

Late Backup



***Proposal to the City of Austin to
Construct and Operate a
Single Stream Materials Recovery Facility
RFP No. RDR0005***

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Presentation Team Members

- Brad Dugas – Area President
- Lee Kuhn – Austin Area General Manager
- Mark Henke – Manager, Corporate Recycling
- Steve Shannon – Municipal Marketing Manager, Austin Market
- Ray Shull & Adam Mehevec – ACE Engineering

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Presentation Overview

- Allied Waste Services (AWS) Qualifications
- Key Elements of AWS Proposal
- Site Layout and Operational Features
- Community and Environmental Benefits
- Financial Value
- Advantages of an AWS Partnership

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Allied Waste / Republic Services Company Background

- Facilities In 40 States And Puerto Rico
- 13 Million Commercial, Industrial, Municipal And Residential Customers
- 16,000 Collection Vehicles, Total Fleet Of 22,000

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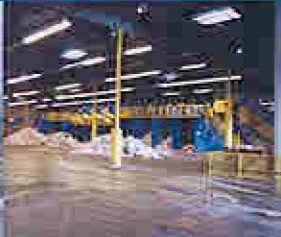


Allied Waste / Republic Services Company Background

- 78 Recycling Facilities
- 5.2 Million Tons Recycled/
Composted Annually
- 400 Collection Companies
- 213 Operating Landfills
- 242 Transfer Stations
- \$8.4 Billion In Annual Revenue
- \$19.5 Billion Total Assets



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Commitment to Recycling

**Annually, We Recycle
Enough Waste That if it
Were All Baled, the
Bales Placed End-to-
End Would Stretch From
New York to San
Francisco - 3 Times**



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Energy Management/Environmental Enhancement

- More Than 750 Of Our Vehicles Now Use Alternative Fuels (20% of All New Truck Orders are for Natural Gas)
- We're Currently Operating The First Diesel-Electric Hybrid Refuse Truck
- We Have Reduced Oil Consumption by 1/3 in Our Collection Fleet
- Several Landfill Facilities Have Been Certified And Nationally Recognized as Wildlife Habitat Areas
- Three Landfill Gas to Energy Projects Selected as Projects of the Year in 2009 by EPA

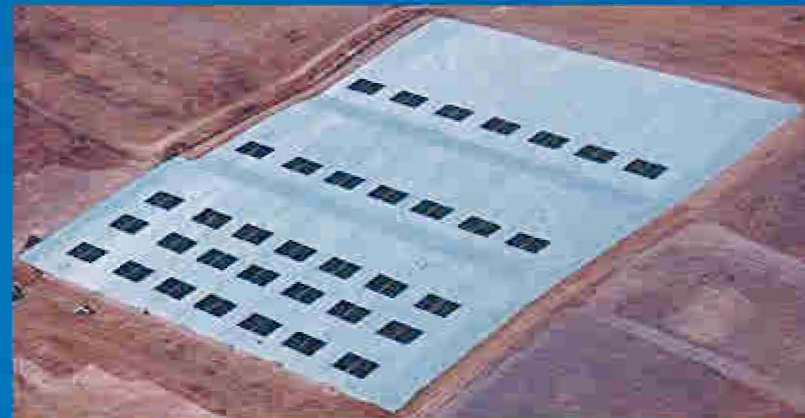
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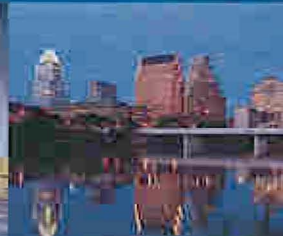


Innovation—Solar Energy Cover

- First in the Nation
- Tessman Road Landfill, San Antonio
- 5.6 Acre Solar Energy Landfill Cover



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Allied Waste Services of Austin

- Servicing Austin MSA for Over 25 Years
- 171 Local Employees
- Complete Waste Collection, Recycling, and Disposal Services
- Austin Recyclery on Metric Blvd. (9 years in NACA)
- Largest Private MSW Recycler in Central Texas

