Mission Statement: To foster a safe, vibrant, and prosperous community that enhances the quality of life for all

CITY OF SONORA
City Council Regular Meeting
Agenda
Tuesday, September 02, 2025
5:00 PM

NOTICE IS HEREBY GIVEN that the Sonora City Council will have their regular meeting on September 2, 2025, at 5:00 PM in the City of Sonora Council Chambers located at 94 N. Washington Street Sonora, CA 95370.

This meeting is physically open to the Public and citizens who wish to provide public comment during the meeting will be invited to do so by the Mayor.

Written comments can be submitted to be included as part of the administrative record; they will not be read during the meeting. All comments must be received by 3:00 pm on the day of the noticed meeting and can be submitted to the City Clerk at 94 N. Washington Street Sonora, CA 95370, or via email to tskelly@sonoraca.com.

Public Access Audio and Video Live Streaming

The Public will not have access to give public comments via public access audio and video live streaming; they are available for audio and visual only; and can be accessed via our website at www.sonoraca.com.

Remote viewing of the meeting via live streaming is provided to members of the public as a courtesy. If the live streaming connection malfunctions for any reason and no Council Members are attending via teleconference, the City Council will continue the public meeting in Chambers without remote access.

CITY COUNCIL appreciates your interest and encourages participation. Regularly scheduled meetings are held on the 1st and 3rd Monday of each month.

The numerical order of the items on this agenda is for convenience of reference. Items may be taken out of order upon request of the Mayor or Council Members. All questions shall be directed to the Mayor who, at their discretion, will refer to Staff.

Mayor Ann Segerstrom

Vice Mayor Andy Merrill

Council Members Bess Levine, Stephen Opie, Mark Plummer

City Administrator Melissa Eads

City Attorney Douglas White

Vision Statement: With leadership and integrity, the City of Sonora commits to excellent service through collaboration and innovation

Mission Statement: To foster a safe, vibrant, and prosperous community that enhances the quality of life for all

OPEN SESSION - 5:00 PM

1. **REPORT OUT OF CLOSED SESSION**

2. **PLEDGE OF ALLEGIANCE**

3. **ROLL CALL**

4. **CITY CLERK'S REPORT ON AGENDA POSTING**

5. **APPROVAL OF THE AGENDA**

6. **PUBLIC COMMENT** (NON-AGENDA ITEMS)

   The public may address the Council on any item of public interest not otherwise on the agenda that is within the jurisdiction of the City. No action may be taken. Matters to be addressed may be referred to City Staff or placed on a subsequent meeting Agenda. Speakers are limited to a three (3) minute presentation.

7. **PRESENTATIONS**

   A. Receive a Presentation from the Sierra Nevada Energy Watch (SNEW) Program Staff Outlining Benchmarking Completed for the City of Sonora; Tyler Summersett, Community Development Director.

8. **CONSENT CALENDAR**

   Items on the Consent Calendar are considered routine and will be voted on in one motion unless a Council member or member of the public has a question or wishes to discuss an item. In that case, the item will be removed from the Consent Calendar and considered separately.

   A. Consider Approval of the Meeting Minutes from August 4, 2025; Stacy Enos-Del Razo, Deputy City Clerk.

   B. Waive Second Reading, Read by Title Only, and Adopt the Updated Defensible Space Ordinance No. 907**,** Modifying and Updating Chapter 8.12.010-8.12.090 of the Sonora Municipal Code; Gary Carlson, Interim Fire Chief**.**

   C. Receive a Proclamation Recognizing National Suicide Prevention Week and National Suicide Prevention Month in Observance of 988 Day; Andy Merrill, Vice Mayor.

   D. Consider Approval of Dewberry Engineers Inc. (Dewberry) Task Order No. 26-04 Mobile LiDAR Database and Pavement Condition Index (PCI) Reporting in the Amount of $62,892.88 for Engineering and Surveying Services to Generate a Mobile LiDAR Database of All City-Owned Streets within the City of Sonora and to Prepare a PCI Assessment for Each Street; Melissa Eads, City Administrator, Mike Pugh, City Engineer.

E. Consider Approval of Dewberry Engineers Inc. team (Dewberry) Task Order No. 26-05 Church Street Slope Stabilization Engineering Services in the Amount of $40,900 for Engineering, Geotechnical, and Surveying Services to Stabilize the Failing Slope Near 85 E. Church Street; Melissa Eads, City Administrator, Mike Pugh, City Engineer.

9. NEW BUSINESS

A. Consider Approval of a New Two-Year Memorandum of Agreement with Columbia College to use Dragoon Gulch as an Extension of the Campus Learning Environment for the Sierra Forestry Corp Program to Learn and Practice Forestry Management Skills; Tyler Summersett, Community Development Director.

B. Consider Approval of the Solid Waste Franchise Agreement to California Waste Recovery Systems, LLC (Cal-Waste) for Subscription-Based Solid Waste, Recycling, and Green Waste Collection and Management Services; Carlye Buchholz, P.E, P.L.S, City Engineer.

10. COUNCIL MEMBER REPORTS

A. Receive a Letter to All Councilmembers from Waste Management: Request for Proposals for Solid Waste, Recycling, and Green Waste Collection and Management Services.

11. COUNCIL MEMBER REPORTS

12. ADJOURNMENT

In compliance with the Americans with Disabilities Act, if you need special assistance to participate in this meeting, please contact the City Clerk at City Hall (209) 532-4541, tskelly@sonoraca.com. Notification 48 hours prior to the meeting will enable the City to make reasonable arrangements to ensure accessibility to this meeting (28 CFR 35.102-35.104 ADA Title II).

Materials related to an item on this Agenda submitted to the City Council after distribution of the agenda packet are available for public inspection in the City Administrator's Office at 94 N. Washington Street, Sonora, CA 95370 during normal business hours (8:00 am - 4:00 pm, Monday through Friday, excluding holidays). The agenda and supporting public documents are also available on our City website www.sonoraca.com listed under the agenda/minutes link on the Government page.

CITY COUNCIL AGENDA REPORT

CITY HALL

CITY OF SONORA 94 N. WASHINGTON STREET, SONORA, CA 95370 P: (209) 532-4541

SERVICE, INNOVATION, INTEGRITY, COLLABORATION, RESPECT, LEADERSHIP

DATE: August 18, 2025

TO: Honorable Mayor and Members of the City Council

FROM: Tyler Summersett, Community Development Director

SUBJECT: Presentation of the City of Sonora's Energy Usage Benchmarking Report by the Sierra Business Council who Authored the Document and will Summarize the Findings.

RECOMMENDATION:

Receive a Presentation from the Sierra Nevada Energy Watch (SNEW) Program Staff Outlining Benchmarking Completed for the City of Sonora.

BACKGROUND:

Energy benchmarking is a valuable tool used to evaluate energy and cost efficiency. Benchmarking involves analyzing account-specific energy consumption and cost data and comparing the results to historical data or reference performance levels. The analysis can be used to determine opportunities to improve energy efficiency, reduce energy costs, and enhance operation.

This benchmarking report, conducted by Sierra Business Council (SBC) under the Sierra Nevada Energy Watch (SNEW) program, measures the PG&E electricity usage of the City of Sonora's public lighting accounts over three years. The objective of the report is to help the City better understand and track electricity usage from street lighting and assess opportunities for efficiency. As SNEW is funded by Pacific Gas and Electric Company (PG&E), its benchmarking reports evaluate energy sources provided by PG&E. PG&E supplies electricity to the City of Sonora's Street lighting accounts. The City receives the rest of its municipal energy from Tuolumne Public Power Agency and private propane companies, which are not analyzed in this report.

DISCUSSION / ANALYSIS:

The City of Sonora completed an Energy Action Plan1 (EAP) with Sierra Business Council in 2018 using 2010 baseline energy data to do a 2015 re-inventory comparison. In 2010, municipally operated streetlights, traffic signals, and highway lighting totaled 266,352 kWh in 2010, and 269,425 kWh in 2015 (Table A-4 from Appendix A of the City of Sonora's Energy Action Plan).

Current data analysis in this report revealed that the City used 137,101 kWh of public lighting electricity in 2023. The 2018 EAP indicates that substantial retrofit of City streetlights had already been initiated at the time of the

CITY COUNCIL AGENDA REPORT

CITY HALL

CITY OF SONORA 94 N. WASHINGTON STREET, SONORA, CA 95370 P: (209) 532-4541

SERVICE, INNOVATION, INTEGRITY, COLLABORATION, RESPECT, LEADERSHIP

report: "Traditional streetlights can be upgraded to LEDs and achieve savings between 50-70% of energy use – which could equate to more than 130,000 kWh saved in Sonora. The City has opted in to PG&E's retrofit program for full turnkey LED replacement services for PG&E owned and operated streetlights." Analysis from this report shows that annual City lighting electricity usage has decreased by 49% from 2015 to 2023, the equivalent of 129,251 kWh.

While the 2018 report does not call out specifically 2015 costs, it does state that the City spent $68,913 in 2010 on public lighting and used 266,352 kWh of electricity. In 2023, the City spent a total of $79,798 and used 137,101 kWh of electricity. From 2010 to 2023, lighting electricity usage decreased by 49%, while costs increased by 16%, indicating a large increase in the price of electricity from the utility level. **Table 3** shows electricity usage and costs from 2010, 2015, and 2023.

Table 3. Baseline Comparison of Public Lighting Electricity Usage and Cost Baseline Comparison Electricity Usage and Cost

2010	**2015**	**2023**		**Percentage Change**
Electricity Usage (kWh)	266,352	269,425	137,101	-49%
Electricity Cost ($)	$68,913	N/A	$79,798	16%

FISCAL IMPACT:

The Report and Analysis was free to the City of Sonora. The Sierra Nevada Energy Watch Program (SNEW) is funded by Pacific Gas and Electric (PGE) and represents a partnership between the Utility, Sierra Business Council (SBC) and the City.

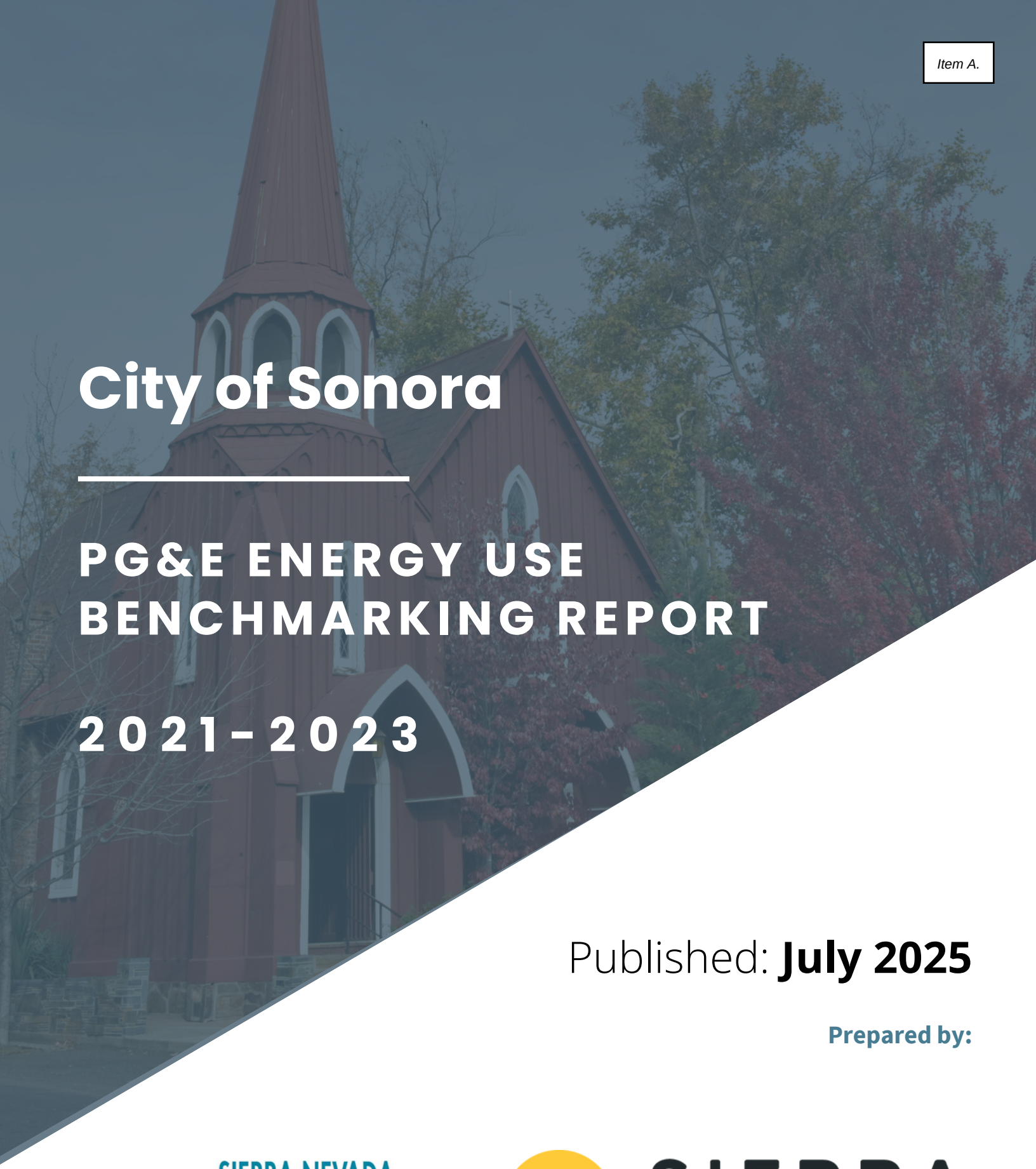
ATTACHMENTS:

Attachment A- City of Sonora—Benchmarking Report (2021-2023)

Attachment B- Presentation Slides of Report

CORE COUNCIL PRIORITIES:

Fiscal Responsibility and Stability, Economic Development/Growth and General Plan



City of Sonora

PG&E ENERGY USE BENCHMARKING REPORT

2021-2023

Published: **July 2025**

Prepared by:

SIERRA NEVADA energy watch

SIERRA BUSINESS COUNCIL

Table of Contents

Summary of Key Findings....2
Introduction....6
Data & Methods....8
Electricity Usage and Costs....9
Trends by Facility....14
Conclusions....28
Appendix A: Time of Use Rates and Cost Saving Strategies....29
Appendix B: Electricity Usage and Cost Data....30

Summary of Key Findings

The City of Sonora's (City) PG&E electricity accounts show relatively consistent electricity usage despite increasing costs over the 3-year time frame. From 2021-2023, total cost increased by 19% (**Table 1** and **Figure 1**), while usage only increased by 3% (**Table 2** and **Figure 2**). Among the sixteen facilities analyzed, 94 N Washington showed the most usage due to the multiple public streetlights on one account. The 2023 costs for all lighting on 94 N Washington account were 17% higher than that of costs in 2021 (**Table 1**), resulting in a cost increase of over $10,000 throughout the benchmarked period. Usage for all lights on the 94 N Washington account increased by 3% (**Table 2**).

Table 1. Total Electricity Costs

Account	Total Annual Electricity Costs ($)				
	2021	2022	2023	3-Year Total	Percentage Change
94 N Washington	$57,846	$63,134	$67,902	$188,883	17%
11 S Washington	$1,327	$1,581	$1,880	$4,788	42%
2 S Green	$1,447	$1,545	$1,622	$4,614	12%
Greenley & Mono	$1,191	$1,414	$1,604	$4,208	35%
S Washington	$1,030	$1,401	$1,583	$4,014	54%
School	$1,298	$1,230	$1,310	$3,838	1%
1101 Sanguinetti	$721	$831	$916	$2,468	27%
Old Wards	$601	$823	$901	$2,325	50%
Mono Way	$338	$379	$412	$1,129	22%
Alpine Ln	$315	$345	$375	$1,035	19%
Cor Washington	$309	$148	$305	$762	-1%
Woods Creek	$221	$255	$255	$730	16%
Poplar and Bradford	$272	$256	$186	$713	-32%
E/S Grenley	$110	$220	$262	$592	138%
41 Theall	$154	$164	$165	$483	7%
1142 Southgate	$121	$120	$120	$360	-1%
Total	**$67,301**	**$73,846**	**$79,798**	**$220,942**	**19%**

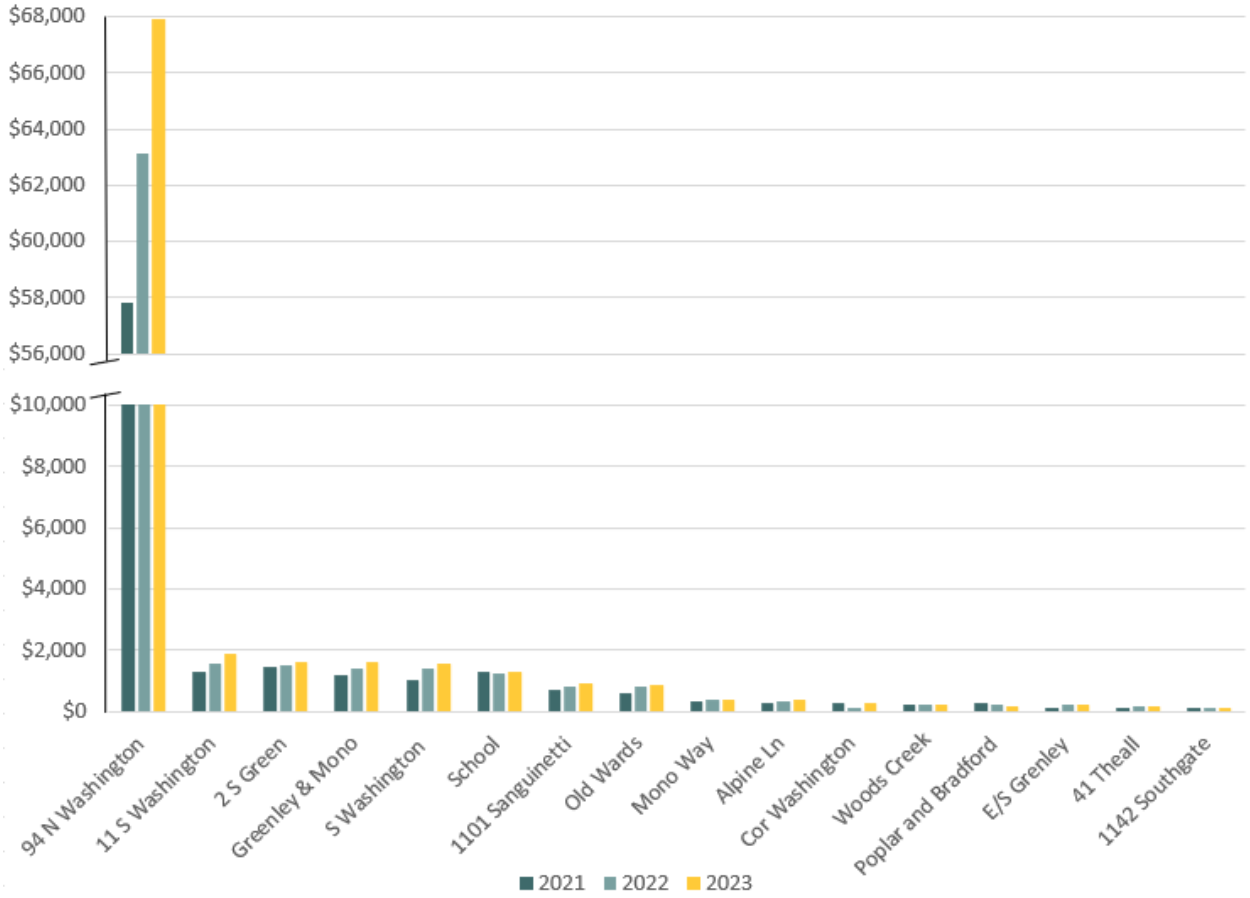
Table 2. Total Electricity Usage (kWh)

Account	Total Annual Electricity Usage (kWh)				
	2021	2022	2023	Total	Percentage Change
94 N Washington	104,686	107,437	107,615	319,738	3%
11 S Washington	7,082	7,101	7,083	21,266	0%
2 S Green	1,603	1,596	1,601	4,800	0%
Greenley & Mono	4,981	4,992	5,089	15,062	2%
S Washington	4,190	4,927	5,004	14,121	19%
School	1,715	1,709	1,713	5,137	0%
1101 Sanguinetti	2,664	2,622	2,625	7,911	-1%
Old Wards	2,070	2,593	2,572	7,235	24%
Mono Way	852	852	852	2,556	0%
Alpine Ln	684	684	686	2,054	0%
Cor Washington	768	93	549	1,410	-29%
Woods Creek	403	456	402	1261	0%
Poplar and Bradford	602	457	197	1,256	-67%
E/S Grenley	577	987	983	2,547	70%
41 Theall	134	141	130	405	-3%
1142 Southgate	1	0	0	1	-100%
Total	**133,012**	**136,647**	**137,101**	**406,760**	**3%**

Almost all of the City's PG&E electricity accounts increased in cost over three years except for Poplar & Bradford, which decreased by 32% (**Table 1**) due to a large decrease in usage (**Table 2**). Out of the eight accounts with the highest electricity costs, five increased by a significant margin (over 25%): 11 S Washington (42%), Greenly & Mono (35%), S Washington (54%), 1101 Sanguinetti (27%), and Old Wards (50%) (**Table 1)**. The percentage change in the usage of these five accounts is as follows: 11 S Washington (0%), Greenly & Mono (2%), S Washington (19%), 1101 Sanguinetti (-1%), and Old Wards (24%) (**Table 2**).

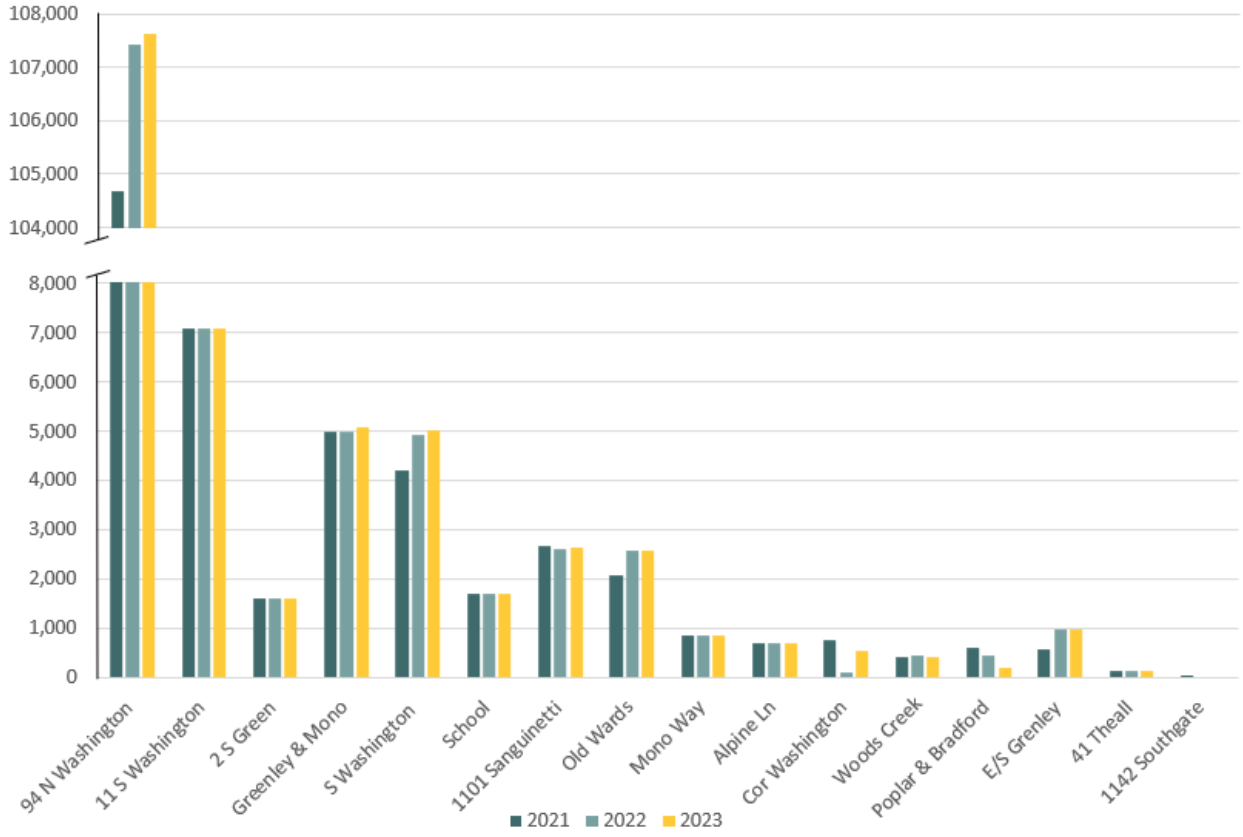
These findings suggest that while the City is not increasing its lighting electricity usage significantly, it is experiencing a significant increase in costs due to rising rates at the utility level.

Figure 1. Total Electricity Cost Over Three Years



Note: Vertical axis breaks from $10,000 to $56,000 to better visualize all accounts' costs.

Figure 2. Total Electricity Usage Over Three Years



Note: Vertical axis breaks from 8,000 to 104,000 kWh to better visualize all accounts' usage.

Introduction

Energy benchmarking is a valuable tool used to evaluate energy and cost efficiency. Benchmarking involves analyzing account-specific energy consumption and cost data and comparing the results to historical data or reference performance levels. The analysis can be used to determine opportunities to improve energy efficiency, reduce energy costs, and enhance operation.

This benchmarking report, conducted by Sierra Business Council (SBC) under the Sierra Nevada Energy Watch (SNEW) program, measures the PG&E electricity usage of the City of Sonora's public lighting accounts over three years. The objective of the report is to help the City better understand and track electricity usage from street lighting and assess opportunities for efficiency. As SNEW is funded by Pacific Gas and Electric Company (PG&E), its benchmarking reports evaluate energy sources provided by PG&E. PG&E supplies electricity to the City of Sonora's street lighting accounts. The City receives the rest of its municipal energy from Tuolumne Public Power Agency and private propane companies, which are not analyzed in this report.

2010 and 2015 Energy Action Plan Electricity Usage Comparison

The City of Sonora completed an Energy Action Plan[1] (EAP) with Sierra Business Council in 2018 using 2010 baseline energy data to do a 2015 re-inventory comparison. In 2010, municipally operated streetlights, traffic signals, and highway lighting totaled 266,352 kWh in 2010, and 269,425 kWh in 2015 (Table A-4 from Appendix A of the City of Sonora's Energy Action Plan).

Current data analysis in this report revealed that the City used 137,101 kWh of public lighting electricity in 2023. The 2018 EAP indicates that substantial retrofit of City streetlights had already been initiated at the time of the report: "Traditional streetlights can be upgraded to LEDs and achieve savings between 50-70% of energy use – which could equate to more than 130,000 kWh saved in Sonora. The City has opted in to PG&E's retrofit program for full turnkey LED replacement services for PG&E owned and operated streetlights." Analysis from this report shows that annual City lighting electricity usage has decreased by 49% from 2015 to 2023, the equivalent of 129,251 kWh.

While the 2018 report does not call out specifically 2015 costs, it does state that the City spent $68,913 in 2010 on public lighting and used 266,352 kWh of electricity. In 2023, the City spent a total of $79,798 and used 137,101 kWh of electricity. From 2010 to 2023, lighting electricity

[1] https://www.sonoraca.com/wp-content/uploads/2017/03/Sonora-Energy-Plan.pdf

usage decreased by 49%, while costs increased by 16%, indicating a large increase in the price of electricity from the utility level. **Table 3** shows electricity usage and costs from 2010, 2015, and 2023.

Table 3. Baseline Comparison of Public Lighting Electricity Usage and Cost

	Baseline Comparison Electricity Usage and Cost			
	2010	2015	2023	Percentage Change
Electricity Usage (kWh)	266,352	269,425	137,101	-49%
Electricity Cost ($)	$68,913	N/A	$79,798	16%

The City of Sonora can use this baseline data to further analyze progress and determine future actions to meet the goals outlined in the 2018 EAP.

The following sections provide an overview of the data, methods, and results of this analysis, along with recommendations and next steps for improving energy efficiency and reducing costs.

Data & Methods

SBC benchmarked sixteen PG&E public lighting accounts for this report. The accounts are classified by the associated PG&E account address and are listed in the table below in order of highest annual electricity cost to lowest. The accuracy of any benchmarking analysis is dependent on the comprehensiveness of the account information and data collected.

Table 3. Account Addresses and Shorthand

Account Address	Account Shorthand
94 N WASHINGTON ST	94 N Washington
11 S WASHINGTON ST STE 200	11 S Washington
2 S GREEN ST	2 S Green
GREENLEY RD & MONO WAY	Greenley & Mono
S WASHINGTON ST	S Washington
SCHOOL ST	School
1101 SANGUINETTI RD	1101 Sanguinetti
OLD WARDS FERRY RD	Old Wards
MONO WAY AT BARETTA	Mono Way
ALPINE LN @ TRAIL HEAD	Alpine Ln
COR WASHINGTON AND	Cor Washington
WOODS CREEK PK	Woods Creek
POPLAR AND BRADFORD	Poplar and Bradford
E/S GRENLEY RD 275' N/O HWY 108	E/S Grenley
41 THEALL ST	41 Theall
1142 SOUTHGATE DR	1142 Southgate

PG&E provided electricity usage and cost data for the City accounts. Annual account electricity usage and cost data were evaluated for the three-year period of January 2021 through December 2023. Benchmarking multiple years provides a comprehensive look at changing electricity usage over time and utility rate changes.

Electricity Costs and Usage

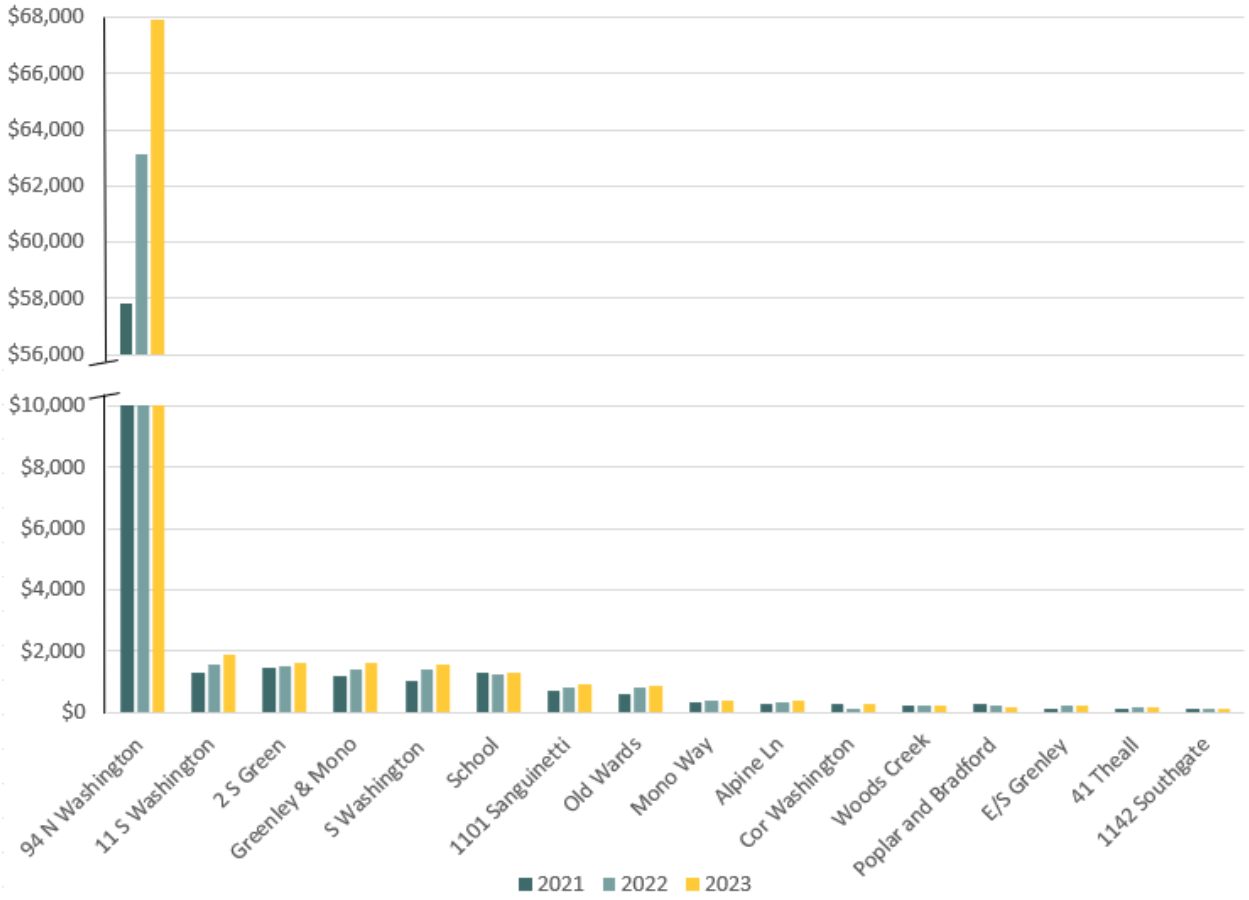
Electricity Costs

Total electricity costs by account are shown in **Table 1** and **Figure 1**. **Table 1** also includes a three-year average and percent change over the period analyzed.

Table 1. Total Electricity Costs

Account	Total Annual Electricity Costs ($)				
	2021	2022	2023	3-Year Total	Percentage Change
94 N Washington	$57,846	$63,134	$67,902	$188,883	17%
11 S Washington	$1,327	$1,581	$1,880	$4,788	42%
2 S Green	$1,447	$1,545	$1,622	$4,614	12%
Greenley & Mono	$1,191	$1,414	$1,604	$4,208	35%
S Washington	$1,030	$1,401	$1,583	$4,014	54%
School	$1,298	$1,230	$1,310	$3,838	1%
1101 Sanguinetti	$721	$831	$916	$2,468	27%
Old Wards	$601	$823	$901	$2,325	50%
Mono Way	$338	$379	$412	$1,129	22%
Alpine Ln	$315	$345	$375	$1,035	19%
Cor Washington	$309	$148	$305	$762	-1%
Woods Creek	$221	$255	$255	$730	16%
Poplar and Bradford	$272	$256	$186	$713	-32%
E/S Grenley	$110	$220	$262	$592	138%
41 Theall	$154	$164	$165	$483	7%
1142 Southgate	$121	$120	$120	$360	-1%
Total	**$67,301**	**$73,846**	**$79,798**	**$220,942**	**19%**

Figure 1. Total Electricity Cost Over Three Years



Note: Vertical axis breaks from $10,000 to $56,000 to better visualize all accounts' costs.

Out of the eight accounts with the highest electricity costs, the accounts with the largest increases are 11 S Washington (42%), Greenley & Mono (35%), S Washington (54%), 1101 Sanguinetti (27%), and Old Wards Ferry (50%). Overall, the City spent $12,497 more on PG&E electricity bills in 2023 than in 2021, equating to a 19% increase.

The only account that experienced a significant decline in cost (-32%) was Poplar & Bradford, due to a large decrease in usage. Several accounts remained relatively stable in electricity costs over the benchmarked years, including School (1%), Cor Washington (-1%), 41 Theall (7%), and 1142 Southgate (-1%).

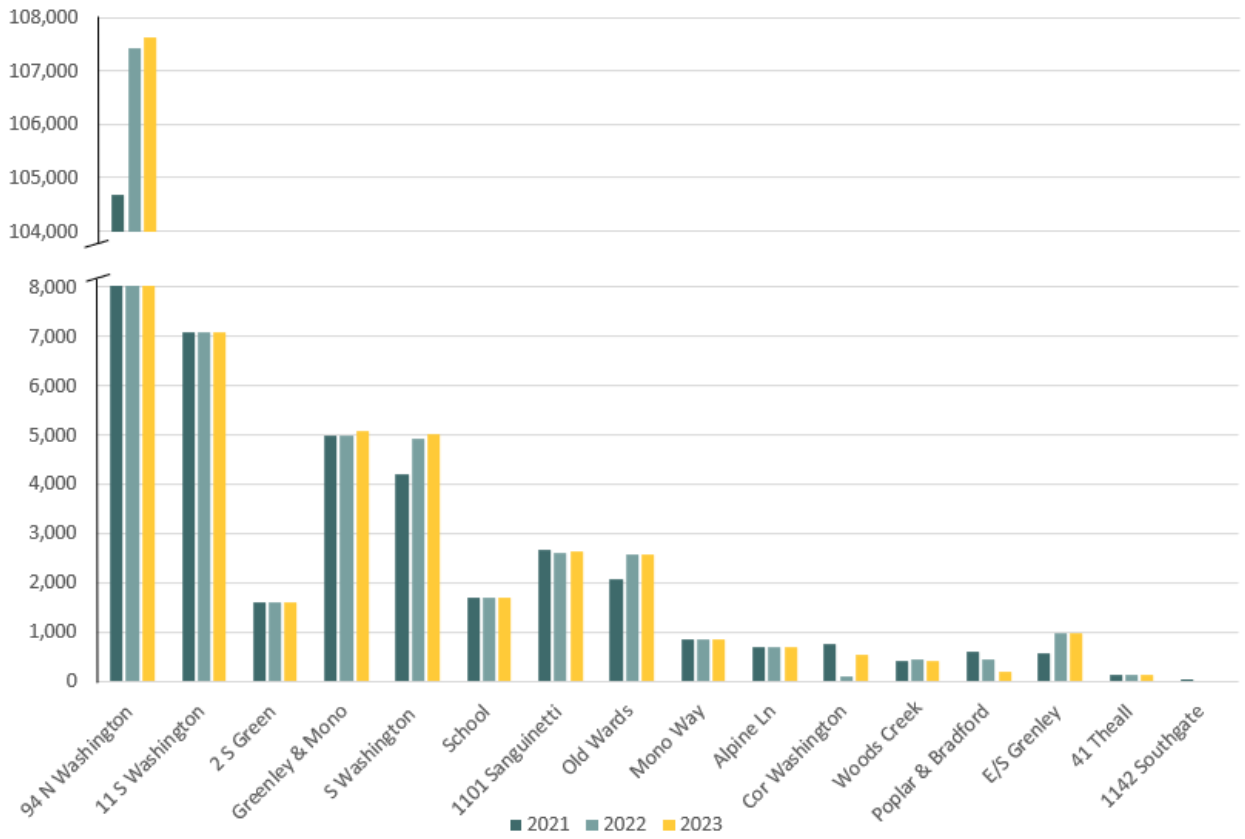
Electricity Usage

Total electricity usage by account is shown in **Table 2** and **Figure 2**. **Table 2** also includes the three-year average and percent change over the period analyzed.

Table 2. Total Electricity Usage (kWh)

Account	Total Annual Electricity Usage (kWh)				
	2021	2022	2023	Total	Percentage Change
94 N Washington	104,686	107,437	107,615	319,738	3%
11 S Washington	7,082	7,101	7,083	21,266	0%
2 S Green	1,603	1,596	1,601	4,800	0%
Greenley & Mono	4,981	4,992	5,089	15,062	2%
S Washington	4,190	4,927	5,004	14,121	19%
School	1,715	1,709	1,713	5,137	0%
1101 Sanguinetti	2,664	2,622	2,625	7,911	-1%
Old Wards	2,070	2,593	2,572	7,235	24%
Mono Way	852	852	852	2,556	0%
Alpine Ln	684	684	686	2,054	0%
Cor Washington	768	93	549	1,410	-29%
Woods Creek	403	456	402	1261	0%
Poplar and Bradford	602	457	197	1,256	-67%
E/S Grenley	577	987	983	2,547	70%
41 Theall	134	141	130	405	-3%
1142 Southgate	1	0	0	1	-100%
Total	**133,012**	**136,647**	**137,101**	**406,760**	**3%**

Figure 2. Total Electricity Usage Over Three Years



Note: Vertical axis breaks from 8,000 to 104,000 kWh to better visualize all accounts' usage.

Of the eight accounts with the largest usage, only two accounts increased significantly: S Washington (19%) and Old Wards (24%). The largest account, 94 N Washington, only increased in usage by 3%.

Two accounts decreased by a large margin in usage over three years. These accounts were Cor Washington (-29%) and Poplar & Bradford (-67%). All other accounts remained relatively stable. Across all lighting accounts, the City's electricity usage only increased by 3% over the period measured. This is to be expected when considering that street lighting typically has consistent daily and seasonal usage.

Electricity Usage and Cost Analysis

When comparing electricity usage and cost changes over three years, it is likely that cost increases are not a direct result of changes in electricity usage. Usage over three years increased by 3% overall, while costs increased by 19%. This 19% increase in cost resulted in the City spending $12,497 more in 2023 than 2021. Of this $12,487 increase, 83% of it can be attributed to rate increases. This was calculated by finding the difference in yearly cost when the 2021 average $/kWh rate is applied to 2023 ($69,369) and what the City truly paid in 2023 ($79,798). Electricity rates are increasing at the utility level, and the City's lighting accounts are experiencing that change.

To highlight some specific accounts with cost and usage discrepancies, 11 S Washington experienced no change in its electricity usage, while its cost increased by 42% due to rate increases over the three-year period from 2021-2023. Similarly, electricity costs at 94 N Washington increased by 17% while electricity usage only increased by 3%.

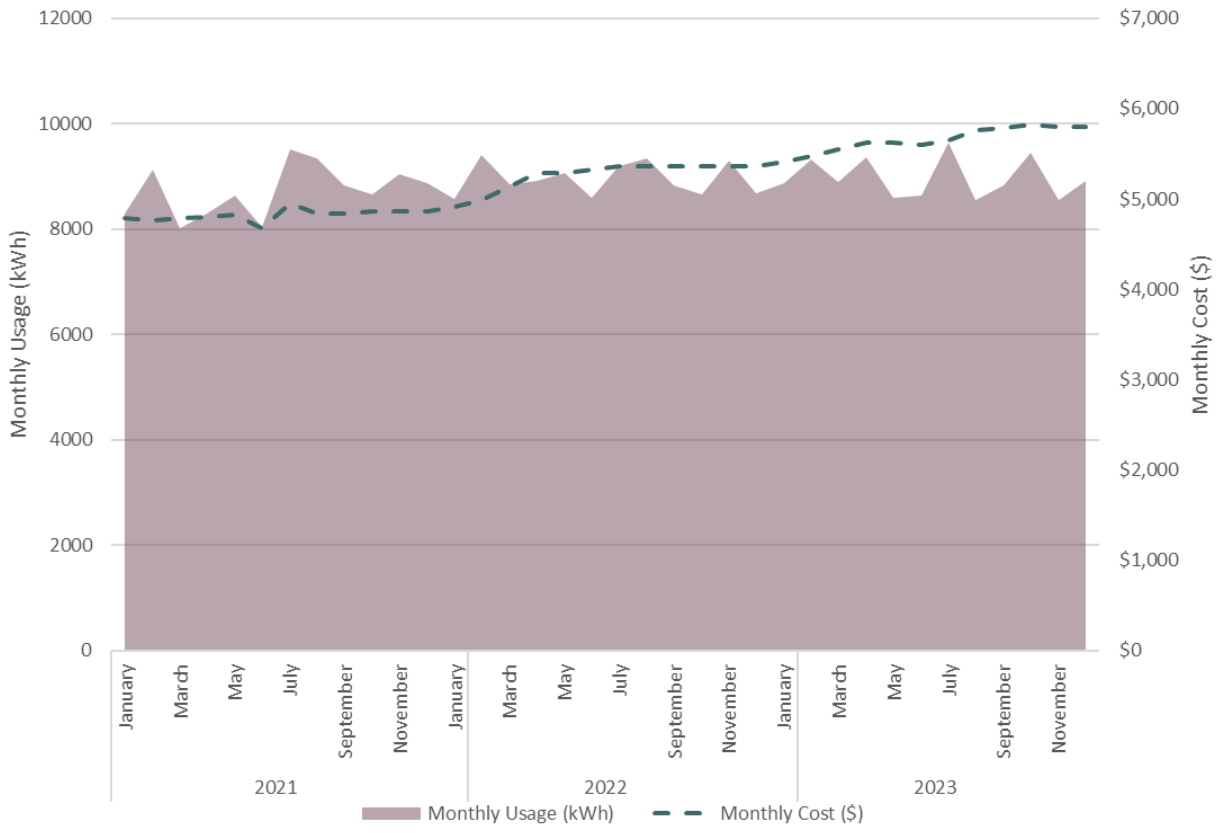
In addition to increasing rates, many accounts showed different costs per kWh because of different rate plans. For example, Old Wards used a total of 2,572 kWh in 2023, costing $901. This would be an average rate of about $0.35 per kWh. However, S Green used 1,601 kWh in 2023, costing $1,622, which equates to an average rate of $0.99 per kWh. PG&E Rate Plans[2] are decided by PG&E and depend on the type of facility and amount of usage.

[2] https://www.pge.com/en/account/rate-plans/how-rates-work.html#accordion-37bdd0d106-item-1951100da3

Trends by Facility

The following sections depict and discuss electricity usage and costs of the benchmarked accounts from 2021 to 2023. For each account, a single figure illustrates both monthly kWh electricity usage as an area graph and monthly electricity cost as a line. If Time-Of-Use (TOU) data is available for an account, the total electricity usage will be represented as a stacked column illustrating On-Peak and Off-Peak usage. TOU data was only available for four of the sixteen accounts analyzed. With a TOU rate schedule, prices are higher during peak hours (4 pm - 9 pm) and lower during all other times of the day. However, since this report only analyzes PG&E lighting accounts, there may be less opportunity to shift usage to optimize a TOU rate schedule. More information regarding TOU rates and PG&E's Peak Day Pricing plan can be found in **Appendix A**. These figures can help the City investigate and identify opportunities to implement energy efficiency measures.

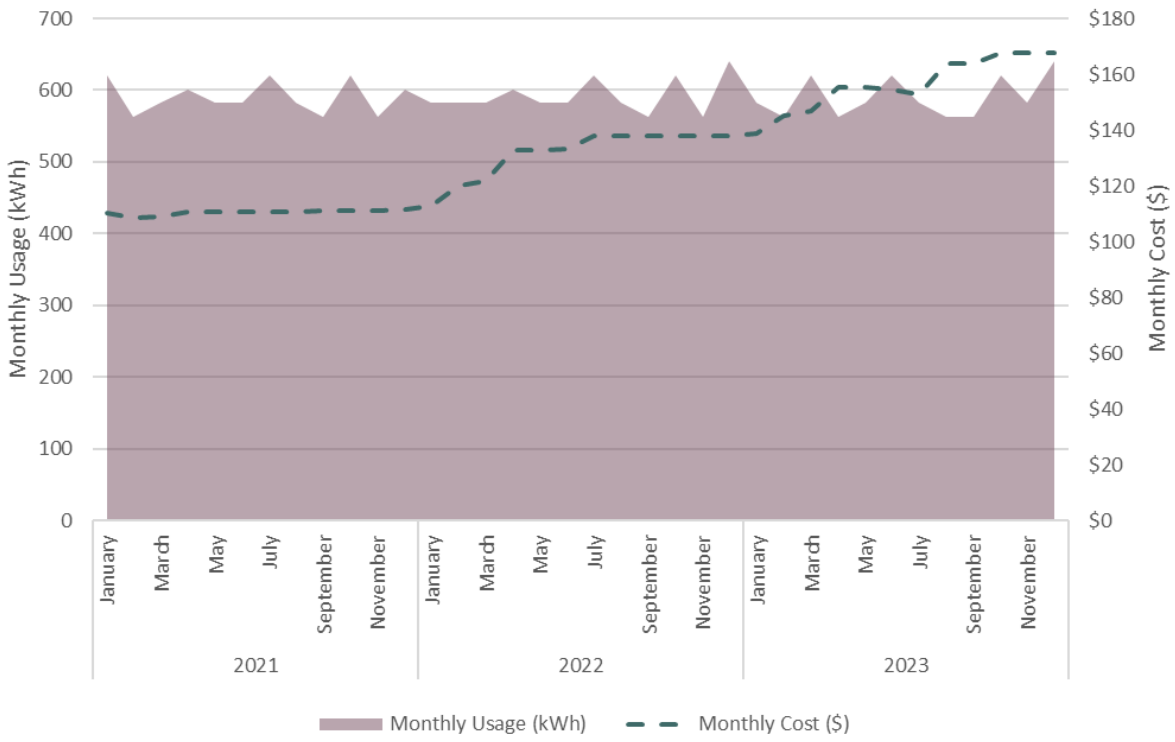
Figure 3. 94 N Washington Monthly Electricity Usage and Cost



Key Takeaways

- **Figure 3** shows that over the three-year benchmarking period, 94 Washington monthly bills have increased by almost $1,000, with bills in 2023 reaching about $6,000 per month.
- Total electricity usage remained relatively constant, around 9,000 kWh per month, despite this increase in cost, which is due to electricity rate increases at the utility level.
- **Figure 3** also shows slight increases and decreases in usage of around 500 kWh per month, which reflects variable usage time every month, and the likelihood that these lights are not on timers.

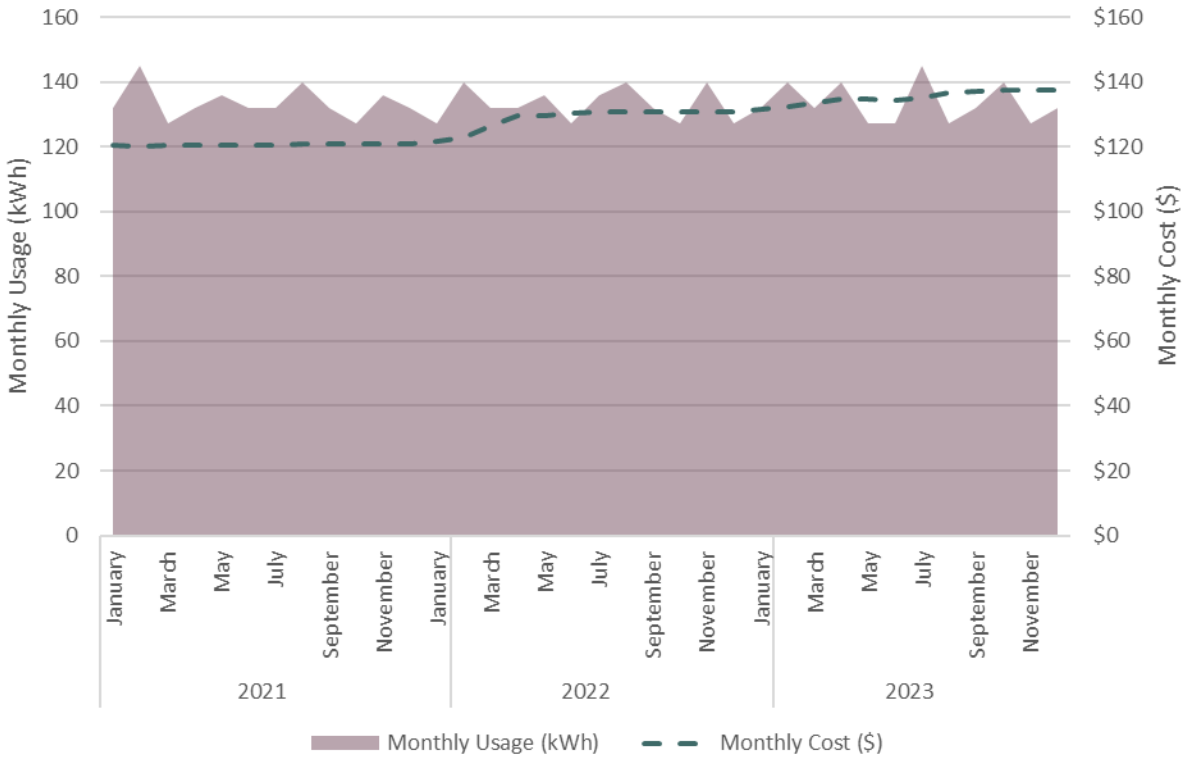
Figure 4. 11 S Washington Monthly Electricity Usage and Cost



Key Takeaways

- **Figure 4** shows that at the 11 S Washington site, there is a steady rise in costs, increasing from $110 per month to $170 per month over the observed period.
- Monthly kWh usage remained stable with slight fluctuations, indicating a likely lack of timers or scheduled usage.

