in Stockton, CA. Built in 2008, the building was formerly operated by Kyohon Manufacturing CA, supplier of pressed-metal parts to the New United Motor Manufacturing Inc. (NUMMI) plant in Fremont, CA, which closed in 2010. The facility has allowed ECS Refining to deploy new process and technologies that provide for a greater quantity of clean recyclable commodities from the electronic scrap ECS currently processes. ECS Refining will continue to operate its 705 Reed Street facility and maintain its TSDF status.

8.1.c Provide details of contracts/programs that are similar to the services requested in this RFP.

Project Name: Electronics Recycling for Sonoma County

Client: Sonoma County Solid Waste Management Agency

Description of work performed: Sonoma County Solid Waste Management Agency oversees the electronic waste collected at the Transfer Stations throughout Sonoma County and consolidates it at the Meacham Road facility. ECS has been Sonoma County's e-waste recycler since SB20 became law in 2005. ECS picks up at that the Central landfill location and brings the material to the Santa Clara facility for processing. Material includes CRTs, computers, printers, fax machines, consumer electronics, as well as vacuum cleaners, toys, coffee pots, etc. Sonoma County recycled 961,731 lbs. of electronic waste with us in 2014. Our contract is based on an amount paid to Sonoma County under the SB20 program.

Client Contact Information:

Lisa Steinman
Sonoma County Solid Waste Management Agency
2300 County Center Dr.
Ste. 100B
Santa Rosa, CA 95403
(707) 565-3632

Project Name: Electronics Recycling for Mariposa County

Client: Mariposa County Public Works Department

Description of work performed: Mariposa County Landfill collects electronic waste and universal waste (fluorescent tubes and batteries) from the Mariposa County community. ECS Refining has been Mariposa's recycler since the inception of SB20 in 2005. An ECS Refining truck goes to the Mariposa Landfill and picks up the e-waste and universal waste on a regular basis. Mariposa shipped 118,849 lbs. of electronic waste (CRTs and e-waste) in 2014. Our contract is based on an amount paid to Mariposa County under the SB20 program.

Client Contact Information:

Calvin Jones
Mariposa County Landfill
5593 Highway 49 North
Mariposa, CA 95338
(209) 966-5165

Project Name: Electronics Recycling for Santa Cruz County

Client: Santa Cruz County (Buena Vista) Landfill (Watsonville)

Description of work performed: Santa Cruz County (Buena Vista) Landfill (Watsonville) has been an ECS customer since the spring of 2005. This landfill accepts CRTs from the local community. In 2014 we picked up 185,719 lbs. of CRTs. Our contract is based on an amount paid to Santa Cruz County under the SB20 program.

Client Contact Information:

Tim Goncharoff
Santa Cruz County Public Works
701 Ocean Street
Santa Cruz, CA 95060
(831) 454-5154

Project Name: Electronics Recycling for the City of Santa Cruz

Client: City of Santa Cruz

Description of work performed: The City of Santa Cruz been an ECS customer since 2002. The transfer station accepts CRTs and other e-waste from the local community. The City of Santa Cruz has been an ECS customer since 2002. The transfer station accepts CRTs and other e-waste from the local community. In 2014 we picked up 177,633 lbs. of e-waste. Our contract is based on an amount paid to the City of Santa Cruz under the SB20 program.

Client Contact Information:

Gary Wilens

City of Santa Cruz

605 Dimeo Lane

Santa Cruz, CA 95060

Phone: 831-420-6275

8.1.d. ECS Refining was inspected in April 2, 2015 by the City of Stockton Fire Department. All deficiencies noted were corrected to the satisfaction of the Department. The most recent DTSC visit was in April 2, 2015.

8.1.e. Results of ECS Refining's most recent financial audit. See **Attachment 4**.

8.1.f. Results of ECS Refining's most recent E-waste management audit. ECS does not typically receive a copy of an audit conducted on ECS by others. ECS was told of three minor violations: Fluorescent tubes were not properly packaged, Universal Waste labels missing and Bag House Dust had no date on label. (all of which have been corrected)

8.1.g. List of Professional/Trade organization memberships:

1. Solid Waste Association of North America (SWANA) – Primarily a professional organization for landfill operators. ECS Refining works with many landfills and this organization helps us to understand the issues of concern to landfill operators. It also provides a business networking opportunity.
2. California Refuse Removal Council (CRRC) – Primarily a professional organization for refuse haulers. CRRC has a strong link with the CIWMB. The organization tracks legislation that affects ECS Refining's business. Also, many refuse haulers are also landfill owners/operators.
3. International Precious Metals Institute (IPMI) – A professional organization for the precious metals industry. ECS Refining is a precious metals recovery company.
4. Silicon Valley Leadership Group (SLVG) – The SLVG is supported by the major industries located in the Bay Area. The organization provides educational seminars and keeps up to date on legislative issues. The environmental programs put on by the SLVG are important to ECS Refining.
5. International Facility Managers Association (IFMA) – This is a professional organization for facility managers—it provides educational programs as well as current information regarding facilities. ECS Refining works with facilities on recycling electronics.

8.1.h. Additional Value-Added Services offered by ECS Refining.

Electronics Recycling

Proper electronics recycling is of concern to local governments not only because of the data stored on computer hard drives, but also because of the potential liability created by improper downstream handling of electronic waste.

At ECS Refining no electronic waste is exported and none goes to landfill. Computer monitors and televisions are dismantled by hand at the ECS facility. All other material is shredded and mechanically separated primarily into steel, aluminum, copper and plastic fractions. All materials received are reclaimed and sold as commodities. Metals go to a metals recycler or secondary smelter; plastics to a plastics recycler; glass to a glass recycler; and wood to a wood recycler.

Companies with sensitive information stored on their hard drives use ECS for assured data destruction. Witness destruction is available to all customers. A Certificate of Destruction is issued with every destruction lot.

Recycle Event Days

Communities are starting to take an active role in keeping electronic waste out of landfill by holding computer recycling days. Local residents are invited to clean their closets of old electronic equipment and recycle the equipment at the event. ECS partners with municipalities in holding these events. ECS's role is typically to provide the trained staff to handle the collection, heavy lifting and transportation, while the municipality and provides the marketing of the event through various news outlets.

Universal Waste

ECS Refining manages universal waste for many of its customers. These wastes include but are not limited to: Fluorescent tubes, sodium lamps, ARC and UV lamps, High Intensity Discharge Lamps (HIDs), PCB and non-PCB ballasts, all types of batteries, mercury thermostats and mercury-containing switches.

Assured Destruction

ECS Refining offers assured destruction of hard drives and proprietary materials through shredding and/or melting. Customers may view the destruction of their material via remote camera at the ECS facility. A Certificate of Destruction is issued at no charge once the material is destroyed.

Hazardous Waste

Solder and solder dross, lead and lead contaminated materials are handled by ECS. ECS is a permitted Hazardous Waste Transporter.

Precious Metals Recovery

ECS Refining is a leader in the recovery of precious metals from electronic components. Companies with excess and/or scrap inventories of ICs, PC Boards and other precious metals bearing components prefer to use ECS Refining because they receive the highest

dollar value, they are paid within 45 days, and the refining schedule is clear and easily understood.

Laboratory and Industrial Equipment

Test and research labs, manufacturers, and medical facilities use ECS Refining for the recovery of the residual value of their test and manufacturing equipment. The advantage these companies find in using ECS is that they can sell the equipment directly to ECS or let ECS handle the equipment on a consignment basis. Laboratory test equipment usually contains gold, silver and other precious metals. If the equipment is obsolete and thus unmarketable, companies can still recover value through ECS's precious metals recovery services.

