

**WM for the Town of Southwest Ranches  
Zero Waste Consultant - October 15, 2025**





WM Advisory Services

# **Town of Southwest Ranches**

**Zero Waste Consultant (RE-ISSUE)**

**RFP No: 25-22 | Thursday, October 15, 2025, at 11:00 AM**

SUBMITTED BY

**Waste Management National Services, Inc.**

CONTACT

Esi Langston | Manager, WM Advisory Services  
(346) 334-0781 | [elangst1@wm.com](mailto:elangst1@wm.com)



Waste Management National Services, Inc.  
800 Capital St., Suite 3000  
Houston, TX 77002

October 15, 2025

Town of Southwest Ranches  
13400 Griffin Road  
Southwest Ranches, Florida 33330

Attn: Christina Semeraro, Procurement Officer

Dear Ms. Semeraro:

On behalf of Waste Management National Services, Inc. (WM/WMNS), it is my pleasure to present our proposal to the Town of Southwest Ranches (the Town), in response to Zero Waste Consultant (RE-ISSUE) RFP No: 25-22.

**Thanks to our history with Southwest Ranches, we know your community, and we are committed to this opportunity to work with you. WM will provide consultative services from WMNS through WM Advisory Services, our in-house sustainability consultancy, working in collaboration with our local resources, Waste Management Inc. of Florida (WMIF).**

WM Advisory Services will deliver a comprehensive zero waste strategy for the Town of Southwest Ranches through comprehensive data review, benchmarking, and opportunity identification. We will recommend targeted initiatives aligned with the Town's goals, develop supporting ordinances and explore funding opportunities, and lead a robust community engagement process. The final deliverable will be a detailed Zero Waste Implementation Plan — complete with a timeline, measurable goals, and cost considerations. When you work with WM, you can expect:

- **Extensive local and national resources:** In addition to tapping into an industry-leading network of resources across Florida and the U.S., WM offers management, operational, and reserve resources right in Broward County. A local office with local support/operations, and national resources all add up to world-class advisory services for the Town.
- **Sustainability Expertise:** WM Advisory Services has a deep bench of experts with experience from across the spectrum of sustainability disciplines. We partner with your organization to truly understand your goals and help your organization to advance toward them through value-driven processes that are customizable, repeatable, and scalable. No matter where you are in your journey, WM Advisory Services stands ready to become a trusted partner in the achievement of your sustainability aspirations.

WM appreciates the opportunity to present WM Advisory Services to Southwest Ranches. The Town has a unique opportunity to inspire its residents and stakeholders with a legitimate commitment to improving its environmental impact. We share your commitment to excellence and the goal of creating more sustainable and resilient communities. This proposal will remain in effect for the 90 days specified. Please do not hesitate to contact us with any questions regarding our qualifications or approach.

Sincerely,

  
Lee Spivak, Director, WM Advisory Services  
(323) 388-7673 | [LSpivak@wm.com](mailto:LSpivak@wm.com)

  
Esi Langston, Manager, WM Advisory Services  
(346) 334-0781 | [elangst1@wm.com](mailto:elangst1@wm.com)

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*All photos used to customize our proposal were taken by the WMIF Communications team.*

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

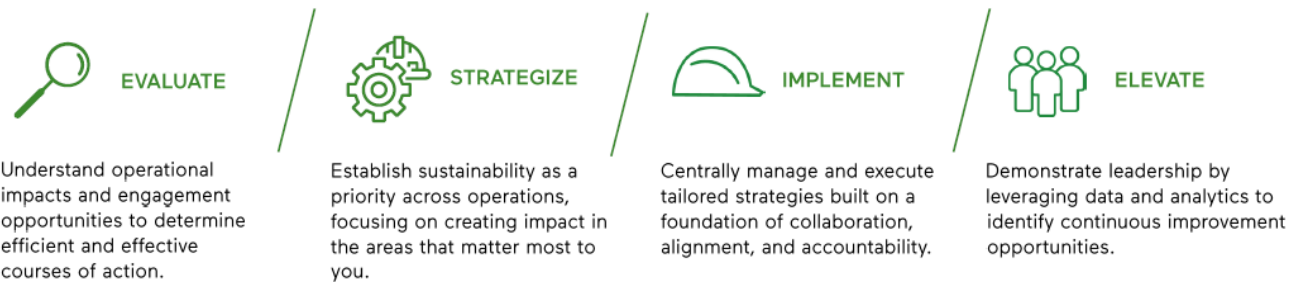




# B. Qualifications and Experience

Since our humble beginnings in 1893, WM has been working for a Better Tomorrow®. But what started as “Waste Management,” has evolved to become WM - the world’s leading provider of sustainability services.

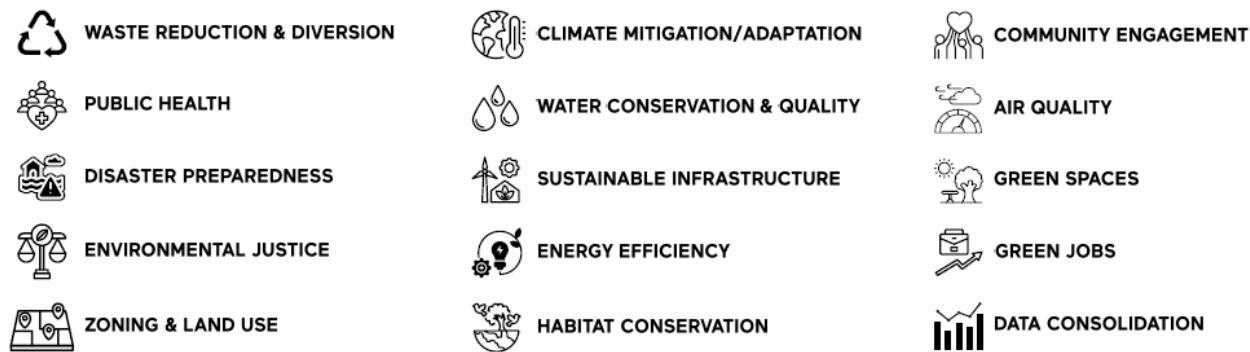
We are ready to guide your team at any point in its journey. No matter where you are today, WM will help you work toward a more sustainable tomorrow.



1) Describe the firm’s qualifications, experience, and involvement in projects of similar size and scope.

WM is more than just managing waste. We are industry leaders helping organizations achieve their sustainability goals. WM Advisory Services is a division of WM National Services that provides a wide array of sustainability advisory and implementation solutions. With experienced materials management professionals and former government sustainability staff among our group of experts, the WM Advisory Services team helps to advance local governments along their path to sustainability by leveraging deep understanding of the complex needs and environmental impacts of our public sector customers.

Addressing concerns about how an altered climate will impact municipalities can provide a platform to authentically demonstrate an administration's commitment to the community it serves.



## Relevant Experience In Municipal Zero Waste and Sustainability Planning

Our team brings deep expertise in supporting local governments with sustainability planning, materials management, and stakeholder engagement. Our experience combines practical operations analysis with policy development and public outreach to create actionable, high-impact plans. Select relevant experience includes:

- **Municipal Waste Assessment and Diversion Strategy**  
Led a citywide waste assessment that included data analysis, site visits, and stakeholder engagement. Authored a comprehensive diversion improvement plan outlining program enhancements and operational efficiencies. The resulting recommendations supported increased landfill diversion and cost savings, helping the city advance its sustainability and fiscal goals.
- **High-Profile Zero Waste and Climate Leadership**  
Designed and continue to manage the sustainability program for the WM Phoenix Open, one of the largest and most recognized zero waste events in the world. Program features include verified zero waste certification from UL, stakeholder engagement, public education campaigns, GHG emissions accounting, and development of a sponsor-aligned sustainability fund. This work demonstrates our ability to pair ambitious environmental goals with practical implementation and communication strategies.
- **Municipal Program Development and Implementation**  
Supported municipalities in developing and launching sustainability workplans that include waste reduction and diversion strategies. Provided both operational and strategic support, including vendor coordination, policy recommendations, and integration of community-wide GHG inventories. One engagement included leading sustainability initiatives for a large Illinois city, from planning through implementation.
- **Sustainability Strategy and Community Prioritization**  
Currently supporting a municipal client in Broward County, Florida with development of a city-wide sustainability strategy. This work includes internal staff engagement, community surveys, public workshops, and peer benchmarking. Our process emphasizes identifying achievable goals and crafting implementation pathways that reflect both local capacity and best practices from peer communities.
- **Stakeholder Engagement and Public Education**  
Experienced in designing and delivering robust stakeholder engagement strategies for municipal clients. This includes convening advisory groups, facilitating community meetings, developing resident surveys, and delivering staff training. Our experienced team has delivered training to more than 900 local government employees and engages local businesses and residents to co-create solutions that reflect a community's sustainability priorities.

*2) Provide no fewer than two (2) examples of similar work or services completed in the previous five (5) years – include name of client jurisdiction, client contact person name and title, summary of scope of services, full name of firm's project manager of record.*

WM is pleased to reference our Florida efforts for your review.

## Florida Panthers

As sustainability advisor to the Florida Panthers, WM supports the organization in evaluating its operations and impact data, as well as designing a sustainability strategy. In this multi-year collaboration, WM:

- Reviewed historical impact data and established processes to benchmark procurement, waste, water, energy, fuel, travel, food service, and other contributors to greenhouse gas (GHG) emissions.
- Formulated a sustainability plan including key sustainability initiatives based on impact analysis and supported implementation efforts.
- Assessed facility operations for opportunities to improve efficiency and reduce environmental impacts.
- Identified opportunities for fan engagement that influence fan behavior both in and outside of the arena.
- Provided ongoing strategic support for operational sustainability.

Project cost: Confidential

Contact: Mike Prairie | [prairiem@floridapanthers.com](mailto:prairiem@floridapanthers.com)

WM Advisory Services Project Manager: Laura Sivels | [lsivels@wm.com](mailto:lsivels@wm.com)

## City of Tamarac

WM has been engaged with the City of Tamarac since October 2024 to develop a community-driven sustainability program. As part of this effort, WM:

- Reviewed historical data and documents to understand the community's existing sustainability initiatives.
- Completed stakeholder interviews to understand current perceptions of, and intersections with, sustainability among staff and elected officials.
- Completed a prioritization exercise among staff to uncover sustainability priorities.
- Engages with the local business community to build support for forthcoming sustainability efforts.
- Partners with staff to develop effective community engagement and outreach strategies for resident collaboration.
- Is developing a sustainability strategy reflecting the unique priorities of the community.
- Is undertaking a benchmarking exercise to outline sustainability efforts in peer communities.
- Will provide implementation support for future sustainability efforts.

Project cost: Confidential

Contact: Vanessa Charry | [Vanessa.Charry@tamarac.gov](mailto:Vanessa.Charry@tamarac.gov)

WM Advisory Services Project Manager: LeeAnn Kruszynski | [lkruszyn@wm.com](mailto:lkruszyn@wm.com)

## Development of a Zero Waste Plan for a Professional Sports Team

Our team supported a major professional sports organization in expanding its sustainability program and developing a comprehensive materials management strategy, including a work plan to guide them on their journey to achieving zero waste. This work engaged internal leadership and external stakeholders (e.g., sponsors, vendors and fans) and addressed the organization's broader environmental footprint across waste, energy, water, and GHG emissions.

The project began with a sustainability operations evaluation and impact benchmarking, including site visits and consultations with decision-makers to align our approach with the organization's priorities. We provided strategic guidance in the following areas:

- Prioritizing waste reduction and landfill diversion across venue operations, construction, and event planning.
- Setting measurable sustainability goals and identifying practical strategies for implementation.
- Improving internal training and operational systems to support materials management objectives.
- Enhancing stakeholder engagement, including sponsor alignment and fan education campaigns.
- Developing a Materials Management Action Plan with tactical recommendations for immediate improvement in diversion rates.

Due to the favorable waste diversion infrastructure in the city, we identified a clear pathway for the organization to achieve 75% diversion in the near term, with the potential to reach the “zero waste” threshold of 90% diversion over time. The plan included a phased implementation strategy to expand and refine recycling, composting, and source-separated waste streams—benchmarking against high-performing venues like State Farm Arena and events such as the WM Phoenix Open.

This engagement demonstrates our ability to deliver tailored, high-impact materials management and sustainability plans in complex, multi-stakeholder environments. Client is confidential; therefore, contact information cannot be shared.

WM Advisory Services Project Manager: Lauren Lichterman | [llichter@wm.com](mailto:llichter@wm.com)

## Over 10 Years of Zero Waste at the WM Phoenix Open

Hosted by The Thunderbirds, the WM Phoenix Open has become a global model for zero-waste sporting events, achieving 100% landfill diversion every year since 2012. Known as “The Greenest Show on Grass,” the success of this event is the result of a sophisticated, multidisciplinary effort led by WM Advisory Services, which deploys over 85 full-time staff and 600 temporary workers to coordinate recycling, composting, reuse, and energy recovery systems. WM integrates nearly 5,000 clearly labeled bins, ice melt recovery systems, vendor compliance requirements, and real-time waste tracking to ensure flawless execution across a sprawling, high-volume event site.

Behind the scenes, WM's Advisory Services team—composed of experts in waste logistics, material recovery, stakeholder engagement, and sustainability reporting—uses this flagship event as a living laboratory to test and refine innovative materials management strategies. These include vendor contracting language that mandates compostable packaging, donor partnerships to reduce food waste, and public education through Zero Waste Stations. The team's success at the Phoenix Open has become a scalable model, now influencing sustainability programs across major sports leagues and entertainment venues nationwide.

Contact: Esi Langston | Elangst1@wm.com  
WM Advisory Services Project Manager: Esi Langston | Elangst1@wm.com

## Zero Waste Planning and Implementation

Since 2020, our team has supported a major professional services firm in advancing its ambitious zero waste goals across North American office operations and corporate events. Our work includes both planning and implementation support, tailored to reflect the client's scale, organizational structure, and sustainability commitments.

To date, we have assessed current waste and materials management practices, developed phased implementation plans, and provided training and tools to improve performance. Informed by waste audit data, we delivered a detailed analysis of procurement, supply chain, and operational logistics across the client's major office locations. We then created Zero Waste Plans tailored to each office's specific needs and unique waste streams. These included actionable recommendations in areas such as:

- Internal engagement and employee education
- Procurement and vendor practices
- Organics diversion and waste stream separation
- Signage and communication tools
- Event waste management protocols

Throughout the engagement, WM Advisory Services provided ongoing project management support through regular meetings with the organization's stakeholders, reviewed existing waste management procedures, and identified optimal diversion outlets for recyclables, organics, and specialized materials to ensure successful zero waste implementation across the organization. We continue to support plan implementation and help drive progress toward zero waste goals by advising on performance tracking, diversion measurement, and continual improvement strategies. Client is confidential; therefore, contact information cannot be shared.

WM Advisory Services Project Manager: Garrett Wong | gwong2@wm.com

**As one of our valued long-standing customers, you are likely already familiar with WM's extensive commitment to sustainability. Over the years, we've made significant strides in advancing environmentally responsible practices across our operations. This summary provides a comprehensive and timely update on those efforts, offering deeper insights into the progress we've made and the initiatives currently underway. We hope it reinforces your confidence in our shared commitment to a more sustainable future.**

## WM: Who We Are and What We Do – For Southwest Ranches

**As one of our long-standing customers, you already recognize WM's commitment to sustainability. But when you partner with WM, you gain far more than just waste collection services — you gain a strategic sustainability consultant.**

Our long-standing commitment to sustainability, combined with our robust infrastructure and our on the ground experience with Southwest Ranches collection and disposal operations, positions us as a trusted partner in helping the Town achieve its unique environmental objectives. While reliable collection and disposal services form the foundation of our work, our value extends far beyond logistics.

