

**Appendix 7-12 Waste Characterization Reports**

Service Group 2 - January 9, 2013

**Single Family Solid Waste Generated, as Percentage of Whole**

<b>Material</b>	<b>Sunnyvale (City Waste Survey)</b>	<b>Oakland (RW Beck study)</b>	<b>Alameda (RW Beck study)</b>
<i>Notes: 0.0% = 0 tons, values may be rounded to 0.</i>			
<i>Individual material percentages are as reported; categories may not add up to 100% due to methodologies and data reported.</i>			
<i>* Indicates this item not reported separately or as a category.</i>			
<b>Paper</b>			
Uncoated OCC	2.90%	0.81%	0.50%
High Grade Paper		0.32%	0.40%
ONP	1.60%	0.41%	0.90%
Mixed Recyclable Paper		3.01%	3.10%
Compostable Paper	6.50%	15.59%	17.50%
Other paper	4.4	0.80%	0.90%
<b>Subtotal, all papers</b>	<b>22.90%</b>	<b>20.94%</b>	<b>23.30%</b>
<b>Plastic</b>			
PET bottles	0.30%	0.52%	0.60%
HDPE containers (<1 gallon)	0.30%	0.46%	0.50%
Other plastic containers (3-7)	0.50%	0.85%	1.00%
Expanded polystyrene food packaging	0.50%		
Expanded polystyrene blocks	0.20%	0.23%	0.10%
Durable plastic items or mixed rigid plastics	1.20%	2.54%	3.10%
Plastic bags	0.70%	1.11%	1.70%
Other film (not bags, industrial, or merchandise)	1.70%	4.91%	5.10%
Other plastics	0.60%	1.34%	1.50%
<b>Subtotal, all plastics</b>	<b>7.70%</b>	<b>11.96%</b>	<b>13.60%</b>
<b>Glass</b>			
Glass containers	0.60%	2.76%	2.40%
Other glass	0.20%	0.39%	0.40%
<b>Subtotal, all glass</b>	<b>0.80%</b>	<b>3.15%</b>	<b>2.80%</b>
<b>Metal</b>			
AL cans	0.10%	0.13%	0.20%
Tin/steel cans	0.60%	0.89%	1.00%
Appliances	0.00%	0.01%	0.00%
Other ferrous	1.40%	1.61%	1.80%
Other non-ferrous	0.50%	0.39%	0.50%
<b>Subtotal, all metal</b>	<b>4.50%</b>	<b>3.04%</b>	<b>3.50%</b>
<b>Organics</b>			
Food	33%	33.84%	32.80%
Untreated lumber		0.81%	0.50%
Pallets		0.00%	0.00%
Diapers	4.20%	4.67%	5.70%
Manure	2.70%	2.33%	2.90%
Other organics		0.75%	0.90%
Leaves and Grass	1.60%	2.43%	1.70%
Prunings and trimmings	1.20%	1.27%	1.00%
Textiles	2.70%	4.46%	4.20%
<b>Subtotal, all organics</b>	<b>46.90%</b>	<b>50.56%</b>	<b>49.70%</b>
<b>C&amp;D</b>			
Crushable Inerts		1.37%	1.10%
Other inerts		2.06%	2.40%
Gypsum board	0.00%	1.18%	0.40%
Asphalt roofing	0.00%	0.00%	0.00%
Concrete	1.30%		
Treated wood (all)	2.70%	3.28%	1.40%
Carpet and carpet padding	0.50%	0.72%	0.30%
Rock soil and fines	2.10%		
<b>Subtotal, all C&amp;D</b>	<b>9.70%</b>	<b>8.61%</b>	<b>5.60%</b>
<b>HHW</b>			
Paint/Adhesives	0.00%	0.04%	0.00%
Vehicle and equipment fluids	0.00%	0.00%	0.00%
Universal hazardous waste		0.21%	0.10%
Medical waste		0.06%	0.10%
Medicine		0.05%	0.10%
Other hazardous waste		0.00%	0.10%
Covered E-waste		0.01%	0.00%
Other E-waste		0.26%	0.30%
Electronics, undifferentiated	0.90%		
<b>Subtotal, all HHW</b>	<b>0.10%</b>	<b>0.63%</b>	<b>0.70%</b>
<b>Special</b>			
Brown goods		0.00%	0.30%
Composite Bulky Items	3.80%	0.12%	0.30%
Other special waste		0.20%	0.00%
Tires	0.20%	0.00%	0.00%
<b>Subtotal, Special</b>	<b>4.00%</b>	<b>0.32%</b>	<b>0.60%</b>

