



SOLID WASTE
MANAGEMENT
CONSULTANTS

August 28, 2012

S. Mujeeb Shah-Khan, Esq.
City Attorney
City of Greensboro
300 West Washington Street
Greensboro, NC 27401

Re: Review of Greensboro Proposals for Municipal Solid Waste Services

Dear Mr. Shah-Khan:

Gershman, Brickner & Bratton, Inc. (GBB) was retained by the City of Greensboro, NC (the "City") to provide the City with a review of Proposals for Municipal Solid Waste Services received pursuant to the Request for Proposals (RFP) #08-12. GBB completed an initial review of the proposals received and presented a review in a draft letter report dated August 2, 2012.

Subsequent to the submission of the draft letter report, the City requested additional analyses and participation with company interviews. This letter report presents the results of the additional analyses, a summary of the proposer interviews, and recommendations on how to proceed with contractor selection.

Background:

The City currently owns and operates a solid waste transfer station. The transfer station is presently operated by City employees. The City contracts with private entities for transportation and disposal services. In fiscal year 2010-2011, approximately 223,300 tons of waste was managed through the transfer station.

The City issued RFP #08-12 on April 11, 2012 to solicit the interest of private sector companies to provide the City with a variety municipal solid waste management services. The services solicited included transfer station operations, and/or transportation, and/or disposal of the City's municipal solid waste. An addendum to the RFP was issued on May 2, 2012. The Addendum provided responses to questions submitted by prospective Proposers and a revised Price Form 1 that correspond to the six individual price options for services to be provided.

The City received five (5) proposals from the following companies:

- FCR Greensboro LLC (d/b/a ReCommunity)
- Hilco Transport, Inc.
- Republic Services of NC, LLC
- Waste Connections, Inc.
- Waste Industries, LLC

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Two companies - Advanced Disposal Services Carolinas, LLC and Waste Management of Carolinas, LLC – chose not to submit bids.

Proposal Completeness

GBB reviewed the five proposals for completeness. GBB found the proposals from Hilco Transport (Hilco), Republic Services (Republic), and Waste Industries to be complete. FCR Greensboro and Waste Connections' (WCI) proposals were generally complete. However, we found certain information incomplete on each company's experience description, as follows:

- FCR Greensboro only indicated experience with the operation of transfer stations for recyclables, not municipal solid waste, as was requested by the RFP.
- WCI's Form 2A, completed on behalf of their subcontractor A-1 Sandrock Inc., renamed Section C to indicate "Transportation" experience and not "Transfer Station" experience as the form initially indicated. During the proposer interview, WCI indicated the renaming was not intentional and was inadvertent.

Proposer Interviews

GBB participated in proposer interviews on August 24, 2012. Hilco, Republic and WCI were interviewed. Prior to the interviews, GBB and the City developed and sent each of the proposers a list of questions. A summary of the discussions and information presented by each proposer is presented below.

Republic

For the past six years, Republic has been under contract with the City to dispose of waste from the City's transfer station. In Republic's proposal, Hilco is a proposed subcontractor for transportation services and, therefore, representatives from both Republic and Hilco were present during the interview. The following items were discussed in the interview:

- Republic confirmed that there are three tippers at the Uhwarrie Landfill and stated there is adequate airspace at the site to accept waste from the City for at least 20 more years.
- Republic has five landfills in North Carolina should additional capacity be needed.
- Republic offered the use of the Bishop Road Transfer Station as a backup facility in the event that the City's transfer station was unable to accept waste. The Bishop Road Transfer Station is along the I-85 corridor approximately 11 miles southeast of the City's transfer station.
- Republic confirmed the \$2.00 per ton state tax on solid waste disposal, in addition to any other applicable taxes and fees, is included in their proposal prices for Options 4, 5 and 6.

- Republic offered a credit to the City for the reduction in the disposal fee on all tons processed from June 1, 2012 to the date when a new contract is executed. The current contract disposal price is \$22.34 per ton. Republic's proposed price is \$20.50 per ton, or \$1.84 per ton less than the current rate. Based on an estimated 70,000 tons of waste disposed between June 1, 2012 and October 1, 2012 (the proposed contract date), the estimated credit from Republic would be approximately \$128,000.
- Republic presented a detailed description and an example of the method they and Hilco will use to calculate fuel surcharge.

