

## Exhibit A-1

### Mobilization Cost Sheet

#### Personnel

|                           | Hours per week | Hours per year | Cost per hour | Annual Cost         |
|---------------------------|----------------|----------------|---------------|---------------------|
| Contract Manager          | 4              | 208            | 50            | \$10,400.00         |
| Project Manager           | 40             | 2080           | 44            | \$91,520.00         |
| Chemist                   | 40             | 2080           | 32            | \$68,560.00         |
| Technician 1              | 40             | 2080           | 24            | \$49,920.00         |
| Technician 2              | 40             | 2080           | 24            | \$49,920.00         |
| Technician 3              | 40             | 2080           | 24            | \$49,920.00         |
| Technician 4              | 40             | 2080           | 24            | \$49,920.00         |
| Admin Support             | 40             | 2080           | 19            | \$38,520.00         |
| <b>Annual Labor Costs</b> |                |                |               | <b>\$407,680.00</b> |

#### Equipment

Capital equipment charges are based on amortizing the total costs over a five year contract term.

|                       |          |
|-----------------------|----------|
| Annual Equipment Cost | \$12,840 |
|-----------------------|----------|

#### Materials/Supplies/Administration

|  |          |
|--|----------|
| Annual Materials/Supplies/Administration | \$17,760 |
|--|----------|

#### Latex Paint Containers

Agency shall reimburse Contractor for latex paint containers purchased by Contractor for the latex reuse program at a rate of \$8.00 per container. Agency shall have the option to provide containers outside of the Contract and forgo payment to Contractor. Agency shall have the option to have PaintCare reimburse Contractor for latex paint containers purchased by Contractor and no payment shall be required from Agency.

#### Bonds\*

|                            |          |
|----------------------------|----------|
| \$500,000 Performance Bond |          |
| \$100,000 Payment Bond     | \$15,000 |

#### Annual Operating Costs

|                    | Annual Cost      | Monthly Cost    |
|--------------------|------------------|-----------------|
| Personnel          | \$407,680        | \$33,973        |
| Equipment          | \$12,840         | \$1,070         |
| Materials          | \$17,760         | \$1,480         |
| Bonds              | \$15,000         | \$1,250         |
| <b>Total Costs</b> | <b>\$453,280</b> | <b>\$37,773</b> |