Multifamily Solid Waste Generated, as Percentage of Whole			
Material	Sunnyvale (City Waste Survey)	Oakland (RW Back study)	Alameda (RW Back study)
Notes: 0.0% = 0 tons, values may be rounded to 0.			
Individual material percentages are as reported; categories may not add up to 100% due to methodologies and data reported.			
* Indicates this item not reported separately or as a category.			
Paper			
Uncoated OCC	6.60%	0.89%	1.30%
High Grade Paper		0.93%	0.70%
ONP	1.80%	0.79%	1.30%
Mixed Recyclable Paper		3.32%	4.30%
Compostable Paper		18.05%	17.10%
Other paper		0.81%	0.90%
<b>Subtotal, all papers</b>	<b>21%</b>	<b>24.78%</b>	<b>25.60%</b>
Plastic			
PET bottles	0.40%	0.71%	0.80%
HDPE containers (<1 gallon)	0.50%	0.67%	0.70%
Other plastic containers (3-7)	0.20%	0.87%	1.00%
Expanded polystyrene food packaging	0.40%		
Expanded polystyrene blocks	0.00%	0.20%	1.70%
Durable plastic items or mixed rigid plastics	1.90%	3.81%	3.60%
Plastic bags	0.80%	1.82%	1.70%
Other film (not bags, industrial, or merchandise)	1.00%	4.46%	4.50%
Other plastics	0.40%	1.13%	1.30%
<b>Subtotal, all plastics</b>	<b>7.60%</b>	<b>13.68%</b>	<b>15.30%</b>
Glass			
Glass containers	1.10%	3.19%	3.3
Other glass	0.10%	0.50%	0.6
<b>Subtotal, all glass</b>	<b>1.20%</b>	<b>3.70%</b>	<b>3.8</b>
Metal			
AL cans	0.50%	0.20%	0.30%
Tin/steel cans	0.50%	0.95%	0.90%
Appliances	0.00%	0.23%	0.20%
Other ferrous	0.10%	2.04%	2.40%
Other non-ferrous	0.10%	0.46%	0.60%
<b>Subtotal, all metal</b>	<b>1.70%</b>	<b>3.88%</b>	<b>4.40%</b>
Organics			
Food	21.30%	27.01%	25.90%
Untreated lumber	0.00%	0.34%	0.90%
Pallets	0.00%	0.00%	0.10%
Diapers	3.10%	4.67%	4.80%
Manure	0.20%	2.33%	1.80%
Other organics	0.20%	0.75%	0.70%
Leaves and Grass	10.20%	3.05%	2.70%
Prunings and trimmings	2%	1.25%	1.00%
Textiles	2.20%	6.60%	6.10%
<b>Subtotal, all organics</b>	<b>38%</b>	<b>46.00%</b>	<b>44.00%</b>
C&D			
Crushable inerts		0.86%	1.00%
Other inerts		4.13%	2.70%
Gypsum board	0.00%	0.21%	0.20%
Asphalt roofing	0.00%	0.00%	0.00%
Concrete	0.00%		
Treated wood (all)	1.40%	1.30%	1.80%
Carpet and carpet padding	0.60%	0.46%	0.60%
Rock soil and fines	0.00%		
<b>Subtotal, all C&amp;D</b>	<b>19.10%</b>	<b>6.96%</b>	<b>6.30%</b>
HHW			
Paint/Adhesives	0.00%	0.18%	0.10%
Vehicle and equipment fluids	0.00%	0.14%	0.10%
Universal hazardous waste		0.02%	0.10%
Medical waste		0.01%	0.10%
Medicine		0.03%	0.00%
Other hazardous waste		0.02%	0.10%
Covered E-waste		0.00%	0.30%
Other E-waste		0.02%	0.30%
Electronics, undifferentiated	0.40%		
<b>Subtotal, all HHW</b>	<b>0.40%</b>	<b>0.42%</b>	<b>1.10%</b>
Special			
Brown goods		0.00%	0.40%
Composite Bulky Items	4.50%	0.12%	0.60%
Other special waste		0.20%	0.00%
Tires	0.20%	0.00%	0.10%
<b>Subtotal, Special</b>	<b>4.70%</b>	<b>0.32%</b>	<b>1.10%</b>