By leveraging our advanced technologies, data-driven tools, and integrated systems, we can help the Town identify opportunities for waste reduction, resource recovery, and long-term sustainability planning. Whether it's optimizing diversion rates, enhancing recycling programs, or aligning with regulatory and community expectations, we're equipped to manage every aspect of your sustainability journey — efficiently, responsibly, and with measurable results.

This summary offers a deeper look into how WM is helping our customers reduce waste, optimize operations, and meet evolving regulatory and ESG requirements. We're proud to be more than a service provider — we're a partner in building a more sustainable future.

With a global team of ~61,700 professionals and the industry's largest network of facilities, WM brings unmatched technical capability to Southwest Ranches. Leveraging our local know-how, we help you reduce waste, improve operations, and work toward your environmentally focused goals with practical, proven offerings.

**Let us help you turn today's waste into tomorrow's opportunity.**

### WM At-A-Glance

| People   | Operations  |   |                            |
|--|---|---|----------------------------|
| ~61,700* team members                                  | \$22 billion* revenue   | 262* operating landfills  | 18,860 collection vehicles |
| Material is Repurposed                                 | Energy is Renewable   | Communities are Thriving  |                            |
| 105* recycling facilities                              | 13,170 alternative-fuel vehicles                              | 800+ community organizations supported through monetary and in-kind contributions |                            |
| 49 organics processing facilities                      | 18 landfill gas-to-energy facilities                          | 13,500 acres actively managed through certified wildlife habitat programs         |                            |
| 16 million tons of material recovered in 2023          | 213 natural gas fueling stations                              | 300 habitat, species, and education projects                                      |                            |
| 3 CORE® facilities processing organics into bio slurry | 151 renewable energy projects owned or hosted at WM landfills | ~70 Wildlife Habitat Council-certified programs across North America              |                            |

*Data represents information published in the WM 2024 Sustainability Report.*

*\*Figure reflects more recent update in the WM 2024 Annual Report.*

## WM is Innovating Today, For Tomorrow®

At WM, we bring local insight and industry-leading resources to help you manage waste in ways that are cleaner, smarter, and more forward-thinking. For over 55 years, we have supported communities by providing dependable environmental services that help keep streets clean and neighborhoods safe.

Today, we are focused on helping you get more value from your materials while reducing the environmental impact on your Town. Whether you are looking to improve recycling, divert more waste, or explore new ways to operate more efficiently, WM is here with practical solutions and expert guidance.

As demand grows for recycled content and lower-emission energy sources, we are investing more than \$3 billion between 2022 and 2026 to expand access to circular solutions – turning today's waste into tomorrow's resources. Our sustainability strategy is built around three core ambitions that guide this work:

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|                                     |  |
|-------------------------------------|--|
| <b>Material is<br/>REPURPOSED</b>   | <p><b>WM plays an essential role in the circular economy by investing in and operating innovative recycling solutions that help you get more value from your materials.</b> With advanced technology and automation in our recycling facilities, we are making it easier to recover and reuse more of what you throw away.</p> <p>We are piloting solutions for hard-to-recycle materials like plastic film and textiles, exploring new ways to reuse organic materials, and supporting events, stadiums, and businesses in improving how they manage materials in a circular way.</p> <p>Between 2022 and 2026, we plan to invest over \$1.4 billion in approximately 40 new and upgraded recycling facilities. These improvements are expected to add 2.8 million tons of new recycling capacity each year – helping customers like Southwest Ranches recycle more, more efficiently.</p> <p>We also continue to focus on education and awareness through our Recycle Right® program, helping your Town Staff make informed choices about what belongs in the recycling bin.</p> |
| <b>Energy is<br/>RENEWABLE</b>      | <p><b>WM is reimagining the modern landfill to do more for you and your Town.</b> By capturing landfill gas and converting it into renewable natural gas (RNG), we are turning waste into a lower-emission energy source that can help fuel both our fleet and local communities.</p> <p>From 2022 through 2026, we plan to invest over \$1.4 billion to build 20 new WM-owned facilities that will transform landfill gas into pipeline-quality RNG. This energy can be used to help reduce emissions and support cleaner operations.</p> <p>By 2026, we aim to allocate RNG to 100 percent of our compressed natural gas fleet in the U.S. – helping us deliver your services with a smaller environmental footprint.</p>  |
| <b>Communities<br/>are THRIVING</b> | <p><b>WM shows up for your Town by investing in the people who help keep it running – our employees.</b> From safety and education to conservation and workforce development, we are committed to building a strong, future-ready team that delivers the service you count on every day.</p> <p>We are always working to improve safety and create a workplace where every employee feels supported and valued. That means opening doors to new talent, reducing barriers to employment, and providing training and education at every level of our organization.</p> <p>Our safety vision – Get Home Safe Every Day – guides how we work, because we know that when our team is safe, your service is too.</p>  |

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## C. Task and Deliverables Work Plan

As stated, WM Advisory Services will deliver a comprehensive zero waste strategy for the Town of Southwest Ranches by assessing current waste generation and diversion practices, benchmarking against peer communities, and identifying actionable opportunities for improvement. We will recommend targeted initiatives aligned with the Town's policy goals, develop supporting ordinances and explore grant funding opportunities, and lead robust community engagement through meetings, surveys, and public presentations. The final deliverable will be a detailed Zero Waste Implementation Plan — complete with a timeline, measurable goals, and cost considerations — presented to Town leadership within six months of project initiation.

*1) Phase I – i. Adoptable Zero Waste Plan: Provide a 2-3 page Work Plan and timeline of the steps necessitated to design the Town's Zero Waste Plan in accordance with Section 3.2 herein, referencing each task/deliverable specified for stakeholder review and approval. The selected proposer will be required to finalize a mutually agreed upon scope of work, based on their submitted Work Plan and the Town's objectives.*

### Work Plan Options: Phase I

Our **WM Advisory Services** team equips local governments with unique expertise and tools to design and drive impactful environmental programs. We support the creation of materials management and sustainability strategies, policy development, communications and reporting, data analysis, and stakeholder engagement which can be integrated with your existing WM services.

Achieving zero waste is an ambitious and commendable goal. It also depends heavily on individual behaviors and choices, which are ultimately beyond a municipality's direct control. That said, local governments play a vital leadership role in moving communities toward zero waste. Through thoughtful policies, investments in infrastructure, community engagement, and support for innovation, municipalities can shape the systems and culture that make significant progress possible. If engaged, the Advisory Services team will coordinate with the Town to review the community's zero waste goals and collaborate on a comprehensive, tailored Zero Waste Plan based on the community's priorities.

Please note that the timelines listed below are estimates based on the Town's ability to respond in a timely fashion to requests for data and support. Project phases build on one another; therefore, a delay in one phase can impact the delivery of subsequent phases of work. All deliverables outlined below are priced to include one round of revisions.

### **Task 1: Discovery and Current State Analysis (Weeks 1-4)**

The project will begin with a detailed review of the Town's current waste generation, diversion, and disposal practices across all land use types. This includes:

- Reviewing WM and third party data on tonnages, material types, and waste diversion by land use type. While WM is in possession of a significant amount of materials management data for the Town, please note that the quality of data analysis will depend on the comprehensiveness of supplemental information provided by the Town and its stakeholders.
- A thorough document review to examine existing and relevant contracts, programs, and outreach materials.
- Completing stakeholder interviews with staff, large waste generators, and the Town's Zero Waste Advisory Board (Advisory Board).
- Benchmarking against up to 3 peer communities with similar demographics and/or characteristics.
- Identifying policy and program limitations/gaps, inefficiencies, public engagement opportunities, and infrastructure needs.
- A visual waste assessment with volumetric estimates of the Town's baseline waste composition. The assessment will include evaluation of a sample of the Town's Municipal Solid Waste (MSW) stream on a typical collection day and provide directional information on types/amounts of divertible materials present in the waste stream.

#### **Analytical Methods:**

- Use material flow analysis and waste composition data to establish baseline performance.
- Calculate current diversion rates, per capita generation, estimated diversion potential, and sector-specific waste profiles.

**Deliverable:** Summary report of current state and comparative analysis of peer communities

**Price for Task 1:** \$18,145.00

**Hours:** 142

### **Task 2: Zero Waste Initiative Development (Weeks 4-9)**

Using findings from Task 1, we will identify and assess up to five zero waste approaches initiatives that would be expected to meaningfully reduce the Town's MSW tonnage. This includes:

- Reviewing existing policies, services, and strategic plans (including the SWA Master Plan).
- Evaluating program enhancements and new management strategies (e.g., organics diversion, reuse centers, etc.).
- Profiling each initiative's expected benefits, potential estimated costs, and a high-level implementation plan.
- Recommending associated outreach strategies and engagement campaigns.

#### **Analytical Methods:**

- Use a decision matrix to prioritize initiatives based on feasibility, cost-effectiveness, environmental benefit, and community impact.
- Apply lifecycle thinking and EPA's Waste Management Hierarchy to support initiative selection.

**Deliverable:** Summary report with initiative profiles

**Price for Task 2:** \$9,915.00

**Hours:** 84

### **Task 3: Policy Development and Grant Research (Weeks 6-12)**

We will work closely with the Town Council, Town Staff, and the Zero Waste Advisory Board to craft policies and supporting legislation that advances the Town's zero waste goals. Our approach emphasizes transparency, feasibility, and community buy-in to ensure that adopted ordinances, resolutions, and policies are actionable, enforceable, and aligned with the Town's broader sustainability objectives. In parallel, we will conduct a search for grant opportunities to help fund new and ongoing zero waste initiatives. Our team has experience identifying and securing local, state, federal, and foundation grants for municipalities, and we will tailor recommendations based on the Town's capacity and program priorities.

Key activities in this phase of the project include:

- Drafting up to 3 policies, ordinances, resolutions, etc. that support the Town's zero waste goal.
- Researching potentially available federal, state, and foundation grants.

**Deliverables:** Draft policies; Grant Opportunity Summary Report

**Price for Task 3:** \$6,195.00

**Hours:** 52

### **Task 4: Community Engagement (Weeks 6-12)**

We believe that meaningful community engagement is essential to the success of any zero waste initiative. Our approach centers on inclusivity, accessibility, and transparency, ensuring that all community members—especially those from historically underrepresented groups—have the opportunity to shape the Town's future waste and sustainability policies. In partnership with the Zero Waste Advisory Board, we will design and implement a comprehensive engagement plan that captures diverse perspectives, builds trust, and strengthens community ownership of zero waste goals. Activities include:

- Designing a stakeholder outreach and education strategy, including resident activations (e.g., recycling education campaigns and/or contests).
- Hosting at least 2 public meetings with interactive facilitation.
- Designing and analyzing the results of a community-wide survey.
- Presenting engagement results to Town staff and Zero Waste Advisory Board.
- Synthesizing community input into actionable insights.

**Deliverables:** Community Engagement Plan and Summary Report presented to staff and Zero Waste Advisory Board

**Price for Task 4:** \$15,590.00

**Hours:** 131

### **Task 5: Zero Waste Plan Development (Weeks 12-24)**

Following the completion of all preceding tasks, we will develop a comprehensive Zero Waste Implementation Plan that synthesizes findings, community input, and strategic recommendations into a clear, actionable roadmap. The plan will be designed to support short-, medium-, and long-term progress toward a zero waste future and include measurable goals, timelines, policy recommendations, and funding pathways (as available/outlined in Task 3).

We will ensure that the Plan is accessible to both technical and non-technical audiences and includes actionable guidance for implementation across Town departments and the broader community. We will

present the final plan to Town staff, elected officials, and the Zero Waste Advisory Board and remain available for additional presentations upon request.

Key elements of the plan will include:

- Defined goals and key performance indicators (KPIs) for short-, medium-, and long-term actions.
- Timeline for the implementation of identified initiatives, responsible parties and partners, and budget considerations.

**Deliverables:** Zero Waste Plan; Presentation to staff, Council, and Zero Waste Advisory Board.

**Price for Task 5:** \$19,625.00

**Hours:** 163

**TOTAL PRICE FOR PHASE 1: \$69,466**

WM remains committed to delivering value while keeping costs as low as possible. We recognize that this project represents a meaningful financial investment, and we welcome the opportunity to collaborate on refining the scope of work. We are happy to provide suggested adjustments that could reduce the overall effort and associated pricing.

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*ii. Subject to negotiations, Proposer's Phase I price proposal shall be inclusive of: 1. at least two (2) in-person or virtual stakeholder conferences. 2. at least one (1) revision per deliverable. 3. at least one in-person (1) Town Council presentation of the final deliverable.*

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WM commits that subject to negotiations; our Work Plan price proposal is inclusive of the stated requirements.

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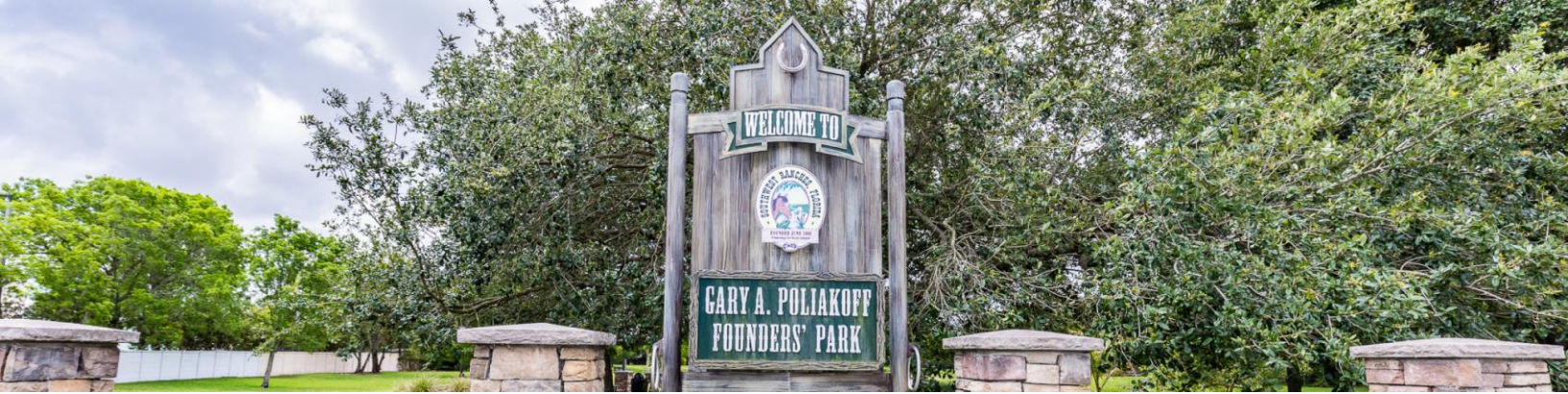
*2) Phase II – Implementation Support i. Include a statement regarding the Proposer's ability to provide implementation support for the Plan once adopted, as applicable. The proposer's hourly rate shall apply.*

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As part of WM, the Town's provider of environmental solutions, WM Advisory Services stands ready to not only deliver a comprehensive Zero Waste Plan to Southwest Ranches- but to provide targeted, data-driven implementation support once the Plan is adopted. This ongoing support can include, but is not limited to, regular waste and diversion reports, targeted recycling and diversion training and education, ongoing program design and implementation support, support for minimizing the impacts of special events and municipal procurement, communications support, and more.