Photographic Waste, X-Ray Film, and Solution Processing

ECS Refining accepts photographic wastes and materials containing silver. Spent fixers and developers, metallic replacement cartridges and electrolytic silver flake are recycled by ECS into usable silver metal.

Asset Recovery

For electronic equipment that has remarketable value, ECS Refining partners with its sister company, United Datatech Distributors (UDT). Together ECS and UDT work to retain the residual value of unwanted electronic equipment through either direct purchase of the equipment or by selling the equipment on consignment. Before resale, computers and laptops are tested and refurbished, and the hard drives are wiped and reformatted. A Certificate of Compliance is issued once the hard drives have been reformatted. All types of electronic equipment are considered for asset recovery, including networking and data storage equipment.

Manufacturing Processes

Precious metals, such as gold, silver, platinum, and palladium, in flake and solution are purchased from the semiconductor, electronics and research industries by ECS Refining. Payment for metals is determined by the London Metals Market.

Facility Clean-Out Services

Companies or government agencies that are consolidating offices, moving to new locations or closing sites call on ECS Refining to manage the full clean-out of their facility. The advantage to these companies is the dual role ECS Refining plays in the ability to handle hazardous and non-hazardous materials. Everything from office furniture, computers, files, and phones, to contaminated manufacturing and repair areas, is handled in compliance with federal and state regulations.

Financial Assurances

As a TSD hazardous waste facility, certified by the Environmental Protection Agency, ECS Refining is fully funded for closure with a \$250,000 cash deposit.

Pollution Liability Insurance

ECS Refining maintains Pollution Liability Insurance for \$1,000,000/occurrence and \$2,000,000 aggregate. The SVSWA will be listed as an "also insured" at no charge.

EH&S

As a Transfer, Storage and Disposal Facility, ECS Refining guarantees its customers receive the highest level of environmental protection. It also provides its customers greater insurance coverage. Environmental health and safety are essential to the success of ECS Refining. The employees at ECS Refining receive regular EH&S training, a requirement to maintain certification from the Environmental Protection Agency's Department of Toxic Substances Control.

8.1.i. Explain how your company audits your end-markets.

End market vendors receive prepared scrap materials for recycling. End market materials include shredded electronic scrap, plastic, scrap steel, scrap aluminum, and cathode ray tube glass. Environmental audits are conducted on vendors to ensure they are qualified by their governing regulatory agencies to accept the material in question, to determine how they recycle the material, and to understand their by-product and waste management practices to assess the potential liability these practices pose. At minimum, companies are asked to complete an environmental questionnaire and telephone interview, most are visited in person also. ECS audits downstream recyclers receiving hazardous electronic waste constituents every two (2) years or three (3) years, in accordance with the Basil Action Network's e-Steward requirements.

8.1.j. Other than trash generated by the office, ECS Refining does not send non-hazardous waste for disposal in landfills or for incineration.

8.1.k. No hard drives leave ECS Refining with data on them. They are either shredded at the facility or wiped to Dept. of Defense standards. Hard drives collected from landfills are not typically worth wiping and thus are sent through the shredding system. The result is primarily aluminum, which is shipped to an aluminum smelter.

8.1.l. What e-waste does your company typically:

- a. Donate or sell as-is: ECS will occasionally donate laptops and computers. Computers and laptops are tested before sold. ECS does not donate or sell e-waste "as is".
- b. Refurbish then donate or sell: Computers; laptops; networking equipment; integrated circuits; laboratory test equipment.
- c. De-manufacture and sell usable component: Computers; servers; and laptops.
- d. De-manufacture and sell for materials recovery/recycling: All e-waste including computers, monitors, printers, keyboards, mice, fax machines are shredded and sold as commodities.
- e. De-manufacture and dispose of as hazardous or solid waste: None

8.2. Pricing

8.2.a Covered Electronic Waste (SB 20 Qualified Material):

Item 6 - ECS Agreement

Exhibit B Payment Schedule

Attachment B

ITEMIZED PRICING & FEE LIST

Contractor: ECS Refining

Per Section 8.2 Pricing

E-Waste Items	Price Per Pound (Lbs.)
Covered Electronic Waste (CEW)- SB 20 Qualified Materials	\$ CRT's: +0.22 lb
Non-Covered Electronic Waste	\$ Household Appliances: -\$0.05 lb
Complete Computers/CPU's	\$ +0.15 lb
Cell Phones	\$ +1.50 lb
Flat Screens	\$ Flat Screens/Laptops/Rear Projection CRTS \$+0.18 lb
Small Appliances	\$ Considered Household Appliances: \$ -.05 lb
CD's/DVD's/VHS	\$ -0.040 lb
Other _____	\$ Flatscreen/Laptop Non CA: \$-0.25 lb
Other _____	\$ UWED Mixed: No Pay / No Charge

Additional Fees or Charges	Costs
Transportation Fee (per pickup if applicable)	\$ Bobtail or 53': \$ -39.95 Rolloff: \$ -250.00
Labor Fee	\$
Packaging Material Fee	\$ No packaging fees
Other _____	\$ Surcharge: CA CRT -8.4% All others -9.4%
Other _____	\$ UWED Mixed: No Pay / No Charge



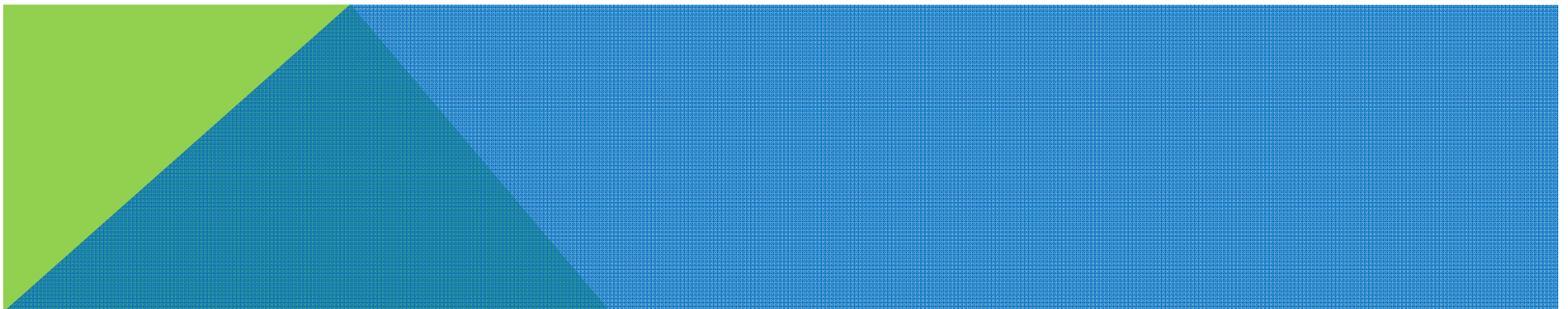
ITEM NO. 9

Sun Street Transfer Station Customer Survey

*By Rose Gill, HR/Organizational
Development Manager
May 20, 2015*

Surveys Conducted

- **Quarterly Survey conducted by Administration**
- **One-Week Survey conducted by Scale-House Attendants**



Purpose of the. . .