Hilco

For the past six years, Hilco has been under contract with the City to transport waste from the City's transfer station to the Uhwarrie Landfill located in Mt. Gilead, NC. The following items were discussed in the interview:

- The round-trip distance to Uhwarrie Landfill is 146 miles and it takes 3.6 hours to complete the cycle of loading a transfer trailer, delivering the waste to the landfill and returning to the transfer station to be reloaded. The route used by Hilco involves taking Interstate 74 south from Greensboro to Route 24/27 West into and through the Town of Troy to the landfill access road.
- Hilco uses 26 to 30 trailers and 13 to 15 tractors to transport an average of about 40 loads per day to the Uhwarrie Landfill or about 3 loads per day per tractor. Over the past calendar year the average amount of waste per load was 23.5 tons. The trailers are unloaded using a tipper. There are three tippers at the Uhwarrie Landfill, one of which is owned by Hilco. All three are operated by Republic.
- Hilco currently transports special (non-hazardous) waste to the Anson County Landfill under contract with Waste Connections. The round-trip distance to the Anson County Landfill is 228 miles and it takes about 5.3 hours to complete the cycle of loading, transportation, tipping and returning to be loaded again. Hilco indicated they could make 2 trips per tractor per day to the Anson County Landfill. The route used by Hilco involves taking Interstate 74 south from Greensboro to State Route 74 west through the Town of Rockingham to the landfill access road.
- Hilco stated they would need a minimum of 38 trailers and 20 tractors and drivers to transport the City's waste to the Anson County Landfill. They also stated there is one tipper at the site and they would relocate the tipper from Uhwarrie if contracted to haul to Anson County. Hilco would need to acquire 8 more tipper trailers if the City retains them to transport the waste to the Anson County Landfill. The lead time for obtaining new trailers is 6 to 8 weeks. Hilco indicated they could get the needed tractors and trailers by leasing on the short term. Hilco indicated they would need to start immediately recruiting drivers in order to be ready to haul waste to Anson County by October 1, 2012.

- Hilco has a safety program to encourage the safe operation of the tractors. They indicated they have not had an accident or over-weight violation with the trucks hauling City waste since starting the contract 6 years ago. Hilco has a driver incentive program where drivers are paid a \$100 bonus in addition to their salary and benefits for performing in a safe manner and avoiding accidents and traffic tickets.
- Hilco offered a credit to the City for the reduction in the transportation fee on all waste transported from June 1, 2012 to the date when a new contract is executed. The current transportation price is \$1.802 per mile. Hilco's proposed price is \$1.665 per mile, or \$0.137 per mile less than the current rate. GBB estimates the credit from Hilco between June 1, 2012 and October 1, 2012 (the proposed contract date), would be approximately \$61,300.
- When questioned why Hilco's pricing for transportation is higher as stand-alone proposer than as a subcontractor to Republic, Hilco indicated that Republic was able to negotiate a more favorable fuel escalator from Hilco.
- Hilco presented a detailed description and an example of the method they will use to calculate fuel surcharge.

WCI

WCI attended the interview with their proposed subcontractor for the transfer station operation and waste transportation – A-1 Sandrock, Inc. (Sandrock). Sandrock would transport waste to the Anson County Landfill in Polkton, NC, if WCI contracts with the City under Option 5 (Transport and Dispose) or Option 6 (Operate, Transport and Dispose). The following items were discussed in the interview:

- WCI confirmed they have adequate airspace at the Anson County Landfill to accept the City's waste for the duration of the contract terms identified in the RFP.
- WCI is currently seeking a permit amendment for the Anson County Landfill to extend the operating hours at the site. The current permit does not allow the landfill to be open all of the hours required by the City in the RFP. The site currently operates Monday through Friday. The change in hours involves getting approval from the State of North Carolina to operate on Saturdays. According to WCI, they have the approval of Anson County under the terms of a franchise agreement to operate on Saturday and all other approvals, except State approval.
- The landfill currently has one tipper for trailers that is processing approximately 330 tons per day of waste. It was discussed that the tipper is realistically capable of unloading about 1,000 tons per day. Considering that the City's waste would be about 1,000 tons per day on days such as Monday, WCI indicated it would redirect waste currently coming to Anson County Landfill to a site in Charlotte and acquire a second tipper. It was discussed that it would take approximately 10 weeks to purchase a new tipper and have it delivered.
- Sandrock currently has seven drivers on staff with Class A Commercial Drivers Licenses. They drivers are occupied with operating vehicles in the Greensboro area and would be recruited to drive transfer trailer trucks to Anson County with the City's

waste. According to Sandrock, a total of 15 to 17 tractors with drivers and 30 transfer trailers will be needed to transport the City waste.

