

Trailer Estates Park and Recreation District

Board of Trustees Workshop

April 7, 2026

9:30AM Mark's Hall

1903 69th Avenue West

Bradenton, FL 34207

Call to Order

Roll Call

Public Comment (Limit 3 Minutes on Workshop Agenda Items Only)

Reports from Standing Committees

Clubs & Organizations

Discussion Items Presented by Board & Staff

1. Solid Waste Proposal Discussion
2. Cable TV & Internet Proposal Discussion

Trustee Reports

Park Manager Comments

Unfinished Business

Adjournment

Trailer Estates Board Meetings & Workshops are broadcast in the park on Channel 732

Topic: Trailer Estates' Zoom Meeting

Time: Apr 7, 2026 09:30 AM Eastern Time (US and Canada)

Join Zoom Meeting

<https://us02web.zoom.us/j/87924330372?pwd=xArSNuBD4xI17PiOShnuAPUB07bPKs.1>

Meeting ID: 879 2433 0372

Passcode: 2tqkxv

One tap mobile

13052241968,,87924330372#,,,,*638213# us

16469313860,,87924330372#,,,,*638213# us

Mobile Passcode: 638213

Pursuant to Section 286.0105, Florida Statutes, should any person wish to appeal a decision of the Board with respect to any matter considered at this meeting, he or she will need to ensure that a verbatim record of the proceedings is made, including the testimony and evidence upon which the appeal is to be based.

Pursuant to Section 286.26, Florida Statutes, and the Americans with Disabilities Act, any handicapped person desiring to attend this meeting should contact the Office Staff at (941)756- 7177, at least 48 hours in advance of the meeting, to ensure that adequate accommodations are provided for access to the meeting.

**TRAILER ESTATES PARK AND RECREATION DISTRICT
BOARD AGENDA ITEM FORM**

DUE IN OFFICE 6:00 A.M. TUESDAY PRIOR TO MEETING THAT YOU WISH TO BRING ITEM FORWARD.

Agenda Cable TV & Internet Discussion

For Upcoming Meeting—Date April 7, 2026

Type of Meeting (check one): Workshop Board Meeting

***It is recommended that Board Meeting Motions be an agenda item on a Workshop prior to the Board Meeting and the date or dates of the workshop discussions be included in the motion.**

Rationale (for workshops)/ MOTION (for board meetings): _____

Discuss Attached Proposal from Spectrum and Discuss Alternatives

Costs/Estimated Costs: (Required if agenda item includes spending district money.)
Proposal

Attachments: (Please attach any diagrams or pertinent information concerning this
Agenda Item. Please list the attachments.) _____

Spectrum Proposal

TE Discussion Items and Synopsis

Trustee Treasurer Neal

Date Submitted 03/30/2026

Chairman/Designee _____

Office Manager/Designee: Date Posted _____ Initials _____

Trailer Estates Park & Recreation District

Spectrum Renewal Proposal - Board Briefing

1. Current Agreement (Baseline)

- Service:
 - Internet: 500 Mbps (Spectrum Ultra)
 - TV: Select + Entertainment View
 - Equipment: 2 boxes (DVR optional)
- Cost: \$42.60/unit (pre-tax)
- Term: 5 years
- Annual Increase: 3%
- Expiration: August 3, 2027
- Common Areas: 12 included

2. Proposed Renewal (Early Extension)

- Service Changes:
 - Internet upgraded to 1 Gig (2x speed)
 - TV package remains substantially the same (Select Plus)
 - Equipment increased to 3 boxes per unit
- Cost: \$43.50/unit (pre-tax)
 - Increase of \$0.90/unit/month (2.1%)
- Term: New 5-year agreement (resets term now)
- Annual Increase: 3%
- Incentive:
 - \$250 per door (~\$320,000 total to District)
- Common Areas: 12 (TV & Internet included)
- Execution Timing: Can renew now (15-18 months early)

3. Key Financial Considerations

A. Immediate Benefit

- \$320,000 lump sum to District

B. Cost Impact

- Slight monthly increase (+\$0.90/unit)
- 3% annual escalator continues

C. Trade-Off

- Accepting incentive in exchange for extending contract early
- Locks District into Spectrum through 2035

4. Strategic Considerations

Pros

- Upgraded internet (1 Gig) - future-proofing infrastructure
- Immediate capital infusion (\$320k)
- No reduction in TV services
- Additional equipment per unit

Cons / Risks

- Loss of **negotiation leverage closer to 2027**
- Market conditions (competition, pricing, technology) may improve by 2027
- 3% annual increases compound over longer locked term
- “Door fee” may be negotiable higher if delayed or competitively bid

5. Key Questions for Spectrum (Before Decision)

1. Can the door fee be increased? (benchmark vs similar communities)
2. Can the annual increase (3%) be reduced or capped?
3. Is there flexibility on contract length (e.g., 3-4 years instead of 5)?
4. What are exact service guarantees (uptime, support response, bulk WiFi performance)?
5. Equipment clarity: Xumo vs traditional boxes—resident impact?
6. Early termination or renegotiation clauses?
7. What competing providers (if any) could service the community by 2027?
8. Maintain Channels 732 & 733 as Community Channels

6. Decision Framing

The Board is effectively choosing between:

Option A - Renew Early

- Take \$320k now
- Lock in pricing + modest increase
- Secure upgraded service immediately

Option B - Wait

- Use Cable "Consultant" to find alternatives
- Maintain flexibility until 2027
- Potentially negotiate in a more competitive environment
- Risk: unknown future pricing and incentives

7. Preliminary Recommendation (Neutral)

Defer final decision until:

- Negotiation is attempted on **door fee and escalation terms**
- Market alternatives (competition) are briefly assessed

From: Phillips, Tory L <Tory.Phillips@charter.com>
Sent: Thursday, March 5, 2026 1:43 PM
To: Lee Morris
Subject: Spectrum Renewal Offer
Attachments: Trailer Estates - Channel Lineup.pdf

Hi Lee,

I initiated the process to secure renewal offers for your community's agreement. We can renew the contract with 18 months left if the board approves.

This proactive approach aims to control costs while enhancing the services your community receive. I'm advocating for additional door fee incentives to benefit your community and make the agreement more appealing to everyone involved in the decision-making process.

Although all deal points still require corporate approval, I wanted to inform you of our intended direction regarding the upcoming offer for your community. Happy to setup a call to discuss or answer any questions regarding the new proposed solutions.

We're not taken anything from the current package (mirroring current TV package) all video services remain the same. We are looking to double your internet speed to our fastest speed 1 Gig services!

Please see below. (Channel lineup attached as PDF to this email)

Thank you!

Current Solution:

Spectrum Ultra Internet (500mbps) – modem/router included
Spectrum TV Select with Entertainment View (includes free streaming apps)
2 HD Boxes or Xumo (1 having an option for HD DVR or Cloud DVR)
5yr Term
3% ARI (annual rate increase)
12 Free Common Areas
\$42.60 per unit (pre-taxes/fees)

Existing agreement expires: **8/3/2027**

Proposed Solutions: (pending final approval)

Spectrum 1 Gig internet - modem/router included
Spectrum TV Select Plus with Entertainment View (includes free streaming apps)
3 HD Boxes or Xumo (1 having an option for HD DVR or Cloud DVR)
12 Free Common areas for TV & Internet
\$250 Door free compensation (\$320k paid to Trailer Estates)
5yr Term
3% ARI (annual rate increase)
\$43.50 per unit (pre-taxes/fees)

Renewal can be signed as early as **March 2026** (pending corporate final approval)



Tory Phillips | Account Executive, SCS | 813-705-6847 O | 813-245-5090 M
3611 Queen Palm Drive, 2nd Floor | Tampa, FL 33619

Bulk Owner Customer Support: 877.647.7732

Bulk Tenant Customer Support: 833.697.7328

Bulk WIFI Customer Support: 855.895.5302

Want to know more about Spectrum Bulk Services?: www.spectrum.com/communitysolutions

Already have bulk services? (manage your Bulk account): www.spectrumcommunitysolutions.net

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TV PACKAGES

SPECTRUM TV BASIC

(Includes Digital Music channels and the following services)

- CH # Network Name
- 2 WCLF - CTN
- 3 WEDU - PBS
- 4 WTOG - IND
- 5 WFTT - Scientology Network
- 6 WTTA - CW
- 7 WWSB - ABC
- 8 WFLA - NBC
- 9 Bay News 9
- 10 WTSP - CBS
- 11 WFTS - ABC
- 12 WMOR - IND
- 13 WTVT - FOX
- 14 C-SPAN
- 15 WVEA - Univision
- 17 WXPX - The Spot
- 19 WRMD - Telemundo
- 20 WSNN - My TV
- 22 WXPX - ION
- 47 Spectrum Noticias
- 101 HSN
- 130 QVC
- 160 Reserved Channel Position
- 161 HSN2
- 162 QVC2
- 176 C-SPAN2
- 177 C-SPAN3
- 331 Jewelry TV
- 400 Music Choice
- 449
- 603 WTVT - Buzzr
- 604 WEDU - NHK World
- 605 WEDU - PBS Encore
- 606 WEDU - World
- 607 WFLA - Charge!
- 608 WFTS - Grit TV
- 609 WTTA - COZI TV
- 610 WTSP - Quest
- 611 WTSP - True Crime
- 612 WWSB - Outlaw
- 613 WTVT - Movies!
- 616 WXPX - LAFF
- 617 WEDQ - PBS Kids
- 618 WEDQ - PBS Create
- 619 WFLA - Antenna TV
- 623 Gov-The Florida Channel
- 625 WVEA - UniMás
- 627 WMOR - Estrella TV
- 629 WFTS - Bounce TV
- 630 WMOR - Me TV
- 644 Government Access
- 645 Higher Ed Access
- 890 - Music Choice
- 894
- 200 Spectrum News 1 (KY) - 6 Bowling Green (IP Only)
- 2025 FOX
- 2030 NBC [4K-IP]
- 2200 Spectrum News 1 (CA) - West LA (IP Only)
- 2201 Bay News 9 (IP Only)
- 2202 News Channel 13 (IP Only)
- 2203 OC 16 TV Hawaii (IP Only)
- 2204 Spectrum Sports (IP Only)
- 2205 Spectrum News 1 (KY) - Covington North (IP Only)
- 2207 Spectrum News 1 (KY) - Lexington (IP Only)
- 2208 Spectrum News 1 (KY) - Louisville (IP Only)
- 2209 Spectrum News 1 (MA) - Pittsfield (IP Only)
- 2210 Spectrum News 1 (MA) - Springfield (IP Only)
- 2211 Spectrum News 1 (MA) - Worcester (IP Only)

- 2212 Spectrum News 1 (Carolinas) - Raleigh (IP Only)
- 2213 Spectrum News 1 (Carolinas) - Charlotte (IP Only)
- 2214 Spectrum News 1 (Carolinas) - Coastal (IP Only)
- 2215 Spectrum News 1 (Carolinas) - Mountain (IP Only)
- 2216 Spectrum News 1 (Carolinas) - Greensboro (IP Only)
- 2217 Spectrum News NY1
- 2218 New York 1 News Noticias (IP Only)
- 2219 Spectrum News 1 - Buffalo (IP Only)
- 2220 Spectrum News 1 - Albany Capital Region (IP Only)
- 2221 Spectrum News 1 - Central New York (IP Only)
- 2222 Spectrum News 1 - Hudson Valley (IP Only)
- 2223 Spectrum News 1 - Rochester (IP Only)
- 2224 Spectrum News 1 (OH) - Cincinnati (IP Only)
- 2225 Spectrum News 1 (OH) - Cleveland/Akron (IP Only)
- 2226 Spectrum News 1 (OH) - Columbus (IP Only)
- 2227 Spectrum News 1 (OH) - Dayton (IP Only)
- 2228 Spectrum News 1 (OH) - Toledo/Lima (IP Only)
- 2229 Spectrum News 1 (TX) - Austin (IP Only)
- 2230 Spectrum News 1 (TX) - Dallas/Ft. Worth (IP Only)
- 2231 Spectrum News 1 (TX) - San Antonio (IP Only)
- 2232 Spectrum News 1 (TX) - El Paso (IP Only)
- 2233 Spectrum News 1 (WI) - Green Bay/Appleton (IP Only)
- 2234 Spectrum News 1 (WI) - Madison (IP Only)
- 2235 Spectrum News 1 (WI) - Milwaukee (IP Only)
- 2236 Spectrum News 1 (KS) - Kansas City (IP Only)
- 2237 Spectrum News 1 (ME) - Maine (IP Only)
- 2238 Spectrum News 1 (MO) - St. Louis (IP Only)
- 2239 Spectrum News 1 (Carolinas) - South Carolina (IP Only)
- 2240 Spectrum News 1 (MI) - Michigan
- 2241 Spectrum Noticias
- 2242 Spectrum Noticias
- 2243 Spectrum Noticias
- 2244 Spectrum News 1 (AL) - Alabama (IP Only)
- 2245 Spectrum News 1 - Georgia (IP Only)
- 2421 Spectrum (Marketing) 12
- 2422 Spectrum (Marketing) 13
- 2423 Spectrum (Marketing) 14
- 2493 MDU Local Insertion
- 2496 Spectrum (Mobile Marketing)