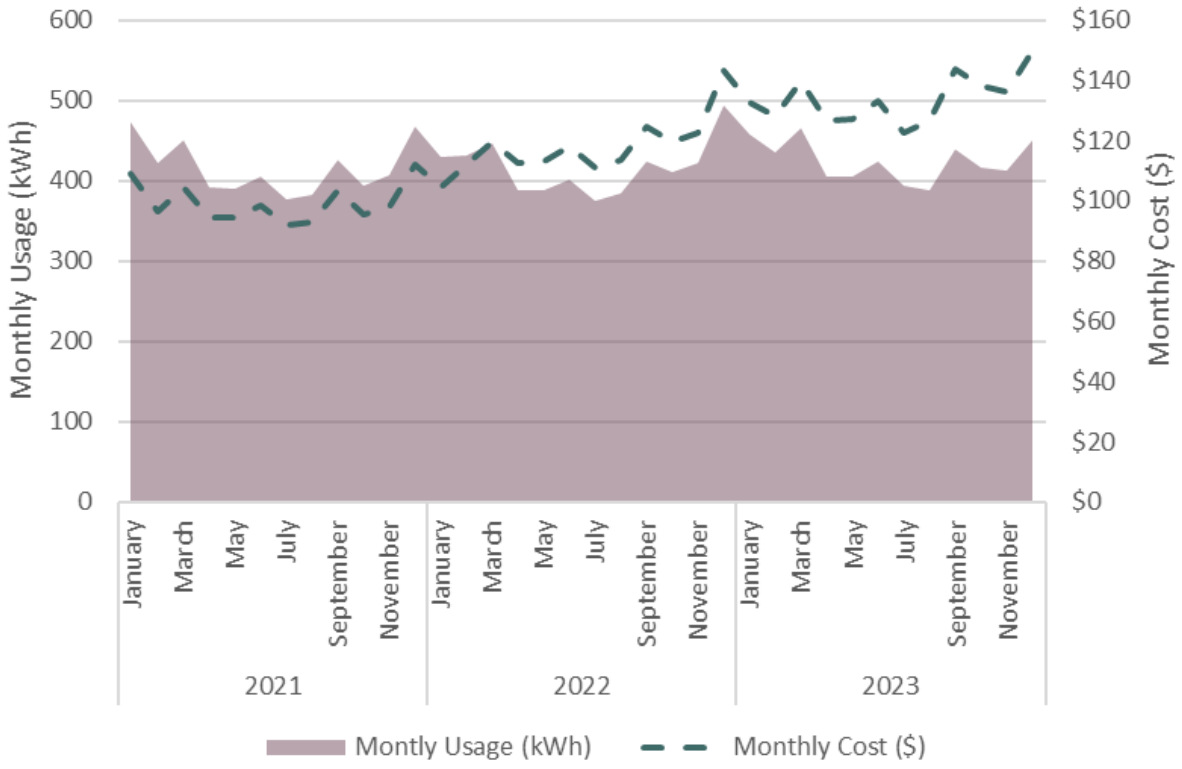
Figure 5. 2 S Green Monthly Electricity Usage and Cost



Key Takeaways

- **Figure 5** shows little change in both costs and usage across the three-year period.
- Costs slowly increased around $20 per month, and usage showed negligible changes.

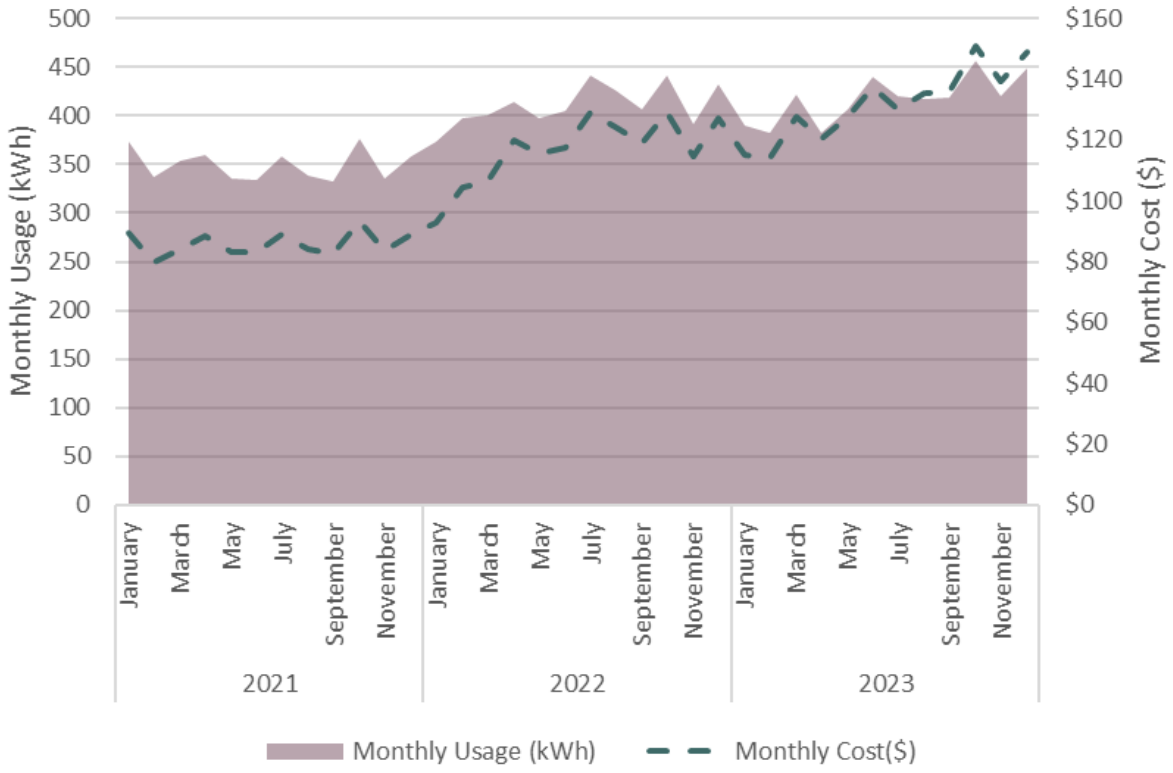
Figure 6. Greenly & Mono Monthly Electricity Usage and Cost



Key Takeaways

- **Figure 6** displays a cost increase of approximately $50 per month.
- Usage fluctuated during the benchmarked period but overall showed little change between the first and last data points in 2021 and 2023.

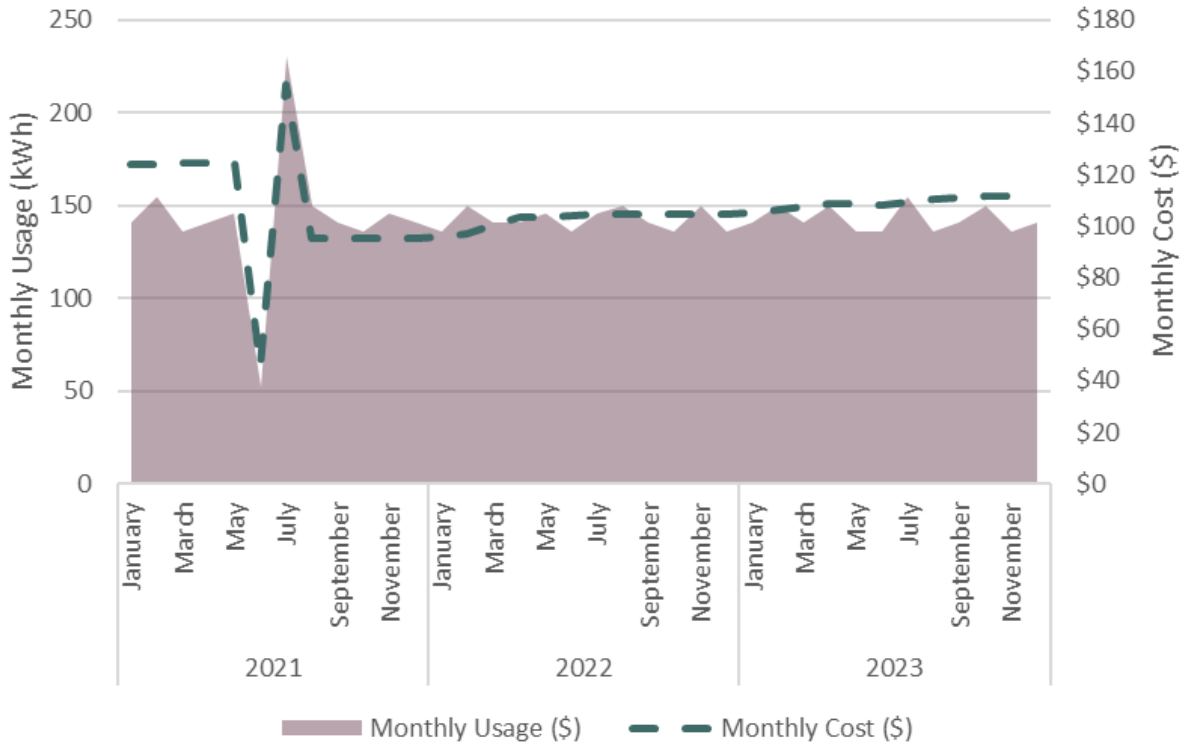
Figure 7. S Washington Monthly Electricity Usage and Cost



Key Takeaways

- The costs and usage data for S Washington shown in **Figure 7** rose steadily together, but costs increased at a faster rate than usage over three years.
- Costs increased by approximately $60 per month.
- Usage increased from 375 kWh to 450 kWh over three years.

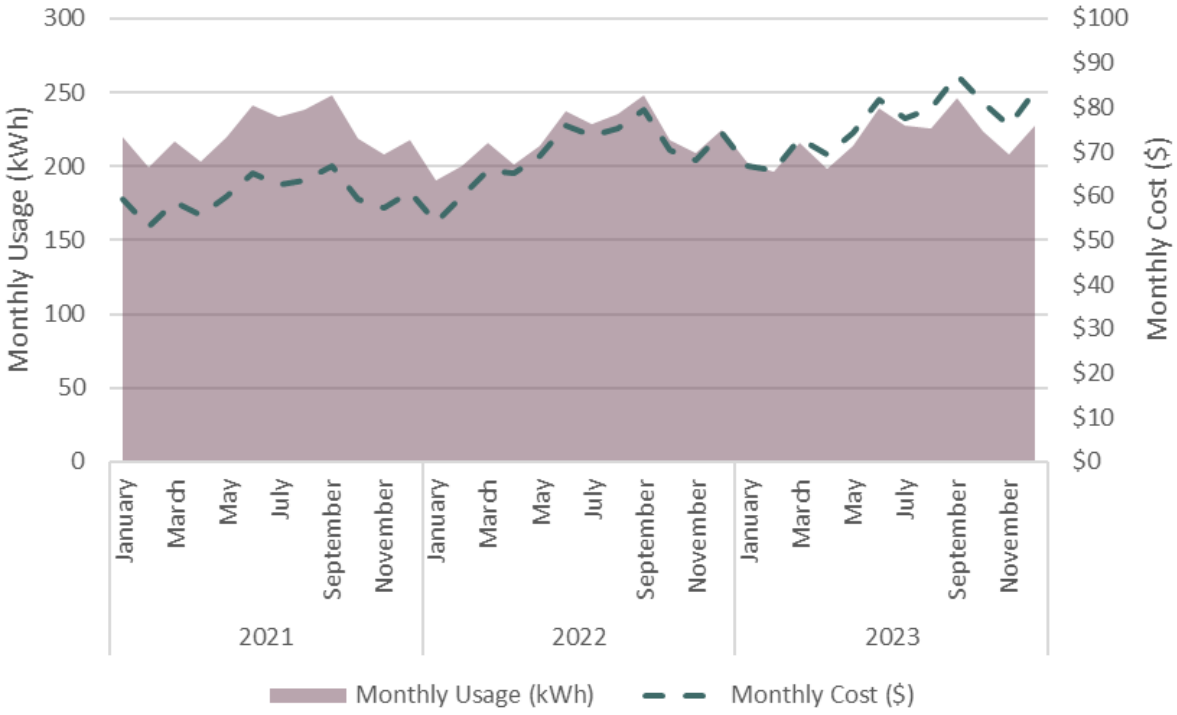
Figure 8. School St Monthly Electricity Usage and Cost



Key Takeaways

- Electricity usage and costs stayed very stable for much of the three-year period at the School St account.
- There was an apparent dip in usage and cost because of PG&E's billing that shifted usage from June 2021 to July 2021.

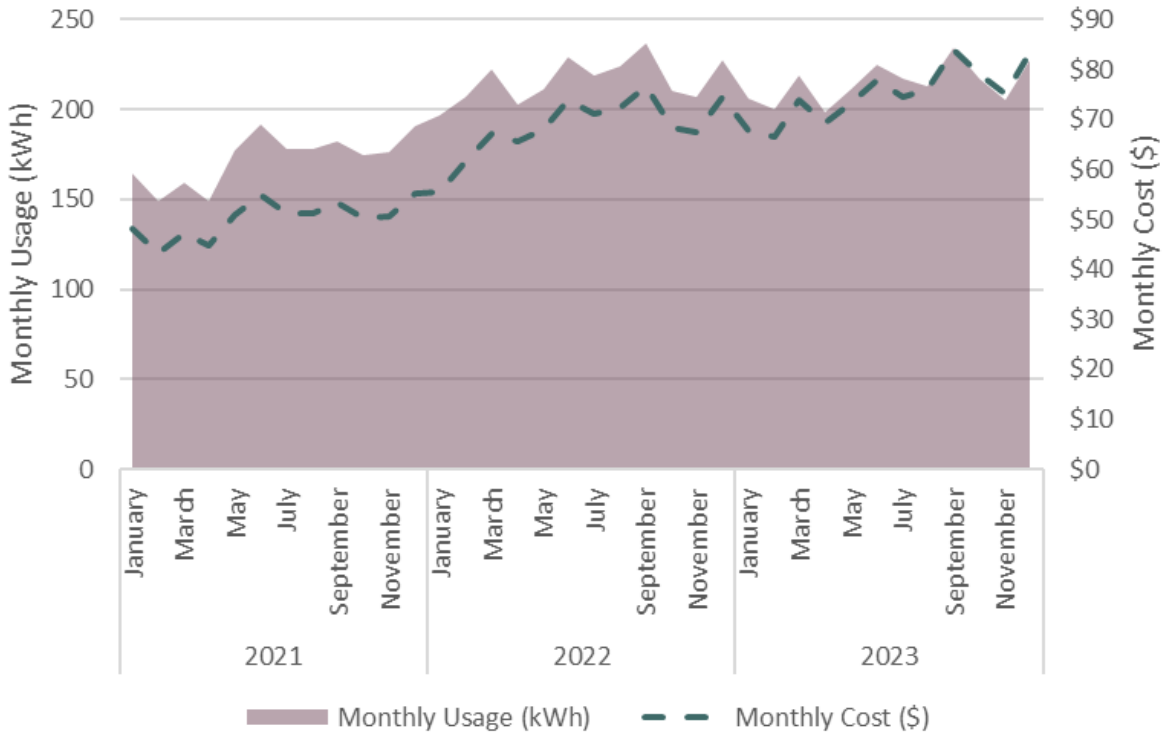
Figure 9. 1101 Sanguinetti Monthly Electricity Usage and Cost



Key Takeaways

- **Figure 9** shows 1101 Sanguinetti costs slightly increased by $20 per month.
- Usage fluctuated within the benchmarked period, but overall remained stable, remaining around 200-250 kWh per month.

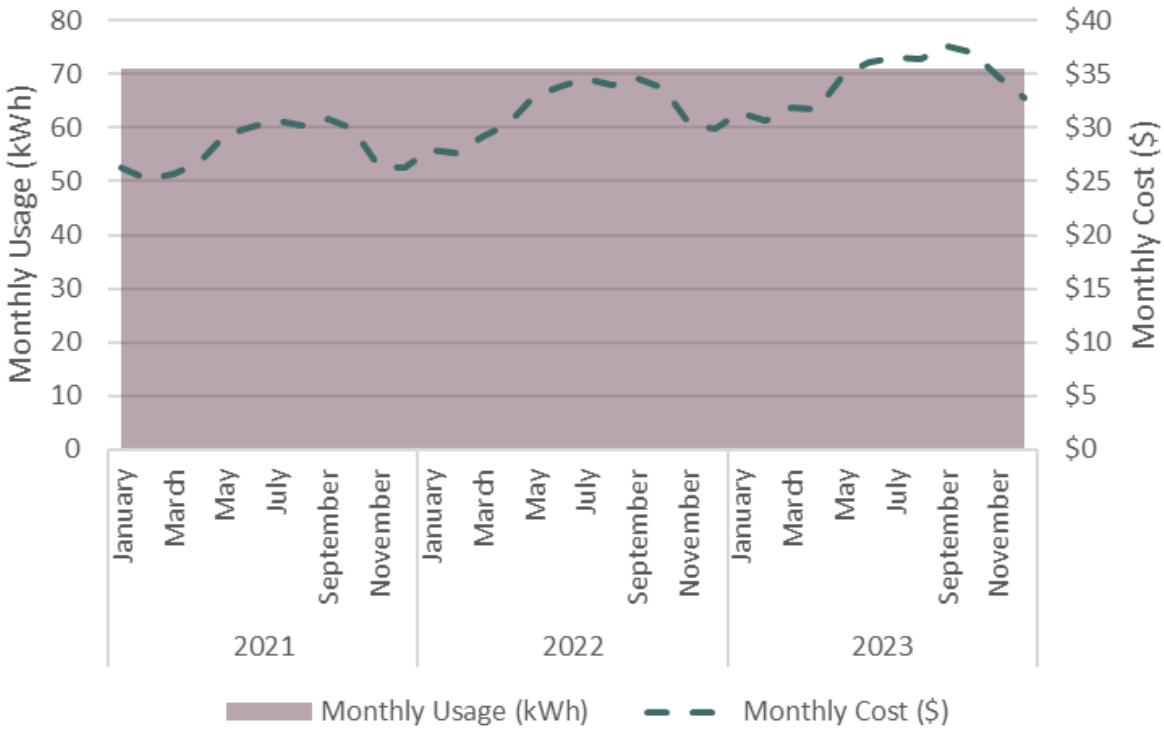
Figure 10. Old Wards Monthly Electricity Usage and Cost



Key Takeaways

- The costs and usage data for S Washington shown in **Figure 10** rise steadily together, but costs increase at a higher rate than usage.
- Costs increased by approximately $35 per month by the end of 2023.
- Usage increased from 160 kWh to 225 kWh over three years.

Figure 11. Mono Way Monthly Electricity Usage and Cost



Key Takeaways

- **Figure 11** shows usage for the Mono Way account, in which usage remained the same every month, indicating the use of timers at this site.
- Costs increased variably, usually at a greater rate in the summertime, due to rate increases from the utility and higher summertime rates.

Figures 12-18. Alpine – 1142 Southgate

Figures 12-18 show very little electricity usage relative to other accounts and will be analyzed together in a single Key Takeaways section below at the end of this section.

Figure 12. Alpine Monthly Electricity Usage and Cost

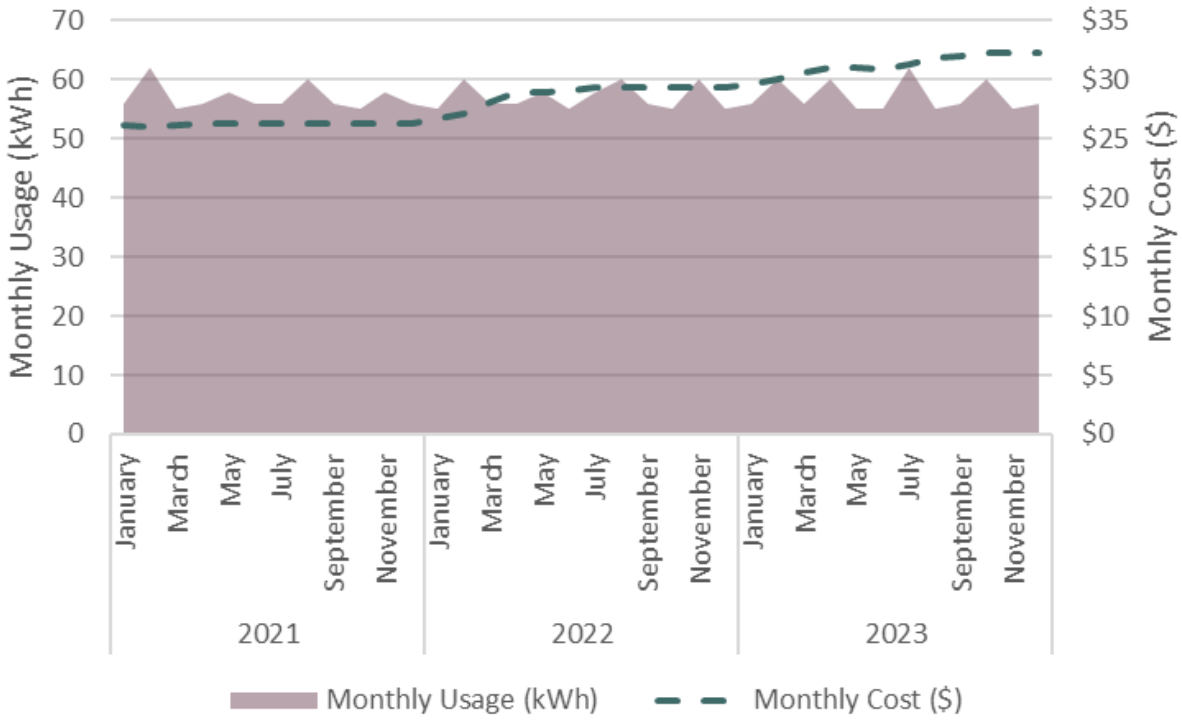


Figure 13. Cor Washington Monthly Time of Use and Cost

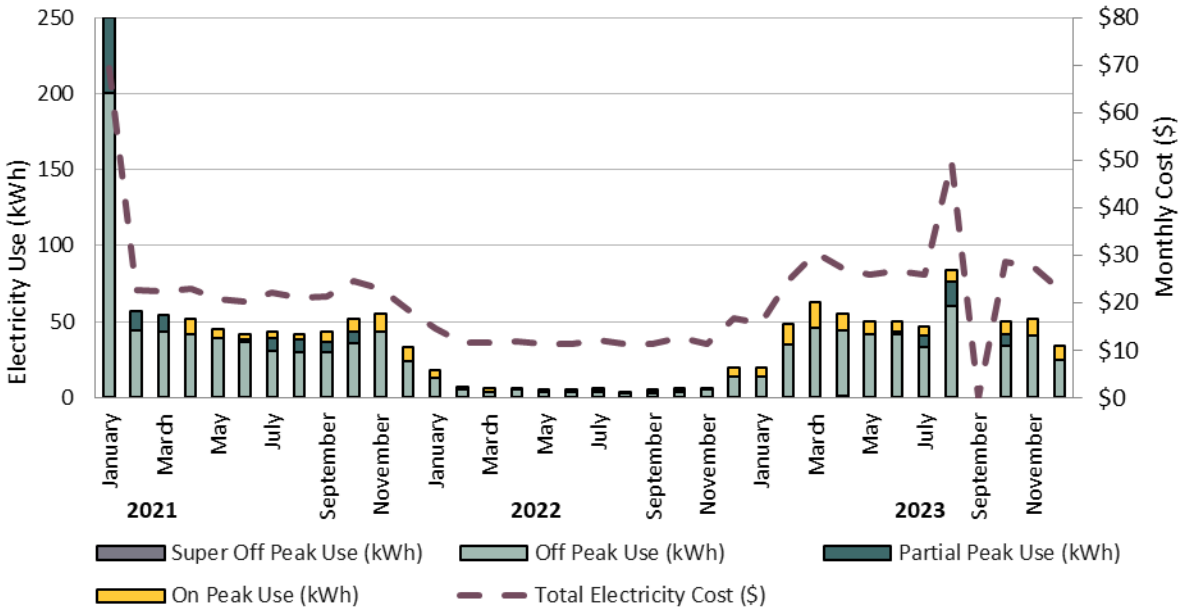


Figure 14. Woods Creek Monthly Time of Use and Cost

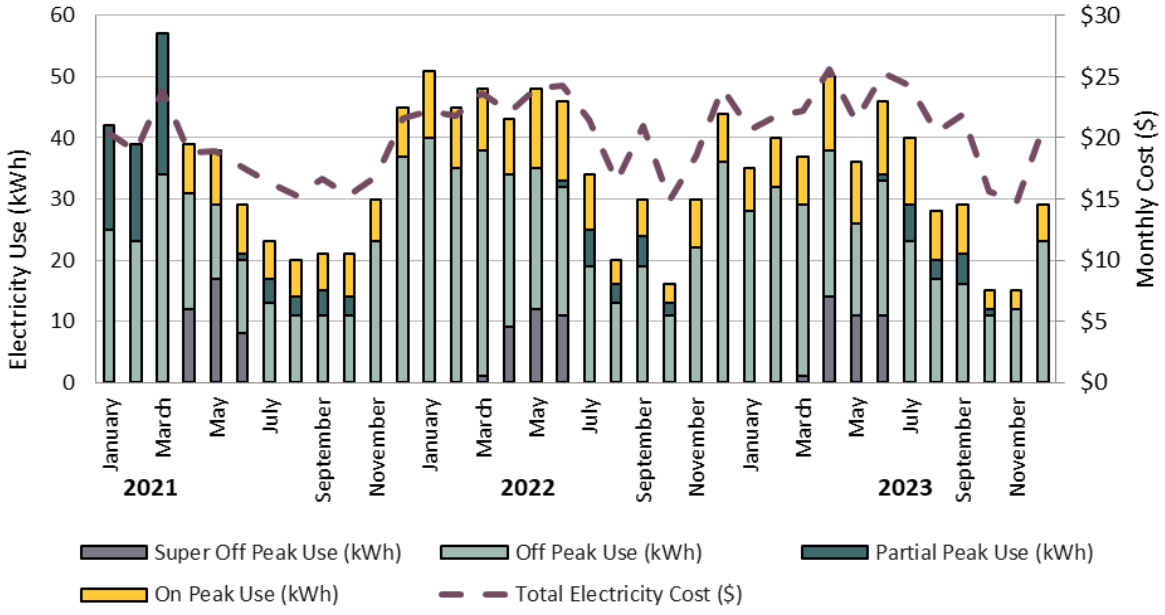


Figure 15. Poplar & Bradford Monthly Time of Use and Cost

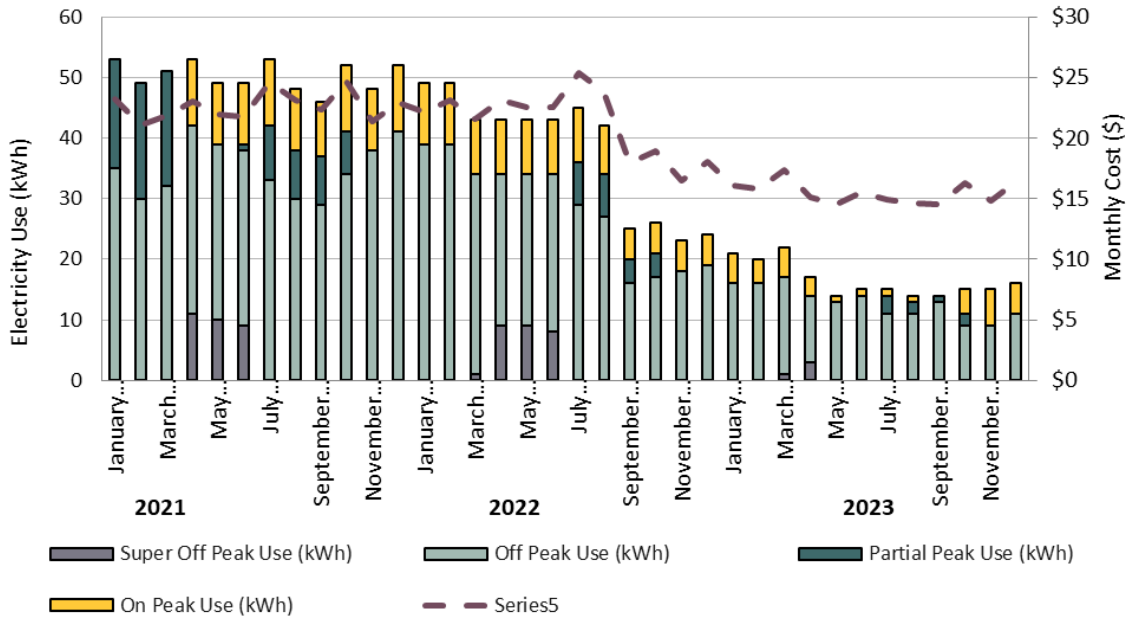


Figure 16. E/S Grenley Monthly Electricity Usage and Cost

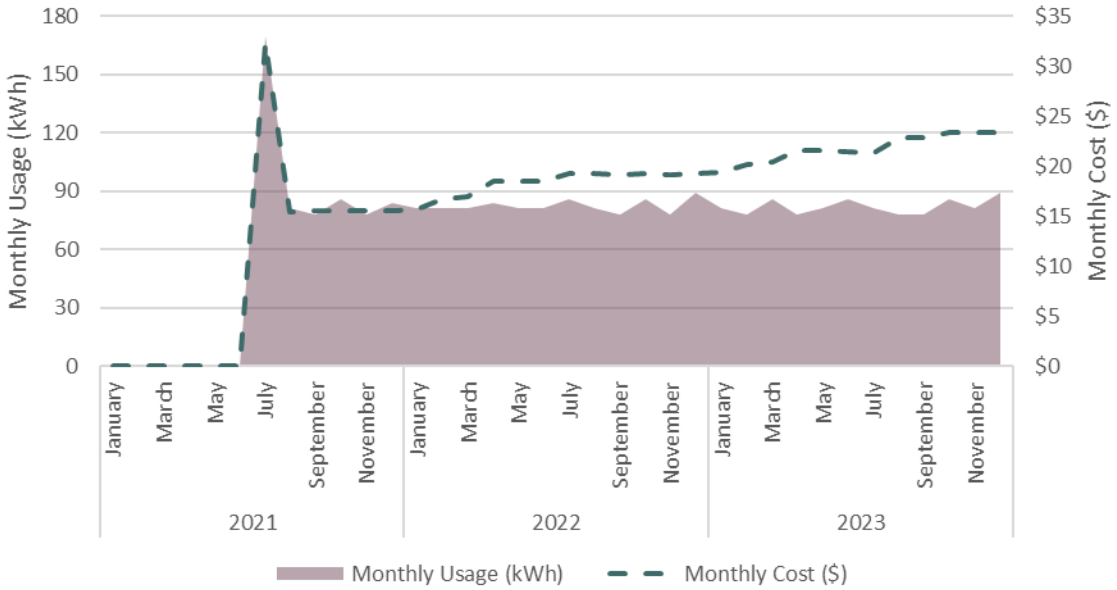


Figure 17. 41 Theall Monthly Time of Use and Cost

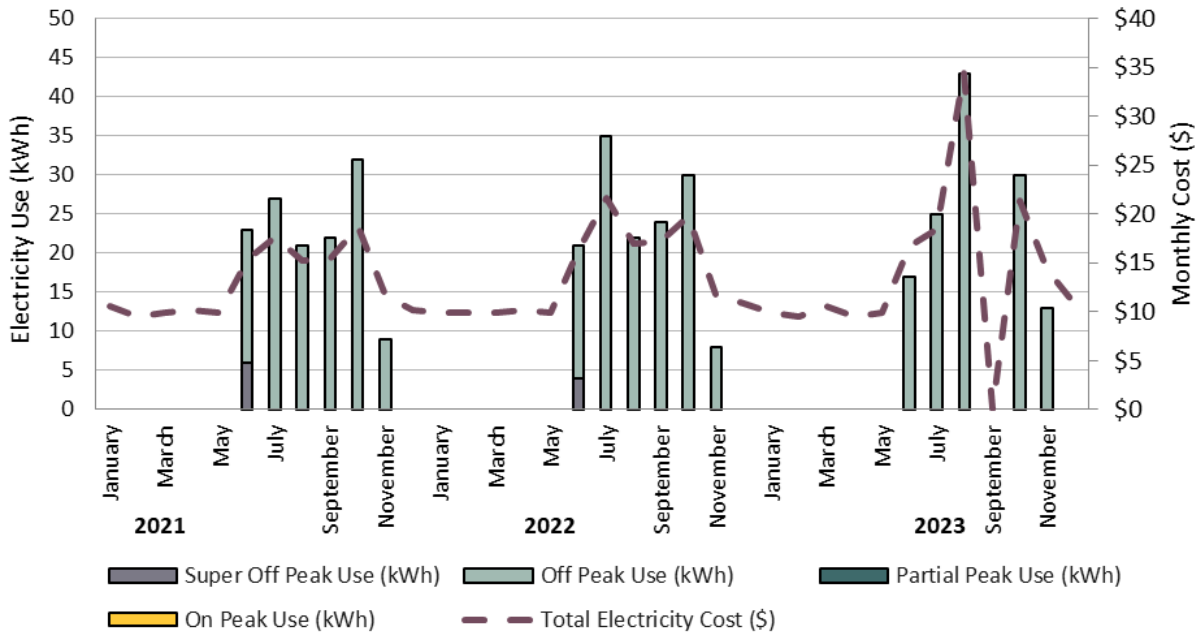
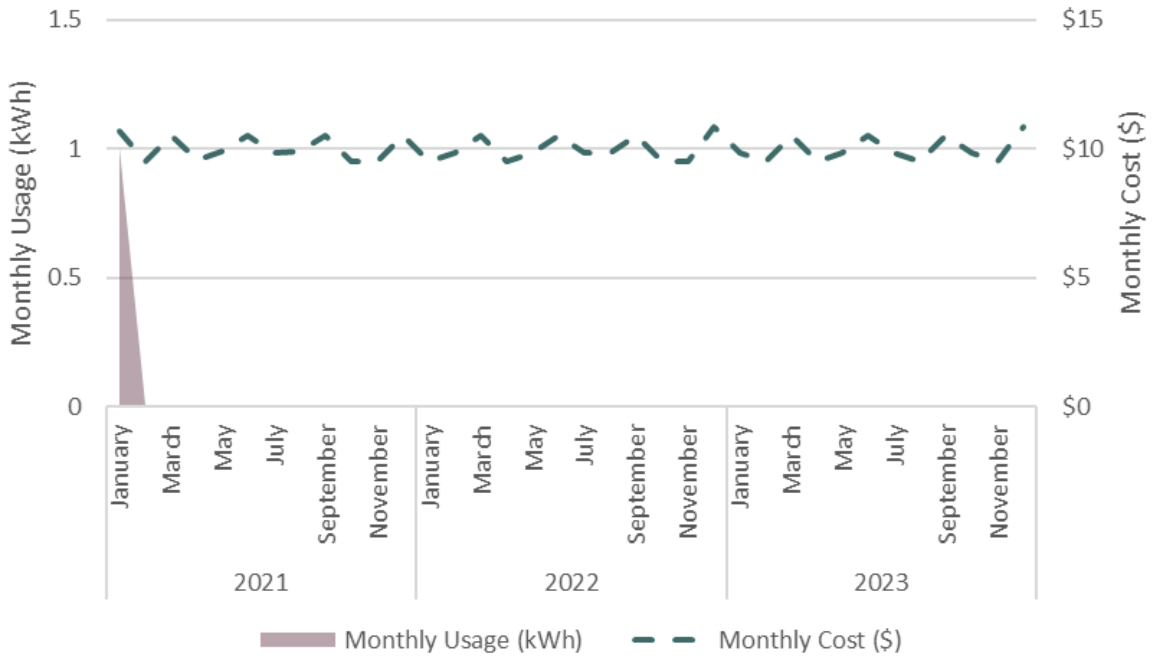


Figure 18. 1142 Southgate Monthly Electricity Usage and Cost



Key Takeaways (**Figures 12-18**)

- **Figures 12-18** exhibit very low usage and contributed little to overall City-wide electricity costs. However, there are still some notable instances in these accounts' usage.
- Cor Washington used very little electricity in 2022 (**Figure 13**).
- Woods Creek showed a decrease in usage each fall around August-November (**Figure 14**) and an increase in overall usage and On-Peak usage from December through July each year.
- Poplar & Bradford had high On-Peak usage until September of 2022 when its overall usage and On-Peak usage declined (**Figure 15**).
- 41 Theall is used on a seasonal basis from June through the end of the year and has no Partial-Peak or On-Peak usage (**Figure 17**).
- 1142 Southgate was not in use between 2021-2023, but the City still pays a monthly service fee around $10/month (**Figure 18**).

Conclusions

Analysis of the sixteen electricity accounts in the City of Sonora revealed that, although usage remains relatively constant over three years, electricity costs are increasing disproportionately, likely due to increasing energy rates at the utility level.

SNEW recommends the following next steps to reduce electricity use and save money through energy efficiency projects:

- Install and utilize timers, motion sensors, and schedules for lighting accounts to reduce unnecessary prolonged usage.
- Consider shifting usage to avoid using electricity during On-Peak hours between 2-9pm where appropriate. Follow the recommendations found in **Appendix A: Time of Use Rates and Cost Saving Strategies**.
- Upgrade lighting fixtures to more efficient LEDs.
- Identify energy efficiency upgrades that can be phased in during normal upgrade cycles to improve economics.
- Provide resources and education to staff to reduce energy waste at facilities.

If you have any questions regarding this report, please contact the Sierra Nevada Energy Watch team at Sierra Business Council at SNEW@sierrabusiness.org.

Appendix A: Time of Use Rates and Cost Saving Strategies

Peak, partial-peak, off-peak, and super off-peak usage refer to the different times of the day during which electricity is consumed. **Figure A-1** shows the breakdown of these TOU rates for different times of the day and different seasons. During hours of higher electricity demand (i.e., peak usage), electricity is more expensive per kilowatt hour. However, electricity used in the middle of the day is cheaper because it is during off peak and super off-peak hours. This highlights the importance of energy efficiency upgrades to reduce usage during more expensive times of the day, specifically from 4 to 9 pm.

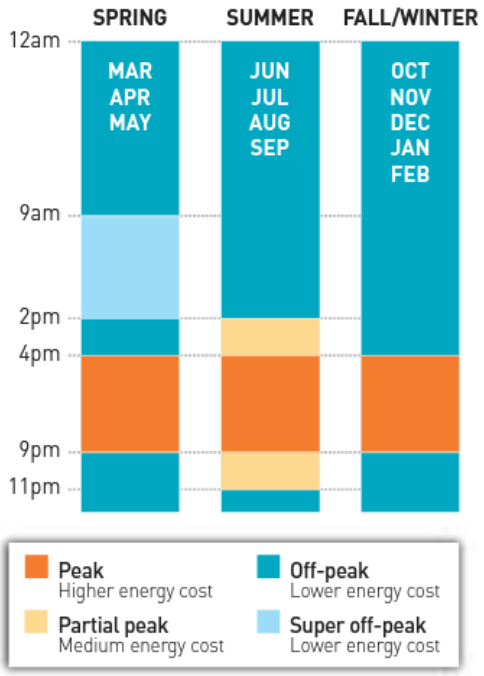


Figure A-1. PG&E Time-of-Use Rate Schedules

Peak energy demand is measured in 15-minute intervals for peak, partial peak, and off-peak times. The highest measured 15-minute energy demand during each time frame determines the cost rate for the total usage in the demand window (i.e., peak, partial peak, off peak, super off peak). **Figure A-1** shows PG&E's breakdown of peak, partial peak, off peak, and super off-peak hours. Any ability to spread usage out or move it completely out of peak and partial peak time frames would result in cost savings. For lighting accounts, this can be difficult due to the typically scheduled usage of street lighting. However, try taking advantage of summertime daylight hours and wait longer to turn on the lights. Implementing motion sensors can also reduce usage.

Appendix B: Electricity Usage and Cost Data

Table B-1: 94 N Washington Electricity Usage and Cost Data

Date	Electricity Usage (kWh)	Cost
January 2021	8,291	$4,782.52
February 2021	9,119	$4,765.77
March 2021	8,013	$4,783.98
April 2021	8,291	$4,797.30
May 2021	8,646	$4,820.16
June 2021	8,041	$4,681.12
July 2021	9,522	$4,953.09
August 2021	9,347	$4,839.53
September 2021	8,832	$4,843.22
October 2021	8,665	$4,858.19
November 2021	9,049	$4,858.19
December 2021	8,870	$4,863.15
January 2022	8,572	$4,917.35
February 2022	9,403	$4,988.37
March 2022	8,851	$5,138.79
April 2022	8,925	$5,287.22
May 2022	9,068	$5,287.15
June 2022	8,600	$5,321.63
July 2022	9,188	$5,365.73
August 2022	9,348	$5,365.76
September 2022	8,832	$5,365.53
October 2022	8,665	$5,365.57
November 2022	9,301	$5,365.67
December 2022	8,684	$5,365.57
January 2023	8,879	$5,408.90
February 2023	9,329	$5,473.81
March 2023	8,888	$5,549.42
April 2023	9,357	$5,627.49

May 2023	8,600	$5,627.25
June 2023	8,637	$5,597.02
July 2023	9,650	$5,654.47
August 2023	8,553	$5,758.22
September 2023	8,832	$5,783.46
October 2023	9,440	$5,818.36
November 2023	8,544	$5,801.73
December 2023	8,906	$5,801.86

Table B-2: 11 S Washington Electricity Usage and Cost Data

Date	Electricity Usage (kWh)	Cost
January 2021	621	$110.45
February 2021	563	$108.54
March 2021	582	$108.92
April 2021	601	$110.78
May 2021	582	$110.77
June 2021	582	$110.77
July 2021	621	$110.79
August 2021	582	$110.85
September 2021	563	$111.26
October 2021	621	$111.28
November 2021	563	$111.25
December 2021	601	$111.37
January 2022	582	$112.78
February 2022	582	$119.82
March 2022	582	$121.55
April 2022	601	$132.83
May 2022	582	$132.82
June 2022	582	$133.34
July 2022	621	$138.01
August 2022	582	$137.99

September 2022	563	$137.99
October 2022	621	$138.01
November 2022	563	$137.99
December 2022	640	$138.01
January 2023	582	$138.94
February 2023	563	$145.10
March 2023	621	$147.01
April 2023	563	$155.21
May 2023	582	$155.21
June 2023	621	$154.53
July 2023	582	$152.94
August 2023	563	$163.82
September 2023	563	$163.96
October 2023	621	$167.76
November 2023	582	$167.75
December 2023	640	$167.76

Table B-3: 2 S Green Electricity Usage and Cost Data

Date	Electricity Usage (kWh)	Cost
January 2021	132	$120.37
February 2021	145	$120.10
March 2021	127	$120.40
April 2021	132	$120.61
May 2021	136	$120.61
June 2021	132	$120.61
July 2021	132	$120.61
August 2021	140	$120.67
September 2021	132	$120.72
October 2021	127	$120.72
November 2021	136	$120.72
December 2021	132	$120.80
January 2022	127	$121.67

February 2022	140	$122.65
March 2022	132	$126.36
April 2022	132	$129.61
May 2022	136	$129.61
June 2022	127	$130.17
July 2022	136	$130.77
August 2022	140	$130.77
September 2022	132	$130.78
October 2022	127	$130.77
November 2022	140	$130.77
December 2022	127	$130.77
January 2023	132	$131.47
February 2023	140	$132.38
March 2023	132	$133.60
April 2023	140	$134.66
May 2023	127	$134.67
June 2023	127	$134.17
July 2023	145	$135.17
August 2023	127	$136.61
September 2023	132	$137.03
October 2023	140	$137.51
November 2023	127	$137.50
December 2023	132	$137.51

Table B-4: Greenley & Mono Electricity Usage and Cost Data

Date	Electricity Usage (kWh)	Cost
January 2021	472	$109.15
February 2021	422	$96.39
March 2021	451	$104.62
April 2021	391	$94.22
May 2021	389	$94.31
June 2021	404	$98.36

July 2021	376	$91.64
August 2021	382	$92.99
September 2021	426	$103.51
October 2021	394	$95.44
November 2021	407	$98.11
December 2021	467	$112.07
January 2022	429	$104.35
February 2022	431	$112.11
March 2022	447	$119.38
April 2022	388	$112.50
May 2022	388	$113.00
June 2022	402	$117.82
July 2022	374	$110.90
August 2022	384	$113.48
September 2022	423	$124.48
October 2022	410	$119.67
November 2022	422	$122.75
December 2022	494	$143.23
January 2023	457	$132.60
February 2023	435	$128.19
March 2023	466	$139.40
April 2023	404	$126.47
May 2023	405	$127.24
June 2023	424	$132.97
July 2023	393	$122.78
August 2023	387	$126.63
September 2023	439	$143.60
October 2023	416	$137.94
November 2023	412	$136.28
December 2023	451	$149.80

Table B-5: S Washington Electricity Usage and Cost Data

Date	Electricity Usage (kWh)	Cost
January 2021	373	$89.60
February 2021	337	$79.85
March 2021	354	$84.23
April 2021	359	$88.67
May 2021	335	$83.27
June 2021	334	$83.06
July 2021	358	$88.96
August 2021	338	$83.96
September 2021	332	$82.67
October 2021	376	$93.20
November 2021	336	$83.49
December 2021	358	$89.07
January 2022	374	$93.04
February 2022	398	$104.66
March 2022	400	$106.56
April 2022	414	$120.07
May 2022	398	$115.53
June 2022	405	$117.46
July 2022	441	$129.11
August 2022	426	$124.27
September 2022	407	$118.91
October 2022	441	$129.11
November 2022	391	$114.79
December 2022	432	$127.29
January 2023	390	$115.27
February 2023	382	$114.30
March 2023	422	$127.51
April 2023	382	$120.36
May 2023	406	$127.53
June 2023	440	$137.49
July 2023	421	$130.21

August 2023	417	$135.34
September 2023	419	$135.99
October 2023	456	$150.79
November 2023	420	$139.15
December 2023	449	$149.20

Table B-6: School Electricity Usage and Cost Data

Date	Electricity Usage (kWh)	Cost
January 2021	141	$124.09
February 2021	155	$123.98
March 2021	136	$124.28
April 2021	141	$124.51
May 2021	198	$170.17
June 2021	0	$0.00
July 2021	230	$155.09
August 2021	150	$95.01
September 2021	141	$95.07
October 2021	136	$95.07
November 2021	146	$95.07
December 2021	141	$95.16
January 2022	136	$96.10
February 2022	150	$97.16
March 2022	141	$100.35
April 2022	141	$103.16
May 2022	146	$103.16
June 2022	136	$103.77
July 2022	146	$104.42
August 2022	150	$104.43
September 2022	141	$104.42
October 2022	136	$104.42
November 2022	150	$104.43
December 2022	136	$104.42

January 2023	141	$105.16
February 2023	150	$106.15
March 2023	141	$107.44
April 2023	150	$108.60
May 2023	136	$108.59
June 2023	136	$108.06
July 2023	155	$109.13
August 2023	136	$110.67
September 2023	141	$111.11
October 2023	150	$111.63
November 2023	136	$111.63
December 2023	141	$111.62

Table B-7: 1101 Sanguinetti Electricity Usage and Cost Data

Date	Electricity Usage (kWh)	Cost
January 2021	220	$59.28
February 2021	199	$53.00
March 2021	217	$58.52
April 2021	203	$55.79
May 2021	220	$59.76
June 2021	241	$65.04
July 2021	233	$62.41
August 2021	238	$63.52
September 2021	248	$66.84
October 2021	219	$59.40
November 2021	208	$57.13
December 2021	218	$60.73
January 2022	190	$54.18
February 2022	200	$59.94
March 2022	216	$65.84
April 2022	201	$65.17

May 2022	214	$68.95
June 2022	237	$75.93
July 2022	229	$73.64
August 2022	235	$75.18
September 2022	248	$79.51
October 2022	218	$70.32
November 2022	209	$68.01
December 2022	225	$74.09
January 2023	202	$66.85
February 2023	196	$65.61
March 2023	216	$73.07
April 2023	198	$69.27
May 2023	214	$74.20
June 2023	239	$81.83
July 2023	228	$77.44
August 2023	226	$79.89
September 2023	246	$87.40
October 2023	224	$81.10
November 2023	208	$75.88
December 2023	228	$83.77

Table B-8: Old Wards Electricity Usage and Cost Data

Date	Electricity Usage (kWh)	Cost
January 2021	164	$48.21
February 2021	149	$43.27
March 2021	159	$47.09
April 2021	149	$44.75
May 2021	177	$50.97
June 2021	192	$55.02
July 2021	178	$51.17
August 2021	178	$51.23
September 2021	182	$53.25

October 2021	175	$50.33
November 2021	176	$50.54
December 2021	191	$55.16
January 2022	197	$55.65
February 2022	207	$61.52
March 2022	222	$67.22
April 2022	203	$65.67
May 2022	211	$68.18
June 2022	229	$73.90
July 2022	219	$71.07
August 2022	224	$72.36
September 2022	237	$76.68
October 2022	210	$68.26
November 2022	207	$67.50
December 2022	227	$74.61
January 2023	206	$67.89
February 2023	200	$66.66
March 2023	219	$73.87
April 2023	198	$69.27
May 2023	211	$73.36
June 2023	225	$77.96
July 2023	217	$74.41
August 2023	213	$76.11
September 2023	234	$83.90
October 2023	217	$79.03
November 2023	205	$74.99
December 2023	227	$83.47