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Key Elements of AWS Proposal

- 25-Year Partnership
- Design, Permit, and Construct 100,000 sq. ft. LEED Silver SSMRF At No Cost to City
- All New Single Stream Processing Equipment
- Dedicated Full Time Sustainability Coordinator
- \$60/Ton Processing Fee and 80% Rebate
- Onsite Educational Center and Sustainability Center
- Flexible Transition Options
- City Carbon Footprint and Operating Cost Reductions

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Site Layout Features

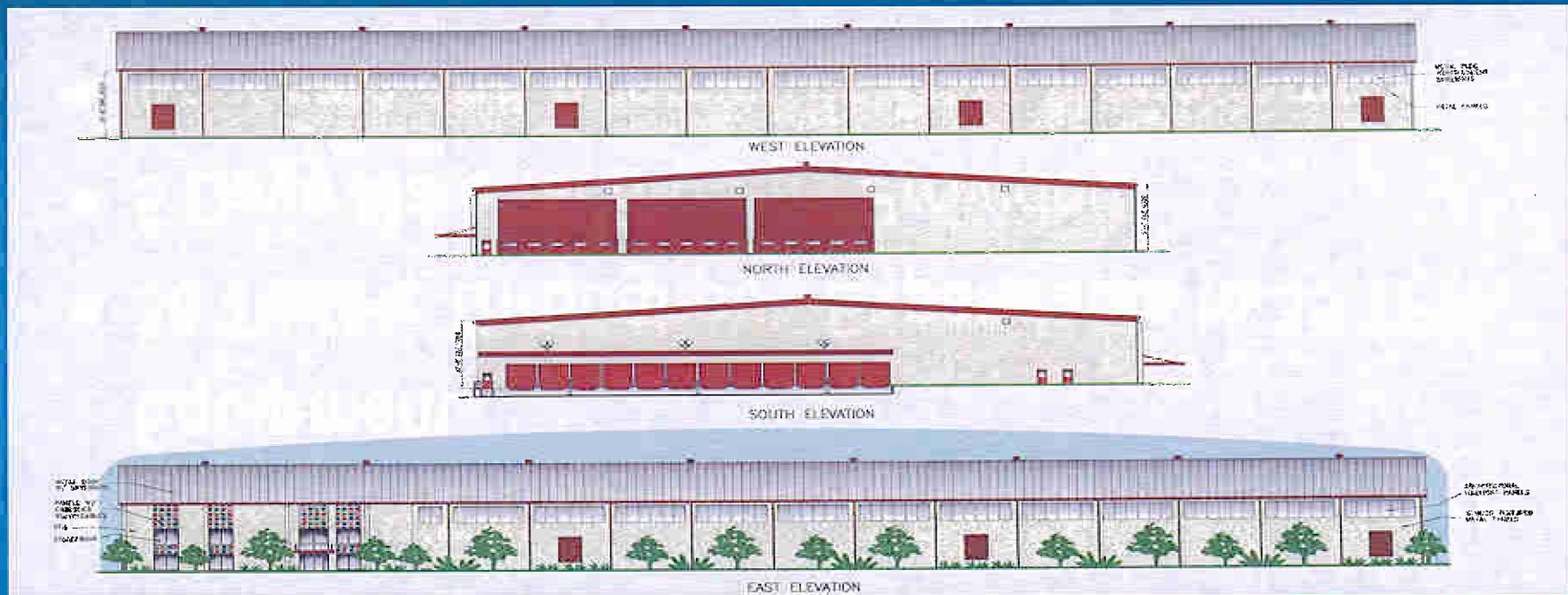


- 100,000 SF MRF Building
- Scalehouse with Inbound & Outbound Scales & EZ TAG
- Utilizes Landfill Entrance for Access
- Separate Employee and Visitor Entrance on FM 973
- Water Quality & Detention Ponds
- Provides Expansion Room