SPECTRUM TV SELECT SIGNATURE

- CH # Network Name
- 18 NewsNation*
- 23 TBS (Tampa)*
- 27 ESPN*

- 28 ESPN2*
- 29 CNN*
- 30 HLN*
- 32 USA Network - East*
- 33 TNT - East*
- 34 Discovery Channel - East*
- 35 Animal Planet - East*
- 36 Nickelodeon - East*
- 37 FOX News Channel*
- 38 Lifetime - East*
- 40 Disney Channel - East*
- 41 MS NOW *
- 42 CNBC*
- 43 Paramount Network - East*
- 44 Oxygen - East*
- 45 CMT - East*
- 46 TLC - East*
- 48 A&E - East*
- 49 TV Land - East*
- 50 Lifetime Movies - East*
- 51 Bravo - East*
- 52 Freeform - East*
- 54 HISTORY - East*
- 55 truTV - East*
- 56 Food Network - East*
- 57 HGTV - East*
- 58 Cartoon Network - East*
- 60 FX - East*
- 61 Comedy Central - East*
- 62 VH1 - East*
- 63 The Weather Channel*
- 64 AMC - East*
- 65 National Geographic - East*
- 66 MTV - East*
- 68 Hallmark Channel - East*
- 69 WE tv - East*
- 71 BET - East*
- 72 SEC Network
- 75 BBC America - East*
- 76 Bloomberg Television*
- 77 Daystar
- 78 EWTN
- 79 Galavisión - East*
- 81 FOX Business Network*
- 84 Hallmark Mystery - East*
- 85 IFC - East
- 86 INSP
- 87 Investigation Discovery - East*
- 89 SundanceTV - East
- 90 Travel Channel - East*
- 97 REVOLT*
- 99 ACC Network
- 112 FOX Sports 1*
- 116 GSN - East*
- 120 FXX - East*
- 129 OAN
- 131 TBN
- 136 Magnolia Network
- 145 UP
- 146 TV One*
- 161 HSN2
- 162 QVC2
- 165 AccuWeather
- 167 Cleo*
- 168 theGrio - East*
- 173 The Word Network
- 178 Pop - East*
- 180 ASPIRE TV*
- 181 FOX Weather
- 184 GEMS
- 185 Shop LC
- 186 Shop Zeal 1
- 187 LOVE
- 188 Shop Zeal 3
- 189 Shop Zeal 4
- 190 Shop Zeal 5
- 191 Shop Zeal 6
- 192 FETV
- 193 Shop Zeal 8
- 194 z - VICTORY Channel [HD]
- 195 The Impact Network*
- 199 SonLife

- 332 QVC3
- 369 The Africa Channel
- 373 Earth TV
- 375 FXM*
- 376 AWE
- 631 Start TV - East
- 632 Story TV
- 634 Envoy TV
- 806 FOX Sports 2*
- 809 BTN
- 820 BTN - Extra1
- 821 BTN - Extra2
- 832 BTN - Extra3
- 1126 Local Look Today
- 1213 News Channel 13
- 1217 Newsmax TV
- 1229 Stellar TV
- 1235 Discovery Turbo
- 1276 ChimeTV
- 1303 AXS TV
- 2026 FOX Sports 1 (IP Only)*
- 2031 USA (IP Only)*
- 2033 ESPN [4K-IP]*
- 2410 Spectrum (Marketing) 1
- 2411 Spectrum (Marketing) 2
- 2412 Spectrum (Marketing) 3
- 2413 Spectrum (Marketing) 4
- 2414 Spectrum (Marketing) 5
- 2416 Spectrum (Marketing) 7
- 2417 Spectrum (Marketing) 8
- 2418 Spectrum (Marketing) 9

- 121 Disney Jr - East*
- 122 Disney XD - East*
- 124 Boomerang
- 125 Nick Jr - East
- 126 MTV2 - East*
- 128 i24
- 132 FM
- 138 MTV Classic - East
- 139 CBS Sports Network*
- 140 TeenNick - East
- 141 CNBC World
- 143 Lifetime Real Women
- 144 Nicktoons - East
- 145 UP
- 147 Logo - East
- 148 Nat Geo WILD*
- 150 ESPNNEWS
- 151 ESPNU
- 153 ESPN Deportes*
- 154 BET Jams
- 157 Tr3s - East
- 158 NBC Universo - East
- 159 MLB Network
- 163 Nick Music
- 164 Ovation
- 166 JBS (Jewish Broadcasting Service)
- 169 Military History
- 170 Crime & Investigation
- 172 Jewish Life TV
- 174 BabyFirst TV
- 182 FOX Deportes*
- 197 BYU TV
- 198 The Cowboy Channel
- 334 Cars.TV
- 335 Justice Central
- 336 Pets.TV
- 337 Recipe.TV
- 338 Comedy.TV
- 354 Reelz
- 370 Smithsonian Channel - East*
- 614 Heroes & Icons - East
- 803 NBA TV (Central Florida)
- 804 Tennis Channel
- 806 FOX Sports 2*
- 942 TUON*
- 1124 Hallmark Family
- 1210 Spectrum News NY1
- 1217 Newsmax TV
- 1300 MTV Live
- 1303 AXS TV
- 1375 HDNet Movies

SPECTRUM TV SELECT PLUS

- CH # Network Name
- 31 FanDuel Sports Network Sun (North FL)*
- 39 FanDuel Sports Network Florida (Tampa)*
- 95 NFL Network*
- 159 MLB Network
- 803 NBA TV (Central Florida)
- 804 Tennis Channel
- 808 NHL Network (Central Florida)
- 942 TUON*
- 2420 Spectrum 11

ENTERTAINMENT










ENTERTAINMENT VIEW

(Add to Spectrum TV Basic, Spectrum TV Select, Mi Plan Latino or Spectrum Choice Packages)

- CH # Network Name
- 24 OWN - East*
- 50 Lifetime Movies - East*
- 53 TCM*
- 59 SyFy - East*
- 67 Golf Channel*
- 70 E! - East*
- 73 American Heroes Channel
- 74 BBC World News*
- 91 Cooking Channel
- 92 VICE - East
- 94 Great American Family - East
- 95 NFL Network*
- 96 BET Soul
- 98 RFD-TV
- 100 Science Channel
- 102 Discovery Family
- 104 FYI - East
- 107 BET Her - East
- 108 Destination America
- 109 Fuse TV - East
- 110 Cheddar News
- 114 Discovery Life
- 115 FLIX - West
- 116 GSN - East*
- 118 FLIX - East

STREAMING APPS

INCLUDED APPS

-  AMC+
-  Disney+
-  Disney+, Hulu Bundle
-  ESPN Select
-  ESPN Unlimited
-  FOX One
-  HBO Max Basic
-  Paramount+ Essential
-  Peacock Premium



Tennis Channel



VIX Premium with Ads

APP UPGRADES

Visit the My Spectrum App to sign up for upgrade offers.

* Indicates channels that are available as Spectrum TV Choice options.

ADDITIONAL CUSTOMER INFORMATION: Restrictions apply. Services and features vary based on service level. Channel availability depends on level of service and equipment. Certain programming may be unavailable due to programmer restrictions or blackouts. Pricing and programming subject to change. Taxes and fees extra. Services subject to all applicable service terms & conditions, subject to change

Areas Served: Cities of Anna Maria, Bradenton, Bradenton Beach, Holmes Beach, Palmetto; Counties of Manatee, Sarasota, FL

**TRAILER ESTATES PARK AND RECREATION DISTRICT
BOARD AGENDA ITEM FORM**

DUE IN OFFICE 6:00 A.M. TUESDAY PRIOR TO MEETING THAT YOU WISH TO BRING ITEM FORWARD.

Agenda Solid Waste Proposal Discussion

For Upcoming Meeting—Date April 7, 2026

Type of Meeting (check one): Workshop Board Meeting

***It is recommended that Board Meeting Motions be an agenda item on a Workshop prior to the Board Meeting and the date or dates of the workshop discussions be included in the motion.**

Rationale (for workshops)/ MOTION (for board meetings): _____

Discuss Attached Proposal from Waste Pro.

Costs/Estimated Costs: (Required if agenda item includes spending district money.)
Per Proposal _____

Attachments: (Please attach any diagrams or pertinent information concerning this
Agenda Item. Please list the attachments.) _____

Waste Pro Proposal

TE Discussion Items and Synopsis

Trustee Treasurer Neal

Date Submitted 03/30/2026

Chairman/Designee _____

Office Manager/Designee: Date Posted _____ Initials _____

Trailer Estates Park & Recreation District

BOARD DISCUSSION SUMMARY

Solid Waste Contract Proposal - Waste Pro (Only Bid Received)

1. Key Takeaways

If we keep current service levels:

- \$242,505 annually
- \$20,208.75 monthly
- \$15.85 per unit/month (1,275 units)
- Last Contract Pricing - \$13,250 monthly and \$159,000 annually
- Yearly Increase of - \$83,505

This is the true “apples-to-apples” number for decision-making.

2. What's Included in Base Service

This base price matches current operations:

- Weekly trash collection
- 200 dumpster/roll-off pulls annually (included)
- Yard waste (within current usage levels)
- No change in service model

3. Optional / Add-On Costs (Only If Service Changes)

Curbside Recycling (NOT currently included in base)

- Bi-weekly: \$3.29/unit/month
- Weekly: \$4.69/unit/month

Curbside Bulk Pickup (SHOULD NOT BE INCLUDED IN DISTRICT'S COSTS)

- \$120 per pickup (up to 4 cubic yards)
- Estimated impact: ~\$21,600 annually if widely used

Additional Dumpster Pulls (beyond 200/year)

- Trash: \$480/pull
- Recycling: \$250/pull
- Yard waste: \$450/pull

Carts (if implemented)

- \$1.60/month per cart
- \$75 replacement fee

4. Switch To All Curbside Services

The proposal shows a scenario if we went to all curbside services:

- \$328,482 annually / \$27,373 monthly

This includes:

- Recycling
- Yard waste line items
- Bulk pickup assumptions

5. Price Adjustment Structure

- CPI-based escalation (not fixed %)
- Indexed to:
Water, Sewer & Trash Collection CPI (U.S. City Average)
- Disposal costs can adjust based on Manatee County landfill rates
- 30-day notice required

6. Contract Terms

- Start Date: October 1, 2026
- Initial Term: 3 years (Renewals Possible)

7. Procurement Notes

- Only one proposal received
- Vendor: Waste Pro of Florida, Inc.
- No exceptions to RFP terms

8. Board Decision Points

Frame your discussion around these:

A. Accept Current Service Model

- \$242K/year
- Minimal operational change

B. Add Curbside Recycling?

- Adds \$50K-\$71K/year depending on frequency

C. Change Service Model?

- Carts, bulk pickup policy, etc.
- Impacts cost structure

D. Negotiate Before Award?

Allow Chairman and Park Manager to Negotiate Final Terms

- Possible targets:
 - Unit rate (\$15.85)
 - Included pulls (>200)
 - Bulk pickup structure (Charge vs Fee)
 - Compacting Dumpster

9. Board Narrative

"We received one compliant proposal from Waste Pro.

The key number for comparison is \$242,505 annually, which maintains our current service levels. Our Current Pricing is \$13,250.00 monthly and \$159,000 annually.

Higher totals shown in the proposal reflect optional services, not required costs.

