

Proposal for RFP No. 21-084HC - Class B Biosolids End Use

for the

City of Corona



Submitted on
July 22, 2021





Table of Contents

1. Cover Letter	2
2. Technical Proposal	4
3. Experience	17
4. Safety	20
5. Cost Proposal	22





I. Cover Letter

JULY 22, 2021

435 Williams Court, Suite 100
Baltimore, MD 21220
www.synagro.com

SYNAGRO

Ms. Holli Clear, Purchasing Specialist III

City of Corona
Administrative Services Department
400 S. Vicentia Ave, Suite 320
Corona, CA 92882

Re: RFP No. 21-084HC – Class B Biosolids End Use

Dear Ms. Clear:

Synagro-WWT, Inc. (Synagro) is pleased to respond to the City of Corona's Request for Proposals for Class B Biosolids End Use and have enclosed our proposal for your review.

- a. The Contractor submitting this proposal is:
Synagro-WWT, Inc.
435 Williams Court, Suite 100, Baltimore, MD 21220
1-800-370-0035
- b. Synagro is proposing to beneficially use 100% of the City's biosolids through composting. We will compost biosolids at both our Nursery Products and Arizona Soils compost facilities. Each facility has the permitted capacity to process the entire amount of BBAWRA's biosolids. These facilities will function as back-up and redundancy for each other. Through this approach Synagro is offering both facility diversity and geographic diversity for composting.
- c. Synagro acknowledges receipt of Addendum 1, Addendum 2, and Addendum 3.
- d. Synagro contact person for the proposal evaluation period is:
Robert Ford, Business Development Manager
2653 Santiago Road, Taft, CA 93268
323-843-9173; robertford@synagro.com
- e. The cost of printing, mileage, telephone, mailing and other expenses incidental to the performance of the main items of the CLASS B BIOSOLIDS END USE services to be rendered are included in the rates schedule of Synagro's fee proposal and there will be no additional charges other than what would be allowed contractually or that may occur as a result of Change in Law.
- f. This proposal shall remain valid for a period of not less than 60 days from the date of submittal.





City of Corona
July 22, 2021
Page 2

Synagro's mission and core business purpose is focused on the management of municipal biosolids residuals, including project development, operations, and biosolids product recycling and marketing. This focus has resulted in Synagro being North America's leading provider of high-quality, cost-effective biosolids management and beneficial use services. We have been successfully meeting the biosolids management needs of hundreds of generators for more than 40 years. Synagro's experience in all areas of biosolids management is unparalleled and diversified.

More than 600 units of local government from across the United States rely on Synagro as their biosolids management partner. To serve those customers, Synagro has more than 750 dedicated employees, providing a deep talent base and understanding of our industry. Our customers are supported by this unique pool of resources with unparalleled knowledge, skills, and ability in biosolids management.

We appreciate the opportunity to present Synagro's proposal for this project. Should you have any questions about our submittal or our approach to the project, please feel free to contact Robert Ford at the number or e-mail above. We look forward to hearing from you soon.

Sincerely,

Emil Kneis
Sales Support Manager

EK:kw





2. Technical Proposal

a. Project Approach

- i. Describe how your proposed approach and methodology addresses the City's needs as expressed in the RFP.

Based on years of service and thorough examination of the City of Corona (City) Request for Proposal (RFP) documents and site tour, Synagro is confident that we understand the scope of work and expectations of the RFP. Specifically, we understand the City plans on executing a contract with a firm to collect, pick-up, transport and compost biosolids processed at the WWTP for beneficial use.

In concert with the City's goals, Synagro is proposing to beneficially use 100% of the WWTP biosolids through composting. We will compost biosolids at our Arizona Soils or provide Nursery Products compost facilities as a backup at the same fee. Each facility has the permitted capacity to process the entire amount of the City's biosolids. Through this approach Synagro is offering both facility diversity and geographic diversity for composting.

As the leading provider of biosolids beneficial use service in California, as well as the United States, Synagro is *uniquely qualified* to provide biosolids management services for the City. Synagro's mission and core business purpose is the management of municipal biosolids with a focus on providing beneficial use options. Biosolids is not part of our business, it is our business! We have been successfully meeting the biosolids management needs of generators for over 40 years. More than 600 government entities across the United States rely on Synagro as their biosolids management partner. Synagro has more than 700 dedicated employees, providing a deep talent base and understanding of our industry. Our customers are supported by this specialized pool of resources with unparalleled knowledge, skills, and ability in biosolids management.

In California, Synagro has four compost facilities, one heat drying and pelletization facility and tens of thousands of acres of farmland serving our customers. In addition, we have over 75 employees focused on in-state biosolids service. Synagro will leverage its corporate resources in engineering, permitting, regulatory, and legislative affairs to the benefit of the City of Corona's biosolids programs. We have been providing service to over 150 customers in California including some of the largest municipalities such as Los Angeles County, Orange County, South Orange County Wastewater Authority, City of Los Angeles, Sacramento, East Bay MUD, City of San Francisco, City of Fresno, and many more. Synagro's two compost facilities in workable proximity to the City, coupled with our sole focus on biosolids beneficial use, make us the *best qualified* firm to provide the City's biosolids management service.





b. Work Plan

This section must contain sufficient detail to convey to members of the evaluation team your firm's knowledge of the subjects and skills necessary to successfully complete the project.

i. Describe your plan for accomplishing the tasks described in the Scope of Work.