- According to Sandrock, transfer trailer drivers would be expected to make to make 3 round-trips per day to the Anson County Landfill from the City's transfer station. Based on information provided by Hilco and a review of the travel distance, GBB expects Sandrock's expectation of drivers making 3 round-trips per day is overly optimistic.
- Sandrock reported the round-trip travel distance to the Anson County Landfill as being 176 miles Using the route described by Sandrock, GBB measured the mileage from the City's transfer station to the landfill access road at 100 miles or 200 round-trip miles.
- Sandrock reported the round-trip travel time to drive 176 miles was 3 hours for the complete cycle of connecting to a loaded trailer, transportation it, tipping and returning the trailer to be loaded again. Sandrock also stated they expected the travel time to go 88 miles one way was 78 minutes, which is an average speed 67.7 miles per hour. GBB believes it is not only unrealistic but unsafe to maintain this speed along the route described by Sandrock. It is noted from the information presented by Hilco above that their estimated round-trip travel time from Greensboro to Anson County Landfill was 5.3 hours. Some of the time difference can be explained by Sandrock taking a route about 12 miles shorter than Hilco's route. Sandrock also described using a "drop & hook" approach at the both the landfill and the transfer station. This approach involves using yard jockeys or trucks dedicated to handling trailers on the site to bring loads to the active face to be emptied. At the transfer station the City currently uses this method to load empty trailers.

Company Qualifications and Experience

Based on the interviews, GBB's review of the proposals, and the experience requirements outlined in the RFP, we find that Hilco, Republic and Waste Industries meet the requirements for the scope of work they are proposing to do for the City. Republic and Hilco are currently under contract with the City for disposal and transportation services, respectively, and they are proposing to provide that same service related to the RFP. Waste Industries, including their subcontractor Stafford Transport, Inc., have significant transportation and disposal experience both within and outside North Carolina.

GBB is generally confident that WCI could meet the performance requirements for providing disposal services in accordance with the RFP. There is a concern for WCI getting State approval of a pending permit amendment for extending landfill operating hours by October 1, 2012.

GBB has substantial concerns about the experience and qualifications of Sandrock as a transfer station operator or waste transporter. Sandrock has not demonstrated experience with an operation comparable to the City's transfer station. Sandrock does not currently own or lease any of the tractors or trailers needed to haul the City waste. They did, however, provide letters from equipment vendors. Sandrock did not demonstrate a convincing approach to achieving their expected 3 round-trips per day to the Anson Landfill. Sandrock has not demonstrated a convincing ability to have personnel and equipment available for an October 1, 2012 start date.

FCR Greensboro did not demonstrate experience operating a transfer stations for municipal solid waste. However, FCR Greensboro's parent company, ReCommunity, has significant experience in managing recyclable materials at more than 10 recycling facilities. Generally, the types of recyclable material managed at ReCommunity's other facilities, including waste residuals, are similar to the materials they would manage at the City's transfer station. GBB recommends that the City hold discussions with FCR Greensboro to discuss any concerns about the company's ability to operate a municipal solid waste transfer station. At this time, we do not recommend disqualifying FCR Greensboro until additional discussions are considered.

Pricing

As presented in the RFP, there were six pricing options for Proposers to consider. These options involved providing services for the transfer station operations, waste transportation, and disposal. Three of the options involved providing these services separately and the other three involved a combination of two or more of these services as outlined below:

1. Operation of the City's Transfer Station Only
2. Transportation Services Only
3. Operation of the City's Transfer Station and Transportation Services
4. Disposal Services Only
5. Transportation and Disposal Services
6. Operation of the City's Transfer Station, Transportation Services, and Disposal Services

Proposal Scenarios

No Proposer provided pricing for all six options. However, two Proposers provided pricing for Option 6, which includes all three services. Four of the Proposers provided pricing for all four of the contract terms (3, 5, 10 and 15 years), and Hilco only gave pricing for the 3-year and 5-year terms. A summary of the options for which pricing was offered by each of the five Proposers is shown in Table 1.

