



January 22, 2021

City of Fort Bragg  
Attn: Tabatha Miller  
416 North Franklin Street  
Fort Bragg, CA 95437

RE: C&S Waste Solutions

Dear City Manager Miller:

It is my understanding that C&S Waste Solutions, (C&S), is responding to a request for services in the area of solid waste services for the City of Fort Bragg. I provide the following for your consideration in response to your request for information for your due diligence and reference check.

Ukiah Waste Solutions, an affiliate of C&S, has been the franchised solid waste, recycling, and green waste hauler for the City of Ukiah since 2008. Since that time, C&S has also been contracted with the City to operate the Ukiah Transfer Station. Our community's experience with Ukiah Waste Solutions as our solid waste franchise provider has been excellent. C&S invests locally in operational infrastructure and manages services from offices within Mendocino County. The company has clearly demonstrated their commitment to the City, the ratepayers, and the community over the course of our franchise experience.

For instance, in 2008, when the City was threatened with a Non-Compliance Order by CalRecycle against the former service provider, C&S staff worked with CalRecycle, providing them with data and information. These efforts resulted in CalRecycle finding that the City was in compliance with AB939, and that the company's diversion activities had raised the City's diversion rate above the mandated 50 percent to a new level of 58 percent at that time. C&S has continued to offer and implement new programs that have increased our diversion rate to a high of 72 percent in 2011, and despite the massive downturn in the recycling market, our diversion rate remains high at approximately 68 percent.

C&S staff have a positive working relationship with CalRecycle staff, contribute and lead the process for the preparation of the City's Electronic Annual Report, participate in CalRecycle meetings and site visits, and provide the agency with requested information on the City's behalf. C&S took the lead on implementation of AB341, preparing our Mandatory Commercial Recycling Plan, writing letters to businesses, and conducting outreach and waste assessments. C&S worked with the school district to adopt recycling policies to help reduce their costs. C&S' government liaison, meets with our Public Works Director every month to make sure the City's needs are being met and provide updates on recent activities, new regulations and emerging trends in the industry.

In 2015, C&S developed and implemented a food waste program at the request of the Ukiah City Council. In addition to the obvious environmental benefits, the program has positioned the City to be well ahead of emerging regulatory issues including compliance with SB 1383. In addition, C&S is investing in our local economy by establishing an organic waste facility on their existing property. This will provide redundancy for organic waste handling and create a stable rate base for all Mendocino County jurisdictions.

Our city staff is pleased with C&S' responsiveness to our questions and requests. C&S is proactive and responsive to the needs of our community and customer service is a high priority for the company at all levels. Principals are directly accessible at all hours and readily available by cell phone and for in-person meetings. City staff members rarely encounter complaints about C&S services, and confidently refer issues back to C&S for resolution when they do occur.

If you have any questions, please feel free to contact me.

Sincerely,

Sage Sangiacomo  
City Manager

## Miller, Tabatha

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**From:** Alan Flora <aflora@clearlake.ca.us>  
**Sent:** Wednesday, January 20, 2021 12:57 PM  
**To:** Miller, Tabatha  
**Subject:** RE: C&S Waste

Hi Tabitha,

I hope you are doing well!

I am happy to have a phone conversation, but I will provide my general thoughts via email and we can follow up if you would like from there.

We really like C&S. Bruce and Linsey are extremely professional and responsive. Pre-COVID, if we had an issue we wanted to meet about, they would jump right in the car and head over. They have quality equipment, an innovative system and complex at their Ukiah plant (They persisted in inviting me and some staff over for a tour and showed us through their processing facility). We have very few complaints about them from the public and if I forward a complaint along they address it immediately. They are always willing to help with staff and dumpsters if we do a cleanup day, support community initiatives, etc. As a pretty impoverished community overall, costs are important and when the City went to mandatory garbage service a few years back, there were concerns about how it would go. We believe their rates are good, cost increases are minimal and I think the value is high. Overall, I just think they are a good, personable, professional, and fairly innovative company that I would recommend to anyone.

Please let me know if you need anything else and good luck!

Alan

**From:** Miller, Tabatha <TMiller@fortbragg.com>  
**Sent:** Wednesday, January 20, 2021 12:26 PM  
**To:** Alan Flora <aflora@clearlake.ca.us>  
**Subject:** C&S Waste

Hi Alan,

I hope all is well in Clearlake. We are looking at possibly switching from Waste Management to C&S Waste when our Franchise Agreement expires at the end of June. Bruce McCracken listed you and Clearlake as a reference and I wanted to get your input on services, the city's relationship with C&S and anything else you might be willing to share.

If it is easier for you, I am happy to have a phone conversation at your convenience.

Thanks,

*Tabatha Miller*  
City Manager  
City of Fort Bragg  
(707) 961-2829  
[TMiller@FortBragg.com](mailto:TMiller@FortBragg.com)