Synagro will manage the City of Corona's biosolids at our Arizona Soils compost facility located in La Paz County, Arizona, at 41326 McVey Road, Vicksburg, AZ 85348. We will utilize our Nursery Products compost facility located in San Bernardino County, 14479 Cougar Road, Helendale, CA 92342 as a back-up disposal option. The biosolids residuals will be delivered by Denali as directed.

Arizona Soils

Project Description

Synagro's Arizona Soils Composting Facility is one of the largest outdoor biosolids composting facilities in the United States. The facility is located in La Paz County, Arizona and has been servicing the Arizona and Southern California region since 1991. The 40-acre windrow composting facility provides recycling of up to 500 wet tons of biosolids per day, along with select bulking agents consisting of green waste, stable bedding and/or wood chips. These materials are used in the production of high-grade compost products that are sold in bulk to the agricultural sector.



With operations encompassing 40 acres, Arizona Soils is one of the largest outdoor biosolids composting facilities in the U.S.

Dates and Duration of Project

- Commercial operation: 1991
- Contract end date: ongoing

Facility Details

The Arizona Soils compost facility is located in La Paz County, Arizona, at 41326 McVey Road, Vicksburg, AZ 85348. The facility is located on an 80-acre parcel of land with the following legal description: South ½ of the Northeast ¼ of Section 33, Township 5 North, Range 15 West.

The site is relatively flat, slopes less than 0.5 percent in a general southwest direction, sparsely populated with desert vegetation and has direct access from State Highway 60 and Interstate 10. There are several inhabited residences within a 3-mile radius of the site, and surrounding land is used for grazing. The entire 80-acre parcel is fenced with access control gates to provide security at the site.



The site is zoned RA-4Q (Rural, Agricultural, Forty Acre Minimum Parcel Size) and in accordance with the La Paz County Planning and Zoning Commission, the zoning is appropriate to allow the site to be used for a composting operation. The distance from the roads surrounding the composting area to the property line is 250 feet or greater. The on-site well is located >250 feet from the composting area. The roads (16 feet wide) are compacted all-weather surfaces and were built a minimum of 4 feet higher than the existing grade. The roads thus act as a perimeter berm to isolate the composting area. The drainage trench and on-site runoff control trench are constructed with 2-foot bottoms, 2:1 side slope, trapezoidal cross-sections. All other distances have been maintained in accordance with local, state and federal regulations.

Arizona Soils is designed and permitted to receive up to 878 wet tons of biosolids daily. This is equivalent to approximately 34 trucks per day, 7 days a week. The operating hours are typically from 6 a.m. to 4 p.m., Monday through Saturday and 6 a.m. to 12 p.m. on Sundays. However, the facility can operate 7 days per week, 24 hours per day, if necessary. The daily maximum throughput of 850 tons per day shall be averaged monthly, as some days the facility will receive peak volumes (up to 3,000 tons per day) and some days may receive no material. A copy of the permit is provided in Appendix A.

The facility utilizes the standard aerated windrow method of biosolids composting and utilizes various types of bulking agents (carbon sources) to mix with the biosolids such as green waste, wood waste, gypsum, agricultural by-products, water treatment by-products, stable bedding, as well as steer, sheep and chicken manures. These products are blended together and windrow composted to produce a soil conditioner or low grade fertilizer for agricultural, horticulture; silviculture and domestic use. The finished compost is sold in bulk and may be sold in bags for beneficial use. Each bulking agent source is monitored for inorganic (non-compostable) materials.

The finished compost products are tested to ensure quality and stability of the materials. During the composting process, monitoring of windrow temperature is conducted to ensure pathogen and vector attraction reduction in accordance with 40 CFR 503 regulations.

Process elements for the composting operation consist of checking and off-loading all incoming trucks which are delivering biosolids and bulking agents to the compost pads, initial mixing and formation of the windrows, turning and aeration of the compost piles during the active composting cycle, monitoring and logging temperature data for each windrow, and the monitoring and distribution of finished product.

Each bulking agent load is transported to the composting facility from the producer (e.g. packing plant, feedlot, stable/truck, mine, green waste receiving and processing facility or grinding operation) using tractor/trailer rigs. The bulking agents are placed on the bulking agent storage area and blended with biosolids as needed, forming windrows. Some bulking agents are further ground on site in order to achieve an ideal size. Manures and recycled compost are also used as bulking agents.