Table B-9: Mono Way Electricity Usage and Cost Data

Date	Electricity Usage (kWh)	Cost
January 2021	71	$26.32
February 2021	71	$25.27

March 2021	71	$25.63
April 2021	71	$26.69
May 2021	71	$29.34
June 2021	71	$30.08
July 2021	71	$30.74
August 2021	71	$30.16
September 2021	71	$30.84
October 2021	71	$29.86
November 2021	71	$26.50
December 2021	71	$26.21
January 2022	71	$27.97
February 2022	71	$27.62
March 2022	71	$29.09
April 2022	71	$30.37
May 2022	71	$32.87
June 2022	71	$33.91
July 2022	71	$34.61
August 2022	71	$33.96
September 2022	71	$34.62
October 2022	71	$33.63
November 2022	71	$30.42
December 2022	71	$29.92
January 2023	71	$31.49
February 2023	71	$30.69
March 2023	71	$31.94
April 2023	71	$31.76
May 2023	71	$34.91
June 2023	71	$36.08
July 2023	71	$36.51
August 2023	71	$36.36
September 2023	71	$37.65
October 2023	71	$37.09

November 2023	71	$34.77
December 2023	71	$32.72

Table B-10: Alpine Electricity Usage and Cost Data

Date	Electricity Usage (kWh)	Cost
January 2021	56	$26.16
February 2021	62	$26.04
March 2021	55	$26.16
April 2021	56	$26.25
May 2021	58	$26.26
June 2021	56	$26.27
July 2021	56	$26.25
August 2021	60	$26.28
September 2021	56	$26.30
October 2021	55	$26.30
November 2021	58	$26.29
December 2021	56	$26.34
January 2022	55	$26.71
February 2022	60	$27.13
March 2022	56	$28.07
April 2022	56	$28.88
May 2022	58	$28.88
June 2022	55	$29.12
July 2022	58	$29.39
August 2022	60	$29.39
September 2022	56	$29.38
October 2022	55	$29.39
November 2022	60	$29.39
December 2022	55	$29.39
January 2023	56	$29.68
February 2023	60	$30.07
March 2023	56	$30.60

April 2023	60	$31.05
May 2023	55	$31.05
June 2023	55	$30.84
July 2023	62	$31.27
August 2023	55	$31.88
September 2023	56	$32.06
October 2023	60	$32.27
November 2023	55	$32.26
December 2023	56	$32.27

Table B-11. Cor Washington Electricity Usage and Cost Data

Date	Electricity Usage (kWh)	Cost
January 2021	250	$69.35
February 2021	57	$22.74
March 2021	54	$22.45
April 2021	52	$22.92
May 2021	45	$20.77
June 2021	42	$20.10
July 2021	43	$22.14
August 2021	41	$21.00
September 2021	43	$21.30
October 2021	52	$24.66
November 2021	55	$23.02
December 2021	34	$18.55
January 2022	19	$14.56
February 2022	6	$11.60
March 2022	6	$11.50
April 2022	6	$11.89
May 2022	5	$11.39
June 2022	5	$11.30
July 2022	5	$12.15
August 2022	5	$11.39

September 2022	5	$11.22
October 2022	6	$12.53
November 2022	6	$11.30
December 2022	19	$16.69
January 2023	19	$15.70
February 2023	49	$24.74
March 2023	63	$30.38
April 2023	54	$27.22
May 2023	50	$25.99
June 2023	50	$26.81
July 2023	46	$25.88
August 2023	84	$49.72
September 2023	0	$0.00
October 2023	49	$28.71
November 2023	51	$27.57
December 2023	34	$22.61

Table B-12: Woods Electricity Usage and Cost Data

Date	Electricity Usage (kWh)	Cost
January 2021	41	$20.39
February 2021	40	$18.90
March 2021	57	$23.89
April 2021	39	$18.78
May 2021	38	$18.95
June 2021	29	$17.62
July 2021	24	$16.32
August 2021	19	$15.33
September 2021	21	$16.63
October 2021	20	$15.27
November 2021	30	$16.88
December 2021	45	$21.61
January 2022	51	$22.26

February 2022	45	$21.82
March 2022	48	$23.69
April 2022	43	$22.15
May 2022	48	$24.06
June 2022	46	$24.27
July 2022	35	$21.51
August 2022	20	$16.43
September 2022	29	$21.00
October 2022	17	$14.93
November 2022	30	$18.50
December 2022	44	$24.10
January 2023	36	$20.62
February 2023	40	$21.83
March 2023	37	$22.18
April 2023	50	$25.58
May 2023	36	$21.41
June 2023	46	$25.33
July 2023	40	$24.31
August 2023	28	$20.45
September 2023	29	$21.87
October 2023	16	$15.59
November 2023	15	$14.77
December 2023	29	$20.88

Table B-13: Poplar & Bradford Electricity Usage and Cost Data

Date	Electricity Usage (kWh)	Cost
January 2021	53	$23.17
February 2021	49	$21.05
March 2021	51	$21.88
April 2021	53	$23.04
May 2021	50	$21.93
June 2021	49	$21.78

July 2021	52	$24.57
August 2021	48	$23.16
September 2021	46	$22.38
October 2021	52	$24.70
November 2021	48	$21.34
December 2021	51	$22.88
January 2022	49	$22.12
February 2022	50	$23.11
March 2022	43	$21.52
April 2022	44	$23.13
May 2022	43	$22.49
June 2022	43	$22.54
July 2022	45	$25.40
August 2022	42	$23.78
September 2022	25	$17.99
October 2022	26	$18.96
November 2022	23	$16.44
December 2022	24	$18.03
January 2023	21	$16.09
February 2023	20	$15.84
March 2023	22	$17.32
April 2023	17	$15.12
May 2023	15	$14.57
June 2023	15	$15.53
July 2023	14	$14.88
August 2023	28	$29.11
September 2023	0	$0.00
October 2023	15	$16.25
November 2023	14	$14.85
December 2023	16	$16.35

Table B-14: E/S Grenley Electricity Usage and Cost Data

Date	Electricity Usage (kWh)	Cost
January 2021	0	$0.00
February 2021	0	$0.00
March 2021	0	$0.00
April 2021	0	$0.00
May 2021	0	$0.00
June 2021	0	$0.00
July 2021	170	$32.39
August 2021	81	$15.43
September 2021	78	$15.49
October 2021	86	$15.50
November 2021	78	$15.49
December 2021	84	$15.50
January 2022	81	$15.70
February 2022	81	$16.68
March 2022	81	$16.92
April 2022	84	$18.50
May 2022	81	$18.48
June 2022	81	$18.56
July 2022	86	$19.22
August 2022	81	$19.21
September 2022	78	$19.20
October 2022	86	$19.22
November 2022	78	$19.20
December 2022	89	$19.22
January 2023	81	$19.34
February 2023	78	$20.20
March 2023	86	$20.46
April 2023	78	$21.60
May 2023	81	$21.61
June 2023	86	$21.51
July 2023	81	$21.29

August 2023	78	$22.80
September 2023	78	$22.82
October 2023	86	$23.36
November 2023	81	$23.35
December 2023	89	$23.36

Table B-15: 41 Theall Electricity Usage and Cost Data

Date	Electricity Usage (kWh)	Cost
January 2021	0	$10.51
February 2021	0	$9.53
March 2021	0	$9.85
April 2021	0	$10.18
May 2021	0	$9.86
June 2021	23	$15.31
July 2021	27	$17.57
August 2021	21	$15.29
September 2021	22	$15.31
October 2021	32	$18.75
November 2021	9	$11.63
December 2021	0	$10.19
January 2022	0	$9.86
February 2022	0	$9.86
March 2022	0	$9.86
April 2022	0	$10.18
May 2022	0	$9.86
June 2022	22	$16.14
July 2022	35	$21.67
August 2022	22	$17.00
September 2022	24	$17.20
October 2022	30	$19.81
November 2022	8	$11.77
December 2022	0	$10.84

January 2023	0	$9.86
February 2023	0	$9.53
March 2023	0	$10.51
April 2023	0	$9.53
May 2023	0	$9.86
June 2023	19	$16.67
July 2023	25	$18.37
August 2023	43	$34.45
September 2023	0	$0.00
October 2023	30	$21.37
November 2023	13	$14.25
December 2023	0	$10.84

Table B-16: 1142 Southgate Electricity Usage and Cost Data

Date	Electricity Usage (kWh)	Cost
January 2021	1	$10.67
February 2021	0	$9.53
March 2021	0	$10.51
April 2021	0	$9.58
May 2021	0	$9.91
June 2021	0	$10.51
July 2021	0	$9.86
August 2021	0	$9.91
September 2021	0	$10.52
October 2021	0	$9.52
November 2021	0	$9.53
December 2021	0	$10.51
January 2022	0	$9.53
February 2022	0	$9.86
March 2022	0	$10.51
April 2022	0	$9.53
May 2022	0	$9.86

June 2022	0	$10.51
July 2022	0	$9.86
August 2022	0	$9.86
September 2022	0	$10.51
October 2022	0	$9.52
November 2022	0	$9.53
December 2022	0	$10.84
January 2023	0	$9.85
February 2023	0	$9.53
March 2023	0	$10.51
April 2023	0	$9.53
May 2023	0	$9.86
June 2023	0	$10.51
July 2023	0	$9.85
August 2023	0	$9.53
September 2023	0	$10.51
October 2023	0	$9.85
November 2023	0	$9.53
December 2023	0	$10.84



City of Sonora
PG&E Benchmarking Report
2021-2023

Luca Viera | Climate & Energy Tech
Kristina Weldon | Climate & Energy Tech

SIERRA BUSINESS COUNCIL

SIERRA NEVADA energy watch



Sierra Nevada Energy Watch (SNEW) Program

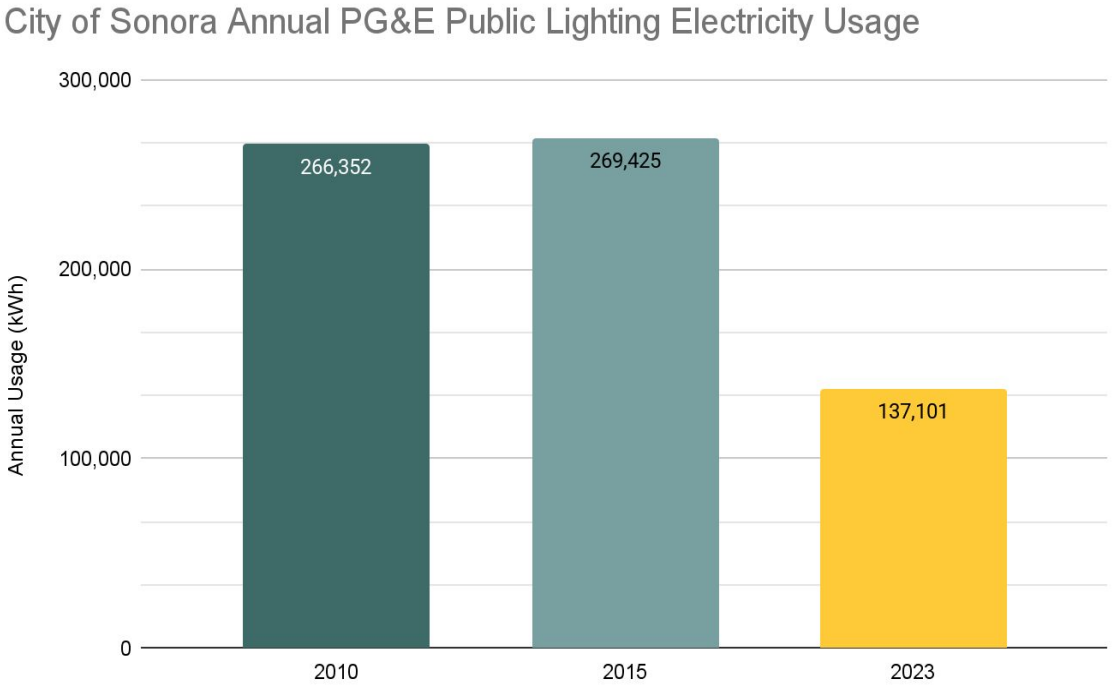
No-cost program that connects local public agencies to funding opportunities that support energy efficiency projects while reducing operating and maintenance costs. Services include:

- Facility Energy Audits
- Building Energy Use Benchmarking
- Energy Efficiency Project Management
- Contractor Referrals
- Funding Solutions: Incentives, Rebates & Interest Free Loans
- GHG Inventory
- Climate/Sustainability Action Planning

SIERRA NEVADA energy watch

Purpose of the City of Sonora Electricity Analysis

- Review electricity use and identify abnormalities
- Retrofit follow up from Energy Action Plan goals



Average Annual Electricity Costs ($)

Account	Total Annual Electricity Costs ($)				
	2021	2022	2023	3-Year Total	Percentage Change
94 N Washington	$57,846	$63,134	$67,902	$188,883	17%
11 S Washington	$1,327	$1,581	$1,880	$4,788	42%
2 S Green	$1,447	$1,545	$1,622	$4,614	12%
Greenley & Mono	$1,191	$1,414	$1,604	$4,208	35%
S Washington	$1,030	$1,401	$1,583	$4,014	54%
School	$1,298	$1,230	$1,310	$3,838	1%
1101 Sanguinetti	$721	$831	$916	$2,468	27%
Old Wards	$601	$823	$901	$2,325	50%
Total	**$67,301**	**$73,846**	**$79,798**	**$220,942**	**19%**

Largest % Changes:

- S Washington
- Old Wards
- 11 S Washington

Annual Cost '21-'23 percent change:
+19%

SIERRA NEVADA energy watch

Average Annual Electricity Usage (kWh)

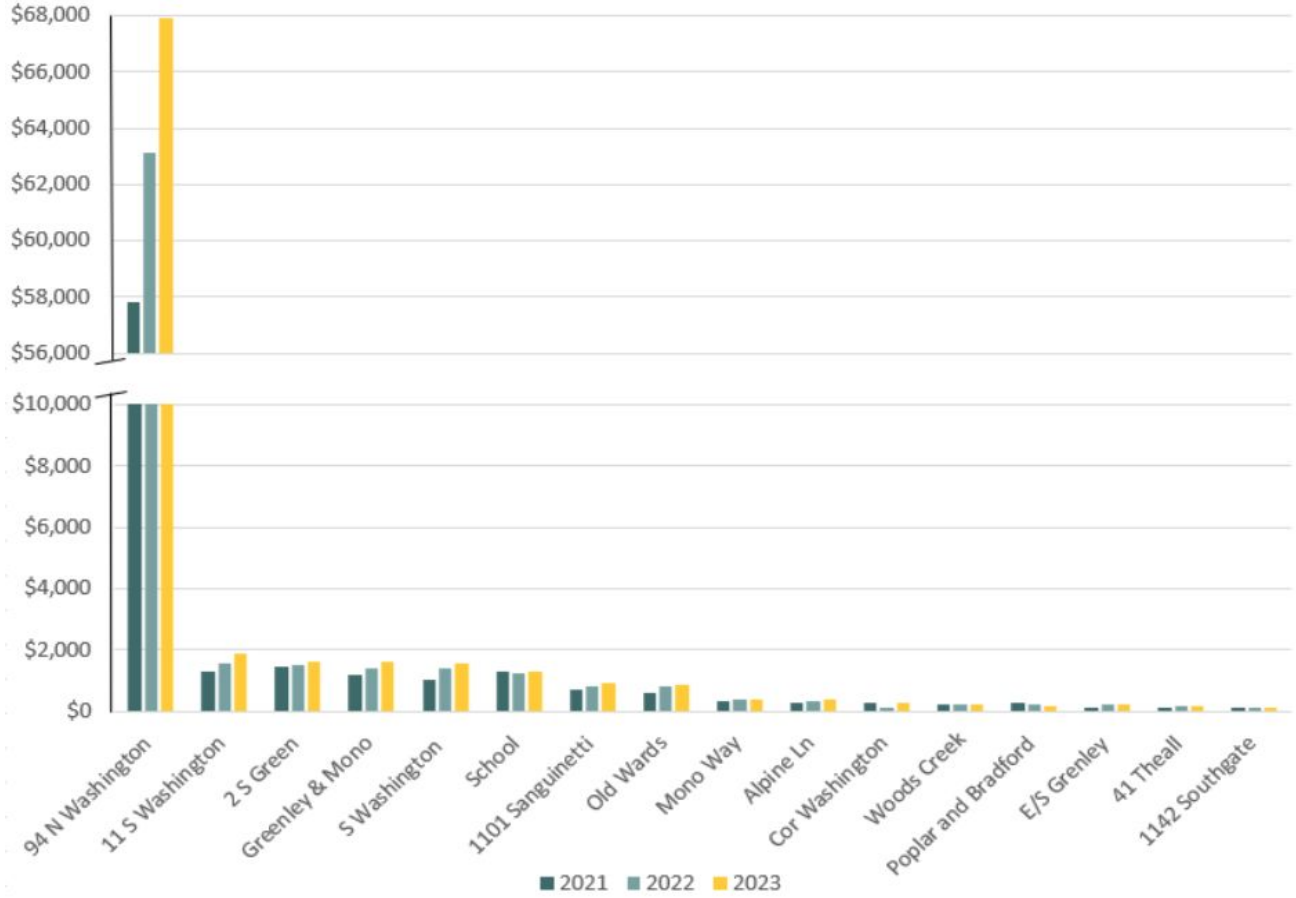
Account	Total Annual Electricity Usage (kWh)				
	2021	2022	2023	Total	Percentage Change
94 N Washington	104,686	107,437	107,615	319,738	3%
11 S Washington	7,082	7,101	7,083	21,266	0%
2 S Green	1,603	1,596	1,601	4,800	0%
Greenley & Mono	4,981	4,992	5,089	15,062	2%
S Washington	4,190	4,927	5,004	14,121	19%
School	1,715	1,709	1,713	5,137	0%
1101 Sanguinetti	2,664	2,622	2,625	7,911	-1%
Old Wards	2,070	2,593	2,572	7,235	24%
Total	**133,012**	**136,647**	**137,101**	**406,760**	**3%**

Largest % Changes:

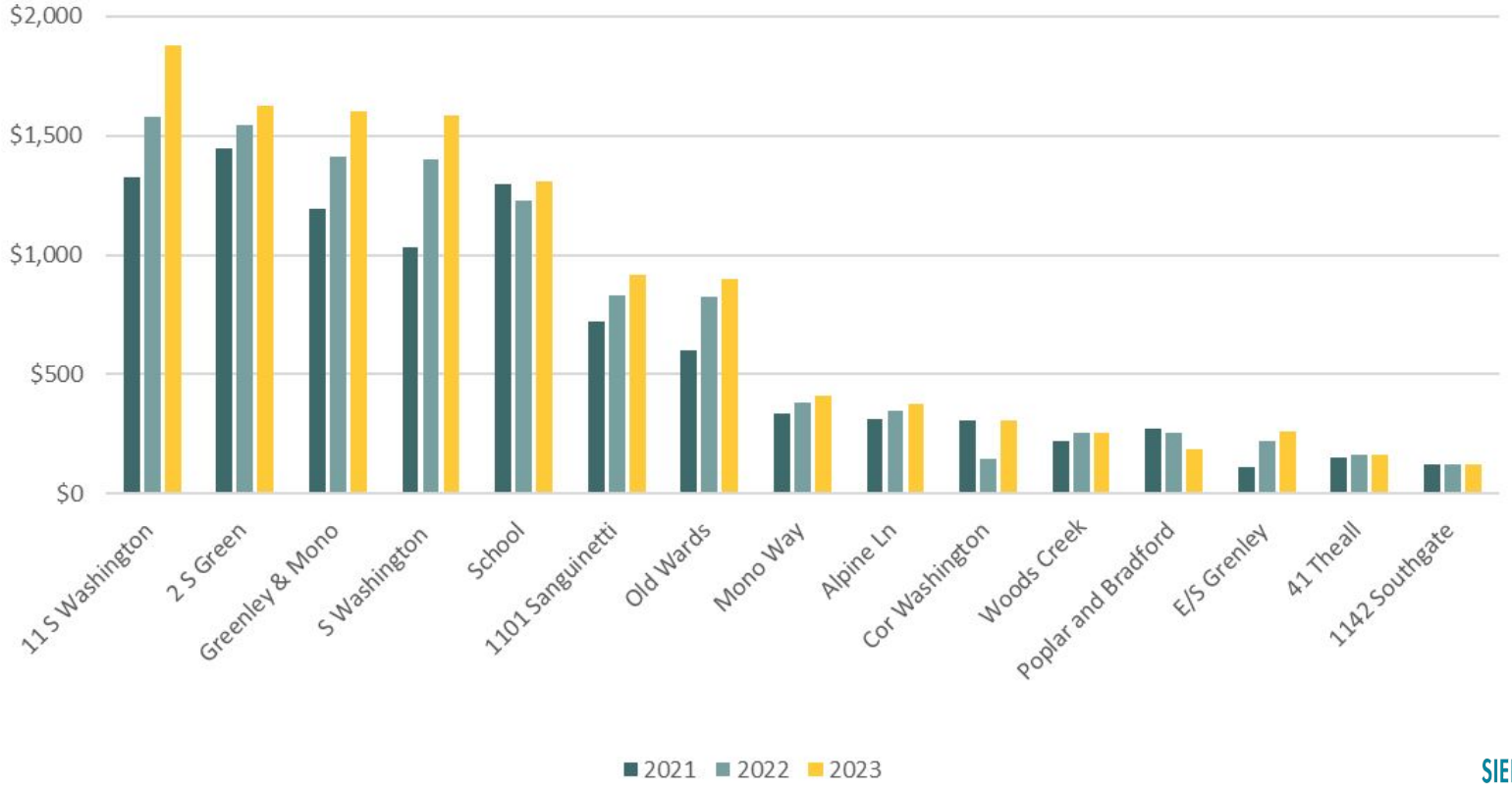
- S Washington
- Old Wards

Annual Usage '21-'23 percent change:
+3%

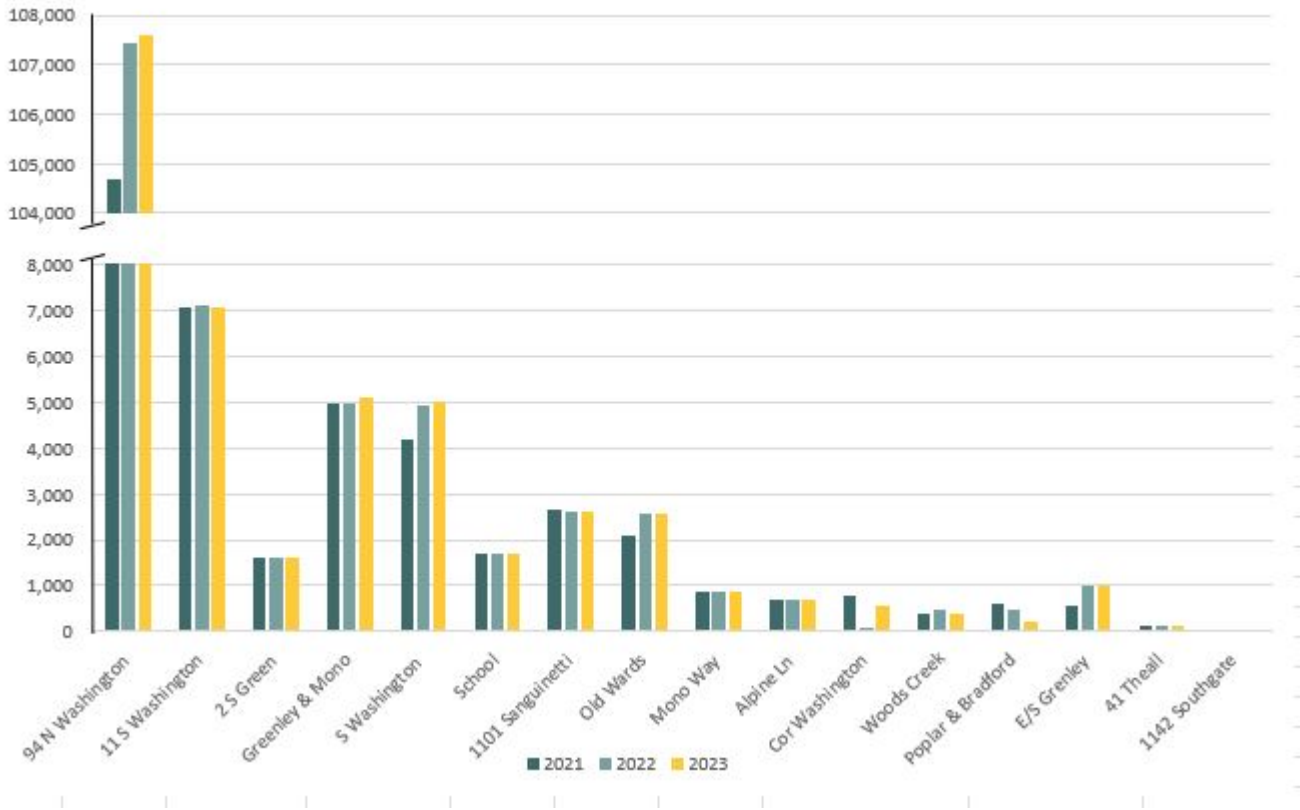
Annual Electricity Cost Trends



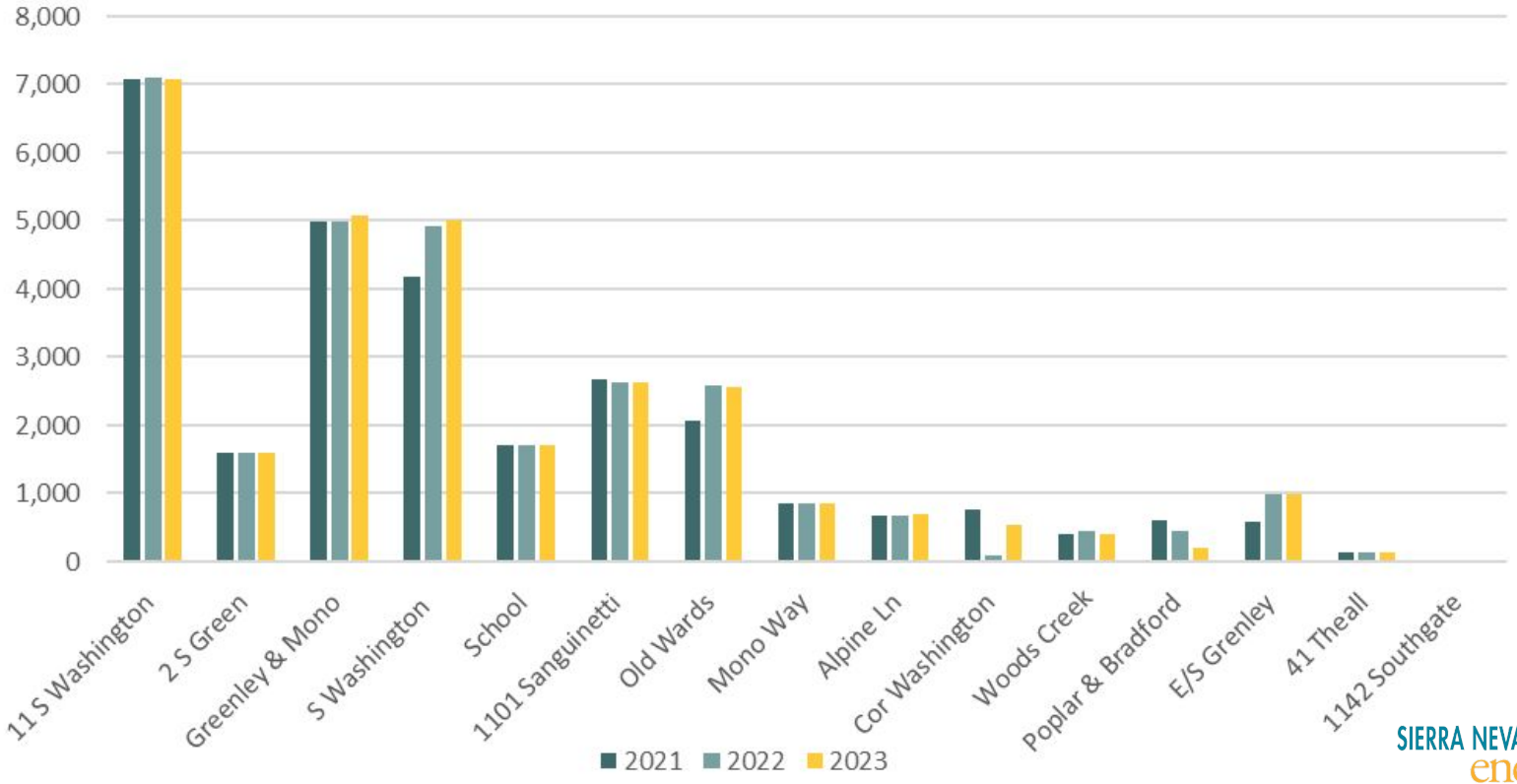
Electricity Cost Trends - Excluding 94 N Washingt



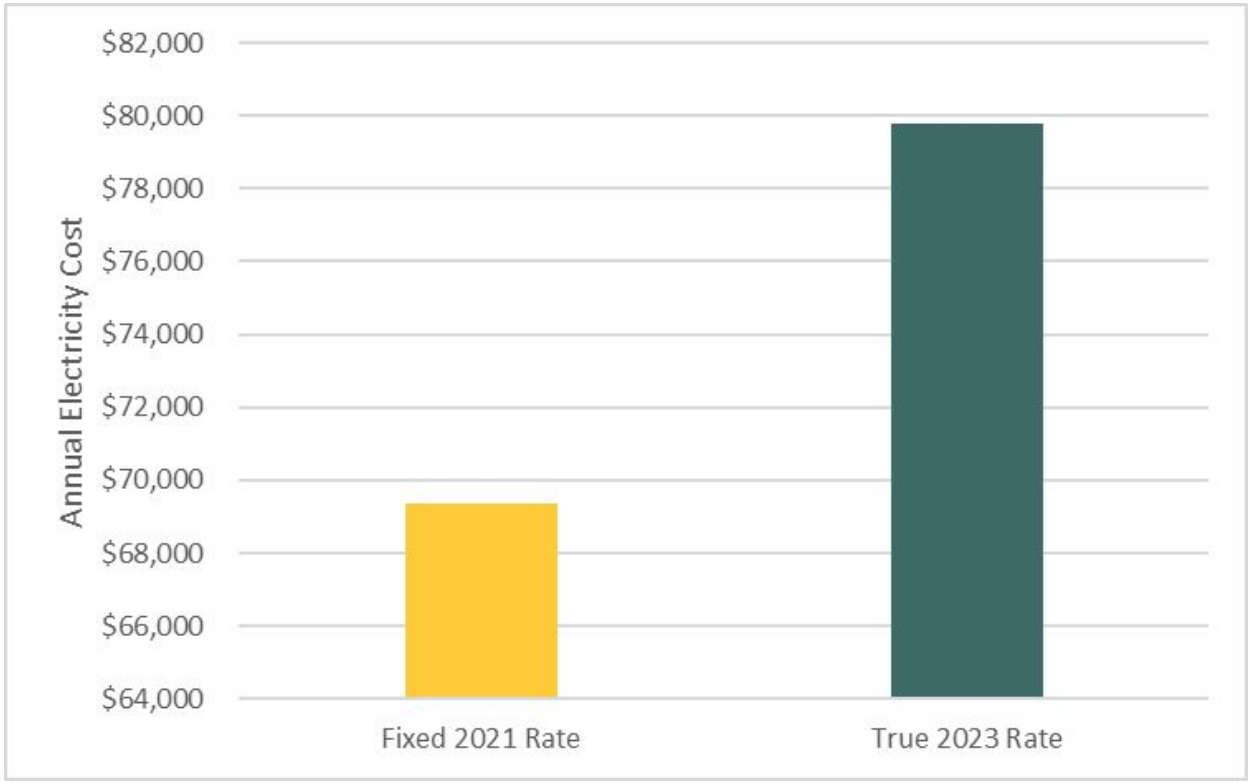
Annual Electricity Usage Trends



Electricity Usage Trends - Excluding 94 N Washington



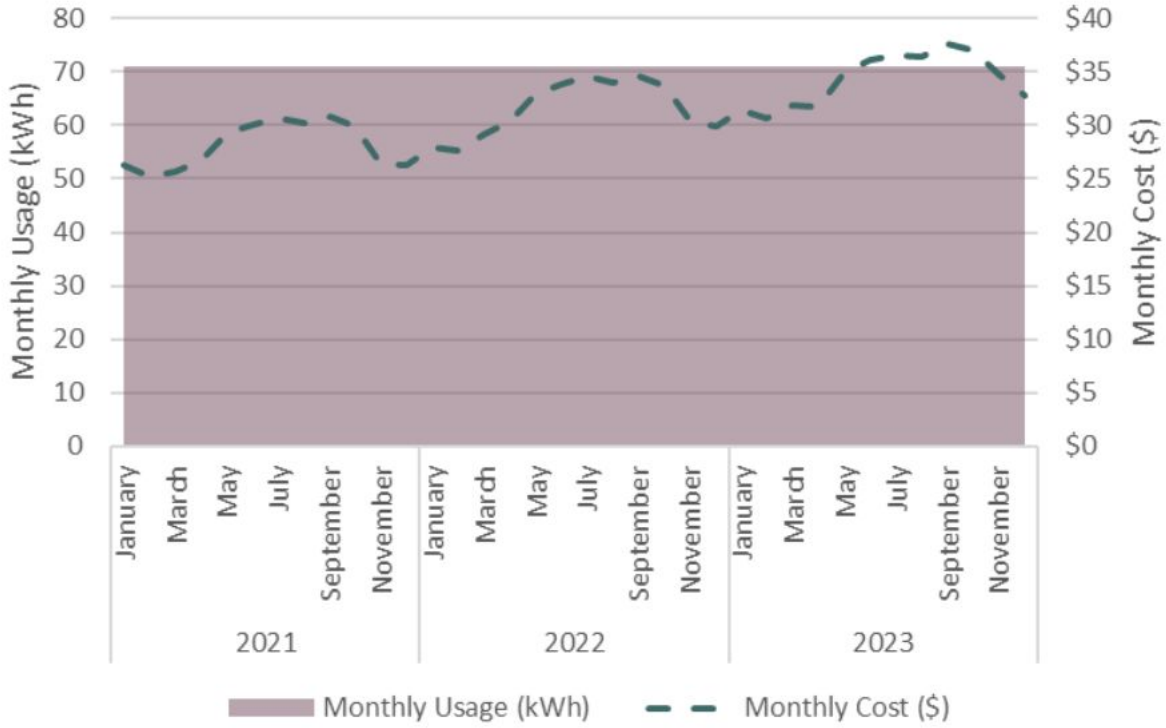
2021-2023 Rate Comparison



Difference in Fixed '21 Rate to True '23 Rate:
$10,364

Percent increase due to rate changes:
83%

Mono Way - Electricity Rate Fluctuation Example



Usage:
0%
Change

Cost
+22%

Average
Annual Cost
$376

Thank you

SIERRA BUSINESS COUNCIL

Follow up info:

Luca Viera | Climate & Energy Tech
Kristina Weldon| Climate & Energy Tech
Sierra Business Council
Email: snew@sierrabusiness.org
Website:
https://www.sierrabusiness.org/archives/snew/



CITY COUNCIL AGENDA REPORT

CITY HALL

CITY OF SONORA 94 N. WASHINGTON STREET, SONORA, CA 95370 P: (209) 532-4541

SERVICE, INNOVATION, INTEGRITY, COLLABORATION, RESPECT, LEADERSHIP

DATE: September 2, 2025

TO: Honorable Mayor and Members of the City Council

FROM: Stacy Enos-Del Razo, Deputy City Clerk

SUBJECT: Meeting Minutes from August 4, 2025.

RECOMMENDATION:

Consider Approval of the Meeting Minutes from August 4, 2025.

BACKGROUND:

Staff Recommends that the City Council Approve the Meeting Minutes from August 24, 2025.

FISCAL IMPACT:

No Fiscal Impact to the General Fund.

ATTACHMENTS:

Meeting Minutes from August 4, 2025

CORE COUNCIL PRIORITIES:

Fiscal Responsibility and Stability, Infrastructure and Engineering, Public Safety and Disaster Preparedness, Economic Development/Growth and General Plan, Homelessness Issues, Staffing - Salary, Benefits, Training, and Retention

Mission Statement: To foster a safe, vibrant, and prosperous community that enhances the quality of life for all

CITY OF SONORA
City Council Regular Meeting
Minutes
Monday, August 04, 2025
5:00 PM

NOTICE IS HEREBY GIVEN that the Sonora City Council will have their regular meeting on August 4, 2025, at 5:00 PM in the City of Sonora Council Chambers located at 94 N. Washington Street Sonora, CA 95370.

This meeting is physically open to the Public and citizens who wish to provide public comment during the meeting will be invited to do so by the Mayor.

Written comments can be submitted to be included as part of the administrative record; they will not be read during the meeting. All comments must be received by 3:00 pm on the day of the noticed meeting and can be submitted to the City Clerk at 94 N. Washington Street Sonora, CA 95370, or via email to tskelly@sonoraca.com.

Public Access Audio and Video Live Streaming

The Public will not have access to give public comments via public access audio and video live streaming; they are available for audio and visual only; and can be accessed via our website at www.sonoraca.com.

Remote viewing of the meeting via live streaming is provided to members of the public as a courtesy. If the live streaming connection malfunctions for any reason and no Council Members are attending via teleconference, the City Council will continue the public meeting in Chambers without remote access.

CITY COUNCIL appreciates your interest and encourages participation. Regularly scheduled meetings are held on the 1st and 3rd Monday of each month.

The numerical order of the items on this agenda is for convenience of reference. Items may be taken out of order upon request of the Mayor or Council Members. All questions shall be directed to the Mayor who, at their discretion, will refer to Staff.

Mayor Ann Segerstrom

Vice Mayor Andy Merrill

Council Members Bess Levine, Stephen Opie, Mark Plummer

City Administrator Melissa Eads

City Attorney Douglas White

Vision Statement: With leadership and integrity, the City of Sonora commits to excellent service through collaboration and innovation

Mission Statement: To foster a safe, vibrant, and prosperous community that enhances the quality of life for all

CLOSED SESSION - 4:00 PM

CALL TO ORDER

Called to order at 4:01 PM.

ROLL CALL

PRESENT
Mayor Ann Segerstrom
Vice Mayor Andy Merrill
Councilmember Bess Levine
Councilmember Stephen Opie
Councilmember Mark Plummer

PUBLIC COMMENTS

No public comment.

ADJOURN INTO CLOSED SESSION

1. Public Employee Appointment (Government Code Section §54957): Public Works Specialist; Doug White, City Attorney, Melissa Eads, City Administrator.

2. Conference with Legal Counsel - Anticipated Litigation. Significant Exposure to Litigation Pursuant to Government Code Section §54956.9, Paragraph (2) of Subdivision (d): One (1) Potential Case; Rachel Rappaport, City Attorney, Tyler Summersett, Community Development Director.

RECONVENE INTO OPEN SESSION

OPEN SESSION - 5:00 PM

Called to order at 5:00 PM.

REPORT OUT OF CLOSED SESSION

Mayor Ann Segerstrom stated direction was given to staff.

PLEDGE OF ALLEGIANCE

Councilmember Stephen Opie led the Pledge of Allegiance.

Mission Statement: To foster a safe, vibrant, and prosperous community that enhances the quality of life for all

ROLL CALL

PRESENT
Mayor Ann Segerstrom
Vice Mayor Andy Merrill
Councilmember Bess Levine
Councilmember Stephen Opie
Councilmember Mark Plummer

CITY CLERK'S REPORT ON AGENDA POSTING

The Agenda was posted on Friday, August 1, 2025, at 8:37 am.

APPROVAL OF THE AGENDA

Motion made by Vice Mayor Andy Merrill, Seconded by Councilmember Mark Plummer. Voting Yea: Mayor Ann Segerstrom, Vice Mayor Andy Merrill, Councilmember Bess Levine, Councilmember Stephen Opie, Councilmember Mark Plummer

PUBLIC COMMENT (NON-AGENDA ITEMS)

The public may address the Council on any item of public interest not otherwise on the agenda that is within the jurisdiction of the City. No action may be taken. Matters to be addressed may be referred to City Staff or placed on a subsequent meeting Agenda. Speakers are limited to a three (3) minute presentation.

A member of the public shared concerns over litter in the City.

Allan Zimmerly Historic Dome Preservation Group gave an update on their attempt to purchase the Dome.

Mayor Ann Segerstrom gave a public service announcement on the Northern Rural Energy Network.

PRESENTATIONS

3. Receive an Update from the President of the Sonora Chamber of Commerce Katie Dunn; Melissa Eads, City Administrator.

   Katie Dunn President of the Sonora Chamber of Commerce and Laurie Livingston Executive Director of Tuolumne County Arts presented the beautification pilot program - Art Everywhere on Washington Street; **Tyler Summersett Community Development Director** shared items from the Strategic Plan that this program would help to address.

   Councilmembers and staff made comments and discussed with the presenters.

   Katie Dunn President of the Sonora Chamber of Commerce informed those in attendance the 2nd Annual Sidewalk Sale will be Saturday September 27th, and the theme is Stroll, Shop and Save.

Mission Statement: To foster a safe, vibrant, and prosperous community that enhances the quality of life for all

CONSENT CALENDAR

Items on the Consent Calendar are considered routine and will be voted on in one motion unless a Council member or member of the public has a question or wishes to discuss an item. In that case, the item will be removed from the Consent Calendar and considered separately.

4. Consider Approval of the City of Sonora Meeting Minutes from July 21, 2025; Stacy Enos-Del Razo, Deputy City Clerk.

5. Consider Acceptance of the Quarterly Investment Report for the Period Ended June 30, 2025; Chris Gorsky, Assistant City Administrator.

6. Consider Declaration of City Vehicles as Surplus Property Pursuant to Government Code Section 54221 and Council Authorization to Sell the Vehicles at Fair Market Value and/or at a Public Auction; Chris Gorsky, Assistant City Administrator.

7. Consider the Adoption of Resolution 08-02-2025-C and Approval of the Updated Records Retention Policy and Schedule; Tracy Skelly, Administrative Services Officer/City Clerk.

   No public comment.

   Motion made by Councilmember Mark Plummer, Seconded by Councilmember Bess Levine. Voting Yea: Mayor Ann Segerstrom, Vice Mayor Andy Merrill, Councilmember Bess Levine, Councilmember Stephen Opie, Councilmember Mark Plummer

NEW BUSINESS

8. Consider Adoption of Resolution 08-04-2025-A, Approving the Vacation of Excess Right-of-Way Located Within APN 056-108-015; and Resolution 08-04-2025-B Approving and Authorizing Execution of a Roadway Vacation Agreement with the Applicant for the 956 Oregon Street Project; Tyler Summersett, Community Development Director, Josh Varinsky, City Attorney.

   Tyler Summersett Community Development Director explained the history of the project; discussed the Vacation of Excess Right-of-Way, and the Vacation Agreement.

   A member of the public addressed concerns over the Right-of-Way.

   Lee Pagni gave a brief overview of the current situation.

   Bill Canning gave a brief history and made comments.

   Councilmembers and Staff made comments and discussed.

Vision Statement: With leadership and integrity, the City of Sonora commits to excellent service through collaboration and innovation

The Council re-opened Public Comment with support from Legal Counsel.

Lee Pagni made additional comments.

Mayor Ann Segerstrom and Vice Mayor Andy Merrill made final comments.

Motion made by Councilmember Stephen Opie, Seconded by Councilmember Mark Plummer. Voting Yea: Mayor Ann Segerstrom, Vice Mayor Andy Merrill, Councilmember Bess Levine, Councilmember Stephen Opie, Councilmember Mark Plummer

Written comments were submitted to be included as part of the Administrative Record and are attached to these minutes.

9. Receive a Presentation from Przybyla Advisors and Give Direction on Economic Development Strategies; Cole Przybyla, Przybyla Advisors.

Tyler Summersett Community Development Director introduced Cole Przybyla, Przybyla Advisors.

Cole Przybyla, Przybyla Advisors presented the Strategic Economic Development Update.

Councilmembers and Staff made comments and discussed with the presenter.

Cole Przybyla made final comments.

During Councilmember Reports Melissa Eads City Administrator reminded the Mayor there was no public comment on this Item.

Mayor Ann Segerstrom re-opened public comment on Przybyla Advisors Presentation.

Mike Holland Tuolumne County District 1 Supervisor made comments and suggestions.

A member of the public made additional comments.

COMMUNICATIONS

10. Receive Communications on the Reviewed Financial Statements for Visit Tuolumne County for the Year Ending June 20, 2023 and 2024.

11. Receive Communications Regarding Pioneer Community Energy Joint Powers Agreement Amendment Filing with the California Public Utilities Commission (CPUC).

Mission Statement: To foster a safe, vibrant, and prosperous community that enhances the quality of life for all

COUNCIL MEMBER REPORTS

Councilmember Mark Plummer attended Cable 8 - Access Tuolumne.

Councilmember Stephen Opie attended the Sheriff's Posse Camp Out; and shared the next upcoming Committee meetings.

Councilmember Bess Levine read an announcement on Lisa Mayo President and CEO of Visit Tuolumne County.

Vice Mayor Andy Merrill attended the Amador Tuolumne County Action Agency (ATCAA) Internal Affairs meeting.

Mayor Ann Segerstrom shared information from her trip abroad.

ADJOURNMENT

Adjourned at 7:18 PM.

In compliance with the Americans with Disabilities Act, if you need special assistance to participate in this meeting, please contact the City Clerk at City Hall (209) 532-4541, tskelly@sonoraca.com. Notification 48 hours prior to the meeting will enable the City to make reasonable arrangements to ensure accessibility to this meeting (28 CFR 35.102-35.104 ADA Title II).

Materials related to an item on this Agenda submitted to the City Council after distribution of the agenda packet are available for public inspection in the City Administrator's Office at 94 N. Washington Street, Sonora, CA 95370 during normal business hours (8:00 am - 4:00 pm, Monday through Friday, excluding holidays). The agenda and supporting public documents are also available on our City website www.sonoraca.com listed under the agenda/minutes link on the Government page.

Mission Statement: To foster a safe, vibrant, and prosperous community that enhances the quality of life for all

August 4, 2025

To: City of Sonora, Community Development Department 94 N

Washington St

Sonora CA 95370

From: Kayla Weldon, nearby resident RE:

City lot to Bill Canning

To whom it may concern:

As a nearby resident who was opposed to the large scale of Mr. Cannings mixed development off Oregon St, I would like to go on record as opposing the "sale" of the city lot to Mr. Canning for his development.

With nearby facilities renting land from the city of a smaller size, I would hope that at least our city values the property properly knowing it could generate over $700/month if valued like the neighboring leased property.

The area experiences traffic backups, so not widening Washington street is a disadvantage to all of us who commute and in case of emergency and evacuation.

Kayla Weldon

209-768-4312

Vision Statement: With leadership and integrity, the City of Sonora commits to excellent service through collaboration and innovation

Mission Statement: To foster a safe, vibrant, and prosperous community that enhances the quality of life for all

South Washington Street is supposed to be a scenic gateway corridor to Sonpra. leveling a hillside,and cutting down a row of mature trees to asphalt a parking lot right next to the corridor will be a blight for residents, and visitors. Thank you.

Sincerely, Judith Chalmers

Vision Statement: With leadership and integrity, the City of Sonora commits to excellent service through collaboration and innovation

Mission Statement: To foster a safe, vibrant, and prosperous community that enhances the quality of life for all

August 1, 2025 Tyler

Summersett
Community Development Director 94
North Washington Street Sonora, CA
95370

Dear Mr. Summersett,

As a property owner in the neighborhood affected by the 956 Oregon Street (APN 056-106-004) and portion of APN 056-108-015: Design Review/Site Review/Use Permit Rezoning proposal, I joined my neighbors and submitted comments opposed to this project in November 2023. I also sent a letter opposing the project on May 13, 2024 when the Sonora Planning Commission met to approve or disapprove the Design Review, Site Plan review, and Use Permit application for the multi-use residential and commercial project proposed at APN 056-106-004 (956 Oregon Street) and a portion of APSN 056-108-015. Finally, on June 17, 2024 I sent you a letter urging the City Council to vote against the approval of the two items related to this property listed in the Notice of Public Hearing for June 17, 2024.

This fourth letter specifically addresses the motion to sell or cede a 30-foot-wide shoulder of South Washington Street to the developer of the property mentioned in the first paragraph of this letter. Since South Washington Street serves as a major evacuation route for the city of Sonora, it would be un-wise for the City to abrogate the option of potentially using that property to either widen South Washington or add another exit lane to the Highway 108 junction. Thank you for sharing my concern with the members of the Sonora City Council.

Sincerely,
David Pagni, property owner 977
Oregon
Sonora, CA 95370

Mission Statement: To foster a safe, vibrant, and prosperous community that enhances the quality of life for all

From: Sharon Pagni <spagni@sbcglobal.net>

Sent: Monday, August 4, 2025 12:42 PM

To: tsummersett@sonoraca.com

Cc: asegerstrom@sonoraca.com; amerrill@sonoraca.com; blevine@sonoraca.com; sopie@sonoraca.com; mplummer@sonoraca.com

Subject: South Washington Street entry into Town

To the Community Development Tyler Summersett and Council Members...

Please listen to the local community, residents of the County and neighbors that are not in favor of the City giving away a very important parcel on south Washington... leaving it as public property is much more valuable to our community as a resource for improving traffic conditions and evacuation safety than it is as a parking lot. Aesthetically, a parking lot will NOT be an improvement to another main entrance into town for the tourism aspect of the area. Also, many parking lots in the area are not kept clean - how would the City have any control of that ?

Thank You and please think of how we can really improve that area without a parking lot..

Sincerely, Sharon
Pagni

Sharon Pagni, Realtor® Sotheby's
International Realty Cal DRE
#01350567

cell: 831-402-2528

spagni@sbcglobal.net

Vision Statement: With leadership and integrity, the City of Sonora commits to excellent service through collaboration and innovation

Mission Statement: To foster a safe, vibrant, and prosperous community that enhances the quality of life for all

Lee Pagni 55
Tuolumne St.
Sonora, CA 95370

City of Sonora
94 N. Washington St.
Sonora, CA 95370

To the Sonora City Council:

Subject: Objection to Resolutions Related to Right-of-Way Vacation and Associated Approvals (956 Oregon Street Project)

This letter is submitted for the public record in relation to the proposed resolutions (08-04-2025-A and 08-04-2025-B) concerning the vacation of public right-of-way for the development project at 956 Oregon Street. Please consider the following points, which may be relevant to future legal proceedings:

1. Conflict oflnterest and Misuse of Public Land

The proposed resolutions would result in the transfer of a significant portion of the South Washington Street corridor - a publicly owned right-of-way and the City's primary emergency evacuation route -to a private party who is a former mayor of Sonora. The stated purpose of this transfer is to facilitate the expansion of a private parking lot associated with the development project. This raises serious ethical and legal concerns. Transferring critical public infrastructure to a former elected official, without sufficient public justification or analysis, may constitute a breach of the public trust and a failure of fiduciary responsibility.