Sun Street Transfer Station survey is to document:

- **where the customers come from**
- **assess the quality of service provided by SVR**
- **calculate how often customers use our services, whether it's weekly, monthly or yearly.**
- **marketing and public outreach communication efforts**

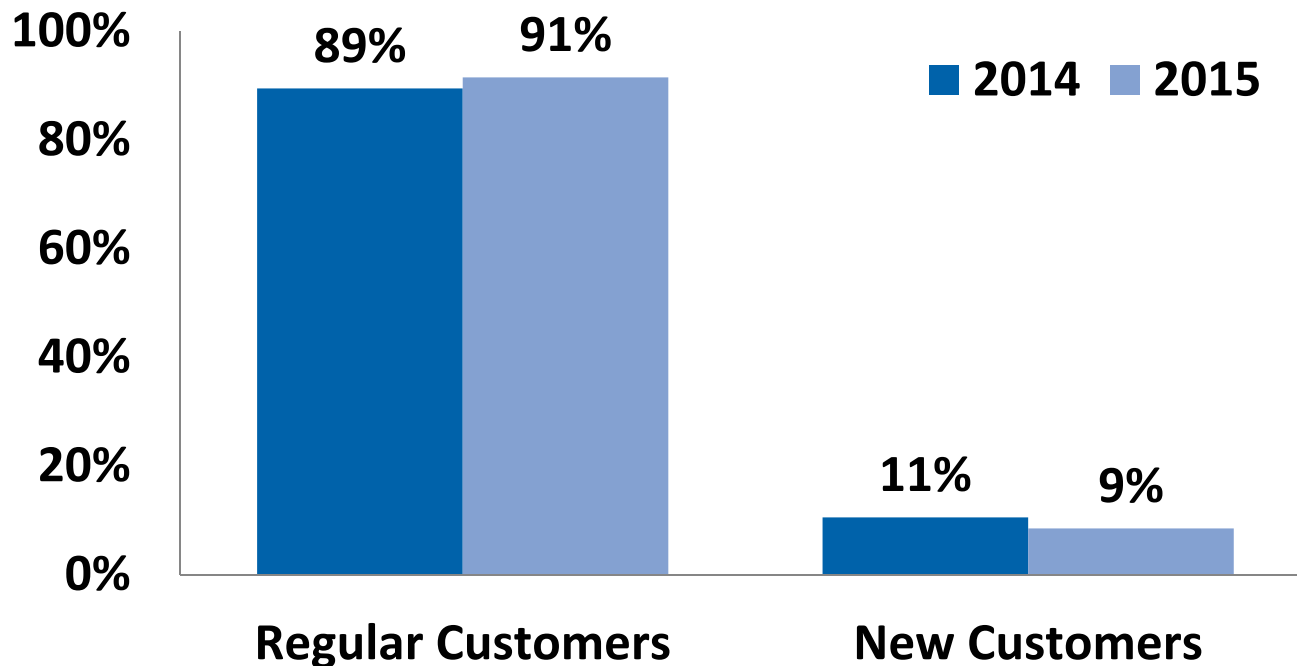


Questions Asked. . .



- 1. Is this your first time as the Sun Street Transfer Station?**
- 2. If yes, how did you hear about the Sun Street Transfer Station?**
- 3. If no, how often do you visit the Sun Street Transfer Station?**
- 4. What services do you use?**
- 5. Are you pleased with our services?**
- 6. Would you like to see any improvements? What type?**
- 7. What district are you recycling from?**

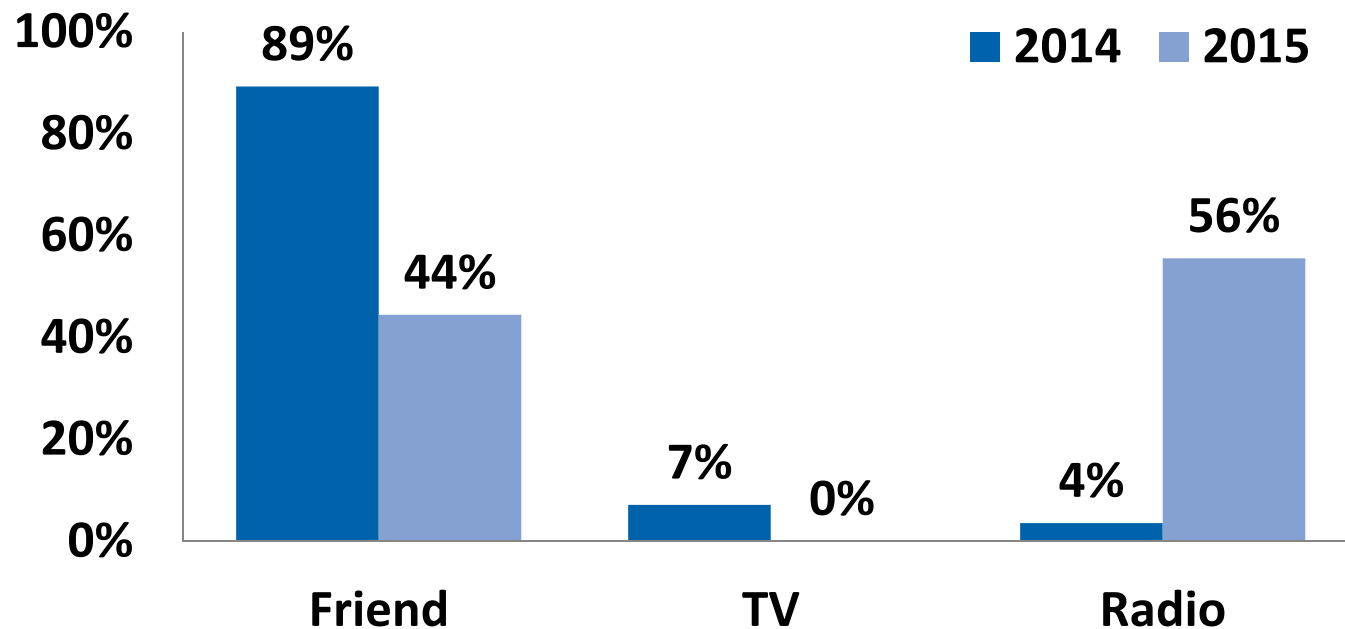
Question 1: Is this your first time at the Sun Street Transfer Station?