City Operation of Transfer Station

Based on the proposal pricing, City staff has indicated their preference to continue operating the transfer station. The City has estimated current operational costs of the transfer station at \$6.00 per ton at a processing rate of 225,000 tons per year. This cost is comparable to the responses provided in the proposals which ranged from \$5.85 to \$6.05. At a reduced processing tonnage of 125,000, the City estimates their operational costs at \$8.00 per ton. GBB has developed the scenarios based on the City's operation of the transfer station.

Contract Term

City staff have requested evaluations be performed on 3-year and 5-year contract terms. GBB has developed the scenarios based on these proposed terms.

Proposals Evaluated

Based on the City operating the transfer station, FCR Greensboro's proposed pricing was not considered further as they only bid on the facility operation. Additionally, the initial

evaluation of proposals indicated that Waste Industries pricing was substantially higher than the other proposer, and their proposed pricing was not considered further.

Therefore, there are four scenarios for each of the two contract terms and tonnage amounts. The basic scenarios are (1) Waste Connections to transport and dispose at Anson County Landfill, (2) Republic to transport and dispose at Uhwarrie Landfill, (3) Hilco to transport and deliver to Anson County Landfill, and (4) Hilco to transport to Uhwarrie Landfill.

Cost Factors

There are several cost factors that were used in the cost comparison calculations. GBB prepared net-present value calculations for the various cost scenarios. Cost factors used in addition to the pricing information provided by proposers are inflation rate, discount rate, and diesel fuel escalation rate. A description of these factors and the basis for selecting them is presented below.

- Inflation Rate – Based on a review of the Consumer Price Index for All Urban Consumers (CPI-U) from the Bureau of Labor Statistics. The pricing provided by proposers was presented in 2012 value and these prices were used to calculate costs in the first year of the contract term. Costs for the second and subsequent years were increased by 3.0 percent per year based on an average of the past 12 months of CPI data (Table 2).
- Discount Rate – Information on discount rate is generally not published and varies according to general trend of the economy. Due to the short duration of the contract and the current low interest rates on investments, GBB selected a discount rate of 1 percent year.
- Fuel Escalation Rate - Number 2 diesel fuel has seen significant fluctuation in the past 10 year. Table 3 shows a review of available fuel pricing from the U. S. Department of Energy (DOE). For the purposes of this evaluation, GBB assumed a 10 percent per year fuel price escalator.

Pricing Calculations

GBB has developed scenarios pricing calculations based on 125,000 tons and 225,000 tons received annually at the transfer station during the first year. GBB has assumed that the tonnage amounts will increase at a rate of 1 percent per year subsequently.

We have presented the costs in a new present value (NPV) basis over a 3-year and 5-year contract term. Additionally, we have presented the costs in average NPV cost-per-ton basis.

The proposal prices are based on current (2012) costs. All of the Proposers identified they would use a Consumer Price Index (CPI) adjustment to their rates. As stated above, we have assumed a CPI rate of 3 percent per year.

All of the Proposers also stated they would apply a fuel surcharge. For the purposes of making this comparison, the price of diesel fuel was chosen at \$3.85 per gallon, and

transportation costs in the calculations were based on this amount in the first year of the contract.

Comparison of Scenarios

A ranking of the average cost-per-ton of the four pricing scenarios at a 3-year and 5-year contract term at the 125,000 tons per year operating level is presented in Table 4A. The same information is presented in Table 4B at a 225,000 tons per year operating level.

Tables 5A and 5B break out the 125,000 tons per year operating level pricing by the 3-year and 5-year contract terms. Tables 6A and 6B break out the 225,000 tons per year operating level pricing by the 3-year and 5-year contract terms.

Summary and Recommendations

GBB evaluated all five proposals submitted to the City in response to the City's Request for Proposals (RFP) #08-12. GBB completed an initial review of the proposals received and presented a review in a draft letter report dated August 2, 2012. Subsequent to the submission of the draft letter report, the City requested additional analyses and participation with company interviews.