2. Lack of Traffic and Emergency Planning Analysis

The proposed parking lot is designed to accommodate approximately 49 vehicles. However, no comprehensive traffic impact study has been completed or disclosed to assess the consequences of increased vehicle flow in an already congested corridor. South Washington Street is a key emergency evacuation route, as reflected in multiple local planning documents and emergency preparedness materials. Reducing the available right-of-way- currently approximately 60 feet wide- by half would eliminate the potential for future improvements such as an additional traffic or emergency lane. Making such a permanent change without proper transportation analysis may violate planning and zoning laws and could expose the City to liability in the event of a public safety failure.

Mission Statement: To foster a safe, vibrant, and prosperous community that enhances the quality of life for all

3. Public Opposition and Procedural Transparency

This project has been met with documented community opposition. A petition objecting to the project has reportedly been signed by 100% ofresidents living within a one-mile radius. In addition, despite my submission of a California Public Records Act (CPRA) request seeking information regarding how the City negotiated the right-of-way transfer with the former mayor, the City produced almost no documentation. This raises serious concerns about procedural transparency and compliance with public records obligations.

4. Planning Commission Misrepresentation

In the July 18, 2025 Staff Report ("2025.07.18_(StaffReport) Right-of-Way Vacation 956 Oregon Street.pdf'), it is stated that *"The Planning Commission reviewed the proposed vacation for consistency with the City S circulation element of the General Plan, to determine if the right-of way is excess not necessary for present or fi1ture public use."* However, I attended that meeting and can attest that the Planning Commission did not meaningfully discuss the circulation element. Instead, the discussion was primarily focused on the perceived need for housing. The record appears to inaccurately reflect the nature of the Planning Commission's deliberation, which may render the findings legally insufficient.

5. Pending Litigation and Pattern of Governance Issues

It should also be noted that the City is currently involved in ongoing litigation related to this project. Proceeding with further approvals while litigation remains unresolved risks compounding potential legal liabilities. This is occurring against the backdrop of a recent Grand Jury report criticizing Tuolumne County leadership for favoritism and lack of transparency - issues that are reflected in the City's current handling of this matter.

Formal Requests

In light of the above, I formally request that the City:

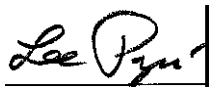
1. Publicly disclose the individuals involved in negotiating the proposed transfer of public right-of-way to the former mayor, and provide a detailed explanation of the rationale behind this decision.
2. Provide a legal and policy justification explaining how this transfer serves the best interests of the City's current and future residents, particularly in light of its impact on emergency and transportation infrastructure.
3. Explain why public land is necessary for this project and why the developer cannot use his own property to meet his parking needs, rather than relying on the conveyance of public assets.

These actions are essential to avoid the appearance - or reality - of favoritism and to uphold the City's legal obligations to transparency, accountability, and public interest.

Vision Statement: With leadership and integrity, the City of Sonora commits to excellent service through collaboration and innovation

Mission Statement: To foster a safe, vibrant, and prosperous community that enhances the quality of life for all

This letter is being submitted as part of the administrative record and may be introduced as evidence in future legal proceedings.



Lee Pagni

August 4, 2025

Vision Statement: With leadership and integrity, the City of Sonora commits to excellent service through collaboration and innovation

CITY COUNCIL AGENDA REPORT

CITY HALL

CITY OF SONORA 94 N. WASHINGTON STREET, SONORA, CA 95370 P: (209) 532-4541

SERVICE, INNOVATION, INTEGRITY, COLLABORATION, RESPECT, LEADERSHIP

DATE: August 18, 2025

TO: Honorable Mayor and Members of the City Council

FROM: Gary Carlson, Interim Fire Chief

SUBJECT: Ordinance No. 907 – "Defensible Space" Modify and Update Chapter 8.12.010-8.12.090 of the Sonora Municipal Code

RECOMMENDATION:

Waive Second Reading, Read by Title Only, and Adopt the Updated Defensible Space Ordinance No. 907, Modifying and Updating Chapter 8.12.010-8.12.090 of the Sonora Municipal Code.

BACKGROUND:

State law for defensible space, Public Resources Code (PRC) 4291 and Government Code Section 51175-51189, requires that owners of improved parcels (parcels having a building, structure, or dwelling) maintain 100 feet (or to the limit of their property line) of defensible space around any buildings, structures, or dwellings. This ordinance will also address parcels that may or may not have buildings, structures or dwellings on them, by requiring the property owner to maintain a 10 foot reduced fuel zone along each property line that borders (1) a building, structure or dwelling or (2) an area that might be used for exiting and/or an evacuation route, including but not limited to a driveway.

DISCUSSION / ANALYSIS:

This ordinance intends to provide guidance for the implementation of Public Resources Code 4291 and Government Code Section 51175-51189 and minimize the spread of fire within a 100-foot defensible space around a building, structure, or dwelling, and define clearances for all property owners.

Under the updated ordinance, property owners will be required to maintain a 5-foot ember-resistant zone around a building, structure, or dwelling by removing all combustibles, and in addition, maintain a 30-foot defensible space zone around a building, structure, or dwelling by removing and clearing away all flammable vegetation. Property owners will also be required to complete a reduced fuel zone between 30-100 feet from each building, structure or dwelling on their property, or to the limit of their property line; And provide a 10 foot reduced fuel zone around the perimeter of their property line that borders a building, structure or dwelling; or an area that might be used for exiting and/or evacuation routes, including but not limited to a driveway.

The Fire Department and staff recommend the Sonora City Council's approval of the described Ordinance No. 907, which would modify and update the Sonora Municipal Code Chapter 8.12.010 through 8.12.090.

CITY COUNCIL AGENDA REPORT

CITY HALL

CITY OF SONORA 94 N. WASHINGTON STREET, SONORA, CA 95370 P: (209) 532-4541

SERVICE, INNOVATION, INTEGRITY, COLLABORATION, RESPECT, LEADERSHIP

FISCAL IMPACT:

Adopting this ordinance may have fiscal impacts, including potential changes to future fire insurance rates and possible fines for properties within the city's jurisdiction that fail to comply.

ATTACHMENTS:

Ordinance No. 907

CORE COUNCIL PRIORITIES:

Public Safety and Disaster Preparedness

TITLE 8, CHAPTER 8, SECTIONS 8.12.010 – 8.12.090.

ORDINANCE NO. 907

"Defensible Space"

The City Council of the City of Sonora, California, does hereby ordain as follows:

Section 8.12.010 – 8.12.090 is hereby adopted to read as follows:

8.12.010 Definitions

Aerial fuels: All live and dead vegetation in the tree canopy or above surface fuels, including tree branches, twigs, cones, snags, moss, and high brush.

Building, structure, or dwelling: Any building, structure, or dwelling, whether occupied or not.

Contiguous parcels: One or more parcels of land held by the same owner(s) and not traversed by a public street.

Defensible space: Means the area adjacent to a building, structure, or dwelling where wildfire prevention or protection practices are implemented to provide defense from an approaching wildfire or to minimize the spread of a building, structure, or dwelling fire to wildlands or surrounding areas. The area is characterized by the establishment and maintenance of an ember-resistant zone within 5 feet of a building, a defensible space zone within 30 feet of a building, structure, or dwelling, and a reduced fuel zone that extends between 30-100 feet away from a building, structure, or dwelling or to the property line.

Ember resistant zone: Also known as Zone 0, is a 0-5 foot area around a structure that is specifically designed to be resistant to wildfire embers.

Flammable and combustible vegetation: Fuel is defined as dead or dying.

Fuel: Vegetative material, live or dead, which is combustible during normal summer weather and/or any combustible material, including petroleum-based products and wildland fuels.

Horizontal spacing standard: The spacing standard depends on the slope of the land and the height of the shrubs or trees. (Reference CALFIRE Standard; http://www.readyforwildfire.org/Defensible-Space/)

Ladder fuels: Fuels that can carry a fire vertically between or within a fuel type.

Parcel of land: A geographical area of land identified by a specific Assessor's Parcel Number, which is used or capable of being used under the regulations of this Article.

8.12.010 Definitions

Reduced Fuel Zone: In all cases, reduced fuel zone means arranging the trees, shrubs, and other fuel sources in a way that makes it difficult for fire to transfer from one fuel source to another. It does not mean cutting down all trees and shrubs, or creating a bare ring of earth across the property. This is the area within 30-100 feet of all buildings, structures, or dwellings, or to the property line. All property lines that border (1) a building, structure, or dwelling or (2) an area that might be used for exiting and/or an evacuation route, including but not limited to a driveway.

Single specimen Tree: any live tree that stands alone in the landscape so as to be clear of buildings, structures, combustible vegetation, or other trees, and that does not form a means of rapidly transmitting fire from the vegetation to a building, structure, dwelling, or from a building, structure, or dwelling to the vegetation.

Surface fuels: Loose surface litter on the soil surface, normally consisting of fallen leaves or needles, twigs, bark, cones, and small branches that have not yet decayed enough to lose their identity; also, grasses, low and medium shrubs, tree seedlings, heavier branches, and downed logs.

8.12.011. Purpose

State law for defensible space, Public Resources Code (PRC) 4291 and Government Code Section 51175-51189, requires that owners of improved parcels (parcels having a building, structure, or dwelling) maintain 100 feet (or to the limit of their property line) of defensible space around all buildings, structures, and dwellings. Parcels that may or may not have buildings, structures or dwellings on them must keep the property maintained by clearing a ten (10) foot reduced fuel zone along each property lines that borders (1) any building, structure or dwelling or (2) an area that might be used for exiting and/or an evacuation route, including but not limited to a driveway.

The requirements of fuel modification measures are to create defensible space around all buildings, structures, dwellings, and property lines as identified. A defensible space perimeter provides firefighters with a safe working environment that allows them to protect buildings, structures, and dwellings from encroaching wildfires and minimizes the chance that a building, structure, or dwelling fire will escape to the surrounding wildland.

Nothing contained in this chapter shall be construed to require the removal from any such lots of any ornamental trees, shrubs, plants, or lawns of a reasonable growth, provided the same are not in any manner obstructions to the free use of the sidewalks or streets in front of or along said property. (Ord. 250 § 4, 1954).

8.12.12.1 Requirements

A. Ember Resistant Zone: 0–5-foot clearance around the immediate building, structure, or dwelling.

    1. Remove or replace all combustible materials within a 5-foot radius around each building, structure, or dwelling.

2. Replace combustible mulches like bark and wood chips with non-combustible options like gravel, stone, or concrete.

3. Remove all vegetation within the 5-foot zone, including dead plants, dry grass, and brush.

4. Regularly clean roofs and gutters of debris like leaves and needles to prevent ember accumulation.

5. Consider using hardscape materials like concrete, pavers, or stone for patios and walkways within the zone.

6. Install ember- and flame-resistant vents with 1/8-inch metal mesh screening to prevent embers from entering the attic.

7. Do not store firewood, lumber, or other combustibles within the 5-foot zone.

8. Limit combustible items on decks and screen or box in areas under decks and patios with wire mesh.

B. Defensible Space Zone: 5–30-foot clearance around the immediate building, structure or dwelling.

1. Maintain clearance by removing and clearing all dead or dying flammable or combustible vegetation within 30 feet of each building, structure, or dwelling.

2. Remove all branches within 10 feet of stovepipes or chimneys. Equip chimneys/stovepipes with metal screens 3/8” to 1/2” openings.

3. Remove leaves, needles, and all dead or dying vegetation on roofs, gutters, decks, porches and stairways, etc.

4. Remove all dead or dying trees, branches, shrubs, or other plants adjacent to, or overhanging, the building, structure, or dwelling.

5. Remove lower branches of trees to a height of 6 feet or 1/3 of the tree height, whichever is less.

6. Cut all dead or dying grass to a maximum height of two (2) inches and remove all trimmings. (Recommendation is to remove all dead or dying grass and replace it with drought-tolerant live vegetation).

7. Remove all fallen leaves.

C. Reduced Fuel Zone: 30-100 feet, and along certain property lines (See definition in Section 8.12.010).

1. Provide an additional 70 (30-100) feet of reduced fuel zone to complete the 100-foot defensible space. If the building, structure, or dwelling is less than 100 feet from the property line, the owner is responsible for the reduced fuel zone up to the property line.

2. All property owners are required to maintain a ten (10) foot reduced fuel zone of clearance along each property line that borders or is adjacent to (1) a building, structure or dwelling, or (2) an area that might be used for exiting and/or an evacuation route, including but not limited to a driveway.

2.1 Single parcels or contiguous lots, which exceed an acre in size and/or where slope, fuel model, and/or topography make fuel reduction difficult, shall fall under a reduced fuel plan created by the Fire Chief or designee, which, in his or her discretion, complies with the provisions, set forth in this ordinance.

3. Modify or reduce the amount of fuel 30-100 feet from any building, structure, or dwelling, providing separation between fuel types and/or reshaping retained fuels/vegetation by trimming. Maintain the “horizontal spacing standard” appropriate to the parcel slope. (See definition in Section 8.12.010.)

4. Cut dead or dying grass to a maximum of two (2) inches; trimmings may remain on the ground.

5. Live flammable ground cover less than eighteen (18) inches in height may remain; however, the lower branches of trees overhanging or adjacent to the ground cover must be removed to a height of 6 feet or 1/3 of the tree, whichever is less.

6. Single specimens of trees or other vegetation may be retained provided they are well-spaced, well-trimmed, and create a condition that avoids the spread of fire to other vegetation or to a building, structure, or dwelling. Remove lower branches of trees to a height of six (6) feet or 1/3 the tree height, whichever is less. Reduce any ladder fuels to a maximum height of eighteen (18) inches.

7. All dead or dying woody surface fuels and aerial fuels within the reduced fuel zone shall be removed. (Tree removal will be on a case-by-case basis and part of the reduced fuel zone plan.) Loose surface fuels shall be permitted to a depth of two (2) inches. This requirement is primarily intended to eliminate trees, bushes, shrubs, and surface debris that are completely dead or with substantial amounts of dead branches or leaves/needles that would readily burn.

8. Down logs or stumps anywhere within 100 feet of a building, structure, or dwelling, when embedded in the soil, may be retained when isolated from other vegetation.

8.12.013 Violations

The violation of any provision of Sections 8.12.010 through 8.12.090 shall constitute an infraction and be subject to the general penalties and code enforcement provisions set forth in Chapter 1.08, and all other applicable provisions of the Sonora Municipal Code.

Pursuant to Government Code section 36937, subdivision (a), this Ordinance shall take effect thirty (30) calendar days after its final passage by the Sonora City Council.

Publication shall occur within fifteen calendar days after its final passage as mandated by Government Code section 36933.

The foregoing Ordinance was introduced at a regular meeting of the City Council of the City of Sonora, California, on August 18, 2025, and passed and adopted as an Ordinance of said City at a regular meeting of said City Council on September 2, 2025, by the following vote:

AYES: _____

NOES: _____

ABSENT OR ABSTAIN: _____

_____
Ann Segerstrom, Mayor, City of Sonora

ATTEST:_____
Tracy Skelly, City Clerk, City of Sonora

Approved as to Form:

_____
Douglas L. White, City Attorney

CITY COUNCIL AGENDA REPORT

CITY HALL

CITY OF SONORA 94 N. WASHINGTON STREET, SONORA, CA 95370 P: (209) 532-4541

SERVICE, INNOVATION, INTEGRITY, COLLABORATION, RESPECT, LEADERSHIP

DATE: September 2, 2025

TO: Honorable Mayor and Members of the City Council

FROM: Andy Merrill, Vice Mayor

SUBJECT: Receive a Proclamation Recognizing National Suicide Prevention Week and National Suicide Prevention Month in Observance of 988 Day

RECOMMENDATION:

Receive a Proclamation Recognizing National Suicide Prevention Week and National Suicide Prevention Month in Observance of 988 Day.

BACKGROUND:

988 Day is recognized nationally as part of National Suicide Prevention Week and National Suicide Prevention Month. This annual day of action, observed on **Monday, September 8, 2025**, is dedicated to raising awareness of the 988 Suicide & Crisis Lifeline and promoting mental health support within communities.

The proclamation:

- Recognizes the importance of mental health and crisis intervention resources.
- Encourages community participation in awareness activities, such as events, walks, runs, and educational sessions.
- Promotes public use of the 988 Lifeline and the campaign theme “Compassionate Help. Anytime. Anywhere.”
- Supports the City’s commitment to building a safer and more supportive community.

DISCUSSION / ANALYSIS:

By issuing this proclamation, the City of Sonora will join communities across the nation in acknowledging 988 Day and encouraging residents to participate in awareness efforts. This action aligns with the City’s dedication to public health and safety and reinforces our role as a community leader in mental health advocacy.

FISCAL IMPACT:

No Fiscal Impact to the General Fund.

ATTACHMENTS:

Proclamation – “In Observance of 988 Day”

A PROCLAMATION
OF THE CITY COUNCIL OF THE CITY OF SONORA
IN OBSERVANCE OF 988 DAY

WHEREAS, the City of Sonora, in collaboration with National Suicide Prevention Week and National Suicide Prevention Month, is recognizing 988 Day; and

WHEREAS, Monday, September 8, 2025, marks 988 Day, an annual day of action dedicated to spreading awareness of the 988 Suicide & Crisis Lifeline and emphasizing the importance of mental health support; and

WHEREAS, a day of action encourages all City residents to engage in discussions with friends and loved ones about mental health; and

WHEREAS, Sonora residents can participate in events, including walks, runs, and community information sessions, focusing on school and youth, military and veterans, and more; and

WHEREAS, by using #988Day to share how the 988 Lifeline promotes "Compassionate Help. Anytime. Anywhere," Sonora residents can raise awareness of 988 and mental health resources; and

WHEREAS, 988 Day provides another crucial step in the right direction to build a safer and more supportive community and to put an end to suicide in Sonora and Tuolumne County

NOW THEREFORE, BE IT RESOLVED that the City of Sonora hereby recognizes September 8, 2025, as 988 Day.

IN WITNESS WHEREOF, I have hereunto set my hand and caused the Seal of the City to be affixed this 2nd day of September of the year two thousand and twenty-five.

Signed _____ Attest _____

Ann Segerstrom, Mayor Tracy Skelly, City Clerk

CITY COUNCIL AGENDA REPORT

CITY HALL

CITY OF SONORA 94 N. WASHINGTON STREET, SONORA, CA 95370 P: (209) 532-4541

SERVICE, INNOVATION, INTEGRITY, COLLABORATION, RESPECT, LEADERSHIP

DATE: September 2, 2025

TO: Honorable Mayor and Members of the City Council

FROM: Melissa Eads, City Administrator

SUBJECT: Consider Approval of Dewberry Engineers Inc. (Dewberry) Task Order No. 26-04 Mobile LiDAR Database and Pavement Condition Index (PCI) Reporting in the Amount of $62,892.88 for Engineering and Surveying Services to Generate a Mobile LiDAR Database of All City-Owned Streets within the City of Sonora and to Prepare a PCI Assessment for Each Street.

RECOMMENDATION:

Consider Approval of Dewberry Engineers Inc. (Dewberry) Task Order No. 26-04 Mobile LiDAR Database and Pavement Condition Index (PCI) Reporting in the Amount of $62,892.88 for Engineering and Surveying Services to Generate a Mobile LiDAR Database of All City-Owned Streets within the City of Sonora and to Prepare a PCI Assessment for Each Street.

BACKGROUND

The City of Sonora (City) is prioritizing roadway preservation, rehabilitation, and reconstruction projects to improve vehicular traffic, safety, and rideability throughout the City. To plan for these improvements, we need to first gather data on current roadway conditions and assign the appropriate pavement treatment. Assessing and prioritizing the City-owned roadways is the first step in planning for future projects and forecasting future budget needs.

DISCUSSION:

This project involves the use of Mobile LiDAR technology to collect high-resolution spatial data along City-owned roadway corridors for the purpose of evaluating pavement surface conditions and generating PCI reports in accordance with ASTM D6433 standards.

The scope of work is as follows:

Task 1- Project Management/Pre-Project Planning ($4,197.17)

- Review project limits and existing control networks.
- Develop data acquisition routes and schedule.
- Confirm required PCI segments.

CITY COUNCIL AGENDA REPORT

CITY HALL

CITY OF SONORA 94 N. WASHINGTON STREET, SONORA, CA 95370 P: (209) 532-4541

SERVICE, INNOVATION, INTEGRITY, COLLABORATION, RESPECT, LEADERSHIP

Task 2 - Data Acquisition & Processing ($30,796.79)

- Deploy our RIEGL VMY-2 Dual Scanner Mobile Mapping System to scan pavement corridors at traffic speeds, capturing:
  - 3D point clouds at high density (≥ 3,000 points/m²)
  - High-resolution imagery or 360° photos (if used for visual confirmation)
  - GNSS and INS data for accurate georeferencing
- Identify and extract pavement surface features and distresses such as:
  - Longitudinal and transverse cracks
  - Alligator cracking
  - Patching, potholes
  - Rutting, raveling, bleeding
  - Validate findings using imagery (if applicable) and/or manual review for QA/QC.

Task 3 - PCI Calculation and Reporting ($27,898.92)

- Calculate PCI for each defined pavement segment using distress data per ASTM D6433:
  - Distress identification
  - Severity classification
  - Deduct value calculation
- Assign PCI ratings (0–100 scale) with descriptive condition grades (Excellent, Good, Fair, Poor, Failed).
- Generate reports including:
  - Tabular PCI data per segment
  - Maps showing PCI distribution
  - Summary of methodology, assumptions, and QA procedures

FISCAL IMPACT:

The cost of engineering and surveying services for this task is $62,892.88, and it is anticipated to be funded through the General Fund.

ATTACHMENTS:

- Task Order No. 26-04 Mobile LiDAR Database and Pavement Condition Index (PCI) Reporting

CORE COUNCIL PRIORITIES:

Fiscal Responsibility and Stability, Infrastructure and Engineering, Public Safety and Disaster Preparedness, Economic Development/Growth and General Plan, Homelessness Issues, Staffing - Salary, Benefits, Training, and Retention

Dewberry

Dewberry Engineers Inc.
11060 White Rock Road, Suite 200
Rancho Cordova, CA 95670-6061

916.363.4210
www.dewberry.com

September 2, 2025

City of Sonora
Attn: Ms. Melissa Eads
94 N. Washington Street
Sonora, CA 95370

Subject: Task Order No. 26-04 Mobile LiDAR Database and Pavement Condition Index (PCI) Reporting

Dear Ms. Eads,

Thank you for the opportunity to submit this Task Order to provide engineering and surveying services to generate a Mobile LiDAR database of all City owned streets within the City of Sonora and to prepare a PCI assessment a report for each street.

Understanding

This project involves the use of Mobile LiDAR technology to collect high-resolution spatial data along designated roadway corridors for the purpose of evaluating pavement surface conditions and generating Pavement Condition Index (PCI) reports in accordance with ASTM D6433 standards. The objective is to provide a systematic, data-driven assessment of pavement health to support maintenance planning and asset management.

Objectives

- Acquire high-resolution mobile LiDAR data of paved surfaces within the designated project area.
- Extract pavement surface condition features using automated and manual processes.
- Calculate PCI values per ASTM D6433 and generate segment-based reports.
- Deliver geospatially referenced PCI data for integration into GIS or pavement management systems (PMS).

Scope of Services

Task 1- Project Management/Pre-Project Planning

- Review project limits and existing control networks.
- Develop data acquisition routes and schedule.
- Confirm required PCI segments.
- Coordinate with client on classification standards, scoring thresholds, and expected formats.

Task 2 - Data Acquisition & Processing

- Deploy our RIEGL VMY-2 Dual Scanner Mobile Mapping System to scan pavement corridors at traffic speeds, capturing:
    - 3D point clouds at high density (≥ 3,000 points/m²)
    - High-resolution imagery or 360° photos (if used for visual confirmation)
    - GNSS and INS data for accurate georeferencing

- Identify and extract pavement surface features and distresses such as:
  - Longitudinal and transverse cracks
  - Alligator cracking
  - Patching, potholes
  - Rutting, raveling, bleeding
  - Validate findings using imagery (if applicable) and/or manual review for QA/QC.

Task 3 - PCI Calculation and Reporting

- Calculate PCI for each defined pavement segment using distress data per ASTM D6433:
  - Distress identification
  - Severity classification
  - Deduct value calculation
- Assign PCI ratings (0–100 scale) with descriptive condition grades (Excellent, Good, Fair, Poor, Failed).
- Generate reports including:
  - Tabular PCI data per segment
  - Maps showing PCI distribution
  - Summary of methodology, assumptions, and QA procedures

Deliverables

PCI Report (PDF): includes summary, PCI maps, segment tables, and visual examples.
GIS-compatible dataset (Shapefiles, GeoDatabase, or GeoJSON) with PCI attributes.
Spreadsheet (Excel) with PCI values, segment IDs, and distress scores.
Processed LiDAR point cloud files (LAS/LAZ format).
Optional: high-resolution pavement imagery or panoramic views.

Standards and References

- ASTM D6433 – Standard Practice for Roads and Parking Lots Pavement Condition Index Surveys
- FHWA Pavement Management Guidelines (if applicable)
- Client-specified formats and coordinate systems (e.g., NAD83(2011), State Plane Zone 3, NAVD88, US Feet)

Fee for Services

Task 1 – Project Management/Pre-Project Planning:	$ 4,197.17
Task 2 – Data Acquisition & Processing:	$30,796.79
Task 3 – PCI Calculation and Reporting:	$27,898.92
Total:	**$62,892.88**

Sincerely,



Mike Pugh, P.E.

Contract Manager
Associate Vice President

Approved by:

Melissa Eads

City Administrator

CITY COUNCIL AGENDA REPORT

CITY HALL

CITY OF SONORA 94 N. WASHINGTON STREET, SONORA, CA 95370 P: (209) 532-4541

SERVICE, INNOVATION, INTEGRITY, COLLABORATION, RESPECT, LEADERSHIP

DATE: September 2, 2025

TO: Honorable Mayor and Members of the City Council

FROM: Melissa Eads, City Administrator

SUBJECT: Consider Approval of Dewberry Engineers Inc. team (Dewberry) Task Order No. 26-05 Church Street Slope Stabilization Engineering Services in the Amount of $40,900 for Engineering, Geotechnical, and Surveying Services to Stabilize the Failing Slope Near 85 E. Church Street.

RECOMMENDATION:

Consider Approval of Dewberry Engineers Inc. team (Dewberry) Task Order No. 26-05 Church Street Slope Stabilization Engineering Services in the Amount of $40,900 for Engineering, Geotechnical, and Surveying Services to Stabilize the Failing Slope Near 85 E. Church Street.

BACKGROUND

A slope failure measuring approximately 32 linear feet and located at the turn in Church Street, just west of the intersection of S. Green Street, has occurred. Interim slope stabilization measures currently consist of visqueen plastic sheeting deployed as a temporary moisture barrier to cover the exposed slope face, minimizing further infiltration and surface erosion. Church Street is a narrow, dead-end road approximately 16 feet wide, lacking shoulders or sidewalks, which constrains access and remediation efforts.



CITY COUNCIL AGENDA REPORT

CITY HALL

CITY OF SONORA 94 N. WASHINGTON STREET, SONORA, CA 95370 P: (209) 532-4541

SERVICE, INNOVATION, INTEGRITY, COLLABORATION, RESPECT, LEADERSHIP

DISCUSSION:

This Task Order provides engineering design, geotechnical design, and surveying services to develop plans, specifications, and an estimate for permanent slope stabilization. A key challenge in designing this solution is the presence of an adjacent Pacific Gas and Electric (PG&E) utility pole, which complicates conventional excavation and reconstruction efforts due to its proximity and the need to maintain structural stability for the pole. To address both the slope instability and the utility pole constraint, several stabilization options will be considered.

The scope of work is as follows:

Task 1 –Project Management – Quality Control ($4,700)
Task 2 – Site Investigation ($7,500)
Task 3 – Engineering Analysis ($2,200)
Task 4 – Geotechnical Memorandum ($3,800)
Task 5 – Utility & Property Owner Coordination ($4,900)
Task 6 – Topographic Survey ($9,000)
Task 7 – Plans, Specifications & Estimate (PS&E) ($6,000)
Task 8 – Bid Support ($2,800)

FISCAL IMPACT:

The cost of engineering, geotechnical, and surveying services for this task is $40,900.00 and the cost of construction is anticipated to be $114,00, for a total estimated cost of $154,900 to be funded through the General Fund.

ATTACHMENTS:

- Task Order No. 26-05 Church Street Slope Stabilization Engineering Services

CORE COUNCIL PRIORITIES:

Fiscal Responsibility and Stability, Infrastructure and Engineering, Public Safety and Disaster Preparedness, Economic Development/Growth and General Plan, Homelessness Issues, Staffing - Salary, Benefits, Training, and Retention

CITY COUNCIL AGENDA REPORT

CITY HALL

CITY OF SONORA 94 N. WASHINGTON STREET, SONORA, CA 95370 P: (209) 532-4541

SERVICE, INNOVATION, INTEGRITY, COLLABORATION, RESPECT, LEADERSHIP

DATE: September 2, 2025

TO: Honorable Mayor and Members of the City Council

FROM: Tyler Summersett, Community Development Director

SUBJECT: Renew an existing Memorandum of Agreement with Columbia College to use Dragoon Gulch as an Extension of the Campus Learning Environment for Sierra Forestry Corp Program to Learn and Practice Forestry Management Skills.

RECOMMENDATION:

Consider Approval of a New Two-Year Memorandum of Agreement with Columbia College to use Dragoon Gulch as an Extension of the Campus Learning Environment for the Sierra Forestry Corp Program to Learn and Practice Forestry Management Skills.

BACKGROUND:

This Trail provides visitors with a 3 ½ mile nature trail through beautiful oak woodlands. Being an interpretive trail, it includes information about historic mining sites and native plants to enhance the visitor's experience. A portion of the trail is surfaced to allow those with limited mobility an opportunity to enjoy this serene location too.

As it is located in the heart of the City it is available for a lunchtime hike or for the High School's cross-country team. This is the first trail of its kind in Tuolumne County with walkers, bicyclists, runner's strollers and those simply looking for some fresh air can regularly be found utilizing the resource.

The City purchased and is developing the 35-acre site with funding under a State Department of Parks and Recreation Roberti-Z'Berg-Harris Nonurbanized Area Need-Basis Competitive Grant.

Utilizing the same funding, the City was able to purchase an additional 67 acres adjacent to this property which has been partially developed with additional trails and included within the Dragoon Gulch Trail System thus creating a 102-acre trail park.

The trail is currently maintained and supervised by a caretaker who lives in a home that is situated on the property.

In July of 2024 the City Council executed the original pilot project with Columbia College to use Dragoon Gulch as an outdoor learning program to practice forest management and trail building skills practically. The program was

CITY COUNCIL AGENDA REPORT

CITY HALL

CITY OF SONORA 94 N. WASHINGTON STREET, SONORA, CA 95370 P: (209) 532-4541

SERVICE, INNOVATION, INTEGRITY, COLLABORATION, RESPECT, LEADERSHIP

a benefit for the students, the College and the City. The original agreement was for one (1) year and recently expired. Staff would like to continue this partnership and is bringing back an updated MOA with the College to cover the next two (2) years.

DISCUSSION / ANALYSIS:

There is roughly 4 miles of trail currently available at Dragoon Gulch through 6 different trail segments. Amenities include a parking lot and trailhead kiosk at Alpine Lane and another parking and Trailhead located at Woods Creek Park. Signage is located throughout the trail network and small trash receptacles are placed along the Creekside trail.

Typical trail maintenance activities include clearing the trail tread of downed limbs, branches or other natural foliage that has blown onto the trail. Winter storms can cause more extensive damage if low snow occurs. Erosion, particularly around where the trail was cut into the hillside can lead to soil sloughing off onto the trail narrowing the width of the traversable area. User impacts are also part of maintenance responsibilities, including trash removal, eliminating non-authorized segments of trails and repairing vandalism (on occasion).

In addition to basic maintenance, there is the master trails plan mentioned earlier, and a desire to increase the amount of trails to enjoy. Columbia College is looking for areas to train members of their Forestry program. The City can benefit from bringing students to Dragoon Gulch to help manage the property in a myriad of ways, as outlined in the memorandum of agreement.

Forest Corps is a program partnership between AmeriCorps and the United States Forest Service (USFS) facilitating direct, hands-on service in the areas of wildfire risk mitigation, reforestation, environmental conservation, and resource management. Your service project could include hazardous fuels reduction, protecting threatened habitats, conducting prescribed burns, wildlife surveys, infrastructure or trail maintenance, or providing nursery services to support growing seedlings.

FISCAL IMPACT:

No Fiscal Impact to the General Fund.

ATTACHMENTS:

Memorandum of Agreement.

CORE COUNCIL PRIORITIES:

Fiscal Responsibility and Stability, Infrastructure and Engineering

Memorandum of Understanding
Between Yosemite Community College District and City of Sonora

Columbia College Forestry Corps and Wildland Fire Programs

Effective Dates: September 2, 2025 – June 30, 2027

The purpose of this agreement is to establish the basic parameters of the Columbia College Forestry Corps participation in fire fuels reduction work in partnership with the City of Sonora at the Dragoon Gulch open space property.

This Agreement ("Agreement") is entered into this date of September 1, 2025, by and between the Yosemite Community College District ("District") and City of Sonora ("City").

The Yosemite Community College District is a public educational institution. References to "District" include all of the campuses within the Yosemite Community College District ("YCCD"), its officers, officials, employees, volunteers, students, agents and assigns.

District and Contractor agree as follows:

1. **Location:** Physical location of work site is Dragoon Gulch Trail

2. **Term:** September 1, 2025 – June 30, 2027

3. **Contract Amount:** $0

4. **Scope of Work** to be Performed under this contract: This Agreement ("Agreement") is entered into this date of September 1, 2025, by and between the Yosemite Community College District ("District") and City of Sonora ("City").

   Responsibilities of Yosemite Community College District:

   a. Provide fire fuels reduction services including cutting, piling and burning in agreed upon locations for the City of Sonora and in accordance with all state and local regulations.
   b. Provide student workers, who have received training in chainsaw safety, to perform fuels reduction with student training as the priority.
   c. Perform trail maintenance including tread work, drainage improvements, and hazard removal.
   d. Assist with trail planning and scouting.
   e. Provide supervision during all onsite activities. On site supervisor to coordinate with City representative.
   f. Provide tools, saws and supporting logistical needs.
   g. Yosemite Community College District provides Workers Compensation coverage for all Fellows (student workers). All on-the-job injuries will be covered by the YCCD policy.

Responsibilities of City of Sonora and Site Supervisor:

1. Provide projects and tasks consistent with the management goals and development of Dragoon Gulch as a community resource while providing hands on experience for Columbia College Forestry Corps / Wildland Fire Program volunteers in:
    a. Trail System Management
    b. Trail enhancements, including maintaining current trail and building new trail(s)
    c. Fuels Reduction
    d. Signage
    e. Volunteer Event coordination
    f. Flora/Fauna/History Interpretation
    g. Maintenance/Placement of System amenities, including—trash receptacles, seating and other projects designed to improve the user experience

2. Designate Site Supervisor(s) to collaborate with the Forestry Corps / Wildland Fire supervisor while they are working at your organization/agency

5. Indemnification: Each Party (the "Indemnifying Party") agrees to indemnify, defend, and hold the other Party (the "Indemnified Party") and the other Party's elected and appointed council members, commissions, directors, officers, employees, agents, and representatives (collectively, "Indemnified Party's Agents") harmless from and against any and all actions, claims, loss, damage, injury (including, without limitation, disability, injury, or death of an employee of the Indemnifying Party or its subcontractors), costs or expenses (including reasonable attorneys' fees and court costs) to the extent they are caused by the negligence or willful misconduct of the Indemnifying Party or its employees, contractors, representatives, or agents, or anyone else that the Indemnifying Party controls (collectively "Indemnifying Party's Liabilities"). Such Indemnifying Party's obligations to defend, hold harmless, and indemnify the Indemnified Party shall not apply to the extent caused by the negligence, active negligence, or willful misconduct of Indemnified Party or any of them, but shall apply to all other liabilities.

6. **Insurance:** Both parties shall maintain during the term of this Agreement General Liability Insurance with a limit of not less than $1,000,000 per occurrence and $2,000,000 aggregate for bodily injury, personal injury and property damage. Workers Compensation insurance within the statutory limits is required of employers. Both parties shall exchange copies of certificates of insurance upon request.

7. **Nondiscrimination:** The Contractor shall not unlawfully discriminate, either in the provision of services or in employment, against any person on the basis of race, color, sex, religion, age, national origin, disability, or veteran's status. The Agency shall

comply with all applicable laws relating to non-discrimination, and equal employment opportunity.

8. **Assignments:** This agreement is not assignable by the Contractor either in whole or in part, without written consent of the District.

9. **Authorized Signature: Each** party to this Agreement represents that the person signing this Agreement on its behalf is authorized by each respective party to do so.

10. **Miscellaneous:** This Agreement constitutes the entire Agreement between the parties concerning the matters contained herein and supersedes all other Agreements between the parties concerning such matters. No provision of this Agreement may be waived or modified except in writing signed by the party against whom such waiver or modification is sought.

CITY OF SONORA	YOSEMITE COMMUNITY COLLEGE DISTRICT
Authorized Signatory: _____	Authorized Signatory: _____
Date: _____	Date: _____
Name: _____	Name: _____
Title: _____	Title: _____

CITY COUNCIL AGENDA REPORT

CITY HALL

CITY OF SONORA 94 N. WASHINGTON STREET, SONORA, CA 95370 P: (209) 532-4541

SERVICE, INNOVATION, INTEGRITY, COLLABORATION, RESPECT, LEADERSHIP

DATE: September 2, 2025

TO: Honorable Mayor and Members of the City Council

FROM: Carlye Buchholz, P.E., P.L.S., City Engineer

SUBJECT: Consider Approval of the Solid Waste Franchise Agreement to California Waste Recovery Systems, LLC (Cal-Waste) for Subscription-Based Solid Waste, Recycling, and Green Waste Collection and Management Services.

RECOMMENDATION:

Consider Approval of the Solid Waste Franchise Agreement to California Waste Recovery Systems, LLC (Cal-Waste) for Subscription-Based Solid Waste, Recycling, and Green Waste Collection and Management Services.

BACKGROUND:

Effective solid waste collection is essential for maintaining public health, preventing pollution, and ensuring a clean and attractive environment. The average household generates between 60-90 gallons of trash, 30-60 gallons of recyclables, and 30-90 gallons of green waste per week. A well-managed waste collection system reduces illegal dumping, minimizes fire hazards, and controls pests, all of which contribute to a safer community.

As the City of Sonora (City) approaches the expiration of their current contract with Cal Sierra Disposal, a Waste Management (WM) Company, for solid waste (i.e. garbage and recyclables) collection, City staff have been evaluating ways in which to maximize the City's benefits associated with solid waste management. Detailed within this report are factors that were weighed when evaluating solicitation for solid waste collection service providers.

On July 22, 2025, the City issued a Request for Proposals (RFP) to solicit competitive bids and proposals for solid waste, recycling, and green waste collection and management services in the City of Sonora. On August 11, 2025, the City received three proposals from companies interested in providing these services within the City.

CITY COUNCIL AGENDA REPORT

CITY HALL

CITY OF SONORA 94 N. WASHINGTON STREET, SONORA, CA 95370 P: (209) 532-4541

SERVICE, INNOVATION, INTEGRITY, COLLABORATION, RESPECT, LEADERSHIP

DISCUSSION / ANALYSIS:

Of the three proposals received, one was non-responsive to the requirements of the RFP, and the other two were scored based on the following criteria:

1. Value
2. Contractor's Experience and Demonstration of Quality Service Delivery
3. Exceptions to the RFP

A four-person evaluation committee comprised of City staff and community members met on August 20, 2025, to review and discuss the proposals. After the meeting, each committee member independently scored the proposals based on the evaluation criteria. Cal-Waste was the highest ranked company by all four committee members. A scoring summary can be found below:

Cal-Waste							
	Scoring Subcategory	**# Pts. Available**	**Eval #1**	**Eval #2**	**Eval #3**	**Eval #4**	**Total Score by Category**
Value	Residential Rates	20	20	19	10	20	69
	Commercial Rates, Garbage	10	9	9	8	7	33
	Commercial Rates, Recycle	10	9	8.5	10	10	37.5
	Roll-off Container Rates	5	2	4	5	3	14
	Franchise Fee	5	5	5	5	5	20
	Recycling Revenue Sharing	5	5	5	5	5	20
	Transfer Station	5	5	5	5	5	20
	Other Value-Added Services	5	3	4	5	3	15
Quality & Experience	Quality of Service	10	9	8	5	10	32
	Experience	10	10	8	5	8	31
	Efficiency	5	5	4	5	5	19
Exceptions to the RFP	Exceptions to the RFP	10	10	10	10	10	40
	Total Score	**100**	**92**	**89.5**	**78**	**91**	**350.5**

WM Cal Sierra Disposal							
	Scoring Subcategory	**# Pts. Available**	**Eval #1**	**Eval #2**	**Eval #3**	**Eval #4**	**Total Score by Category**
Value	Residential Rates	20	16	16	8	18	58
	Commercial Rates, Garbage	10	8	9.5	10	10	37.5
	Commercial Rates, Recycle	10	10	9.5	8	7	34.5
	Roll-off Container Rates	5	5	5	5	5	20

CITY COUNCIL AGENDA REPORT

CITY HALL

CITY OF SONORA 94 N. WASHINGTON STREET, SONORA, CA 95370 P: (209) 532-4541

SERVICE, INNOVATION, INTEGRITY, COLLABORATION, RESPECT, LEADERSHIP

	Franchise Fee	5	5	5	5	5	20
	Recycling Revenue Sharing	5	0	0	5	3	8
	Transfer Station	5	0	3	0	0	3
	Other Value-Added Services	5	5	5	4	5	19
Quality & Experience	Quality of Service	10	8	7	4	9	28
	Experience	10	10	8	5	10	33
	Efficiency	5	3	3	4	5	15
Exceptions to the RFP	Exceptions to the RFP	10	10	8	10	10	38
	Total Score	**100**	**80**	**79**	**68**	**87**	**314**

Key Factors that contributed to the scores above include:

Residential Rates

Cal-Waste offered more competitive residential rates than WM Cal Sierra. Below is a summary table of the subscription based residential rates offered by both companies compared to the current rates that residents are paying.

Residential Service*	Current Rate (monthly)	Cal-Waste (monthly)	WM Cal Sierra (monthly)
Garbage (35 gal)	$33.26	$33.26	$34.87
Garbage (64 gal)	$50.96	$50.96	$53.42
Garbage (96 gal)	$66.80	$66.80	$70.03
Recycle (64 gal)	$0.00	N/A	$0.00
Recycle (96 gal)	N/A	$0.00	N/A
Green Waste (96 gal)	$0.00	$0.00	$0.00

*Cart sizes vary minimally by company. Prices shown are for one cart per subscriber. Other options are available.

Commercial Rates, Garbage

Below is a summary table of the subscription-based commercial rates offered by both companies compared to the current rates that businesses are paying for garbage hauling. Cal-Waste offers lower rates for fewer frequencies (i.e. one pickup per week) and WM Cal Sierra offers lower rates for higher frequencies (i.e. two or more pickups per week). However, Cal-Waste offers larger sized bins, making fewer pickups more feasible and the rates for larger sized bins with fewer trips are lower than WM Cal Sierra's rate for smaller bins with more trips. As an example, service for a 2-yard bin that gets emptied 3 times per week (6 yards total per week) is $863.81/month per WM Cal Sierra's proposed rates and a 6-yard bin that gets 1 time per week (6 yards total per week) is $824.30/month per Cal-Waste's proposed rates.

CITY COUNCIL AGENDA REPORT

CITY HALL

CITY OF SONORA 94 N. WASHINGTON STREET, SONORA, CA 95370 P: (209) 532-4541

SERVICE, INNOVATION, INTEGRITY, COLLABORATION, RESPECT, LEADERSHIP

Commercial Garbage Service	Current Rate (monthly)	Cal-Waste (monthly)	WM Cal Sierra (monthly)
Garbage (35 gal, 1x Week)	$47.57	$49.47	$49.87
Garbage (64 gal, 1x Week)	$63.41	$65.94	$66.47
Garbage (96 gal, 1x Week)	$74.73	$77.71	$78.34
Garbage (1 yard, 1x Week)	$160.65	$167.03	$168.41
Garbage (1 yard, 2x Week)	$293.34	$367.47	$307.51
Garbage (1 yard, 3x Week)	$425.93	$609.67	$446.50
Garbage (1 yard, 4x Week)	$558.65	$785.05	$585.63
Garbage (1 yard, 5x Week)	$691.31	$960.43	$724.70
Garbage (1 yard, 6x Week)	$823.89	$1,119.11	$863.68
Garbage (1.5 yard, 1x Week)	$227.03	N/A	$238.00
Garbage (1.5 yard, 2x Week)	$425.93	N/A	$446.50
Garbage (1.5 yard, 3x Week)	$624.94	N/A	$655.12
Garbage (1.5 yard, 4x Week)	$823.89	N/A	$863.68
Garbage (1.5 yard, 5x Week)	$1,023.14	N/A	$1,072.56
Garbage (1.5 yard, 6x Week)	$1,221.94	N/A	$1,280.96
Garbage (2 yard, 1x Week)	$293.34	$305.00	$307.51
Garbage (2 yard, 2x Week)	$558.65	$671.00	$585.63
Garbage (2 yard, 3x Week)	$824.01	$1,113.26	$863.81
Garbage (2 yard, 4x Week)	$1,089.16	$1,433.51	$1,141.77
Garbage (2 yard, 5x Week)	$1,354.45	$1,753.76	$1,419.87
Garbage (2 yard, 6x Week)	$1,619.79	$2,043.51	$1,698.03
Garbage (3 yard, 1x Week)	N/A	$442.87	N/A
Garbage (3 yard, 2x Week)	N/A	$974.31	N/A
Garbage (3 yard, 3x Week)	N/A	$1,616.47	N/A
Garbage (3 yard, 4x Week)	N/A	$2,081.48	N/A
Garbage (3 yard, 5x Week)	N/A	$2,546.49	N/A
Garbage (3 yard, 6x Week)	N/A	$2,967.21	N/A
Garbage (4 yard, 1x Week)	N/A	$580.87	N/A
Garbage (4 yard, 2x Week)	N/A	$1,277.91	N/A
Garbage (4 yard, 3x Week)	N/A	$2,120.17	N/A
Garbage (4 yard, 4x Week)	N/A	$2,730.08	N/A
Garbage (4 yard, 5x Week)	N/A	$3,339.99	N/A
Garbage (4 yard, 6x Week)	N/A	$3,891.82	N/A
Garbage (5 yard, 1x Week)	N/A	$691.55	N/A
Garbage (5 yard, 2x Week)	N/A	$1,521.41	N/A
Garbage (5 yard, 3x Week)	N/A	$2,524.16	N/A
Garbage (5 yard, 4x Week)	N/A	$3,250.29	N/A

CITY COUNCIL AGENDA REPORT

CITY HALL

CITY OF SONORA 94 N. WASHINGTON STREET, SONORA, CA 95370 P: (209) 532-4541

SERVICE, INNOVATION, INTEGRITY, COLLABORATION, RESPECT, LEADERSHIP

Garbage (5 yard, 5x Week)	N/A	$3,976.41	N/A
Garbage (5 yard, 6x Week)	N/A	$4,633.39	N/A
Garbage (6 yard, 1x Week)	N/A	$824.30	N/A
Garbage (6 yard, 2x Week)	N/A	$1,813.46	N/A
Garbage (6 yard, 3x Week)	N/A	$3,008.70	N/A
Garbage (6 yard, 4x Week)	N/A	$3,874.21	N/A
Garbage (6 yard, 5x Week)	N/A	$4,739.73	N/A
Garbage (6 yard, 6x Week)	N/A	$5,522.81	N/A

Commercial Rates, Recycling and Recycling Revenue Sharing

Below is a summary table of the subscription based commercial rates offered by both companies compared to the current rates that businesses are paying for recyclables hauling.

Commercial Recycling Service	Current Rate (monthly)	Cal-Waste (monthly)	WM Cal Sierra (monthly)
Recycling (64 gal, 1x Week)	$4.80	N/A	$5.30
Recycling (96 gal, 1x Week)	N/A	$50.51	N/A
Recycling (1 yard, 1x Week)	$37.91	$108.57	$39.74
Recycling (1 yard, 2x Week)	$75.83	$238.86	$79.49
Recycling (1 yard, 3x Week)	$113.74	$396.28	$119.23
Recycling (1 yard, 4x Week)	N/A	$510.28	N/A
Recycling (1 yard, 5x Week)	N/A	$624.28	N/A
Recycling (1 yard, 6x Week)	N/A	$727.42	N/A
Recycling (2 yard, 1x Week)	$37.91	$198.25	$41.66
Recycling (2 yard, 2x Week)	$75.83	$436.15	$83.33
Recycling (2 yard, 3x Week)	$113.74	$723.62	$124.99
Recycling (2 yard, 4x Week)	N/A	$931.78	N/A
Recycling (2 yard, 5x Week)	N/A	$1,139.94	N/A
Recycling (2 yard, 6x Week)	N/A	$1,328.28	N/A
Recycling (3 yard, 1x Week)	N/A	$287.86	N/A
Recycling (4 yard, 1x Week)	N/A	$377.56	N/A
Recycling (5 yard, 1x Week)	N/A	$449.51	N/A
Recycling (6 yard, 1x Week)	N/A	$535.80	N/A

While Cal-Waste has higher commercial recycling rates, they are also proposing a Recycling Revenue Share benefit where 90% of the revenue generated from the sale of all recyclables collected within the City would be returned to the City and go into the General Fund. Once in the General Fund, the money could be spent on community services, enhancements, and programs.

CITY COUNCIL AGENDA REPORT

CITY HALL

CITY OF SONORA 94 N. WASHINGTON STREET, SONORA, CA 95370 P: (209) 532-4541

SERVICE, INNOVATION, INTEGRITY, COLLABORATION, RESPECT, LEADERSHIP

WM Cal Sierra elected to not provide a Recycling Revenue Share program and stated in their proposal that they have structured rates to pass the value of recyclable materials directly back to residents through lower overall collection costs. The residential rates do not show savings, in comparison to the proposed Cal-Waste rates, but the commercial recycling rates are lower, which could be a product of the recycling revenue that WM Cal Sierra receives.