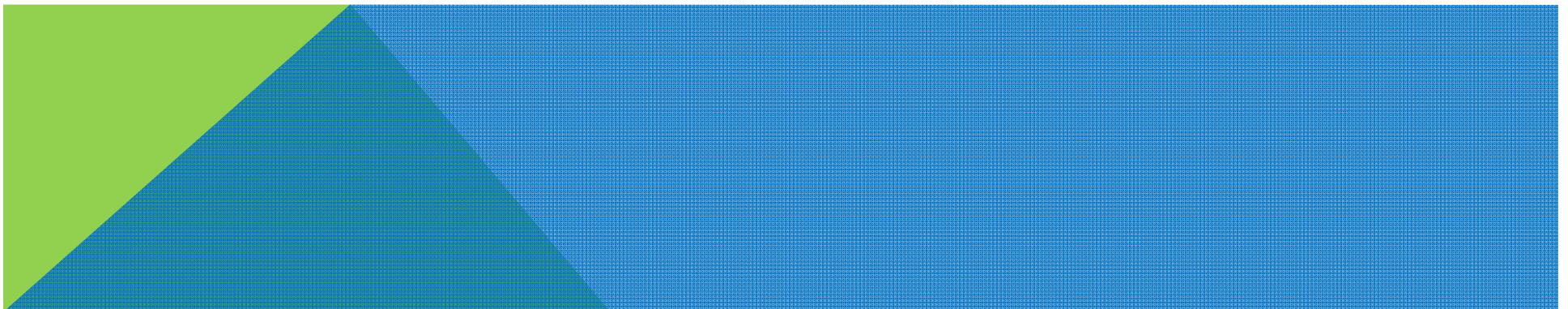
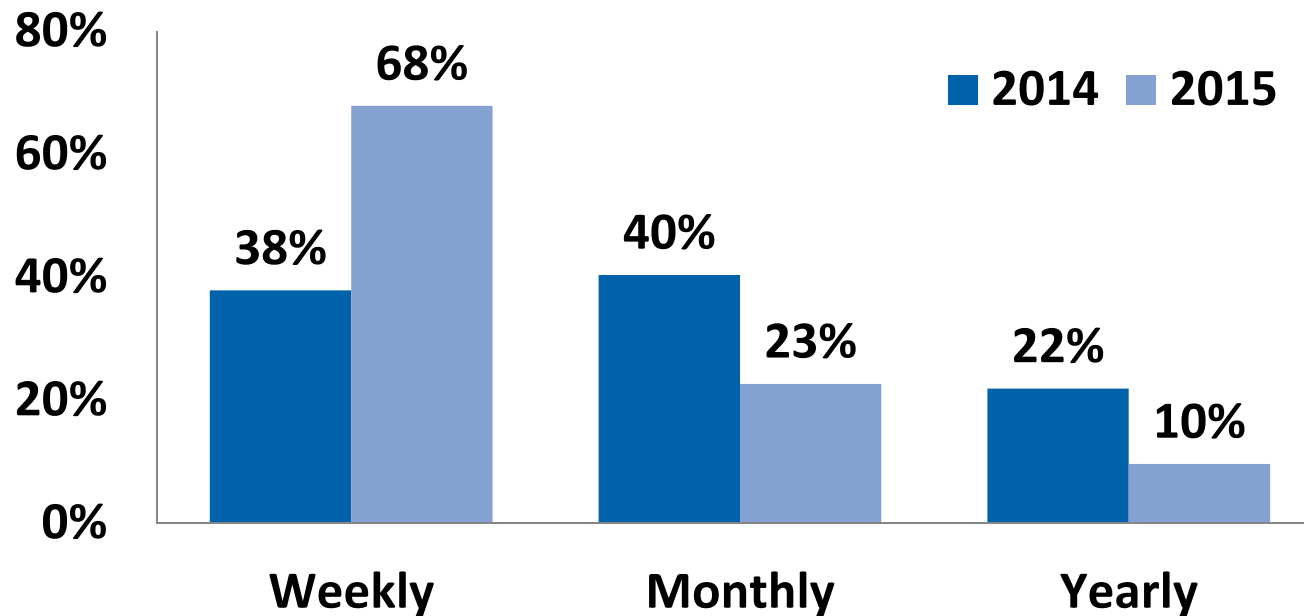
266 Customers Surveyed in 2014
141 Customers Surveyed in 1st Quarter 2015

Question 2:

How did you (new customer) hear about the Sun Street Transfer Station?

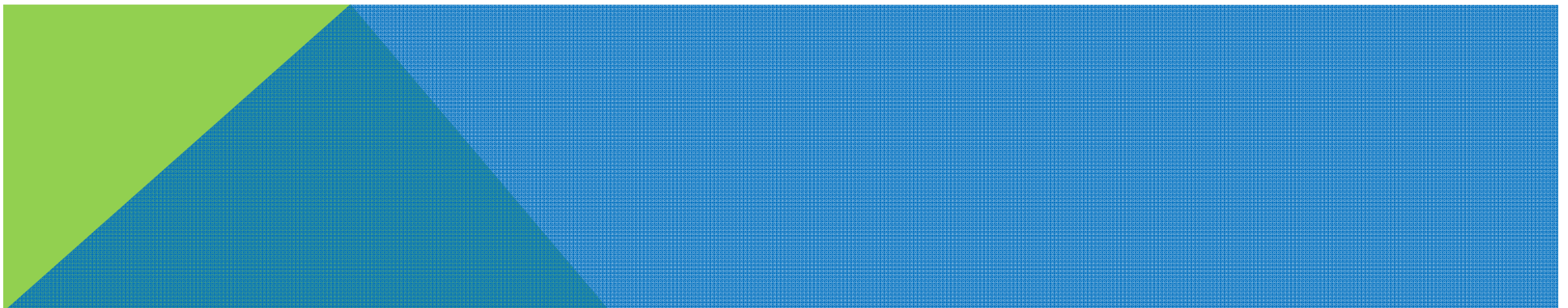
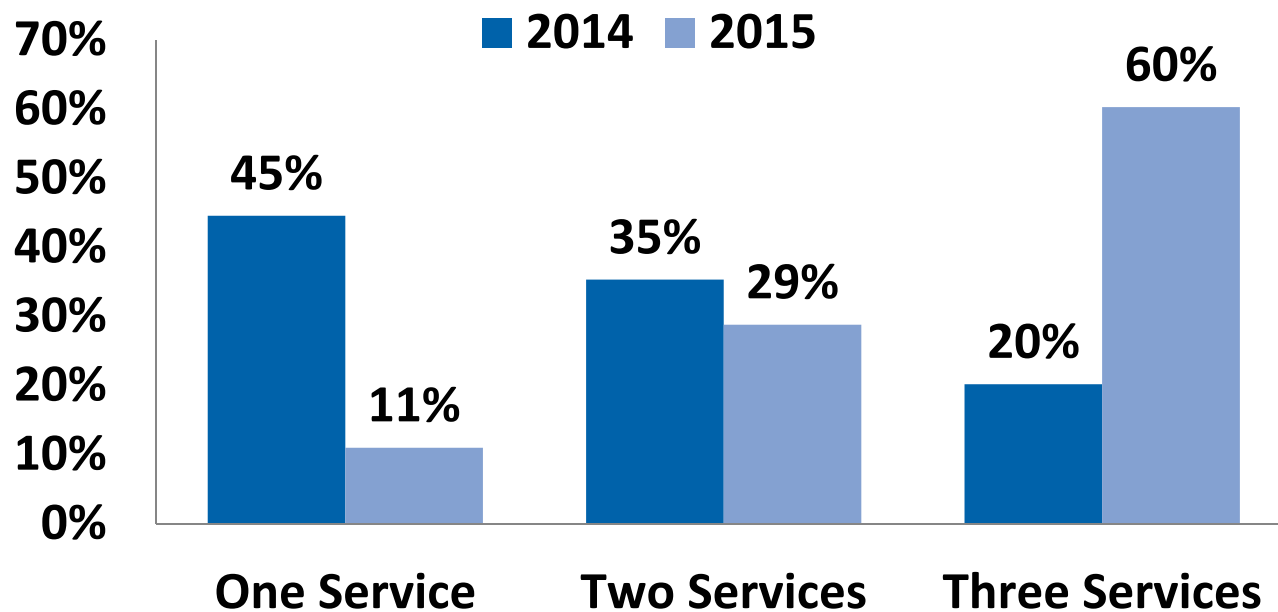


Question 3: How often do you visit the Sun Street Transfer Station?



Question 4: What services do you use?