10. Additional Consideration

Storm Debris Pickup Costs - \$350 + \$80/Ton Disposal (per rolloff)



Solid Waste, Recycling, and Yard Waste Collection and Disposal Services

- 🌐 wasteprousa.com
- 🐦 [@waste_pro_usa](https://twitter.com/waste_pro_usa)
- 📘 [wasteprousa](https://www.facebook.com/wasteprousa)

TRAILER ESTATES PARK & RECREATION DISTRICT



CORE VALUES

The Core Values of Waste Pro USA are fundamental and enduring principles that guide every facet of our business. They are the foundation of our corporate behavior and our daily operations. They are a collective commitment by Waste Pro USA employees to those we serve and to each other. They determine the culture of our organization—how we work with each other, our customers, our suppliers, and the communities we serve. These Core Values are at the heart of what makes Waste Pro USA the Distinguishable Difference.



- 🌐 wasteprousa.com
- ✂️ [@Waste_Pro_USA](https://twitter.com/Waste_Pro_USA)
- 📘 [wasteprousa](https://www.facebook.com/wasteprousa)

WE ARE COMMITTED TO THESE VALUES

THEY GUIDE OUR DECISIONS AND ACTIONS



PASSIONATE CUSTOMER AND COMMUNITY SERVICE

We're different. Our customers can feel a "Distinguishable Difference" in everything we do.

We care about them. We respect them and listen carefully for what they need and want. We pay great attention to detail, always looking for something to improve. We like making things better.

We're good neighbors, willing to lend a helping hand and support the communities that support us so well.

We want all our customers to be happy and loyal, and we love it when they tell their friends about the good work we do.

INTEGRITY AND SINCERITY

We set high standards for ourselves.

We value the great reputation we've built on that. We do the right thing, even when the right thing is hard.

We keep the promises we make to ourselves and others. We each take responsibility for creating and nourishing the culture we've built on trust, truth, acceptance, and sincerity. We keep it real.

THE SUCCESS OF OUR PEOPLE

We have heart (and soul). We care about our co-workers and their families. We understand the important role work plays in our lives, so we make our workplace a positive place. We see clearly how we all contribute to the success of the business. We learn from and challenge each other to grow personally and professionally.

We support each other by showing up to work with enthusiasm, excitement, creativity, and caring.

We celebrate our successes and reward great performance.

We encourage our "entrepreneurial spirit" and enjoy the freedom to be ourselves. We appreciate each other.

RESPECT

We treat our employees, customers, partners, and suppliers with respect, appreciation, and sensitivity. We learn from and celebrate different points of view. We value our unique backgrounds, skills, and talents.

We work together, building and nurturing relationships that will stand the test of time. We love and respect our blue sky and green earth, and vow to protect it.

TEAMWORK

One company, one team, whatever it takes. Together we succeed. We love to collaborate and we love to compete. We're engaged, motivated, and working toward the same goals. We can count on each other for support in all areas of our lives.

We communicate openly, with caring. We work together for the good of us all and have fun doing it.

PRIDE

We're Waste Pro. We're professionals and we're proud.

We are a family.

We're part of a company with passion, purpose, and vision. We have big dreams and the courage to create them. We face our challenges with courage, creativity, and enthusiasm. We're part of the best team in the business. We're Waste Pro Proud.

SAFETY

We are committed to the health and well-being of all our team members. We work proactively to reduce risk and drive improvement. We keep our eyes open and challenge the status-quo to protect each other and make our workplace safe for all.

We take our training seriously and keep our skills updated. We keep our equipment in mint shape and our surroundings orderly and clean. We strive for 100% safe.





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TAB 4: PRICING PROPOSAL (EXHIBIT A)

TAB 5: CUSTOMER SERVICE & COMPLAINT RESOLUTION PLAN

TAB 6: ENVIRONMENTAL & SUSTAINABILITY PRACTICES

TAB 7: INSURANCE & LICENSING DOCUMENTATION

TAB 8: EXCEPTIONS or CLARIFICATIONS



WASTE PRO[®]
Caring For Our Communities[™]

TAB I
Cover Letter



Cover Letter

Waste Pro is excited to submit our proposal for the solicitation titled Solid Waste, Recycling, and Yard Waste Collection and Disposal Services to the Trailer Estates Park & Recreation District. We thank you for our partnership over the past fifteen years and appreciate the opportunity to participate in this request for proposal process and to continue our relationship.

Waste Pro's "Distinguishable Difference" is our local commitment to world-class service—service that begins with state-of-the-art equipment; professional, locally-based personnel; and collections that happen on schedule, without fail.

Founded in 2001, Waste Pro is proud to be one of the largest providers of exclusive residential solid waste services in Florida, with operations in 61 of 67 counties. Waste Pro has contracts in 12 Southeastern states, serving two million residential and 100,000 commercial customers across more than 260 exclusive municipal franchises. With revenue exceeding \$1.4 billion in 2025, we have the resources to continue providing services to the residents of Trailer Estates Park & Recreation District.

Our exemplary service and focus on local relationships have made us the company of choice for many of your neighbors, including Manatee County, Holmes Beach, Bradenton Beach, and the City of Sarasota. Recently, Waste Pro smoothly transitioned 70,000 residents and businesses for Sarasota County.

Waste Pro is a proud employer of 120 Manatee and Sarasota County-based employees serving more than 120,000 residential and commercial customers from our local facility in Manatee County. Since 2008, Waste Pro has invested more than \$62 million in our local operation facility, materials recovery facility (MRF), CNG fueling station, and equipment for collection services in the Manatee County metro market area. Unlike our large national competitors, we believe in hiring local, buying local, and giving back to the communities where we live, work, and play strengthening the local economy. Waste Pro's local payroll, supplier spend, and community participation have an extrapolated annual impact on the local communities of approximately \$9 million. This is all made possible by strong partnerships with our local communities.

As your current service provider with an established facility nearby and the necessary drivers and trucks already in place, Waste Pro is prepared to continue to provide outstanding service to the residents of Trailer Estates Park & Recreation District.

Waste Pro warrants that the requirements of this project, as described in the bid, its enclosures, and all addenda have been reviewed. We have conducted all necessary due diligence to confirm material facts upon which our proposal is based. The proposal contents, costs, and service fees are valid for a period of 120 days after the submission deadline. If selected, Robert "Bob" ten Haaf is an authorized representative to sign the agreement and is always available if additional information is required.

We look forward to the opportunity to continue our partnership with the Trailer Estates Park & Recreation District and to provide your residents with the "*Distinguishable Difference*" in service.

We appreciate your time and consideration.

Sincerely,

Robert "Bob" ten Haaf | Divisional Vice President | Waste Pro of Florida, Inc.



TAB 2

Company Information & Experience



TAB 2 – Company Information & Experience

- o Firm background and years in operation.*
- o Experience providing similar services to residential communities of comparable size.*

Waste Pro is financially strong and is excited to **strengthen our partnership with the Trailer Estates Park & Recreation District**. As you will see in the following pages, our company has been growing faster than any other company in the industry – or one simple reason, **we are committed to providing the “Distinguishable Difference” in service** to the communities we serve. Our reputation for providing excellent service is evident in what our communities will tell you about us, **nobody tells our story better than our customers**.

Another reason we have been successful is stated right in our logo where it says, **“Caring for our Communities”**. Our founder believes strongly that it is **our responsibility to be an active part of the communities we service**. We added some of our community involvement into this section as we believe this is to be considered part of the RFP. **We take pride in “Caring for our Communities” as we live, work, and play alongside everyone else in this region**.

The local Manatee team that will continue to service this contract has never had any issues related to bid bond claims, performance bonds claims and you will not see any liquidated damages associated with the local contracts that they provide service to as they take pride in providing the **“Distinguishable Difference” in service**. **Manatee County, Holmes Beach, Bradenton Beach, and the City of Sarasota will verify their satisfaction with the local Waste Pro team**. Trailer Estates has been a valued customer of Waste Pro for over 15 years and are aware of our dedication to service.

Please feel free to reach out for any additional information about our company. **We welcome the District to tour our hauling division and MRF facility** and we will make tours available to the residents. **We look forward to strengthening our partnership**.










Company Information & Experience:

For more than 25 years, Waste Pro has been partnering with communities across the Southeast to provide values-driven solid waste services. Founded in 2001 by industry legend John J. Jennings, Waste Pro is known as a “people” company because our employees and customers work hand-in-hand to create a “Distinguishable Difference” in the waste industry. Our focus on long-term local relationships drives our commitment to creating sustainable, cost-effective waste and recycling solutions for communities like Trailer Estates.

Waste Pro is headquartered in Longwood, Florida and is managed by the most experienced team of professionals in the Southeastern United States. **Under two generations of Jennings leadership, Waste Pro has grown to become one of the country’s largest privately-owned waste collection, recycling, and disposal companies.** Today, as a result of two decades of organic and strategic growth, annual revenues exceeded \$1.4 billion in 2025.

Waste Pro has been serving municipal customers in Florida since 2001. **We have enjoyed a partnership with over 500,000 residents and businesses of the West Coast Florida region since 2005.** We are highly active in the immediate West Coast region with (8) Hauling Divisions, (6) C&D Recycling Facilities/Landfills, and (3) Single Stream Recycling Centers/Materials Recovery Facilities (MRFs) that are community focused.

WASTE PRO BY THE NUMBERS

 OPERATING LOCATIONS 100+ operating facilities 32 landfills 20 transfer stations 4 materials recovery facilities (MRFs)	 CUSTOMERS 2 million+ residential 100,000+ commercial	
 FLEET 4,200+ state-of-the-art trucks with 3rd Eye 360 degree onboard cameras	 MRFS (recycling processing) Ft. Myers, FL; Ocala, FL; Sarasota, FL; Columbus, MS (commercial corrugated only)	 EMPLOYEES 5,000+
 MUNICIPAL CONTRACTS 260+ exclusive municipal franchises	 REVENUE Projected to exceed \$1.4 billion in 2025	



Waste Pro's Family Legacy

John Jennings, the son of a garbageman on Long Island, started his first waste collection company in 1973. He had no notion of how large the company might become, but his mission was simple: **to distinguish himself from the competition by providing the best possible service for his customers.** Fifty years later, the Jennings family continues to live and lead by this philosophy.

1973	John Jennings moves to Florida and breaks into the business by acquiring Pete's Garbage Service, starting with one truck. For the next two decades, he grows his presence in the Central Florida market, builds his reputation, and becomes a recognized leader in the industry.
1992	Jennings starts his first name-sake company: Jennings Environmental Services.
1996	As the result of a long-standing professional friendship between John Jennings and John Drury, Chairman and CEO of USA Waste Services, Inc., Jennings Environmental becomes first-tier subsidiary of USA in Florida and the Caribbean. Commanding a management team composed of many of Waste Pro's current leaders, Jennings oversees more than 160 municipal contracts.
1998	Jennings Environmental and USA experience rapid growth, leading to USA's acquisition of Waste Management, Inc. Because Waste Management dwarfs USA in size, the board of directors elects to change the USA name to Waste Management.
2000	Because they prefer to deal with local vendors and to facilitate personal connections with employees and their families, the Jennings Team operates differently from the bureaucratic makeup of a big national company. The entire Jennings Team decides to leave Waste Management to preserve their people-centric philosophy.
2001	Waste Pro begins operations. In the 20+ years since, Waste Pro has grown from a single operating location to a footprint across 11 states by sticking true to John Jennings's vision: <i>To create a more sustainable future through a mix of innovative, premium waste management solutions and back-to-basics investment in local relationships with our community partners.</i>
2018	The family legacy continues as Sean Jennings is named Waste Pro President.
2020	Sean Jennings is named Waste Pro CEO. Industry veteran and long-time Waste Pro VP Keith Banasiak is named COO.

Today, John's son Sean carries on the family legacy as a **third-generation garbage man.** With a lifetime of industry knowledge and over a decade of experience in operations and management, Sean Jennings has been Waste Pro President since 2018 and was named CEO in 2020. Waste Pro veteran Keith Banasiak was also named Chief Operating Officer in 2020, bringing nearly 40 years of management experience in the industry to the role. Much of our



current leadership has been with Waste Pro for the long haul, invested in building the company from its earliest days. John Jennings maintains his dedication to Waste Pro's mission and future direction as Executive Board Chairman.

Waste Pro Partners with Communities in Florida and Across the Southeast

Waste Pro maintains exclusive contracts with more than 260 cities and counties in Alabama, Arkansas, Florida, Georgia, Kentucky, Louisiana, Mississippi, Missouri, North Carolina, South Carolina, Tennessee, and Texas. Waste Pro operates out of 100+ locations, including more than 50 in Florida.