After the mixture is bulked to approximately 30 to 40 percent solids, the material is formed into windrows for composting. The composting process is an aerated windrow process with mechanical mixing equipment for turning. The complete composting process is performed in approximately three to four weeks. The finished compost is stored in a designated area on-site until sale or distribution. Quality control testing is performed to ensure the compost meets the pathogen reduction, vector attraction reduction, and metals requirements associated with the final use of the product in accordance with 40 CFR 503 regulations. Water is available at the site and is used for dust control and moisture conditioning of the compost, as needed. The composted product is marketed by Synagro's Product Sales & Marketing staff and is transported from the site to customers using tractor/trailer units.





Nursery Products

Project Description

Operational since 2012 and acquired by Synagro in November 2016, our San Bernardino County facility is located in one of the cleanest air quality management districts (AQMD) in the State of California, the Mojave Desert AQMD.



Located in San Bernardino County, the Nursery Products facility composts biosolids and green material to produce a product used in landscaping and agricultural applications.

The Hawes Composting Facility is a biosolids and green material composting facility located on 80 acres of a 200-acre property owned by Nursery Products within an unincorporated area of the County. The facility composts biosolids and green material to produce agricultural grade compost. The feedstock consists of approximately 10-20% green material from green material collection companies and 80-90% biosolids from wastewater treatment facilities. Compost and other landscape material is distributed for a variety of uses, including agricultural applications.

Nursery Products provides a strategic benefit as natural clay provides a natural barrier to the underlying water table. With a geographical location that is naturally advantageous, our open-air operation has no added costs or expenses of an enclosed facility to control air quality.

Dates and Duration of Project

- Commercial operation: 2012
- Contract end date: ongoing

Facility Details

The Hawes Composting Facility is located west of Barstow, approximately 10 miles west of Hinkley Road, 12 miles east of Kramer Junction, one mile south of State Route 58, and one mile west of Helendale Road. Sensitive receptors are located at great distances from the site, as evidenced by exceptionally few calls on the Nursery Products hotline since composting operations began in 2012.

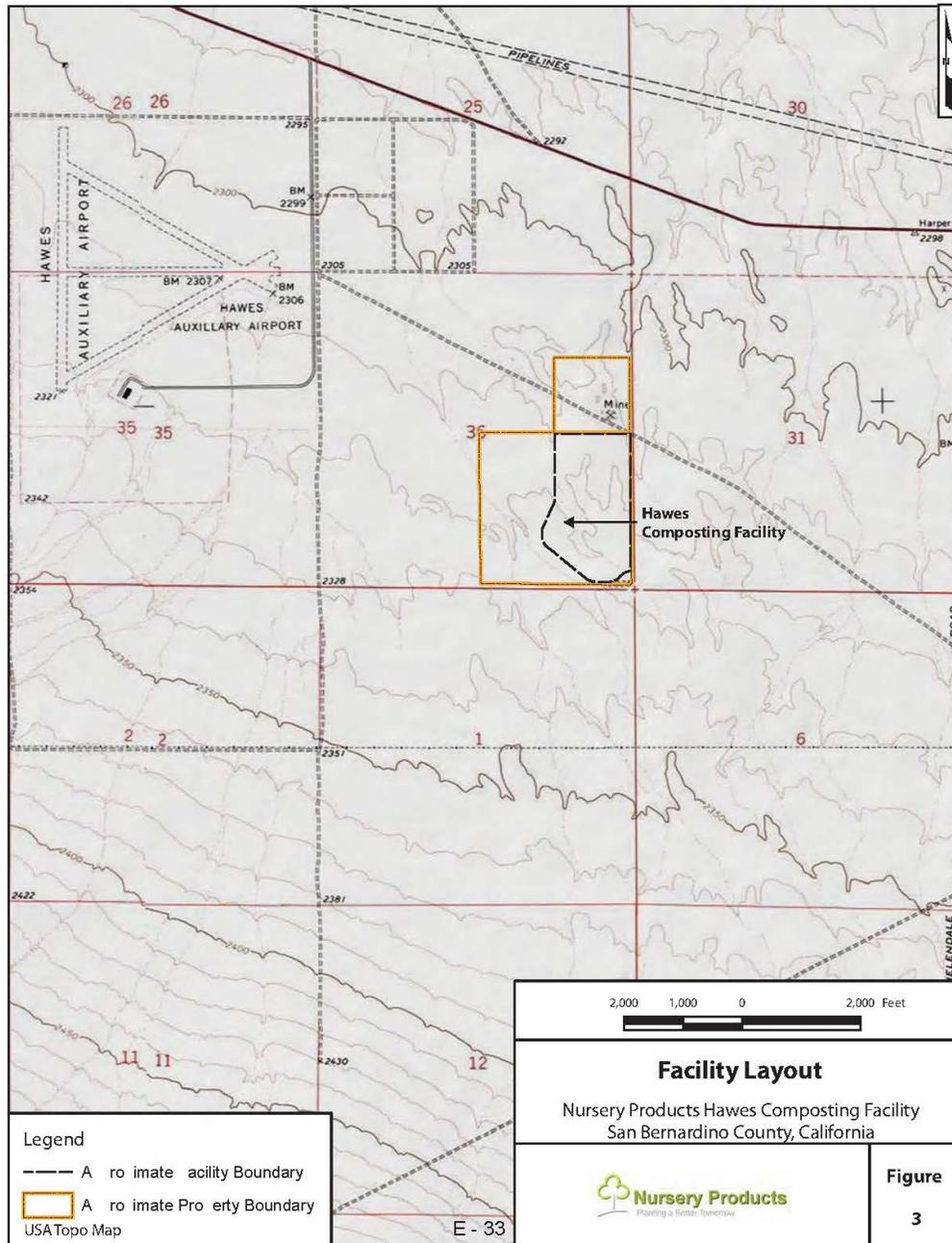
Approximately 110 miles east of Los Angeles and permitted to manage 1,100 wet tons of material per day, Nursery Products is the closest and largest biosolids recycling option for the five largest counties in California.