Services Provided: Waste, Recycling, and Hazardous Waste Disposal

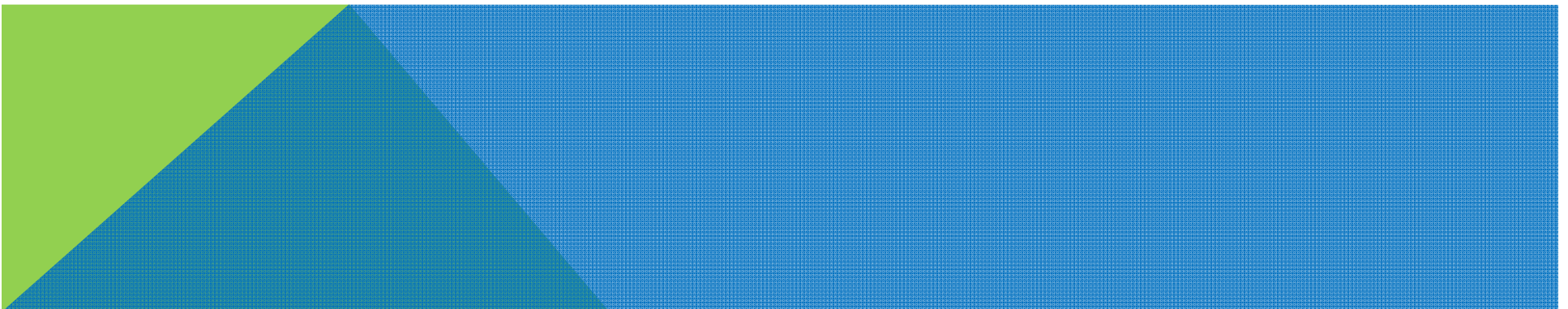


Question 5:

Are you pleased with our services?

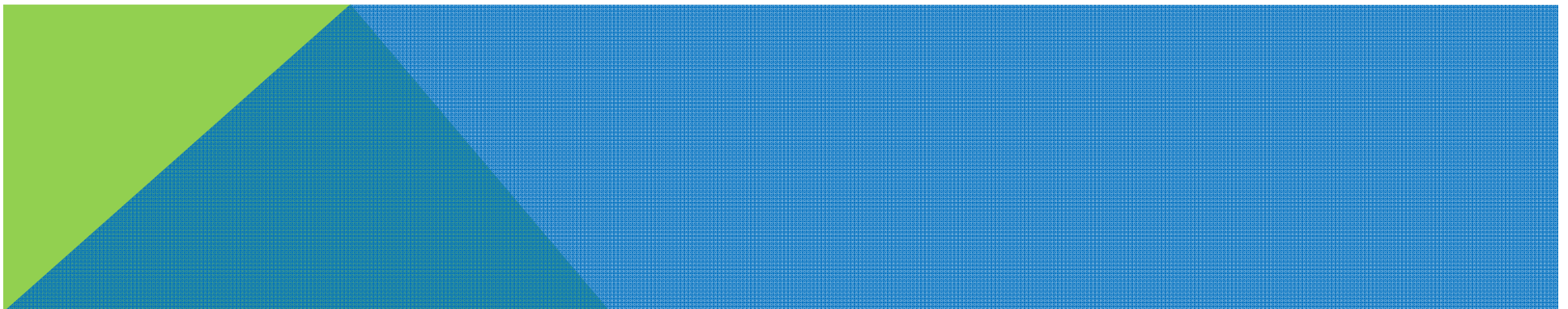
- **99% of customers in 2014 and**
- **100% in 2015**

are pleased with services provided by SVR.

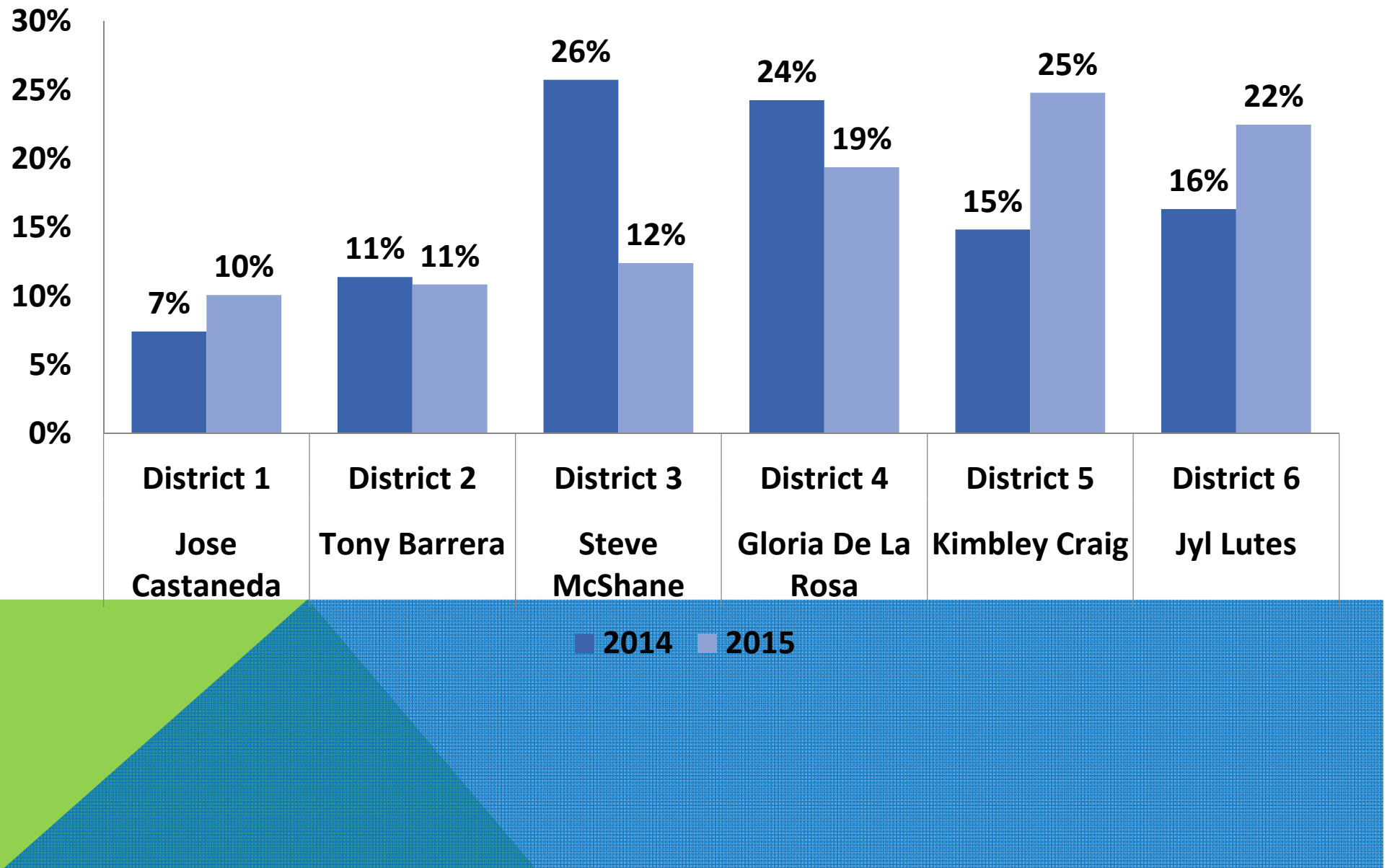


Question 6: Would you like to see any improvements?

- Open on Sundays



Question 7: What district are you recycling from?



Sun Street Scale House Survey

Should the Sun Street Transfer Station open on Sunday's?