Across our footprint, we serve **more than two million residential customers** and **more than 100,000 businesses**. Waste Pro owns and operates **Material Recovery Facilities** in Ocala, FL; Ft. Myers, FL; Sarasota-Bradenton, FL; and Columbus, MS (commercial corrugated only). We also operate **more than two dozen construction and debris landfills** that have been of critical help to communities rebuilding after major storms.

The more than **4,200 heavy trucks in our fleet** (including many powered by CNG, compressed natural gas) are built for longevity. While we know that our drivers are our greatest safety and service asset, Waste Pro has invested in state-of-the-art truck-based and routing technologies to assist our teams in providing safe, efficient, and environmentally-friendly service.

Waste Pro of Florida at a Glance

- 120 exclusive municipal contracts
- 33 hauling companies
- 1.6M+ residential customers serviced
- 61 of Florida's 67 counties



Our local team fully understand the scope of work that is specified for in the RFP as we have been the **proud service provider for the Trailer Estates Park & Recreation District for the past fifteen years**. Across our footprint, Waste Pro provides a range of single-family residential, multi-family residential, and commercial services to our municipal partners, including:

- ✓ Garbage Service
- ✓ Yard Waste Service
- ✓ Recycling Service (Single and Dual Stream)
- ✓ Bulk Waste Service
- ✓ Construction Debris Removal
- ✓ Fully or Semi-Automated Service
- ✓ Waste Transfer and Disposal
- ✓ Recyclables Processing and Marketing
- ✓ Special Event Service

Experience

o Experience providing similar services to residential communities of comparable size.

Waste Pro provides Exclusive Franchise Residential Solid Waste Collections to **over 100 municipalities in the State of Florida alone** that have similar service collection requirements as the Trailer Estates Park & Recreation District. **Our specialty is franchise community solid waste collections services, and we are proud to provide the "Distinguishable Difference" in service to our community partners, including Trailer Estates for over 15 years.**

We have included a list of some of our local residential communities that we provide similar services to within the region. We take pride in our service and encourage District staff to reach out to our customers to verify our commitment to service excellence.

We encourage District staff to reach out to any of these communities listed as they are a true testament to our commitment to service excellence.



Experience – Providing Similar Residential Services of Comparable Size or Larger

Manatee County, Florida - (Service Area 1)	
Address	3333 Lena Road, Bradenton, Florida 34211
Description of Services Provided	<ul style="list-style-type: none"> Franchise residential waste, recycling (collection and processing), yard waste, bulky waste and white goods collection services Franchise commercial waste collections
Number of Homes Serviced	71,460
Contract Start (Transition)/End Dates	Collections Start: 10/1/2008 End: 9/30/2033
Annual Contract Cost of Work	\$27,000,000
Current Contact	Chris Collins, Deputy Director of Utilities
Contact Phone	941-792-8811 Ext 5275
Contact Email	chris.collins@mymanatee.org

City of Holmes Beach, FL	
Address	5801 Marina Dr, Holmes Beach, FL 34217
Description of Services Provided	<ul style="list-style-type: none"> Franchise residential waste, recycling (collection and processing), yard waste, bulky waste and white goods collection services Franchise commercial waste collections
Number of Homes Serviced	4,287
Contract Start (Transition)/End Dates	Start: 6/1/2015 End: 5/30/2030
Annual Contract Cost of Work	\$1,500,000
Current Contact	James Thomas, Code Compliance Supervisor
Contact Phone	941-518-9488
Contact Email	thomasj@holmesbeach.org

City of Bradenton Beach, FL	
Address	107 Gulf Blvd N., Bradenton Beach, FL 34217
Description of Services Provided	<ul style="list-style-type: none"> Franchise residential waste, recycling (collection and processing), yard waste, bulky waste and white goods collection services Franchise commercial waste collections
Number of Homes Serviced	2,083
Contract Start (Transition)/End Dates	Start: 6/1/2015 End: 5/30/2030
Annual Contract Cost of Work	\$750,000
Current Contact	Evan Harbus, Code Compliance
Contact Phone	631-860-4743
Contact Email	eharbus@cityofbradentonbeach.com



City of Seminole, FL	
Address	11195 70 th Ave N, FL 33772
Description of Services Provided	<ul style="list-style-type: none"> • Franchise residential waste, recycling (collection and processing), yard waste, bulky waste and white goods collection services • Franchise commercial waste collections
Number of Homes Serviced	6,018
Contract Start (Transition)/End Dates	Start: 12/1/2020 End: 11/30/2027
Annual Contract Cost of Work	\$2,436,000
Current Contact	Rodney Due, Director of Public Works
Contact Phone	727-397-6383
Contact Email	rdue@myseminole.com

City of Treasure Island, FL	
Address	10451 Gulf Boulevard, Treasure Island, FL 33706
Description of Services Provided	<ul style="list-style-type: none"> • Franchise residential waste, recycling (collection and processing), yard waste, bulky waste and white goods collection services
Number of Homes Serviced	2,625
Contract Start (Transition)/End Dates	Start: 10/1/2021 End: 9/30/2034
Annual Contract Cost of Work	\$450,000
Current Contact	Gary Volenec, Director of Public Works
Contact Phone	727-547-4575 ext. 251
Contact Email	gvolenec@mytreasureisland.org


***Additional References are readily available upon request**

****See Map at the end of this section for list of additional community/municipal contracts throughout Florida**



Local Reference Letter

Manatee County	
Point of Contact:	Chris Collins
Title:	Deputy Director of Utilities
Email:	chris.collins@mymanatee.org
Phone Number:	941-792-8811 Ext. 5275



Utilities
 Solid Waste
 3333 Lena Road
 Bradenton, FL 34211
 Phone: (941) 792-8811
mymanatee.org

August 13, 2024

I am writing to provide a reference for Waste Pro, which has been serving the residents and businesses of Manatee County, Florida, with exceptional waste collection services for over 15 years. We recently signed another long-term extension with them, reflecting our confidence in their ability to consistently deliver high-quality service.

Waste Pro has been a reliable partner in ensuring that waste collection in our community is handled efficiently and professionally. Their commitment to maintaining daily communication with our county staff has fostered a collaborative working relationship that is both effective and proactive. This consistent communication ensures that any issues or concerns are promptly addressed.

Complaints regarding Waste Pro's services are rare, and when they do occur, they are typically resolved within two days or less. This swift resolution demonstrates Waste Pro's dedication to customer satisfaction and their responsiveness to the needs of our community. Work orders are seldom left overdue, further highlighting their efficiency and reliability.

I highly recommend Waste Pro for their outstanding service and unwavering commitment to the residents and businesses of Manatee County. Their proactive communication, swift complaint resolution, and dependable operations make them an invaluable partner in waste management.

Should you have any questions or require further information, please feel free to contact me.

Thanks,

Christian Collins
 Deputy Director - Utilities
 3333 Lena Road
 Bradenton, FL 34211
 Office: (941) 792-8811 x5275
 email: chris.collins@mymanatee.org
www.mymanatee.org/recycling

VACAN	AMANDA BALLARD	KEVIN VAN OSTENBRIDGE	MIKE RAHN	RAY TURNER	JASON BEARDEN	GEORGE W. KRUSE
<i>District 1</i>	<i>District 2</i>	<i>District 3</i>	<i>District 4</i>	<i>District 5</i>	<i>At Large</i>	<i>At Large</i>



Community Involvement - “Caring for our Communities”

As your service partner, it is our goal to be a **good neighbor** and an **engaged member of the Bradenton community**. This people-first philosophy drives our engagement across Florida and throughout our 12-state footprint. What’s important to us in our community partnerships is what’s important to you—the events and organizations that give Trailer Estates its sense of place.



Waste Pro spends over \$1 million annually to help facilitate the success of community organizations and events across our footprint. In addition to monetary contributions, we are proud to partner with community organizations such as the Cancer Society, local Rotary Clubs, local Boys and Girls Clubs, the Leukemia and Lymphoma Society, Backpacks for Kids, the NAACP’s Freedom Fund, Florida Association of Counties, Florida League of Cities, and Neighborhood Watch. **We proudly dedicate over 100,000 hours annually to hands-on service work through our Waste Pros in Action program to benefit our local communities.**

Here in Manatee County and throughout our region, we enjoy partnering with local organizations and participating in local events, including:

- ✓ Keep Manatee Beautiful – Board
- ✓ Manatee County Sheriff’s Office Spooktacular
- ✓ Holmes Beach Night Out
- ✓ Pack the Park for Pack A Sack
- ✓ Holmes Beach Holiday Celebration
- ✓ The Cortez Commercial Fishing Festival
- ✓ Manatee Chamber of Commerce - Board
- ✓ Manasota League of Cities
- ✓ Chamber of Commerce events
- ✓ Touch a Truck events – as pictured here and above



Waste Pro has been in Manatee County as a service provider, community partner, and neighbor for 18 years – while servicing Trailer Estates for over 15 years. We truly value our relationship with our Manatee County communities and will continue to be an engaged partner and demonstrate what it means to be part of our family and living by our motto, “Caring for our Communities”!



WASTE PRO[®]
Caring For Our Communities[™]

TAB 3

Technical Proposal



TAB 3 – Technical Proposal

- o Detailed description of proposed service model.*
- o Collection schedules and routing approach.*
- o Equipment and staffing plan.*

Proposed Service Model - Collection Services

At Waste Pro, we have been proud to provide Manatee County communities with the “Distinguishable Difference” in residential and commercial solid waste collection services for more than 18 years, including 15 years with Trailer Estates. Our goal as your service provider is to continuously revisit our operational plans for Trailer Estates, building on what works and addressing any areas where we might further improve our partnership with Trailer.

Our longstanding partnership with Trailer Estates has allowed us to perfect our collection and disposal/processing programs. Partnering with Waste Pro means no learning curve as a new hauler learns your residential collection and disposal/processing needs.

In this section, we outline Waste Pro’s approach to providing high quality and tailored collection and disposal services to Trailer Estates residents.

1. First, we **detail our collection plan** for solid waste services, along with our plan for the post-collection handling of recyclable materials.
2. Then, we provide further details about our collection program, including **collection schedules and routing approach.**
3. This is followed by an **overview of our equipment/vehicle specifications and staffing numbers** for Trailer Estates.

Residential Solid Waste Collection Services

Waste Pro proposes to continue to run a program like the one that has been perfected over the years to the residents of Trailer Estates. The reason we recommend this approach is that it will be the most economically feasible approach and will continue to give the District flexibility to have multiple outlets to handle the different lines of business associated with the property. Due to limited space at each of the residential units, coupled with some tight spaces for our collection vehicles, we believe the current collection model is the best solution for Trailer Estates. We are willing to provide any of the carted service options that the District may want to employ. Details of the method of collections service, list of types and number of trucks committed to service, and the number of drivers associated with the collections that Waste Pro will provide for residents of Trailer Estates are as follows:

- ✓ **Solid Waste (Trash) Collection:** Waste Pro proposes to run the same collection program for Trailer Estates that has been perfected over the years. It will consist of a manual collection service system where residents provide their own containers for waste. We will service these dwelling units on the same schedule as currently in place of once per

week in the months of January, February, March, April, May, October, November, and December. We will provide service twice a week during the months of June, July, August, and September. **Our service days will remain the same so there will be no disruption of services or changes that need to be made to the current system in place.** Our staff is used to the flow of the community and are always ready to accommodate residents with any needs they have. This route will be run by **one (1) manual rear load truck with cart tipplers** on the back to accommodate carts should the District decide to go with that option. This type of vehicle is best suited for this community as it can be utilized to pick up most any debris the resident may have left at the curb. **This vehicle will be staffed with a driver and a helper to collect the materials.** In addition to the one **route truck with a driver and helper, there will be a spare manual truck available and an additional dedicated driver and helper** in case of unexpected absences or turnover.