Our location provides a strategic benefit as natural clay provides a natural barrier to the underlying water table. With a geographical location that is naturally advantageous, our open-air operation has no added costs or expenses of an enclosed facility to control air quality.

Operating practices and permits for Nursery Products meet or exceed industry regulatory requirements. Collected biosolids, filter cake, green waste and other feedstock material is processed through windrow composting to produce Class A compost. We are diligent about our facility's adherence to federal, state and local environmental requirements and strive to create a conscientious corporate culture through:

- Routine monitoring of groundwater and incorporating stormwater management
- Tracking wind speed to determine appropriate times for pile turning
- Strict adherence to legally-required community impact measures



ii. Describe personnel working on the project, their tasks, and their time commitments.

Synagro has a depth of experienced biosolids composting personnel. In addition to the key personnel listed below, Synagro has many additional experienced engineering, permitting, and operational employees. Key project individuals on the project are as follows:





Table I - Key Personnel Experience

Name & Title	Year of Experience	Area of Responsibility for the Project
Craig Geyer Regional Vice President	15	Responsible for overall operations of Arizona and Southern California land application and compost facility management
Layne Baroldi Vice President of Legislative & Regulatory Affairs	30	Regulatory, public relations and legislative support
Robert Ford Business Development Manager	20	Customer service, contract management, and composting operations management
Brian Millage Facility Manager – Arizona Soils	8	Responsible for overall operations of Arizona Soils Compost facility and AZ land application
Venny Vasquez Facility Manager – Nursery Products	5	Responsible for overall operations of Nursery Products Hawes Compost Facility

Craig Geyer, Regional VP

Craig Geyer joined Synagro in 2002 as an Operations Manager with day-to-day responsibilities of the company’s biosolids management projects in Arizona. In 2005, management of Synagro’s Arizona Soils Compost Facility was added to his role, giving him over 13 years of experience in municipal biosolids composting. Currently Craig is responsible for management of the company’s operations in Southern California and Arizona to include composting, daily haul/land application projects and WWTP facility clean-out operations.

Prior to joining Synagro Craig held several construction management and superintendent positions with 12 years of experience in that field.

Craig holds a Class A General Contractor’s License for the State of Arizona.

Layne Baroldi, J.D., Vice President of Technical Services & Government Affairs

Since joining Synagro in 2009, Layne Baroldi has been responsible for permitting and development of biosolids treatment and management projects, including political relations, design oversight, technology review, permitting oversight and contract sales. His expertise and emphasis is on Class A EQ technologies, including biosolids-to-energy, pelletization and composting.





In Layne's current role with Synagro, he provides leadership and direction to ensure that Synagro tracks, evaluates and comments on proposed legislation and regulations that could potentially impact its customers' biosolids management service offerings and plant operations. He is also responsible for Technical Services leadership and coordination ensuring that Synagro's clients have cost-effective land base management and value-added environmental services including land sourcing and permitting; nutrient management planning and mapping; technical support for operational compliance and product use; logistics and source destination management; regulatory monitoring and reporting.

Prior to joining Synagro, Layne spent 22 years with the Orange County Sanitation District where he managed the District's Biosolids Management and Air Quality programs. He reviewed numerous biosolids management technologies and made recommendations for contract implementation to the OCSD Board of Directors. He served as the Agency's liaison with regulatory agencies and legislative bodies to provide comments on regulatory and legislative development and environmental compliance.

Layne holds a B.S. from the University of Southern California in Biological Sciences and is a Juris Doctor from the Western State College of Law. He is a member of several national and state organizations and has served on various committees within those organizations. Layne previously served as Councilman and Mayor of the City of La Habra Heights, California

Brian Millage, Facility Manager/Technical Services Specialist – Arizona Soils

Mr. Millage has served as the Technical Services Specialist for Arizona for five years. His responsibilities include overseeing all regulatory correspondence, compliance, sampling, monitoring, and reporting for all Arizona biosolids land application projects as well as the Arizona Soils Compost Facility in Vicksburg, Arizona where he is also the acting On-Site Manager. Brian focuses on improving safety, maximizing efficiency and building relations between the neighboring farm communities, regulators and local residents for both the biosolids and compost markets in Arizona.

