

**Attachment 5**

**Zone 2**

| <b>Cost Competitiveness (35%)</b> | <b>Allied</b>   | <b>5</b> | <b>MarBorg</b>  | <b>2.5 Base<br/>3 Alt.</b> | <b>Waste Management</b>   | <b>2 Base<br/>1.5 Alt.</b> |
|-----------------------------------|---|----------|---|----------------------------|---|----------------------------|
| Cost Competitiveness              | <p>Lowest rates.</p> <p>Average rate reduction to single family customers of 25%, equal to savings of \$86.42 per year.</p> <p>Overall savings to all ratepayers of 20%.</p>  |          | <p>Average rate reduction to single family customers of 14% (base) &amp; 16% (alt), equal to savings of \$47.55 &amp; \$57.08 per year.</p> <p>Overall savings to all ratepayers is 14% (base) and 16% (alt).</p>                             |                            | <p>Average rate reduction to single family customers of 14% (base) &amp; 11% (alt), equal to savings of \$50.88 &amp; \$39.00 per year.</p> <p>Overall savings projection of 9% (base) &amp; 6% (alt).</p>  |                            |
| Reasonableness of Costs           | <p>Productivity assumptions seem reasonable by industry standards.</p> <p>Costs for trucks and carts also are in line with costs in the other proposals.</p> <p>Cost assumptions provide for adequate numbers of trucks &amp; containers.</p> |          | <p>Productivity assumptions seem reasonable by industry standards.</p> <p>Costs for trucks and carts also are in line with costs in the other proposals.</p> <p>Cost assumptions provide for adequate numbers of trucks &amp; containers.</p> |                            | <p>Productivity assumptions seem reasonable by industry standards.</p> <p>Costs for trucks and carts also are in line with costs in the other proposals.</p> <p>Cost assumptions provide for adequate numbers of trucks &amp; containers.</p> <p>Some of the commercial cost assumptions will need to be clarified in negotiations.</p> |                            |

**Zone 2 Proposals - Overall Revenue Comparisons**

|                             | <b>Current</b> | <b>Allied</b>    | <b>WM 1</b>      | <b>WM 2</b>      | <b>MB 1</b>      | <b>MB 2</b>      |
|-----------------------------|----------------|------------------|------------------|------------------|------------------|------------------|
| <b>Net Revenue</b>          | \$1,992,378    | \$1,559,123      | \$1,809,878      | \$1,868,029      | \$1,692,998      | \$1,641,269      |
| <b>Savings over Current</b> |                | <b>\$433,255</b> | <b>\$182,500</b> | <b>\$124,349</b> | <b>\$299,380</b> | <b>\$351,109</b> |
| <b>Rate Reduction as %</b>  |                | <b>22%</b>       | <b>9%</b>        | <b>6%</b>        | <b>15%</b>       | <b>18%</b>       |

Based on Hauler's Form 6 Projections

**Attachment 5**

**Zone 4**

| Cost Competitiveness (35%) | Allied   | 3.5 | Waste Management  | 5 Base<br>2.5 Alt. |
|----------------------------|--|-----|---|--------------------|
| Cost Competitiveness       | <p>Santa Ynez - Average savings to single family customers of 25%, equal to \$94.97 per year.</p> <p>Lompoc - Average savings to single family customers of 25%, equal to \$91.48 per year.</p> <p>Overall savings to all ratepayers of 22%.</p> |     | <p>Lowest pricing in base proposal.</p> <p>Santa Ynez - Average savings to single family customers of 28% (base) and 19% (alt) equal to \$106.81 and \$70.53 per year respectively.</p> <p>Lompoc - Average savings to single family customers of 32% (base) and 15% (alt) equal to \$106.81 and \$70.53 per year respectively.</p> <p>Overall savings to all ratepayers of 32%(base) &amp; 15% (alt)</p> |                    |
| Reasonableness of Costs    | <p>Productivity assumptions seem reasonable by industry standards.</p> <p>Costs for trucks and carts also are in line with costs in the other proposals.</p> <p>Cost assumptions provide for adequate numbers of trucks &amp; containers.</p>    |     | <p>Productivity assumptions seem reasonable by industry standards.</p> <p>Costs for trucks and carts also are in line with costs in the other proposals.</p> <p>Cost assumptions provide for adequate numbers of trucks &amp; containers.</p>   |                    |

**Zone 4 Proposals - Overall Revenue Comparisons**

|                             | <b>Current</b> | <b>Allied</b>    | <b>WM 1</b>        | <b>WM 2</b>      |
|-----------------------------|----------------|------------------|--------------------|------------------|
| Net Revenue                 | \$3,730,373    | \$2,900,118      | \$2,589,308        | \$2,787,301      |
| <b>Savings over Current</b> |                | <b>\$830,255</b> | <b>\$1,141,065</b> | <b>\$943,072</b> |
| <b>Rate Reduction as %</b>  |                | <b>22%</b>       | <b>31%</b>         | <b>25%</b>       |

Based on Hauler's Form 6 Projections

**Attachment 5**

**Zone 5**

| Cost Competitiveness (35%) | Allied   | 3.5 | Waste Management   | 5 (Base)<br>3.5 (Alt.) |
|----------------------------|--|-----|--|------------------------|
| Cost Competitiveness       | Average savings to single family customers of 15%, equal to \$44.37 per year.<br><br>Overall savings to all ratepayers of 14%.   |     | Lowest pricing in base proposal.<br><br>Average rate reduction to single family customers of 21% (base) & 15% (alt), equal to savings of \$61.99 & \$42.94 per year respectively.<br><br>Overall savings to all ratepayers of 25%. & 18% (alt) |                        |
| Reasonableness of Costs    | Productivity assumptions seem reasonable by industry standards.<br><br>Costs for trucks and carts also are in line with costs in the other proposals.<br><br>Cost assumptions provide for adequate numbers of trucks & containers. |     | Productivity assumptions seem reasonable by industry standards.<br><br>Costs for trucks and carts also are in line with costs in the other proposals.<br><br>Cost assumptions provide for adequate numbers of trucks & containers.             |                        |

**Zone 5 Proposals - Overall Revenue Comparisons**

|                             | <b>Current</b> | <b>Allied</b>    | <b>WM 1</b>        | <b>WM 2</b>      |
|-----------------------------|----------------|------------------|--------------------|------------------|
| Net Revenue                 | \$4,274,304    | \$3,662,554      | \$3,220,160        | \$3,515,226      |
| <b>Savings over Current</b> |                | <b>\$611,750</b> | <b>\$1,054,145</b> | <b>\$759,078</b> |
| <b>Rate Reduction as %</b>  |                | <b>14%</b>       | <b>25%</b>         | <b>18%</b>       |

Based on Hauler's Form 6 Projections