Proposed Franchise Fee to the City

Both Cal-Waste and WM Cal Sierra proposed a Franchise Fee of 6% of the gross revenue to the City.

Value-added services

The following is a list of value-added services that both Cal-Waste and WM Cal Sierra have proposed to the City. Some of these services are required as part of the Franchise Agreement, so they were included since no exceptions to the Franchise Agreement were made for these items.

- Contamination Outreach and Education
- Green Waste Program Outreach and Education
- Mobile App
- AB 341 Compliance Tracking
- No-cost services to City facilities and Main Street trash cans
- Senior/Low Income Discounts

In addition to the list above, the following are value-added services that only Cal-Waste proposed.

- Opportunity for a new Transfer Station on City-owned property for increased City revenue
- Recycling Revenue Share Program
- Additional recycling volume for all residential customers (standard size is 95 gal cart instead of 65 gal cart)
- Two additional larger material disposal opportunities for residential customers per year (one large pick-up item, one 3.5 CY Handy-Hauler roll-off bin)
- On-site school education for all public schools within the City

In addition to the list above, the following are value-added services that only WM Cal Sierra proposed.

- Two Transfer Station Vouchers totaling two cubic yards of disposal per year
- Two bulky item collections per year
- Free disposal of illegally dumped material (up to 500 tons per year) collected by City staff and local nonprofit partners engaged in cleanup efforts
- Bi-annual recycling events with document shredding, electronic waste disposal and compost giveaways
- Three downtown business mixers per year to connect with the business community
- Annual $500 grant to every K-12 school in the City to create a plan that promotes environmental awareness and improves recycling on campus
- A new art supply donation shed for Tuolumne County Arts at the WM Recycling Buy-Back Center

CITY COUNCIL AGENDA REPORT

CITY HALL

CITY OF SONORA 94 N. WASHINGTON STREET, SONORA, CA 95370 P: (209) 532-4541

SERVICE, INNOVATION, INTEGRITY, COLLABORATION, RESPECT, LEADERSHIP

The WM Cal Sierra proposal also lists curbside motor oil drop off and sharps disposal drop off at the Recycling Buy-Back Center and Cal Sierra Transfer Station, however the evaluation committee believes those services are available to all residents within the County, whether or not the resident subscribes to household collection services.

Quality of Service

Both Cal-Waste and WM Cal Sierra are highly qualified to provide the services requested. Both companies reported excellent response times to customer service tickets, a focus on safety in their day-to-day operations, and technologies that will video collections for compliance requirements and maximize route efficiency. Both companies are also capable of including organic food waste collection, should that service be needed in the future.

A demonstration of quality is Cal-Waste's recycling program and state-of-the-art Material Recovery Facility (MRF), which has the ability to divert more than 76% of recyclables from the landfill and market clean materials with minimal contamination.

Efficiency

As seen in the rate and service options above, the optimal Cal-Waste service plans are those that require collection once a week. Incentivizing minimal collection trips keeps trucks out of traffic, leading to less congestion, and minimizes expensive wear-and-tear on City streets. Cal-Waste is also proposing to use split-body trucks which collect materials into separate compartments of a singular truck, minimizing truck trips and traffic disruptions.

The trucks for both companies are outfitted with camera systems that streamline compliance reporting and analyze truck routes to maximize efficiency.

Exceptions to the RFP

Cal-Waste made no exceptions to the RFP or Franchise Agreement. WM Cal Sierra requested exceptions and changes to the Franchise Agreement; however, the requests were minor in nature. WM Cal Sierra also delayed the start of the green waste program to March 2026 rather than providing the service at the beginning of the new contract on November 1, 2025.

WM Cal Sierra has made a request for public review of their proposal. See Attachment for the full Cal-Waste proposal and the full WM Cal Sierra proposal.

FISCAL IMPACT:

The fiscal impacts of engaging in a Franchise Agreement with Cal-Waste include increased franchise fee revenue (6% gross revenue) estimated at $160,000 per year and recyclable material revenue estimated at $30,000 per year for the City's General Fund, along with the opportunity to construct a transfer facility on City-owned property for additional future revenue. The previous Franchise Agreement had a 2% gross revenue franchise fee which generated approximately $50,000 per year for the City's General Fund.

CITY COUNCIL AGENDA REPORT

CITY HALL

CITY OF SONORA 94 N. WASHINGTON STREET, SONORA, CA 95370 P: (209) 532-4541

SERVICE, INNOVATION, INTEGRITY, COLLABORATION, RESPECT, LEADERSHIP

ATTACHMENTS:

- Attachment A – Cal-Waste Recovery Systems Proposal
- Attachment B – WM Cal Sierra Disposal Proposal

CORE COUNCIL PRIORITIES:

Fiscal Responsibility and Stability, Infrastructure and Engineering, Public Safety and Disaster Preparedness, Economic Development/Growth and General Plan, Homelessness Issues, Staffing - Salary, Benefits, Training, and Retention

August 11, 2025
Carly Buchholz, PE
City Engineer
cbuchholz@reyengineers.com

RE: City of Sonora Request for Proposals for Solid Waste, Recycling, and Green Waste Collection and Management Services

Dear Carly Buchholz,

California Waste Recovery Systems, LLC (Cal-Waste) has been providing refuse collection and recycling services in Northern California for nearly 100 years. Our commitment to the highest level of customer service and diversion of solid waste from landfills puts us in a ready position to provide superior and sustainable collection services for the City of Sonora at a cost-effective rate.

Our proposal includes all existing Agreement services plus significant enhancements for the residents and businesses of Sonora.

Through our proven methodology and program improvements, we will deliver a comprehensive Solid Waste & Recycling Program for the City that meets State Compliance requirements both now and moving forward. This initiative will foster an authentic partnership characterized by broad transparency and offer substantially greater value than the current solid waste contractor.

Highlights of our proposal include:

- ✓ **A New 3 Cart Residential System For Trash, Recycling & Green Waste**
- ✓ **Additional Recycling Volume For Every Residential Customer**
- ✓ **Recyclable Material Revenue Share From Generated Recyclables Processed At Cal-Waste State-Of-The-Art MRF**
- ✓ **New Handy-Hauler Services For Residents**
- ✓ **Two Additional Services Per Resident Per Year To Assist Customers In Managing Larger Materials For Disposal (1 Large Item Pickup & 1 Handy-Hauler)**
- ✓ **On-Site School Education For All Public Schools Within The City Of Sonora**
- ✓ **High Quality Customer Service With Local Knowledge In Our Live Call Center**
- ✓ **Mobile App Providing Customer Service At Your Fingertips, Including Notifications For Collection Days & Schedules, As Well As Guidance On The Proper Disposal & Diversion Of Items Not Included In The Regular Collection Program**
- ✓ **Split Body Trucks To Reduce Trips & Traffic Disruption**
- ✓ **Community Outreach & Education Teach Customers How To Effectively Participate In Our Recycling & Green Waste Programs**

- ✓ **Engagement With Community & Sponsorships**
- ✓ **Industry Leading Software & Technology Solutions Designed For Efficient Routing, Recording & Management Of Customer Service Requirements**
- ✓ **Sustainability & Innovation For Cost Saving Measures**
- ✓ **Discounted Rates For Low-Income Residents**
- ✓ **Cart And Route Audits For Compliance With Contamination & State Mandates, Leaving Cart Tags To Educate Customers**
- ✓ **New Transfer Station On City Owned Property To Provide Increased Value**
- ✓ **Ongoing Collaboration With The City And Partners To Create Value Through Projects Such As A Transfer Station, Biomass Plant, Or Other Renewable Energy Initiatives**

Our Project Manager for this proposal is Mr. Casey Vaccarezza, who is authorized to negotiate and contractually bind Cal-Waste with the City for the requested services. Contact information is provided below:

Casey Vaccarezza, Vice President & Treasurer
CaseyVacc@Cal-Waste.com; Mobile: (209) 327-1676
Fax: 209.754.2863; Address: 175 Enterprise Court, Suite A, Galt, CA 95632

Required Policies & Disclosures

Cal-Waste acknowledges receipt of the August 5th, 2025 Addendum No. 1: Reflecting Changes, Clarifications, and Additions to the RFP. Cal-Waste has reviewed the RFP and its attachments and has no exceptions to the RFP, Sample Solid Waste Franchise Agreement or Addendum No. 1: Reflecting Changes, Clarifications, and Additions to the RFP.

This proposal and associated terms will remain in effect for 120 days following the date of submittal. Cal-Waste complies with the indemnification, insurance and performance bond requirements outlined in Article 1.06 “PUBLIC LIABILITY AND PROPERTY DAMAGE, INSURANCE”, and Article 1.09 “INDEMNIFICATION” of the Exhibit A.

Cal-Waste attests that we have policies that eliminate unlawful discrimination in employment that is integrated into our employee hiring processes. Additional information about Cal-Waste’s hiring practices, can be provided to the City upon request.

Cal-Waste has no conflicts of interest in performing these services required.

Cal-Waste complies with the State of California’s General Prevailing Wage Rate requirements in accordance with the California Labor Code, Section 117, and all federal, state, and local laws and ordinances to the work.

Cal-Waste will comply with all Federal, State, and Local laws for handling refuse.

We look forward to the opportunity to provide exemplary services for the City of Sonora. Should the City have any questions on the following proposal, Cal-Waste is willing to meet with the City to discuss or refine any items. Our thoughtful approach will provide the City with State compliance and a significant value for the future.

Best Regards,



Casey Vaccarezza
Vice President & Treasurer
California Waste Recovery Systems, LLC

This Page Left Blank Intentionally for Double-Sided Printing



CAL-WASTE
RECOVERY SYSTEMS

CAL-WASTE RECOVERY SYSTEMS
PROPOSAL FOR THE CITY OF SONORA
SOLID WASTE, RECYCLING, AND GREEN WASTE COLLECTION AND MANAGEMENT SERVICES

AUGUST 11, 2025

Table of Contents

TABLE OF CONTENTS

Technical Proposal 1
A. Summary of Capabilities & History 1
History 1
Business Structure 2
Facilities 3
Collection Experience 4
History 5
Customer Service Experience 6
Billing 6
Collection Vehicles 7
Vehicles Maintenance / BIT Compliance 7
Safety Record 8
Safety Requirements for Employees 8
Driving & Route Supervisor Training 9
Household Hazardous Waste (HHW) Management Protocols 9
HHW Inspection Program & Training 9
Response to Identification of HHW During Collection 9
Spill Response Plan 9
Fire Reporting & Response Plan 9
Health & Safety Management Procedures 10
Recyclables Revenue Share Experience 10
Low-Income Experience 10
Transition Experience 10
Transfer Station Experience 12
Community Engagement 12
References 14
Primary Reference 16
Cost Proposal 17

Technical Proposal

A. Summary of Capabilities & History

Having been in business for nearly 100 years, Cal-Waste and its current owners Dave, Casey, and Rudy Vaccarezza, have a long history as a customer-centered provider of waste collection services in the Central Valley and Sierra Nevada. Cal-Waste also operates a state-of-the-art regional Material Recovery Facility (MRF) in Galt with proven success. In addition to collection services and advanced processing operations, Cal-Waste is deeply involved in the communities we serve through various memberships, sponsorships, and donations to local organizations and charities. Our community involvement extends to educational outreach as we built a custom observation room and education center at our MRF so we can offer tours and educational programs for community members of all ages. By dedicating resources to public education and outreach efforts, we are raising awareness about the importance of recycling and environmental stewardship, fostering a culture of sustainability within the community.

We are excited to partner with the City of Sonora to provide best in class collection services and diversion programs. Our goals are directly in line with the City's and our proposals reflect our desire to implement effective and high-quality services at reasonable rates while prioritizing the hierarchy of waste reduction, reuse, recycling, composting, then landfilling as a last resort.

Cal-Waste has the equipment, experience, and customer relationships to ensure collection services never skip a beat. We pride ourselves on providing courteous, reliable, and high-quality collection services. As an experienced and dedicated service provider, we focus our attention on implementing seamless collection services, new service enhancements, and associated public education and outreach efforts. We will engage customers through convenient channels including our website and social media, in-person site visits and community workshops and meetings. Combining face-to-face outreach and direct mail with social and local media, we will ensure the community understands the benefits of the newly expanded services and diversion programs we are proposing for the City of Sonora.

History

Cal-Waste has been a pioneer in recycling for nearly a century, dating back to 1927 when Colombo Vaccarezza began collecting rubbish using horse-drawn wagons from residents in Lodi. Over the decades, Cal-Waste has evolved into a regional leader in recovery and diversion. **Innovation has been a driving force behind Cal-Waste's success.**



We were an early adopter of curbside recycling practices and continue to lead the industry in innovation and advancements in processing technology.

In the 1980s, long before recycling became a state-mandated activity, Cal-Waste introduced curbside recycling services. Under the leadership of Dave Vaccarezza, the company distributed recycling buckets to households, enabling residents to separate recyclables like glass, paper, and metal from regular waste. This early adoption of recycling practices positioned Cal-Waste as a leader in waste recovery and set the stage for future advancements in the industry. Our recent $35 million upgrade to the Material Recovery Facility (MRF) in Galt is a testament to our commitment to staying at the forefront of the industry. The upgrade included advanced sorting technology (using Artificial Intelligence) and increased capacity, which positions us and our jurisdictions to meet future challenges and continue providing high-quality services for years to come. Today, Cal-Waste provides excellent customer service and collection operations, as well as operating the state-of-the-art MRF that has the ability to divert more than 76% of recyclables from the landfill and market clean materials with minimal contamination.

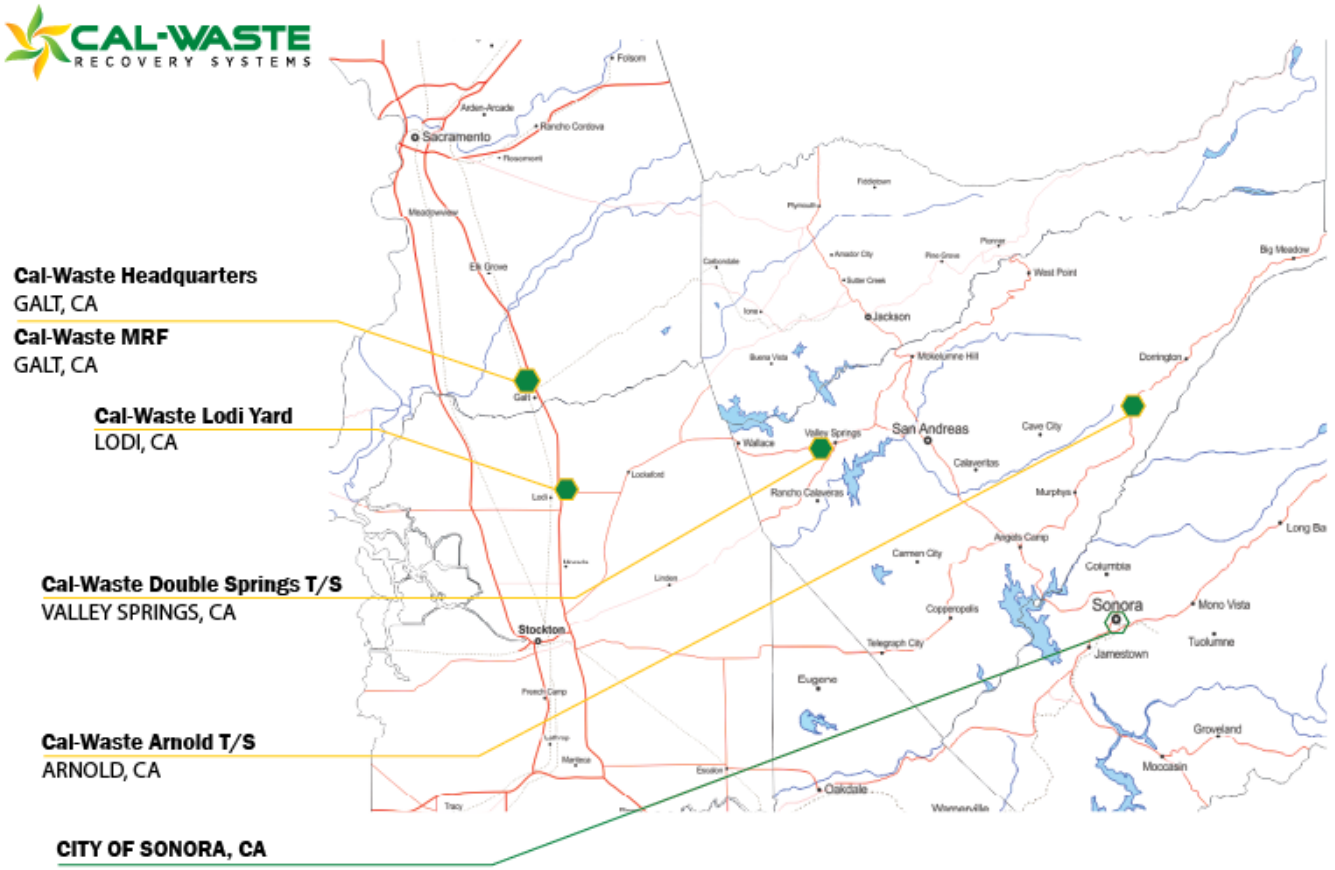
Business Structure



Although the company's beginnings date back to 1927, Cal-Waste was officially formed in 1997. Upon successful award of this Contract, Cal-Waste Recovery Systems, LLC. will be the legal entity that will provide a corporate guarantee and sign the final Franchise Agreement. Cal-Waste's owners (holding more than 10% equity) are the Vaccarezza Family Trust, Casey Vaccarezza, and Rudolph Vaccarezza. Cal-Waste's Officers are David Vaccarezza (President), Rudolph Vaccarezza (Secretary), and Casey Vaccarezza (Treasurer).

Cal-Waste Facilities

- **Cal-Waste Headquarters**: 175 Enterprise Court, Suite A, Galt CA, 95632
- **Cal-Waste MRF:** 175 Enterprise Court, Galt CA, 95632
- **Cal-Waste Arnold:** 1149 Dunbar Road, Arnold, CA 95223
- **Cal-Waste Double Springs**: 3524 Double Springs Rd, Valley Springs, CA 95252
- **Cal-Waste Lodi Yard:** 1065 E. Turner Rd., Lodi, CA 95240



Collection Experience

Cal-Waste has decades of experience providing regular, weekly scheduled or on call curbside collection of solid waste, bulky items, recyclables and green waste or organics for residential, commercial, industrial, and municipal service, as well as processing services for numerous jurisdictions.

Our programs ensure that:

- ✓ Current & Future Public Health, Regulatory & Environmental Compliance is met
- ✓ Collection Routes are Optimized to Minimize Environmental Impact, Disruption, Noise & Traffic During Designated Operating Hours
- ✓ Quality Solid Waste Containers are Supplied, Designated, Clearly Labeled & Maintained to Accommodate Customer Needs & Inspected for Contamination
- ✓ Collected Trash, Recyclables, Green Waste/Organics & C&D are Hauled to Approved & Permitted Disposal or Diversion Facilities
- ✓ State of the Art & Industry Specific Technology is Utilized to Accurately Document & Track Activities for Compliance & Regular Reporting of Jurisdiction's Solid Waste Program Performance
- ✓ Landfill Diversion is Maximized via Comprehensive Programs, Strategies & Public Outreach Campaigns
- ✓ A Broad Range of Recyclable Material including Paper, Cardboard, Glass, #1-7 Plastic Containers, Aluminum & Steel Cans are Accepted, Collected & Sold at Market Value for Revenue Sharing at the Permitted State of the Art Cal-Waste Material Recovery Facility
- ✓ Green Waste Materials Including Grass Clippings, Leaves, Branches & Tree Trimmings are Accepted, Regularly & Seasonally Collected & Handled According to Guidelines
- ✓ Collaborative Annual Reviews of the City & Cal-Waste's Performance
- ✓ All Necessary Permits, Licenses & Insurance are Maintained for the Operation of Collection, Hauling & Disposal/Processing Activities

Cal-Waste has a history of innovation and sustainability which has resulted in increased diversion, recovery and environmental benefits for our customers. We were an early adopter of automated collection using carts for residential customers. Transitioning customers from 5-gallon buckets and tubs was done using a variety of communication and outreach approaches to ensure all residents and customers were well aware of the new collection and diversion programs available using carts. Our proactive and effective public education and outreach program also informed the community on the benefits of participating in a more comprehensive recycling and organics diversion program. We take great pride in implementing effective recyclables collection and processing services well before State mandates made it a requirement.

To limit environmental impacts, we implement, operate, and properly educate customers via public outreach on the proper use

of split container collection programs using spilt-body vehicles. In Galt and Woodbridge, we collect refuse and organics weekly using split-body trucks to reduce vehicle trips through the community, by only passing the residence one time per week. Again, we used our experience in implementing a comprehensive and effective public education and outreach program to educate the communities on how to participate in the program and keep contamination to a minimum.

Customer Service Experience

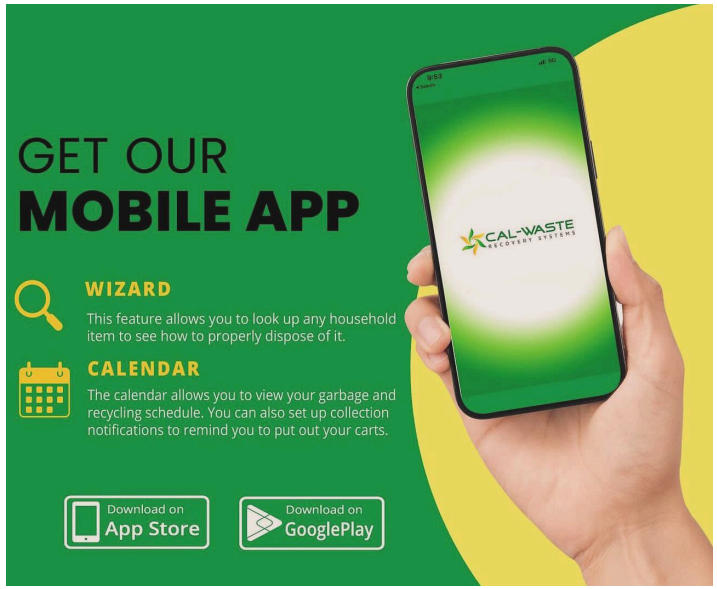
Our focus is all about the customer experience. We strive to provide clear and consistent messaging to deliver the desired and expected level of service. Regardless of whether the customer is a resident, commercial account, or industrial enterprise, our personnel convey a unified and friendly message. For this reason, whether on the street, at events, or in the community, all Cal-Waste staff is trained to be a customer service ambassador. This deliberate effort to align customer service with the customer experience is integral to our strategy aimed at enhancing service efficiency and ensuring customer satisfaction with our offerings. One of the ways we can be more transparent, and customer focused by:

- ✓ Providing proactive contract management.
- ✓ Managing the customer's account and experience.
- ✓ Initiating the appropriate action.
- ✓ Taking responsibility for customer service issues and offering one call resolution.
- ✓ Engaging the customer in a two-way conversation.

The team's collective goals are straightforward and integrated into all our interactions with service recipients:

- ✓ Improve customer experience.
- ✓ Streamline communication.
- ✓ Support operations.
- ✓ Increase and promote collection and diversion efficiencies.

To ensure we are meeting customer needs quickly, we monitor several performance indicators to ensure customer experience and satisfaction. We document and respond promptly to complaints and service issues and take immediate action to resolve the issue in less than 24 hours. We continually look for ways to improve



customer service, measure meaningful success, and to engage customers and our employees. Cal-Waste has been operating CSR Offices and Call Centers for decades providing excellent service to our customers at our locations. We operate our customer service

offices during regular business hours with tool-free phone numbers to handle inquiries, complaints and service requests. Our main office is in Galt and our other offices are in Arnold and Double Springs. Additional CSRs are staffed at our other locations to provide local knowledge and experience. We also provide user friendly mobile and online apps for customers to conveniently communicate with our employees, manage their accounts, schedule pickups and access educational materials.

Billing Experience

Cal-Waste has decades of experience providing billing services to more than 21,000 customers (residential and commercial). We offer billing terms monthly in advance and arrears as well as bi-monthly and quarterly.

All Single-Family customers in the City of Sonora will be on a consistent basis in advance of services provided. On-call and/or non-recurring services will be billed no more frequently than monthly and only for services provided during the previous billing period.

Cal-Waste will make every effort to enroll customers in electronic billing using paperless invoices; however, customers who decline paperless, will be mailed standard (paper) invoices. Bills can be paid by an electronic check or credit card and can be automatically charged on a recurring basis. Customers can also pay their bills by cash, check, electronic check, money order, and credit card. The Soft-Pak system allows for a seamless online billing platform and in an effort to reduce paper consumption, we will promote the use of electronic billing.



Billings and receipts will be kept for inspection and verification by the City Contract Manager for the entire term of the Franchise Agreement.

Collection Vehicles

Cal-Waste takes great pride in its fleet and employs teams of people to keep our vehicles safe, clean and ready to do the job at the highest standard. Dedicated and compartmentalized trucks are provided to ensure containment and not cross contamination. We propose to utilize renewable diesel-powered collection vehicles for our operations in the City of Sonora. Cal-Waste has great working relationships with a variety of vehicle manufacturers and vendors. We are working with specific vehicle manufacturers that can meet the procurement schedule.

ZEV & Fleet Readiness. Reducing impacts from Cal-Waste's vehicle emissions has been a cornerstone priority for our operations. For operations in the City of Sonora, we will operate collection vehicles that are fueled by renewable diesel which is an entirely renewable and sustainable drop-in fuel that delivers superior emissions benefits while meeting performance needs. Renewable diesel lowers maintenance costs and helps to reduce air quality impacts.

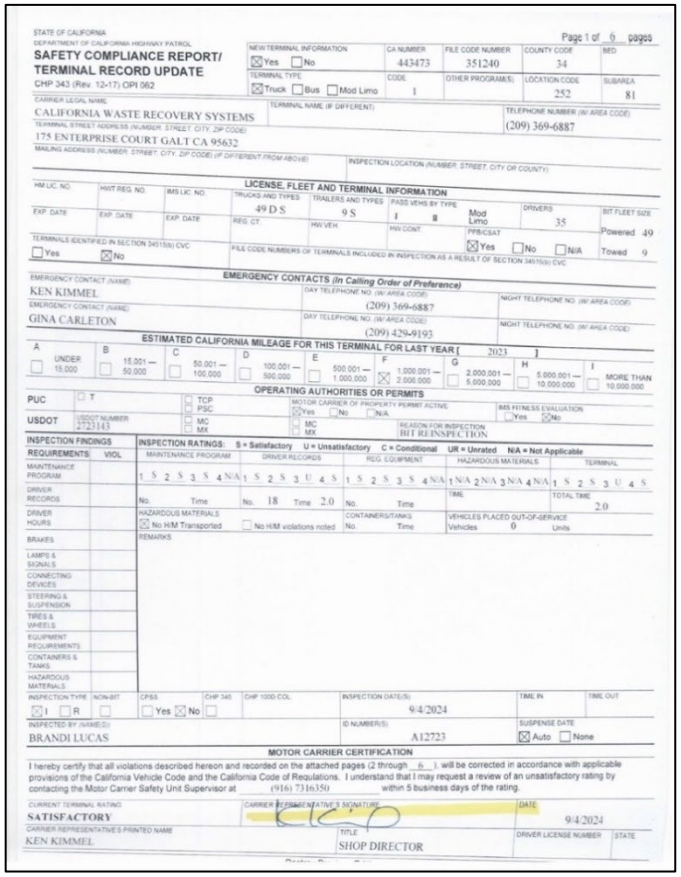
On-Board Monitoring System for Collection Vehicles. Our vehicle hoppers will be equipped with a video camera and monitoring system that is a part of our customer service and routing suite of software called Soft-Pak. Additional information on the Soft-Pak benefits and capabilities are discussed in the Customer Service section of this Proposal and are available on Soft-Pak's website at: https://soft-pak.com/mobile-pak/.

3rd Eye Camera System. In addition to the hopper camera and Soft-Pak onboard computer, we also utilize safety monitoring equipment from 3rd Eye, which allows for improved safety, productivity, and sustainability. With innovations that allow for driver education and development, positive service verification, route and facility contamination detection, and more, 3rd Eye provide automated solutions that previously required manual action, letting drivers focus on providing the best customer service in the safest manner.

Vehicle Maintenance / BIT Compliance

Our primary maintenance facilities are at Double Springs located at 3524 Double Springs Rd, Valley Springs, CA 95252 and Galt located at 175 Enterprise Court. Cal-Waste has an excellent track record in terms of keeping our fleet of more than 50 collection and transfer vehicles operating at full capacity and within manufacturers' specifications.

In addition, our main maintenance facility in Galt received a satisfactory rating from the California Highway Patrol during its BIT compliance inspection in September 2024 as documented in the cover page shown here.



STATE OF CALIFORNIA
DEPARTMENT OF CALIFORNIA HIGHWAY PATROL

SAFETY COMPLIANCE REPORT/ TERMINAL RECORD UPDATE
CHP 343 (Rev. 12-17) OPI 062

Page 1 of 6 pages

NEW TERMINAL INFORMATION: ☒ Yes ☐ No | CA NUMBER: 443473 | FILE CODE NUMBER: 351240 | COUNTY CODE: 34 | BID:
TERMINAL TYPE: ☒ Truck ☐ Bus ☐ Mod Limo | CODE: 1 | OTHER PROGRAM(S): | LOCATION CODE: 252 | SUBAREA: 81

CARRIER LEGAL NAME: CALIFORNIA WASTE RECOVERY SYSTEMS
TERMINAL NAME (IF DIFFERENT):
TELEPHONE NUMBER (W/ AREA CODE): (209) 369-6887
TERMINAL STREET ADDRESS (NUMBER, STREET, CITY, ZIP CODE): 175 ENTERPRISE COURT GALT CA 95632
MAILING ADDRESS (NUMBER, STREET, CITY, ZIP CODE) (IF DIFFERENT FROM ABOVE):
INSPECTION LOCATION (NUMBER, STREET, CITY OR COUNTY):

LICENSE, FLEET AND TERMINAL INFORMATION

HM LIC. NO.	HM/T REG. NO.	IRS LIC. NO.	TRUCKS AND TYPES	TRAILERS AND TYPES	PASS VEHS BY TYPE		DRIVERS	BIT FLEET SIZE
EXP. DATE	EXP. DATE	EXP. DATE	49 D S	9 S	I	II Mod Limo	35	Powered 49
		REG. CT.	HM VEH.	HM CONT.	PPB/CSAT ☒ Yes ☐ No ☐ N/A			Towed 9

TERMINALS IDENTIFIED IN SECTION 34515(b) CVC: ☐ Yes ☒ No
FILE CODE NUMBERS OF TERMINALS INCLUDED IN INSPECTION AS A RESULT OF SECTION 34515(b) CVC:

EMERGENCY CONTACTS (In Calling Order of Preference)

EMERGENCY CONTACT (NAME)	DAY TELEPHONE NO. (W/ AREA CODE)	NIGHT TELEPHONE NO. (W/ AREA CODE)
KEN KIMMEL	(209) 369-6887	
GINA CARLETON	(209) 429-9193	

ESTIMATED CALIFORNIA MILEAGE FOR THIS TERMINAL FOR LAST YEAR (2023)

A	B	C	D	E	F	G	H	I
☐ UNDER 15,000	☐ 15,001 — 50,000	☐ 50,001 — 100,000	☐ 100,001 — 500,000	☐ 500,001 — 1,000,000	☒ 1,000,001 — 2,000,000	☐ 2,000,001 — 5,000,000	☐ 5,000,001 — 10,000,000	☐ MORE THAN 10,000,000

OPERATING AUTHORITIES OR PERMITS

PUC			MOTOR CARRIER OF PROPERTY PERMIT ACTIVE	IRS FITNESS EVALUATION
	☐ T	☐ TCP ☐ PSC	☒ Yes ☐ No ☐ N/A	☐ Yes ☒ No
USDOT (USDOT NUMBER) 2723143		☐ MC ☐ MX	☐ MC ☐ MX	REASON FOR INSPECTION: BIT REINSPECTION

INSPECTION FINDINGS

REQUIREMENTS	VIOL
MAINTENANCE PROGRAM	
DRIVER RECORDS	
DRIVER HOURS	
BRAKES	
LAMPS & SIGNALS	
CONNECTING DEVICES	
STEERING & SUSPENSION	
TIRES & WHEELS	
EQUIPMENT REQUIREMENTS	
CONTAINERS & TANKS	
HAZARDOUS MATERIALS	

INSPECTION RATINGS: S = Satisfactory U = Unsatisfactory C = Conditional UR = Unrated N/A = Not Applicable

MAINTENANCE PROGRAM	DRIVER RECORDS	REQ. EQUIPMENT	HAZARDOUS MATERIALS	TERMINAL
1 S 2 S 3 S 4 N/A	1 S 2 S 3 U 4 S	1 S 2 S 3 S 4 N/A	1 N/A 2 N/A 3 N/A 4 N/A	1 S 2 S 3 U 4 S

DRIVER RECORDS: No. | Time | No. 18 | Time 2.0 | No. | Time | TIME: | TOTAL TIME: 2.0
HAZARDOUS MATERIALS: ☒ No H/M Transported ☐ No H/M violations noted | CONTAINERS/TANKS: No. | Time | VEHICLES PLACED OUT-OF-SERVICE: Vehicles 0 | Units
REMARKS

INSPECTION TYPE	NON-BIT	CPSS	CHP 345	CHP 1000 COL	INSPECTION DATE(S)	TIME IN	TIME OUT
☒ I ☐ R	☐	☐ Yes ☒ No	☐	☐	9/4/2024		

INSPECTED BY (NAME(S))	ID NUMBER(S)	SUSPENSE DATE
BRANDI LUCAS	A12723	☒ Auto ☐ None

MOTOR CARRIER CERTIFICATION

I hereby certify that all violations described hereon and recorded on the attached pages (2 through 6), will be corrected in accordance with applicable provisions of the California Vehicle Code and the California Code of Regulations. I understand that I may request a review of an unsatisfactory rating by contacting the Motor Carrier Safety Unit Supervisor at (916) 7316350 within 5 business days of the rating.

CURRENT TERMINAL RATING	CARRIER REPRESENTATIVE'S SIGNATURE	DATE
SATISFACTORY		9/4/2024
CARRIER REPRESENTATIVE'S PRINTED NAME	TITLE	DRIVER LICENSE NUMBER / STATE
KEN KIMMEL	SHOP DIRECTOR	

Safety Record

Our safety record reflects our commitment to protecting employees through the implementation of a proactive (not reactive) safety program. Our worker's compensation x-mod over the past 3 years is as follows:

- ✓ 2024: 0.68
- ✓ 2023: 0.83
- ✓ 2022: 0.68

To continue to achieve high levels of successful performance, Cal-Waste knows it is imperative to protect our most valuable resource – our employees. For this reason, Cal-Waste strives to eliminate any foreseeable hazard that may result in accident, injury, or illness; property damage or loss; or business interruption. Cal-Waste has developed and implements an Injury and Illness Prevention Program (IIPP) that serves as a guideline for all employees in the safe performance of their daily activities. The objectives of our IIPP include fully involving all employees, supervisors, and management to identify any exposure to workplace hazards, correct hazards in an appropriate and timely manner, and provide and receive effective training.

Safety Requirements for Employees

Cal-Waste employees are trained and oriented on our IIPP. Employees are also required to complete intensive training programs covering topics including, but not limited to, non-residential driver safe work practices, Personal Protective Equipment (PPE), hazard communication, seat belt requirements, confined space entry protocols, pre-trip/post trip inspections, and lockout/tag out requirements and procedures. Cal-Waste's employee handbook is consistent with the U.S. Department of Transportation (DOT), Office of Drug and Alcohol Policy and Compliance, Drug and Alcohol Testing protocols. All commercial drivers are required to pass the DOT physical exam as a part of maintaining their commercial driver's license and undergo drug and alcohol testing. Drivers and other Safety-sensitive employees are subject to drug or alcohol testing in the following situations: Pre-employment, reasonable suspicion/ cause, random, return-to-duty, follow-up, post-accident. Our approach to safety is a purposeful combination of driver training, excellent maintenance protocols, and technology deployment. Each plays a role in supporting our core value of safety.



Driver & Route Supervisor Training

Cal-Waste is dedicated to ensuring a safe and professional workforce where our drivers and route supervisors are the daily face of the operations, so that their conduct, abilities to complete collection services to the customer's expectations, and commitment to safety is the foundation of our service program. Training is a key component of this, especially as programs expand and reporting requirements change to ensure compliance with SB 1383. All drivers will be trained in the new technology and on the

requirements of SB 1383. Comprehensive driver and route supervisor training will occur annually where targeted training topics will be provided monthly, unless otherwise determined by Cal-Waste or the City.

Household Hazardous Waste (HHW) Management Protocols

The goal of our Household Hazardous Waste (HHW) Management Protocol is to prevent hazardous waste from entering the waste stream through our collection operations. Our HHW Management Protocols also provide guidance for safely managing prohibited wastes that were inadvertently collected on the route. In order to detect and deter hazardous waste, we have developed the following programs and training for drivers and operations personnel.

HHW Inspection Program & Training

All drivers are trained to identify hazardous waste and are reminded about the importance of our hazardous waste screening protocol during monthly safety meetings. We also educate customers about hazardous and unpermitted waste through our outreach materials and interactions with the community.

Response to Identification of HHW During Collection

If hazardous waste is found prior to collection, the container will not be collected, and a notice will be attached detailing the reason for the non-collection. Every occurrence will be documented, and the driver will provide proper hazardous waste handling and disposal procedures to the customer. In the event that any hazardous waste is disposed in the waste stream, immediate and appropriate action will be taken to safely contain and remove it.

Spill Response Plan

If hazardous materials are spilled or a hazardous materials container is accidentally broken, the route supervisor will be notified immediately, and the collection crew will make every reasonable effort to safely contain the spill. After inspection by the route supervisor, the materials may be cleaned up by the collection crew, or in the case of a serious or dangerous hazardous waste spill, a specially trained and equipped hazardous waste contractor using State and Federally approved methods will be deployed. The route supervisor will maintain all necessary emergency response, notification, and response procedure records.



Fire Reporting & Response Plan

These guidelines are to be followed in the event a vehicle fire breaks out in the body of the collection vehicle. These types of fires can be caused during compaction where hazardous or combustible materials are inadvertently and unknowingly collected.

Driver's Responsibilities Include:

- ✓ Identify the origin of fire.
- ✓ Immediately call dispatch, then 911 for Fire Department Response.
- ✓ Continue sweeping the blade or using the packer if the fire is inside the truck body until you have found a safe place nearby to safely eject the load.
- ✓ Do not eject loads near schools or shopping centers, near businesses, on the freeway, or near trees or overhead wires.
- ✓ Keep radio clear for emergency communications.

Health & Safety Management Procedures

Cal-Waste's safety plan is predominately conducted through the continued implementation of an extensive health and safety program. All Cal-Waste drivers participate in monthly safety meetings, office personnel participate in quarterly safety meetings, and the management team is trained and certified in First Aid, CPR and AED.

Recyclables Revenue Share Experience

Cal-Waste provides recyclable revenue sharing to five local jurisdictions. Cal-Waste provides roughly 90% revenue share of the values of all recyclables processed. It is estimated that Sonora will receive roughly a $1.00-$1.50 in reimbursement per resident served. Depending on whether subscription or mandatory service is selected the value to the city may be between $20,000 to $40,000 per year.

Low-Income Experience

In partnership with applicable jurisdictions, Cal-Waste has implemented low-income rate programs to meet residents' needs. For example, in the City of Angels' Customer Assistance Program (CAP), qualified residents are offered a low-income discount based on the PG&E California Alternate Rates for Energy (CARE) Program eligibility requirements.

Transition Experience

On multiple occasions, Cal-Waste has transitioned services from previous haulers. We have successfully taken over 6 of our Franchise Agreements from previous haulers with minimal disruption to customers. For our operations in City of Sonora, we are proposing to implement the same strategies we've successfully demonstrated to roll out new collection vehicles and containers as seamless as possible. By thoroughly preparing our transition plan, we can ensure minimal disruption to customers during the distribution of containers.

Cal-Waste will start distribution prior to the start of services. We will designate the City into sections that will be classified into distribution zones. We will complete the distribution of all 3 carts for all households within each sector within one week or earlier. All carts for each residence will be delivered on the same day and carts

will have a clear posting designating that they shall not be used until Cal-Waste commences collection services. This shall be done with both prior outreach as well as "on-the-cart" information (i.e. cart hangers or brochures left behind with the cart). Distribution schedules and maps detailing the distribution timeline will be provided to the City in advance of delivery.

In order to ensure that customers receive the cart size that they want and to reduce multiple exchanges, Cal-Waste will mail out a postcard with the new service offerings, available sizes, and accompanying rates. Customers will have the ability to select the service level that they want and send it using prepaid postage, call our CSR Call Center number provided on the postcard, or use our website to fill out an electronic version of the postcard, and select their cart size. If we do not receive a timely response from customers, we will default to their current refuse service level and receive the standard cart size for recyclables and organics. Our overall strategy is to make it as convenient as possible for customers to transition between haulers and collection services.

Cal-Waste will have a multi-faceted outreach approach related to the new services and programs that are required and offered as well as notifying customers of the change in new service provider and programs. This will include direct mailing campaigns informing households of any changes and timelines, community workshops hosted by Cal-Waste (in-person and virtual), social media campaigns both on our platforms and paid advertisements targeting City of Sonora residents within the service area, as well as radio ads. On top of these strategies for transition outreach we will provide a "Customer Welcome Packet" that will include everything the customer needs to know including acceptable material lists, customer's service calendar, Cal-Waste's contact information and options to sign up service with the accompanying rates if they have not done so already.

Cal-Waste has practical experience in all elements of outreach related to transitioning customers to new services and has a dedicated staff that is ready to assist customers and their variable needs and situations. Our online resources will help customers during the transition because all outreach and new service information will be available as downloadable PDFs. Acceptable material lists, best practices for at home composting and other SB 1383-related compliance tips, as well as a robust YouTube channel related to tips and tricks for sorting waste at home will be available on our website. Cal-Waste will work with the City to ensure our messaging is complimentary to the City's current programs and we will collaborate with the City on the overall outreach plan and transition strategy.

Cal-Waste will open a local office to ensure an efficient transition of services. To assist in a smooth transition, Cal-Waste will request the existing customer database from the current hauler in electronic format and in collaboration with the City and the current hauler, we will start the database conversion to the Soft-Pak customer service software format. Once the database has been converted, we will do a thorough review and verify for accuracy by following routes and conducting frequent audits to update the database to ensure the most accurate and up-to-date customer information is in our system and utilized to optimize routes.

Related to the fleet aspect of the transition, we have commitments from vehicle manufacturers to ensure that purchase orders will be filled in a timeframe that ensures our collection vehicles for City of Sonora will be fully operational before the commencement of services. In addition to ordering new vehicles, we have an existing fleet that can provide the same services proposed for City of Sonora.

In addition to providing transition services in the City of Galt, we also conducted a successful transition from the previous hauler in Calaveras County. Some of the contract details are:

- ✓ Transitioned the entire County from Waste Connections to Cal-Waste in 2013.
- ✓ New 3 cart collection program was implemented and included distribution through the lower portion of Calaveras County, while a 2-cart system was provided in the portion of the County where snow falls.
- ✓ Over the two-week container distribution period, we removed old containers and distributed new carts to roughly 7,500 residential customers.
- ✓ We used direct mail and called residents via phone to notify them of the change and distribution of new carts. We also provided outreach electronically and with the new carts.
- ✓ Well before the commencement of services, we collaborated with the previous hauler to migrate all customer information and billing to our database.

Transfer Station Experience

Over the years Cal-Waste has developed a multitude of solid waste transfer stations in California requiring our team to develop expertise in:

- Design
- Build
- Permitting
- Environmental Impacts
- Traffic Studies
- Operation

Community Engagement

Cal-Waste is deeply involved in the community. The company has been a member of the Lodi Chamber of Commerce since the 1950s, reflecting its longstanding commitment to supporting local businesses and community events. Cal-Waste is also a sponsor of numerous events and charities in the region and our community involvement extends to educational outreach as well. As Cal-Waste continues to grow and evolve, our core mission remains unchanged: to **"Give More Than We Take."** This guiding principle shapes every aspect of the company's operations, from waste collection and recycling to community engagement and charitable activities. Cal-Waste has established itself as an integral part of the communities it serves, exemplifying sustainable business practices through its consistent commitment to both community engagement and environmental responsibility.

Community involvement is essential to Cal-Waste. By supporting and engaging with the local community, we can closely connect

with stakeholders. This relationship allows us to truly listen and understand the needs of the community, empowering us to elevate our operations and make a meaningful impact in the lives of those we serve. Together, we can create a brighter future for everyone. Cal-Waste sponsors and engages in many types of regional events and looks forward to participating in the City of Sonora community!









B. References

Refer to the Reference Table below for contact information for our references that can be contacted to rate our performance.

Cal-Waste Jurisdictional References				
Jurisdiction	**Services Provided by Cal-Waste**	**Customer Information**	**Operational Data**	**Transition Highlights**
City of Galt	Collection & processing of MSW, recyclables, & organics Materials processed at Cal-Waste MRF/Transfer Station in Galt	8,770 residential & 280 commercial accounts	7 drivers / 8 staff / collection of 20,079 tons per year	Cal-Waste acquired contract in 1988 and rolled out the 3-cart system in 1993 (one of the first in CA & 2 years before AB939 threshold mandates).
Contact: Robin Nelson, Administrative Analyst		Phone: 209.366.7288 & Email: RNelson@cityofgalt.org		
City of Isleton	Collection & processing of MSW, recyclables, & organics; Low-population SB 1383 waiver Materials processed at Cal-Waste MRF/Transfer Station in Galt	272 residential & 29 commercial accounts	2 drivers / 8 staff / collection of 851 tons per year	The existing contract with Waste Management was expiring and Cal-Waste took over services in roughly 6 months with great success.
Contact: Yvonne Zepeda, Deputy City Clerk		Phone: 916.777.7770; Email: Yvonne.Zepeda@cityofisleton.com		
Calaveras County	Collection & processing of MSW, recyclables, & organics; Low-population SB 1383 waiver Materials are transferred from our 2 Transfer Stations in Calaveras County to our MRF in Galt for processing	7,485 residential & 779 commercial accounts	10 drivers / 6 staff / collection of 17,815 tons per year	Acquired Waste Connections Calaveras contract in 2013. Rolled out 3 cart service to County residents at lower elevation and 2 cart service above 3,000 feet.
Contact: Jennifer Casci, Director Integrated Waste Management		Phone: 209.754.6055; Email: JCasci@calaverascounty.gov		
City of Angels	Collection & processing of MSW, recyclables, & organics; Low-population SB 1383 waiver Materials processed at Cal-Waste MRF/Transfer Station in Galt	1,179 residential & 158 commercial accounts	2 drivers / 6 staff / collection of 3,472 tons per year	Acquired Waste Connections Angels Camp contract in 2013. Rolled out 3 cart service to City residents.
Contact: Rose Beristianos, Administrative Services Officer/ City Clerk		Phone: 209.736.2181; Email: RoseBeristianos@angelscamp.gov		
Rancho Murieta Community Services District	Collection & processing of MSW, recyclables, & organics Materials processed at Cal-Waste MRF/Transfer Station in Galt	2,642 residential	5 drivers / 8 staff / collection of 4,113 tons per year	Acquired from Sac County in 2005, replaced an antiquated cart system with 3 cart system.
Contact: Tim Maybee, Director		Phone: 916.354.3700; Email: TMaybee@rmcsd.com		

Cal-Waste Jurisdictional References				
Jurisdiction	**Services Provided by Cal-Waste**	**Customer Information**	**Operational Data**	**Transition Highlights**
Alpine County	Collection & processing of MSW, recyclables, & organics Materials are transferred from our 2 Transfer Stations in Calaveras County to our MRF in Galt for processing	98 residential & 21 commercial accounts	2 drivers / 6 staff / collection of 471 tons per year	Acquired Waste Connections Alpine County Franchise in 2013. Rolled out refuse and recycling services to residents and businesses on the western slope of Alpine County.
Contact: Samuel Booth, Director Alpine County Community Development		Phone: 530.694.2140; Email: SBooth@alpinecountyca.gov		
Woodbridge Sanitary District	Collection & processing of MSW, recyclables, & organics Materials processed at Cal-Waste MRF/Transfer Station in Galt	1,346 residential & 25 commercial accounts	5 drivers / 8 staff / collection of 2,659 tons per year	Cal-Waste has been providing excellent services to this community for nearly 40 years!
Contact: Irlanda Mora, Board Secretary/ Office Manager		Phone: 209.368.0900; Email: IMora@woodbridgesd.com		

Budget & Schedule Performance: In all the jurisdictions referenced above, Cal-Waste has not received any liquidated damages for non-performance during a transition. All jurisdictional reporting and compliance have been performed in ways that have satisfied all Franchise Agreement schedules. Rate changes have been completed and approved by jurisdictions in accordance with changes in scope of services.

Subcontractors: Cal-Waste does not utilize subcontractors to provide collection services in the jurisdictions above.

C. Primary Reference

Primary Reference: The City of Galt

Cal-Waste has been providing residential collection and processing services to roughly 8,000 customers in the City of Galt for almost 40 years! As of July 2025, Galt's population was more than 25,000 residents. Current services provided to the residents of Galt are the following:

- ✓ 3 cart residential automated collection service
- ✓ Food waste commingled with yard waste collected weekly
- ✓ Commercial collection offers source separated food waste processing
- ✓ 1 free bulky collection at the curb (includes e-waste) per year
- ✓ 1 free handy hauler (3.5 cubic yard "mini" debris box) per residential customer for disposal of unwanted items
- ✓ "What Goes Where?" search tool to help customers determine what material goes in what container
- ✓ Use of Recycle Coach application in coordination with the City to track compliance with SB 1383

Equipment utilized in the City of Galt includes split-body collection vehicles that service carts, reducing vehicle trips on roadways. The technology we deploy in all our jurisdictions is Soft-Pak, which includes Mobile-Pak, and integrates seamlessly into our customer database and dispatch operations. Vehicles are also equipped with GPS, 3rd Eye system, cameras, and additional safety features.

Our transition in the City of Galt included a comprehensive roll-out of services that were compliant with SB 1383 due to our foresight and collaboration with the City. Carts were purchased well in advanced in order to comply with SB 1383.

Cost Proposal

Submitted as a separate PDF pursuant to the RFP.

Value Added Services

Value Added Services Overview

All our additional value-added services are being provided in the spirit of benefiting and beautifying the City of Sonora. We are committed to providing the most valuable and convenient services to customers in Sonora. We believe the required recyclables revenue sharing will engrain sustainable recycling habits and create long term value to offset future program expenses or fund alternative City sustainability initiatives; these additional services will greatly reduce litter and illegal dumping as each one of these services provide an added mechanism to dispose of waste at no additional cost to the City.