### Load Check Cost Sheet

\$380 per site

Disposal based on Exhibit A - 3

## Exhibit A-2 Waste Disposal Cost Sheet

| Chemical Category                       | Disposal Method | Packing Method | Meter Box | Yard Box | 55 gallon Drum | 30 gallon Drum | 20 gallon Drum | 10 gallon Drum | 5 gallon Drum | Other       |
|---|-----------------|----------------|-----------|----------|----------------|----------------|----------------|----------------|---------------|-------------|
| <b>Flammable &amp; Poison</b>           |                 |                |           |          |                |                |                |                |               |             |
| Flammable solid/liquid                  | DI              | LO             | 600       | 610      | 210            | 170            | 150            | 120            | 75            |             |
| Bulked Flammable liquids                | FT              | B              |           | *        | 145            | 120            | *              | *              | *             |             |
| Oil-base paint                          | FT              | B              |           | *        | 160            | 135            | *              | *              | *             |             |
| Oil-base paint                          | FT              | LO             | 600       | 480      | 150            | 120            | *              | *              | *             |             |
| Poison (excl. aerosols)                 | DI              | LO             | 760       | 680      | 235            | 190            | 170            | 130            | 75            |             |
| Poison (excl. aerosols)                 | DI              | B              |           | *        | 285            | 230            | *              | *              | *             |             |
| <b>Acid</b>                             |                 |                |           |          |                |                |                |                |               |             |
| Inorganic acid                          | DI              | LO             |           | *        | *              | 170            | 150            | 120            | 75            |             |
| Inorganic acid                          | T               | B              |           | *        | *              | 180            | *              | *              | *             |             |
| Organic acid                            | DI              | LO             |           | *        | 240            | 170            | 150            | 120            | 75            |             |
| Organic acid                            | DI              | B              |           | *        | 250            | 180            | *              | *              | *             |             |
| <b>Base</b>                             |                 |                |           |          |                |                |                |                |               |             |
| Inorganic base                          | DI              | LO             |           | *        | *              | 170            | 150            | 120            | 75            |             |
| Inorganic base                          | T               | B              |           | *        | *              | 180            | *              | *              | *             |             |
| Organic base                            | DI              | LO             |           | *        | 240            | 170            | 150            | 120            | 75            |             |
| Organic base                            | DI              | B              |           | *        | 250            | 180            | *              | *              | *             |             |
| <b>Oxidizer</b>                         |                 |                |           |          |                |                |                |                |               |             |
| Neutral oxidizers                       | DI              | LP             |           | *        | 270            | 190            | 160            | 130            | 80            |             |
| Organic peroxides                       | DI              | LP             |           | *        | *              | *              | *              | *              | 80            |             |
| Oxidizing acid                          | DI              | LP             |           | *        | *              | 190            | 160            | 130            | 80            |             |
| Oxidizing base                          | DI              | LP             |           | *        | *              | 190            | 160            | 130            | 80            |             |
| <b>PCB-containing</b>                   |                 |                |           |          |                |                |                |                |               |             |
| PCB-containing paint                    | DI              | B              |           | *        | 520            | 420            | *              | *              | *             |             |
| PCB-containing paint                    | DI              | LO             |           | *        | 485            | 390            | *              | *              | *             |             |
| Other PCB waste                         | DI              | LO             |           | *        | 485            | 390            | 315            | 205            | 100           |             |
| PCB Ballasts/Capacitors                 | R               | LO             |           | *        | 485            | 390            | 315            | 205            | 100           |             |
| <b>Aerosol</b>                          |                 |                |           |          |                |                |                |                |               |             |
| Corrosive aerosols                      | DI              | LO             | 710       | 620      | 200            | 170            | 150            | 120            | 75            |             |
| Flammable aerosols (1)                  | R               | LO             | 680       | 590      | 190            | 170            | 150            | 120            | 75            |             |
| Flammable aerosols (1)                  | DI              | LO             | 710       | 620      | 200            | 170            | 150            | 120            | 75            |             |
| Poison aerosols                         | DI              | LO             | 710       | 620      | 200            | 170            | 150            | 120            | 75            |             |
| <b>Reclaimable</b>                      |                 |                |           |          |                |                |                |                |               |             |
| Antifreeze                              | R               | B              |           | *        | *              | *              | *              | *              | *             | 2.00/gal    |
| Car batteries                           | R               | PA             |           | *        | *              | *              | *              | *              | *             | no charge   |
| Fluorescent bulbs (4', 6' & 8')         | R               | LO             |           | *        | *              | *              | *              | *              | *             | 0.14/foot   |
| Crushed Fluorescent bulbs               | R               | LO             |           | *        | 525            | *              | *              | *              | *             |             |
| Ultra Violet (UV) bulbs                 | R               | LO             |           | *        | *              | *              | *              | *              | *             | \$5.00/bulb |
| HID Lamps (Metal Halide)                | R               | EA             |           | *        | *              | *              | *              | *              | *             | \$1.25/lamp |
| Circular & Compact Fluor Lamps          | R               | EA             |           | *        | *              | *              | *              | *              | *             | \$0.95/lamp |
| High/Low Pressure Sodium lamps          | R               | EA             |           | *        | *              | *              | *              | *              | *             | \$2.25/lamp |
| Mercury Vapor Fluorescent lamps         | R               | EA             |           | *        | *              | *              | *              | *              | *             | \$0.85/lamp |
| Latex paint (3)                         | R               | B              |           | *        | 170            | *              | *              | *              | *             |             |
| Latex paint (3)                         | R               | LO             | 390       | 180      | *              | *              | *              | *              | *             |             |
| Motor oil/oil products                  | R               | B              |           | *        | *              | *              | *              | *              | *             | \$100/ P/U  |
| Oil filters                             | R               | LO             |           | *        | 95             | 80             | *              | *              | *             |             |
| Mercury (metallic)                      | R               | LP             |           | *        | *              | *              | *              | *              | 245           |             |
| <b>Other</b>                            |                 |                |           |          |                |                |                |                |               |             |
| Medical waste                           | DI              | LO             |           | *        | *              | 110            | 100            | 90             | 50            |             |
| Household batteries                     | R               | LO             |           | *        | *              | *              | *              | *              | *             | 0.70/pound  |
| Household batteries                     | LF              | LO             |           | *        | 190            | 140            | 125            | 115            | 90            |             |
| Lithium batteries                       | R               | LO             |           | *        | *              | 60             | 50             | 40             | 35            |             |
| Nicad batteries                         | R               | LO             |           | *        | 75             | 60             | 60             | 40             | 35            |             |
| Creosote Treated Wood                   | LF              | RO             |           | *        | *              | *              | *              | *              | *             | \$160/Cu.Yd |
| Creosote Treated Wood                   | LF              | LO             | 500       | 460      | 190            | *              | *              | *              | *             |             |
| Propane (Coleman Stove)                 | DI              | LO             |           | *        | 540            | 460            | *              | *              | *             |             |
| Propane (BBQ Type)                      | R               | EA             |           | *        | *              | *              | *              | *              | *             | \$25/each   |
| Labpacks - non-reactive (2)             | R               | EA             |           | *        | *              | *              | *              | *              | *             | \$2.85/lb   |
| Labpacks - reactive (2)                 | R               | EA             |           | *        | *              | *              | *              | *              | *             | \$ 5.65/lb  |
| Overpacked drums (addition to disposal) |                 |                |           | *        | *              | *              | *              | *              | *             | \$100 each  |
| Class 9/Non-RCRA (incl. rad/waste)      | DI              | LO             | 760       | 680      | 235            | 190            | 170            | 130            | 75            |             |
| Class 9 Fertilizers                     | DI              | LO             |           | *        | *              | 190            | 160            | 130            | 80            |             |
| Empty Contaminated Drums                | R               | EA             |           | *        | 30             | 20             | 20             | *              | *             |             |
| <b>Asbestos</b>                         |                 |                |           |          |                |                |                |                |               |             |
|   | LF              | RO             |           | *        | *              | *              | *              | *              | *             | \$160/Cu.Yd |
|   | LF              | LO             |           | 460      | 190            | 140            | 125            | 115            | 90            |             |