- ✓ **Recycling Service:** We recommend continuing to provide the 30-yard roll-off container in the common area for recycling. This will be the most cost-effective solution as we have agreed to provide the extra roll-off pulls to accommodate the current process. We will provide either a weekly or bi-weekly collection of recyclable materials from each dwelling unit should that be the desire of the District staff. Our rates for these service options are included in our pricing proposal, and the base rate would be with residents providing their own bins or carts for service. We would service curbside recycling with **one (1) manual collection truck with cart tipplers** as this gives us the most flexibility as described above in the solid waste section. **This vehicle will be staffed with a driver and a helper** to collect the materials. We would pick up recyclables on the same service day as one of your trash days and we would provide schedule of the pickup days in advance depending on which service level option Trailer Estates decides to select. We recommend 64-gallon recycling carts should the District decide to go curbside with a cart option. This size is the norm for all Manatee County communities and we will stay consistent by providing them with Trailer Estates. In addition to the one **route truck with a driver and helper, there will be a spare manual truck available and an additional dedicated driver and helper** in case of unexpected absences or turnover.

Program Recyclables shall include the following list of materials (See below) and may be amended as markets develop for additional materials: paper (newspapers, office paper, cardboard); Plastics (#1- #7 containers, rigid bulky plastics); Glass (food and beverage containers); Metals (aluminum cans, steel/tin containers); aseptic cartons.



LIST OF PROGRAM RECYCLABLES

#	Material Categories	Description of Categories
1	Newspaper	Newspaper (loose or tied) including other paper normally distributed inside newspaper such as ads, flyers, etc. and other items made from newsprint such as advertising guides. <i>Does not include bagged newspaper.</i>
2	Corrugated Cardboard	Uncoated brown cardboard boxes with a wavy core (no plastic liners or waxy coatings). Includes clean pizza boxes. <i>Does not include cardboard within shrink-wrap plastic, such as that from a case of bottled water.</i>
3	Magazines and Catalogs	All magazines and catalogs, including glossy magazines.
4	Mixed Recyclable Paper	Printed or unprinted recyclable paper including white, colored, coated, and uncoated papers, envelopes, index cards, file folders, telephone books, paperboard, chipboard, Kraft paper, brown paper bags, mail, paperback books, blueprints, and other printed material on glossy and non-glossy paper. <i>Does not include shredded, contaminated, waxy, or metallic paper.</i>
5	Aseptic Containers/ Cartons	Gable-top cartons, aseptic juice boxes, and other similar containers made of coated paperboard.
6	PET Bottles (#1)	Clear and colored bottles and jars coded polyethylene terephthalate (PET #1). Examples include soda bottles, water bottles, food jars, etc. <i>Does not include loose caps and lids.</i>
7	Natural HDPE Bottles (#2)	Clear/natural plastic bottles coded high-density polyethylene (HDPE #2). Examples include milk jugs, vinegar bottles, and gallon water bottles. <i>Does not include loose caps and lids or containers >3 gallons.</i>
8	Colored HDPE Bottles (#2)	Opaque, pigmented plastic bottles coded HDPE #2. Examples include detergent and shampoo bottles. <i>Does not include loose caps and lids or containers >3 gallons.</i>
9	Non-Bottle PET Containers (#1)	Clear and colored plastic non-bottle, non-jar containers coded PET #1. Examples include clamshell containers, fruit or vegetable platters, and some plastic drink cups.
10	Non-Bottle HDPE Containers (#2)	Wide-mouthed tubs and containers coded HDPE #2. Examples include large plastic coffee containers and plastic chip tubes, including lids. <i>Does not include containers >3 gallons.</i>
11	PP Containers (#5)	Clear and colored plastic containers coded polypropylene (PP) #5. Examples include some dairy product cups and tubs, pill bottles, frozen food trays, and plastic drink cups. <i>Does not include loose caps and lids or containers >3 gallons.</i>
12	Other Plastic Containers (#3,4,6,7)	All plastic containers coded #3, #4, #6, or #7. Examples include some bottles, some drink cups, some clamshells, and Arizona Iced Tea™ gallon jugs.
13	Tin/Steel Cans	Tin-plated steel cans, usually food containers and empty aerosol cans, including labels. Includes steel caps.
14	Aluminum Cans	Aluminum soft drink, beer, food cans, and empty aerosol cans.
15	Glass Containers	All clear, green, blue, and amber glass bottles and jars as well as broken container glass pieces.



- ✓ **Yard Waste Collection:** We propose keeping your yard waste program the same as now, by utilizing the roll-off container designated for yard waste debris. As so, under our current solid waste (trash) collection residents can place it curbside in containers or properly bagged and bundled and our staff will take it as part of the normal program. Trailer Estates averages 2.6 pulls per month so it would be hard to have this on a normal schedule as yard waste is seasonal by nature making it difficult to have on a set schedule, so having District staff call in pull requests would still be the most efficient method to maximize the number of included pulls the District has for the year. We will have a roll-off vehicle and driver available to service the yard waste container and any of the roll-off containers that need service. We have numerous roll-off trucks and drivers available to service Trailer Estates on a normal basis and to account for seasonal fluctuations.
- ✓ **Dumpsters and Roll-Off Service:** Our base rate includes up to 200 pulls per year and would cover all of your normal Trash, Recycling, and Yard Waste pulls that the District has used historically. Our rates for the additional pulls are turnkey and would include disposal and or processing costs. This system gives the District the most flexibility to keep the property tidy and eliminates the issue of residents placing unsightly debris at the curb and have to pay individually for the additional costs associated with the extra lines of business. We have provided pricing for any additional pulls over the allowed 200. Our goal is to work with the District staff to ensure the roll-off containers are only pulled when they are necessary in order to control costs. We will utilize one (1) roll-off truck and driver for the initial 200 pulls under the agreement and we have additional trucks and drivers if the situation arises where it's needed.
- ✓ **Bulk and Special Pickups:** We propose keeping your bulk and special pickups program the same as now, by utilizing the roll-off container designated for trash/bulk debris. Also, under our current solid waste (trash) collection residents can place some smaller items curbside and our staff will take it as part of the normal program. The roll-off container in the common area should alleviate most of the need for residents to call in for bulk and special pickups, but if they do our rate is listed in our pricing proposal. We have used a rate of \$120 for a bulk/special pickup of up to 4 cubic yards. If a resident only has one item such as an appliance, then we could set up a call-in rate of \$35 per item to have it scheduled and removed.
- ✓ **Storm and Disaster Debris:** Waste Pro will only be responsible for the normal solid waste collection services as outlined in the RFP and to be included in a final contract. We have included roll-off pricing for storm and disaster debris collection services if needed by the District. We also will work with special pricing for the potential use of grapple trucks and rear load vehicles to assist with cleanup, pending prior approval of District staff. We welcome a discussion on the best solution for Trailer Estates to utilize for emergency situations that both entities are comfortable with.



Containers and Equipment

Waste Pro recommends utilizing the same solid waste collection service that is currently in place at Trailer Estates, with the residents’ providing containers for the trash service and having separate 30-yard roll-off containers provided by Waste Pro for Trash, Recycling, and Yard Waste. This seems to be the most cost-effective system and will also keep the property in excellent shape from an aesthetic point of view, along with the familiarity of the residents with this tried-and-true system.

We recommend utilizing 64-gallon carts for trash and recycling curbside collection should Trailer Estates decide they would like to utilize those options. The 64-gallon cart has a smaller footprint for storage and would be easier to maneuver by the older residential population. We are willing to offer to run a pilot program on a smaller sector of the property if the district would like to see how it would be received before deciding on the full property. We welcome further discussion to help decide which direction the District would like to go.

Equipment and Staffing Plan

Collection Service	Frontline Trucks	Spare/Reserve Trucks	Driver/Helpers	Spare Drivers/Helpers
Solid Waste (Trash) Curbside	(1) Rear Load Truck (in stock)	Multiple Rear Load Trucks available	(1) route driver and (1) helper	Multiple drivers and helpers available
Recycling Curbside (if needed)	(1) Rear Load Truck (in stock)	Multiple Rear Load Trucks available	Multiple drivers available	Multiple drivers and helpers available
Trash, Yard Waste, Recycling Roll-Off	(1) Roll Off Truck (in stock)	Multiple Roll Off Trucks available	Multiple drivers available	Multiple drivers available
Bulk and Special Pickups	(1) Rear Load Truck (in stock) and (1) Grapple Truck (in stock)	Multiple Rear Load and Grapple Trucks available	Multiple drivers available	Multiple drivers and helpers available

We have over 70 collection vehicles available in our Manatee County Hauling Division that can be utilized for backup collections for Trailer Estates. These additional vehicles may be utilized for any Storm and Disaster Debris Collection that may be needed by Trailer Estates

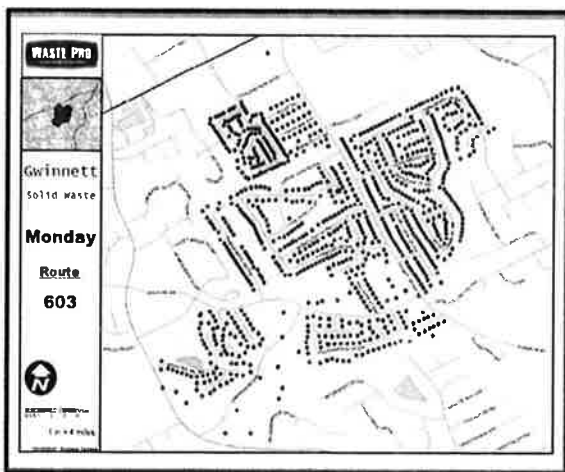
Maintaining Our “Distinguishable Difference” in Residential Services

Route Planning/Routing Approach In our more than 17 years of service to Manatee County communities, we have become experts in the local roads and service needs. **As we build routes, we will utilize our routing technology, Route Smart, to create the most efficient routes available for our customers.** Our Route Smart software takes into account all conditions, mapping, and turn-by-turn navigation, along with current service days.

All information provided by years of service to Trailer Estates will be utilized to derive the most efficient route numbers to best serve all aspects of the solid waste collection services. We have put in place the optimal number of trucks, people, and assets needed, including spare vehicles and additional personnel and assets to compensate for any potential “unknowns.”

Route balancing activities—where Waste Pro revisits our routes and accounts for any necessary changes or route additions—are completed annually, normally in June or July to allow financial budgeting for the upcoming year.

The maps below provide examples of our route planning software at work, along with a map of Waste Pro’s current service days in Manatee County.





Preventive Maintenance and Procedures for Leaking Fluids

At Waste Pro, we know that the success of a collection program begins with maintenance. While our drivers and helpers are the face of our operations for our residential customers, the work that occurs behind the scenes is integral in keeping daily service running smoothly. That's why we say that "everything begins with maintenance": If trucks aren't properly maintained, leaks, spills, and delays occur. When delays occur and trucks aren't running, waste isn't being picked up. And when waste isn't being picked up and drivers are forced to wait on equipment repairs to do their jobs, it is harder to retain effective, dedicated employees—the kinds of employees who make Waste Pro's "*Distinguishable Difference*" in their service to Trailer Estates residents.

It all starts with maintenance — Customer satisfaction and high quality service begin in the division yard.

Maintaining Clean, Reliable, and Leak-Proof Trucks: Our vehicles are designed with safety and reliability in mind. All trucks are equipped with internal and external cameras to monitor driver safety, including real-time AI (artificial intelligence) coaching through 3rd Eye regarding road speed, seatbelt usage, and driver inattention—as well as real-time diagnostics monitoring. Should a problem be detected, it will be transmitted via Bluetooth to our Manatee County-based maintenance and operations team to address in real time. **This allows us to address issues immediately while coaching drivers about the safest course of action to rectify the issue.**

Our fleet is leak-proof in two senses: We keep our trucks well-maintained and covered at all times to prevent spills, leakage, and any other disbursement of collected materials, and we utilize our daily Safety Lane inspection, and a detailed preventive maintenance schedule prevent fluid leaks *before* they happen.

If a hydraulic spill were to occur, our drivers are well-versed in our spill protocol. We know that quick and thorough spill response is imperative to ensure the safety and cleanliness of Trailer Estates roads. Each truck is equipped with brooms, shovels, triangles, and rakes along with a fire extinguisher and spill kit. Our detailed spill protocol is available upon request.

In short, in addition to notifying supervisors who can assess any necessary spill follow up procedures, drivers are taught to remember four essential steps to spill clean-up:

1. **Protect** yourself and anyone else in the area
2. **Confine** the spill with absorbent socks
3. **Clean Up** the spill with absorbent materials
4. **Dispose** of saturated absorbents by placing them in temporary disposal bags on site and completing proper disposal procedures later

In addition to cleaning and reporting spills, we have an emergency contract with a third-party vendor, OPG+, to ensure spills that are too large for the driver and our supervisors to handle effectively are immediately contained and remediated. This vendor uses all environmentally friendly materials in handling the cleanup and has a 100% satisfaction guarantee that they will

not discontinue cleanup until District staff gives their approval. We have used this vendor for years and are completely satisfied with their work.