Recycling & Organics Education in Schools

Approach: Each year, Cal-Waste connects with more than 83,000 students at over 150 school sites sharing the practical application and values of recycling, landfill diversion, and sustainability.

Experience: Our Recycle Ambassadors engage students and teachers through classroom experience, school assemblies, virtual learning, community events and MRF tours. We also focus on training janitorial and cafeteria staff regarding SB 1383, food waste recycling and recovery, and have helped students at school and at home to separate food from trash, thereby diverting a large amount of food scraps from landfills.

Deliverables: Details of our school education and outreach activities will be described in our Annual Report to the City.

Sustainability: Educating the youth about landfill diversion, recycling and organics programs, and sustainability creates positive behavior change and improves the health, safety, and environment of the community.

Value: Estimated $50,000 per year benefit

Residential Large Item & Handy-Hauler Curbside Collections

Approach: Cal-Waste will provide one (1) additional large item curbside collection and one (1) Handy Hauler collection for all customers in the City of Sonora, for a total of two (2) additional curbside collections provided per year per household. Customers call in to schedule their curbside collection service and will be informed of our next available day and time for collection. We track curbside Large Item and Handy-Hauler collection events in our database to ensure customers are eligible for two (2) per year.

Experience: We currently provide other franchised customers multiple on-call bulky curbside collection services each year. We use a combination of rear-loader collection vehicles and flatbed trucks to collect and separate materials for recovery.

Deliverables: Cal-Waste will provide the City metrics on the utilization of the additional bulky item collections in our Annual Report to the City. Increased recovery and diversion are expected with the additional, free curbside services.

Sustainability: By providing an additional, convenient, and on-call curbside collection service, we are encouraging and helping residents to responsibly manage their unwanted waste, reducing illegal dumping in the community, while also ensuring materials are diverted from local landfills.

Value: Customers will receive approximately 2.5 cubic yards more per customer per year than the current offering.

Additional Volume of Recycling Cart

Approach: Cal-Waste will use 95-gallon carts for all recycling services in order to provide all customers with a larger volume of service.

Value: Customers will receive approximately 30 gallons more per service than the current offering.

Supporting Those in Need

In an effort to safeguard individuals who may be low-income, Cal-Waste is pleased to offer a **discount rate to low-income residents utilizing cart service**. This discount will be applicable to the initial service level for refuse, recycling, and organics and eligibility will be determined by the City.

Value: $10,000 - $15,000 in discounts per year for low-income residents.

Transfer Facility Development

Cal-Waste is open and interested in the potential development and operation of a Transfer Facility on a City-owned site. If selected, Cal-Waste will commit to the following scope of services:

- Site Assessment and Proposal
- Facility Development
- Operation
- Lease Agreement
- Reporting
- Community Considerations

CAL-WASTE
RECOVERY SYSTEMS

https://www.cal-waste.com/

Cost Proposal Solid Waste Collection Management Services

Narrative Summary

Cal-Waste proposes a comprehensive solid waste management program for residents and businesses of the City of Sonora. The program aims to promote responsible waste disposal and recycling practices, with a focus on diverting waste from landfills and achieving sustainability goals. All materials will be collected by dedicated, well-maintained, clean vehicles equipped with appropriate safety features and waste containment systems to prevent littering or spillage during transport to permitted transfer, disposal or diversion facilities.

Key Elements of the Cal-Waste Proposal are/include:

- ✓ **A New 3 Cart Residential System For Trash, Recycling & Green Waste**
- ✓ **Additional Recycling Volume For Every Residential Customer**
- ✓ **Recyclable Material Revenue Share From Generated Recyclables Processed At Cal-Waste State-Of-The-Art MRF**
- ✓ **New Handy-Hauler Services For Residents**
- ✓ **Two Additional Services Per Resident Per Year To Assist Customers In Managing Larger Materials For Disposal (1 Large Item Pickup & 1 Handy-Hauler)**
- ✓ **On-Site School Education For All Public Schools Within The City Of Sonora**
- ✓ **High Quality Customer Service With Local Knowledge In Our Live Call Center**
- ✓ **Mobile App Providing Customer Service At Your Fingertips, Including Notifications For Collection Days & Schedules, As Well As Guidance On The Proper Disposal & Diversion Of Items Not Included In The Regular Collection Program**
- ✓ **Split Body Trucks To Reduce Trips & Traffic Disruption**
- ✓ **Community Outreach & Education Teach Customers How To Effectively Participate In Our Recycling & Green Waste Programs**
- ✓ **Engagement With Community & Sponsorships**
- ✓ **Industry Leading Software & Technology Solutions Designed For Efficient Routing, Recording & Management Of Customer Service Requirements**
- ✓ **Sustainability & Innovation For Cost Saving Measures**
- ✓ **Discounted Rates For Low-Income Residents**
- ✓ **Cart And Route Audits For Compliance With Contamination & State Mandates, Leaving Cart Tags To Educate Customers**
- ✓ **New Transfer Station On City Owned Property To Provide Increased Value**
- ✓ **Ongoing Collaboration With The City And Partners To Create Value Through Projects Such As A Transfer Station, Biomass Plant, Or Other Renewable Energy Initiatives**

Cost Proposal Structure: Cal-Waste is proposing four (4) Cost Proposal Options. Assumptions and Rate Overviews are provided followed by detailed rate sheets.

Assumptions: All required assumptions are clearly addressed in the following pages and/or in the rate tables.

Residential Collection: Residential Servies will include: Weekly collection of Trash, Bi-Weekly collection of Recyclables and Bi-Weekly collection of Green Waste.

Commercial Collection: Commercial businesses will have cart service options and additional options for 1 to 6 yd containers to right size their waste and recycling needs. Multiple frequency collection options will also be offered to fit each business's needs.

Rate Escalation: Due to inflation, fuel cost changes and other relevant factors, all rates will be subject to an annual adjustment equal to the annual change in the U.S. Bureau of Labor Statistics, Consumer Price Index for All Urban Consumers: Water and Sewer and Trash Collection services Series CUSR0000SEHG https://data.bls.gov/cgi-bin/srgate

Franchise Fee: A 6% fee of gross revenue is offered to the City of Sonora.

Recycling Revenue Sharing: 90% revenue share to the City, as described in the Recyclables Revenue Share Experience section of the main proposal.

Term: 5 years with a City option to extend an additional 5 year term at their discretion.

Value Added Services: An itemized list of Value Added Services is provided in the following pages. Note that Proposed Value Added Services are the same for all Options. For additional detail of Value Added Services, please see the Value Added Services Section of the main proposal.

Transfer Station Costs: Estimated capital costs, annual operating and maintenance costs are included in the applicable Option Proposals. The per account rates include the cost allocation methodology and are presented in the assumptions.

Rates & Extras Tables: All required rates are presented in a tabular format with separate table for each proposed option with clear delineation of costs associated with residential and commercial accounts

Cal-Waste is dedicated to delivering the highest value proposal for the City of Sonora by leveraging our extensive experience in solid waste collection and our thorough understanding of the City's needs. Our proposal ensures full compliance with all required services and introduces meaningful enhancements to the current collection program, creating new opportunities and reinvesting recycling revenue back into the City for the benefit of its residents. Please find our Cost Proposal in the following pages.

Cost Assumptions	Without Transfer Station		With Transfer Station	
Operating Assumptions - All included in rates below	Option 1 Mandatory	Option 2 Subscription	Option 3 Mandatory	Option 4 Subscription
Residential Customers	2190	1,314	2190	1,314
Commercial Customers	220	220	220	220
Rate Adjustment Escalation Factor	Annual WST CPI	Annual WST CPI	Annual WST CPI	Annual WST CPI
Anticipated Regulatory/Environmental Costs	Included	Included	Included	Included
Franchise Fee	6.0%	6.0%	6.0%	6.0%
Cost of Transfer Station (per resident)	$0.00	$0.00	$3.69	$5.07
Recyclable Materials Revenue Share	90%	90%	90%	90%
Term of Contract	5 Years	5 Years	5 Years	5 Years

Residential Rates	Option 1 Mandatory	Option 2 Subscription	Option 3 Mandatory	Option 4 Subscription
35 Gallon Trash	$32.26	$33.26	$32.26	$33.26
65 Gallon Trash	$49.96	$50.96	$49.96	$50.96
95 Gallon Trash	$65.08	$66.08	$65.08	$66.08

*Residential rates include one trash cart serviced weekly, one 95 gallon recycling cart serviced bi-weekly, and one 95 gallon green waste cart serviced bi-weekly

Commercial Trash Rates	Option 1	Option 2	Option 3	Option 4
35 Gallon	$49.47	$49.47	$49.47	$49.47
65 Gallon	$65.94	$65.94	$65.94	$65.94
95 Gallon	$77.71	$77.71	$77.71	$77.71
1 Yard	$167.03	$167.03	$167.03	$167.03
2 Yard	$305.00	$305.00	$305.00	$305.00
3 Yard	$442.87	$442.87	$442.87	$442.87
4 Yard	$580.87	$580.87	$580.87	$580.87
5 Yard	$691.55	$691.55	$691.55	$691.55
6 Yard	$824.30	$824.30	$824.30	$824.30

*All commercial customers are serviced weekly. Additional frequency can be see found on full rate sheets

Commercial Recycling Rates	Option 1	Option 2	Option 3	Option 4
95 Gallon	$50.51	$50.51	$50.51	$50.51
1 Yard	$108.57	$108.57	$108.57	$108.57
2 Yard	$198.25	$198.25	$198.25	$198.25
3 Yard	$287.86	$287.86	$287.86	$287.86
4 Yard	$377.56	$377.56	$377.56	$377.56
5 Yard	$449.51	$449.51	$449.51	$449.51
6 Yard	$535.80	$535.80	$535.80	$535.80

*All commercial customers are serviced weekly. Additional frequency can be see found on full rate sheets

Roll-Off Rates	Option 1	Option 2	Option 3	Option 4
10 yard Haul Charge	$613.64	$613.64	$521.60	$521.60
20 yard Haul Charge	$818.18	$818.18	$695.45	$695.45
30 Yard Haul Charge	$1,029.33	$1,029.33	$874.93	$874.93
Disposal Charge	$83.14	$83.14	$83.14	$83.14

*All Roll-Off services are done through on-call schedueling. Rates include 14 days of occupancy, each day additional day is charged $12.00 per day.

Transfer Station Development	Initial Capital	Monthly Operating Cost
Building and Land Improvements	$355,085.00	$2,959.04
Transfer Equipment	$510,000.00	$4,250.00
Operation and Maintenance		$17,113.42
TTL Monthly Operating Cost		$24,322.46
Allocation Method (based on tons)	**% of TTL Tons**	**Cost Allocation**
Residential	30%	$7,406.10
Commercial	18%	$4,305.58
Roll-Off	52%	$12,610.78

*Cost allocation varies depending on mandatory vs. subscription service

Value Added Services:	
Recyclable Revenue Sharing	$30,000
Low-Income Discount	$10,000-15,000
Recycling & Waste Education in Schools	$50,000
Recycling Cart Additional Volume	
Large Item Handy-Hauler Additional Volume	

RESIDENTIAL SERVICES - with or without Transfer Station	Subscription	Mandatory
One 35 gallon trash cart serviced weekly; One 95 gallon recycling cart serviced bi-weekly; One 65 gallon Green Waste cart serviced bi-weekly	$33.26	$32.26
One 65 gallon trash cart serviced weekly; One 95 gallon recycling cart serviced bi-weekly; One 65 gallon Green Waste cart serviced bi-weekly	$50.96	$49.96
One 95 gallon trash cart serviced weekly; One 95 gallon recycling cart serviced bi-weekly; One 65 gallon Green Waste cart serviced bi-weekly	$66.08	$65.08

Extra & Special Residential Charges		Same for all Options	
		Rate	Unit
Special Charges (On an unscheduled service day)			
	Trash Cart or Can	$29.03	per Service
	Recycle Cart or Can	$29.03	per Service
	Green Waste Cart	$29.03	per Service
Extra Charges (On a scheduled service Day)			
	Trash Cart or Can	$14.52	per Service
	Recycle Cart or Can	$14.52	per Service
	Green Waste Cart	$14.52	per Service
On-Call Charges (on a scheduled service day for that route area)			
	Trash Cart	$29.03	per Service
	Recycle Cart or Can	$29.03	per Service
	Green Waste Cart	$29.03	per Service
On-Call Charges (on an unscheduled service day for that route area)			
	Trash Cart	$58.07	per Service
	Recycle Cart or Can	$58.07	per Service
	Green Waste Cart	$58.07	per Service
Monthly Cart or Can Rent for On–Call Services		$5.28	per Month
Each Additional Recycle Cart or Can (must be kept for 6 months minimum)		$5.28	per Month
Each Additional Green Waste Cart (must be kept for 6 months minimum)		$5.28	per Month
Cart equipped with Locking Lid		$3.96	per Month
Walk-In / Backyard Service		$19.79	per Month
Drive-In/Long Driveway Service (Calculated from where leaving City-maintained road		$19.79	per Month + additional $15/mile after 1st mile (1-way)
Cart or Can Steam Cleaning		$23.75	per Cart
Deposit to Restart Service after stopped for non-payment		$197.95	per Restart
Lost Cart or Can/destroyed Cart or Can		$158.36	per Each

COMMERCIAL TRASH SERVICES - Same for all Options

Monthly Rates For Commercial Trash Service

		Trash Cart/Can Pickups per week					
Cart/Can Size, Gals	**Cart or Can Count**	**1**	**2**	**3**	**4**	**5**	**6**
35 Gallon Cart or 32 Gallon Can	1	$49.47	$108.82	$180.55	$232.49	$284.42	$331.42
	2	$103.88	$228.53	$379.15	$488.22	$597.29	$695.97
	3	$163.23	$359.12	$595.81	$767.20	$938.60	$1,093.67
	4	$217.65	$478.82	$794.41	$1,022.94	$1,251.47	$1,458.23
	5	$262.16	$576.76	$956.90	$1,232.17	$1,507.45	$1,756.50
65 Gallon Cart	1	$65.94	$145.07	$240.68	$309.92	$379.15	$441.79
	2	$138.47	$304.64	$505.43	$650.82	$796.22	$927.77
	3	$217.60	$478.72	$794.24	$1,022.72	$1,251.20	$1,457.92
	4	$290.13	$638.29	$1,058.99	$1,363.63	$1,668.27	$1,943.90
	5	$349.48	$768.85	$1,275.60	$1,642.55	$2,009.51	$2,341.51
95 Gallon Cart	1	$77.71	$170.95	$283.63	$365.22	$446.81	$520.63
	2	$163.18	$359.00	$595.61	$766.95	$938.29	$1,093.32
	3	$256.43	$564.14	$935.96	$1,205.21	$1,474.46	$1,718.07
	4	$341.90	$752.19	$1,247.95	$1,606.95	$1,965.95	$2,290.76
	5	$411.84	$906.05	$1,503.21	$1,935.65	$2,368.08	$2,759.32

		Trash Container Pickups per week					
Container Size, CY	**Container Count**	**1**	**2**	**3**	**4**	**5**	**6**
1 CY	1	$167.03	$367.47	$609.67	$785.05	$960.43	$1,119.11
	2	$302.79	$666.14	$1,105.18	$1,423.11	$1,741.04	$2,028.69
	3	$551.20	$1,212.65	$2,011.90	$2,590.66	$3,169.42	$3,693.07
	4	$734.94	$1,616.87	$2,682.53	$3,454.21	$4,225.90	$4,924.09
	5	$885.27	$1,947.59	$3,231.23	$4,160.76	$5,090.29	$5,931.29
2 CY	1	$305.00	$671.00	$1,113.26	$1,433.51	$1,753.76	$2,043.51
	2	$640.50	$1,409.11	$2,337.84	$3,010.37	$3,682.89	$4,291.37
	3	$1,006.51	$2,214.31	$3,673.74	$4,730.57	$5,787.40	$6,743.58
	4	$1,342.01	$2,952.41	$4,898.32	$6,307.43	$7,716.54	$8,991.45
	5	$1,616.51	$3,556.32	$5,900.25	$7,597.59	$9,294.92	$10,830.60

COMMERCIAL TRASH SERVICES

Monthly Rates For Commercial Trash Service

Container Size, CY	Container Count	Trash Container Pickups per week					
		1	2	3	4	5	6
3 CY	1	$442.87	$974.31	$1,616.47	$2,081.48	$2,546.49	$2,967.21
	2	$930.02	$2,046.05	$3,394.58	$4,371.10	$5,347.63	$6,231.15
	3	$1,461.46	$3,215.22	$5,334.34	$6,868.88	$8,403.41	$9,791.80
	4	$1,948.62	$4,286.96	$7,112.45	$9,158.50	$11,204.55	$13,055.74
	5	$2,347.20	$5,163.84	$8,567.27	$11,031.83	$13,496.39	$15,726.23
4 CY	1	$580.87	$1,277.91	$2,120.17	$2,730.08	$3,339.99	$3,891.82
	2	$1,219.82	$2,683.61	$4,452.36	$5,733.17	$7,013.99	$8,172.82
	3	$1,916.87	$4,217.11	$6,996.56	$9,009.27	$11,021.98	$12,843.01
	4	$2,555.82	$5,622.81	$9,328.75	$12,012.36	$14,695.98	$17,124.01
	5	$3,078.60	$6,772.93	$11,236.90	$14,469.44	$17,701.97	$20,626.65
5 CY	1	$691.55	$1,521.41	$2,524.16	$3,250.29	$3,976.41	$4,633.39
	2	$1,452.26	$3,194.96	$5,300.73	$6,825.60	$8,350.47	$9,730.11
	3	$2,282.12	$5,020.65	$8,329.72	$10,725.94	$13,122.16	$15,290.17
	4	$3,042.82	$6,694.20	$11,106.29	$14,301.25	$17,496.22	$20,386.89
	5	$3,665.22	$8,063.47	$13,378.03	$17,226.51	$21,074.99	$24,556.94
6 CY	1	$824.30	$1,813.46	$3,008.70	$3,874.21	$4,739.73	$5,522.81
	2	$1,731.03	$3,808.27	$6,318.26	$8,135.84	$9,953.42	$11,597.90
	3	$2,720.19	$5,984.42	$9,928.69	$12,784.89	$15,641.09	$18,225.27
	4	$3,626.92	$7,979.22	$13,238.26	$17,046.52	$20,854.79	$24,300.36
	5	$4,368.79	$9,611.34	$15,946.08	$20,533.31	$25,120.54	$29,270.89

COMMERCIAL RECYCLE SERVICES - Same for all Options

Monthly Rates For Commercial Recycling Service

		Recycle Cart Pickups per week					
Cart/Can Size, Gals	Cart or Can Count	1	2	3	4	5	6
95 Gallon Cart	1	$50.51	$111.12	$184.36	$237.39	$290.42	$338.41
	2	$106.07	$233.35	$387.15	$498.52	$609.89	$710.66
	3	$166.68	$366.69	$608.38	$783.39	$958.40	$1,116.75
	4	$222.24	$488.92	$811.17	$1,044.52	$1,277.87	$1,488.99
	5	$267.70	$588.93	$977.09	$1,258.17	$1,539.25	$1,793.56

		Recycle Container Pickups per week					
Container Size, CY	Container Count	1	2	3	4	5	6
1 CY	1	$108.57	$238.86	$396.28	$510.28	$624.28	$727.42
	2	$196.81	$432.99	$718.37	$925.02	$1,131.68	$1,318.65
	3	$358.28	$788.22	$1,307.73	$1,683.93	$2,060.13	$2,400.49
	4	$477.71	$1,050.96	$1,743.64	$2,245.24	$2,746.83	$3,200.66
	5	$575.42	$1,265.93	$2,100.30	$2,704.49	$3,308.69	$3,855.34
2 CY	1	$198.25	$436.15	$723.62	$931.78	$1,139.94	$1,328.28
	2	$416.33	$915.92	$1,519.59	$1,956.74	$2,393.88	$2,789.39
	3	$654.23	$1,439.30	$2,387.93	$3,074.87	$3,761.81	$4,383.33
	4	$872.30	$1,919.07	$3,183.91	$4,099.83	$5,015.75	$5,844.44
	5	$1,050.73	$2,311.61	$3,835.17	$4,938.43	$6,041.70	$7,039.89

COMMERCIAL RECYCLE SERVICES

Monthly Rates For Commercial Recycling Service

		Recycle Container Pickups per week					
Container Size, CY	**Container Count**	**1**	**2**	**3**	**4**	**5**	**6**
3 CY	1	$287.86	$633.30	$1,050.70	$1,352.96	$1,655.22	$1,928.69
	2	$604.51	$1,329.93	$2,206.48	$2,841.22	$3,475.96	$4,050.25
	3	$949.95	$2,089.89	$3,467.32	$4,464.77	$5,462.22	$6,364.67
	4	$1,266.60	$2,786.52	$4,623.09	$5,953.03	$7,282.96	$8,486.23
	5	$1,525.68	$3,356.49	$5,568.73	$7,170.69	$8,772.65	$10,222.05
4 CY	1	$377.56	$830.64	$1,378.11	$1,774.55	$2,171.00	$2,529.68
	2	$792.89	$1,744.35	$2,894.03	$3,726.56	$4,559.09	$5,312.33
	3	$1,245.96	$2,741.12	$4,547.77	$5,856.03	$7,164.29	$8,347.95
	4	$1,661.28	$3,654.83	$6,063.69	$7,808.04	$9,552.39	$11,130.61
	5	$2,001.09	$4,402.40	$7,303.99	$9,405.14	$11,506.28	$13,407.32
5 CY	1	$449.51	$988.92	$1,640.70	$2,112.69	$2,584.67	$3,011.70
	2	$943.97	$2,076.72	$3,445.47	$4,436.64	$5,427.80	$6,324.57
	3	$1,483.37	$3,263.42	$5,414.32	$6,971.86	$8,529.40	$9,938.61
	4	$1,977.83	$4,351.23	$7,219.09	$9,295.82	$11,372.54	$13,251.48
	5	$2,382.39	$5,241.26	$8,695.72	$11,197.23	$13,698.74	$15,962.01
6 CY	1	$535.80	$1,178.75	$1,955.65	$2,518.24	$3,080.82	$3,589.83
	2	$1,125.17	$2,475.37	$4,106.87	$5,288.30	$6,469.72	$7,538.64
	3	$1,768.12	$3,889.87	$6,453.65	$8,310.18	$10,166.71	$11,846.43
	4	$2,357.50	$5,186.50	$8,604.87	$11,080.24	$13,555.61	$15,795.24
	5	$2,839.71	$6,247.37	$10,364.95	$13,346.65	$16,328.35	$19,026.08

COMMERCIAL SPECIALS, EXTRAS, ON-CALL, MISCELLANEOUS - Same for all options

					Rate	Unit
Special Charges (On an unscheduled service day)						
	Trash Cart/Can				$29.03	per Cart/Can
	Recycle Cart/Can				$29.03	per Cart/Can
	Trash Container					
		1 CY			$33.27	per Service
		2 CY			$66.53	per Service
		3CY			$106.46	per Service
		4 CY			$144.72	per Service
		5 CY			$179.65	per Service
		6 CY			$216.24	per Service
	Recycle Container					
		1 CY			$19.35	per Service
		2 CY			$29.05	per Service
		3CY			$90.49	per Service
		4 CY			$123.01	per Service
		5 CY			$143.25	per Service
		6 CY			$183.81	per Service
Extra Charges (On a scheduled service Day)						
	Trash Cart/Can				$14.52	per Cart/Can
	Recycle Cart/Can				$14.52	per Cart/Can
	Trash Container					
		1 CY			$21.95	per Service
		2 CY			$43.91	per Service
		3CY			$70.25	per Service
		4 CY			$95.50	per Service
		5 CY			$118.54	per Service
		6 CY			$142.69	per Service
	Recycle Container					
		1 CY			$12.77	per Service
		2 CY			$19.16	per Service
		3CY			$59.71	per Service
		4 CY			$81.17	per Service
		5 CY			$94.52	per Service
		6 CY			$121.29	per Service
On-Call Charges (on the scheduled service day for that route area)						
	Trash Cart/Can				$29.03	per Service
	Recycle Cart/Can				$29.03	per Service
	Trash Container					
		1 CY			$33.27	per Service
		2 CY			$66.53	per Service
		3CY			$106.46	per Service
		4 CY			$144.72	per Service
		5 CY			$179.65	per Service
		6 CY			$216.24	per Service

COMMERCIAL SPECIALS, EXTRAS, ON-CALL, MISCELLANEOUS

					Rate	Unit
	Recycle Container					
		1 CY			$19.35	per Service
		2 CY			$29.05	per Service
		3CY			$90.49	per Service
		4 CY			$123.01	per Service
		5 CY			$143.25	per Service
		6 CY			$183.81	per Service
Walk-In Service						
		Cart/Can			$19.79	per Month
Drive-In/Long Driveway Service (Calculated from where leaving County-maintained road					$19.79	per Month + additional $15/mile after 1st mile (1-way)
Monthly Rent for On–Call Accounts						
	Cart				$5.28	per Month
	Container				$26.39	per Month
Locks and Lock Bars						
	Cart equipped with Locking Lid				$3.96	per Month
	Container unlocking service				$10.56	per Month
Deposit to Restart Service after stopped for non-payment					Computed value of three (3) times monthly service rate	
Steam Clean						
	Cart/Can				$23.75	per Cart/Can
	All container sizes				$85.78	per Container

ROLLOFF SERVICES

Total Customer Charge is sum of Appropriate Haul Charge plus tons hauled multiplied by Transfer Station Charge per Ton

	w/o Transfer Station		w/ Transfer Station	
Haul Charge	Option 1 Mandatory	Option 2 Subscription	Option 3 Mandatory	Option 4 Subscription
10 Yard Bin	$613.64	$613.64	$521.60	$521.60
20 Yard Bin	$818.18	$818.18	$695.45	$695.45
30 Yard Bin	$1,029.33	$1,029.33	$874.93	$874.93
Disposal per Ton	$83.14	$83.14	$83.14	$83.14

Rolloff rates include 14 days on customer's site, not including day of delivery or day of removal. Per-day rental charge after 14 days on customer's site is $12.00 per day.

Roll Off Trip Charge and Monthly Rent - same for all options

		Rate	Unit
Trip Charge (Assessed whenever work scheduled is not accessible)		$100.00	per Hour (time spent)
Monthly Rent (Assessed whenever a permanently placed bin is not serviced for 30 days)			
	10-20 CY Bins	$130.00	per Month
	30 CY Bins	$150.00	per Month

Unacceptable Materials Charges

		Rate	Unit
Unacceptable Materials Charges when found in Rolloff Loads;			
	Appliances	$49.49	per Each
	Tires-Small	$4.95	per Each
	Tires-Small on Rim	$9.90	per Each
	Tires-Truck	$15.84	per Each
	Tires-Truck on Rim	$19.79	per Each
	Electronic Waste (E-Waste)	$13.20	per Each

HANDY-HAULERS AND BULKY WASTE

Handy-Haulers			
	Trash	Green Waste	C&D
3.5 CY	$110.85	$100.29	$121.41
5.0 CY	$217.75	$204.55	$237.54

Handy-Hauler rates include 7 days on customer's site, not including day of delivery or day of removal. Per-day rental charge after 7 days on customer's site is $12.00 per day.

Large Item Charges			
		Rate	**Unit**
Large Item Service		$26.39	per Item
Special Materials Charges when setout with Large Items;			
	Appliances	$49.49	per Each
	Tires-Small	$4.95	per Each
	Tires-Small on Rim	$9.90	per Each
	Tires-Truck	$15.84	per Each
	Tires-Truck on Rim	$19.79	per Each
	Electronic Waste (E-Waste)	$13.20	per Each



Regional Expertise
National Resources.
Powered by Local People

Grounded in Local History, Built for the Future

COVER LETTER

Date: August 11, 2025
To: City of Sonora
Attn: Melissa Eads, City Administrator
94 N. Washington Street
Sonora, CA 95370

RE: Response to Request for Proposals – Solid Waste, Recycling, and Green Waste Collection and Management Services

Dear Ms. Eads and Members of the City Council,

On behalf of WM Cal Sierra, we are pleased to submit our proposal to continue our decades-long partnership with the City of Sonora for the delivery of solid waste, recycling, and green waste services. As your longtime service provider, we value the opportunity to reaffirm our commitment to the community, evolve our programs to meet today's needs, and remain a reliable, proactive partner for years to come.

WM Cal Sierra brings Sonora a uniquely strong partnership, rooted in extensive local operations, regional expertise, and a consistent track record of service. We employ over 40 local team members and operate a hauling yard, transfer station, recycling buy-back center, and green waste facility within Tuolumne County. Our team has served the City for more than a decade, providing steady service through staffing transitions, service expansions, and community initiatives.

This proposal includes a range of service enhancements designed to support the City's priorities, including fire prevention, community engagement, neighborhood cleanliness, and improved customer service. New offerings emphasize connection, education, and community pride — from downtown business mixers and annual Sonora Schools Sustainability Awards to free recycling drop-off events, compost giveaways, and other programs that bring residents together while advancing the City's environmental goals. These community investments are paired with practical service upgrades such as every-other-week curbside green waste collection, bulky item pickup, and free disposal support for illegal dumping cleanups, ensuring Sonora receives both innovative programs and reliable day-to-day service.

Although the City of Sonora is currently exempt from SB 1383, WM Cal Sierra—an integral part of WM's Northern California network—brings unmatched expertise and operational capacity in the implementation of organics programs across the state. From Monterey to the Central Valley, we have successfully developed, launched, and managed fully

WM Project Manager for City of Sonora	
Name:	Vanessa Barberis
Phone:	(209) 323-0257
Email:	vbarberi@wm.com
Office:	1333 E Turner Rd., Lodi, CA. 95240

compliant, community-focused solutions in jurisdictions throughout California. This proven track record positions us as a trusted partner, ready to support the City in meeting future regulatory requirements and advancing local and statewide sustainability goals.

This proposal reaffirms WM Cal Sierra's commitment, ability, and intent to provide services as outlined in the City's Request for Proposals. Through this document, WM Cal Sierra also confirms its ability to provide a performance bond as specified in the boilerplate agreement. WM Cal Sierra contract exceptions are included in Appendix D.

WM Cal Sierra will fully adhere to the State of California's General Prevailing Wage Rate Requirements in accordance with California Labor Code, Section 117, as well as applicable federal, state, and local laws and ordinances governing the scope of work. As an equal opportunity employer, WM Cal Sierra fully supports affirmative action principles.

WM Cal Sierra acknowledges receipt of Addendum No. 1, dated August 4, 2025, to the City of Sonora RFP for Solid Waste, Recycling, and Green Waste Collection and Management Services. WM Cal Sierra meets all specified requirements for licensing, insurance, and indemnification. There are no known conflicts of interest associated with this submission. Additionally, all terms and pricing presented in this proposal shall remain valid for a minimum of 120 days from the submission deadline.

Thank you for the opportunity to continue serving the City of Sonora. We look forward to building on our shared success and remain committed to delivering reliable, high-quality service that supports the City's long-term goals.

Sincerely,



Alex Oseguera | **President**

Cal Sierra Disposal



Vanessa Barberis | **Public Sector Manager**

WM Cal Sierra

TABLE OF CONTENTS

Executive Summary 1
Company Overview 2
Approach to Scope of Work 4
Collection Services: Solid Waste, Recycling, and Green Waste 4
Commitment to Safety 4
Routing, Scheduling, Equipment, and Containers 5
Public Education, Rollout Plan, and Ongoing Community Outreach 5
Contamination and Monitoring Outreach Strategy 6
Outreach Samples 7
Monitoring, Data Tracking, and Reporting 8
Customer Service and Complaint Resolution 9
Modern Tools to Meet Today's Customer Expectations 11
Regulatory Readiness 12
Support for Sonora's Historic Downtown 12
Transition and Implementation Plan 13
Experience and Qualifications 14
Key Staff Personnel 15
Primary Reference 17
Partnership Highlights 17
Similar Reference Services 19
Partnership Highlights 21
Optional Transfer Facility Collaboration 22
VALUE-ADDED SERVICES 23
Existing Benefits to the City of Sonora 23
New and Expanded Community Programs 24
APPENDICES 25
Appendix A – Cost Proposal 26
Overview 26
Service Categories: Mandatory and Subscription 26
Rate Strategy: Value-Driven and Resident-Focused 26

Franchise Fee and Recyclables Revenue 27
Flexibility for Future City Requests 27
Option 1 – Mandatory Service Without a Transfer Station 28
Option 2 – Subscription-Based Service Without a Transfer Station 34
Appendix B – Transfer Station Permit 40
Appendix C – Sonora Business License 44
Appendix D – Boilerplate Exceptions 45
Appendix E – Letters of Support 46
Appendix F – Implementation Plan 50

This page intentionally left blank.

TECHNICAL PROPOSAL

Executive Summary

WM Cal Sierra is pleased to submit this proposal to continue serving as the City of Sonora's exclusive provider of solid waste, recycling, and green waste collection and management services. As Sonora's long-standing service partner, we offer not only a proven record of safety, reliability, and operational excellence but also a forward-thinking approach that positions the City for future success.

In this proposal, WM Cal Sierra outlines several service enhancements designed to increase convenience, address environmental priorities, support the community, and help the City meet immediate and future needs. These enhancements include:

- ✓ Every-other-week curbside green waste collection for all single-family homes, beginning March 2026
- ✓ Curbside bulky item collection by request, up to twice per year, to reduce illegal dumping and support residents without access to the transfer station
- ✓ Free disposal of up to five hundred tons per year of material collected through community-led illegal dumping cleanups
- ✓ Curbside Christmas tree collection to simplify post-holiday disposal at no additional cost to the City
- ✓ New 10% discount for qualifying low-income households and senior residents
- ✓ Emergency response and fire risk mitigation support, including coordination on public education and debris disposal following local events or weather incidents
- ✓ Ongoing public education and outreach, including print, digital, and event-based engagement to promote service participation and community pride
- ✓ Bi-annual community recycling events offering free document shredding, electronic waste drop-off, and compost giveaways to promote sustainability and reduce illegal dumping
- ✓ Downtown business mixers three times per year to provide an open forum for local business owners to connect directly with WM Cal Sierra's operations team and recycling coordinator
- ✓ Partnership with Tuolumne County Arts to expand the community art supply donation program, including a new donation shed at the Recycling Buy-Back Center to increase material donations and benefit local artists
- ✓ Sonora Schools Sustainability Awards providing a $500 annual grant to each K–12 school in Sonora to support on-campus recycling and sustainability projects

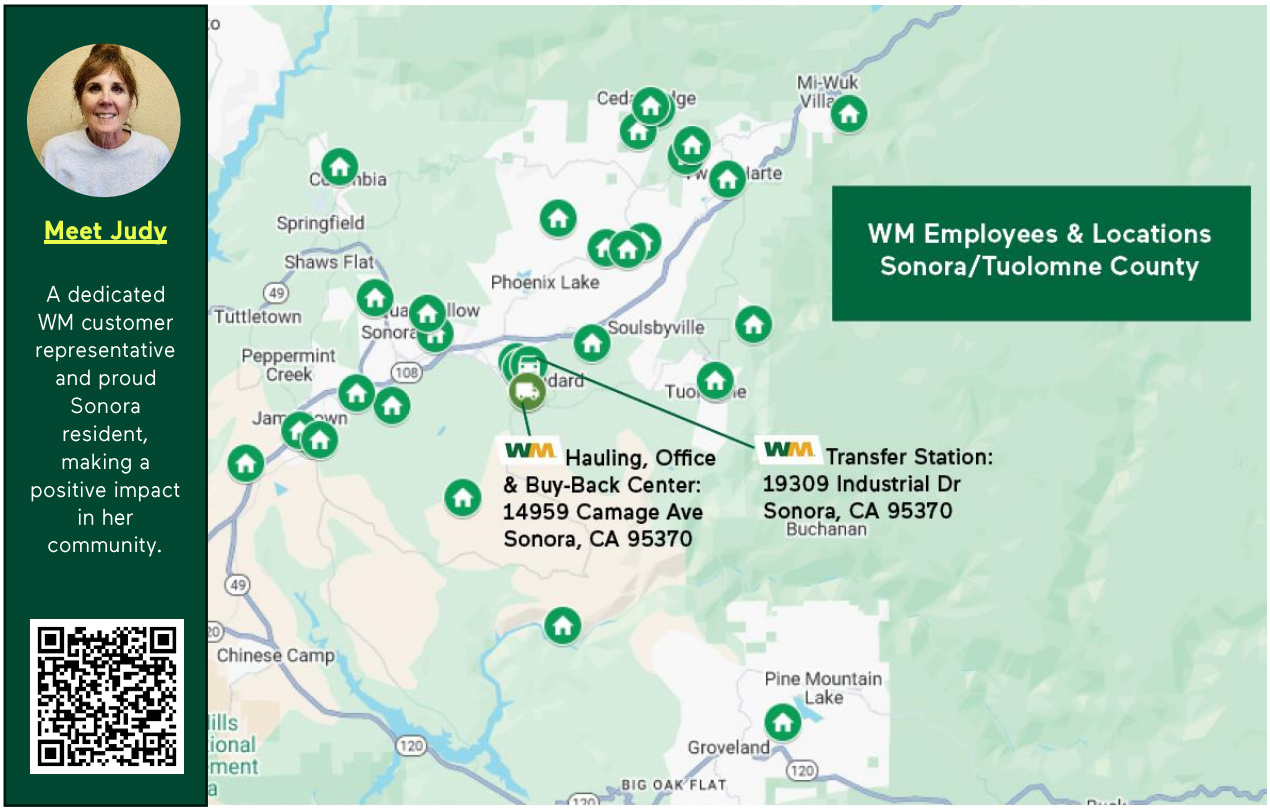
These additions also support the region's broader fire prevention efforts by diverting flammable green waste material. WM Cal Sierra has a long-standing partnership with the Sonora Fire Department to co-host seasonal green waste drop-off events at our Slash Transfer Station. These events help reduce wildfire risk while engaging and educating residents about proper green waste disposal.

In the immediate future, WM Cal Sierra will focus on ensuring full compliance with AB 341 Mandatory Commercial Recycling, providing education and outreach to local businesses and multi-family properties. Should the City advance toward future organics requirements, our team stands ready to support with the same level of expertise and care we have brought to similar communities.

WM Cal Sierra is proud of the decades of partnership with the City. With this proposal, we reaffirm our commitment to local service, long-term environmental progress, and a public-private partnership that helps the community thrive.

Company Overview

WM Cal Sierra is the dedicated local operating company for WM, North America's leading environmental services provider. Our structure blends national capabilities with deep local roots, enabling us to provide dependable, community-based waste and recycling services to the City of Sonora and greater Tuolumne County. We operate four local facilities: a hauling yard, transfer station, recycling buy-back center, and green waste processing site, all located near Sonora. These sites are staffed by more than 40 employees, over 80% of whom live in Tuolumne County, with half residing in Sonora itself. The adjacent map illustrates the location of these facilities and the home areas of our employees, underscoring the deep community roots of our team. WM Cal Sierra's employees live, work, and raise families in the region, delivering safe, reliable service to their neighbors each day.

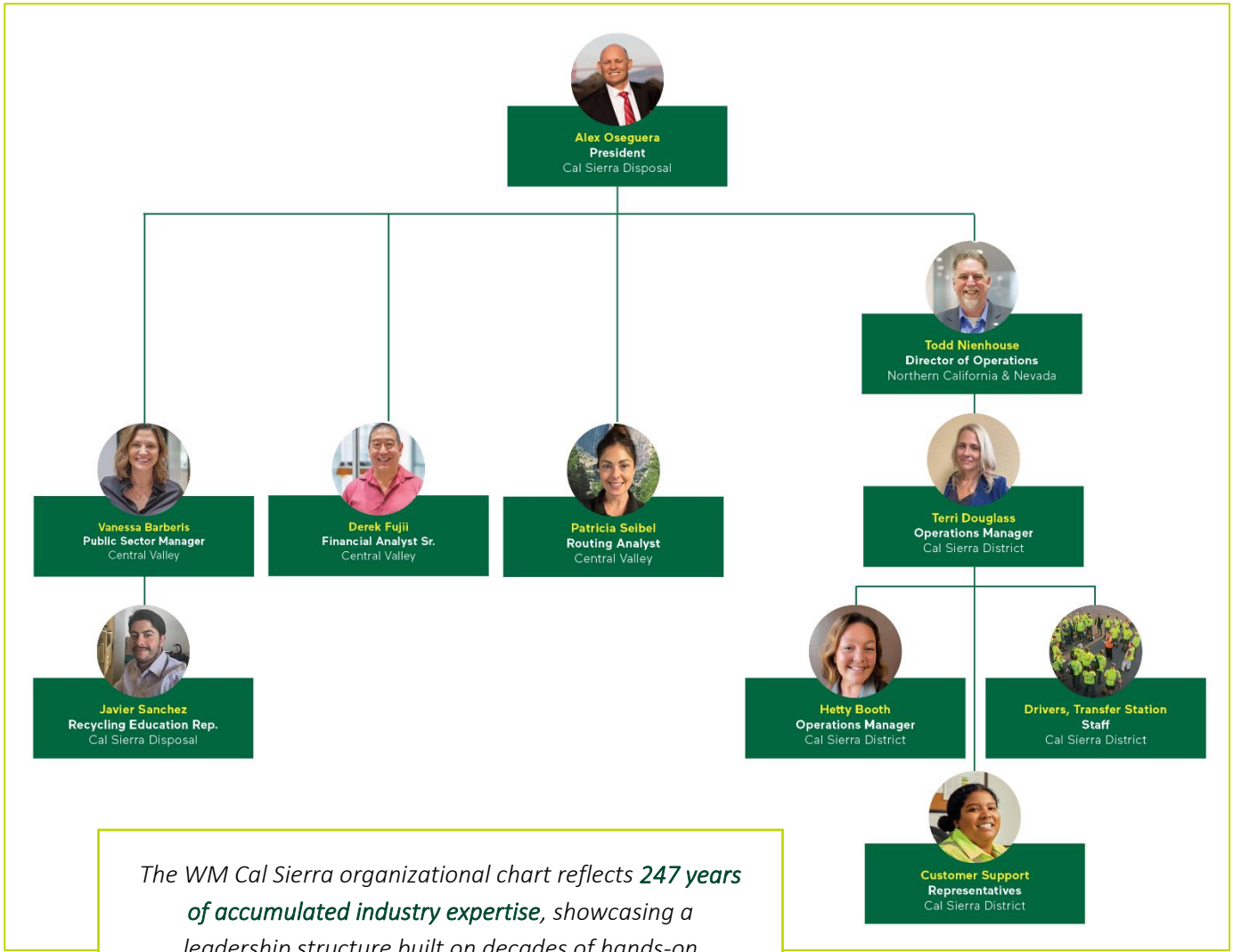


What sets WM Cal Sierra apart is not just our local presence but the strength and resilience of our team. In 2024, our local leader, District Manager Jim Garcia, passed away following a sudden and brief battle with cancer. Jim left a lasting impact on our organization and the community he proudly served. In the months that followed, Terri Douglass, a Sonora native and longtime route manager, stepped up to guide the team through a challenging transition. She was promoted to District Manager in early 2025 and continues to lead with integrity, local insight, and a deep commitment to the people and neighborhoods

we serve. We are proud and inspired to see her leading the way, paving the path for greater female leadership within our industry.

WM Cal Sierra is also supported by an experienced regional team. Vanessa Barberis, Public Sector Manager, and Derek Fuji, Senior Financial Analyst, have partnered with Cal Sierra for more than a decade, guiding service transitions, contract negotiations, and program development across Sonora and Tuolumne County. Their long institutional knowledge provides stability and strategic insight that supports both local staff and City leadership.

The organizational chart below illustrates how our local leadership is directly supported by specialized experts in customer service, public outreach and education, compliance, and finance. This structure ensures that the City of Sonora benefits from both dedicated local oversight and the strength of WM's broader operational support network.



*The WM Cal Sierra organizational chart reflects **247 years of accumulated industry expertise**, showcasing a leadership structure built on decades of hands-on experience, operational excellence, and deep knowledge of the waste management industry.*

Approach to Scope of Work

Collection Services: Solid Waste, Recycling, and Green Waste

WM Cal Sierra has provided reliable solid waste and recycling collection services to the City of Sonora for decades. Our experienced team of drivers and operations staff is deeply familiar with the community and the daily realities of navigating Sonora's diverse neighborhoods, from the scenic hillside properties to the historic downtown.

As part of this proposal, WM will add bi-weekly green waste collection to the existing service schedule. This addition aligns with Sonora's growing emphasis on fire prevention and community resiliency and complements the City's goals for enhanced environmental stewardship.



Meet Anthony

A proud Sonora resident and WM driver whose local knowledge aids our daily operations.

Commitment to Safety

At WM Cal Sierra, safety is a core value and the foundation of our operations. We take seriously our responsibility to protect the well-being of our employees, the public, and the communities we serve. In Sonora, this means ensuring every collection route is executed with the highest safety standards in mind - every day, without compromise.

WM Cal Sierra's safety program is built on four key pillars: employee training, safe equipment, proactive culture, and continuous improvement. All drivers complete rigorous onboarding and ongoing training, including route-specific safety protocols, incident response, and defensive driving. Locally, our team participates in regular tailgate meetings and monthly safety stand-downs to reinforce accountability and safety awareness.

Our trucks are equipped with industry-leading safety features, including:



Meet Alvaro

A technician who views his role as a mission to protect drivers, his own family, and the community.

- ✓ Full camera systems for 360° visibility
- ✓ Backing alarms and trapezoidal side lights for added awareness
- ✓ Disc brakes and air-ride driver seats for increased vehicle control and comfort

WM Cal Sierra's safety performance speaks for itself. Over the last year, our Cal Sierra team has delivered more than 879,000 residential lifts with 99.4% on-time accuracy, while maintaining an excellent safety record and strong customer satisfaction.

WM's "Get Home Safe Every Day" program empowers every employee to make safety a personal priority. We believe every injury is preventable - and that safety is not just a practice, but a mindset.

Routing, Scheduling, Equipment, and Containers

Our current routing model has been developed and refined over years of on-the-ground experience in Sonora. It accounts for seasonal weather variations, terrain complexity, and road conditions.

Service is provided using a combination of automated side-load and rear-load collection vehicles. In the narrower areas near downtown, our “foot route” is serviced using manual equipment designed to safely navigate tight corridors that would otherwise be inaccessible.

WM maintains the necessary equipment and fleet capacity to continue the current solid waste and recycling service and to seamlessly integrate green waste collection into alternating recycling weeks.

Routing and scheduling will be managed by District Manager Terri Douglass, a Sonora native who leads our local operations team with close attention to daily performance and proactive long-term planning.

Public Education, Rollout Plan, and Ongoing Community Outreach

WM’s Communications team will support the City of Sonora with a comprehensive and strategic rollout plan for the launch of green waste collection and other new value-added services (*see Page 23*). This plan will feature targeted outreach, digital and analog tools - including direct mailers, educational materials, signage, and customized digital content - specifically tailored to engage and inform Sonora’s residents, ensuring a smooth and successful service launch.

We are also developing a long-term education strategy tailored to the City’s priorities, while maintaining consistency with regional messaging to support residents and businesses who commute between the City and surrounding areas. This campaign will reinforce participation and support program success over time. Our approach blends traditional print materials with a range of digital media to ensure we effectively reach a diverse customer base, including residents and businesses across all age groups. Our goal is to ensure every new program is clear, accessible, and easy to follow by effectively communicating what is changing, how to participate, and why it matters to the community.

Green Waste Outreach Strategy

The adoption of a new service and practice will require robust pre-rollout and post-rollout education.

Pre-rollout:

- ✓ Google display and streaming/YouTube ads
- ✓ Direct mail introducing the service
- ✓ Reminder mailer for cart deliveries and days of service
- ✓ Cart tags to further promote the use of the new service
- ✓ Radio spots
- ✓ Website service updates

Post-rollout:

- ✓ New sorting signage for all commercial businesses and multifamily dwelling buildings
- ✓ New green waste service added to annual service brochures and service calendars.
- ✓ Email campaign to remind businesses and residents about yard waste disposal
- ✓ Radio spots

Contamination and Monitoring Outreach Strategy

The introduction of Smart Truck® (see next section to learn more about the program) requires a months-long campaign to educate residents and businesses.

Pre-rollout

- ✓ Direct mailers introducing the monitoring program, Smart Truck® technology, and sorting guides
- ✓ Education notice letters only for incidents found prior to official warnings and charges
- ✓ Reminder postcards prior to official warnings and charges
- ✓ Geo-localized Google display and streaming/YouTube advertisements educating residents and businesses on how to avoid contamination
- ✓ Contamination monitoring collateral and education added to dedicated Sonora business and residential websites



Post-rollout

- ✓ Notification and educational letters sent directly to customers after each incident
- ✓ Program information added to annual service brochures and service calendars.
- ✓ Geo-localized Google display and streaming/YouTube advertisements educating residents and businesses on how to avoid contamination.
- ✓ Radio Spots

Outreach Samples



Direct Mail - Postcards



Email Blasts



Direct Mail - Postcard

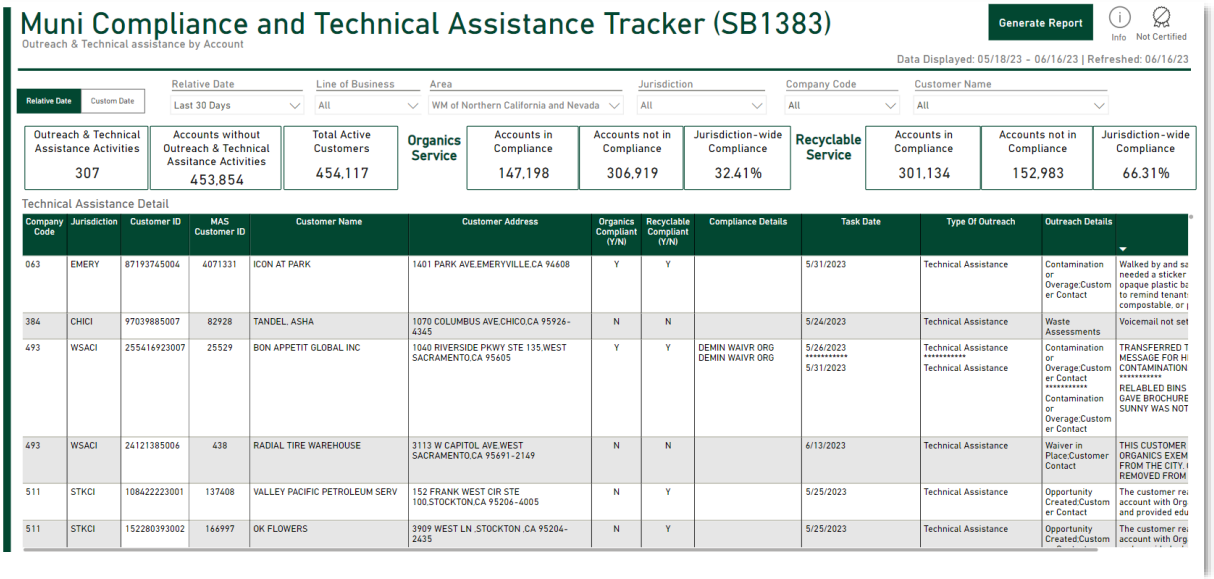
Monitoring, Data Tracking, and Reporting

WM Cal Sierra will enhance the City's collection services using WM's proprietary Smart Truck® technology. This technology captures route-level data through on-board cameras and GPS that record images of carts, locations, and service conditions at the time of collection. These photos are time-stamped and geotagged, providing a transparent record of service accuracy and container contents.