Key: Packing Method: LO = Loosepack; B = Bulk; LP = Labpack; RO = Rolloff; TT = Tank Truck  
 Disposal Method: R = Recycle; T = Treat; I = Incinerate; L = Landfilled

\* Not an appropriate size/type package for the waste stream

(1) Aerosols going for incineration can be mixed types, shipped as consumer commodity, ORM-D

(2) A minimum of \$100 per container will be charged

3 Latex paint may only be sent to a Recycler and charged upon written agreement by the SCWMA

## Exhibit A-3 Loadcheck Disposal Cost Sheet

| Chemical Category                       | Disposal Method | Packing Method | Cost per Lb | Other       |
|---|-----------------|----------------|-------------|-------------|
| <b>Labor Fee</b> \$380/visit            |                 |                |             |             |
| <b>Flammable &amp; Poison</b>           |                 |                |             |             |
| Flammable solid/liquid                  | DI              | LO             | \$1.50      |             |
| Bulked Flammable liquids                | FT              | B              | \$0.37      |             |
| Oil-base paint                          | FT              | B              | \$0.29      |             |
| Oil-base paint                          | FT              | LO             | \$0.79      |             |
| Poison (excl. aerosols)                 | DI              | LO             | \$1.51      |             |
| <b>Acid</b>                             |                 |                |             |             |
| Inorganic acid                          | DI              | LO             | \$2.05      |             |
| Organic acid                            | DI              | LO             | \$1.79      |             |
| <b>Base</b>                             |                 |                |             |             |
| Inorganic base                          | DI              | LO             | \$2.22      |             |
| Organic base                            | DI              | LO             | \$1.82      |             |
| <b>Oxidizer</b>                         |                 |                |             |             |
| Neutral oxidizers                       | DI              | LP             | \$2.03      |             |
| Organic peroxides                       | DI              | LP             | \$17.78     |             |
| Oxidizing acid                          | DI              | LP             | \$2.03      |             |
| Oxidizing base                          | DI              | LP             | \$2.03      |             |
| <b>PCB-containing</b>                   |                 |                |             |             |
| PCB-containing paint                    | DI              | B              | \$1.53      |             |
| PCB-containing paint                    | DI              | LO             | \$1.53      |             |
| Other PCB waste                         | DI              | LO             | \$1.53      |             |
| PCB Ballasts/Capacitors                 | R               | LO             | \$1.53      |             |
| <b>Aerosol</b>                          |                 |                |             |             |
| Corrosive aerosols                      | DI              | LO             | \$1.61      |             |
| Flammable aerosols (1)                  | R               | LO             | \$1.61      |             |
| Flammable aerosols                      | DI              | LO             | \$1.61      |             |
| Poison aerosols                         | DI              | LO             | \$1.61      |             |
| <b>Reclaimable</b>                      |                 |                |             |             |
| Antifreeze                              | R               | B              | \$0.18      |             |
| Fluorescent bulbs (4' & 8')             | R               | LO             |             | 0.14/ft     |
| HID Lamps (Metal Halide)                | R               | LO             | \$1.25/lamp |             |
| Circular & Compact Fluor. Lamps         | R               | LO             | \$0.65/lamp |             |
| High/Low Pressure Sodium lamps          | R               | LO             | \$2.25/lamp |             |
| Mercury Vapor Fluorescent lamps         | R               | LO             | \$0.65/lamp |             |
| Latex paint                             | R               | B              | \$0.31      |             |
| Motor oil/oil products                  | R               | B              | \$0.04      |             |
| Oil filters                             | R               | LO             | \$0.48      |             |
| Ultra Violet (UV) bulbs                 | R               | LO             |             | \$5.00/bulb |
| Mercury (metallic)                      | R               | LP             | \$13.61     |             |
| <b>Other</b>                            |                 |                |             |             |
| Medical waste                           | DI              | LO             | \$5.48      |             |
| Household batteries                     | R               | LO             | \$0.46      |             |
| Household batteries                     | LF              | LO             | \$0.46      |             |
| Lithium batteries                       |                 |                | \$0.46      |             |
| Nicad batteries                         |                 |                | \$0.46      |             |
| Propane (Coleman Stove)                 | DI              | LO             |             | \$4/ea      |
| Propane (BBQ Type)                      | R               | EA             |             | \$25/ea     |
| Labpacks - non-reactive                 | DI              | LP             | \$2.85      |             |
| Labpacks - reactive                     | DI              | LP             | \$5.65      |             |
| Overpacked drums (addition to disposal) |                 |                |             | \$100.00    |
| Class 9/Non-RCRA (excl. fertilizers)    |                 |                | \$1.85      |             |
| Class 9 Fertilizers                     |                 |                | \$1.85      |             |
| Empty Contaminated Drums                | R               | EA             |             | \$30/ea     |
| <b>Asbestos</b>                         |                 |                |             |             |
|   | LF              | RO             |             |             |
|   | LF              | LO             | \$4.20      |             |