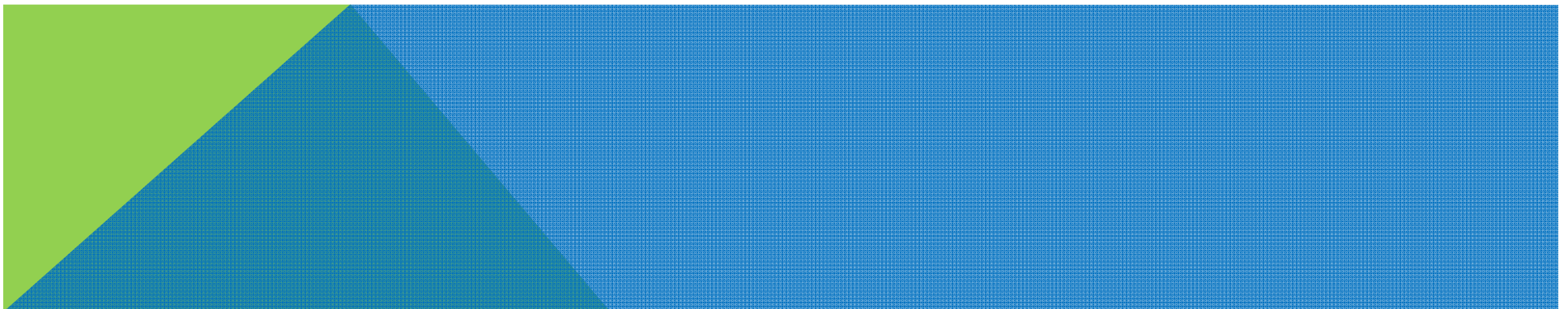
- 95% said they want the facility open Sundays

BENEFITS:

- Agricultural workers often only have Sundays off
- Most businesses around SSTS are closed on Sundays, limiting impacts
- More cost savings than sending residents to Johnson Canyon

Conclusion for 1st Quarter 2015:

- Residents are becoming more aware of Sun Street.
- Facility has become part of the community.
- Community is becoming more aware and utilizing more services.
- 100% satisfied customers in 2015!



Working for A FUTURE without landfills!



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www.SalinasValleyRecycles.org





ITEM NO. 10

Johnson Canyon Landfill Materials Recovery Center (MRC)

May 20, 2015

MATERIALS RECOVERY CENTER



PURPOSE OF THE MRC

The Johnson Canyon MRC is a valuable resource for SVR and our customers for the following reasons:

- **Strategic Goal – Improve Services at the facility**
- **Increase the facilities diversion**
- **Provide a free recycling drop off area for all customers**
- **Allows customers to recycle and \$ave**
- **Customer safety**
- **Reduce cost by not opening the landfill on Sundays**



CARDBOARD RECYCLING



PLASTIC RECYCLING



ANTI-FREEZE, BATTERY, OIL, & PAINT DROP OFF



SUNDAY PUBLIC TIPPING AREA





Working for A FUTURE without landfills!

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ITEM NO. 11

Safety Program



2014/15 Safety

Committee Completed Goals

- **Surveillance cameras for the Administrative office front entrance, HHW, & SS Scale House.**
- **Secured receptionist area with Plexy glass window at Administrative Offices.**
- **In & Out Check in Buttons for visiting field employees**
- **Rolled-out improved Injury Illness Prevention Plan (IIPP)**
- **Released and completed an RFP for Safety & OSHA Compliance Audit**
- **Implement New Safety Award Program**
- **All employees have hard hat and vest, with logo**

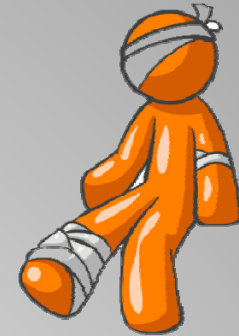
2015/16 Safety Committee Goals

- **Based on the Recent Audit:**
 - Update current Injury Illness Prevention Plan (IIPP)
 - Formalize a written Hazard Communication program
 - Formalize Job Hazard Assessment program
 - Formalize Respiratory Protection program
 - Formalize documentation tracking for corrective and preventive actions

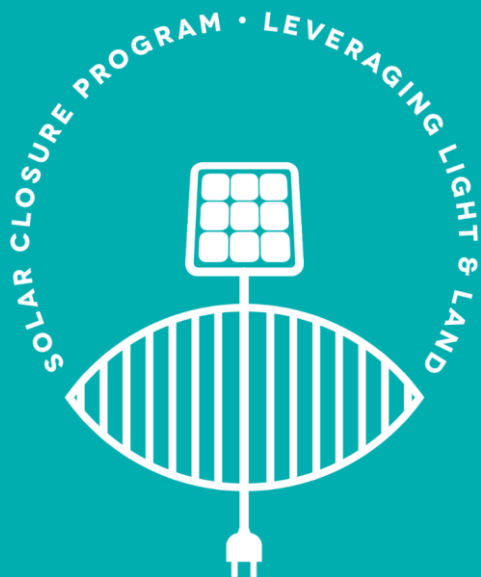
2015/16 Safety Committee Goals cont.

- Formalize a Bloodborne Pathogens written program
- Formalize a written Confine Spaced Entry Program
- Formalize Lock Out Tag Out (LOTO) and formalize equipment-specific instructions for that equipment

Reporting



	2012	2013	2014
Injuries	10	4	4
Incidents	11	18	6
Recordable Injuries	4	4	2



Solar Development Proposal

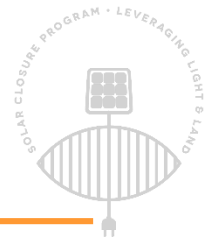
Crazy Horse Landfill

Introducing the Solar Closure Program



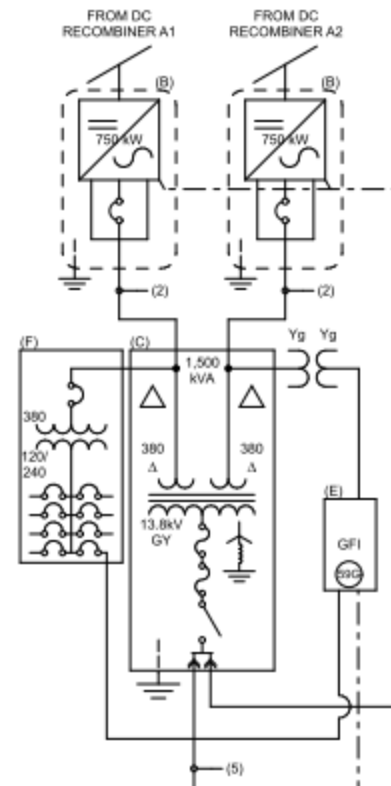
An exclusive joint venture to **close** environmental liabilities
and transform them into assets through **solar** power