WM can act as a "one-stop shop" for the Town of Southwest Ranches' zero waste goal by providing a strategic vision and roadmap alongside the practical knowledge and ongoing implementation support necessary to turn aspirations into reality.

WM is able to provide implementation support including legislative and sustaining efforts for the Plan once adopted. Our hourly rates listed in section F shall apply.



## D. Resources and Availability

1) Provide a statement of resources at the Proposer's disposal to include organizations, experts, and other sources of information or analysis.

Leveraging our infrastructure, innovation and expertise, WM has set a bold sustainability ambitions for the future: one where material is repurposed, energy is renewable, and communities are thriving. With our shared commitment to sustainability, we are poised to work with the Town of Southwest Ranches toward common goals of optimizing materials management, minimizing waste, developing novel end-of-life solutions, educating the community, and more.

As the largest provider of environmental services in North America, WM has an unmatched capability to provide the Town of Southwest Ranches with innovative, proven solutions aligned with its sustainability ambitions. With national experts in materials management embedded in every aspect of our operations, no one is better positioned to assist the Town of Southwest Ranches with defining, planning, and achieving its zero waste goals.

WM is on the cutting edge of innovations in materials diversion. Because of our reach and scale, we are able to ideate, collaborate, and pilot solutions that result in enhanced materials management practices nationwide.

For example, WM's [Recycle Right®](#) program leverages behavior-based studies to understand common recycling mistakes and knowledge gaps among consumers. We then developed a suite of resources to support desired recycling behaviors. By leveraging targeted, multi-media campaigns, this comprehensive program educates residents and mobilizes them to put the correct materials in their recycling bins, increasing recycling rates and reducing contamination.

Our [partnership](#) with Goodwill and Reju has resulted in the development of a state-of-the-art textile recovery facility (TRF) with the ability to sort and bale textiles according to fiber composition and color. With this infrastructure in place and plans to expand, we have been able to pilot curbside textile collection in select areas of the country, advancing textile circularity and keeping this fast-growing material stream out of the waste stream.

WM equips communities with the tools and confidence to reduce waste. Our goal is to make waste diversion inclusive, accessible, and convenient for everyone. Our materials management experts have implemented [innovative outreach](#) and education programs in partnership with local schools and community-based organizations to increase recycling participation and reduce food waste. With this experience in place, we can reduce waste and increase diversion by integrating similar programs into the Southwest Ranches community.

In nature, there is no such thing as “waste.” WM views waste as a resource and is dedicated to helping communities like Southwest Ranches derive maximum value from discarded materials.

## Introducing the WM Advisory Services Team for Southwest Ranches

### Lee Spivak, Director, (323) 388-7673 | [lsnivak@wm.com](mailto:lsnivak@wm.com)



Lee is the Director of the WM Advisory Services team. He oversees the division that implements a diverse portfolio of sustainability programs at stadiums and events as well as businesses across other WM segments. With over 15 years of experience in sustainable management solutions, Lee helps sports organizations and Fortune 500 companies design comprehensive environmental programs and sustainable supply chains. He has a keen sense for developing advanced solutions for businesses of all sizes that assist in minimizing waste and maximizing efficiencies, implementing green building practices, and implementing closed loop solutions.

His recent work experience includes material minimization and diversion efficiency initiatives, procurement analyses and supply chain management, emissions accounting and reduction plans, impact benchmarking, zero waste validations and sustainability certifications, video production, Carbon Disclosure Project and Dow Jones Sustainability Index reporting, setting science-based targets, stakeholder engagement campaigns, and corporate reporting. Prior to working for WM, Lee received an MA in International Environmental Policy from the Middlebury Institute of International Studies with a focus on energy and climate change. Lee is also a LEED AP, WELL AP, and TRUE Advisor.

### Esi Langston, (346) 334-0781 | [elangst1@wm.com](mailto:elangst1@wm.com)



Esi Langston is a Manager with WM Advisory Services, where she leads a team dedicated to supporting municipalities in advancing climate action, waste reduction, and environmental justice at the local level. With 15 years of experience in both the public and private sectors, Esi brings deep expertise in developing sustainability strategies that are community-driven, equity-focused, and operationally feasible. As the Sustainability Manager for the City of Norfolk, VA (pop. 240,000), she implemented key elements of the city's resident-authored Climate Action Plan, embedding climate equity into local policy, infrastructure planning, and program delivery. She also drafted city-level energy reduction legislation, led stakeholder engagement efforts, and developed cross-departmental strategies to reduce emissions and improve resilience.

A former member of the Urban Sustainability Directors Network and the Southeast Sustainability Directors Network, Esi is known for her collaborative, people-centered approach and her ability to turn high-level climate goals into measurable, lasting results. At WM, she has overseen the completion of several GHG emissions inventories for live sporting events and supported the corporate sustainability team with data collection and stakeholder engagement for the enterprise-wide GHG emissions inventory. She holds a BS in Environmental Science and a Master's in Environmental Economics and Sustainable Business Strategy, both from Duke University, and is a LEED Accredited Professional.

### LeeAnn Kruszynski, (708) 209-6547 | [lkruszyn@wm.com](mailto:lkruszyn@wm.com)



LeeAnn is a Sustainability Associate with WM Advisory Services, where she works closely with public sector customers to implement a wide range of sustainability initiatives that improve resident quality of life. With over a decade of experience in sustainability project management, LeeAnn specializes in crafting tailored environmental programs that address emissions reductions, biodiversity, and resource efficiency. Her expertise includes developing and executing comprehensive sustainability strategies, securing grant funding, and driving impactful change in communities.

Her recent work includes conducting baseline environmental assessments, designing and managing material minimization programs, greenhouse gas emissions inventories, and stakeholder engagement. LeeAnn has also led efforts in developing sustainability reports and disclosures, drafting municipal policy, and delivering sustainability training sessions for city staff. She holds an MS in Environmental Management and Sustainability from the Illinois Institute of Technology Stuart School of Business.

## And the Town's Local Guidance Team

### **Barbara Herrera, Southwest Ranches Government Affairs Manager**



(954) 856-7192 | [bherrera@wm.com](mailto:bherrera@wm.com)

Barbara remains as WM's government affairs liaison to the Town of Southwest Ranches. Her role includes, but is not limited to, the oversight of WM's implementation of collection and disposal services. She will continue to work collaboratively with Southwest Ranches Staff to design and implement services in accordance with contractual requirements.

Barbara has been actively involved with her South Florida customers in delivering service excellence and promoting recycling awareness in the area during her eight (8)-year tenure at WM. In her role as Government Affairs Manager, she has successfully served as the government affairs liaison and contract manager to numerous municipalities including Plantation, North Lauderdale, Parkland, and Lauderdale Lakes. Prior to joining the WM team, Barbara served as a City Clerk providing her with extensive understanding of municipal government which assists with meeting the needs of her customers.

Barbara's additional qualifications include her role as an Adjunct Professor of Political Science in South Florida universities; as well as her service as a local elected official in the City of Weston from 2001 - 2004. She graduated from Florida International University.

### **Andres Limones Cruz, Government Affairs Manager, (346) 334-0781 | [alimones@wm.com](mailto:alimones@wm.com)**



Andres serves as a key point of contact for WM Advisory Services in Florida, bringing both leadership and hands-on expertise to the role. He played a pivotal role in launching and delivering this service offering for the City of Tamarac, where he successfully guided the implementation of tailored sustainability strategies aligned with the city's goals.

Through this experience, Andres has developed a deep understanding of local government needs and the practical application of WM's consulting capabilities. His ability to navigate complex projects and foster strong working relationships makes him an invaluable asset. As a result, he is well-positioned to collaborate closely with WMNS staff, offering localized coordination, strategic guidance, and on-the-ground support to ensure the successful delivery of Advisory Services to Southwest Ranches.

Andres is a business executive with more than 12 years of client acquisition, account management and team development experience in diverse sectors. He is recognized for demonstrating a natural aptitude for client relations, as well as for strategic initiatives and innovative marketing.

Andres has demonstrated his expertise in managing comparable projects through his work on WM's city-wide service implementation in Fort Lauderdale, and the WMNS Sustainability project in Tamarac.

*2) Provide a statement of availability, including the location of any applicable local offices, management personnel, and the degree of accessibility to the Town.*

**WM National Services (WMNS) is fully committed to providing all resources required to make the Town of Southwest Ranches a stellar example of how strategic collaboration can drive meaningful progress toward zero waste. Our goal is to showcase what's possible when local leadership and WM's national expertise come together with a shared vision for sustainability.**

WM is fully committed to providing responsive, high-quality consulting services to the Town of Southwest Ranches. Our team is structured to ensure seamless communication, consistent availability, and rapid response times across all project phases.

WMNS operates from its primary location at 800 Capital St., Suite 3000 in Houston, Texas, with a network of experienced personnel — including WM Advisory Services — strategically positioned across the country. This distributed model allows us to provide responsive, localized support while drawing on the full strength of our national resources.

We maintain local offices in South Florida with personnel available to provide in-person support as needed. In addition, our nationwide consulting team includes experienced management and technical staff who are readily accessible via phone, email, and video conferencing. We will provide the Town with high quality and attentive service throughout the course of this project and look forward to the opportunity to support the Town of Southwest Ranches with our expertise and commitment to excellence.

Most of the services outlined in this proposal can be delivered remotely, ensuring efficiency and flexibility. However, when in-person coordination is beneficial, WM Advisory Services can leverage office space at WM's Southern Sanitation facility - located less than 30 minutes from the Town. This facility, the third-largest hauling district in WM, is well-equipped to support project needs and offers a convenient base for collaboration.

On the ground, our team will work closely with Barbara Herrera and Andres Limones Cruz, both of whom bring valuable regional insight and operational experience. He and Barbara work together every day, and she will complement this effort with her established Southwest Ranches staff relationships. Andres has led successful advisory engagements in Florida and will serve as a key liaison to ensure seamless coordination and execution.

Together, we aim to position Southwest Ranches as a leading example of how municipalities can achieve ambitious sustainability goals through innovation, partnership, and a shared commitment to environmental stewardship.



# E. Client References

1) Provide a list of all client contracts for similar services with other governmental entities within the last five (5) years. Include a column showing the begin date and expiration date of the services.

| Government Name        | Start Date   | End Date     |
|------------------------|--------------|--------------|
| City of Tamarac, FL    | October 2024 | October 2029 |
| City of Providence, RI | July 2025    | July 2028    |

Please refer to section B. [Qualifications and Experience](#) for further evidence of our involvement with non-governmental customers.



## F. Price

1) Provide a lump-sum price proposal for Phase I, including subtotals for each deliverable.

| <u>Pricing</u> |                    | <u>Hours</u> |
|----------------|--------------------|--------------|
| Task 1:        | \$18,145.00        | 142          |
| Task 2:        | \$9,915.00         | 84           |
| Task 3:        | \$6,195.00         | 52           |
| Task 4:        | \$15,590.00        | 131          |
| Task 5:        | \$19,625.00        | 163          |
| <b>Total:</b>  | <b>\$69,466.00</b> | <b>572</b>   |

2) Provide an hourly rate for additional as-needed consultant services not included in Phase I.

A breakdown of fully-burdened hourly costs for additional support services not outlined in Phase I is detailed below. Please note that the below rates do not include travel costs.

| <u>Title</u> | <u>Function</u>  | <u>Hourly Rate</u> |
|--------------|--|--------------------|
| Analyst      | Administrative, research, data analysis/synthesis, QA/QC, other support tasks as needed  | \$110.00           |
| Associate    | Client point of contact. Prepares reports, delivers presentations, facilitates meetings, responds to client requests, maintains project momentum | \$130.00           |
| Manager      | Provides strategic thought partnership and guidance. Completes final deliverable reviews   | \$160.00           |

3) Use attached Price Proposal Form to summarize these figures. Attach a complete price breakdown as a part of this proposal section.

Please refer to the above price breakdown.

## Proposed Agreement Considerations

WM has extensive experience in providing services such as these and has developed a form of agreement tailored to these services. The form agreement is attached with WM's RFP response. WM's expectation is that any services would be pursuant to this form agreement, or pursuant to a negotiated contract on substantially similar terms and conditions.

Our WMNS Consulting Service Agreement Template follows for your review.



## G. Value-Added Capabilities

**Only WM offers the unparalleled advantage of uniting deep local operational knowledge with nationally recognized advisory expertise - all under one roof.**

Our WM Advisory Services team brings strategic insight and proven methodologies to the table, while our firsthand experience with Southwest Ranches' collection and disposal operations ensures that every recommendation is grounded in practical, real-world understanding. This synergy is further strengthened by our long-standing, trusted relationships with Town staff, enabling seamless collaboration and alignment with your goals.

This integrated approach — combining consulting, operations, and local partnership - is something only WM can deliver. It represents a truly invaluable and quantifiable advantage for the Town, positioning Southwest Ranches to lead by example in sustainable waste management and zero waste innovation.

*1) Describe any additional services or capabilities available to clients.*

### A closer look at WM's Sustainability Efforts

WM has played an integral role in our communities for decades, enabling sustainability progress for businesses and cities. With hundreds of facilities across North America, we provide a range of environmental solutions to municipal, residential, and corporate customers of all sizes — from mom-and-pop shops to some of the largest brands in the world — and operate our business with the highest standards. Our breadth, scale, and expertise uniquely position WM to provide unparalleled service and insight to our customers.

As communities such as yours seek to advance their own sustainability journey, having access to experts in environmental and sustainability services is critical to their progress. In the attached sustainability report, you can read how we are working with a broad range of customers to activate solutions today, including film recycling for plastic bags, measuring value chain greenhouse gas (GHG) emissions and impacts, and unlocking the value of organics to improve community biogas renewable energy production.

WM's success is linked to our team of ~61,700 employees. We have industry-leading, robust sustainability goals related to our people that will continue to drive the business forward. We design our workplace, benefits, and development programs to support employee safety, inclusion, wellness, and growth. In the Our People section, you will read about how we invested in making our operations safer for workers using state-of-the-art automation technology, led targeted training and development programs to build skills and competencies, and supported diversity in our workforce by cultivating an environment that is welcoming and supportive to all people.



To view WM's 2024 Sustainability Report, scan the above QR code or visit [sustainability.wm.com](https://sustainability.wm.com)

With sustainability at the center of everything we do, we feel prepared for today and the future. After reading the progress and achievements detailed in our 2024 Sustainability Report available at [sustainability.wm.com](https://sustainability.wm.com), we believe you will feel the same.

**WM's Sustainability Report now houses detailed information and data related to our Environmental, Social and Governance (ESG) performance. Our ESG Resource Hub can be viewed at [sustainability.wm.com/esg-hub](https://sustainability.wm.com/esg-hub).**

## The Evolution of WM Advisory Services

**WM's local Account Executive, Andres Limones Cruz, recognized a neighboring City's environmental stewardship goals and introduced WM's Advisory Services as a resource. By providing the expertise and resources to support the development of a comprehensive sustainability program, these advisory services elevate WM beyond just a garbage company – we are a committed collaborator for environmental solutions.**

WM is more than just managing waste. We are industry leaders helping organizations achieve their sustainability goals. WM Advisory Services is a division of WM National Services that provides a wide array of sustainability advisory and implementation solutions. With experienced materials management professionals and former government sustainability staff among our group of experts, the WM Advisory Services team helps to advance organizations along their path to sustainability by leveraging deep understanding of the complex needs and environmental impacts of our public sector customers. Refer to the following graphic to learn more about our services for public sector customers.