Waste Pro's **Daily Safety Lane** empowers drivers to recognize potential issues and communicate directly with mechanics and, by extension, local leadership. Our decentralized management structure means that these local leaders can take immediate action to maintain safe, efficient service—without waiting for the levels of bureaucratic approval required in most large national or international companies. All drivers pass through the routine Safety Lane with their equipment in the morning when trucks leave the yard and again in the afternoon or evening when they return to the facility.

Cleaner Trucks, Cleaner Roads: We want residents to welcome our trucks to their streets. This means that we take pride in our appearance and in controlling the unpleasant odors that accompany solid waste collection. All vehicles will be uniformly identifiable, painted in our environmentally-themed “Blue Sky, Green Earth” color scheme with Waste Pro's company information printed in easy-to-read lettering. All trucks will be washed at least weekly. Trucks are branded for local recognition, such as recycling awareness (Sarasota County) in the new CNG truck shown below that was recently put into service.



Contingency Plan

Waste Pro is vastly experienced in providing uninterrupted services during emergency situations in our 24 years of providing services in Florida. Locally, our Manatee County team has been outstanding during the last five years or so that has tested us from the Covid pandemic to multiple hurricanes last year. We are proud to have been able to answer the call during these situations and did not have to discontinue our services for any extended time. Please reach out to our local municipalities (Manatee County, Holmes Beach, Bradenton Beach) to verify our commitment to service during these times, including continuing service to Trailer Estates. This was true of our whole region, and we worked together with our locations across our Florida footprint to provide the outstanding services we are known for during these times of need.



TAB 4

Pricing Proposal (Exhibit A)



TAB 4 – Pricing Proposal (Exhibit A)

- o Annual and monthly pricing for each service component.*
- o Per-unit pricing, if applicable.*
- o Pricing for optional and additional services.*

See Exhibit A – Attached

- The District may postpone the award of the contract, to elect not to proceed with the subject award process, and to accept a proposal or portion of a proposal, which in its judgment, best serves the District.
- The District may waive informalities or minor irregular ties.
- The District may request additional information or clarification from the firms.
- Submission of a proposal constitutes acceptance of all RFP conditions.
- All proposals become public records in accordance with Chapter 119, Florida Statutes.

EXHIBIT A - PRICING PROPOSAL FORM

Proposers shall complete this Exhibit A in its entirety. The Proposer is encouraged to visit the District prior to submitting a proposal. No additional compensation or relief from any obligations of the contract will be granted because of a lack of knowledge of the site or conditions.

All pricing shall be provided in U.S. dollars and shall include a labor, equipment, containers, fuel, disposal, administrative, and overhead costs necessary to fully perform the services described in the RFP.

Failure to submit a completed Exhibit A may result in rejection of the proposal.

A. GENERAL PRICING INFORMATION

Proposer Name: Waste Pro of Florida, Inc.

Primary Contact: Robert "Bob" TenHaaf

Phone: 980-279-9998 Email: btenhaaf@wasteprousa.com

Proposed Contract Start Date: October 1, 2026

Initial Contract Term: Three (3) Five (5) Years

B. RESIDENTIAL UNIT COUNT

Total number of residential dwelling units served under this proposal:

Number of Units: 1275

(For pricing purposes, the District anticipates approximately 1,275-1,280 units.)

C. SOLID WASTE (TRASH) COLLECTION PRICING

Curbside residential solid waste collection as specified in the RFP, including seasonal frequency.

Description	Annual Cost	Monthly Cost	Cost Per Unit / Month
-------------	-------------	--------------	-----------------------

Solid Waste Collection \$ 242,505.00 \$ 20,208.75 \$ 15.85

This base rate includes same service levels as Trailer Estates has in place now - including 200 roll-off pulls

D. RECYCLING COLLECTION PRICING

Curbside Commingled residential recycling collection, including education and outreach materials.

Description	Annual Cost	Monthly Cost	Cost Per Unit / Month
Recycling Collection	\$ 71,757.00	\$ 5,979.75	\$ 4.69 -if applicable - \$0 if use same service levels

Weekly

Recycling Collection	\$ 50,337.00	\$ 4,194.75	\$ 3.29 - if applicable - \$0 if use same service levels
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Bi-Weekly

Accepted recyclable materials (attach list): Attached and in Tab 3 Technical Proposal

Accepted Materials: Paper (newspapers, office paper, cardboard); Plastics (#1 - #7 containers, rigid bulky plastics); Glass (food and beverage containers); Metals (aluminum cans, steel/tin containers); aseptic cartons

E. YARD WASTE COLLECTION PRICING

Yard waste collection and disposal, including vegetative debris.

Description	Annual Cost	Monthly Cost	Cost Per Unit / Month
Yard Waste Collection	\$ 14,040.00	\$ 1,170.00	\$ _____

Collection method (check one):

Curbside Pickup Dumpsters Hybrid

The rate above is included in the base rate for 200 roll-off pulls so this charge would not be applicable w/same service levels

F. DUMPSTER / ROLL-OFF SERVICES (if Required)

Provide pricing for dumpsters and/or roll-off containers serving common areas.

Description	Quantity Included	Annual Cost
Included Dumpster / Roll-Off Pulls	200 pulls/year	\$ 0 - inc included in base solid waste rate

Cost per Additional Pull (Trash): \$ 480.00 per pull

Cost per Additional Pull (Recycling): \$ 250.00 per pull

Cost per Additional Pull (Yard Waste): \$ 450.00 per pull

G. BULK AND SPECIAL PICKUP SERVICES

Provide pricing for bulk item or special pickups (e.g., furniture, appliances).

Description	Unit Cost	Notes
Bulk Pickup (Scheduled)	\$ 120.00	up to 4 cubic yards
Bulk Pickup (On-Call)	\$ 120.00	up to 4 cubic yards

Number of bulk pickups included annually at no additional charge (if any 4 Yards or Less):
0

residents can utilize the trash roll-off for bulk items if Trailer Estates keep the same service levels

H. CONTAINERS / CARTS (IF APPLICABLE)

If curbside carts are proposed, provide the following pricing:

Description	Included in Base Price (Yes/No)	Unit Cost
Trash Cart (size: <u>64</u> gallons)	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	\$ <u>1.60</u> per month
Recycling Cart (size: <u>64</u> gallons)	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	\$ <u>1.60</u> per month
Replacement Cart	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	\$ <u>75.00</u> replacement fee

I. STORM AND DISASTER DEBRIS SERVICES (As Needed Basis)

Provide pricing or rate structure for storm or disaster debris removal:

Description	Cost per Dumpster
Dumpster / Roll-Off Pulls	<u> </u> per pull \$ 350.00 + \$80/ton disposal

District will be responsible storm debris removal costs (acknowledged)

J. PRICE ADJUSTMENTS AND ESCALATION

Identify any proposed price escalation during the contract term:

- No annual escalation during initial term
- Fixed annual escalation of %
- CPI-based adjustment (describe index and method):

Index - CUSR0000SEHG - Water and Sewer and Trash Collection Services - CPI-U US City Average

Fuel surcharges or other adjustments (describe):

Disposal rates to be adjusted accordingly based on Manatee County L/F - 30 day notice minimum

K. TOTAL PROPOSAL COST SUMMARY

Description	Annual Cost	Monthly Cost
Solid Waste Collection	\$ <u>242,505.00</u>	\$ <u>20,208.75</u> - (base rate)
Recycling Collection	\$ <u>50,337.00</u>	\$ <u>4,194.75</u> - (if applicable - \$0 current system)
Yard Waste Collection	\$ <u>14,040.00</u>	\$ <u>1,170.00</u> - (if applicable - \$0 current system)
Dumpster / Roll-Off Services	\$ <u>0</u>	\$ <u>0</u> - (200 pulls included in base rate)
Bulk / Special Pickups (Estimated)	\$ <u>21,600.00</u>	\$ <u>1,800</u> - (if needed - \$0 current system)
TOTAL ANNUAL COST	\$ <u>328,482.00*</u> - (\$242,505.00 if keep same service levels)	

* - See Pricing Clarifications in Tab 8 Exceptions and Clarifications

TOTAL MONTHLY COST \$ 27,373.50* - (\$20,208.75 same service levels)

L. CERTIFICATION

The undersigned certifies that the pricing provided in this Exhibit A is true, correct, and binding for the period stated in the RFP, and that the Proposer has included all costs necessary to perform the required services.

Authorized Representative (Print Name): ROBERT A. JEWELL
Signature: [Handwritten Signature] Date: 3-10-2026
Title: DEVELOPMENT VICE PRESIDENT



LIST OF PROGRAM RECYCLABLES

#	Material Categories	Description of Categories
1	Newspaper	Newspaper (loose or tied) including other paper normally distributed inside newspaper such as ads, flyers, etc. and other items made from newsprint such as advertising guides. <i>Does not include bagged newspaper.</i>
2	Corrugated Cardboard	Uncoated brown cardboard boxes with a wavy core (no plastic liners or waxy coatings). Includes clean pizza boxes. <i>Does not include cardboard within shrink-wrap plastic, such as that from a case of bottled water.</i>
3	Magazines and Catalogs	All magazines and catalogs, including glossy magazines.
4	Mixed Recyclable Paper	Printed or unprinted recyclable paper including white, colored, coated, and uncoated papers, envelopes, index cards, file folders, telephone books, paperboard, chipboard, Kraft paper, brown paper bags, mail, paperback books, blueprints, and other printed material on glossy and non-glossy paper. <i>Does not include shredded, contaminated, waxy, or metallic paper.</i>
5	Aseptic Containers/ Cartons	Gable-top cartons, aseptic juice boxes, and other similar containers made of coated paperboard.
6	PET Bottles (#1)	Clear and colored bottles and jars coded polyethylene terephthalate (PET #1). Examples include soda bottles, water bottles, food jars, etc. <i>Does not include loose caps and lids.</i>
7	Natural HDPE Bottles (#2)	Clear/natural plastic bottles coded high-density polyethylene (HDPE #2). Examples include milk jugs, vinegar bottles, and gallon water bottles. <i>Does not include loose caps and lids or containers >3 gallons.</i>
8	Colored HDPE Bottles (#2)	Opaque, pigmented plastic bottles coded HDPE #2. Examples include detergent and shampoo bottles. <i>Does not include loose caps and lids or containers >3 gallons.</i>
9	Non-Bottle PET Containers (#1)	Clear and colored plastic non-bottle, non-jar containers coded PET #1. Examples include clamshell containers, fruit or vegetable platters, and some plastic drink cups.
10	Non-Bottle HDPE Containers (#2)	Wide-mouthed tubs and containers coded HDPE #2. Examples include large plastic coffee containers and plastic chip tubes, including lids. <i>Does not include containers >3 gallons.</i>
11	PP Containers (#5)	Clear and colored plastic containers coded polypropylene (PP) #5. Examples include some dairy product cups and tubs, pill bottles, frozen food trays, and plastic drink cups. <i>Does not include loose caps and lids or containers >3 gallons.</i>
12	Other Plastic Containers (#3,4,6,7)	All plastic containers coded #3, #4, #6, or #7. Examples include some bottles, some drink cups, some clamshells, and Arizona Iced Tea™ gallon jugs.
13	Tin/Steel Cans	Tin-plated steel cans, usually food containers and empty aerosol cans, including labels. Includes steel caps.
14	Aluminum Cans	Aluminum soft drink, beer, food cans, and empty aerosol cans.
15	Glass Containers	All clear, green, blue, and amber glass bottles and jars as well as broken container glass pieces.



TAB 5

Customer Service & Complaint Resolution Plan



TAB 5 – Customer Service & Complaint Resolution Plan

Local Customer Service

At Waste Pro, we say that *caring never goes to waste*. Throughout the course of our new contract, **Trailer Estates will continue to enjoy this “Distinguishable Difference” in our approach to customer service.** Whether we are answering a call directly from District staff or a resident, we are committed to providing Trailer Estates with world-class service—locally.