Based on the proposal pricing, City staff has indicated their preference to continue operating the transfer station. As a result, FCR Greensboro's proposal was not considered further and they were not interviewed. Additionally, the initial evaluation of proposals indicated that Waste Industries pricing was substantially higher than the other proposer. Waste Industries proposal was not considered further and the company was not interviewed.

GBB participated in interviews with Republic, Hilco and WCI on August 24, 2012. Based on our proposal review and company interviews, GBB has concerns about the experience and qualifications of Sandrock, WCI's subcontractor, as a transfer station operator or waste transporter. Sandrock has not demonstrated experience with an operation comparable to the City's transfer station. Sandrock does not currently own or lease any of the tractors or trailers needed to haul the City waste. Sandrock did not demonstrate a convincing approach to achieving their expected 3 round-trips per day to the Anson Landfill. Sandrock has not demonstrated a convincing ability to have personnel and equipment available for an October 1, 2012 start date. GBB therefore recommends eliminating WCI from further consideration.

GBB is aware that the City is also considering potential public partners for the disposal of the City's solid waste. Republic did not propose on transportation services separately. Therefore, in order to provide flexibility in future disposal options, a separate transportation operator would be desired. Hilco has proposed on transportation services separately. Hilco is a well-qualified transportation company and has demonstrated the ability to perform as of October 1, 2012 based on hauling to Uhwarrie Landfill.

If WCI's pricing is not considered, Republic has offered the best pricing on a 3-year and 5-year transportation and disposal service. Republic is well qualified and has demonstrated the ability to perform as of October 1, 2012.

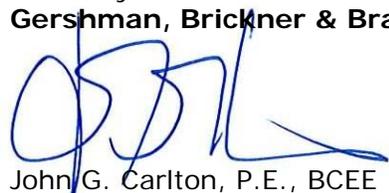
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GBB's recommendations to the City include the following:

- Disqualify WCI from further consideration.
- Award the transportation contract to Hilco subject to their matching the pricing Hilco provided Republic.
- Award disposal services to Republic on either a 3-year or 5-year contract term.

On behalf of GBB, we appreciate the opportunity to be of service to the City of Greensboro. We look forward to discussing our recommendations at your convenience.

Sincerely,
Gershman, Brickner & Bratton, Inc.



John G. Carlton, P.E., BCEE
Vice President

Attachments: Tables 1 through 6

TABLE 1						
Summary of Bid Responses						
Responses to City of Greensboro, North Carolina						
Request for Proposals #08-12 For Solid Waste Management Services						
Proposer	FCR Greensboro LLC (d/b/a ReCommunity)	Hilco Transport, Inc.	Republic Services of NC, Inc.	Waste Connections, Inc.	Waste Industries, LLC	
Option 1 - Operate Only - Transfer Station Operations	Prices for all tonnage ranges and contract terms	Prices for all tonnage ranges at 3 & 5 years; none for 10 & 15 Years	No Bid Form Provided	No Bid	No Bid	
Option 2 - Transport Only - MSW Transportation from TS to LF	No pricing provided	Prices for all tonnage ranges and mileages at 3 & 5 years; none for 10 & 15 years	No Bid Form Provided	No Bid	No Bid	
Option 3 - Operate and Transport - Operate TS and Transport MSW to LF						
Option 3 A - Transfer Station Operations Component	No pricing provided	Prices same as Option 1	No Bid Form Provided	No Bid	No Bid	
Option 3B - Transportation to Landfill Component	No pricing provided	Prices same as Option 2	No Bid Form Provided	No Bid	No Bid	
Option 4 - Dispose Only - MSW Disposal	No pricing provided	No pricing provided	Prices for all tonnage ranges and contract terms	Prices for all tonnage ranges and contract terms	No Bid	
Option 5 - Transport and Dispose - Transport MSW and Dispose at LF	No pricing provided	No pricing provided	Prices for all tonnage ranges and contract terms	Prices for all tonnage ranges and contract terms	Prices for all tonnage ranges and contract terms	
Option 6 - Operate, Transport & Dispose - Operate TS, Transport MSW and dispose at LF	No pricing provided	No pricing provided	Prices for all tonnage ranges and contract terms	Prices for all tonnage ranges and contract terms	No Bid Form Provided	