WM is well-positioned to offer consulting services to the Town of Southwest Ranches to support and enhance the City's sustainability efforts. The Town of Southwest Ranches would be among the pioneering municipalities to tap WM resources that have a successful track record of delivering world-class sustainability consulting services to highly complex organizations.



## Public Sector

# Advisory Services

Helping to build thriving communities by supporting efforts to embed waste diversion, strategy development, stakeholder engagement, and environmental impact management into government operations.



### ✕ Materials Management Consulting

- Analyzing operations in an effort to increase landfill diversion
- Supporting procurement efforts aligned with sustainability goals
- Helping to minimize the impacts of special events

### ✕ Strategy & Policy Development

- Guiding prioritization assessments
- Developing sustainability-related goals with roadmaps to help advance measurable impact
- Embedding sustainability-related commitments into operations

### ✕ Communications & Reporting

- Preparing reports that highlight environmental impact and sustainability-related achievements
- Tracking sustainability KPIs to measure progress
- Developing tools to share progress with stakeholders

### ✕ Stakeholder Engagement Support

- Creating training tools designed to streamline operations and elevate employee skillsets
- Providing support for cross-departmental communications
- Strengthening resident and business engagement

### ✕ Greenhouse Gas Reduction Support

- Helping to baseline GHG emissions
- Developing potential GHG emissions reduction roadmaps and strategies
- Creating customizable impact dashboards for real-time monitoring and data-driven decision-making

## Get in Touch



**LeeAnn Kruszynski**  
Associate  
Lkruszyn@wm.com



**Esi Langston**  
Manager  
Elangst1@wm.com



**Lee Spivak**  
Director  
lspivak@wm.com

Learn more about WM Advisory Services [here](#)



Every choice we make during the planning for the WM Phoenix Open – the most-attended golf tournament in the world – affects our claim to the title of

## "THE GREENEST SHOW ON GRASS."

### WM'S SUSTAINABILITY AMBITIONS

Energy is **RENEWABLE**

We're innovating for climate progress.



Communities are **THRIVING**

We're empowering people to live sustainably.



Material is **REPURPOSED**

We're reimagining a circular economy.



The Thunderbirds, WM, and the tournament's stakeholders coordinate to align with WM's sustainability ambitions related to renewable energy, thriving communities, and repurposing materials. We make every effort to use the WM Phoenix Open's platform to drive industry leadership, demonstrate how other organizations can improve their impacts, and support our incredible community with thoughtful environmental priorities.





## H. Exceptions

WM, our Florida team, those from both WM Advisory Services and WM Southern Sanitation, and all the WM professionals who would provide services to Southwest Ranches want to reiterate our commitment to you - that WM is prepared to meet the service expectations for the Zero Waste Consultant (RE-ISSUE) RFP No: 25-22. We aim to strengthen community ties and business relationship by implementing this proposal. We offer the following exceptions and clarifications for your consideration and possible future negotiations.

*1) Detail any exceptions to this RFP and/or the sample agreement attached.*

**Waste Management National Services, Inc. (“Company” or “Contractor”)  
RFP Exception Sheet in connection with Town of Southwest Ranches, Florida (“Town” or  
“Customer”) Request for Proposals No: 25-22**

WM wants to reiterate our commitment to you - that WM is prepared to meet the service expectations for your RFP. We aim to strengthen community ties and our business relationship by implementing the services outlined in this proposal. We offer the following exceptions and clarifications for your consideration and future negotiations. Company takes and seeks acceptance by the Town of the following exceptions and clarifications, to be incorporated by mutual agreement during negotiation of the agreement. Any services provided by Company shall be performed pursuant to mutually agreed terms and conditions.

| Page # | Section  | Description of Exception   |
|--------|--|--|
| 8      | Paragraph 2.9, Rules; Regulations; Licensing Requirements (RFP)                                    | Since Executive Order 11246 has been revoked, delete the language at the end of the second sentence, so that the sentence reads, “Proposer is presumed to be familiar with all federal, state and local laws, ordinances, codes and regulations which may in any way affect the services offered.” |
| 8      | Paragraph 2.10, Contract Award (RFP)   | Modify the language at the bottom of page 8 so that Contractor is notified of and consents to any change in insurance requirements.  |
| 10, 61 | Paragraph 2.17, Indemnification (RFP) and Section 9, Indemnification (Draft Contract)              | Modify the indemnification language so that there is no obligation to indemnify the Town for the Town’s own negligent or wrongful conduct.   |
| 10, 64 | Paragraph 2.22, Remedies for Breach (RFP) and Section 17.C, Termination for Cause (Draft Contract) | The right to terminate for cause should be mutual and include a right for Contractor to terminate the contract for cause in the event of the Town’s uncured breach of contract.  |

| Page # | Section  | Description of Exception   |
|--------|--|--|
| 12     | Section 2.25, Insurance Requirements (RFP)   | The Contractor's insurance policies contain confidential and proprietary information; therefore, copies of the policies themselves will not be required to be submitted. The Contractor will supply a Certificate of Insurance.  |
| 52     | H. Equal Employment Opportunity (RFP)  | Since Executive Order 11246 has been revoked, delete the first sentence.   |
| 56, 62 | Section 1.2, Scope of Services (Draft Contract) and Section 15, Manner of Performance (Draft Contract) | <p>Revise the contract to include and be consistent with the following:</p> <ol style="list-style-type: none"> <li>1. WASTE CHARACTERIZATION SERVICES. If WM provides waste characterization services, Customer shall certify to WM that the information supplied by Customer regarding its waste shall be true, correct, complete and accurate. Customer shall be solely and strictly liable for any damages, expenses, costs or losses arising from inaccuracies in the information supplied by Customer. WM will not sign any generator documentation, including, but not limited to, Profile Sheets or manifests.</li> <li>2. WM WARRANTY. THE SERVICES, RECOMMENDATIONS AND/OR ADVICE PROVIDED TO CUSTOMER BY WM HEREUNDER WILL BE PREPARED, PERFORMED AND RENDERED IN ACCORDANCE WITH PROCEDURES, PROTOCOLS AND PRACTICES GENERALLY ACCEPTED IN WM'S INDUSTRY FOR USE IN SIMILAR ASSIGNMENTS. It is WM's intent that the conclusions, opinions and recommendations presented hereunder be used as guidance and not necessarily as a firm course of action. With respect to such Services, WM neither makes, nor offers, nor shall WM be liable to Customer for any WARRANTIES, REPRESENTATIONS OR CONDITIONS, EXPRESSED OR IMPLIED, INCLUDING WITHOUT LIMITATION, WARRANTIES, REPRESENTATIONS OR CONDITIONS AS TO MARKETABILITY, MERCHANTABILITY OR FITNESS FOR A PARTICULAR PURPOSE. The recommendations, opinions and advice from WM are not guaranteed nor shall WM be liable for Customer's or any other party's reliance upon such recommendations, opinions or advice. The information provided by WM is not and is not to be construed as legal, architectural, compliance, design professional, or engineering advice. WM assumes no liability for such information, opinions or advice being in compliance with any laws, regulations or statutes that may be applicable to the work Customer is or should be undertaking.</li> <li>3. CUSTOMER WARRANTY. Customer shall be solely and strictly liable for any damages, expenses, costs or losses arising from inaccurate or incomplete information supplied by Customer. Data results will depend on the information provided by the Customer and its stakeholders. Customer shall comply with all applicable statutes, ordinances, laws, orders, rules and regulations applicable to waste generators and to Customer's performance of its obligations under</li> </ol> |

| Page # | Section  | Description of Exception   |
|--------|--|--|
|        |  | this Agreement. Customer shall provide WM, its employees and subcontractors a safe work environment for Services performed on any premises owned or controlled by Customer. To the extent there is a spill or leak onto the ground or into the water, air, sewage, drainage, subsurface, or other location due to Customer's waste, Customer shall be liable for the cost of the spill or leak, in addition to all costs of whatever kind or nature associated with the cleanup, including penalties, fines, citations, and litigation costs and damages as a result of any such spill or leak.  |
| 57     | Section 2.5, Term of this Contract and Contract Time (Draft Contract)  | The option to renew should be made contingent upon the mutual agreement of both parties.   |
| 61, 67 | Section 6, Copyrights and Patents (Draft Contract) and Section 31.A, Ownership of Documents (Draft Contract) | Add language to clarify that Consultant owns and continues to own its intellectual property. All Contractor intellectual property, whether preexisting or developed in the course of providing services, remains the sole and exclusive property of Contractor. All right, title and interest to the underlying intellectual property and data incorporated into or set forth in any reports, studies, analyses, memoranda and related data and material prepared during the performance of the contract shall be retained by Contractor. Contractor is open to granting reasonable license rights to the Town if and as required in connection with the services provided under the contract. |
| 62, 64 | Section 14, Funding (Draft Contract) and Section 17.D, Termination for Lack of Funds (Draft Contract)        | Include a right for the Contractor to terminate the contract if the Town fails to appropriate funds and/or funds become unavailable to finance the work under the contract.  |
| 63-64  | Section 17.B, Termination for Convenience (Draft Contract)   | The right to terminate for convenience should be made mutual.  |
| 68     | Section 31.E, Materiality and Waiver of Breach (Draft Contract)  | The waiver language should be made mutual.   |
|        | Additional Provision, Consequential Damages  | Include language in the draft contract that neither party shall be liable to the other for incidental, special, consequential, or punitive damages.  |
|        | Additional Provision, Limitation of Liability  | Add language limiting the contractor's liability to the amount paid by Town for the services provided pursuant to the RFP. In no event shall Contractor be liable to the Town for any amount in excess of the amount received by Contractor for the Services rendered under the contract.  |



## Conclusion

Waste Management National Services, Inc. (WMNS) and Waste Management Inc. of Florida (WMIF) are longtime environmental solutions providers. We have delivered reliable waste and recycling advisory services for many years. You are familiar with our company, we have introduced our Advisory Services team and laid out our professional approach for a Zero Waste Consultant based on RFP No: 25-22. WM is qualified and committed to the opportunity to work with you for professional services for sustainability projects.

We have fulfilled the individual tenets and each requirement of your RFP and have organized this proposal in response to each element outlined. Below summarizes how WM meets or exceeds each of the Town's criteria.

### Qualifications and Experience

WM Advisory Services brings decades of experience supporting municipalities across North America in achieving their sustainability goals. Our team combines national consulting expertise with local operational knowledge, including established relationships with Southwest Ranches staff and a deep understanding of the Town's current waste management systems.

### Task and Deliverables Outline

We will conduct a comprehensive review of the Town's waste generation, diversion, and disposal practices, benchmark against peer communities, and recommend zero waste initiatives tailored to local needs. Deliverables include policy recommendations, grant research, a robust community engagement plan, and a final Zero Waste Implementation Plan with a clear timeline and measurable goals — all to be completed within six months.

### Resources and Availability

WM is committing all resources needed for this project. Our team is strategically located across the country and supported by WM's Southern Sanitation facility, located less than 30 minutes from the Town. This proximity allows for both remote and in-person collaboration, ensuring responsive and flexible service delivery.

### Client References

WM has successfully delivered similar advisory services to municipalities such as the City of Tamarac, where our team is leading the development and implementation of customized sustainability strategies. Additional references have also been provided.

### Price

Our proposal includes a competitive pricing structure with a base cost including one Town Council presentation. Pricing for additional presentations to staff or advisory boards will be provided upon request.

### Value-Added Capabilities

What sets WM apart is our ability to integrate consulting, operations, and local insight under one umbrella. This unique combination ensures that our recommendations are not only strategic but also

practical and implementable - delivering measurable value and positioning Southwest Ranches as a model for zero waste leadership.

We believe this to be a significant contract for both Southwest Ranches and WM. We have studied your priorities, what you aim to achieve, and the Town's commitment to sustainability. WM is highly qualified to provide tailored advisory services.

Secondly, we are committed to strengthening our current relationship through this project. We have already shown ourselves to be dependable in our current and past agreements. We have the resources to make needed adjustments, when necessary, to facilitate continued satisfaction of your Town Staff. WM intends to be an active collaborator.

WM Advisory Services' expertise and experience in delivering quality sustainability consulting services will support your community's long term zero waste goals and the City's commitments to create a more resilient community for generations of Southwest Ranches residents.

**WM is dedicated to being the best provider of environmental solutions for the Town of Southwest Ranches now and in the future.**





# Forms

## Offeror's Qualification Statement

TOWN OF SOUTHWEST RANCHES, FLORIDA  
ZERO WASTE CONSULTANT  
RFP NO. 25-22 (RE-ISSUE)

### OFFEROR'S QUALIFICATION STATEMENT

[Please print clearly]

NAME: Waste Management National Services, Inc.

ADDRESS: 800 Capital St., Suite 3000, Houston, TX 77002

FEIN: 760686861

LICENSE NUMBER: \_\_\_\_\_ STATE OR COUNTY: \_\_\_\_\_

LICENSE TYPE: \_\_\_\_\_  
(Attach copy of license)

LICENSE LIMITATIONS, IF ANY: \_\_\_\_\_  
(Attach a separate sheet, if necessary)

LICENSEE SIGNATURE: \_\_\_\_\_

LICENSEE NAME: \_\_\_\_\_

PROPOSER'S SIGNATURE: \_\_\_\_\_

PROPOSER'S NAME: Lee Spivak

PROPOSER'S ADDRESS: 800 Capital St., Suite 3000 Houston, TX 77002

PROPOSER'S PHONE NUMBER: Office: \_\_\_\_\_ Cell: 323-388-7673

PROPOSER'S EMAIL ADDRESS: lspivak@wm.com

By: Waste Management National Services Inc.

Waste Management National Services Inc.  
Name of Corporation/Entity

800 Capital St., Suite 3000, Houston, TX 77002  
Address of Corporation/Entity

Signature of President or Authorized Principal

By: Eric Dixon

Title: Vice President, Sustainability and Environmental Solutions  
(If the Proposer is a Corporation, affix corporate seal)

## Price Proposal Form

TOWN OF SOUTHWEST RANCHES, FLORIDA  
ZERO WASTE CONSULTANT  
RFP NO. 25-22 (RE-ISSUE)

### PRICE PROPOSAL FORM

The Town will accept sealed proposals from qualified consultants to provide Zero Waste Consultant services. This solicitation aligns with the Town's broader commitment to sustainability and community-driven solutions and seeks a consultant who can help translate the Town's vision into actionable Zero Waste programs, education, and policy initiatives.

As part of the scope, the selected consultant shall prepare a comprehensive Zero Waste Implementation Plan, to be completed and presented to Town staff, Town Council and the Zero Waste Advisory Board within six (6) months of the award date.

Proposals shall include all associated costs, including professional fees, insurance, and any materials or resources necessary to perform the required services, as well as pricing for a minimum of one Town Council presentation and hourly rates for additional services to be activated at the Town's request.

The undersigned hereby submits the following cost proposal:

**A. Proposal Price (Turnkey – All-Inclusive Price for entirety of Phase I as detailed herein)**

\$ 69,466

**B. Hourly Rate(s) for Additional Consulting Services (Phase II)**  
*(only if activated in writing by the Town via contract addendum)*

Hourly Rate: \$ 130.00 / hour  
*(attach additional position rates as applicable)*

I have attached a **detailed breakdown of this price proposal**, prepared in accordance with the specifications herein (ref Section 4: Proposal Format, item "F").