We believe that when District staff or a resident picks up the phone, they should reach a customer service team located in Manatee County. As experts in Waste Pro’s day-to-day operations in the County, this team can answer questions and quickly forward comments or complaints to the relevant parties for immediate resolution.

As per the requirements of the RFP, we will have a dedicated customer service contact for the District staff. This will ensure a timely response (within one business day) to any missed pickups and complaints. We will provide coordination with District staff regarding any service issues, holidays, and schedule changes. A holiday collection schedule shall be provided annually to the District, as well.

The first step to effective customer service is operations. We check and double-check our work to eliminate complaints before they happen. The operations piece of our customer service protocol includes training, route planning, and boots-on-the-ground supervision:

Employees are educated on the specific needs, rules, and regulations of the Bradenton contract.	All employees undergo comprehensive training focused on company policies and procedures.	Employees are taught the <i>Waste Pro Way</i> , which includes professional conduct and customer service.
New drivers and helpers run supervised routes for two weeks before they begin to work independently.	Routes are set up so that the teams/routes can assist one another, if unexpected service delays occur.	Route Supervisors communicate with drivers and spot check routes to ensure service is running on time and up to Waste Pro's high standards.

This is the start of our customer service philosophy: **If you perform the service correctly, there are no complaints.** However, we know that even with the best laid plans and most dedicated team members, sometimes issues or customer questions do arise. This leads to the second part of our customer service philosophy: **No customer issue will go unanswered at the end of the day.**



Serving the Residents of Trailer Estates
Waste Pro will provide world-class customer service to the residents of Trailer Estates through a combination of **Customer Service Representatives (CSRs) specifically trained (one dedicated to the District) on the District's contract and phone technologies that ensure efficient, customer-focused workflows.**

All calls about Trailer Estates' services will be answered locally in our Manatee County division office.



Our Customer Service & Complaint Resolution Commitment to Trailer Estates

- ✓ **All calls answered locally in Manatee County, Monday-Friday, 8am-5pm and Saturdays, 8am-5pm (as needed) – The District will have a dedicated contact as well**
- ✓ **No automated attendants—Real people answer the phone**
- ✓ **8 x 8 cloud-based VoIP phone system** allows Waste Pro to manage, track, and monitor calls to ensure timely completion. These phones can be answered anywhere, including from home, if inclement weather keeps staff away from the office.
- ✓ In addition to their training in company policies and best practices in customer service, all **CSRs hired to support our Trailer Estates contract receive two weeks of real-world, hands-on training** as they answer calls under the supervision of the Manatee County Office Manager.
- ✓ Manatee County's **Office Manager will ensure all issues are closed out or scheduled by the end of the day.**
- ✓ All calls received after hours will be sent to a **voicemail that will be responded to first thing the following day.**
- ✓ Planning for all contingencies—If local phones are out, we divert calls to another Waste Pro customer service location.

Our philosophy on missed pickups or any complaint is to first and foremost take care of the issue and make the residents happy. We will immediately send someone to service a missed pickup if we still have trucks on the streets. If all the trucks are off the street, we will make it a priority to service the missed address first thing the next day. We will have a missed pickup taken care of by the guidelines set out in the RFP within one business day, but the goal will be to have it resolved much sooner.

At the end of the day no customer issue will go unanswered at the end of the day.



Customer Service Technologies Enhance Operational Efficiencies & Complaint Resolution

While we know that our people, their deep industry knowledge, and our boots-on-the-ground local operations are our greatest assets, Waste Pro is also committed to investing in technological solutions to enhance the safety and efficiency of our operations and further elevate the quality of our service to Trailer Estates residents.

Customer Service

- ✓ All calls received by Waste Pro Customer Service Representatives from Trailer Estates staff or residents will be logged in our Tower customer service system so they can be tracked and ensure they are closed out properly.
- ✓ As described below, 3rd Eye will be used to provide real-time service verification for our Trailer Estates collections.

Safety

- ✓ Beyond its Customer Service Verification capabilities, 3rd Eye also provides safety measures. Every Waste Pro vehicle is equipped with 3rd Eye internal and external cameras. These are a critical safety enhancement tool for the Waste Pro team. Along with providing drivers with live views of rear cameras for backing purposes, they provide us with the ability to both monitor driver activity in real time outside of official, in-person supervisor ride alongs, and they also recognize an increasing array of inconsistent driving behaviors that allow our leadership team to provide drivers with additional safety coaching as necessary.

Efficiency

- ✓ Waste Pro's routing software, RouteSmart, will enable route optimization. This software allows us to maximize efficiency by taking into account a number of parameters, including number of homes, home density, driving distances, collection hours, and MRF or transfer station locations.
- ✓ Routeware or other similar turn-by-turn navigation software will provide drivers with clear routing instructions —and allow reserve (spare) drivers to easily and effectively cover routes. This software will be available in our standard equipment packages coming in the near future.
- ✓ Dossier, our fleet maintenance software, helps us streamline maintenance workflows, including scheduling and managing preventive maintenance.
- ✓ Tower is Waste Pro's operational software and is the main, centralized database for all Waste Pro solid waste records. It will house all Bradenton service records and collection data.



Tower Tracks Customer Service Workflow: Waste Pro will log all customer service calls from residents in our customer service platform, Tower. This information will populate our daily Customer Call Log. Our Tower call logging system tracks all requirements for required reporting in the Complaint Log including:

- Date and time of call
- Customer name and contact information
- Customer location
- Purpose for call
- Date and details of resolution

3rd Eye Positive Service Verification and Safety Aids: Waste Pro's 3rd Eye Positive Service Verification (discussed earlier in section) system will provide the District with a three-fold benefit:

1. Truck-integrated 3rd Eye sensors automatically log time-stamped and geolocated verification of service completion, allowing Waste Pro and the District to track daily route completion in real time
2. 3rd Eye's state-of-the-art 360-degree cameras provide visual evidence of service events—and allow District staff and Waste Pro to assess the reason for any incomplete service events
3. 3rd Eye cameras monitor driver safety, providing coaching opportunities for any inconsistent driving behaviors

Why choose 3rd Eye's Positive Service Verification technology?

With 3rd Eye, District staff knows *when* service was completed. And if the need arises, Waste Pro can access 3rd Eye camera records to see *how* service was completed—or *why* a resident was not serviced.

3rd Eye allows us to track every Waste Pro vehicle on the road, both visually and via GPS.

Waste Pro has demonstrated experience partnering with 3rd Eye to provide service verification to communities across our footprint. **Many of our large Florida contracts, including two of our references, Manatee County and Holmes Beach, are run using 3rd Eye's system.**



Below is an interactive map that shows completed service in Dunedin, Florida, with each logged service event represented by a green dot. The 3rd Eye interface allows users to click on the green dots visible in the screenshot to see the time/date stamp and exact location corresponding to completed service. In addition to viewing an entire route, users can also search a specific address to see its corresponding service events.



Another layer of our 3rd Eye service is visual access to service events. As the image below shows, 3rd Eye cameras fully capture our time at a customer's home—from approach to cart tipping to placing the cart back down and driving away.

The image to the right shows a successful collection event. If an address is *not* serviced, 3rd Eye can also help us determine why. On some occasions, missed service may be a result of residents setting their cans out late or placing them improperly in relation to the street. Accessing 3rd Eye images can help us to work with these residents to help foster long-term success for the collection program—we can use our images to help the resident understand why a service issue occurred.

We know that our collection program is most effective when Waste Pro staff and our residential customers work together to recognize and prevent potential impediments to service. This educational aspect of our service verification system is largely made possible by the camera views that 3rd Eye provides, and it will help us ensure that all Trailer Estates residents receive efficient, seamless service.





TAB 6

Environmental & Sustainability Practices



TAB 6 – Environmental & Sustainable Practices

Environmental, Social, and Governance Goals

Since our founding in 2001, protecting the environment has been one of Waste Pro’s core commitments. This commitment is reflected in everything we do, from our daily operations and our investments in new technology to the colors we paint our trucks and cans. Waste Pro’s colors are both an aspiration and our environmental promise: **Blue Sky, Green Earth.**

Investing in innovative technologies and upholding sustainable practices and environmentally conscious ideals are part of what we call the *Waste Pro Way*. Below, we detail what our environmentally conscious ideals look like in action.

These environmental practices extend across our footprint, impacting on the more than two million residential and 100,000 commercial customers we serve, and they also zero in at the local level. We know that what works in the mountains of North Carolina in terms of alternative fuel and recycling infrastructure may not be exactly what works for a Florida beach community or down in the unique Gulf topography of Louisiana.

That’s why for Waste Pro, environmental stewardship means taking care of our Blue Sky and Green Earth *and* caring for our local communities.

We take seriously the idea that local resources are the right and responsibility of the local community. **Our commitment to environmental stewardship is a commitment to aligning our local operations with the goals of our community partners—while minimizing our environmental impact along the way.** We are able to do this because our highly decentralized corporate structure empowers local management to make local decisions. This translates to customized programs for each communities’s unique environmental needs and goals, ensuring the safest, most efficient services while supporting the health and welfare of residents and the environment.

Reducing Our Carbon Footprint by Investing in Technology

Waste Pro is focused on **renewable energy**. From our Compressed Natural Gas (CNG) fleet and fueling stations, onboard “regenerative” oil filtering systems, anti-wear armoring, and even our own internal recycling programs for 100% of our facilities, Waste Pro continually strives to minimize our carbon footprint.

Some highlights of our efforts to reduce greenhouse gas emissions and other harmful pollution include:

- ✓ A company-wide transition from diesel fleets to fleets operated by CNG, which began in 2012. These trucks not only produce lower emissions but are also quieter and more cost efficient over the life of the vehicle.



- ✓ Partnerships with Clean Energy and local municipalities to construct CNG-fueling facilities across the Southeast
- ✓ Routing audits and the latest route optimization technology that ensure maximum fleet efficiency and minimum wear and tear on local roads
- ✓ Anti-wear sleeves around all high-pressure hydraulic hoses and quick shut off valves that reduce the time necessary to shut off hydraulic fluid at the tank as compared to standard gate valve shut off

At Waste Pro, we don't wait to see what others are doing to protect the environment—we lead the way. We were the first...

- ❶ Waste disposal company in our home state of Florida to power a regional headquarters office building through solar energy – Manatee County location
- ❶ Florida hauling company to use hybrid clamshell collection trucks that exceeded EPA requirements to reduce exhaust emissions – Manatee County location
- ❶ Hauler to participate in coastal water-restoration and reef-building initiatives as part of the Florida-based Shuck and Share Oyster Recycling Program

Fostering Local Recycling Success

The *Reduce, Reuse, Recycle* mantra is fundamental to our operation. Whether it is innovative small business recycling programs, recycling motor oil through an on-board filtering system, or establishing internal recycling programs for 100% of our facilities, Waste Pro is dedicated to making a positive contribution to the quality of life within the communities we serve.

Our mission is to create sustainable recycling solutions for our municipal partners. We encourage and help build local recycling programs that do the following:

- ✓ Reduce contamination
- ✓ Increase waste diversion from local landfills
- ✓ Contribute to local economies

Training Our People

On the local level, **cleaner streets start with our drivers, technicians, and route managers.**

- ✓ Our staff is extensively trained in safe driving protocols to minimize adverse incidents.
- ✓ Drivers know their trucks inside and out, directly participating in daily pre- and post-trip inspections. This allows the men and women who spend the most time with our fleet to communicate one-on-one with management and members of our maintenance staff every day, discussing potential issues before they arise.



We incentivize environmental stewardship from our employees. We are the only company in the industry to offer substantial Safety Awards of \$10k for drivers and \$5k for helpers. Eligibility for these awards includes meeting safety-specific criteria and exhibiting the *Waste Pro Way* in interactions with customers and the local environment over a three-year period.

Local Sustainability in Manatee County - we are leaders in utilizing CNG and Solar Power at our local hauling division. We have won numerous awards for our commitment to sustainability throughout Manatee County and Florida.



Waste Pro - Manatee CNG fueling station (above left) and our solar powered regional headquarters (above right). CNG powered vehicles (below) are used in Manatee County.





Waste Pro's facility in Manatee County (Sarasota) is solar powered and has achieved a Green Business Certification - Master Level for it's sustainable programs.



We have Facilities that an installed "Solar Trees" and other energy efficient solutions to help reduce our carbon footprint.