Additionally, Brian received a Bachelor of Arts Degree (B.A.) in Geography from California State University at Fullerton (CSUF) in 1998. Prior to joining Synagro, Brian provided technical and environmental assistance on numerous landfill, groundwater and soil remediation projects for Environmental Consulting and Engineering firms ranging from small projects to municipalities to Superfund sites.

Venny Vasquez, Facility Manager – Nursery Products

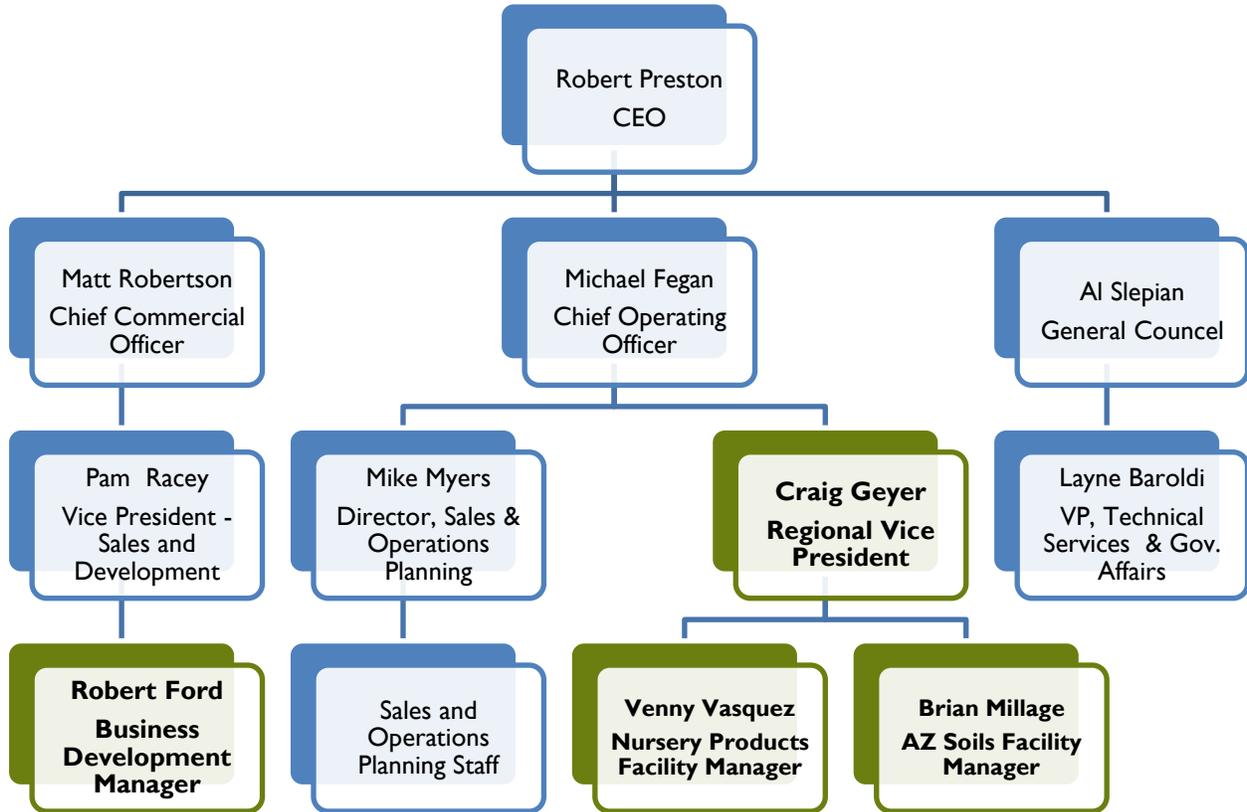
Since 2014 Venny Vasquez has been responsible for the day-to-day management of Nursery Products' site personnel and operations at the Hawes Composting Facility. He manages staffing,



equipment maintenance, interaction with trucking company representatives, and recordkeeping for incoming feedstock and outgoing finished compost materials.

Venny has a B.A. of Arts from San Diego State University.

Project Team Organization Chart



iii. Describe any enhancements or procedural or technical innovations that would further the purpose and outcomes of this RFP.

Recognizing the challenges in trucking due to Covid and other market changes presented this past year, Synagro has elected to change haulers and will be moving forward with Denali Water Solutions (Denali), a premium service provider for biosolids transportation.

SB 1383 Procurement Compliance

Beginning January 1, 2022, SB 1383 requires cities and counties (i.e., “Jurisdictions”) to procure annually a quantity of recovered organic waste products. These procurement requirements will





strengthen California’s green, self-sustaining economy. Demand for these products will drive infrastructure investment and create new green collar jobs in the state. CalRecycle will assign an annual procurement target to each jurisdiction based on its population. Jurisdictions can cost-effectively fulfill their SB 1383 procurement requirement through the use of Synagro’s STA Certified Class A Exceptional Quality compost.