**Check one:**

- ☒ Yes (detailed price proposal attached)  
☐ No (detailed price proposal not attached)

Note – Rates for Additional Professional Services

If it should become necessary for the Town of Southwest Ranches to request the Consultant to render any additional services to supplement those requested in this RFP, such additional work shall only be performed if set forth in an addendum to the contract between the Town and the Consultant. Any such additional work agreed to between the parties shall be performed at the same hourly rates set forth in the final negotiated agreement.

Proposer Name: Waste Management National Services Inc.

Authorized Representative (Print): Eric Dixon, Vice President, Sustainability and Environmental Solutions

Signature: 

Date: October 13, 2025

## Disclosure of Ownership Interest Affidavit

TOWN OF SOUTHWEST RANCHES, FLORIDA  
ZERO WASTE CONSULTANT  
RFP NO. 25-22 (RE-ISSUE)

### DISCLOSURE OF OWNERSHIP INTEREST AFFIDAVIT

**TO: TOWN OF SOUTHWEST RANCHES  
OFFICIALLY DESIGNATED REPRESENTATIVE**

**STATE OF FLORIDA  
COUNTY OF Harris, TX**

BEFORE ME, the undersigned authority, this day personally appeared Eric Dixon, hereinafter referred to as "Affiant," who being by me first duly sworn, under oath, deposes and states as follows:

1. Affiant appears herein as:

an individual or

✓ the Vice President, Sustainability and Environmental Solutions of Waste Management National Services Inc.

[position—e.g., sole proprietor, president, partner, etc.] [name & type of entity—e.g., ABC Corp., XYZ Ltd. Partnership, etc.]. The Affiant or the entity the Affiant represents herein seeks to do business with the Town of Southwest Ranches through its the Town Council.

2. Affiant's address is: 800 Capital St., Suite 3000, Houston, TX 77002

3. Attached hereto as Exhibit "A" is a complete listing of the names and addresses of every person or entity having a five percent (5%) or greater interest in the Affiant's corporation, partnership, or other principal. Disclosure does not apply to profit corporations, government agencies, or to an individual's or entity's interest in any entity registered with the Federal Securities Exchange Commission or registered pursuant to Chapter 517, Florida Statutes, whose interest is for sale to the general public.

4. Affiant acknowledges that this Affidavit is given to comply with the Town of Southwest Ranches' policy, and will be relied upon by the Town of Southwest Ranches. Affiant further acknowledges that he or she is authorized to execute this document on behalf of the entity identified in paragraph one, if any.

5. Affiant further states that Affiant is familiar with the nature of an oath and with the penalties provided by the laws of the State of Florida for falsely swearing to statements under oath.

**[Signatures on next page]**

TOWN OF SOUTHWEST RANCHES, FLORIDA  
ZERO WASTE CONSULTANT  
RFP NO. 25-22 (RE-ISSUE)

6. Under penalty of perjury, Affiant declares that Affiant has examined this Affidavit and to the best of Affiant's knowledge and belief it is true, correct and complete.

*AFFIANT FURTHER SAYETH NAUGHT.*



Affiant

Eric Dixon

(Print Affiant Name)

The foregoing instrument was acknowledged before me by means of

☐ physical presence or ☒ online notarization,

this 7 day of October, 2025,

by Eric Dixon (name of person acknowledging).



Lucrecia E. Zamora

Notary Public

Lucrecia Zamora

(Print Notary Name)

State of Texas at Large

My Commission Expires: 11-24-2026

TOWN OF SOUTHWEST RANCHES, FLORIDA  
ZERO WASTE CONSULTANT  
RFP NO. 25-22 (RE-ISSUE)

**Disclosure of Ownership Interests**

Affiant must identify all entities and individual's owning five percent (5%) or more ownership interest in Affiant's corporation, partnership or other principal, if any. Affiant must identify individual owners. For example, if Affiant's principal is wholly or partially owned by another entity, such as a corporation, Affiant must identify the other entity, its address, and the individual owners of the other entity. Disclosure does not apply to any nonprofit corporation, government agency, or to an individual's or entity's interest in any entity registered with the Federal Securities Exchange Commission or registered pursuant to Chapter 517, Florida Statutes, whose interest is for sale to the general public.

**Name**

**Address**

**Waste Management National Services Inc.:**  
Waste Management National Services Inc., is a Delaware corporation with its principal place of business at 800 Capital St., Suite 3000, Houston, TX 77002, and is a wholly owned subsidiary of Waste Management Holdings, Inc.

**Waste Management Holdings, Inc.:**  
Waste Management Holdings, Inc., is a Delaware corporation with its principal place of business at 800 Capitol St., Suite 3000, Houston, TX 77002, and is a wholly owned subsidiary of Waste Management, Inc.

**Waste Management, Inc.:**  
Waste Management, Inc., is a Delaware corporation with its principal place of business at 800 Capitol St., Suite 3000, Houston, TX 77002.

**Please see Waste Management Inc.'s latest Proxy Statement filed with the United States Securities and Exchange Commission.**

## Drug Free Workplace

TOWN OF SOUTHWEST RANCHES, FLORIDA  
ZERO WASTE CONSULTANT  
RFP NO. 25-22 (RE-ISSUE)

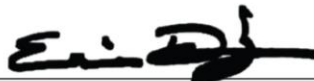
### DRUG FREE WORKPLACE

Proposer must certify that they will provide a drug-free workplace. In order to have a drug-free workplace program, a business shall:

- 1) Publish a statement notifying employees that the unlawful manufacture, distribution, dispensing, possession, or use of a controlled substance is prohibited in the workplace and specifying the actions that will be taken against employees for violations of such prohibition.
- 2) Inform employees about the dangers of drug abuse in the workplace, the business's policy of maintaining a drug-free workplace, any available drug counseling, rehabilitation, and employee assistance programs, and the penalties that may be imposed upon employees for drug abuse violations.
- 3) Give each employee engaged in providing the commodities or contractual services that are under Proposal a copy of the statement specified in subsection (1).
- 4) In the statement specified in subsection (1), notify the employees that, as a condition of working on the commodities or contractual services that are under Proposal, the employee will abide by the terms of the statement and will notify the employer of any conviction of, or plea of guilty or nolo contendere to, any violation of Chapter 893 or of any controlled substance law of the United States or any state, for a violation occurring in the workplace no later than five (5) days after such conviction or plea.
- 5) Impose a sanction on (or require the satisfactory participation in a drug abuse assistance or rehabilitation program, if such is available in the employee's community), any employee who is so convicted or takes a plea.
- 6) Make a good faith effort to continue to maintain a drug-free workplace through implementation of this section.

As the person authorized to sign the statement, I certify that this firm complies fully with the above requirements.

PROPOSER'S SIGNATURE: \_\_\_\_\_



Eric Dixon, Vice President, Sustainability and Environmental Solutions

PROPOSER FIRM: Waste Management National Services Inc.

## Sworn Statement Pursuant To Section 287.133(3)(A) Florida Statutes On Public Entity Crimes

TOWN OF SOUTHWEST RANCHES, FLORIDA  
ZERO WASTE CONSULTANT  
RFP NO. 25-22 (RE-ISSUE)

### SWORN STATEMENT PURSUANT TO SECTION 287.133(3)(a) FLORIDA STATUTES ON PUBLIC ENTITY CRIMES

THIS FORM MUST BE SIGNED AND SWORN TO IN THE PRESENCE OF A NOTARY  
PUBLIC OR OTHER OFFICIAL AUTHORIZED TO ADMINISTER OATHS.

1. This sworn statement is submitted to the Town of Southwest Ranches  
by Eric Dixon, Vice President, Sustainability and Environmental Solutions  
for Waste Management National Services Inc.  
whose business address is 800 Capital St., Suite 3000, Houston, TX 77002

and (if applicable) its Federal Employer Identification Number (FEIN) is 76-0686861

2. I understand that a “public entity crime” as defined in Paragraph 287.133(1)(g), Florida Statutes, means a violation of any state or federal law by a person with respect to and directly related to the transaction of business with any public entity or with an agency or political subdivision of any other state or with the United States, including, but not limited to, any bid, proposal, reply or contract for goods or services, any lease for real property, or any contract for the construction or repair of a public building or public work, involving antitrust, fraud, theft, bribery, collusion, racketeering, conspiracy, or material misrepresentation.

3. I understand that “convicted” or “conviction” as defined in Para. 287.133(1) (b), Florida Statutes, means a finding of guilt or a conviction of a public entity crime, with or without an adjudication of guilt, in any federal or state trial court of record relating to charges brought by indictment or information after July 1, 1989, as a result of a jury verdict, non-jury trial, or entry of a plea of guilty or nolo contendere.

4. I understand that an “affiliate” as defined in Para. 287.133(1) (a), Florida Statutes, means:

(i). A predecessor or successor of a person convicted of a public entity crime; or

(ii). An entity under the control of any natural person who is active in the management of the entity and who has been convicted of a public entity crime. The term “affiliate” includes those officers, directors, executives, partners, shareholders, employees, members, and agents who are active in the management of an affiliate. The ownership by one person of shares constituting a controlling interest in another person, or a pooling of equipment or income among persons when not for fair market value under an arm’s length agreement, shall be a prima facie case that one person controls another person. A person who knowingly enters into a joint venture with person who has been convicted of a public entity crime in Florida during the preceding 36 months shall be considered an affiliate.

TOWN OF SOUTHWEST RANCHES, FLORIDA  
ZERO WASTE CONSULTANT  
RFP NO. 25-22 (RE-ISSUE)

5. I understand that a "person" as defined in Para. 287.133(1)(e), Florida Statutes, means any natural person or entity organized under the laws of any state or of the United States with the legal power to enter into a binding contract and which Proposals or applies to Proposal on contracts for the provision of goods or services let by a public entity, or which otherwise transacts or applies to transact business with a public entity. The term "person" includes those officers, directors, executives, partners, shareholders, employees, members, and agents who are active in management of an entity.

6. The statement which I have marked below is true in relation to the entity submitting this sworn statement. (Indicate which statement applies.)

☒ Neither the entity submitting this sworn statement, nor any of its officers, directors, executives, partners, shareholders, employees, members, or agents who are active in the management of the entity, nor any affiliate of the entity has been charged with and convicted of a public entity crime subsequent to July 1, 1989.

☐ The entity submitting this sworn statement, or one or more of its officers, directors, executives, partners, shareholders, employees, members, or agents who are active in the management of the entity, or an affiliate of the entity has been charged with and convicted of a public entity crime subsequent to July 1, 1989.

However, there has been a subsequent proceeding before a Hearing Officer of the State of Florida, Division of Administrative Hearings and the Final Order entered by the Hearing Officer of the State of Florida, Division of Administrative Hearings and the Final Order entered by the Hearing Officer determined that it was not in the public interest to place the entity submitting this sworn statement on the convicted vendor list. (Attach a copy of the final order)

I UNDERSTAND THAT THE SUBMISSION OF THIS FORM TO THE CONTRACTING OFFICER FOR THE PUBLIC ENTITY IDENTIFIED IN PARAGRAPH 1 (ONE) ABOVE IS FOR THAT PUBLIC ENTITY ONLY AND, THAT THIS FORM IS VALID THROUGH DECEMBER 31 OF THE CALENDAR YEAR IN WHICH IT IS FILED. I ALSO UNDERSTAND THAT I AM REQUIRED TO INFORM THE PUBLIC ENTITY PRIOR TO ENTERING INTO A CONTRACT IN EXCESS OF THE THRESHOLD AMOUNT PROVIDED IN SECTION 287.017, FLORIDA STATUTES, FOR CATEGORY TWO, OF ANY CHANGE IN THE INFORMATION CONTAINED IN THIS FORM.

[Signatures on next page]

TOWN OF SOUTHWEST RANCHES, FLORIDA  
ZERO WASTE CONSULTANT  
RFP NO. 25-22 (RE-ISSUE)

PROPOSER: Waste Management National Services Inc.

By: 

Eric Dixon

(Printed Name)

Vice President, Sustainability and Environmental Solutions

(Title)

The foregoing instrument was acknowledged before me by means of

☐ physical presence or ☒ online notarization,

this \_\_\_ day of October, 2025,

by Eric Dixon (name of person acknowledging).

Notary Public - State of Texas

Lucrecia E. Zamora

Notary Signature

My Commission Expires 11/24/2026



(Printed, typed, or stamped commissioned name of notary public)

## Non-Collusion Affidavit

TOWN OF SOUTHWEST RANCHES, FLORIDA  
ZERO WASTE CONSULTANT  
RFP NO. 25-22 (RE-ISSUE)

### NON-COLLUSION AFFIDAVIT

State of Texas ) ss:

County of Harris )

Eric Dixon being first duly sworn deposes and says that:

- (1) He/She is the Vice President, Sustainability and Environmental Solutions (Owner, Partner, Officer, Representative or Agent) of Waste Management National Services Inc., the proposer that has submitted the attached Proposal;
- (2) He/She is fully informed with respect to the preparation and contents of the attached Proposal and of all pertinent circumstances respecting such Proposal;
- (3) Such Proposal is genuine and is not a collusive or sham Proposal;
- (4) Neither the said Proposer nor any of its officers, partners, owners, agents, representatives, employees or parties in interest, including this affiant, have in any way colluded, conspired, connived or agreed, directly or indirectly, with any other proposer, firm, or person to submit a collusive or sham Proposal in connection with the Work for which the attached Proposal has been submitted; or to refrain from bidding in connection with such Work; or have in any manner, directly or indirectly, sought by agreement or collusion, or communication, or conference with any proposer, firm, or person to fix any overhead, profit, or cost elements of the Proposal or of any other proposer, or to fix any overhead, profit, or cost elements of the Proposal price or the Bid price of any other proposer, or to secure through any collusion, conspiracy, connivance, or unlawful agreement any advantage against (Recipient), or any person interested in the proposed Work; and
- (5) The price or prices quoted in the attached Proposal are fair and proper and are not tainted by any collusion, conspiracy, connivance, or unlawful agreement on the part of Proposer or any other of its agents, representatives, owners, employees or parties in interest, including this affiant.

[Signatures on next page]

TOWN OF SOUTHWEST RANCHES, FLORIDA  
ZERO WASTE CONSULTANT  
RFP NO. 25-22 (RE-ISSUE)

By: 

Eric Dixon

(Printed Name)

Vice President, Sustainability and Environmental Solutions

(Title)

The foregoing instrument was acknowledged before me by means of

☐ physical presence or ☒ online notarization,

this \_\_\_ day of October, 2025,

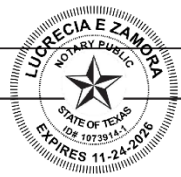
by Eric Dixon (name of person acknowledging).

Notary Public - State of Texas

Lucrecia E. Zamora

Notary Signature

My Commission Expires 11/24/2026



(Printed, typed, or stamped commissioned name of notary public)

**Certificate of Authority (If Individual / Sole Proprietor) – N/A**

**Certificate of Authority (If Partnership) – N/A**

## Certificate of Authority - Corporation

DocuSign Envelope ID: 1EB26C3A-F7DE-4683-B4E1-D7D1B5804378

TOWN OF SOUTHWEST RANCHES, FLORIDA  
ZERO WASTE CONSULTANT  
RFP NO. 25-22 (RE-ISSUE)

### CERTIFICATE OF AUTHORITY (If Corporation or Limited Liability Company)

State of Texas )  
 ) ss:  
County of Harris )

#### by written consent

I HEREBY CERTIFY that a ~~meeting~~ of the Board of Directors of a corporation or authorized representatives of a Limited Liability Company existing under the laws of the State of Delaware, held on October 6, 2025, the following resolution was duly passed and adopted:

#### Vice President

“RESOLVED, that Eric Dixon, as ~~President~~ of the Corporation or authorized representative of a Limited Liability Company, be and is hereby authorized to execute the Proposal dated, Zero Waste Consultant REISSUE October 9, 2025, to the Town of Southwest Ranches and this Corporation or Limited Liability Company and his execution thereof, attested by the Secretary of the Corporation or Limited Liability Company, and with the Corporate Seal affixed, shall be the official act and deed of this Corporation or Limited Liability Company.”