As part of this proposal, WM Cal Sierra will implement Smart Truck® on day one for solid waste and recycling routes, launching a 60-day education period for residents. Rather than issuing contamination fees immediately, this phase will focus on proactive education by using real-time images and service alerts to inform residents when contamination is observed and offer guidance on proper sorting. This technology will provide immediate value by:

- ✓ Helping reduce recycling contamination through targeted education
- ✓ Improving operational efficiency and service accuracy
- ✓ Supporting customer service by allowing local representatives to view service photos and videos
- ✓ Equipping the City with tools that meet and exceed future state mandate requirements

WM has successfully deployed Smart Truck® technology across California to meet SB 1383 container audit requirements, including in Lodi, Merced County, and San Joaquin County. This proven system gives the City of Sonora a head start on compliance readiness, supported by established infrastructure and a local team prepared to meet regulatory requirements without interruption.



Muni Compliance and Technical Assistance Tracker (SB1383)

Outreach & Technical assistance by Account

Generate Report | Info | Not Certified

Data Displayed: 05/18/23 - 06/16/23 | Refreshed: 06/16/23

Relative Date | Custom Date | Relative Date: Last 30 Days | Line of Business: All | Area: WM of Northern California and Nevada | Jurisdiction: All | Company Code: All | Customer Name: All

Outreach & Technical Assistance Activities	Accounts without Outreach & Technical Assitance Activities	Total Active Customers	Organics Service	Accounts in Compliance	Accounts not in Compliance	Jurisdiction-wide Compliance	Recyclable Service	Accounts in Compliance	Accounts not in Compliance	Jurisdiction-wide Compliance
307	453,854	454,117		147,198	306,919	32.41%		301,134	152,983	66.31%

Technical Assistance Detail

Company Code	Jurisdiction	Customer ID	MAS Customer ID	Customer Name	Customer Address	Organics Compliant (Y/N)	Recyclable Compliant (Y/N)	Compliance Details	Task Date	Type Of Outreach	Outreach Details	
063	EMERY	87193745004	4071331	ICON AT PARK	1401 PARK AVE,EMERYVILLE,CA 94608	Y	Y		5/31/2023	Technical Assistance	Contamination or Overage:Customer Contact	Walked by and sa needed a sticker opaque plastic ba to remind tenant compostable, or
384	CHICI	97039885007	82928	TANDEL, ASHA	1070 COLUMBUS AVE,CHICO,CA 95926-4345	N	N		5/24/2023	Technical Assistance	Waste Assessments	Voicemail not set
493	WSACI	255416923007	25529	BON APPETIT GLOBAL INC	1040 RIVERSIDE PKWY STE 135,WEST SACRAMENTO,CA 95605	Y	Y	DEMIN WAIVR ORG DEMIN WAIVR ORG	5/26/2023 ********** 5/31/2023	Technical Assistance ********** Technical Assistance	Contamination or Overage:Customer Contact ********** Contamination or Overage:Customer Contact	TRANSFERRED T MESSAGE FOR H CONTAMINATION ********** RELABLED BINS GAVE BROCHURE SUNNY WAS NOT
493	WSACI	24121385006	438	RADIAL TIRE WAREHOUSE	3113 W CAPITOL AVE,WEST SACRAMENTO,CA 95691-2149	N	N		6/13/2023	Technical Assistance	Waiver in Place:Customer Contact	THIS CUSTOMER ORGANICS EXEM FROM THE CITY. REMOVED FROM
511	STKCI	108422223001	137408	VALLEY PACIFIC PETROLEUM SERV	152 FRANK WEST CIR STE 100,STOCKTON,CA 95206-4005	N	Y		5/25/2023	Technical Assistance	Opportunity Created:Customer Contact	The customer re account with Org and provided edu
511	STKCI	152280393002	166997	OK FLOWERS	3909 WEST LN ,STOCKTON ,CA 95204-2435	N	Y		5/25/2023	Technical Assistance	Opportunity Created:Custom	The customer re account with Org

WM's municipal compliance and technical assistance tracker, already in use across California, provides Sonora with proven tools for monitoring, education, and state mandate compliance from day one.

Customer Service and Complaint Resolution

WM Cal Sierra has a dedicated local customer service team consisting of three full-time employees who live in and are part of the local area (see employee spotlight, Judy, page 2). Together, they offer decades of experience addressing the needs of residents and businesses, providing a personal and knowledgeable approach to customer support.

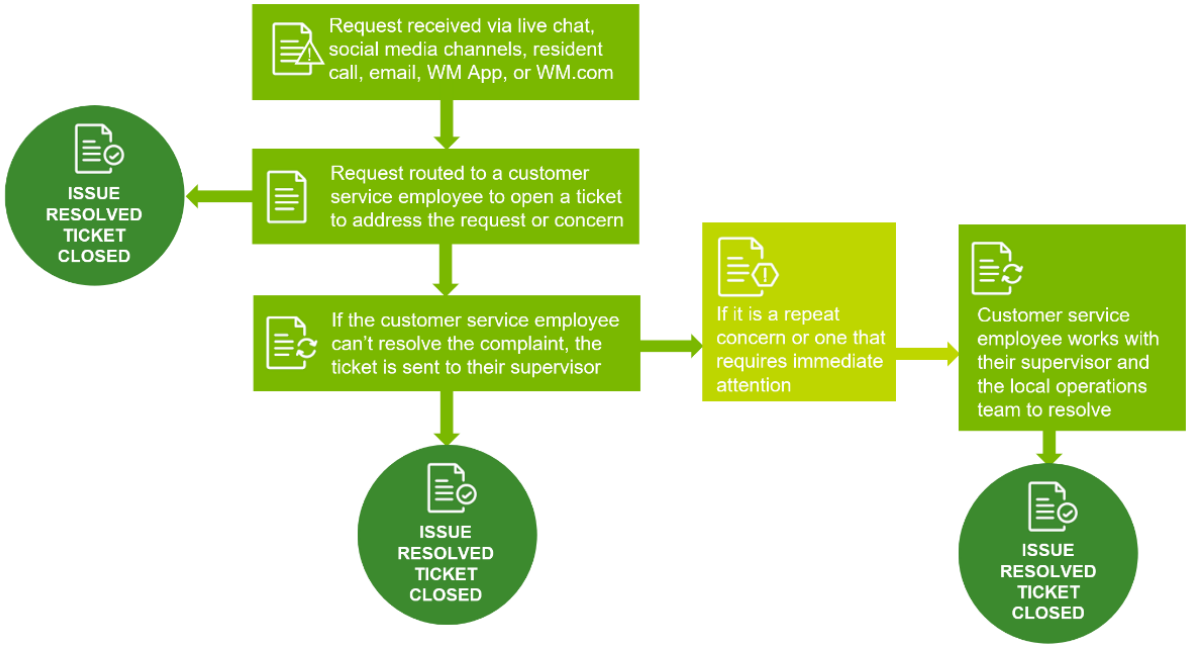
This local team works closely with customers to resolve service requests, answer questions, and support day-to-day needs quickly and effectively. Calls are typically handled on-site at our Cal Sierra office, allowing for real-time coordination with operations when needed.

To ensure uninterrupted service even during high call volumes or seasonal weather events, WM Cal Sierra is backed by our broader Customer Experience Network. This automated system routes calls to our regional and Lodi-based support teams when needed, such as during snowstorms that may temporarily limit access for local employees—so Sonora customers always have assistance available.

When residents contact us, our representatives have access to real-time tools that allow them to track service status, provide accurate updates, and resolve issues efficiently. We take service issues seriously and track them meticulously. On average, standard service tickets are resolved within 0.85 days, while escalated tickets are resolved in 1.4 days, well above national performance standards.

In the past year, our Cal Sierra operations have delivered reliable service across the region, including:

- ✓ 879,000 residential lifts with 99.4% on-time service
- ✓ 104,000 commercial lifts with 99.2% on-time service
- ✓ Service to more than 2,300 roll-off customers



In addition to maintaining high service accuracy, WM Cal Sierra has demonstrated strong coordination with City departments to resolve operational challenges. Our team consistently responds to reported

service issues within 24 hours, often on the same day. We have proactively addressed barriers such as low-hanging trees, blocked alleys, and unsafe cart placement, particularly along downtown routes. In support of long-term solutions, WM has also proposed collaborative strategies like designated staging zones, curb painting, and signage to improve access and safety for both customers and collection crews. These efforts reflect our commitment to continuous improvement and dependable service delivery throughout the City.

These outcomes reflect a multi-year trend of consistent, high-quality performance in the greater Tuolumne County area, including Sonora.

Customer feedback reinforces our commitment to excellence:

You guys rock!!! Especially in winter, never get a holiday off, i have a lot of respect for WM employees.

OLSCHEWSKI, W.
07/02/25

For over 10 years I have received excellent service from WM! I have nothing negative to say.

MUNOZ, C.
07/03/25

Judy in the office was VERY helpful. Thanks Judy!!

CLARK, J.
07/10/25

Everything is great. I enjoy being able to utilize the app to double-check our pickup and make payments with ease.

RUDY, J.
06/26/25

The person I spoke with was helpful, corrected my issue and answered all my questions.

TAHRAN, M.
06/03/25

They were easy to communicate with and called with questions to make sure we were happy.

WHITNEY, J.
06/03/25

Modern Tools to Meet Today's Customer Expectations

WM Cal Sierra understands that Sonora residents expect convenience, flexibility, and reliable communication when it comes to managing their waste and recycling services. WM has made significant investments in technology to ensure customers can quickly access the information they need, receive timely updates, and resolve most service requests from their computer or mobile device—often without needing to call.



Through **wm.com** and the **My WM mobile app**, Sonora customers can:

- ✓ Request bulky item pickups, extra pickups, and roll-off services
- ✓ View and manage their service schedules
- ✓ Set service reminders and receive service alerts for inclement weather
- ✓ Manage payments, enroll in AutoPay, and choose paperless billing
- ✓ Submit service requests or report issues quickly and easily

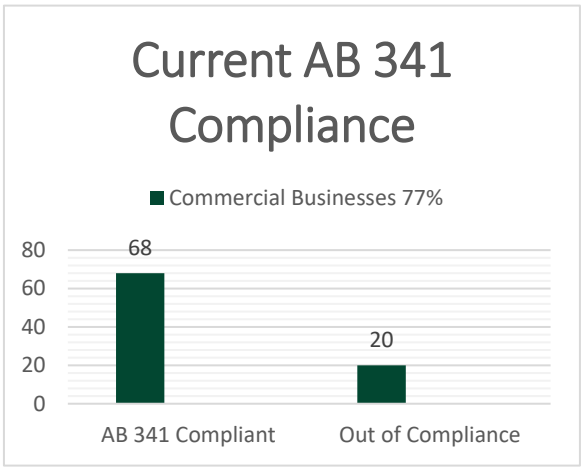
We also offer **live chat with WM representatives**, a 24/7 **virtual assistant**, and a **callback feature** during peak call times, so customers are not left waiting on hold.

WM's customer service tools are designed to meet people where they are. Whether residents prefer to manage their account online, schedule a pickup from their phone, or speak to someone in person, WM provides flexible options to fit every preference.

Our platforms serve millions of customers across the country. Sonora residents benefit from that same innovation, paired with the responsive, knowledgeable local support they already know and trust.

Regulatory Readiness

While the City of Sonora and Tuolumne County are currently exempt from organics collection mandates, WM Cal Sierra is well-positioned to support the City in the event of future regulatory changes. Our team brings proven experience from successful SB 1383 rollouts throughout California, and we are ready to guide Sonora through any future transition, delivering a seamless, compliant rollout backed by experience, resources, and results.



In the meantime, we are focused on meeting and improving compliance with current state laws, including AB 341 Mandatory Commercial Recycling. As of July 2025:

- ✓ 88 commercial accounts in Sonora are subject to AB 341
- ✓ 68 accounts (77%) are in compliance
- ✓ 20 accounts still require additional support

To help improve compliance and engage the community, WM Cal Sierra hired a dedicated recycling coordinator in 2025. This local team member works directly with City staff and local businesses to:

- ✓ Conduct on-site service assessments and provide tailored recycling education
- ✓ Assist non-compliant accounts with achieving compliance
- ✓ Support community engagement through public events and outreach
- ✓ Provide ongoing education to promote responsible recycling practices

With dedicated community engagement staff, deep local operational expertise, access to both local and national resources, and valuable experience gained from previous rollouts, we are confident in our ability to help the City of Sonora successfully navigate future SB 1383 implementation and any unexpected regulatory changes.

Support for Sonora's Historic Downtown

WM Cal Sierra has long recognized the importance of Sonora's historic downtown — both as a civic focal point and a reflection of the community's identity. Our team has a history of working with City staff to explore solutions tailored to this unique area, including prior discussions around consolidated collection zones to reduce cart visibility and improve pedestrian flow.

Today, WM continues to provide hand-collection of downtown street cans every Monday and Friday, a service that reflects our detailed attention to the area's needs. While recent leadership transitions paused some of our collaborative efforts, we now have a renewed focus and team in place to actively re-engage.



Javier Sanchez, Cal Serra Outreach Coordinator, pictured at a community event with coworker.

Javier Sanchez, WM's newly appointed Public Outreach Coordinator, has already been introduced to City Council and is positioned to serve as a direct liaison to downtown businesses. His role is to ensure clear communication, responsive service, and a visible WM presence in support of future improvements. Javier and Cal Sierra's operations leadership team will also host three annual after-hours mixers for downtown business owners. These informal gatherings will provide an open forum for sharing service feedback, exploring recycling and diversion opportunities, and discussing ideas for improving downtown cleanliness and accessibility. By creating regular, face-to-face opportunities for dialogue, WM aims to strengthen relationships, address concerns quickly, and ensure downtown businesses feel directly connected to the people managing their service. These mixers will complement WM Cal Sierra's broader community engagement efforts, including school sustainability awards, recycling drop-off events, and neighborhood clean-up partnerships, ensuring that downtown remains a visible priority within our citywide support strategy.

We are committed to revisiting and expanding on past conversations with City staff — including potential pilot programs, aesthetic improvements, and downtown-specific service enhancements — and doing so in a way that is grounded in partnership, not promises. WM's approach is to build on what works, stay accountable to what is realistic, and collaborate with the City to deliver progress that lasts.

Transition and Implementation Plan

WM Cal Sierra is uniquely positioned to provide the residents and businesses of Sonora with a seamless, disruption-free transition at the end of the current agreement term. Our team is already operating established routes with the right equipment and staff in place, which allows us to focus entirely on optimizing and introducing new services rather than establishing fundamental operations from the ground up.

Our local team is ready to launch a green waste collection service and introduce other value-added programs within the first six months of the new agreement. If the City decides to keep solid waste and recycling collection non-mandatory, services will continue the current schedule without any disruption. However, if the City shifts to a mandatory collection model, WM Cal Sierra can implement new services within three months of the City updating its ordinance and authorizing the contract for additional cart procurement.

WM Cal Sierra has a distinct advantage over a new provider, as we are already familiar with the operational demands of Sonora. Unlike newcomers who would need time to learn the area, study routes, hire and train drivers, and acquire equipment, our team has developed specialized collection plans tailored to the City's unique layout. This includes navigating narrow streets and steep terrain, which requires a combination of rear-load trucks, foot routes, and teams of two drivers for collection. This level of operational precision cannot be quickly replicated.

Choosing a new waste hauler carries significant risks, including confusion, service delays, and an increase in call volumes to City staff. These factors can undermine public trust and place additional strain on already limited municipal resources. On the other hand, continuing with WM Cal Sierra ensures operational continuity, facilitates a smooth onboarding process for new programs, and minimizes the demand on City staff during implementation. Our local customer service team is already integrated with City processes, allowing for quick and effective resolution of any issues that may arise.

> *By building on our existing foundation, Sonora will benefit from a stable and proactive transition with a team that is already invested, has experience, and is trusted by the community.* ***A detailed timeline of our proposed rollout, including key milestones for each new service, is provided in Appendix F – Implementation Plan.***

Experience and Qualifications

WM Cal Sierra has served as a reliable and trusted waste and recycling partner for foothill communities and Central Valley jurisdictions for decades. Our service area includes the City of Sonora and Tuolumne County. It extends across Nevada County, Grass Valley, and Nevada City, all of which share similar characteristics with Sonora, such as narrow streets, elevation changes, rural routes, and historic infrastructure. This regional experience informs our ability to design service models that are tailored, efficient, and responsive to local needs.

Our decision to list the City of Lodi, Tuolumne County, and San Joaquin County as formal references reflects both the scale and complexity of those partnerships, where we have delivered multi-phase programs, managed long-term contracts, and consistently met compliance and service performance standards. Letters of support from San Joaquin County and the City of Lodi, included in Appendix E, highlight the trust and collaboration built through these partnerships, particularly in successfully implementing new contracts and community programs. Combined with our foothill experience, this makes WM Cal Sierra uniquely qualified to fulfill the Scope of Work outlined by the City of Sonora.

From a resourcing perspective, we are fully equipped to deliver all services under this agreement. WM Cal Sierra operates a permitted transfer station, buy-back recycling center, and full fleet maintenance facility right here in Tuolumne County. These facilities are supported by a stable team of drivers, mechanics, and customer service staff, most of whom live in the Tuolumne County area.

Our Central Valley operations further support the Sonora contract with routing expertise, technical systems, and regional customer service capabilities. These shared resources allow us to scale efficiently and meet the City's needs without additional infrastructure investment or staffing requirements.

At every level of our organization, WM Cal Sierra is committed to transparency, partnership, and long-term success. To further support transparency and financial accountability, WM Cal Sierra retains a certified public accounting firm to compile audited financial statements annually and can provide these to the City at no additional cost. Our history, capabilities, and dedicated local presence position us to continue as Sonora's trusted waste and recycling partner for years to come.

Key Staff Personnel



Terri Douglass | District Operations Manager, WM Cal Sierra

Terri Douglass is the District Operations Manager for WM Cal Sierra, where she leads day-to-day operations across solid waste, recycling, and green waste services in the City of Sonora and the surrounding County. A lifelong Sonora-area resident, Terri is one of the few women in the region serving in a senior operational leadership role in the waste and recycling industry. Her position reflects WM's commitment to create a workplace that empowers, encourages, and supports women in an industry traditionally dominated by men.

Scan the code or click here to meet Terri and learn more about her commitment to the Sonora community.

Terri brings more than two decades of professional experience in customer service, public safety, and emergency response. Before joining WM, she served with the U.S. Forest Service in Stanislaus County as both a firefighter and an emergency dispatcher. Her career also includes over 15 years in retail and customer service management in downtown Sonora.

At WM, Terri is responsible for overseeing disposal operations, customer service, and transfer station management. Her duties include personnel management, ensuring safety compliance, planning equipment needs, and controlling costs. Terri collaborates closely with local agencies and WM's leadership team to provide seamless service and maintain strong municipal partnerships.

Terri holds a wide range of certifications in emergency response, fire safety, and aviation dispatch and continues to serve her community through youth programs. She is an assistant cheer coach for the Summerville Bears and an active volunteer with the local Sonora Girl Scouts. Her leadership style is grounded in local knowledge, operational discipline, and a passion for mentoring the next generation.



Vanessa Barberis | Public Sector Manager

Vanessa Barberis is the Public Sector Manager for WM Cal Sierra, where she oversees city and county contracts throughout the Central Valley. Since 2013, she has been instrumental in supporting WM's agreement with the City of Sonora. With 15 years of experience at WM, Vanessa has successfully navigated operational expansions, implemented regulatory changes, and built strong community partnerships in the region.

Vanessa has played a lead role in securing contract extensions, implementing curbside recycling and green waste programs, and helping jurisdictions prepare for state regulations like AB 341 and SB 1383. She works closely with local staff, elected officials, and WM's operations and communications teams to ensure smooth service delivery, proactive outreach, and alignment with community priorities.

Vanessa earned her B.A. in Environmental Studies from the University of the Pacific and her M.S. in Environmental Science from Indiana University. In addition to her professional role, Vanessa has served as an active member of the Tuolumne County Solid Waste Committee for over a decade, contributing to long-term planning and policy discussions in the region. Her dedication to Sonora is profound; as a behind-the-scenes steward of WM Cal Sierra's service to the community, she has been present through every challenge and transition, always willing to assist the City in moving forward.



Derek Fuji | Senior Financial Analyst

Derek Fuji has served as the Senior Financial Analyst supporting WM Cal Sierra for over two decades. He has a 25-year tenure at WM and more than 35 years of experience in accounting and finance. He has been involved with the City of Sonora and Tuolumne County since the beginning of his WM career, providing long-term financial oversight and analysis that ensures services remain efficient, cost-effective, and rate-stable for the community.

Derek's institutional knowledge is unmatched. He has worked alongside six different district managers and supported the site through ownership transitions, including when Cal Sierra was locally owned. His financial stewardship helps ensure that spending is managed wisely, which directly contributes to keeping customer rates lower than those of neighboring jurisdictions.

In addition to his work at Cal Sierra, Derek has led WM's regional Accounting and Accounts Payable departments. He holds a degree in Business Administration with an emphasis in Accounting and Finance from California State University, Chico. With deep roots in the operation and a long-standing commitment to service, Derek continues to be a key force behind WM Cal Sierra's financial stability and community-focused success.

Primary Reference

1 | WM's Outstanding Partnership with City of Lodi, CA

Jurisdiction: ***City of Lodi, CA***

Service Description:	Residential, Commercial, and Multi-family Solid Waste, Recycling, and Organics Collection
Municipal representative:	Charles Swimley, Public Works Director (209) 333-6773 office | (209) 663-7112 cell
Contract Term:	2023-2035
Number of residential customers served:	20,416
Annual Contract Budget:	Confidential – Available upon request by phone call to Vanessa Barberis (209) 323-0257.

Partnership Highlights

Service Overview: WM has been the exclusive provider of solid waste, recycling, and organics collection services to the City of Lodi for over 30 years, a long-standing relationship similar to WM Cal Sierra's decades of service to the City of Sonora. In partnership with Lodi, WM recently implemented a major service improvement to add organics collection and expand recycling participation, while enhancing outreach and customer engagement. This project included changes to residential, commercial, and multifamily service schedules, similar in scope to Sonora's planned addition of curbside green waste service and required extensive public education to ensure a smooth transition.

Approach and Methodology: To ensure a smooth rollout of the new collection program in Lodi, WM partnered closely with City staff to coordinate every stage of planning, communication, and implementation. A multi-channel outreach plan was developed to engage residents, businesses, and multifamily properties well in advance of the change. This included printed mailers, digital materials, dedicated website content with an address lookup tool, bus advertisements, social media campaigns, targeted email updates, and direct phone outreach.

In addition to public outreach, WM hosted a series of community organics workshops to educate customers on proper sorting, contamination reduction, and recycling best practices. WM also worked closely with the City Council to provide ongoing updates, answer questions, and ensure elected officials were fully prepared to respond to any resident inquiries ahead of each step of the contract changes. Weekly and bi-weekly meetings with City staff were held throughout the project to align on timelines, troubleshoot issues, and adjust outreach based on feedback.

While Sonora is not undergoing a full-service overhaul, the addition of green waste collection and many new value-added services will still require the same kind of community engagement strategies used in Lodi. The planned launch in Sonora will similarly depend on strong public communication, clear education materials, and close coordination with both City staff and City Council. The Lodi experience

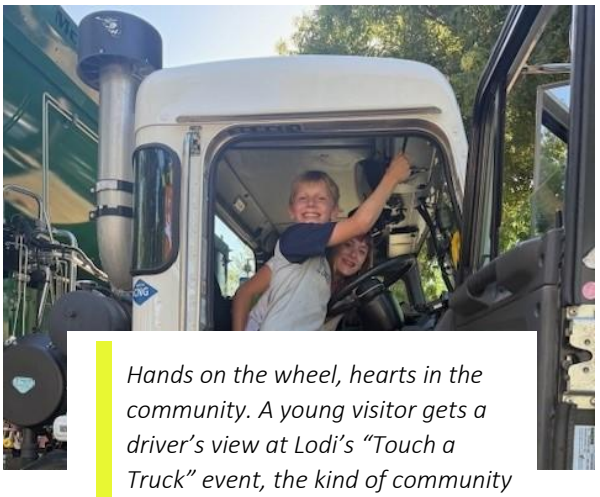
demonstrates WM's ability to implement new services in a way that maintains public trust and minimizes disruption. The City of Lodi has provided a letter of support, included in the appendix, to reflect the strength of this partnership and the success of the project.

Major Work Tasks:

- ✓ Implemented a major service change that introduced weekly organics collection and required a full re-route of all residential, commercial, and multifamily routes.
- ✓ Transitioned all customer sectors to the new collection schedule and services.
- ✓ Delivered mandatory organics carts to commercial and multifamily properties.
- ✓ Rolled out new, color-compliant residential carts through a coordinated swap-out process.

Minor Work Tasks:

- ✓ Conducted monthly route audits and monitoring to ensure collection efficiency and on-time service.
- ✓ Performed residential contamination and overage monitoring with tracking and reporting to the City.
- ✓ Provided routine customer service and issue resolution for inquiries, complaints, and special requests.



Hands on the wheel, hearts in the community. A young visitor gets a driver's view at Lodi's "Touch a Truck" event, the kind of community connection WM Cal Sierra looks forward to bringing to Sonora.

Supplemental Tasks:

- ✓ Developed and launched a targeted education campaign using printed materials, digital ads, website updates, bus ads, social media, and email outreach to explain service changes and SB 1383 requirements.
- ✓ Coordinated with local media outlets and community groups to keep stakeholders informed and engaged.
- ✓ Hosted a series of community organics workshops to promote recycling best practices, contamination reduction, and participation in the new organics program.
- ✓ Maintained a regular meeting cadence with City staff—weekly and bi-weekly during key project phases—to track progress and address issues.
- ✓ Worked closely with City Council to ensure elected officials were briefed and prepared for any resident questions ahead of each service change milestone.

Performance Metrics:

- ✓ Measured participation rates, contamination levels, and customer feedback to track progress against the City's Corrective Action Plan from CalRecycle.
- ✓ Met all performance targets, including timely collection, proper cart usage, and reduced contamination rates, achieving high customer satisfaction.

Budget & Schedule: WM delivered the new service schedule and compliance measures on time and within budget. Major milestones, including the residential cart swap and delivery of mandatory organics carts, were completed as planned with no delays or cost overruns. This proven ability to manage projects efficiently and on schedule reflects WM's readiness to introduce green waste collection and other value-added services in Sonora with the same level of precision and accountability.

Similar Reference Services

In addition to the City of Lodi, WM Cal Sierra's work with San Joaquin County and Tuolumne County reflects our ability to manage service expansions, regulatory compliance, and community engagement in ways that directly align with Sonora's priorities. San Joaquin County has provided a letter of support (Appendix E), underscoring the trust we have built through transparent communication, strong performance, and collaborative problem-solving — the same approach we will bring to Sonora.

2| Trusted Partner with San Joaquin County's Area A, B & E

Client Name:	***San Joaquin County Areas A, B & E***
Service Description:	Residential Solid Waste, Recycling, and Organics Collection
Municipal representative:	Maryssa Davidson, Management Analyst Office (209) 468-3066
Service Location:	Unincorporated Areas A, B & E of San Joaquin County
Contract Term:	2025-2031
Number of residential customers served:	6,143

Partnership Highlights

Service Overview: WM has proudly served San Joaquin County for over 30 years. In 2024, the County awarded WM a new seven-year contract for Areas A, B & E. Under this new agreement, WM launched a suite of collection services, including weekly garbage collection, single-stream recycling, and organics collection in compliance with SB 1383. These programs also included free access to recycling drop-off events, four annual electronic waste cleanup events, one household hazardous waste (HHW) drop-off event each year, and a dump voucher program.

Budget and Schedule Performance: WM has consistently met service deadlines and performed within budget. All rollouts and service enhancements — including the addition of weekly mandated organics collection — were implemented on time, with proactive communication and no service disruption.

Subcontractors: WM performs most services in-house, ensuring quality control and accountability. For specialized needs, WM partners with trusted vendors. During the rollout of new recycling and organics services, WM partnered with Container Pros to deliver more than 3,000 carts over two weeks. For annual Household Hazardous Waste events, WM works with County staff to manage logistics, material handling, and environmental compliance.

Recent Developments: In 2024, following a competitive Request for Proposals process, WM was awarded the franchise for San Joaquin County's Area C, currently serviced by Republic Services. The new contract will take effect January 1, 2026. WM was selected as the County's preferred hauler based on our high-value proposal to expand services and bring Area C into full compliance with SB 1383. This award builds on WM's long-standing service to Areas A, B, and E. It expands our total residential coverage within the County, reinforcing the County's confidence in WM's service quality, regulatory expertise, and rollout capabilities.

"With this contract award, we see that an open and transparent process produces better results for our rate payers. ***I am proud to be able to bring this improved service and lower rate to consumers,*** *who are being squeezed by inflation. The new contract will include up to 45% savings for residents with the largest refuse carts and will go into effect on January 1, 2026, when the current contract is complete."*

San Joaquin County Board Supervisor Steve Ding.

Approach and Methodology:

To prepare for the rollout, WM:

- ✓ Ordered and distributed organics carts in advance of the launch
- ✓ Developed bilingual customer education, including mailers, FAQs, and digital media
- ✓ Introduced Smart Truck® Technology to monitor contamination and capture real-time service data
- ✓ Provided materials to prepare the County Board of Supervisors for calls ahead of service changes
- ✓ Coordinated closely with County staff in monthly meetings to align on outreach timing and customer communication

All elements of the program were managed using WM's systems, ensuring strong internal coordination and a high level of responsiveness for both customers and the County.

3|Trusted Partner with Tuolumne County

Client Name:	***Tuolumne County***
Contact Person:	Debbie Reagan Solid Waste Director | Tuolumne County | t 209.533.6583| c 209.540.9861
Service Location:	Unincorporated Areas of Tuolumne County
Contract Term:	2022-3032
Number of residential customers served:	10,155

Partnership Highlights

Service Description: WM has partnered with Tuolumne County for over 30 years. In 2022, WM and the County executed a new long-term agreement for residential collection and transfer station operations. The contract includes weekly garbage collection and bi-weekly single-stream recycling for residential customers. WM also operates the Cal Sierra Transfer Station and Recycling Buy-Back Center, supporting residential and commercial self-haul needs and diversion programs.

Budget and Schedule Performance: WM Cal Sierra has consistently met service schedules and operated within the approved budget. Our flexibility in addressing rural access and seasonal weather challenges ensures reliable year-round service.

Subcontractors: WM Cal Sierra performs all core services in-house. When needed, we coordinate closely with local partners for special programs and outreach initiatives. This includes our partnership with the Greater Valley Conservation Corps (GVCC), which has provided a letter of support included in Appendix E. GVCC assists with Tuolumne County community recycling drop-off events, helping expand access to recycling and promoting public participation in diversion programs.

Recent Developments: WM Cal Sierra has deepened its collaboration with County leadership and fire prevention partners, including hosting green waste cleanup events with the Sonora Fire Department and adding a shared Recycling Coordinator position supporting both Tuolumne and Merced Counties. Our team maintained service continuity through staff transitions and leadership changes.

Approach and Methodology: WM Cal Sierra's approach to service in Tuolumne County reflects a strong local presence, coordinated operations, and ongoing commitment to community partnership. Our work includes:

- ✓ A dedicated operations team based in the County, supported by experienced regional contract managers who provide consistency and institutional knowledge.
- ✓ Adoption of Smart Truck® Technology to track route data, monitor service performance, and support responsive operations.
- ✓ Close coordination between our hauling and transfer station teams to streamline waste handling and maintain efficient service.

- ✓ Ongoing support for fire prevention efforts, including green waste transfer, seasonal drop-off events, and public education.
- ✓ A collaborative illegal dumping prevention program, offering free disposal at the Cal Sierra Transfer Station for community-led cleanup efforts.
- ✓ Regular communication with County staff to plan for upcoming needs, resolve issues, and ensure residents are well-informed and well-served.

Optional Transfer Facility Collaboration

The City of Sonora is already well-positioned with access to essential infrastructure through its existing partnership with WM Cal Sierra. WM Cal Sierra currently operates a permitted transfer station (*referenced in appendix C*), recycling buy-back center, and green waste transfer facility at 14959 Camage Avenue, near city limits. These facilities are conveniently located, compliant with environmental and operational regulations, and able to support all current and proposed services under the new franchise agreement.

The existing facilities are not just operational; they are seamlessly integrated into the local community, providing a reliable foundation for fulfilling the City's waste and recycling needs. By utilizing these already-established facilities, we can eliminate the significant financial burden associated with siting, permitting, and constructing a new transfer facility. This proactive approach not only saves valuable resources but also protects Sonora residents and businesses from incurring extra costs. Choosing to leverage these operational facilities ensures a cost-effective and efficient solution for our community's waste needs while safeguarding our environment with an optimal environmental footprint.



Cal Sierra Transfer Station: 19309 Industrial Dr, Sonora, CA 95370

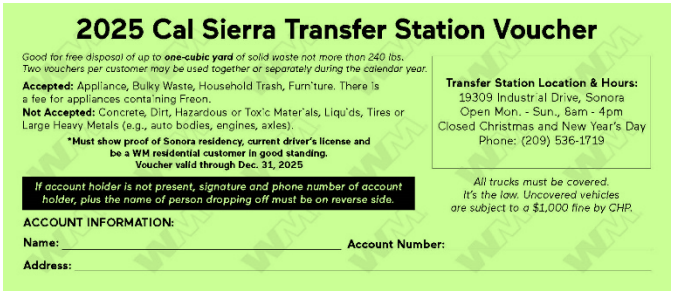
If the City continues its partnership with WM Cal Sierra, it can do so with the assurance that a full-service local facility is already in place. We are committed to maximizing the use of our existing infrastructure to meet current needs and future growth, while avoiding unnecessary cost or disruption for the community.

VALUE-ADDED SERVICES

WM Cal Sierra is proud to offer the City of Sonora a comprehensive suite of value-added services that go beyond the standard scope of collection. These programs are designed to enhance community well-being, promote environmental stewardship, and provide practical benefits to residents at no added cost to the City.

Existing Benefits to the City of Sonora

- ✓ **Free Services to City Facilities:** WM Cal Sierra currently provides waste and recycling service at no charge to City buildings and facilities. While the existing franchise agreement includes a capped service value, WM Cal Sierra goes beyond this requirement, delivering approximately $20,000 in additional services each year as a gesture of goodwill and ongoing partnership.
- ✓ **Transfer Station Vouchers for All Residents:** WM Cal Sierra annually mails vouchers for free disposal at the Cal Sierra Transfer Station, providing residents with accessible and convenient disposal options.



2025 Cal Sierra Transfer Station Voucher

Good for free disposal of up to ***one-cubic yard*** *of solid waste not more than 240 lbs. Two vouchers per customer may be used together or separately during the calendar year.*

Accepted: Appliance, Bulky Waste, Household Trash, Furniture. There is a fee for appliances containing Freon.
Not Accepted: Concrete, Dirt, Hazardous or Toxic Materials, Liquids, Tires or Large Heavy Metals (e.g., auto bodies, engines, axles).

***Must show proof of Sonora residency, current driver's license and be a WM residential customer in good standing.**
Voucher valid through Dec. 31, 2025

Transfer Station Location & Hours:
19309 Industrial Drive, Sonora
Open Mon. - Sun., 8am - 4pm
Closed Christmas and New Year's Day
Phone: (209) 536-1719

If account holder is not present, signature and phone number of account holder, plus the name of person dropping off must be on reverse side.

All trucks must be covered. It's the law. Uncovered vehicles are subject to a $1,000 fine by CHP.

ACCOUNT INFORMATION:

Name: _____ **Account Number:**

Address: _____

Year after year, Sonora residents put their transfer station vouchers to good use — a simple benefit with a big local impact in reducing illegal dumping.

- ✓ **Curbside Motor Oil Dropoff:** Residents can bring used motor oil to the Recycling /Buy-Back Center for safe disposal and receive a small payment as an incentive. This helps reduce illegal dumping and encourages responsible household hazardous waste disposal practices.
- ✓ **Free Sharps Disposal:** Sonora residents can drop off used sharps (needles) at the Cal Sierra Transfer Station at no cost. This program provides a safe and sanitary option for medical waste disposal and supports community health and safety.
- ✓ **Curbside and Drop-Off Collection for Christmas Trees:** WM Cal Sierra has offered free Christmas tree drop-off at our Earth Resource Center for decades. In 2022, we expanded this benefit to include curbside collection by request. While not widely advertised, we have consistently honored requests from Sonora residents and will expand education on this free service in 2025 as part of our public education plan.

New and Expanded Community Programs

- ✓ **10% Discount for Seniors and Low-Income Residents:** To make services more affordable and equitable, WM Cal Sierra will offer a new discount program for qualifying customers.
- ✓ **Bulky Item Collection:** WM Cal Sierra will provide residents with curbside bulky item pickup up to two times per year. This is especially valuable for residents without access to a vehicle, reducing illegal dumping and making proper disposal of large items more convenient.
- ✓ **Free Disposal of Illegally Dumped Material:** WM Cal Sierra will provide up to 500 tons per year of free disposal for illegally dumped materials collected by City staff and local nonprofit partners engaged in cleanup efforts.
- ✓ **Bi-Annual Recycling Events:** WM Cal Sierra will host two community events each year, offering free document shredding, electronic waste disposal, and compost giveaways to promote sustainability and mitigate illegal dumping.
- ✓ **Downtown Business Mixers:** WM Cal Sierra will host three mixers each year in the historic downtown district, creating a forum for business owners to connect directly with our operations team and recycling coordinator. These events will provide a space to share feedback, discuss service needs, and explore new waste reduction and recycling opportunities tailored to the business community.
- ✓ **Sonora Schools Sustainability Awards:** WM Cal Sierra will offer a $500 grant to every K–12 school in Sonora each year to support campus recycling and sustainability programs. Schools will be invited to create a plan that promotes environmental awareness and improves recycling efforts on campus.
- ✓ **Partnership with Tuolumne County Arts:** WM Cal Sierra is partnering with Tuolumne County Arts to promote creative reuse and expand community art resources. A new art supply donation shed at the Recycling Buy-Back Center will give Sonora residents an additional location to donate usable materials, helping to increase the volume of donations and expand the program's reach to benefit local artists.



Our WM team engaging with students during a school visit in Stockton—a glimpse of the hands-on learning and community outreach we will bring to Sonora through the new Schools *Sustainability Awards*

Through these initiatives, WM Cal Sierra is committed to elevating Sonora's waste and recycling services while actively supporting the City's broader environmental and community objectives. Our goal is to make responsible waste disposal more accessible, improve public safety, and empower residents to take part in building a cleaner, greener Sonora for generations to come.

APPENDICES

Supporting Permits & Documentation For Sonora Request For Proposal
Submitted By WM Cal Sierra
August 11, 2025

It includes supporting documents such as required permits, certifications, implementation plans, and related compliance documentation.

The following documents are attached:

- Appendix A – Cost Proposal

- Appendix B – Transfer Station Permit

- Appendix C – Business License

- Appendix D – Boilerplate Contract Exceptions

- Appendix E – Letters of Support

- Appendix F – Implementation Plan

Appendix A – Cost Proposal

Overview

WM Cal Sierra's rate proposal offers the City of Sonora a clear, cost-conscious path to expanded services while maintaining stability for residents and businesses. Rates are simple, transparent, and inclusive of all core enhancements requested by the City, including green waste collection and expanded programs.

More than a seamless transition, this proposal reflects a long-term partnership built on consistency, accountability, and public trust. By aligning with City priorities and delivering reliable, high-value service, WM supports the Council's broader efforts to build credibility with residents and reinforce Sonora's reputation as a well-managed, forward-looking community.

Service Categories: Mandatory and Subscription

WM Cal Sierra currently provides collection under a subscription-based service model, where residents voluntarily opt in. If the City chooses to transition to a mandatory service model, doing so will require an update to the municipal code and a strong community outreach program to ensure a smooth rollout.

The RFP assumes 2,190 total homes for mandatory service. About 1,280 households currently subscribe, meaning approximately 910 additional households would be affected. Should the City proceed, we will support ordinance updates, develop outreach materials, and equip council members to respond to questions before rollout.

WM Cal Sierra has extensive experience implementing mandatory programs and understands the importance of proactive education and stakeholder coordination. Should the City move forward with a mandatory model, our team will work closely with staff to support ordinance updates, develop public education materials, and ensure City Council members are well-equipped to respond to resident questions before any opposition arises.



Current Subscribers: 1,280

Total homes: 2,190

Potential Impact: 910 Families

If the City moves forward with mandatory service, Cal Sierra is ready to lead with early resident education and Council preparation for a smooth transition.

WM has provided rate proposals for both subscription and mandatory service, offering flexibility to match the City's timeline, community feedback, and policy direction.

Rate Strategy: Value-Driven and Resident-Focused

WM Cal Sierra's rate proposal reflects a commitment to delivering expanded services while maintaining affordability and long-term rate stability. Our approach is rooted in community responsiveness — providing real value and predictability at a time when inflation and compliance costs continue to rise across the state.

We share the City's goal of improving services without compromising the character of Sonora's historic downtown. Our local team listens to residents, understands their priorities, and designs cost-conscious, sustainable solutions that reflect community expectations.

In 2025, WM Cal Sierra waived our scheduled annual rate adjustment to align with this proposal.

Under the existing agreement, rates would have increased by 4.98% on August 31, 2025, with no added services. Instead, we are including all proposed enhancements, including bi-weekly green waste collection, within that same 4.98%, with no additional increase. This rate strategy follows one simple principle: enhance services without creating new financial burdens for residents.

Franchise Fee and Recyclables Revenue

WM Cal Sierra's proposed rates include the 6% franchise fee required by the RFP, helping the City generate revenue while keeping rates affordable for residents and businesses. Should the City wish to increase this fee, WM will work collaboratively with staff to evaluate any impact on customer rates and maintain a fair balance between City revenue goals and affordability.

WM Cal Sierra has also elected not to propose a recyclables revenue share. Instead, we have structured rates to pass the value of recyclable materials directly back to residents through lower overall collection costs. Because recyclable commodity markets are highly volatile — often shifting with global trade conditions, crude oil prices, and manufacturing demand — revenue share models can make it difficult for cities to forecast budgets accurately. With our approach, WM absorbs market risk, ensuring stable rates for customers and predictable revenue for the City.

Returning the value of recyclables to residents — and absorbing market risk so the City's budget stays predictable.

Flexibility for Future City Requests

WM Cal Sierra benefits from WM's national network of partners, offering the City access to additional services and programs such as street sweeping, household hazardous waste solutions, medical waste partnerships, textile recovery programs, and other sustainable solutions. If the City wishes to add new services, these can be discussed in interviews and incorporated during the negotiation stage.