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Building Elevations



- Three 40' Wide Entry Doors
- 12 Truck Loading Bays
- 30' Internal Clearance

- Skylights and Sidelights to Provide Natural Light
- 5,000 SF Office/Education Center

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Operational Benefits



- **SSMRF System is Designed to Maximize Efficiencies and Reduce GHG Emissions**
- **New High Efficiency, Low Residuals Equipment**
- **30 Ton/Hr Throughput, Expandable to 35 TPH**
- **5 Days Material Storage Provided**
- **Accurate and Accessible Data Management**

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Sustainability Benefits

- **Onsite Sustainability Center**
 - E & U Waste, Used Oil, Furniture, Appliances
 - Partnership with Local Businesses & Vo-Tech Schools
- **Reserved Space to Incubate Local Markets**
 - C&D Recycling & In-Vessel Composting
 - Creation of Green Jobs
- **RECYCLEBANK at a Reduced Rate**

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Community and Environmental Benefits

- Full Time Sustainability Coordinator
- Onsite Community Education Center
- \$50,000 Annual Education & Community Outreach Budget
- UT ESI K-12 and Undergraduate Curriculum
- Energy & GHG Reduction Goals

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Proven Commitment to City's Sustainability Goals

- Operating Local MRF for 20+ years
- Austin's First LFGTE Plant (12+ years)
- Nation's First Solar Energy Cap System
- Active Members of KAB, STAR, CAPCOG SWAC, and Austin Chamber of Commerce
- Negotiated with City to Close Landfill in 2015

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Proven Commitment to Local Communities

- **North Austin Civic Association Partnership**
 - Free Quarterly Bulky Waste Collection
 - Walnut Creek Clean-Ups
 - Donated Bicycles to Austin Police Department
 - Adopt a Street Program – Metric Blvd.
 - Over \$30,000 for NACA Parks Improvements

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Proven Health and Safety Workplace Practices

- **AWS is the Industry Leader in Safe Working Practices**
- **Daily, Weekly, and Monthly Safety Training**
- **Committed to EEO Hiring**
- **Performance Awards and Employee Recognition for Safety Achievements**

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Financial Value



- AWS Funds 100% of Costs to Develop and Construct Project
- AWS is Responsible for Operating and Maintaining All Equipment and Facilities
- AWS Will Convey Ownership of SSMRF Facility to City at Conclusion of Contract

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Rate Structure



- Flat \$60 Processing Fee for all Incoming City Tons
- 80% Rebate on City's Marketed Materials
 - Higher of Actual Sale Price or Published Index
- AWS Typically Receives 10-20% Higher Value Than Index Pricing

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Transition Plan



- Use Todd Lane Facility as Transfer Facility
- AWS Will Accept up to 100% of Recyclables Starting September 2010
- Processing Fee/Transition Alternatives
 - Flat Rate of \$25 per Ton
 - Actual Market Value Less Actual Costs (No Markup)
 - Negotiated Processing Fee & Rebate Structure
 - Expedited Opening Date of SSMRF for Fall of 2011

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Additional Environmental and Financial Incentives

- Disposal Opportunity for City's Northern Waste Collection Routes into Sunset Farms Landfill
 - Reduction of ~146,600 Heavy Truck Miles Annually
 - Reduces City's Operating Costs by ~\$310,000/YR
 - Reduces City's GHG Emissions by ~477,768 lbs of CO₂ per Year (Safe Climate.net Calculator)
 - Guaranteed Disposal Capacity and Volume Discounted Rates through 2015

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Why Choose AWS



- Experienced and Proven Operator
- Extensive Financial Capability
- Strong Financial Benefits to City
- Proven Local Commitment to Sustainability
- Advantageous Transition Plan
- Aligned Waste And Resource Management Objectives
- 100% Commitment to City's Zero Waste Goals

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