I further certify that said resolution is now in full force and effect.

IN WITNESS WHEREOF, I have hereunto set my hand and affixed the official seal of the Corporation or

Limited Liability Company this 6th day of October, 2025.

DocuSigned by:  
  
9E0CD492EBBC4D1

Secretary:  
**Courtney A. Tippy**  
(SEAL)

PROPOSER FIRM: Waste Management National Services Inc.

**CERTIFICATE OF AUTHORITY (If Joint Venture) – N/A**

## Governmental Contact Information

TOWN OF SOUTHWEST RANCHES, FLORIDA  
ZERO WASTE CONSULTANT  
RFP NO. 25-22 (RE-ISSUE)

### GOVERNMENTAL CONTACT INFORMATION

Please list name of agency, address, phone number, contact person and email of any other Governmental Agencies or Quasi-governmental agencies for which you have conducted business on similar project within the past five years.

| NAME OF AGENCY               | ADDRESS                                   | PHONE NUMBER      | CONTACT PERSON & EMAIL                       |
|------------------------------|---|-------------------|--|
| Government of Tamarac, FL    | 7525 NW 88th Ave,<br>Tamarac, FL 33321    | (954)<br>597-3718 | Vanessa Charry<br>Vanessa.Charry@tamarac.gov |
| Government of Providence, RI | 25 Dorrance Street<br>Providence RI 02903 | (401)<br>680-5000 |  |
|                              |   |                   |  |
|                              |   |                   |  |
|                              |   |                   |  |
|                              |   |                   |  |

Proposer's Firm: Waste Management National Services Inc.

## Anti-Lobbying Certification

TOWN OF SOUTHWEST RANCHES, FLORIDA  
ZERO WASTE CONSULTANT  
RFP NO. 25-22 (RE-ISSUE)

### ANTI-LOBBYING CERTIFICATION

Pursuant to the requirements of the Byrd Anti-Lobbying Amendment (31 U.S.C. § 1352) and applicable State of Florida lobbying regulations, the undersigned hereby certifies, to the best of his or her knowledge and belief, that:

1. No Federal appropriated funds have been paid or will be paid, by or on behalf of the undersigned, to any person for influencing or attempting to influence an officer or employee of an agency, a Member of Congress, an officer or employee of Congress, or an employee of a Member of Congress in connection with the awarding of any Federal contract, the making of any Federal grant, the making of any Federal loan, the entering into of any cooperative agreement, and the extension, continuation, renewal, amendment, or modification of any Federal contract, grant, loan, or cooperative agreement.
2. If any funds other than Federal appropriated funds have been paid or will be paid to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, an officer or employee of Congress, or an employee of a Member of Congress in connection with this Federal contract, grant, loan, or cooperative agreement, the Contractor shall complete and submit Standard Form- LLL, "Disclosure Form to Report Lobbying," in accordance with its instructions.
3. The undersigned shall require that the language of this certification be included in the award documents for all subawards at all tiers (including subcontracts, subgrants, and contracts under grants, loans, and cooperative agreements) and that all subrecipients shall certify and disclose accordingly.
4. The undersigned acknowledges and affirms compliance with the applicable State of Florida lobbying registration and disclosure requirements for entities seeking to influence state or municipal decisions, including but not limited to executive branch lobbying for procurement contracts valued at \$20,000 or more, and any applicable local ordinances governing lobbying activities within Florida municipalities.

This certification is a material representation of fact upon which reliance was placed when this transaction was made or entered into. Submission of this certification is a prerequisite for making or entering into this transaction imposed by 31, U.S.C. § 1352 (as amended by the Lobbying Disclosure Act of 1995). Any person who fails to file the required certification shall be subject to a civil penalty of not less than \$10,000 and not more than \$100,000 for each such failure.

The Contractor certifies or affirms the truthfulness and accuracy of each statement of its certification and disclosure, if any. In addition, the Contractor understands and agrees that the provisions of 31 U.S.C. § 38, Administrative Remedies for False Claims and Statements, apply to this certification and disclosure, if any.

Contractor/Company Name: **Waste Management National Services Inc.**  
Authorized Representative (Print Name): **Eric Dixon** Title: **Vice President, Sustainability and Environmental Solutions**  
Signature:  Date: **October 7, 2025**

## Acknowledgment of Conformance With O.S.H.A. Standards

TOWN OF SOUTHWEST RANCHES, FLORIDA  
ZERO WASTE CONSULTANT  
RFP NO. 25-22 (RE-ISSUE)

### ACKNOWLEDGMENT OF CONFORMANCE WITH O.S.H.A. STANDARDS

TO THE TOWN OF SOUTHWEST RANCHES:

Waste Management National Services Inc., hereby acknowledges and agrees that as Consultant for the Town of Southwest Ranches within the limits of the Town of Southwest Ranches, Florida, we have the sole responsibility for compliance with all requirements of the Federal Occupational Safety and Health regulations, and agree to indemnify and hold harmless the Town of Southwest Ranches, including its Council Members, officers and employees, from and against any and all legal liability or loss the Town may incur due to Waste Management National Services Inc.'s failure to comply with such regulations.

ATTEST

CONSULTANT

BY:



Eric Dixon

Print Name

Date: October 7, 2025

Proposer's Firm: Waste Management National Services Inc.

## Proposer Confirmation of Qualifications

TOWN OF SOUTHWEST RANCHES, FLORIDA  
ZERO WASTE CONSULTANT  
RFP NO. 25-22 (RE-ISSUE)

### PROPOSER CONFIRMATION OF QUALIFICATIONS

The Contract will be awarded only to a responsible and eligible Proposer, qualified by experience and capable of providing required insurance, and bonds and in a financial position to do the Work specified within the Request for Proposals, and which can complete the Work within the time schedule specified.

At the time of the Proposal, the Proposer shall hold all qualification certificates and licenses required to be held by the Consultant by Florida Statutes or ordinances of the Town of Southwest Ranches and Broward County in order to perform the Work which is the subject of this Request for Proposals.

All license, certificate and experience requirements must be met by the Proposer (as opposed to the Subcontractor) at the time of Proposal submission. Proposals submitted by Proposers who do not directly hold required licenses and certificates or who rely on another consultant to meet the license, certificate or experience criteria will be rejected. By executing this Form and submitting its Proposal, Proposer represents that it meets the requirements set forth above, and as set forth in the Proposal Documents, and acknowledges and understands that such representation is material and that the Town shall be relying on this representation with respect to a Contract award.

Proposer: Waste Management National Services Inc.

Proposer's Name: Lee Spivak

Proposer's Address: 800 Capital St., Suite 3000, Houston, TX 77002

Proposer's Phone Number: 323-388-7673

Proposer's Email: lspivak@wm.com

Consultant's License and License number(s) (attach copies of license(s) required for the work described in this RFP):

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

[Signatures on next page]

TOWN OF SOUTHWEST RANCHES, FLORIDA  
ZERO WASTE CONSULTANT  
RFP NO. 25-22 (RE-ISSUE)

PROPOSER FIRM: Waste Management National Services Inc.

By: 

Eric Dixon

(Printed Name)

Vice President, Sustainability and Environmental Solutions

(Title)

The foregoing instrument was acknowledged before me by means of

☐ physical presence or ☒ online notarization,

this 7th day of October, 2025,

by Eric Dixon (name of person acknowledging).

Notary Public - State of Texas

Lucrecia E. Zamora

(Notary Signature)



My Commission Expires: 11/24/2026

(Printed, typed, or stamped commissioned name of notary public)

## Proposer Experience

TOWN OF SOUTHWEST RANCHES, FLORIDA  
ZERO WASTE CONSULTANT  
RFP NO. 25-22 (RE-ISSUE)

### PROPOSER EXPERIENCE

In order to receive consideration for an award, it is a requirement that the following "Information Sheet" be completed and returned with your response to this RFP.

Proposer (company name): Waste Management National Services Inc.  
Address: 800 Capital St., Suite 3000, Houston, TX 77002  
Telephone No: ( ) (323) 388-7673  
Contact person: Lee Spivak Title: Director, Advisory Services  
Number of years in business: 24 Years  
Address of nearest facility: WM Southern Sanitation  
3831 N Powerline Rd., Pompano Beach, FL 33073

Provide three (3) client entities where these services have been provided:

1. Company Name: City of Tamarac  
Telephone No: ( ) (954) 597-3718  
Contact Person: Vanessa Charry  
Title: Public Services Analyst  
Contract Amount: confidential  
Project: City of Tamarac Sustainability Plan  
Email: Vanessa.Charry@tamarac.gov  
Date Services Provided: Oct 2024- present
2. Company Name: Florida Panthers  
Telephone No: ( )  
Contact Person: Mike Prairie  
Title:   
Contract Amount: confidential  
Project: Florida Panthers Sustainability Strategy  
Email: mpairie@floridapanthers.com  
Date Services Provided: Jun 2023 - present
3. Company Name: Thunderbirds  
Telephone No: ( )  
Contact Person: Chance Cozby  
Title: Tournament Director  
Contract Amount: confidential  
Project: WM Phoenix Open Zero Waste Strategy  
Email:   
Date Services Provided: Feb 2012 - present

### ACKNOWLEDGEMENT OF ADDENDA

## Acknowledgement of Addenda

TOWN OF SOUTHWEST RANCHES, FLORIDA  
ZERO WASTE CONSULTANT  
RFP NO. 25-22 (RE-ISSUE)

Proposer shall indicate receipt of any addendum by initialing below for each addendum received.

Addendum No. 1 October 2, 2025 **EL**

Addendum No. 2 \_\_\_\_\_

Addendum No. 3 \_\_\_\_\_

Addendum No. 4 \_\_\_\_\_

**Waste Management National Services Inc.**  
[Remainder of page intentionally left blank]

## Liability Claims

TOWN OF SOUTHWEST RANCHES, FLORIDA  
ZERO WASTE CONSULTANT  
RFP NO. 25-22 (RE-ISSUE)

### LIABILITY CLAIMS

Please list the following information for all/any Liability Claims for the past five (5) years. If none state NONE:

1. Name and Location of project: NONE

Waste Management National Services, Inc. ("WMNS") is an indirect wholly owned subsidiary of Waste Management, Inc. ("WMI"). From time to time, WMI and its subsidiaries may be sued, and we respond to all such litigation in a prompt and attentive fashion. None of the litigation or arbitration matters that WMI or its subsidiaries has experienced the last five years are considered significant or material, except as reported in Waste Management, Inc.'s 10-Q or 10-K reports, which are publicly available.

WMNS does not believe there are any other litigation or regulatory matters that would have an impact on WMNS's ability to perform the services covered under the instant RFQ. If the City has any further questions regarding WMNS's response to this question, WMNS invites the City to contact WMNS's in-house counsel, whose name and telephone number can be provided upon request.

6. If applicable:

- a. Court Case Number: \_\_\_\_\_
- b. County: \_\_\_\_\_
- c. State: \_\_\_\_\_

PROPOSER FIRM: Waste Management National Services Inc.

## IRS Form W – 9

TOWN OF SOUTHWEST RANCHES, FLORIDA  
ZERO WASTE CONSULTANT  
RFP NO. 25-22 (RE-ISSUE)

**W-9**

**INSERT IRS FORM W – 9**  
**Must be the current IRS form October 2018 revision,**  
**signed, dated and legible W-9**

Please see WM's W9 on the following page.