Commercial Solid Waste Generated, as Percentage of Whole			
Material	Sunnyvale (City Waste Survey)	Oakland (RW Beck study)	Alameda (RW Beck study)
Notes: 0.0% = 0 tons, values may be rounded to 0.			
Individual material percentages are as reported; categories may not add up to 100% due to methodologies and data reported.			
* Indicates this item not reported separately or as a category.			
Paper			
Uncoated OCC	2.90%	1.09%	2.10%
High Grade Paper		0.67%	1.20%
ONP	2.50%	0.67%	0.90%
Mixed Recyclable Paper		3.81%	4.30%
Compostable Paper		19.99%	18.00%
Other paper		1.33%	1.20%
<b>Subtotal, all papers</b>	<b>22.50%</b>	<b>27.56%</b>	<b>27.70%</b>
Plastic			
PET bottles	0.30%	0.54%	0.60%
HDPE containers (<1 gallon)	0.30%	0.52%	0.60%
Other plastic containers (3-7)	0.40%	0.64%	0.80%
Expanded polystyrene food packaging	0.40%		
Expanded polystyrene blocks		0.18%	0.20%
Durable plastic items or mixed rigid plastics	1.80%	3.01%	3.60%
Plastic bags		1.11%	1.10%
Other film (not bags, industrial, or merchandise)	2%	5.98%	6.40%
Other plastics		1.43%	1.50%
<b>Subtotal, all plastics</b>		<b>13.41%</b>	<b>14.80%</b>
Glass			
Glass containers	1.20%	1.88%	1.90%
Other glass	0.20%	0.69%	0.70%
<b>Subtotal, all glass</b>	<b>1.50%</b>	<b>2.57%</b>	<b>2.60%</b>
Metal			
AL cans	0.10%	0.19%	0.20%
Tin/steel cans	0.50%	0.68%	0.70%
Appliances	0.00%	0.04%	0.10%
Other ferrous	1.90%	2.09%	2.50%
Other non-ferrous	0.80%	0.47%	0.50%
<b>Subtotal, all metal</b>	<b>5.40%</b>	<b>3.47%</b>	<b>4.00%</b>
Organics			
Food	22.50%	27.46%	26.10%
Untreated lumber		1.72%	2.10%
Pallets		0.40%	0.90%
Diapers		1.99%	2.20%
Manure		0.42%	0.60%
Other organics		2.27%	1.20%
Leaves and Grass	4.50%	4.35%	3.00%
Prunings and trimmings	4.70%	1.49%	1.30%
Textiles	1.50%	3.64%	3.10%
<b>Subtotal, all organics</b>	<b>35.50%</b>	<b>47.30%</b>	<b>40.50%</b>
C&D			
Crushable inerts		1.06%	2.10%
Other inerts		3.16%	2.10%
Gypsum board		0.08%	0.50%
Asphalt roofing		0.03%	0.20%
Concrete	3.60%		
Treated wood (all)	6%	3.34%	3.10%
Carpet and carpet padding	2.60%	0.00%	0.70%
Rock soil and fines	0.40%		
<b>Subtotal, all C&amp;D</b>	<b>12.60%</b>	<b>7.67%</b>	<b>8.70%</b>
HHW			
Paint/Adhesives		0.17%	0.10%
Vehicle and equipment fluids		0.01%	0.00%
Universal hazardous waste		0.05%	0.10%
Medical waste		0.04%	0.10%
Medicine		0.03%	0.00%
Other hazardous waste		0.06%	0.10%
Covered E-waste		0.00%	0.40%
Other E-waste		0.67%	0.10%
Electronics, undifferentiated	0.60%		
<b>Subtotal, all HHW</b>	<b>0.60%</b>	<b>1.03%</b>	<b>0.90%</b>
Special			
Brown goods		0.00%	0.20%
Composite Bulky Items		0.12%	0.50%
Other special waste		0.20%	0.10%
Tires	0.00%	0.22%	0.20%
<b>Subtotal, special</b>	<b>0.00%</b>	<b>0.54%</b>	<b>1.00%</b>