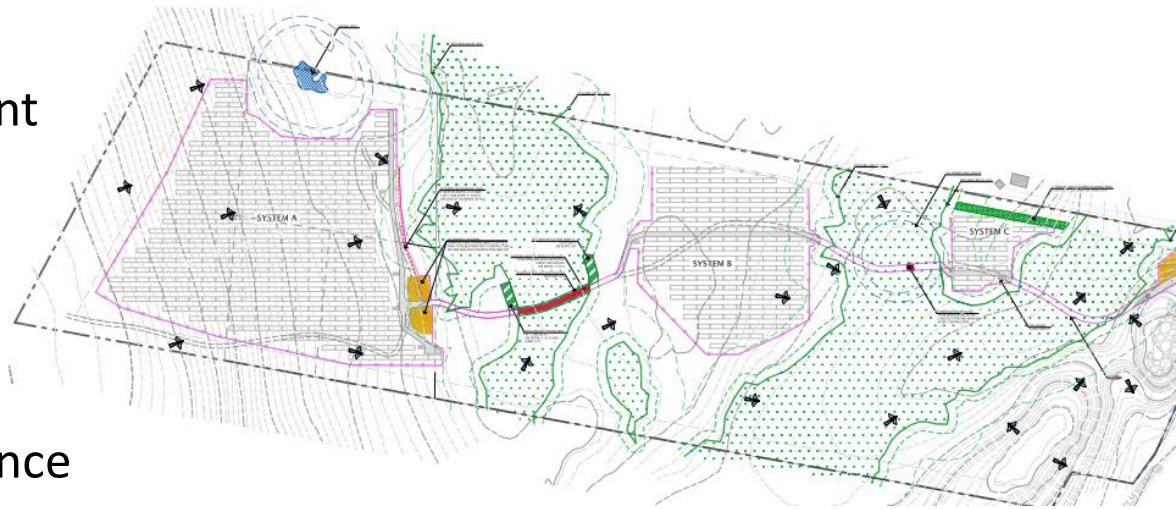
About ISM Solar Solutions

- International Sourcing & Marketing est. 1987 in Providence, RI
- Leading provider of global sourcing solutions: 10 offices worldwide
 - Product development, manufacturing, supply chain management over \$1B per year
- Core competencies:
 - Power systems (incl. battery backup systems)
 - Three-phase magnetics
 - Printed circuit boards
- ISM Solar Solutions est. 2010
 - Specializes in solar photovoltaic project development
 - Site evaluation to financing, construction, and long-term operation



Development Activities

- Feasibility evaluation
- System design and engineering
- Interconnection
- Power purchase agreement
- Incentive qualification
- Permitting
- Financing
- Construction
- Operations and maintenance



How do we cover a national scope, with varied markets?

Strategic Collaboration

ISM Solar has collaboration agreements with national and regional development partners who bring **value** to the project.

Example: Dighton, MA 4.75 MW



- Development capital
- Design and engineering
- ISA executed
- Permits in-hand

- Power off-taker
- Project capital
- Procurement and construction
- System owner and operator

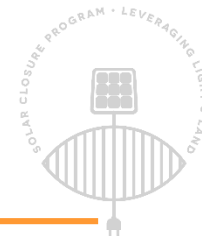
Landfill Experience – Select Projects

- Ft. Carson, CO 2 MW (2007)
- Trenton, NJ 1.2 MW (2010)
- Howard County, MD 0.5 MW (2011)
- Greenfield, MA 2 MW (2012)*
- New Bedford, MA 1.8 MW (2014)**



*First developer in MA to receive a Post-Closure Use permit from MA DEP and Interconnection Agreement from Western Massachusetts Electric Co. for a solar facility on a closed landfill.

**CERCLIS-listed Superfund site.



Regional Experience

County	Number of Systems	Capacity (MW)
Fresno	13	15
Kings	12	8
Madera	2	4
Merced	1	1
Monterey	5	5
San Luis Obispo	6	2
Santa Clara	17	6
Santa Cruz	1	0.2
Tulare	3	24
TOTAL	60	66



Solar on ClosureTurf™

- ClosureTurf™ foundation eliminates costly site preparation
- Many other benefits in design, construction, and long-term operation
- Solar array features **non-penetrating** ballasted racking
 - Engineered for local seismic, wind, and snow load conditions
 - No moving parts, and the array **does not damage ClosureTurf™** in any way
- Feasibility considerations:
 - Cost of interconnection (proximity to grid infrastructure)
 - Topography and size of installation area
 - Local market opportunity



Solar Closure Program Benefits

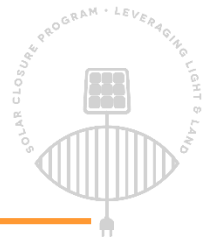
- Coordinated installation of ClosureTurf™ and the solar array
- Post-closure warranties and service agreements will continue
- Proprietary installation performance standards under development
- Non-penetrating slope mounting technology coming soon



Leveraging Light & Land

Low impact development – diverts solar projects from virgin land
Incentives shifting to prioritize landfills and brownfields for solar

CHLF Solar Technical Feasibility



- Interconnect through on-site meter
- Offset county (or other eligible entity) usage via RES-BCT tariff
- 9-12 cent/kWh PPA should be achievable

Sample Layout – 2.36 MW (conservative w/ access for landfill ops.)

Marketing and PR Opportunity

- Worldwide Business with Kathy Ireland (FOX Business)
- Studio date June 23 in Los Angeles (ISM Solar and WatershedGeo™)
- Field report date TBD – may include SVR and community stakeholders



Next Steps

- Receive incremental billing data from county
- Coordinate w/ PG&E regarding interconnection capacity, timing, and costs
- Negotiate agreements with SVR and county