|   |  |  |                               |   |                       |   |   |   |   |  |  |  |  |  |  |  |  |  |  |  |  |  |    |  |  |  |  |  |  |  |  |  |                                       |  |  |  |  |  |  |  |  |  |   |   |   |   |   |   |   |   |   |   |
|---|--|--|-------------------------------|---|-----------------------|---|---|---|---|--|--|--|--|--|--|--|--|--|--|--|--|--|----|--|--|--|--|--|--|--|--|--|---------------------------------------|--|--|--|--|--|--|--|--|--|---|---|---|---|---|---|---|---|---|---|
| <div style="text-align: center;"><b>Form W-9</b><br/>(Rev. March 2024)<br/>Department of the Treasury<br/>Internal Revenue Service</div>  | <b>Request for Taxpayer Identification Number and Certification</b><br><b>Go to <a href="http://www.irs.gov/FormW9">www.irs.gov/FormW9</a> for instructions and the latest information.</b>  | <b>Give form to the requester. Do not send to the IRS.</b> |                               |   |                       |   |   |   |   |  |  |  |  |  |  |  |  |  |  |  |  |  |    |  |  |  |  |  |  |  |  |  |                                       |  |  |  |  |  |  |  |  |  |   |   |   |   |   |   |   |   |   |   |
| <b>Before you begin.</b> For guidance related to the purpose of Form W-9, see <i>Purpose of Form</i> , below.   |  |  |                               |   |                       |   |   |   |   |  |  |  |  |  |  |  |  |  |  |  |  |  |    |  |  |  |  |  |  |  |  |  |                                       |  |  |  |  |  |  |  |  |  |   |   |   |   |   |   |   |   |   |   |
| <b>Print or type.</b><br><b>See Specific Instructions on page 3.</b>  | <b>1</b> Name of entity/individual. An entry is required. (For a sole proprietor or disregarded entity, enter the owner's name on line 1, and enter the business/disregarded entity's name on line 2.)<br><b>Waste Management National Services, Inc.</b>  |  |                               |   |                       |   |   |   |   |  |  |  |  |  |  |  |  |  |  |  |  |  |    |  |  |  |  |  |  |  |  |  |                                       |  |  |  |  |  |  |  |  |  |   |   |   |   |   |   |   |   |   |   |
|   | <b>2</b> Business name/disregarded entity name, if different from above.   |  |                               |   |                       |   |   |   |   |  |  |  |  |  |  |  |  |  |  |  |  |  |    |  |  |  |  |  |  |  |  |  |                                       |  |  |  |  |  |  |  |  |  |   |   |   |   |   |   |   |   |   |   |
|   | <b>3a</b> Check the appropriate box for federal tax classification of the entity/individual whose name is entered on line 1. Check only <b>one</b> of the following seven boxes.<br><input type="checkbox"/> Individual/sole proprietor <input checked="" type="checkbox"/> C corporation <input type="checkbox"/> S corporation <input type="checkbox"/> Partnership <input type="checkbox"/> Trust/estate<br><input type="checkbox"/> LLC. Enter the tax classification (C = C corporation, S = S corporation, P = Partnership) _____<br><b>Note:</b> Check the "LLC" box above and, in the entry space, enter the appropriate code (C, S, or P) for the tax classification of the LLC, unless it is a disregarded entity. A disregarded entity should instead check the appropriate box for the tax classification of its owner.<br><input type="checkbox"/> Other (see instructions) _____ |  |                               |   |                       |   |   |   |   |  |  |  |  |  |  |  |  |  |  |  |  |  |    |  |  |  |  |  |  |  |  |  |                                       |  |  |  |  |  |  |  |  |  |   |   |   |   |   |   |   |   |   |   |
|   | <b>4</b> Exemptions (codes apply only to certain entities, not individuals; see instructions on page 3):<br>Exempt payee code (if any) <b>5</b><br>Exemption from Foreign Account Tax Compliance Act (FATCA) reporting code (if any) _____<br><i>(Applies to accounts maintained outside the United States.)</i>   |  |                               |   |                       |   |   |   |   |  |  |  |  |  |  |  |  |  |  |  |  |  |    |  |  |  |  |  |  |  |  |  |                                       |  |  |  |  |  |  |  |  |  |   |   |   |   |   |   |   |   |   |   |
|   | <b>3b</b> If on line 3a you checked "Partnership" or "Trust/estate," or checked "LLC" and entered "P" as its tax classification, and you are providing this form to a partnership, trust, or estate in which you have an ownership interest, check this box if you have any foreign partners, owners, or beneficiaries. See instructions <input type="checkbox"/>  |  |                               |   |                       |   |   |   |   |  |  |  |  |  |  |  |  |  |  |  |  |  |    |  |  |  |  |  |  |  |  |  |                                       |  |  |  |  |  |  |  |  |  |   |   |   |   |   |   |   |   |   |   |
|   | <b>5</b> Address (number, street, and apt. or suite no.). See instructions.<br><b>800 Capitol Street, Suite 3000</b>   |  |                               |   |                       |   |   |   |   |  |  |  |  |  |  |  |  |  |  |  |  |  |    |  |  |  |  |  |  |  |  |  |                                       |  |  |  |  |  |  |  |  |  |   |   |   |   |   |   |   |   |   |   |
| <b>6</b> City, state, and ZIP code<br><b>Houston, TX 77002</b>  |  |  |                               |   |                       |   |   |   |   |  |  |  |  |  |  |  |  |  |  |  |  |  |    |  |  |  |  |  |  |  |  |  |                                       |  |  |  |  |  |  |  |  |  |   |   |   |   |   |   |   |   |   |   |
| <b>7</b> List account number(s) here (optional)   |  |  |                               |   |                       |   |   |   |   |  |  |  |  |  |  |  |  |  |  |  |  |  |    |  |  |  |  |  |  |  |  |  |                                       |  |  |  |  |  |  |  |  |  |   |   |   |   |   |   |   |   |   |   |
| <b>Part I Taxpayer Identification Number (TIN)</b><br>Enter your TIN in the appropriate box. The TIN provided must match the name given on line 1 to avoid backup withholding. For individuals, this is generally your social security number (SSN). However, for a resident alien, sole proprietor, or disregarded entity, see the instructions for Part I, later. For other entities, it is your employer identification number (EIN). If you do not have a number, see <i>How to get a TIN</i> , later.<br><b>Note:</b> If the account is in more than one name, see the instructions for line 1. See also <i>What Name and Number To Give the Requester</i> for guidelines on whose number to enter.  |  |  |                               |   |                       |   |   |   |   |  |  |  |  |  |  |  |  |  |  |  |  |  |    |  |  |  |  |  |  |  |  |  |                                       |  |  |  |  |  |  |  |  |  |   |   |   |   |   |   |   |   |   |   |
| <table border="1" style="width: 100%; border-collapse: collapse;"><tr><td colspan="10" style="text-align: center;"><b>Social security number</b></td></tr><tr><td style="width: 20px; height: 20px;"></td><td style="width: 20px; height: 20px;"></td><td style="width: 20px; height: 20px;"></td><td style="width: 20px; height: 20px;"></td><td style="width: 20px; height: 20px;"></td><td style="width: 20px; height: 20px;"></td><td style="width: 20px; height: 20px;"></td><td style="width: 20px; height: 20px;"></td><td style="width: 20px; height: 20px;"></td><td style="width: 20px; height: 20px;"></td></tr><tr><td colspan="10" style="text-align: center;">or</td></tr><tr><td colspan="10" style="text-align: center;"><b>Employer identification number</b></td></tr><tr><td style="width: 20px; height: 20px;">7</td><td style="width: 20px; height: 20px;">6</td><td style="width: 20px; height: 20px;">-</td><td style="width: 20px; height: 20px;">0</td><td style="width: 20px; height: 20px;">6</td><td style="width: 20px; height: 20px;">8</td><td style="width: 20px; height: 20px;">6</td><td style="width: 20px; height: 20px;">8</td><td style="width: 20px; height: 20px;">6</td><td style="width: 20px; height: 20px;">1</td></tr></table>   |  |  | <b>Social security number</b> |   |                       |   |   |   |   |  |  |  |  |  |  |  |  |  |  |  |  |  | or |  |  |  |  |  |  |  |  |  | <b>Employer identification number</b> |  |  |  |  |  |  |  |  |  | 7 | 6 | - | 0 | 6 | 8 | 6 | 8 | 6 | 1 |
| <b>Social security number</b>   |  |  |                               |   |                       |   |   |   |   |  |  |  |  |  |  |  |  |  |  |  |  |  |    |  |  |  |  |  |  |  |  |  |                                       |  |  |  |  |  |  |  |  |  |   |   |   |   |   |   |   |   |   |   |
|   |  |  |                               |   |                       |   |   |   |   |  |  |  |  |  |  |  |  |  |  |  |  |  |    |  |  |  |  |  |  |  |  |  |                                       |  |  |  |  |  |  |  |  |  |   |   |   |   |   |   |   |   |   |   |
| or  |  |  |                               |   |                       |   |   |   |   |  |  |  |  |  |  |  |  |  |  |  |  |  |    |  |  |  |  |  |  |  |  |  |                                       |  |  |  |  |  |  |  |  |  |   |   |   |   |   |   |   |   |   |   |
| <b>Employer identification number</b>   |  |  |                               |   |                       |   |   |   |   |  |  |  |  |  |  |  |  |  |  |  |  |  |    |  |  |  |  |  |  |  |  |  |                                       |  |  |  |  |  |  |  |  |  |   |   |   |   |   |   |   |   |   |   |
| 7   | 6  | -  | 0                             | 6   | 8                     | 6 | 8 | 6 | 1 |  |  |  |  |  |  |  |  |  |  |  |  |  |    |  |  |  |  |  |  |  |  |  |                                       |  |  |  |  |  |  |  |  |  |   |   |   |   |   |   |   |   |   |   |
| <b>Part II Certification</b><br>Under penalties of perjury, I certify that:<br>1. The number shown on this form is my correct taxpayer identification number (or I am waiting for a number to be issued to me); and<br>2. I am not subject to backup withholding because (a) I am exempt from backup withholding, or (b) I have not been notified by the Internal Revenue Service (IRS) that I am subject to backup withholding as a result of a failure to report all interest or dividends, or (c) the IRS has notified me that I am no longer subject to backup withholding; and<br>3. I am a U.S. citizen or other U.S. person (defined below); and<br>4. The FATCA code(s) entered on this form (if any) indicating that I am exempt from FATCA reporting is correct.<br><b>Certification instructions.</b> You must cross out item 2 above if you have been notified by the IRS that you are currently subject to backup withholding because you have failed to report all interest and dividends on your tax return. For real estate transactions, item 2 does not apply. For mortgage interest paid, acquisition or abandonment of secured property, cancellation of debt, contributions to an individual retirement arrangement (IRA), and, generally, payments other than interest and dividends, you are not required to sign the certification, but you must provide your correct TIN. See the instructions for Part II, later. |  |  |                               |   |                       |   |   |   |   |  |  |  |  |  |  |  |  |  |  |  |  |  |    |  |  |  |  |  |  |  |  |  |                                       |  |  |  |  |  |  |  |  |  |   |   |   |   |   |   |   |   |   |   |
| <table border="1" style="width: 100%; border-collapse: collapse;"><tr><td style="width: 15%;"><b>Sign Here</b></td><td style="width: 55%;">Signature of U.S. person <i>Rachel Spears</i></td><td style="width: 30%;">Date <b>2/24/2025</b></td></tr></table>  |  |  | <b>Sign Here</b>              | Signature of U.S. person <i>Rachel Spears</i> | Date <b>2/24/2025</b> |   |   |   |   |  |  |  |  |  |  |  |  |  |  |  |  |  |    |  |  |  |  |  |  |  |  |  |                                       |  |  |  |  |  |  |  |  |  |   |   |   |   |   |   |   |   |   |   |
| <b>Sign Here</b>  | Signature of U.S. person <i>Rachel Spears</i>  | Date <b>2/24/2025</b>                                      |                               |   |                       |   |   |   |   |  |  |  |  |  |  |  |  |  |  |  |  |  |    |  |  |  |  |  |  |  |  |  |                                       |  |  |  |  |  |  |  |  |  |   |   |   |   |   |   |   |   |   |   |
| <b>General Instructions</b><br>Section references are to the Internal Revenue Code unless otherwise noted.<br><b>Future developments.</b> For the latest information about developments related to Form W-9 and its instructions, such as legislation enacted after they were published, go to <a href="http://www.irs.gov/FormW9">www.irs.gov/FormW9</a> .<br><b>What's New</b><br>Line 3a has been modified to clarify how a disregarded entity completes this line. An LLC that is a disregarded entity should check the appropriate box for the tax classification of its owner. Otherwise, it should check the "LLC" box and enter its appropriate tax classification.<br><b>Purpose of Form</b><br>An individual or entity (Form W-9 requester) who is required to file an information return with the IRS is giving you this form because they   |  |  |                               |   |                       |   |   |   |   |  |  |  |  |  |  |  |  |  |  |  |  |  |    |  |  |  |  |  |  |  |  |  |                                       |  |  |  |  |  |  |  |  |  |   |   |   |   |   |   |   |   |   |   |
| <small>Cat. No. 10231X</small> <span style="float: right;"><small>Form <b>W-9</b> (Rev. 3-2024)</small></span>  |  |  |                               |   |                       |   |   |   |   |  |  |  |  |  |  |  |  |  |  |  |  |  |    |  |  |  |  |  |  |  |  |  |                                       |  |  |  |  |  |  |  |  |  |   |   |   |   |   |   |   |   |   |   |

## Proof of Insurance

TOWN OF SOUTHWEST RANCHES, FLORIDA  
ZERO WASTE CONSULTANT  
RFP NO. 25-22 (RE-ISSUE)

### PROOF OF INSURANCE

## INSERT PROOF OF INSURANCE

Please find WM's sample insurance certificate on the following page.

WM secures gold-standard insurance coverage to protect our customers. Southwest Ranches can rest easy with WM as your service provider knowing that you are always protected by best-in-class insurance. A copy of our certificate of insurance is included here for your review.

| ACORD®  |  | CERTIFICATE OF LIABILITY INSURANCE  |  | DATE (MM/DD/YYYY)  |                                  |   |
|---|--|---|--|--|----------------------------------|---|
|   |  | 1/1/2026  |  | 12/10/2024   |                                  |   |
| THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.   |  |   |  |  |                                  |   |
| IMPORTANT: If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must have ADDITIONAL INSURED provisions or be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).   |  |   |  |  |                                  |   |
| PRODUCER  |  | LOCKTON COMPANIES, LLC<br>3657 BRIARPARK DRIVE, SUITE 700<br>HOUSTON TX 77042<br>866-260-3538   |  | CONTACT NAME:<br>PHONE (A/C, No, Ext):<br>FAX (A/C, No):<br>E-MAIL:<br>ADDRESS:  |                                  |   |
| INSURED   |  | WASTE MANAGEMENT HOLDINGS, INC. & ALL AFFILIATED<br>RELATED & SUBSIDIARY COMPANIES INCLUDING:<br>WASTE MANAGEMENT, INC.<br>800 CAPITOL STREET, SUITE 3000<br>HOUSTON TX 77002 |  | INSURER(S) AFFORDING COVERAGE<br>INSURER A: Indemnity Insurance Co of North America 43575<br>INSURER B: ACE American Insurance Company 22667<br>INSURER C: ACE Fire Underwriters Insurance Company 20702<br>INSURER D: ACE Property and Casualty Insurance Company 20699<br>INSURER E:<br>INSURER F: |                                  |   |
| COVERAGES   |  | CERTIFICATE NUMBER: 19287819  |  | REVISION NUMBER: XXXXXXXX  |                                  |   |
| THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS. |  |   |  |  |                                  |   |
| INSR LTR  | TYPE OF INSURANCE  | ADDL SUBR INSD WVD  | POLICY NUMBER  | POLICY EFF (MM/DD/YYYY)  | POLICY EXP (MM/DD/YYYY)          | LIMITS  |
| B   | X COMMERCIAL GENERAL LIABILITY<br>CLAIMS-MADE X OCCUR<br>X XCU INCLUDED<br>X ISO FORM CG00010413<br>GEN'L AGGREGATE LIMIT APPLIES PER:<br>POLICY X PRO-JECT X LOC<br>OTHER:              | Y Y   | HDO G48900793  | 1/1/2025   | 1/1/2026                         | EACH OCCURRENCE \$ 5,000,000<br>DAMAGE TO RENTED PREMISES (Ea occurrence) \$ 5,000,000<br>MED EXP (Any one person) \$ XXXXXXXX<br>PERSONAL & ADV INJURY \$ 5,000,000<br>GENERAL AGGREGATE \$ 6,000,000<br>PRODUCTS - COMPIOP AGG \$ 6,000,000<br>\$ |
| B   | X AUTOMOBILE LIABILITY<br>ANY AUTO<br>OWNED AUTOS ONLY X SCHEDULED AUTOS<br>HIRED AUTOS ONLY X NON-OWNED AUTOS ONLY<br>X MCS-90  | Y Y   | MMT H1082235A  | 1/1/2025   | 1/1/2026                         | COMBINED SINGLE LIMIT (Ea accident) \$ 1,000,000<br>BODILY INJURY (Per person) \$ XXXXXXXX<br>BODILY INJURY (Per accident) \$ XXXXXXXX<br>PROPERTY DAMAGE (Per accident) \$ XXXXXXXX<br>\$  |
| D   | X UMBRELLA LIAB<br>EXCESS LIAB<br>DED RETENTION \$<br>CLAIMS-MADE  | Y Y   | XEU 27929242 010   | 1/1/2025   | 1/1/2026                         | EACH OCCURRENCE \$ 15,000,000<br>AGGREGATE \$ 15,000,000<br>\$ XXXXXXXX   |
| A B C   | WORKERS COMPENSATION AND EMPLOYERS' LIABILITY<br>ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/EMPLOYEE EXCLUDED? (Mandatory in NH)<br>If yes, describe under DESCRIPTION OF OPERATIONS below | Y/N<br>N  | Y<br>WLR C72629668 (AOS)<br>WLR C72629620 (AZ, CA & MA)<br>SCF C7262970A (WI)  | 1/1/2025<br>1/1/2025<br>1/1/2025   | 1/1/2026<br>1/1/2026<br>1/1/2026 | X PER STATUTE OTH-ER<br>E.L. EACH ACCIDENT \$ 3,000,000<br>E.L. DISEASE - EA EMPLOYEE \$ 3,000,000<br>E.L. DISEASE - POLICY LIMIT \$ 3,000,000  |
| B   | EXCESS AUTO LIABILITY  | Y Y   | XSA H10822269  | 1/1/2025   | 1/1/2026                         | COMBINED SINGLE LIMIT \$9,000,000 (EACH ACCIDENT)   |
| DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)<br>BLANKET WAIVER OF SUBROGATION IS GRANTED IN FAVOR OF CERTIFICATE HOLDER ON ALL POLICIES WHERE AND TO THE EXTENT REQUIRED BY WRITTEN CONTRACT WHERE PERMISSIBLE BY LAW. CERTIFICATE HOLDER IS NAMED AS AN ADDITIONAL INSURED ON ALL POLICIES (EXCEPT FOR WORKERS' COMP/EMPLOYER'S LIABILITY) WHERE AND TO THE EXTENT REQUIRED BY WRITTEN CONTRACT. |  |   |  |  |                                  |   |
| CERTIFICATE HOLDER  |  |   | CANCELLATION   |  |                                  |   |
| 19287819<br>FOR INFORMATION PURPOSES ONLY   |  |   | SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS. |  |                                  |   |
|   |  |   | AUTHORIZED REPRESENTATIVE  |  |                                  |   |

ACORD 25 (2016/03)

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## Statement of No Response

TOWN OF SOUTHWEST RANCHES, FLORIDA  
ZERO WASTE CONSULTANT  
RFP NO. 25-22 (RE-ISSUE)

### STATEMENT OF NO RESPONSE

Recipients of this solicitation may elect not to respond. The Town is interested in learning the reason(s) for non-response. If you elect **not** to respond with an offer to this solicitation, the Town requests that the reason(s) are indicated below, and this form is returned to:

Christina Semeraro  
Town Procurement Officer  
Town of Southwest Ranches  
13400 Griffin Road  
Southwest Ranches, FL 33330  
or  
Email: csemeraro@swranches.org

N/A

#### REASONS

1. \_\_\_\_\_ Do not offer this product/service or equivalent.
2. \_\_\_\_\_ Schedule would not permit.
3. \_\_\_\_\_ Insufficient time to respond to solicitation.
4. \_\_\_\_\_ Unable to meet specifications / scope of work.
5. \_\_\_\_\_ Specifications "too tight" (i.e. geared to specific brand or manufacturer).
6. \_\_\_\_\_ Specifications not clear.
7. \_\_\_\_\_ Unable to meet bond and / or insurance requirements.
8. \_\_\_\_\_ Solicitation addressed incorrectly, delayed in forwarding of mail.
9. \_\_\_\_\_ Other (Explanation provided below or by separate attachment).