Jurisdictions can use compost in a variety of applications, such as land used for agriculture, landscaping in city parks, golf courses, on center divides of roads and highways, public giveaways, and in community or school gardens. Additionally, compost can be used in civil engineering applications like erosion control along roadways. Compost also provides many direct and indirect benefits when used as a component of systems and treatments designed for:

- Carbon sequestration
- Soil water retention
- Fire remediation
- Storm water management

Local use of compost generated from local organics provides the public with an opportunity to see the benefit of recycling this material, while also helping replenish nutrients and carbon for healthy soils on the jurisdiction’s properties. Synagro stands ready with multiple distribution and discount options for AllGro® compost enabling the jurisdiction to be compliant with SB 1383’s procurement requirements and avoid mark-ups on future projects nutritive soil amendment and ground cover needs

c. Project Schedule

- i. Describe when various elements of work would be completed and when deliverables would be provided after work begins.

All necessary documents/contracts would be completed as required by the City on or after the award date on August 18, 2021.

Trucking/Trailer Transition: This would in part depend on the terms and conditions the City has made with Hoyt for transition. Typically, it can take one to two weeks for Synagro team to reposition and stage trailers and routes. We will work closely with Denali to expedite this based on direction from the City.

d. Deliverables

- i. Describe fully any deliverables that will be due under the contract, based on the Scope of Work.





City of Corona RFQ for Biosolids Management



Work Plan

Opportunity: The City of Corona is in need of a experienced contractor to manage the end use of its water reclamation biosolid products generated at Water Reclamation Facility #1 (WRF-1) With sound understanding for compliance to all applicable federal, state and local laws and regulations for transportation and beneficial reuse processing of biosolids.
Goal: Synagro and Denali will provide effective and timely biosolids management services meeting Corona's expectations and specified needs.
Solution: Leverage Synagro's regional beneficial use compost facilities and Denali's strong transportation network for biosolids along with Synagro's marketing network for the resulting Class A compost product during term of service August 18, 2021 to June 30,2023.
Why: Synagro and Denali have extensive experience providing solutions for biosolids beneficial use management and transportation coupled with Synagro's experience and clear understanding of the City of Corona requirements based on the extensive years of service.

Initiation		Goal: Prepare a clear and concise bid package with submission as required by 2:00 PM on July 22, 2021		
OBJECTIVES:	TIMELINE:	RESOURCES:	TEAM RESPONSIBILITIES:	STRATEGY:
Completion of bid package and submittal of all required documentation, certificates, license required by the City for a successful awarding of the 2 year biosolids contract to the Synagro team.	<i>As requested or required by the City on or before RFQ specified dates an times.</i> Noted Key Dates: Proposals due July 22, 2021 at 2:00pm City RFP Evaluation Completed July 29, 2021 Contractor Selection August 2, 2021 City Council Award Tentative August 18, 2021	Sales Support Manager - Kathleen Wright Business Development Mgr.- Robert Ford Denali - Regional Mgr. - Jeff Thurber	Sales Support Manager - Distributes all required information, manages bid package assembly and submittal including any requested documents. Business Development Mgr.- Proposal development, review, and negotiations. Denali - Regional Mgr. - Provides critical transportation details for proposal.	Effectively work as a team to complete specified RFQ requirements to provide a winning submittal.
Plan		Goal: Develop a clear and concise plan in preparation for award of contract by August 2, 2021		
OBJECTIVES:	TIMELINE:	RESOURCES:	TEAM RESPONSIBILITIES:	STRATEGY:
Develop, complete and confirm go forward plan and answer any questions that may develop during the City's evaluation or selection process and supply any related requested supporting documentation, certificates, license that may be required by the City for a successful awarding of the 2 year biosolids management contract to the Synagro team.	<i>As requested or required by the City on or before RFQ specified dates an times.</i> Noted Key Dates: City RFP Evaluation Completed July 29, 2021 Contractor Selection August 2, 2021 City Council Award Tentative August 18, 2021	Sales Support Manager - Kathleen Wright Business Development Mgr.- Robert Ford Denali - Regional Mgr. - Jeff Thurber AZ Compost Site Manager - Brian Millage	Sales Support Manager - Submittal of any needed or requested documentation. Business Development Mgr.- respond to any questions, manage process. Denali - Regional Mgr. - Provide any related details and support related to transportation. AZ Compost Site Manager - Provide any needed details on processing and delivery.	Effectively work as a team to complete plan in preparation to provide seamless service at the time of the award.
Execute / Control		Goal: Execute and maintain detailed plan for seamless transition of the awarded contract on August 18, 2021 and excellent service beyond.		
OBJECTIVES:	TIMELINE:	RESOURCES:	TEAM RESPONSIBILITIES:	STRATEGY:
At the ready to execute plan and answer any remaining questions the City may have at the time of the award and negotiate any open items as required for a successful quality service during the 2 year biosolids management contract by the Synagro team.	<i>As requested or required by the City on or before the specified Award date.</i> Noted Key Dates: City Council Award Tentative August 18, 2021 Contract Term August 18, 2021 through June 30, 2023	Sales Support Manager - Kathleen Wright Business Development Mgr.- Robert Ford Denali - Regional Mgr. - Jeff Thurber AZ Compost Site Manager - Brian Millage Transportation & Billing Support - Jamie Little Regional & Corporate Acct- Various Environmental Health & Safety - Various	Sales Support Manager - As required to close RFQ process. Business Development Mgr.- respond to any questions, negotiations, manage ongoing process and check in on service level Denali - Regional Mgr. - Provide any related details / support to manage ongoing process. AZ Compost Site Manager - Manages day to day processing and delivery. Transportation & Billing - Supports / Interfaces with site manager and accounting EH&S / Accounting - Respond / supports as required in the ongoing process according to their discipline.	Effectively work as a team to execute plan over the 2 year term of the contract resulting in seamless and dedicated, responsive, reliable service going forward.
SYNAGRO		YOUR PARTNER FOR A CLEANER, GREENER WORLD 		