TABLE 2		
Summary of Consumer Price Index Information		
CPI-U Information from Bureau of Labor Statistics		
End of Month	12-Month Percent Change	Reference
August-11	4.3%	U. S. Bureau of Labor Statistics - Consumer Price Index for All Urban Consumers (CPI-U) for South Region from Southeast Information Office - Atlanta, GA. Http://www.bls.gov/ro4/cpiso.pdf
September-11	4.1%	
October-11	3.7%	
November-11	3.8%	
December-11	3.3%	
January-12	3.2%	
February-12	3.3%	
March-12	2.8%	
April-12	2.5%	
May-12	1.6%	
June-12	1.7%	
July-12	1.4%	
Average Percent Change	3.0%	

TABLE 3				
Review of Fuel Prices for Diesel Fuel No. 2				
Type of Data	Date of Reported Price	Diesel Fuel Price	Annual Change	Percent Change
	Week of:			
Historical	8/6/2007	\$2.825		
			\$1.676	59.33%
Historical	8/4/2008	\$4.501		
			-\$1.966	-43.68%
Historical	8/3/2009	\$2.535		
			\$0.355	14.00%
Historical	8/2/2010	\$2.890		
			\$1.028	35.57%
Historical	8/1/2011	\$3.918		
			-\$0.112	-2.86%
Historical	8/6/2012	\$3.806		
			-\$0.206	-5.41%
Forecast	8/5/2013	\$3.600		
Forecast from U. S. Energy Information Administration				

Source: <http://www.eia.gov/petroleum/gasdiesel/>
 US Energy Information Administration - Weekly Lower Atlantic (PADD 1C) No. 2 Diesel Retail Prices.

TABLE 4A - LISTING OF PRICING SCENARIOS						
Bid Proposal Evaluation with City of Greensboro as Transfer Station Operator (125,000 tons per year)						
Request for Proposals #08-12 For Solid Waste Management Services						
Column - (A)	(B)	(C)	(D)	(E)	(F)	(G)
Contract Term	Transfer Station Operator	Tranporter	Disposal	Net Present Value Over Contract Term	Average Cost per ton	Round Trip Landfill Mileage
3 Years	City of Greensboro	Waste Connections	Waste Conn (Anson Co)	\$15,757,727	\$41.60	228
3 Years	City of Greensboro	Republic	Republic (Uwharrie Site)	\$15,930,958	\$42.06	146
5 Years	City of Greensboro	Republic	Republic (Uwharrie Site)	\$27,922,162	\$43.79	146
5 Years	City of Greensboro	Waste Connections	Waste Conn (Anson Co)	\$28,095,421	\$44.06	228
3 Years	City of Greensboro	Hilco	Republic (Uwharrie Site)	\$16,703,683	\$44.10	146
3 Years	City of Greensboro	Hilco	Waste Conn (Anson Co)	\$17,225,985	\$45.48	228
5 Years	City of Greensboro	Hilco	Republic (Uwharrie Site)	\$29,249,446	\$45.87	146
5 Years	City of Greensboro	Hilco	Waste Conn (Anson Co)	\$30,698,095	\$48.14	228

TABLE 4B - LISTING OF PRICING SCENARIOS						
Bid Proposal Evaluation with City of Greensboro as Transfer Station Operator (225,000 tons per year)						
Request for Proposals #08-12 For Solid Waste Management Services						
Column - (A)	(B)	(C)	(D)	(E)	(F)	(G)
Contract Term	Transfer Station Operator	Tranporter	Disposal	Net Present Value Over Contract Term	Average Cost per ton	Round Trip Landfill Mileage
3 Years	City of Greensboro	Waste Connections	Waste Conn (Anson Co)	\$26,343,282	\$38.64	228
3 Years	City of Greensboro	Republic	Republic (Uwharrie Site)	\$27,444,819	\$40.26	146
5 Years	City of Greensboro	Waste Connections	Waste Conn (Anson Co)	\$47,046,192	\$40.99	228
5 Years	City of Greensboro	Republic	Republic (Uwharrie Site)	\$48,030,781	\$41.85	146
3 Years	City of Greensboro	Hilco	Republic (Uwharrie Site)	\$28,835,724	\$42.30	146
3 Years	City of Greensboro	Hilco	Waste Conn (Anson Co)	\$29,615,867	\$43.44	228
5 Years	City of Greensboro	Hilco	Republic (Uwharrie Site)	\$50,419,892	\$43.93	146
5 Years	City of Greensboro	Hilco	Waste Conn (Anson Co)	\$52,867,460	\$46.06	228