Explanation: \_\_\_\_\_  
\_\_\_\_\_

The Town may delete the names of those persons or businesses who fail to respond to three (3) solicitations, who fail to return this Statement, or as requested.

Desire to receive future Town solicitations?    ☐ Yes    ☐ No

COMPANY: \_\_\_\_\_  
NAME: \_\_\_\_\_  
TITLE: \_\_\_\_\_  
ADDRESS: \_\_\_\_\_  
TELEPHONE: (\_\_\_\_) \_\_\_\_\_    DATE: \_\_\_\_\_

## 44 C.F.R. Part 18 - Certification Regarding Lobbying

TOWN OF SOUTHWEST RANCHES, FLORIDA  
ZERO WASTE CONSULTANT  
RFP NO. 25-22 (RE-ISSUE)

### 44 C.F.R. PART 18 - CERTIFICATION REGARDING LOBBYING

Certification for Contracts, Grants, Loans, and Cooperative Agreements

The undersigned certifies, to the best of his or her knowledge and belief, that:

1. No Federal appropriated funds have been paid or will be paid, by or on behalf of the undersigned, to any person for influencing or attempting to influence an officer or employee of an agency, a Member of Congress, an officer or employee of Congress, or an employee of a Member of Congress in connection with the awarding of any Federal contract, the making of any Federal grant, the making of any Federal loan, the entering into of any cooperative agreement, and the extension, continuation, renewal, amendment, or modification of any Federal contract, grant, loan, or cooperative agreement.
2. If any funds other than Federal appropriated funds have been paid or will be paid to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, an officer or employee of Congress, or an employee of a Member of Congress in connection with this Federal contract, grant, loan, or cooperative agreement, the undersigned shall complete and submit Standard Form-LLL, "Disclosure Form to Report Lobbying," in accordance with its instructions.
3. The undersigned shall require that the language of this certification be included in the award documents for all subawards at all tiers (including subcontracts, subgrants, and contracts under grants, loans, and cooperative agreements) and that all subrecipients shall certify and disclose accordingly.

This certification is a material representation of fact upon which reliance was placed when this transaction was made or entered into. Submission of this certification is a prerequisite for making or entering into this transaction imposed by section 1352, title 31, U.S. Code. Any person who fails to file the required certification shall be subject to a civil penalty of not less than \$10,000 and not more than \$100,000 for each such failure.

The Consultant, Waste Management National Services Inc., certifies or affirms the truthfulness and Accuracy of each statement of its certification and disclosure, if any. In addition, the Consultant understands and agrees that the provisions of 31 U.S.C. Chap. 38, Administrative Remedies for False Claims and Statements, apply to this certification and disclosure, if any.



Signature of Consultant's Authorized Official

**Eric Dixon, Vice President, Sustainability and Environmental Solutions**


Name and Title of Consultant's Authorized Official

**October 7, 2025**

Date

## E-Verify Memorandum of Understanding

Client Company ID: 1846366 | Company ID: 11557 | Authorized Since: 6/20/22

|  |  |  |  |
|---|--|--|--|
| Company ID Number: 11557  |  | Client Company ID Number: 1846366  |  |
| Approved by:  |  |  |  |
| <b>Employer</b><br>Waste Management National Services, Inc                        |  |  |  |
| Name (Please Type or Print)<br>Matthew DeCamp                                     |  | Title  |  |
| Signature<br>Electronically Signed  |  | Date<br>06/17/2022   |  |
| <b>E-Verify Employer Agent</b><br>HireRight, LLC. (v30)                           |  |  |  |
| Name (Please Type or Print)<br>Matthew DeCamp                                     |  | Title  |  |
| Signature<br>Electronically Signed  |  | Date<br>06/17/2022   |  |
| <b>Department of Homeland Security - Verification Division</b>                    |  |  |  |
| Name (Please Type or Print)<br>USCIS Verification Division                        |  | Title  |  |
| Signature<br>Electronically Signed  |  | Date<br>06/20/2022   |  |

|  |   |  |  |
|---|---|---|--|
| Company ID Number: 11557  |   | Client Company ID Number: 1846366   |  |
| <b>Information Required for the E-Verify Program</b>                                |   |   |  |
| <b>Information relating to your Company:</b>  |   |   |  |
| Company Name  | Waste Management National Services, Inc               |   |  |
| Company Facility Address  | 800 Capitol Street<br>Suite 3000<br>Houston, TX 77002 |   |  |
| Company Alternate Address   | 800 Capitol Street<br>Suite 3000<br>Houston, TX 77002 |   |  |
| County or Parish  | HARRIS  |   |  |
| Employer Identification Number  | 760686861   |   |  |
| North American Industry Classification Systems Code                                 | 562   |   |  |
| Parent Company  |   |   |  |
| Number of Employees   | 10,000 and over                                       |   |  |
| Number of Sites Verified for  | 1792 site(s)  |   |  |

## Other Federal, State and Local Requirements

TOWN OF SOUTHWEST RANCHES, FLORIDA  
ZERO WASTE CONSULTANT  
RFP NO. 25-22 (RE-ISSUE)

### **OTHER FEDERAL, STATE AND LOCAL REQUIREMENTS (2 CFR 200 COMPLIANCE)**

The Contractor must adhere to all requirements and regulations established by the Federal Emergency Management Agency (FEMA), the Federal Highway Administration (FHWA), Florida Department of Transportation (FDOT), Natural Resources Conservation Service (NRCS), U.S. Army Corps of Engineers (USACE) and any other governmental agency with jurisdiction over emergency/disaster response and recovery actions. Notwithstanding anything in this Agreement to the contrary, Contractor also agrees to comply, subject to applicable professional standards, with the provisions of any and all applicable Federal, State, County and Town orders, statutes, ordinances, rules, and regulations which may pertain to the services required under the Agreement, including but not limited to:

#### **A. ACCESS BY THE GRANTEE, SUBGRANTEE, FEDERAL GRANTOR AGENCY AND COMPTROLLER GENERAL**

The Contractor shall allow access by the grantee, sub grantee, Federal grantor agency and Comptroller General of the United States, or any of their duly authorized representatives to any books, documents, papers, and records of the Contractor which are directly pertinent to that specific contract for the purpose of making audit, examination, excerpts, and transcriptions.

#### **B. FEDERAL CLEAN AIR AND WATER ACTS**

Contractor agrees to comply with all applicable standards, orders or regulations issued pursuant to the Clean Air Act (42 U.S.C. 7401-7671q) and the Federal Water Pollution Control Act as amended (33 U.S.C. 1251-1387), and will report violations to FEMA and the Regional Office of the Environmental Protection Agency (EPA).

#### **C. CONTRACT WORK HOURS AND SAFETY STANDARDS**

The Contractor shall comply with Sections 103 and 107 of the Contract Work Hours and Safety Standards Act (40 U.S.C. 3702-3704) as supplemented by Department of Labor regulations (29 CFR Part 5).

#### **D. COMPLIANCE WITH THE COPELAND ANTI-KICKBACK ACT**

(1) Contractor. The Contractor shall comply with 18 U.S.C. § 874, 40 U.S.C. § 3145, and the requirements of 29 C.F.R. pt. 3 as may be applicable, which are incorporated by reference into this contract.

(2) Subcontracts. The Contractor or subcontractor shall insert in any subcontracts the clause above and such other clauses as the FEMA may by appropriate instructions require, and also a clause requiring the subcontractors to include these clauses in any lower tier subcontracts. The prime contractor shall be responsible for the compliance by any subcontractor or lower tier subcontractor with all of these contract clauses.

(3) Breach. A breach of the contract clauses above may be grounds for termination of the contract, and for debarment as a contractor and subcontractor as provided in 29 C.F.R. § 5.12.

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**E. BUY AMERICAN ACT**

The Contractor shall comply with all applicable standards, orders, or requirements regarding the Buy American Act.

**F. SUSPENSION AND DEBARMENT**

Non-federal entities are subject to the non-procurement debarment and suspension regulations implementing Executive Orders 12549 and 12689, 2 CFR part 180. These regulations restrict awards, sub-awards, and contracts with certain parties that are debarred, suspended, or otherwise excluded from or ineligible for participation in Federal assistance programs or activities.

**G. ANTI-LOBBYING**

Byrd Anti-Lobbying Amendment, 31 U.S.C. § 1352 (as amended), Contractors who apply or bid for an award of \$100,000 or more shall file the required certification (see page 40). Each tier certifies to the tier above that it will not and has not used Federal appropriated funds to pay any person or organization for influencing or attempting to influence an officer or employee of any agency, a member of Congress, officer or employee of Congress, or an employee of a member of Congress in connection with obtaining any Federal contract, grant, or any other award covered by 31 U.S.C. § 1352. Each tier shall also disclose any lobbying with non-Federal funds that takes place in connection with obtaining any Federal award. Such disclosures are forwarded from tier-to-tier up to the recipient.

This provision is applicable to all Federal-aid contracts and to all related subcontracts which exceed \$100,000 (49 CFR 20).

**H. EQUAL EMPLOYMENT OPPORTUNITY**

All contractors and subcontractors performing work in connection with this Agreement shall provide equal opportunity for employment because of race, religion, color, age, sex, national origin, sexual preference, disability, or marital status. The aforesaid provision shall include, but not be limited to, the following: employment, upgrading, demotion or transfer, recruitment advertising; layoff or termination; rates of pay or other forms of compensation; and selection for training, including apprenticeship. The Contractor agrees to post in a conspicuous place available for employees and applicants for employment, such notices as may be required by the Dade County Fair Housing and Employment Commission, or other authority having jurisdiction over the Work setting forth the provisions of the nondiscrimination law.

**I. NONDISCRIMINATION**

During the performance of this Agreement, Contractor agrees to not discriminate against any employee or applicant for employment because of race, religion, color, sex, handicap, marital status, age, or national origin, and will take affirmative action to ensure that they are afforded equal employment opportunities without discrimination. Such action shall be taken with reference to, but not be limited to, recruitment, employment, termination, rates of pay or other forms of compensation, and selection for training or retraining, including apprenticeship and on-the-job training. By entering into this Agreement with the Town, the Contractor attests that it is not in violation of the Americans with Disabilities Act of 1990 (and related Acts). If the

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Contractor or any owner, subsidiary or other firm affiliated with or related to the Contractor is found by the responsible enforcement agency or the Town to be in violation of the Act, such violation shall render this Agreement void. This Agreement shall be void if the Contractor submits a false affidavit or the Contractor violates the Act during the term of this Agreement, even if the Contractor was not in violation at the time it submitted its affidavit.

**J. OCCUPATIONAL SAFETY AND HEALTH ACT (OSHA)**

The Contractor shall comply with OSHA as applicable to this Agreement.

**K. ENVIRONMENTAL PROTECTION AGENCY (EPA)**

The Contractor shall comply with all laws, rules and regulations promulgated by, for, or related to the EPA as applicable to this Agreement.

**L. CONFLICTS OF INTEREST**

The Contractor shall comply with "Conflicts of Interest" Section 1-19 of the Broward County Code, and Ordinance 2011-19.

**M. FLORIDA BUILDING CODE (FBC)**

The Contractor shall comply with all applicable provisions of the Florida Building Code (FBC).

**N. VIOLATIONS OF LAW**

Notwithstanding any other provision of the Agreement, Contractor shall not be required pursuant to the Agreement to take any action or abstain from taking any action if such action or abstention would, in the good faith determination of the Contractor, constitute a violation of any law or regulation to which Contractor is subject, including, but not limited to, laws and regulations requiring that Contractor conduct its operations in a safe and sound manner.

**O. VERIFICATION OF EMPLOYMENT STATUS**

Any Contractor/Consultant assigned to perform responsibilities under its contract with a State agency are required to utilize the U.S. Department of Homeland Security's E-Verify system (per the State of Florida Executive Order Number 11-02 "Verification of Employment Status") to verify the employment eligibility of: (a) all persons employed during the contract term by the Contractor to perform employment duties within Florida; and (b) all persons (including subcontractors) assigned by the Contractor to perform work pursuant to the contract with the State agency. U.S. Department of Homeland Security's E-Verify System Affirmation Statement should be completed and submitted to Town for any individuals performing work for Contractor under the Agreement.

**P. CONTRACTING WITH SMALL AND MINORITY BUSINESSES, WOMEN'S BUSINESS ENTERPRISES, AND LABOR SURPLUS AREA FIRMS**

Contractors shall comply with the requirements of 2 CFR §200.321 as applicable to this Agreement. Contractor's failure or refusal to comply with the provisions of this section shall result in the immediate termination for cause by Town.

**Q. PROCUREMENT OF RECOVERED MATERIALS**

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Contractors shall comply with the requirements of 2 CFR §200.321, as applicable to this Agreement.

**R. DAVIS-BACON ACT REQUIREMENTS**

Contractors shall comply with the requirements of the Davis-Bacon Act, as amended (40 U.S.C. §3141-3148), and as supplemented by Department of Labor regulations (29 CFR Part 5, "Labor Standards Provisions Applicable to Contracts Covering Federally Financed and Assisted Construction"), as applicable to this Agreement.



\_\_\_\_\_  
Signature of Contractor's Authorized Official

**Eric Dixon Vice President, Sustainability and Environmental Solutions**

\_\_\_\_\_  
Name and Title of Contractor's Authorized Official **Waste Management National Services Inc.**

**October 7, 2025**

\_\_\_\_\_  
Date



**ALWAYS WORKING FOR A  
SUSTAINABLE TOMORROW®**