C&D Solid Waste Generated, as Percentage of Whole

Material	Sunnyvale (City Waste Survey)	Oakland* (RW Beck study)	Alameda* (RW Beck study)
Notes: 0.0% ≠ 0 tons, values may be rounded to 0.			
Individual material percentages are as reported; categories may not add up to 100% due to methodologies and data reported.			
x Indicates this item not reported separately or as a category.			
Paper			
Uncoated OCC	0.90%		
ONP	0.00%		
<b>Subtotal, all papers</b>	<b>1.80%</b>		
Plastic			
PET bottles	0.00%		
HDPE containers (<1 gallon)	0.00%		
Other plastic containers (3-7)	0.00%		
Expanded polystyrene food packaging	0.00%		
Durable plastic items	0.30%		
Other film (not bags, industrial, or merchandise)	0.00%		
<b>Subtotal, all plastics</b>	<b>2.30%</b>		
Glass			
Glass containers	0.00%		
Other glass	0.10%		
<b>Subtotal, all glass</b>	<b>0.70%</b>		
Metal			
AL cans	0.00%		
Tin/steel cans	0.00%		
Appliances	0.10%		
Other ferrous	2.00%		
Other non-ferrous	0.10%		
<b>Subtotal, all metal</b>	<b>3.90%</b>		
<b>Electronics</b>	<b>0.70%</b>		
Organics			
Food	0.40%		
Leaves and Grass	2.80%		
Prunings and trimmings	1.70%		
Textiles	0.10%		
<b>Subtotal, all organics</b>	<b>5.50%</b>		
C&D			
Concrete	3.20%		
Treated wood (all)	3.10%		
Carpet and carpet padding	0.50%		
Rock soil and fines	41.60%		
<b>Subtotal, all C&amp;D</b>	<b>83.90%</b>		
<b>Subtotal, all HHW</b>	<b>0.30%</b>		
<b>Subtotal, tires</b>	<b>0.00%</b>		

\*This category of generator was combined with all generators utilizing roll-off containers, including all open-tops and compactors, and also including multi-family and commercial generators. For this reason, C&D generation cannot be isolated in the published data.

**Appendix 7-13 Transition Team Background**

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## CWS Oakland Transition Team Background and Additional Information

### **Circlepoint**

<http://www.circlepoint.com/>

Established in 1987 as a Public Affairs Management company, Circlepoint has grown over the years to meet clients' ever-expanding needs, from environmental planning to social media strategy. For more than two decades, Circlepoint has been a guiding force in helping government agencies, private businesses and communities think strategically, communicate effectively, and find solutions to bring resolution on a wide range of issues and opinions. Circlepoint provides strategic communications counsel that informs and educates stakeholders, and has a focused environmental planning practice that integrates environmental assessment, design, and community outreach to produce streamlined environmental documents. The creative services team delivers a wide range of design and production services, from identity development to websites and printed collateral. Circlepoint has a long list of current and former public sector, corporate and non-profit clients including the City of Oakland, City of San Jose, numerous other Bay Area cities, Port of Oakland, Counties of Alameda and Contra Costa and others, EBMUD, California Integrated Waste Management Board, Sacramento Regional Solid Waste Authority, and the Bay Area Council.

Circlepoint is an Oakland certified local business. Certification # 6550.