Thank You

Contact: Mike Lucini
mlucini@ismri.com





Item No. 12

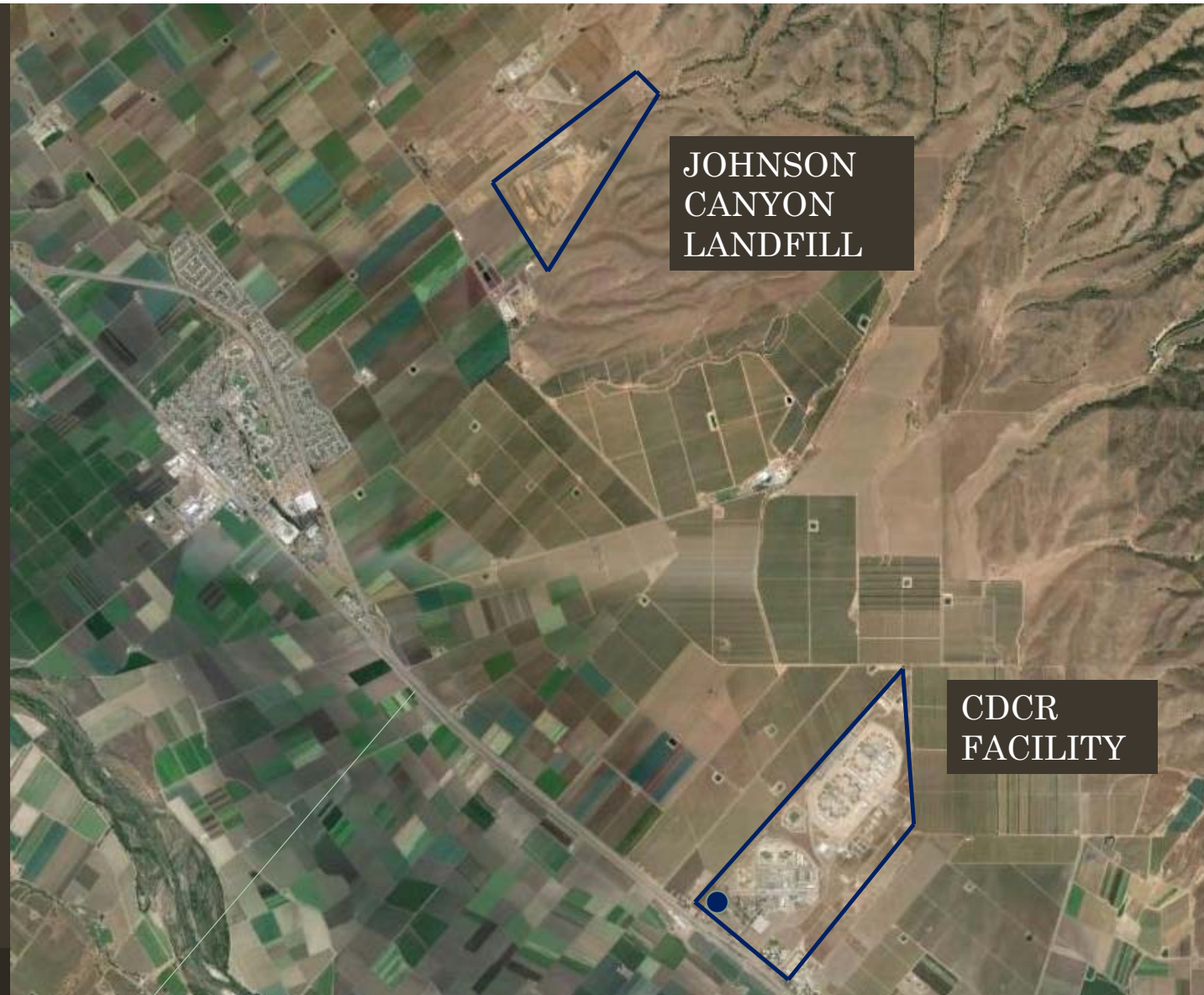
Revenue Generating Status

Johnson Canyon Landfill

California Department of Corrections and Rehabilitation

- Photovoltaic Panels provide about 3 MW to the facility
- Plans to increase generating capacity to 8 MW
- May add 1.3 MW of wind power
- CDCR interested in biogas projects

Potential Biogas Project



Other Potential Projects

- CNG Station
- Wind Power
- LFGTE Expansion



Fiscal Year 2015-16 Rates and Fee Schedule

May 20, 2015

Budget Summaries

	#1	#2	#3	#4	#5	#6
AB939 Increase	YES	YES	YES	YES	YES	NO
Transportation Increase	YES	YES	YES	YES	YES	NO
Green Waste Rate	29.50	29.50	29.50	32.00	36.00	36.00
Salinas Green Waste Rate	29.50	23.50	17.21	23.50	17.21	17.21
Revenues	16,623,300	16,546,800	16,466,200	16,568,400	16,522,200	15,756,200
Expenditures	15,500,000	15,500,000	15,500,000	15,500,000	15,500,000	15,500,000
CIP	<u>912,400</u>	<u>912,400</u>	<u>912,400</u>	<u>912,400</u>	<u>912,400</u>	<u>912,400</u>
Reserves/(Deficit)	<u>210,900</u>	<u>134,400</u>	<u>53,800</u>	<u>156,000</u>	<u>109,800</u>	<u>(656,200)</u>



E.C. Recommendation

Adjustment Comparisons

	#1	#2	#3	#4	#5	#6
Estimated Total Residential Rate Adjustment						
Monterey County (35 g.)	\$ 0.72	\$ 0.72	\$ 0.72	\$ 0.81	\$ 0.96	\$ 0.71
Salinas (32 g.)	\$ 0.92	\$ 0.67	\$ 0.40	\$ 0.67	\$ 0.40	\$ -
Gonzales (48 g.)	\$ 0.10	\$ 0.10	\$ 0.10	\$ 0.20	\$ 0.35	\$ -
Soledad (48 g.)	\$ 0.10	\$ 0.10	\$ 0.10	\$ 0.20	\$ 0.35	\$ -
Greenfield (48 g.)	\$ 0.10	\$ 0.10	\$ 0.10	\$ 0.20	\$ 0.35	\$ -
King City (32 g.)	\$ 0.37	\$ 0.37	\$ 0.37	\$ 0.37	\$ 0.37	\$ -

Estimated Commercial Rate Adjustment (1cy)						
Monterey County	\$ 1.04	\$ 1.04	\$ 1.04	\$ 1.04	\$ 1.04	\$ -
Salinas	\$ 1.35	\$ 1.35	\$ 1.35	\$ 1.35	\$ 1.35	\$ -
Gonzales	\$ 1.74	\$ 1.74	\$ 1.74	\$ 1.74	\$ 1.74	\$ -
Soledad	\$ 1.74	\$ 1.74	\$ 1.74	\$ 1.74	\$ 1.74	\$ -
Greenfield	\$ 1.74	\$ 1.74	\$ 1.74	\$ 1.74	\$ 1.74	\$ -
King City	\$ 1.54	\$ 1.54	\$ 1.54	\$ 1.54	\$ 1.54	\$ -



* Does not include jurisdiction fees (i.e. franchise fees) outside of SVSWA control

AB939 Fees

	<u>Current Rates</u>		<u>Proposed Changes</u>	
AB939 Fees Total	\$	1,731,980	Annual	\$ 2,166,100 Annual

Fee is charged to franchise haulers based on prior year tonnage:

2013-14 Franchise Tons

Fee allocation is as follows:	<u>Landfilled</u>	<u>Percent</u>	<u>Annual</u>	<u>Monthly</u>
Republic Services of Salinas	91,878	64.1%	\$ 1,389,104	\$ 115,759
Waste Management –				
Unincorporated area	28,988	20.2%	\$ 438,270	\$ 36,522
Tri-Cities - Soledad	6,253	4.4%	\$ 94,539	\$ 7,878
Waste Management –				
King City	7,333	5.1%	\$ 110,868	\$ 9,239
Tri-Cities - Greenfield	5,875	4.1%	\$ 88,824	\$ 7,402
Tri-Cities - Gonzales	2,943	2.1%	\$ 44,495	\$ 3,708
	<u>143,270</u>	<u>100%</u>	<u>\$ 2,166,100</u>	<u>\$ 180,508</u>



Other Rate Adjustments

	<u>Current Fee or Rate</u>	<u>Proposed Changes</u>
<u>Special Handling Charge (in addition to cost per ton)</u>		
Unloading Assistance (Per Person)		\$75.00 Hour
Pull Off / Push Off Assistance		\$50.00 Each
<u>Green waste and Wood</u>		
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	\$ 29.50 Per Ton
<u>Green waste Contamination</u>		
Curbside Truck, 2-3.5 cubic yards of contamination	\$ -	\$ 125.00 per load
Curbside Truck, 3.6-6 cubic yards of contamination	\$ -	\$ 210.00 per load
Curbside Truck, more than 6 cubic yards of contamination	\$ -	\$ 255.00 per load
Transfer Truck, 7-8.5 cubic yards of contamination	\$ -	\$ 125.00 per load
Transfer Truck, 8.6-10 cubic yards of contamination	\$ -	\$ 210.00 per load
Transfer Truck, more than 10 yards of contamination	\$ -	\$ 255.00 per load















Green Waste Contamination Fees

- By contract, cannot exceed 4% contamination
- 70 contaminated loads – all Republic Services
- Average level of contamination 8.27%
- Can be charged solid waste rate (\$67/ton)
- Anti-contamination campaign Jan-July 2014
- Haulers notified of proposed fee Sept 2014
- Board direction 10/2014 – Defer to a later date to allow Republic Services to work with the City of Salinas on an approach that includes public education

- Cost to SVR + Vision for outreach \$25,000
- Cost to SVR for litter fence \$50,000
- Cost to SVR for cleaning loads \$9,645
- Average cost to clean contaminated load \$138
- Only hauler can identify and bill contaminators
- Republic has authority to recover costs
- Republic has authority to change service levels
- Republic has public education responsibility

Questions/Comments