TAB 7
**Insurance &
Licensing
Documentation**

TAB 7
INSURANCE & LICENSING DOCUMENTATION

SOLID WASTE, RECYCLING, AND YARD WASTE COLLECTION AND DISPOSAL SERVICES
TRAILER ESTATES PARK & RECREATION DISTRICT - BRADENTON, FLORIDA



TAB 7 – Insurance & Licensing Documentation

- *Certificate of Insurance naming the District as an additional insured*
- *Certificate of Good Standing - Florida Corporation*
- *Florida Department of Environmental Protection Recovered Materials Dealer Certification (FDEP)*

Waste Pro has all the necessary insurance and licensing documents to provide solid waste, recycling, and yard waste collection and disposal/processing services to Trailer Estates.

We have attached a copy of our Certificate of Insurance, naming the District as an additional insured. We have also provided a copy of our Certificate of Good Standing – Florida Corporation, along with our Florida Department of Environmental Protection Recovered Materials Dealer Certification (FDEP) to handle all the District’s recyclable materials at our MRF. These are the only licenses that are required for the scope of work outlined in this proposal.

Waste Pro of Florida, Inc., has the unique ability to provide the collection of recyclable materials (either roll-off or curbside collection) for Trailer Estates as well as being the processor of these same materials. This is a huge advantage for Trailer Estates in terms of efficiency. Our Manatee County Facility houses all our collection vehicles for this region, along with our state-of-the-art single-stream materials recovery facility (MRF) for processing.

See documents on the following pages.

State of Florida

Department of State

I certify from the records of this office that WASTE PRO OF FLORIDA, INC. is a corporation organized under the laws of the State of Florida, filed on January 5, 2001.

The document number of this corporation is P01000003611.

I further certify that said corporation has paid all fees due this office through December 31, 2026, that its most recent annual report/uniform business report was filed on January 9, 2026, and that its status is active.

I further certify that said corporation has not filed Articles of Dissolution.

*Given under my hand and the
Great Seal of the State of Florida
at Tallahassee, the Capital, this
the Ninth day of January, 2026*




Secretary of State


Tracking Number: 6264076829CC

To authenticate this certificate, visit the following site, enter this number, and then follow the instructions displayed.

<https://services.sunbiz.org/Filings/CertificateOfStatus/CertificateAuthentication>



FDEP Recovered Materials Dealer Certification

	FLORIDA DEPARTMENT OF ENVIRONMENTAL PROTECTION RECOVERED MATERIALS DEALER CERTIFICATION	
	2026	CERTIFICATE NO: 493 ISSUED: 02/10/2025 EXPIRES: 06/30/2026
WASTE PRO OCALA MRF 3621 NORTHWEST 10TH STREET OCALA, FL 34475		
<p>The Florida Department of Environmental Protection verifies that the above named Company reports certain recycling information and is certified in accordance with Chapter 62.722, Florida Administrative Code.</p>		

REPORTING FACILITIES COVERED BY THIS CERTIFICATION

COUNTY	WACS ID	FACILITY NAME	FACILITY ADDRESS
LEE	105662	A&D RECYCLING LLC	3066 CRANFORD AVENUE FORT MYERS, FL 33901
MANATEE	105810	WASTE PRO SRQ MRF	7921 15TH STREET EAST SARASOTA, FL 34243
MARION	105809	WASTE PRO OCALA MRF	3621 NW 10TH ST OCALA, FL 34475-4541

Hauling Division & MRF – 7921 15th Street East, Sarasota, FL 34243





TAB 8
Exceptions or Clarifications

TAB 8
EXCEPTIONS or CLARIFICATIONS

SOLID WASTE, RECYCLING, AND YARD WASTE COLLECTION AND DISPOSAL SERVICES
TRAILER ESTATES PARK & RECREATION DISTRICT - BRADENTON, FLORIDA



TAB 8 – Exceptions or Clarifications

Waste Pro does not take any exceptions to the language in the RFP and will abide by the specifications until contract negotiations can take place and any issues can be resolved in the final contract.

Waste Pro does have Clarifications to our Exhibit A – Pricing Proposal Form submitted and will use this section to add further clarification to our pricing model.

Acknowledgements

Waste Pro acknowledges receipt of Addendums #1 and #2. There was no signature line on Addendum #2 so we would like this statement to also serve as notice of receipt for both.

Exhibit A - Pricing Proposal Form Clarifications

Section C. Solid Waste (Trash) Collection Pricing – Our monthly unit price of \$15.85 (base rate) per dwelling is the all-inclusive price for the same exact service levels that Trailer Estates currently utilizes. This rate includes the 200 pulls provided under Section F. Dumpster/Roll-Off Services. The total annual cost would be \$242,505 to keep the same exact service levels.

Section D. Recycling Collection Pricing – This is an add on cost to the base rate listed above (Section C) if the District elects to have curbside recycling available for the residents. The rate of \$3.29 (bi-weekly) or \$4.69 (weekly) would be with the residents providing containers for the recyclable materials prior to collection.

Section E. Yard Waste Collection Pricing – Our base pricing includes up to 200 pulls per year and would cover your normal yard waste pulls, so the costs in this section would not be applied unless you make variations to service levels. We added pricing to this section in order to be responsive to the request and it is based on your history of ~2.6 pulls per month and the rate of \$450 per pull was applied for a monthly cost of \$1,170. These costs will not be applied unless changes to service levels are made, this is for informational purposes only.

Section F. Dumpster/Roll-Off Services (If Required) – Our base rate includes up to 200 pulls per year and would cover all of your normal Trash, Recycling, and Yard Waste pulls that the District has used historically. Our rates for the additional pulls are turnkey and would include disposal and or processing costs.

Section G. Bulk and Special Pickup Services – We anticipate that the residents would continue to use the Trash roll-off provided for this type of debris, but should the District desire for



residents to pay for large bulk pickups of up to four yards we have included our rates attached. Our price of \$120 is based on a pickup of up to four yards. We estimated that approximately 15 residents per month would call in for bulk pickup, which would equate to \$1,800 per month or \$21,600 annually. Our current service model allows for small amounts of bulk to be put out on our normal collection day.

Section H. Containers/Carts (If Applicable) – We recommend that the District utilize 64-gallon rollout carts for both trash and or recycling should Trailer Estates elect to go in this direction. This would be an add on cost to the base rate for trash and recycling depending on which service option the District elects to utilize carted collection service. The 64-gallon cart has a smaller footprint and would be easier to handle, so with the limited space at the property and with an older residential population this would be the best choice.

Section I. Storm and Disaster Debris Services (As Needed Basis) – This a very demand driven line of business and the cost is impacted significantly by the circumstances of a certain storm. Our prices are impacted by increased disposal costs and longer waiting times at the landfill when a storm hits. We have tried to put together a fair rate for the District and to be able to cover our expenses when a storm hits. The rates associated with this section are going to be \$350 per haul, plus \$80/ton disposal cost currently.

We will have other options available, such as grapple trucks, for the District and will work out rates in advance of a storm or for a final contract.

Section K. Total Proposal Cost Summary – To summarize, should Trailer Estates continue to utilize the same service levels then the Solid Waste Collection rate of \$15.85/unit per month would cover all the current services provided, including the 200 roll-off pulls. This would equate to an annual all-in cost of \$242,505 to keep everything the same.

The other sections of the Total Cost Summary – Recycling Collection, Yard Waste Collection, Dumpster/Roll-Off Services, and Bulk/Special Pickups are all add on costs should the District want to explore other options and will impact the cost of the base rate.

We value our partnership with Trailer Estates and look forward to discussing our proposal in further detail to develop the perfect model for the residents.

**ADDENDUM #1
TRAILER ESTATES PARK & RECREATION DISTRICT**

Date: February 4, 2026
Project: RFP for Solid Waste, Recycling, and Yard Waste Services
To: Prospective Proposers

The Trailer Estates Park & Recreation District ("District") Request for Proposals for Solid Waste, Recycling, and Yard Waste Services in Section Two (2) imposes a Cone of Silence. The Cone of Silence applies between the time the Request for Proposals is issued by the District and the time the Board awards the contract. During the Cone of Silence, any attempt to influence the thinking of District staff or officials related to the solicitation for goods or services, in person, by mail, by facsimile, by telephone, by electronic mail, or by any other means of communication, will result in disqualification of a proposer's award and/or contract.

CLARIFICATION: The above referenced language remains in effect. However, the District wishes to establish that a non-mandatory pre-bid meeting will be held **February 13, 2026, at 9:30 AM** at the Trailer Estates offices, 1903 69th Avenue West, Bradenton, Florida 34207. No Board of Trustees members will be present. As a result of the pre-bid meeting, the deadline for submitting written questions will be revised to **February 20, 2026 at 5:00 PM**. All questions shall be submitted in writing, contain the RFP name in the subject line and submitted by the aforementioned deadline to Park Manager (Lee Morris) via e-mail: manager@trailerestates.com. A consolidated response to all submitted questions will be provided to all prospective contractors no later than **February 24, 2026 by 5:00 PM** at the e-mail address on file. The contact with Mr. Morris is still governed by the above referenced limitations but is being allowed in order to allow prospective proposers the opportunity to tour the site and request clarification as to the Scope of Services and other related issues.

Please acknowledge receipt of this Addendum #1 by signing below and submitting an executed copy with your response.

Thank you for your cooperation.

Trailer Estates Park & Recreation District

Addendum #1 received by: *N. Ray*
Contractor Name: *WASTE PRO OF FLORIDA, LLC*
Date: *3-10-2026*

REQUEST FOR PROPOSALS
FOR
SOLID WASTE, RECYCLING, AND YARD WASTE COLLECTION
AND DISPOSAL SERVICES
for
TRAILER ESTATES PARK & RECREATION DISTRICT

ADDENDUM #2

Addendum #2 Received by:

A handwritten signature in black ink, appearing to be 'R. [unclear]', written over a horizontal line.

Contractor Name: Waste Pro of Florida, Inc.

Date: 3-10-2026

FIVE-STAR SERVICE FROM YOUR SARASOTA WASTE PRO CREWS!



If I could rate any higher than 5 stars I definitely would. I always have a phenomenal experience when I work with Angela and Ranell. They are an absolute pleasure to work with. They do such a fantastic job here, don't waste your time anywhere else!

Olivia R
★★★★★

There are not enough glowing adjectives to describe the outstanding service we receive from Willie and Shawn! They make a fabulous team and we are blessed to have them as our waste pick-up representatives. I look forward to seeing them, week after week. Always kind and with genuine smiles to share, they never fail to do a thorough job. After all the years servicing our route, we consider them family. They are THE BEST!!!

Debbie S
★★★★★



I'm pretty sure that Nate Tillman has been the driver on our route for the 7 years that we've been here and he has been the most incredible guy ever! Always careful about making sure there is no trash left or dumped inadvertently on our road, polite, friendly, helpful, he hops out ALWAYS and collects up and down the road, too. He's just a really nice guy. Even if he sees me somewhere else around town he knows my car and is quick to give a beep of his horn and smiling and waving as an old friend would do. He's had a few different helpers but his current one, Jobaii Olave does a remarkable job as well. I hope you have more outstanding employees like this-they're worth their weight in gold. I know it's hard to find people to even work anymore let alone do their job so well. Thanks for the amazing service!

Karen
★★★★★

The service from our Waste Pro team has been consistently phenomenal. Not only do they show up on time, but they are polite and respectful throughout our neighborhood. We have many other construction vehicles around here daily, and the Waste Pro team are hands down the safest drivers of big trucks that service our community. Big kudos to Chris Hall and Jabari for their excellent customer service!!

Jessica W
★★★★★

Truck #1348 did a great job picking up all bags today! One of our bags broke while they were picking up and the crew of three guys, including the driver, picked up every bit of trash quickly with no complaints and a great attitude! Great Job!

Karina F
★★★★★



I would like to commend Mr. Steven Smith the gentleman who runs my route. He is always pleasant and greets me with a smile each visit. I have seen Mr. Smith leave his truck and retrieve a piece of recycle material that may have been windblown from the cans. He cares about his customers and certainly enjoys interacting with th folks on his route. Please commend Mr. Smith on his outstanding dedication to your company.

M
★★★★★

Chris Hall is an excellent professional and very friendly. He makes sure the job is dor and done right and you can tell he is motivated and dedicated to providing great service. He even brings my trash cans up and ensure they don't roll down the street Thanks for the excellent service!