**Chris Colwick, Senior Project Manager, Strategic Communications,** Chris is dedicated to creating an environment where individuals, neighborhoods, and all variety of interested stakeholders can participate in projects that improve our urban environment and transportation systems. He is well-versed in the issues and community concerns related to projects that affect our everyday lives - the streets we drive on, the buildings we work in, the transit we use to get around - and has implemented many effective public involvement and strategic communications programs to make projects better while ultimately enhancing the reputation of project sponsors. Fascinated by interconnectedness of the natural and manmade world, Chris has spent the last decade fostering community involvement and managing public outreach programs for infrastructure projects and related fields. His strategic outreach programs educate, help increase awareness, expand involvement, and generate focused and useful input - which ultimately leads to better projects.

**Jonathan Bair, Senior Associate,** Jonathan Bair has a decade of experience working with clients to create and implement communications strategies, with expertise in online media, press relations, and mass communication of complex concepts and projects. Jonathan pioneered social media as an outreach tool in the transportation, local government, and real estate fields, and continues to explore new technological solutions to meet clients' needs. His strong understating of mainstream and alternative media, popular online trends, and the political context enables him to manage creative, effective, and sensitive communications strategies for a diverse clientele.

### **The Next Generation**

<http://nextgeneration.org/>

The Next Generation (TNG) is a full-service campaign consulting and management, and issue advocacy firm, specializing in environmental and progressive issues in the Bay Area and across California. TNG helps clients to craft smart outreach and political strategies, organize operation of information programs, and develop clear, targeted, and effective messages. TNG's Past work includes strategy and advocacy for organizations such as Union of Concerned Scientists, Environmental Defense, and Clean Water Action,

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as well as electoral campaigns for Oakland City Attorney Barbara Parker and Oakland City Councilmembers Libby Schaaf, Pat Kernighan, Rebecca Kaplan, and Dan Kalb, among many others.

TNG is an Oakland-based business.

**Doug Linney: President**

Doug has served the environmental community of California for over 35 years as an advocate, political strategist, coalition builder, and fundraiser. In 1996, he founded The Next Generation (TNG) in an effort to advance the environmental agenda by offering services and political strategy to nonprofit organizations, environmental coalitions, and progressive candidates.

Doug has run numerous campaigns at the state, regional, and local level and has specialized in water, energy, forestry, and environmental tax reform issues. In 2002, he was recognized with the Mark Dubois River Conservationist Award given by Friends of the River. His environmental service includes past or present membership on the boards of directors for the California League of Conservation Voters, Friends of the River, ecoVenture, Green Capitol, the Planning and Conservation League, and the East Bay Municipal Utility District.

From 1988 to 1994, Doug was the Political Director of the California League of Conservation Voters, a public interest organization that supports environmentally minded candidates for public office. Doug received his Bachelor of Science in Environmental Science and Public Policy from the University of California, Davis.

Doug's experience includes current service since 2000 on and being a past President of the East Bay Municipal Utility District Board representing 190,000 constituents; founder and Executive Director of EcoVenture from 1999 – 2006, an organization he founded to sponsor environmental start-ups, including California Interfaith Power and Light, Green Watchdog, and Living Forest Project, among others; Political Director of the California League of Conservation Voters from 1988 – 1994, where he was responsible for development and implementation of all political programs for the only full-time environmental Political Action Committee in the state, setting up grassroots oriented political programs and letter writing campaigns, implementing CLCV efforts on behalf of environmental candidates and measures and training and placing over 40 organizers in electoral campaigns around the state; and Campaign Consultant with Linney Associates from 1985 – 1988. Doug currently sits on the boards of the Planning and Conservation League, California League of Conservation Voters, and League of Conservation Voters of the East Bay. From 1989 to 1991 he chaired the Solid Waste Management & Recycling Committee of the City of Alameda.

**Kneal Resource System, Inc.**

<http://www.kneal.com/>

Kneal Resources System, Inc. (KRS) was founded and is managed by Kathy Neal, a former member of the California Integrated Waste Management Board and chair of its Public Education and Legislation Committee. KRS clients have included IBM, Unisys, ICF Kaiser Engineers, Laidlaw Environmental, US Dept. of Agriculture, Alameda County, Peralta Community College District, Oakland Unified School District, municipal water districts, small to mid-size companies, and the San Francisco Foundation and other non-profits. KRS will partner with CWS to develop community relations to support CWS' activities in public education and the Reusable Advisory Group.