TABLE 5A						
Comparison Of Net Present Value of Scenarios for 3 -Year Term Agreements (125,000 tons per year)						
Bid Proposal Evaluation with City of Greensboro as Transfer Station Operator						
Request for Proposals #08-12 For Solid Waste Management Services						
Contract Term	Transfer Station Operator	Waste Tranporter	Waste Disposal	Net Present Value Over Contract Term	Average Cost per ton	Round Trip Landfill Mileage
3 Years	City of Greensboro	Waste Connections	Waste Conn (Anson Co)	\$15,757,727	\$41.60	228
3 Years	City of Greensboro	Republic	Republic (Uwharrie Site)	\$15,930,958	\$42.06	146
3 Years	City of Greensboro	Hilco	Republic (Uwharrie Site)	\$16,703,683	\$44.10	146
3 Years	City of Greensboro	Hilco	Waste Conn (Anson Co)	\$17,225,985	\$45.48	228

TABLE 5B						
Comparison Of Net Present Value of Scenarios for 5 -Year Term Agreements (125,000 tons per year)						
Bid Proposal Evaluation with City of Greensboro as Transfer Station Operator						
Request for Proposals #08-12 For Solid Waste Management Services						
Contract Term	Transfer Station Operator	Waste Tranporter	Waste Disposal	Net Present Value Over Contract Term	Average Cost per ton	Round Trip Landfill Mileage
5-Years	City of Greensboro	Republic	Republic (Uwharrie Site)	27,922,162	\$43.79	146
5-Years	City of Greensboro	Waste Connections	Waste Conn (Anson Co)	28,095,421	\$44.06	228
5-Years	City of Greensboro	Hilco	Republic (Uwharrie Site)	29,249,446	\$45.87	146
5-Years	City of Greensboro	Hilco	Waste Conn (Anson Co)	30,698,095	\$48.14	228

TABLE 6A

Comparison Of Net Present Value of Scenarios for 3 -Year Term Agreements (225,000 tons per year)

Bid Proposal Evaluation with City of Greensboro as Transfer Station Operator

Request for Proposals #08-12 For Solid Waste Management Services

Contract Term	Transfer Station Operator	Waste Tranporter	Waste Disposal	Net Present Value Over Contract Term	Average Cost per ton	Round Trip Landfill Mileage
3 Years	City of Greensboro	Waste Connections	Waste Conn (Anson Co)	\$26,343,282	\$38.64	228
3 Years	City of Greensboro	Republic	Republic (Uwharrie Site)	\$27,444,819	\$40.26	146
3 Years	City of Greensboro	Hilco	Republic (Uwharrie Site)	\$28,835,724	\$42.30	146
3 Years	City of Greensboro	Hilco	Waste Conn (Anson Co)	\$29,615,867	\$43.44	228

TABLE 6B

Comparison Of Net Present Value of Scenarios for 5 -Year Term Agreements (225,000 tons per year)

Bid Proposal Evaluation with City of Greensboro as Transfer Station Operator

Request for Proposals #08-12 For Solid Waste Management Services

Contract Term	Transfer Station Operator	Waste Tranporter	Waste Disposal	Net Present Value Over Contract Term	Average Cost per ton	Round Trip Landfill Mileage
5-Years	City of Greensboro	Waste Connections	Waste Conn (Anson Co)	47,046,192	\$40.99	228
5-Years	City of Greensboro	Republic	Republic (Uwharrie Site)	48,030,781	\$41.85	146
5-Years	City of Greensboro	Hilco	Republic (Uwharrie Site)	50,419,892	\$43.93	146
5-Years	City of Greensboro	Hilco	Waste Conn (Anson Co)	52,867,460	\$46.06	228