Option 1 – Mandatory Service Without a Transfer Station

City of Sonora
Fee Schedule for Collection Services
Effective 11/1/2025

Option 1: Mandatory Service Without a Transfer Station

Residential Services

Effective Effective 11/1/2025 Contractor shall be permitted to collect no more than the following monthly fees for base residential collection services:

Single Family Residential Services
Includes one 64 gallon recycle cart and one 96 gallon green waste cart serviced every other week

	Estimated Qty	Monthly Rate
1 - 35 Gallon Cart	1404	$36.20
2 - 35 Gallon Carts	5	$71.20
3 - 35 Gallon Carts	3	$106.19
4 - 35 Gallon Carts	4	$142.38
1 - 64 Gallon Cart	526	$53.93
2 - 64 Gallon Carts	3	$106.74
3 - 64 Gallon Carts	0	$159.52
1 - 96 Gallon Cart	154	$70.03
2 - 96 Gallon Carts	6	$138.86
3 - 96 Gallon Carts	0	$207.76
Senior and Low Income 35 Gallon Weekly Service - 10% Discount	358	$32.58

Sideyard Cart Service (More than 10 feet from curb or roadside)

	Estimated Qty	Monthly Rate
1 - 35 Gallon Cart	0	$46.76
2 - 35 Gallon Carts	0	$92.33
3 - 35 Gallon Carts	0	$137.99
1 - 64 Gallon Cart	5	$65.67
2 - 64 Gallon Carts	0	$130.16
3 - 64 Gallon Carts	0	$194.69
1 - 96 Gallon Cart	0	$82.50
2 - 96 Gallon Carts	2	$163.88
3 - 96 Gallon Carts	0	$245.22

Residential Recycle Services

64 Gallon Recycle Cart	1,256	$0.00
Each Additional Recycling Cart	4	$7.22

Residential Green Waste Services		Monthly Rate
96 Gallon Yard Waste Cart	2,190	$0.00
Each Additional Yard Waste Carts	0	$7.22
Residential Extra Pickup Services		
Extra Pick Up Charge - During Stop, Per Bag		$6.49
Extra Pick Up - Trip Charge*		$16.93
Additional Residential Services		
Side Yard Service - Qualified Frail/Disabled		$0.00
Overage Charge - Lid Lifted 6" or greater		$12.24
New Service Activation - Residential		$25.84
Service Restart w/o Delivery		$20.14
Service Restart w Delivery		$60.30
Equipment: Lost or Stolen		$128.53
Contamination (after 2nd notice)		$25.29
Bad or Returned Check		$25.00
Late Fee		1.5% or $3.00 Minimum

Commercial and Multi-Family Services

Effective Effective 11/1/2025 Contractor shall be permitted to collect no more than the following monthly fees for base commercial and multi-family collection services:

Commercial Curbside Refuse Cart Service

35 gallon - weekly refuse service	20	$51.77
64 gallon - weekly refuse service	19	$69.01
96 gallon - weekly refuse service	30	$81.33

Commercial and Multi-family Refuse Bin Service

	Estimated Qty	Monthly Rate
1 Yard - 1x Week	46	$174.84
1 Yard - 2x Week	6	$319.24
1 Yard - 3x Week	2	$463.54
1 Yard - 4x Week	0	$607.98
1 Yard - 5x Week	0	$752.35
1 Yard - 6x Week	0	$896.64
1.5 Yard 1x Week	12	$247.08
1.5 Yard 2x Week	3	$463.54
1.5 Yard 3x Week	0	$680.12
1.5 Yard 4x Week	1	$896.64
1.5 Yard 5x Week	1	$1,113.48
1.5 Yard 6x Week	0	$1,329.84
2 Yard 1x Week	56	$319.24
2 Yard 2x Week	28	$607.98
2 Yard 3x Week	22	$896.77
2 Yard 4x Week	9	$1,185.33
2 Yard 5x Week	8	$1,474.05
2 Yard 6x Week	12	$1,762.82

Commercial and Multi-family Recycle Service

	Estimated Qty	Monthly Rate
First Recycling Cart (Per Month Charge)	100	$5.51
Second and Each Add'l Recycling Cart	74	$7.59
1 Yard - 1x Week	2	$41.26
1 Yard - 2x Week	0	$82.53
1 Yard - 3x Week	1	$123.78
2 Yard 1x Week	42	$41.26
2 Yard 2x Week	32	$82.53
2 Yard 3x Week	4	$123.78

Commercial Extra Pickup Service

Extra PU Cart Charge - Same Day	$6.85
Extra PU Cart Charge - Non Service Day	$17.85

1 Yard	$33.60
1.5 Yard	$50.21
2 Yard	$67.04

Additional Commercial Service

New Service Activation - Commercial	$45.38
Service Restart w/o Delivery	$21.24
Service Restart with Delivery	$63.47
Walk In Service - 10 to 50 Feet	$16.52
Overage Charge	$32.31
Cart Contamination (after 2nd notice)	$25.85
Bin Contamination (after 2nd notice)	$62.52
Bad or Returned Check	$25.00
Late Fee	1.5% or $3.00 Minimum

Roll Off and Industrial Services

Garbage and Refuse

20 Yard per haul - Includes 3 tons	$805.96
30 Yard Per Haul - Includes 4 tons	$1,046.60
40 Yard Per Haul - Includes 5 tons	$1,264.63
Per ton over included tons*	$124.05
Per day over 10 days	$9.86

* Overage tons will be charged at the current transfer station rates adjusted for franchise fees

C&D

20 Yard per haul - Includes 5 tons	$1,079.28
30 Yard Per Haul - Includes 7 tons	$1,408.48
40 Yard Per Haul - Includes 10 tons	$1,926.73
Per ton over included tons*	$124.05
Per day over 10 days	$9.86

* Overage tons will be charged at the current transfer station rates adjusted for franchise fees

Yard waste / Brush

20 Yard per haul - Includes 3 tons	$298.71
30 Yard Per Haul - Includes 4 tons	$336.58
40 Yard Per Haul - Includes 5 tons	$370.71
Disposal Per Yard*	$8.24
Per day over 10 days	$9.86

* Disposal is in addition to haul rate and will be charged at the current transfer station rates adjusted for franchise fees

Cardboard

20 Yard per Haul	$152.29
Per day over 10 days	$9.86

Customer Owned Compactors

Any size - per haul	$226.17
Per ton over included tons*	$124.05
Per day over 10 days	$9.86

* Disposal tons will be charged at the current transfer station rates adjusted for franchise fees

Additional Roll Off and Industrial Services

Avoidable Delays - Trip Fee - per hour	$107.85
Relocate - Customer Requested	$107.85

Bad or Returned Check	$27.21
Late Fee	1.5% or $3.00 Minimum

Franchise Fees

Franchise Fee Percentage paid to the City	6%
Recycle Revenue sharing percentage paid to the City	0%

Escalation Assumptions	Average
Annual Water Sewer Trash Index	3.8%
Growth Assumption	1%
Inflation	3.3%

Value added services - No Additional Charge to Customers

Existing Benefits	Annual Est. Value
Free Services to City Facilities	$65,000
Transfer Station Vouchers for All Residents	$31,886
Curbside Motor Oil Dropoff	$5,000
Free Sharps Disposal	$5,000
Curbside and Drop-Off Collection for Christmas Trees	$7,000
New Community Programs	Annual Est. Value
10% Discount for Seniors and Low-Income Residents	$15,545
Bulky Item Collection	$22,000
Free Disposal of Illegally Dumped Material 500 tons/year	$64,500
Bi-Annual Recycling Events (Shredding, E-waste, Compost)	$7,000
Downtown Business Mixers Three per Year	$3,000
Sonora Schools Sustainability Awards	$5,500
Partnership with Tuolumne County Arts	N/A
Total Annual Estimated Value-Add Services	**$231,431**

Option 2 – Subscription-Based Service Without a Transfer Station

City of Sonora
Fee Schedule for Collection Services
Effective 11/1/2025

Option 2: Subscription-Based Service Without a Transfer Station

Residential Services

Effective Effective 11/1/2025 Contractor shall be permitted to collect no more than the following monthly fees for base residential collection services:

Single Family Residential Services
Includes one 64 gallon recycle cart and one 96 gallon green waste cart serviced every other week

	Estimated Qty	Monthly Rate
1 - 35 Gallon Cart	785	$34.87
2 - 35 Gallon Carts	5	$68.58
3 - 35 Gallon Carts	3	$102.28
4 - 35 Gallon Carts	4	$137.15
1 - 64 Gallon Cart	361	$53.42
2 - 64 Gallon Carts	3	$105.73
3 - 64 Gallon Carts	0	$158.01
1 - 96 Gallon Cart	113	$70.03
2 - 96 Gallon Carts	6	$138.86
3 - 96 Gallon Carts	0	$207.76
Senior and Low Income 35 Gallon Weekly Service - 10% Discount	218	$31.38

Sideyard Cart Service (More than 10 feet from curb or roadside)

	Estimated Qty	Monthly Rate
1 - 35 Gallon Cart	0	$46.03
2 - 35 Gallon Carts	0	$90.89
3 - 35 Gallon Carts	0	$135.83
1 - 64 Gallon Cart	5	$64.64
2 - 64 Gallon Carts	0	$128.12
3 - 64 Gallon Carts	0	$191.64
1 - 96 Gallon Cart	0	$81.21
2 - 96 Gallon Carts	2	$161.31
3 - 96 Gallon Carts	0	$241.38

Residential Recycle Services

64 Gallon Recycle Cart	1,256	$0.00
Each Additional Recycling Cart	4	$7.11

Residential Greenwaste Services		Monthly Rate
96 Gallon Yard Waste Cart	1,365	$0.00
Each Additional Yard Waste Carts	0	$7.11

Residential Extra Pickup Services	
Extra Pick Up Charge - During Stop, Per Bag	$6.38
Extra Pick Up - Trip Charge*	$16.67

Additional Residential Services	
Side Yard Service - Qualified Frail/Disabled	$0.00
Overage Charge - Lid Lifted 6" or greater	$12.04
New Service Activation - Residential	$25.43
Service Restart w/o Delivery	$19.82
Service Restart w Delivery	$59.35
Equipment: Lost or Stolen	$126.52
Contamination (after 2nd notice)	$24.90
Bad or Returned Check	$25.00
Late Fee	1.5% or $3.00 Minimum

Commercial and Multi-Family Services

Effective Effective 11/1/2025 Contractor shall be permitted to collect no more than the following monthly fees for base commercial and multi-family collection services:

Commercial Curbside Refuse Cart Service

	Estimated Qty	Monthly Rate
35 gallon - weekly refuse service	20	$49.87
64 gallon - weekly refuse service	19	$66.47
96 gallon - weekly refuse service	30	$78.34

Commercial and Multi-family Refuse Bin Service

	Estimated Qty	Monthly Rate
1 Yard - 1x Week	46	$168.41
1 Yard - 2x Week	6	$307.51
1 Yard - 3x Week	2	$446.50
1 Yard - 4x Week	0	$585.63
1 Yard - 5x Week	0	$724.70
1 Yard - 6x Week	0	$863.68
1.5 Yard 1x Week	12	$238.00
1.5 Yard 2x Week	3	$446.50
1.5 Yard 3x Week	0	$655.12
1.5 Yard 4x Week	1	$863.68
1.5 Yard 5x Week	1	$1,072.56
1.5 Yard 6x Week	0	$1,280.96
2 Yard 1x Week	56	$307.51
2 Yard 2x Week	28	$585.63
2 Yard 3x Week	22	$863.81
2 Yard 4x Week	9	$1,141.77
2 Yard 5x Week	8	$1,419.87
2 Yard 6x Week	12	$1,698.03

Commercial and Multi-family Recycle Service

	Estimated Qty	Monthly Rate
First Recycling Cart (Per Month Charge)	100	$5.30
Second and Each Add'l Recycling Cart	74	$7.31
1 Yard - 1x Week	2	$39.74
1 Yard - 2x Week	0	$79.49
1 Yard - 3x Week	1	$119.23
2 Yard 1x Week	42	$41.66
2 Yard 2x Week	32	$83.33
2 Yard 3x Week	4	$124.99

Commercial Extra Pickup Service

Extra PU Cart Charge - Same Day		$6.59
Extra PU Cart Charge - Non Service Day		$17.19

1 Yard	$32.36
1.5 Yard	$48.37
2 Yard	$64.58

Additional Commercial Service

New Service Activation - Commercial	$43.71
Service Restart w/o Delivery	$20.46
Service Restart with Delivery	$61.14
Walk In Service - 10 to 50 Feet	$15.91
Overage Charge	$31.12
Cart Contamination (after 2nd notice)	$24.90
Bin Contamination (after 2nd notice)	$60.22
Bad or Returned Check	$25.00
Late Fee	1.5% or $3.00 Minimum

Roll Off and Industrial Services

Garbage and Refuse

20 Yard per haul - Includes 3 tons	$776.34
30 Yard Per Haul - Includes 4 tons	$1,008.13
40 Yard Per Haul - Includes 5 tons	$1,218.15
Per ton over included tons*	$124.05
Per day over 10 days	$9.50

* Overage tons will be charged at the current transfer station rates adjusted for franchise fees

C&D

20 Yard per haul - Includes 5 tons	$1,039.61
30 Yard Per Haul - Includes 7 tons	$1,356.71
40 Yard Per Haul - Includes 10 tons	$1,855.91
Per ton over included tons*	$124.05
Per day over 10 days	$9.50

* Overage tons will be charged at the current transfer station rates adjusted for franchise fees

Yard waste / Brush

20 Yard per haul - Includes 3 tons	$287.73
30 Yard Per Haul - Includes 4 tons	$324.21
40 Yard Per Haul - Includes 5 tons	$357.08
Disposal Per Yard*	$8.24
Per day over 10 days	$9.50

* Disposal is in addition to haul rate and will be charged at the current transfer station rates adjusted for franchise fees

Cardboard

20 Yard per Haul	$146.69
Per day over 10 days	$9.50

Customer Owned Compactors

Any size - per haul	$217.86
Per ton over included tons*	$124.05
Per day over 10 days	$9.50

* Disposal tons will be charged at the current transfer station rates adjusted for franchise fees

Additional Roll Off and Industrial Services

Avoidable Delays - Trip Fee - per hour	$103.89
Relocate - Customer Requested	$103.89

Bad or Returned Check	$25.00
Late Fee	1.5% or $3.00 Minimum

Franchise Fees

Franchise Fee Percentage paid to the City	6%
Recycle Revenue sharing percentage paid to the City	0%

Escalation Assumptions	Average
Annual Water Sewer Trash Index	3.8%
Growth Assumption	1%
Inflation	3.3%

Value added services - No Additional Charge to Customers

Existing Benefits	Annual Est. Value
Free Services to City Facilities	$65,000
Transfer Station Vouchers for All Residents	$18,928
Curbside Motor Oil Dropoff	$5,000
Free Sharps Disposal	$5,000
Curbside and Drop-Off Collection for Christmas Trees	$7,000
New Community Programs	**Annual Est. Value**
10% Discount for Seniors and Low-Income Residents	$9,113
Bulky Item Collection	$22,000
Free Disposal of Illegally Dumped Material 500 tons/year	$64,500
Bi-Annual Recycling Events (Shredding, E-waste, Compost)	$10,000
Downtown Business Mixers Three per Year	$3,000
Sonora Schools Sustainability Awards	$5,500
Partnership with Tuolumne County Arts	N/A
Total Annual Estimated Value-Add Services	**$215,041**

Appendix B – Transfer Station Permit

SOLID WASTE FACILITY PERMIT

Facility Number: 55-AA-0100

1. Name and Street Address of Facility:	2. Name and Mailing Address of Operator:	3. Name and Mailing Address of Owner:
Cal Sierra MRF/Transfer Station 19309 Industrial Drive Sonora, CA 95370	Cal Sierra Disposal, Inc. P.O. Box 70 Standard, CA 95373	Cal Sierra Disposal, Inc. P.O. Box 70 Standard, CA 95373

4. Specifications:

a. Permitted Operations:
- ☐ Solid Waste Disposal Site
- ☒ Transfer/Processing Facility (MRF)
- ☐ Composting Facility (MSW/green material/C&G)
- ☐ Transformation Facility
- ☐ Other: _____

b. Permitted Hours of Operation: Onsite Activities: 7:00 a.m. to 7:00 p.m.

Self-haulers activities: 8:00a.m. to 4:45p.m.

c. Permitted Maximum Tonnage: 350 Tons per Day

d. Permitted Traffic Volume: 380 Vehicles per Day

e. Key Design Parameters (Detailed parameters are shown on site plans bearing EA and CalRecycle validations):

	Total	Disposal	Transfer/Processing	Composting	Transformation
Permitted Area (in acres)	6.2		3.5		
Design Capacity (cu.yds)					
Max. Elevation (Ft. MSL)					
Max. Depth (Ft. MSL)					
Estimated Closure Year					

Upon a significant change in design or operation from that described herein, this permit is subject to revocation or suspension. The attached permit findings and conditions are integral parts of this permit and supersede the conditions of any previously issued solid waste facility permit.

5. Approval:	6. Enforcement Agency Name and Address:
Nang Yang EHS Tuolumne County Environmental Health Approving Officer Signature (Name and Title) Nang Yang	Tuolumne County Environmental Health 2 S. Green St. Sonora, CA 95370

7. Date Received by CalRecycle:	8. CalRecycle Concurrence Date:
November 13, 2001	November 14,2001

9. Permit Issued Date:	10. Permit Review Due Date:	11. Owner/Operator Transfer Date:
November 27, 2001	March 27, 2027	

SOLID WASTE FACILITY PERMIT

Facility Number: 55-AA-0010

12. Legal Description of Facility:

The legal description of this facility is contained in the Transfer/Processing Report.
Assessor's Parcel # 61-040-33 and #61-080-02 also described as Parcel D of Tuolumne County Parcel Map PM 28.81

13. Findings:

a. This permit is consistent with the Tuolumne County Integrated Waste Management Plan, which was approved by the CIWMB on 11/20/96. The location of the facility is identified in the Countywide Siting Element and the Nondisposal Element, pursuant to Public Resources Code (PRC), Section 50001(a).

b. This permit is consistent with the standards adopted by the CIWMB, pursuant to PRC 44010.

c. The design and operation of the facility is consistent with the State Minimum Standards for Solid Waste Handling and Disposal as determined by the enforcement agency.

d. The Tuolumne County Fire Department has determined that the facility is in conformance with applicable fire standards, pursuant to PRC, 44151.

e. A Negative Declaration was filed with the State Clearinghouse (SCH #2001042025) and certified by the Tuolumne County Board of Supervisors on September 11, 2001. The Negative Declaration describes and supports the design and operation which will be authorized by the issuance of this permit. A Notice of Determination was filed with the State Clearinghouse on September 24, 2001.

14. Prohibitions:

The permittee is prohibited from accepting the following wastes:

Hazardous, radioactive, medical (as defined in Chapter 6.1, Division 20 of the Health and Safety Code), liquid, designated, or other wastes requiring special treatment or handling, except as identified in the Transfer/Processing Report and approved amendments thereto and as approved by the enforcement agency and other federal, state, and local agencies.

15. The following documents describe and/or restrict the operation of this facility:

	Date		Date
Original Transfer Processing Report Amended Transfer Processing Report	11/07/01 01/06/17	Land Use and/or Conditional Use Permit	9/01
NPDES 5S55S014753	2/28/99	Negative Declaration (SCH #2001042025)	9/01
APCD Permit to Operate	11/92	Hazardous Waste Generator #10089 Hazardous Material Business Plan #10089 Certified Drop Off or Collection Recycle Program #CP0683	Annually

SOLID WASTE FACILITY PERMIT	Facility Number: 55-AA-0010

16. Self Monitoring:

The owner/operator shall submit the results of all self monitoring programs to the Enforcement Agency within 30 days of the end of the reporting period *(for example, 1st quarter = January – March, the report is due by April 30, etc.. Information required on an annual basis shall be submitted with the 4th quarter monitoring report, unless otherwise stated.)*

Program	Reporting Frequency
a. The types and quantities (in tons) of waste, including separated or commingled recyclables, entering the facility per day.	Monthly
b. The number and types of vehicles using the facility per day.	Monthly
c. Results of the hazardous waste load checking program, including the quantities and types of hazardous wastes, medical wastes or otherwise prohibited wastes found in the waste stream and the disposition of these materials.	Monthly
d. Copies of all written complaints regarding this facility and the operator's actions taken to resolve these complaints.	Monthly
e. Annual report by January 31, of each calendar year summarizing all reporting requirements.	Annually

SOLID WASTE FACILITY PERMIT

Facility Number: 55-AA-0010

17. Enforcement Agency (EA) Conditions:

a. The operator shall comply with all State Minimum Standards for solid waste handling and disposal as specified in Title 14 California Code of Regulations.

b. Should an emergency require altered hours as stated in the TPR, the operator must contact the LEA for approval prior to altering hours.

c. The operator shall comply with all federal, state, and local requirements.

d. The operator shall maintain a log of complaints and special/unusual occurrences. This log shall include, but is not limited to, fires, explosions, the discharge and disposition of hazardous or unpermitted wastes, and significant injuries, accidents or property damage. Each log entry shall be accompanied by a summary of any actions taken by the operator to mitigate the occurrence. The log shall be available to site personnel and the EA at all times. Concurrent to entry in the log, each incident shall be reported immediately to the LEA by phone (209)-5335990, or FAX (209)533-5994.

e. Additional information concerning the design and operation of the facility shall be furnished upon request and within the time frame specified by the EA.

f. The maximum permitted daily tonnage for this facility is 350 tons per day, and shall not receive more than this amount without a revision of this permit. This permit is subject to review by the EA and may be suspended, revoked, or revised at any time for sufficient cause.

g. The EA reserves the right to suspend or modify waste receiving and handling operations when deemed necessary due to an emergency, a potential health hazard, or the creation of a public nuisance.

h. Any change that would cause the design or operation of the facility not to conform to the terms and conditions of this permit is prohibited. Such a change may be considered a significant change, requiring a permit revision. In no case shall the operator implement any change without first submitting a written notice of the proposed change, in the form of an RFI amendment as required in Section 21665 of Title 27, to the EA at least 150 days in advance of the change.

i. A copy of this permit and Transfer/Processing Report shall be maintained and readily available to personnel at the facility.

j. This MRF shall provide for only brief storage of recovered materials. Recovered materials shall not be held at the MRF longer than thirty days.

k. Recovered materials shall be stored in a manner, approved by the LEA, as to prevent contact with runoff water, to facilitate vector control, or prevent the creation of health hazards and or public nuisances.

l. Wastes shall not be held longer than 48 hours.

m. The operator shall maintain at the MRF accurate daily records of the tonnage and number of vehicles for incoming waste, out-going waste, and out-going recovered materials.

n. The operator shall maintain a CAL-OSHA Injury and Illness Prevention Plan (IIPP), pursuant to Title 8 of the CCR, readily available for review by all MRF employees and the LEA.

o. Access to the MRF by commercial vehicles shall be restricted to Industrial Drive. Use of Susan Way is allowed as an emergency only. Emergency shall be defined as an event that requires emergency responders.

p. Transfer trailers shall be maintained as per Section 17341 of Title 14 CCR..

q. The MRF shall recover for reuse or recycling at least 5 percent of the material received, pursuant to PRC 50001.

Appendix C – Sonora Business License

City of Sonora

BUSINESS, PROFESSION AND TRADE LICENSE

LICENSE NUMBER
28477

THE PERSON, FIRM OR CORPORATION NAMED BELOW IS HEREBY GRANTED THIS LICENSE AS A RECEIPT OF FEES PAID TO THE CITY OF SONORA. THE CITY OF SONORA DOES NOT PASS ON THE QUALIFICATIONS OF THE HOLDER OF THIS CERTIFICATE.

POST IN A CONSPICUOUS PLACE

EXPIRATION DATE
12/31/2025

NON-TRANSFERABLE - VOID IF ALTERED

BUSINESS NAME	ID NUMBER
Cal Sierra Disposal, Inc 14959 Camage Avenue Sonora CA 95370	CAL0002

By _____
CITY LICENSE OFFICIAL

Business License	Description	Amount Paid
AR202323	2025 Business License	$380.00
INV14757	BL 6	$149.00

City of Sonora

BUSINESS, PROFESSION AND TRADE LICENSE

LICENSE NUMBER
28477

THE PERSON, FIRM OR CORPORATION NAMED BELOW IS HEREBY GRANTED THIS LICENSE AS A RECEIPT OF FEES PAID TO THE CITY OF SONORA. THE CITY OF SONORA DOES NOT PASS ON THE QUALIFICATIONS OF THE HOLDER OF THIS CERTIFICATE.

BUSINESS NAME	ID NUMBER
Cal Sierra Disposal, Inc 14959 Camage Avenue Sonora CA 95370	CAL0002

2025

Appendix D – Boilerplate Contract Exceptions

- Section 1.08: WM has some edits to the form language to make it consistent with WM policies, but WM can provide the insurance coverage limits.
- Section 1.09, second paragraph: WM would like to clarify that it will only be required to indemnify City to the extent fines or penalties are the result of WM failing to perform under the agreement.
- Section 1.15:
    - C: Clarify that City must make a claim for liquidated damages within 60 days of the non-performance event. This is necessary in order for WM to be able to address non-performance events that it is unaware of.
    - D:
        - 4: We believe City changes in law should be included as a "change in law."
        - We believe the first 7 days of a labor dispute should be considered an "uncontrollable circumstance", in order for WM to be able to mobilize replacement workers.
    - E: WM would like to discuss the last sentence to clarify when this provision would apply.
    - H: WM requests a different dispute resolution procedure, involving mediation and then binding arbitration or litigation. We feel an "independent expert" from the waste industry would likely not be qualified to properly adjudicate a matter.
- Section 1.16: We believe that "liquidated damages up to $100.00 per day per customer per occurrence" is too vague and legally unenforceable. WM would agree to specific LD amounts for specific performance failures.
- Section 2.02.1: We believe "donated recyclables" should be limited to charities and non-profits and would not include commercial haulers or recyclers unless the customer receives a net payment.
- Section 4.03: WM would like to add language regarding its standard contamination and overage process, using WM's Smart Truck technology.
- Section 6.03: Residue (which is disposal) may include reasonable amounts of recyclables, by industry standards.
- Section 6.07: WM would like to clarify that customers may not mechanically compact material in WM-owned containers, as that results in damage to the containers.

Appendix E – Letters of Support

CITY COUNCIL
Cameron Bregman, Mayor
Ramon Yepez, Mayor Pro Tempore
Mikey Hothi
Lisa Craig-Hensley
Alan Nakanishi

CITY OF Lodi CALIFORNIA

James Lindsay
Acting City Manager
Katie O. Lucchesi
City Attorney
Olivia Nashed
City Clerk
Charles E. Swimley, Jr.
Public Works Director

August 1, 2025

To the City of Sonora,

I am pleased to offer this letter of support for WM as they submit a proposal to provide waste, recycling, and green waste services to the City of Sonora.

Over the past several years, I worked closely with WM in my role overseeing solid waste programs for the City of Lodi. Together, we tackled some of the most complex service changes in the City's recent history - including full implementation of SB 1383. WM was instrumental in helping us plan and execute residential and commercial rerouting, organics service rollout, contamination monitoring programs, and a complete citywide cart replacement. These efforts required extensive coordination, public outreach, and operational discipline, and WM was a true partner throughout the process.

What stood out most was WM's collaborative approach and commitment to supporting City staff. Their team helped us navigate not only the logistics of service delivery, but also the policy, communications, and customer service elements needed to ensure a smooth rollout. They brought tools, templates, and expertise that made a significant difference in how our community adapted to the changes.

Based on my experience, WM is a responsive, experienced, and solution-oriented service provider and a team I would confidently recommend to any City considering them as a long-term partner.

Sincerely,

Tiffani Christy
Management Analyst
City of Lodi

Public Works Department, 221 W. Pine Street, Lodi, CA 95240 • (209) 333-6706 / Fax (209) 333-6710 • Lodi.gov • pwdept@lodi.gov

Habitat for Humanity® of Tuolumne County

We build strength, stability, self-reliance and shelter.

August 5, 2025

To the City of Sonora,

On behalf of Habitat for Humanity Tuolumne County, I'm writing to share our support for WM Cal Sierra as a valued community partner.

Over the years, WM Cal Sierra has played an important role in helping Habitat Tuolumne further our mission of building safe, affordable homes for families in need. Their in-kind roll-off donations and discounted services have allowed us to manage construction costs and direct more resources where they are needed most. From 2019 to 2022, WM Cal Sierra provided over $59,000 in in-kind services, with continued support in 2023, bringing the total value of their contributions to over $75,000.

We have always appreciated WM Cal Sierra's reliability and their willingness to work alongside community organizations like ours. They understand the bigger picture—that partnerships like these have a real and lasting impact in Tuolumne County.

As we prepare for our next affordable housing project on Stewart Street, partnerships with service providers who are committed to investing back into the community will be more important than ever. WM Cal Sierra has demonstrated that commitment in the past, and we look forward to the opportunity to continue working with them in ways that support both our mission and the City's broader goals.

Sincerely,

Trinity Abila
Chief Executive Officer
Habitat for Humanity Tuolumne County

Mailing Address | PO BOX 4387, Sonora, CA 95370
Administrative Office | 14317 Mono Way, Suite F, Sonora, CA 95370 tel (209) 536-0970 inquiry@habitattuolumne.org habitattuolumne.org
ReStore | 14301 Mono Way, Suite A, Sonora, CA 95370 tel (209) 533-9080 restore@habitattuolumne.org
Construction Office | 11175 Damin Road, Sonora, CA 95370 tel (209) 288-2096 construction@habitattuolumne.org

P.O. Box 213030
Stockton, CA 95213-9030
(209) 292-2700
www.greatervalleycc.org

August 8, 2025

City of Sonora
94 N. Washington Street
Sonora, CA 95370

Dear Mayor and Councilmembers,

On behalf of the Greater Valley Conservation Corps (GVCC), I am writing to express our support for WM's proposal in response to the City of Sonora's Request for Proposals for solid waste, recycling, and green waste services.

WM has been the longtime service provider for the City of Sonora and, over the years, has developed a strong network of relationships that deliver positive results for the community. Our partnership with WM is one example of that. GVCC has worked closely with WM on community events in Tuolumne County, where they have consistently demonstrated a commitment to local engagement, environmental education, and workforce development. Through these efforts, WM has helped create meaningful work opportunities for the young adults in our program while also advancing public awareness around recycling and sustainability.

As a regional conservation corps that works directly with underserved youth, we value WM's role as a reliable and community-focused partner. They understand the importance of building strong local relationships and providing high-quality service. Their team brings professionalism, consistency, and a genuine investment in the communities they serve, which aligns with our mission to strengthen communities through environmental and workforce service.

We are proud to support WM's continued partnership with the City of Sonora. We believe they are well-positioned to continue delivering excellent service to residents while creating opportunities that benefit the broader community.

Sincerely,

Nicholas Mueller
Division Director
Greater Valley Conservation Corps
(209) 292-2701

SAN JOAQUIN COUNTY OFFICE OF EDUCATION
Troy A. Brown, Ed.D., County Superintendent of Schools

SAN JOAQUIN COUNTY
Greatness grows here.

PUBLIC WORKS
San Joaquin County
Working for YOU

Department of Public Works

Fritz Buchman, Director
Alex Chetley, *Deputy Director - Development*
Kristi Rhea, *Deputy Director - Administration*
David Tolliver, *Deputy Director - Operations*
Najee Zarif, *Deputy Director - Engineering*

August 1, 2025

SUBJECT: Letter of Reference

To Whom It May Concern,

I am pleased to provide this letter of reference for USA Waste of California, Inc., a Delaware Corporation, dba Central Valley Waste Services, a Waste Management company (WM), who has been providing collection, recycling, and disposal services to the residents of unincorporated San Joaquin County Refuse Service Areas A, B, and E for 44 years. During this period, WM has consistently delivered high-quality, reliable service that has contributed positively to our community.

Residents have expressed satisfaction with the professional and responsive manner in which WM addresses their needs. The company's dedication to ensuring timely and effective service has been evident in their interactions with our residents and their ongoing commitment to maintaining a positive relationship with the County.

WM has provided both efficient and dependable service to the residents of the areas they serve. We have appreciated their willingness to adapt to the needs of the County, and their team has been consistently courteous and helpful in all dealings.

I am confident that WM will continue to provide the same level of **very favorable** service and support to any community they serve.

Should you require any further information, please do not hesitate to contact me.

Sincerely,

Bryce Howard
Integrated Waste Manager
San Joaquin County Public Works Department
(209) 468-3066

1810 East Hazelton Avenue | Stockton, California 95205 | T 209 468 3000 | F 209 468 2999
Follow us on Facebook @ PublicWorksSJC Visit our website: www.sjgov.org/pubworks

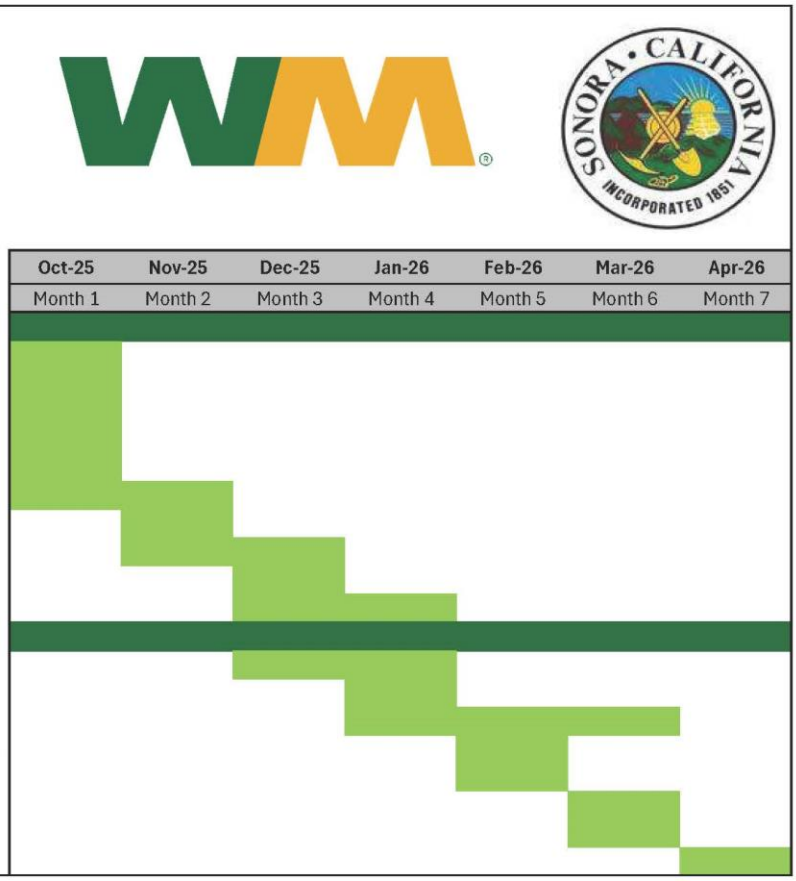
Appendix F – Implementation Plan

The implementation plan will be led by **Vanessa Barberis** and **Terri Douglass** as **Operational Lead**. Vanessa will oversee planning, coordination, and overall execution of the project, while Terri will manage day-to-day operations to ensure a smooth and efficient transition. Together, they bring a strong combination of vision and operational expertise to support successful implementation across all departments.

Sonora Implementation Plan

Project Lead: Vanessa Barberis
Operational Lead: Terri Douglas

Task	Start	End
Contract Launch		
Internal kick-off meeting	29-Sep	3-Oct
Coordinate monthly City staff meetings	6-Oct	10-Oct
Develop new contract outreach materials: Bulky, Christmas Trees, Art Supply drop-off, etc.	13-Oct	17-Oct
Update customer service systems and team	20-Oct	27-Oct
Update Sonora local WM page	20-Oct	3-Nov
Franchise fee implementation	3-Nov	1-Dec
Contamination monitoring education period	3-Nov	1-Jan
Create 2026 Public Education Plan with City	1-Dec	31-Dec
Winter safety public education	1-Dec	1-Jan
Greenwaste Implementation		
Order new greenwaste carts	15-Dec	30-Jan
Finilize routing plan for new greenwaste	5-Jan	19-Jan
Begin resident education (mail, email, social media)	19-Jan	23-Mar
Residential recycling reroute (if needed)	23-Feb	27-Feb
City council reminder of service changes	16-Feb	16-Feb
Greenwaste cart delivery	2-Mar	6-Mar
Greenwaste service collection begins	9-Mar	13-Mar
First Shred, E-waste and Compost Event	11-Apr	11-Apr





COST PROPOSAL

SONORA COUNTY RFP

Submitted separately as part of the integral Request for Proposal issued by the County of Sonora.

WM Cal Sierra

This page intentionally left blank.

Cost Proposal

Overview

WM Cal Sierra's rate proposal offers the City of Sonora a clear, cost-conscious path to expanded services while maintaining stability for residents and businesses. Rates are simple, transparent, and inclusive of all core enhancements requested by the City, including green waste collection and expanded programs.

More than a seamless transition, this proposal reflects a long-term partnership built on consistency, accountability, and public trust. By aligning with City priorities and delivering reliable, high-value service, WM supports the Council's broader efforts to build credibility with residents and reinforce Sonora's reputation as a well-managed, forward-looking community.

Service Categories: Mandatory and Subscription

WM Cal Sierra currently provides collection under a subscription-based service model, where residents voluntarily opt in. If the City chooses to transition to a mandatory service model, doing so will require an update to the municipal code and a strong community outreach program to ensure a smooth rollout.

The RFP assumes 2,190 total homes for mandatory service. About 1,280 households currently subscribe, meaning approximately 910 additional households would be affected. Should the City proceed, we will support ordinance updates, develop outreach materials, and equip council members to respond to questions before rollout.

WM Cal Sierra has extensive experience implementing mandatory programs and understands the importance of proactive education and stakeholder coordination. Should the City move forward with a mandatory model, our team will work closely with staff to support ordinance updates, develop public education materials, and ensure City Council members are well-equipped to respond to resident questions before any opposition arises.



Current Subscribers: 1,280

Total homes: 2,190

Potential Impact: 910 Families

If the City moves forward with mandatory service, Cal Sierra is ready to lead with early resident education and Council preparation for a smooth transition.

WM has provided rate proposals for both subscription and mandatory service, offering flexibility to match the City's timeline, community feedback, and policy direction.

Rate Strategy: Value-Driven and Resident-Focused

WM Cal Sierra's rate proposal reflects a commitment to delivering expanded services while maintaining affordability and long-term rate stability. Our approach is rooted in community responsiveness — providing real value and predictability at a time when inflation and compliance costs continue to rise across the state.

We share the City's goal of improving services without compromising the character of Sonora's historic downtown. Our local team listens to residents, understands their priorities, and designs cost-conscious, sustainable solutions that reflect community expectations.

In 2025, WM Cal Sierra waived our scheduled annual rate adjustment to align with this proposal.

Under the existing agreement, rates would have increased by 4.98% on August 31, 2025, with no added services. Instead, we are including all proposed enhancements, including bi-weekly green waste collection, within that same 4.98%, with no additional increase. This rate strategy follows one simple principle: enhance services without creating new financial burdens for residents.

Franchise Fee and Recyclables Revenue

WM Cal Sierra's proposed rates include the 6% franchise fee required by the RFP, helping the City generate revenue while keeping rates affordable for residents and businesses. Should the City wish to increase this fee, WM will work collaboratively with staff to evaluate any impact on customer rates and maintain a fair balance between City revenue goals and affordability.

WM Cal Sierra has also elected not to propose a recyclables revenue share. Instead, we have structured rates to pass the value of recyclable materials directly back to residents through lower overall collection costs. Because recyclable commodity markets are highly volatile — often shifting with global trade conditions, crude oil prices, and manufacturing demand — revenue share models can make it difficult for cities to forecast budgets accurately. With our approach, WM absorbs market risk, ensuring stable rates for customers and predictable revenue for the City.

Returning the value of recyclables to residents — and absorbing market risk so the City's budget stays predictable.

Flexibility for Future City Requests

WM Cal Sierra benefits from WM's national network of partners, offering the City access to additional services and programs such as street sweeping, household hazardous waste solutions, medical waste partnerships, textile recovery programs, and other sustainable solutions. If the City wishes to add new services, these can be discussed in interviews and incorporated during the negotiation stage.

Option 1 – Mandatory Service Without a Transfer Station

City of Sonora
Fee Schedule for Collection Services
Effective 11/1/2025

Option 1: Mandatory Service Without a Transfer Station

Residential Services

Effective Effective 11/1/2025 Contractor shall be permitted to collect no more than the following monthly fees for base residential collection services:

Single Family Residential Services
Includes one 64 gallon recycle cart and one 96 gallon green waste cart serviced every other week

	Estimated Qty	Monthly Rate
1 - 35 Gallon Cart	1404	$36.20
2 - 35 Gallon Carts	5	$71.20
3 - 35 Gallon Carts	3	$106.19
4 - 35 Gallon Carts	4	$142.38
1 - 64 Gallon Cart	526	$53.93
2 - 64 Gallon Carts	3	$106.74
3 - 64 Gallon Carts	0	$159.52
1 - 96 Gallon Cart	154	$70.03
2 - 96 Gallon Carts	6	$138.86
3 - 96 Gallon Carts	0	$207.76
Senior and Low Income 35 Gallon Weekly Service - 10% Discount	358	$32.58

Sideyard Cart Service (More than 10 feet from curb or roadside)

	Estimated Qty	Monthly Rate
1 - 35 Gallon Cart	0	$46.76
2 - 35 Gallon Carts	0	$92.33
3 - 35 Gallon Carts	0	$137.99
1 - 64 Gallon Cart	5	$65.67
2 - 64 Gallon Carts	0	$130.16
3 - 64 Gallon Carts	0	$194.69
1 - 96 Gallon Cart	0	$82.50
2 - 96 Gallon Carts	2	$163.88
3 - 96 Gallon Carts	0	$245.22

Residential Recycle Services

64 Gallon Recycle Cart	1,256	$0.00
Each Additional Recycling Cart	4	$7.22

Residential Green Waste Services		Monthly Rate
96 Gallon Yard Waste Cart	2,190	$0.00
Each Additional Yard Waste Carts	0	$7.22
Residential Extra Pickup Services		
Extra Pick Up Charge - During Stop, Per Bag		$6.49
Extra Pick Up - Trip Charge*		$16.93
Additional Residential Services		
Side Yard Service - Qualified Frail/Disabled		$0.00
Overage Charge - Lid Lifted 6" or greater		$12.24
New Service Activation - Residential		$25.84
Service Restart w/o Delivery		$20.14
Service Restart w Delivery		$60.30
Equipment: Lost or Stolen		$128.53
Contamination (after 2nd notice)		$25.29
Bad or Returned Check		$25.00
Late Fee		1.5% or $3.00 Minimum

Commercial and Multi-Family Services

Effective Effective 11/1/2025 Contractor shall be permitted to collect no more than the following monthly fees for base commercial and multi-family collection services:

Commercial Curbside Refuse Cart Service

35 gallon - weekly refuse service	20	$51.77
64 gallon - weekly refuse service	19	$69.01
96 gallon - weekly refuse service	30	$81.33

Commercial and Multi-family Refuse Bin Service

	Estimated Qty	Monthly Rate
1 Yard - 1x Week	46	$174.84
1 Yard - 2x Week	6	$319.24
1 Yard - 3x Week	2	$463.54
1 Yard - 4x Week	0	$607.98
1 Yard - 5x Week	0	$752.35
1 Yard - 6x Week	0	$896.64
1.5 Yard 1x Week	12	$247.08
1.5 Yard 2x Week	3	$463.54
1.5 Yard 3x Week	0	$680.12
1.5 Yard 4x Week	1	$896.64
1.5 Yard 5x Week	1	$1,113.48
1.5 Yard 6x Week	0	$1,329.84
2 Yard 1x Week	56	$319.24
2 Yard 2x Week	28	$607.98
2 Yard 3x Week	22	$896.77
2 Yard 4x Week	9	$1,185.33
2 Yard 5x Week	8	$1,474.05
2 Yard 6x Week	12	$1,762.82

Commercial and Multi-family Recycle Service

	Estimated Qty	Monthly Rate
First Recycling Cart (Per Month Charge)	100	$5.51
Second and Each Add'l Recycling Cart	74	$7.59
1 Yard - 1x Week	2	$41.26
1 Yard - 2x Week	0	$82.53
1 Yard - 3x Week	1	$123.78
2 Yard 1x Week	42	$41.26
2 Yard 2x Week	32	$82.53
2 Yard 3x Week	4	$123.78

Commercial Extra Pickup Service

Extra PU Cart Charge - Same Day	$6.85
Extra PU Cart Charge - Non Service Day	$17.85

1 Yard	$33.60
1.5 Yard	$50.21
2 Yard	$67.04

Additional Commercial Service

New Service Activation - Commercial	$45.38
Service Restart w/o Delivery	$21.24
Service Restart with Delivery	$63.47
Walk In Service - 10 to 50 Feet	$16.52
Overage Charge	$32.31
Cart Contamination (after 2nd notice)	$25.85
Bin Contamination (after 2nd notice)	$62.52
Bad or Returned Check	$25.00
Late Fee	1.5% or $3.00 Minimum

Roll Off and Industrial Services

Garbage and Refuse

20 Yard per haul - Includes 3 tons	$805.96
30 Yard Per Haul - Includes 4 tons	$1,046.60
40 Yard Per Haul - Includes 5 tons	$1,264.63
Per ton over included tons*	$124.05
Per day over 10 days	$9.86

* Overage tons will be charged at the current transfer station rates adjusted for franchise fees

C&D

20 Yard per haul - Includes 5 tons	$1,079.28
30 Yard Per Haul - Includes 7 tons	$1,408.48
40 Yard Per Haul - Includes 10 tons	$1,926.73
Per ton over included tons*	$124.05
Per day over 10 days	$9.86

* Overage tons will be charged at the current transfer station rates adjusted for franchise fees

Yard waste / Brush

20 Yard per haul - Includes 3 tons	$298.71
30 Yard Per Haul - Includes 4 tons	$336.58
40 Yard Per Haul - Includes 5 tons	$370.71
Disposal Per Yard*	$8.24
Per day over 10 days	$9.86

* Disposal is in addition to haul rate and will be charged at the current transfer station rates adjusted for franchise fees

Cardboard

20 Yard per Haul	$152.29
Per day over 10 days	$9.86

Customer Owned Compactors

Any size - per haul	$226.17
Per ton over included tons*	$124.05
Per day over 10 days	$9.86

* Disposal tons will be charged at the current transfer station rates adjusted for franchise fees

Additional Roll Off and Industrial Services

Avoidable Delays - Trip Fee - per hour	$107.85
Relocate - Customer Requested	$107.85

Bad or Returned Check	$27.21
Late Fee	1.5% or $3.00 Minimum

Franchise Fees

Franchise Fee Percentage paid to the City	6%
Recycle Revenue sharing percentage paid to the City	0%

Escalation Assumptions	Average
Annual Water Sewer Trash Index	3.8%
Growth Assumption	1%
Inflation	3.3%

Value added services - No Additional Charge to Customers

Existing Benefits	Annual Est. Value
Free Services to City Facilities	$65,000
Transfer Station Vouchers for All Residents	$31,886
Curbside Motor Oil Dropoff	$5,000
Free Sharps Disposal	$5,000
Curbside and Drop-Off Collection for Christmas Trees	$7,000
New Community Programs	Annual Est. Value
10% Discount for Seniors and Low-Income Residents	$15,545
Bulky Item Collection	$22,000
Free Disposal of Illegally Dumped Material 500 tons/year	$64,500
Bi-Annual Recycling Events (Shredding, E-waste, Compost)	$7,000
Downtown Business Mixers Three per Year	$3,000
Sonora Schools Sustainability Awards	$5,500
Partnership with Tuolumne County Arts	N/A
Total Annual Estimated Value-Add Services	**$231,431**

Option 2 – Subscription-Based Service Without a Transfer Station

City of Sonora
Fee Schedule for Collection Services
Effective 11/1/2025

Option 2: Subscription-Based Service Without a Transfer Station

Residential Services

Effective Effective 11/1/2025 Contractor shall be permitted to collect no more than the following monthly fees for base residential collection services:

Single Family Residential Services
Includes one 64 gallon recycle cart and one 96 gallon green waste cart serviced every other week

	Estimated Qty	Monthly Rate
1 - 35 Gallon Cart	785	$34.87
2 - 35 Gallon Carts	5	$68.58
3 - 35 Gallon Carts	3	$102.28
4 - 35 Gallon Carts	4	$137.15
1 - 64 Gallon Cart	361	$53.42
2 - 64 Gallon Carts	3	$105.73
3 - 64 Gallon Carts	0	$158.01
1 - 96 Gallon Cart	113	$70.03
2 - 96 Gallon Carts	6	$138.86
3 - 96 Gallon Carts	0	$207.76
Senior and Low Income 35 Gallon Weekly Service - 10% Discount	218	$31.38

Sideyard Cart Service (More than 10 feet from curb or roadside)

	Estimated Qty	Monthly Rate
1 - 35 Gallon Cart	0	$46.03
2 - 35 Gallon Carts	0	$90.89
3 - 35 Gallon Carts	0	$135.83
1 - 64 Gallon Cart	5	$64.64
2 - 64 Gallon Carts	0	$128.12
3 - 64 Gallon Carts	0	$191.64
1 - 96 Gallon Cart	0	$81.21
2 - 96 Gallon Carts	2	$161.31
3 - 96 Gallon Carts	0	$241.38

Residential Recycle Services

64 Gallon Recycle Cart	1,256	$0.00
Each Additional Recycling Cart	4	$7.11

Residential Greenwaste Services		Monthly Rate
96 Gallon Yard Waste Cart	1,365	$0.00
Each Additional Yard Waste Carts	0	$7.11

Residential Extra Pickup Services	
Extra Pick Up Charge - During Stop, Per Bag	$6.38
Extra Pick Up - Trip Charge*	$16.67

Additional Residential Services	
Side Yard Service - Qualified Frail/Disabled	$0.00
Overage Charge - Lid Lifted 6" or greater	$12.04
New Service Activation - Residential	$25.43
Service Restart w/o Delivery	$19.82
Service Restart w Delivery	$59.35
Equipment: Lost or Stolen	$126.52
Contamination (after 2nd notice)	$24.90
Bad or Returned Check	$25.00
Late Fee	1.5% or $3.00 Minimum

Commercial and Multi-Family Services

Effective Effective 11/1/2025 Contractor shall be permitted to collect no more than the following monthly fees for base commercial and multi-family collection services:

Commercial Curbside Refuse Cart Service

	Estimated Qty	Monthly Rate
35 gallon - weekly refuse service	20	$49.87
64 gallon - weekly refuse service	19	$66.47
96 gallon - weekly refuse service	30	$78.34

Commercial and Multi-family Refuse Bin Service

	Estimated Qty	Monthly Rate
1 Yard - 1x Week	46	$168.41
1 Yard - 2x Week	6	$307.51
1 Yard - 3x Week	2	$446.50
1 Yard - 4x Week	0	$585.63
1 Yard - 5x Week	0	$724.70
1 Yard - 6x Week	0	$863.68
1.5 Yard 1x Week	12	$238.00
1.5 Yard 2x Week	3	$446.50
1.5 Yard 3x Week	0	$655.12
1.5 Yard 4x Week	1	$863.68
1.5 Yard 5x Week	1	$1,072.56
1.5 Yard 6x Week	0	$1,280.96
2 Yard 1x Week	56	$307.51
2 Yard 2x Week	28	$585.63
2 Yard 3x Week	22	$863.81
2 Yard 4x Week	9	$1,141.77
2 Yard 5x Week	8	$1,419.87
2 Yard 6x Week	12	$1,698.03

Commercial and Multi-family Recycle Service

	Estimated Qty	Monthly Rate
First Recycling Cart (Per Month Charge)	100	$5.30
Second and Each Add'l Recycling Cart	74	$7.31
1 Yard - 1x Week	2	$39.74
1 Yard - 2x Week	0	$79.49
1 Yard - 3x Week	1	$119.23
2 Yard 1x Week	42	$41.66
2 Yard 2x Week	32	$83.33
2 Yard 3x Week	4	$124.99

Commercial Extra Pickup Service

Extra PU Cart Charge - Same Day		$6.59
Extra PU Cart Charge - Non Service Day		$17.19

1 Yard	$32.36
1.5 Yard	$48.37
2 Yard	$64.58

Additional Commercial Service

New Service Activation - Commercial	$43.71
Service Restart w/o Delivery	$20.46
Service Restart with Delivery	$61.14
Walk In Service - 10 to 50 Feet	$15.91
Overage Charge	$31.12
Cart Contamination (after 2nd notice)	$24.90
Bin Contamination (after 2nd notice)	$60.22
Bad or Returned Check	$25.00
Late Fee	1.5% or $3.00 Minimum

Roll Off and Industrial Services

Garbage and Refuse

20 Yard per haul - Includes 3 tons	$776.34
30 Yard Per Haul - Includes 4 tons	$1,008.13
40 Yard Per Haul - Includes 5 tons	$1,218.15
Per ton over included tons*	$124.05
Per day over 10 days	$9.50

* Overage tons will be charged at the current transfer station rates adjusted for franchise fees

C&D

20 Yard per haul - Includes 5 tons	$1,039.61
30 Yard Per Haul - Includes 7 tons	$1,356.71
40 Yard Per Haul - Includes 10 tons	$1,855.91
Per ton over included tons*	$124.05
Per day over 10 days	$9.50

* Overage tons will be charged at the current transfer station rates adjusted for franchise fees

Yard waste / Brush

20 Yard per haul - Includes 3 tons	$287.73
30 Yard Per Haul - Includes 4 tons	$324.21
40 Yard Per Haul - Includes 5 tons	$357.08
Disposal Per Yard*	$8.24
Per day over 10 days	$9.50

* Disposal is in addition to haul rate and will be charged at the current transfer station rates adjusted for franchise fees

Cardboard

20 Yard per Haul	$146.69
Per day over 10 days	$9.50

Customer Owned Compactors

Any size - per haul	$217.86
Per ton over included tons*	$124.05
Per day over 10 days	$9.50

* Disposal tons will be charged at the current transfer station rates adjusted for franchise fees

Additional Roll Off and Industrial Services

Avoidable Delays - Trip Fee - per hour	$103.89
Relocate - Customer Requested	$103.89

Bad or Returned Check	$25.00
Late Fee	1.5% or $3.00 Minimum

Franchise Fees

Franchise Fee Percentage paid to the City	6%
Recycle Revenue sharing percentage paid to the City	0%

Escalation Assumptions	Average
Annual Water Sewer Trash Index	3.8%
Growth Assumption	1%
Inflation	3.3%

Value added services - No Additional Charge to Customers

Existing Benefits	Annual Est. Value
Free Services to City Facilities	$65,000
Transfer Station Vouchers for All Residents	$18,928
Curbside Motor Oil Dropoff	$5,000
Free Sharps Disposal	$5,000
Curbside and Drop-Off Collection for Christmas Trees	$7,000
New Community Programs	Annual Est. Value
10% Discount for Seniors and Low-Income Residents	$9,113
Bulky Item Collection	$22,000
Free Disposal of Illegally Dumped Material 500 tons/year	$64,500
Bi-Annual Recycling Events (Shredding, E-waste, Compost)	$10,000
Downtown Business Mixers Three per Year	$3,000
Sonora Schools Sustainability Awards	$5,500
Partnership with Tuolumne County Arts	N/A
Total Annual Estimated Value-Add Services	**$215,041**

Received By
AUG 13 2025
City of Sonora

WASTE MANAGEMENT
1333 E. Turner Road
Lodi, California 95240

August 11, 2025

Mayor Ann Segerstrom
City of Sonora
94 N. Washington Street
Sonora, CA, 95370

SUBJECT: Request for Proposals for Solid Waste, Recycling, and Green Waste Collection and Management Services

Dear Honorable Mayor and Members of the City Council:

Cal-Sierra Disposal, Inc. (Cal-Sierra), is proud to have served the residents and businesses of Sonora with professionalism, responsiveness, and community commitment. As your long-standing solid waste services partner, we are excited to participate in the City's current RFP for Solid Waste, Recycling, and Green Waste Collection and Management Services.

We believe our exemplary service record as well as new and expanded service offerings will compliment and strengthen our existing partnership with the city. For your consideration, we wanted to share a few key points about our service record and approach:

- **Responsive Operations:** Our team responds to all City-raised operational concerns within 24 hours, a standard we consistently meet and can substantiate. Our local customer service and operations team are always ready to serve and support.
- **High Accuracy Rate:** We maintain a 99.4% accuracy rate for residential and a 99.2% accuracy rate for commercial waste collection, demonstrating the reliability our customers expect.
- **Local Commitment:** Our team is rooted in this community. Over 50% of our employees live within Sonora, and over 80% live within Tuolumne County. We are not just a service provider—we are your neighbors.
- **Community Focus:** From supporting local events to hosting educational programs, our team actively looks for ways to contribute beyond our core services.
- **Transparency and Engagement:** We welcome questions, feedback, and open dialogue to ensure our services evolve with the needs of the community.
- **Independent Evaluations:** Over the past 12 months, WM Cal-Sierra has earned a 4.6 out of 5.0 rating on Google, with 101 positive reviews highlighting strong customer service, reliability, helpfulness, friendliness, and professionalism.

We appreciate the City's goal of selecting a partner who will provide cooperative service delivery, transparent communication, and active community participation. Cal-Sierra is ready to continue fulfilling that role and to bring forward the enhancements outlined in our proposal.

We respectfully request the opportunity to present our proposal directly to the Council in an open forum so we can answer your questions, provide further details, and share how we will continue

delivering value to Sonora. Thank you for allowing WM to participate in a fair, objective and fact-based evaluation process.

Thank you for your time, consideration, and your dedication to the residents and businesses of this community. We look forward to continuing to serve as your trusted local partner.

Sincerely,

Vanessa Barberis
Public Sector Services Manager
WM Cal-Sierra Disposal