KRS is an Oakland certified small local business. Certification # 7364

**Kathy Neal, President** Kathy, who will serve as KRS lead on this project, has worked in public policy and outreach for over 31 years and consulted with CWS on matters of public education, public relations, regulatory compliance and organizational projects for 8 years. She will participate in the partnership with the City of Oakland during the transition to further develop a detailed community outreach campaign to increase diversion tons. Kathy has significant experience in project planning, management and staffing; process improvement; public affairs, public education and governmental affairs strategy and outreach; general business management, marketing, and fiscal oversight statewide permitting and regulation of solid waste facilities and programs; and creation and implementation of statewide education and outreach initiatives

Kathy served as Commissioner for the Port of Oakland from 1998 to 2000 and was Administration Committee Chair, Commercial Real Estate Committee Chair and a Commission Vice President during that period. Kathy has a Master of Public Administration from the University of San Francisco, a BA degree in Political Science from California State University, Los Angeles, 2 business management certificates from the Dartmouth College, Tuck School of Business, and a Certificate in Training and Development of Small Disadvantaged Businesses in Advanced Technologies from NASA.

**Gershman, Brickner & Bratton, Inc.**

<http://gbbinc.com>

Gershman, Brickner & Bratton, Inc. (GBB) is an international management consulting firm that helps public- and private-sector organizations of all sizes craft practical, customized and technically sound solutions to complex solid waste management challenges. Since 1980, GBB has assisted hundreds of organizations develop long-term, sustainable solid waste solutions that save money and improve efficiencies. GBB will partner with CWS to support the transition activities in the City of Oakland, and help develop programs that support increased recycling and diversion levels from the City's waste streams.

**Robert Brickner, Executive Vice President**, has more than 37 years of experience in the solid waste management field. He is an expert in solid waste handling systems, including collection and processing equipment, especially equipment costs and systems analysis. Mr. Brickner is well versed in cost allocation methods and economic/financial modeling, and life-cycle costing. During the last twenty years, Mr. Brickner has conducted hundreds of field visits to review local collection programs (for trash, recyclables and brush) and solid waste management programs (including materials recovery facilities (MRFs), waste-to-energy facilities, C&D recycling systems, transfer stations, and landfill facilities) in the United States, and abroad. Additional information regarding Bob's experience is available at <http://gbbinc.com/profiles/brickner.html>

**Tim Giardina, GBB Vice President**, has over 25 years of industry experience with a focus on collection, transfer station, landfill, recycling and medical waste operations. Prior to joining GBB as a Principal Associate, he spent 13 years with Waste Management, Inc., handling increasing responsibilities ranging from Operations Manager, General Manager, and Senior Manager of Market Planning and Development. He has a highly accomplished and proven track record in operations, P&L management, acquisitions and strategic planning with both distressed and growth companies. Additional information regarding Tim's experience is available at <http://gbbinc.com/profiles/giardina.html>



**Archie Humphrey – Environmental Consultant/Transition Resources**

Archie Humphrey provides strategic solid waste management consulting services to public and private sector clients. He has over 35 years of experience in all facets of waste handling including collection, processing, recycling, composting, disposal and alternate technologies. Archie was the Chief Operating Officer of Recology (formerly Norcal) in San Francisco, California. His achievements at Recology include development and operation of food waste recycling facilities and programs, implementation of San Francisco Fantastic 3 collection program, and construction and operational start-up of the San Francisco Pier 96 recycling facility and C&D iMRF. CWS will draw from his vast experience and knowledge in operational development, transition and implementation.