3. Experience

a. Completed Contractor Information Form (attached)

Synagro's Contractor Information Form is attached.

b. Disclosures:

Contractor must include in his proposal a complete disclosure of any alleged significant prior or ongoing contract failures, any civil or criminal litigation or investigation pending which involves the Contractor or in which the Contractor has been judged guilty or liable.

None

c. Team Structure:

Describe your firm's organizational chart, identify who will have overall responsibility for the work, and include the lines of authority between team members up to this senior level.

Please see project team information provided above.

d. Sample Work (if applicable)

Describe samples of work from other, similar projects that demonstrate your firm's capability to accomplish the work describe in this RFP.

As indicated in the qualifications and reference section, biosolids management has been Synagro's business nationally for 40 years. A recent example of our long-standing customer relationships is our service agreement extension with County Sanitation Districts of Los Angeles where we have been the major biosolids management service provider for the past 15 years.

a. Qualifications, Related Experience and References

Brief profile of the firm, including the types of services offered; the year founded; form of the organization (corporation, partnership, sole proprietorship); number, size and location of offices; number of employees;

Founded in 1986, Synagro's core business is the environmentally sound and economically viable management of municipal biosolids, including project development, operations and biosolids product distribution. Through this focus, Synagro has grown to be North America's leading provider of high-quality, cost-effective biosolids management and beneficial use solutions. We have been successfully meeting the biosolids management needs of hundreds of generators for more than





40 years. Synagro’s experience in all areas of biosolids management is unparalleled.

Synagro annually manages more than 14 million tons of wastewater biosolids and other organic by-products. Synagro employs a team of 750+ professional engineers, soil scientists, agronomists, construction managers, financial managers and the largest, most diverse operational staff in the industry. Our team is dedicated to working with our clients to find the right solution to their organic residuals management challenges. Synagro, and its subsidiaries, are at the forefront of the environmental movement to safely process and market organic residual materials for beneficial uses.



Synagro owns no proprietary technology which enables us to offer nearly all commercially viable processing options and product marketing channels for biosolids and organic residuals and allows us to develop projects that fit a municipality’s unique needs. Our breadth of experience developing, building, financing as necessary, and operating and maintaining the complete range of biosolids options listed below is unique to Synagro.

- Heat-drying and pelletization
- Composting
- Incineration
- Digestion
- Product marketing
- Dewatering (installation and operation)
- Mobile dewatering
- Land application and reclamation
- Lagoon and digester cleaning
- Alkaline stabilization
- Rail transportation

Synagro currently operates 12 heat-drying facilities (with two more facilities under construction), three thermal processing facilities serving multiple regional generators, six composting facilities; five of which provide an outlet for numerous generators, more than a dozen alkaline stabilization facilities, and in excess of 75 permanent and mobile dewatering facilities.

In addition, we provide final product distribution and marketing as a key component of many of these projects. Our Product Sales and Marketing team is responsible for successfully managing approximately 300,000 tons per year of AllGro[®] compost and 170,000 tons of Granulite[®] fertilizer pellets (heat-dried biosolids). We have unrivalled understanding of the markets for these products and continuously work to broaden the suite of outlets for these materials. As an example, Synagro pioneered the use of heat-dried biosolids as an alternative fuel resource in cement manufacturing. When Synagro operates a facility, we include product distribution services in our operation; however, we also work with municipally operated facilities to assist in managing their products.





General description of the firm's financial condition; identify any conditions (e.g., bankruptcy, pending litigation, planned office closures, impending merger) that may impede contractor's ability to complete the project;

In December 2020, Synagro was acquired by West Street Infrastructure Partners III, an infrastructure investment fund managed by Goldman Sachs Merchant Banking Division from EQT, a Swedish private equity firm. Founded in 1869, The Goldman Sachs Group, Inc. is a leading global investment banking, securities and investment management firm. Goldman Sachs Merchant Banking Division (MBD) is the primary center for the firm's long-term principal investing activity. MBD is one of the leading private capital investors in the world with investments across private equity, infrastructure, private debt, growth equity and real estate.