**Paul J. Rottenberg**

Paul Rottenberg has for many years supported cities, special districts, non-profits and private companies engaged in solid waste and recycling activities. He focuses on contracts and compliance, materials processing and marketing, equipment specification, economic analysis, facility development, dispute resolution, contract negotiations and government relations. As CWS General Manager between 1992 and 1995, Paul managed the CWS start-up of curbside and multi-unit recycling collection in Oakland and oversaw staffing, equipment specification, financial projections, A/R, A/P, marketing, government relations, plant management, safety, equipment maintenance, computer system design and management, public relations, business development, et al.

Paul has a MBA from the University of San Francisco, a MPH in progress from the University of California Los Angeles, a BA in International Relations from San Francisco State University, has done undergraduate coursework in Economics/Political Science at Georgetown University, and is fully trained and licensed in commercial refuse and recycling vehicles and heavy equipment operation. He has been published and a lecturer on various solid waste issues.

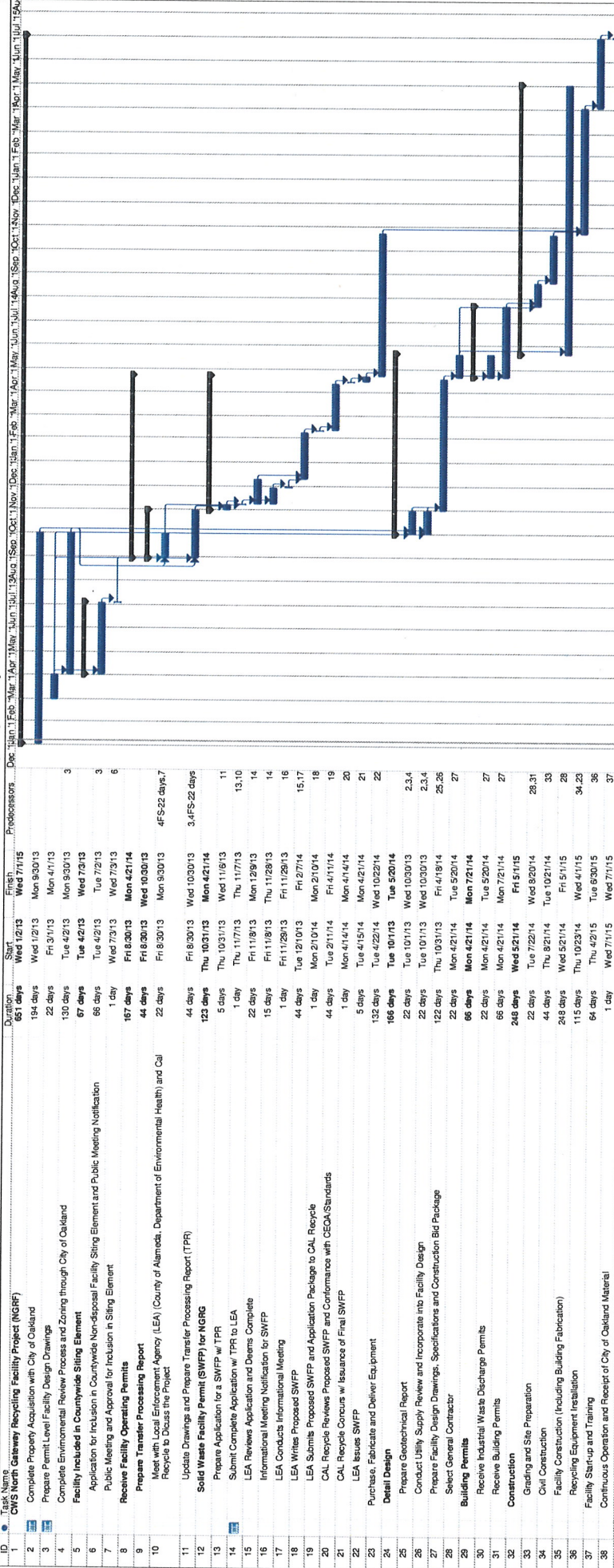
Since 1995, Paul has been a consultant to cities, special districts, non-profits and private companies engaged in solid waste and recycling activities. Primary focus of engagements is business development, contracts and compliance, acquisitions and divestitures, materials processing and marketing, equipment specification, financial proformas, economic analysis, facility development, dispute resolution, contract negotiations and government relations. Recent projects include financial audit and negotiations on behalf of a California special district with its franchised waste company; successful response to \$20+ million local government RFP for recyclables collection and processing in California, including all subsequent negotiations on behalf of a private waste industry client; successful response to \$18+ million county RFP for recyclables processing in California, including all subsequent negotiations on behalf of a private waste industry client; geoaspatial and statistical analysis of residential solid waste service demand in a major metropolitan service area in California; corporate assets acquisition and due diligence; financial review of franchise for a municipal government client; sole author of a refuse collection and transfer efficiency study for Ho Chi Minh City, Vietnam; patient billing product review for Fortune 500 hospital financial services company; and solid waste facility site acquisition and development in three cities for a private client. Paul has extensive negotiation experience with and for public agencies and private clients, dealing with permitting and compliance matters including the CIWMB, DOC, BARWQCB, BAAQMD, OES, local and county LEAs, Community Development Departments, city councils, county boards of supervisors, city attorneys and county councils.

**Appendix 7-14 Oakland Gateway Facility Supporting Materials**

Service Group 2 - January 9, 2013



# California Waste Solutions North Gateway Recycling Facility



California Waste Solutions  
North Gateway Recycling Facility Project Schedule  
Revision Date: January 3, 2013

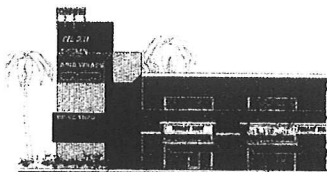
CALIFORNIA WASTE SOLUTIONS  
Recycling Specialists

OAKLAND RECYCLES.COM

DEI  
D. Edwards, Incorporated

**Appendix 7-15 OMSS Letter**

Service Group 2 - January 9, 2013



# OMSS

Oakland Maritime Support Services, Inc.

## **Oakland Maritime Support Services Center**

December 15, 2012

### **SENT VIA E-MAIL & U.S. MAIL**

Ms. Kristina Duong  
California Waste Solutions  
1820 10<sup>th</sup> Street  
Oakland, California 94607

Dear Ms. Duong:

Oakland Maritime Support Services (OMSS) is pleased to learn about the progress of your expansion to the Oakland Army Base property near the Port of Oakland. We would be pleased to accommodate your firm with parking for your collection and transport fleet during the transitional period of time before you occupy your new facility in the North Gateway at Wake Avenue and Engineers Road.

Our new OMSS facility will provide 17 acres of premium parking and support service for trucks. Upon completion of the facility, OMSS agrees to lease to California Waste Solutions (CWS) land with available Diesel, Biodiesel, CNG and LNG fueling capability for the domicile and support for between 50 and 150 collection vehicles. We will have more than ample space for your fleet during the period of time that you described -- beginning January 2015 through December 2016, or at such date when the new CWS facility is fully operational at the new North Gateway location.

Services for CWS trucks will include the following in General Terms:

#### OMSS will provide:

- Fenced & lighted parking spaces
- 24-hour security & camera
- 24-hour access for CWS employees
- Access to Fueling and Service by CWS representative
- Facilities for CWS drivers

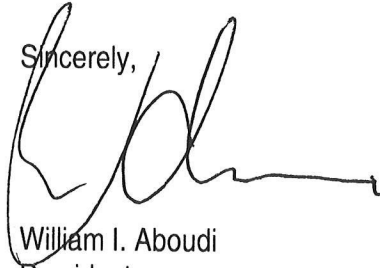
#### CWS will provide:

- List of all trucks and trailers to be domiciled with CA & DOT numbers, registration and insurance information
- DTSC list for equipment, Fluid and Fuel in trucks

A formal agreement between OMSS and CWS will follow this Term Sheet to include the terms of parking and leasing amount.

Please call me at (510) 604-0466 if you should have any questions.

Sincerely,

A handwritten signature in black ink, appearing to read 'William I. Aboudi', written over the word 'Sincerely,'.

William I. Aboudi  
President

bill@oaklandmss.com | (510) 604-0466

**OMSS**

Oakland Maritime Support Services, Inc.