References

The following are municipal biosolids composting project references for customers where Synagro has been performing services for the past 10 years or more:

Orange County Sanitation District

10844 Ellis Avenue

Fountain Valley, CA 92708

Tom Meregillano, Regulatory Specialist; 714-593-7457; tmeregillano@ocsd.com

Years of service with customer: 31 years

Annual contract value (approx.): \$4,700,000

South Orange County Wastewater Authority

34156 Del Obispo St.

Dana Point, CA 92629

Jim Burror, Director of Operations; 949-234-5402; jburror@socwa.com

Years of service with customer: 19 years

Annual contract value (approx.): \$3,500,000

City of Fresno

5607 W. Jensen Avenue

Fresno, CA 93706

Ricky Staggs, Chief of Operations; (559) 621-5190; rick.staggs@fresno.gov

Years of service with customer: 15 years

Annual contract value (approx.): \$2,750,000





County Sanitation Districts of Los Angeles County
1955 Workman Mill Road
Whittier, CA 90601
Mr. Matt Bao; 562-908-4288; mbao@lacsdc.org
Years of service with customer: 15 years
Annual contract value (approx.): \$9,100,000

4. Safety

a. Completed Industrial Safety Record Form (attached)

Synagro's Industrial Safety Record Form is attached.

b. Describe the safety measures you plan to put in place to assure the City that all applicable OSHA regulations will be adhered to with the inclusion of an Injury and Illness Prevention Program.

Synagro, as the largest biosolids management company in North America, has a very robust safety program to protect its 750 employees that continuously service its more than 600 customers. Safety is priority one at Synagro. There can be no work quality or cost control without employee safety.

Synagro's safety program highlights include:

- Stop Work Authority – All employees have the right to stop a project or a work flow if they feel that there is an unsafe condition or if they are being asked to do something that is unsafe. The issue is reported up the Synagro reporting chain of command and work may not restart until the issue is resolved to the satisfaction of the Region Safety Manager.
- Written COVID-19 Protocol (see attached) – All employees are educated in the protocols associated with protecting themselves, their co-workers and our clients through review and training in proper COVID-19 protocols. Each employee is provided the protocol in writing and is provided with all necessary COVID-19 PPE.
- Project Specific Hazardous Assessment Plan (HAZAP) and Job Safety Analysis (JSA)
- Annual Safety Days – Operations are shut down for region wide safety training and reviews
- Quarterly safety training mandated for all employees – This training is tailored to and required of all employees.
- Weekly safety tailgate meetings on all project sites
- Full time Corporate Safety Director
- Full time Regional Safety Managers



- Reporting of “safety saves” and “near misses” which are then reported back through the company’s e-mail system
- After action review of any safety issue through issuance of a “Synagro Safety Alert” detailing the incident and the recommendations to avoid injury and promote employee safety
- Strict enforcement of company’s zero tolerance policy as it relates to alcohol and controlled substances
- Bilingual Resources – All safety related materials are available in English and Spanish.



5. Cost Proposal

a. Completed Price Form (attached)

Synagro’s Price Form is attached. Please note the following regarding Nursery Products deliveries:

Should Synagro experience a need to divert 45% or greater of the annual tonnage produced by the City of Corona to Nursery Products, Synagro would offer a 5% discount to the stated pricing for this tonnage.

Synagro requests consideration of the following items in the final service agreement:

CPI. All Agreement Prices shall be adjusted as follows:

All Agreement Prices shall be adjusted annually beginning on _____, 20__ based on the Non-Seasonally Adjusted Consumer Price Index established by the United States Department of Commerce, Bureau of Labor Statistics, for Los Angeles-Long Beach-Anaheim, CA with the CPI immediately preceding the Commencement Date being the base index. Said adjustment shall apply to all fees contained herein, and shall be based on the following formula:

$$\text{New Price} = (\text{Price Adjustment}) \times \text{First Year Agreement Price}$$

$$\text{Price Adjustment} = \frac{\text{Current CPI} - \text{Base CPI}}{1 + \left(\frac{\text{Current CPI} - \text{Base CPI}}{\text{Base CPI}}\right)}$$

CPI = _____.

Base CPI = _____.

Once the CPI is available, the price adjustment shall take effect retroactively, where applicable, as of the dates specified above for price adjustments. No New Price shall ever be lower than any existing current Agreement Price in effect immediately before the annual adjustment.

Fuel Surcharge Increase Formula:

$$\text{Distance Multiplier [_____]} \times (\text{EIA fuel cost per Gallon [\$_____]} - \text{Base Fuel Price [\$_____]}) \times \text{Tons of Biosolids Managed}$$