Key: Packing Method: LO = Loosepack; B = Bulk; LP = Labpack; RO = Rolloff  
 Disposal Method: R = Recycle; T = Treat; I = Incinerate; L = Landfilled

(1) Aerosols going for incineration can be mixed types, shipped as consumer commodity, ORM-D

# Exhibit H-1 CESQG Cost Sheet

| Chemical Category                       | Disposal Method | Packing Method | Cost per Lb | Other       |
|---|-----------------|----------------|-------------|-------------|
| Processing Fee                          |                 |                | \$25/visit  |             |
| <b>Flammable &amp; Poison</b>           |                 |                |             |             |
| Flammable solid/liquid                  | DI              | LO             | \$1.65      |             |
| Bulked Flammable liquids                | FT              | B              | \$0.40      |             |
| Oil-base paint                          | FT              | B              | \$0.40      |             |
| Oil-base paint                          | FT              | LO             | \$0.90      |             |
| Poison (excl. aerosols)                 | DI              | LO             | \$1.70      |             |
| Reactive and explosive                  | DI              | LP             | \$6.20      |             |
| <b>Acid</b>                             |                 |                |             |             |
| Inorganic acid                          | DI              | LO             | \$2.25      |             |
| Organic acid                            | DI              | LO             | \$2.00      |             |
| <b>Base</b>                             |                 |                |             |             |
| Inorganic base                          | DI              | LO             | \$2.45      |             |
| Organic base                            | DI              | LO             | \$2.00      |             |
| <b>Oxidizer</b>                         |                 |                |             |             |
| Neutral oxidizers                       | DI              | LP             | \$2.25      |             |
| Organic peroxides                       | DI              | LP             | \$19.60     |             |
| Oxidizing acid                          | DI              | LP             | \$2.25      |             |
| Oxidizing base                          | DI              | LP             | \$2.25      |             |
| <b>PCB-containing</b>                   |                 |                |             |             |
| PCB-containing paint                    | DI              | B              | \$1.70      |             |
| PCB-containing paint                    | DI              | LO             | \$1.70      |             |
| Other PCB waste                         | DI              | LO             | \$1.70      |             |
| PCB Ballasts/Capacitors                 | R               | LO             | \$1.70      |             |
| <b>Aerosol</b>                          |                 |                |             |             |
| Corrosive aerosols                      | DI              | LO             | \$1.65      |             |
| Flammable aerosols (1)                  | R               | LO             | \$1.65      |             |
| Flammable aerosols                      | DI              | LO             | \$1.65      |             |
| Poison aerosols                         | DI              | LO             | \$1.65      |             |
| <b>Reclaimable</b>                      |                 |                |             |             |
| Antifreeze                              | R               | B              | \$0.20      |             |
| Fluorescent bulbs (4' & 8')             | R               | LO             |             | .16/ft      |
| HID Lamps (Metal Halide)                | R               | LO             |             | \$1.37/lamp |
| Circular & Compact Fluor. Lamps         | R               | LO             |             | \$0.72/lamp |
| High/Low Pressure Sodium lamps          | R               | LO             |             | \$2.47/lamp |
| Mercury Vapor Fluorescent lamps         | R               | LO             |             | \$0.72/lamp |
| Latex paint                             | R               | B              | \$0.40      |             |
| Motor oil/oil products                  | R               | B              | \$0.20      |             |
| Oil filters                             | R               | LO             | \$0.53      |             |
| Ultra Violet (UV) bulbs                 | R               | LO             |             | \$5.00/bulb |
| Mercury (metallic)                      | R               | LP             | \$15.00     |             |
| <b>Other</b>                            |                 |                |             |             |
| Medical waste                           | DI              | LO             | \$5.50      |             |
| Household batteries                     | R               | LO             | \$0.70      |             |
| Household batteries                     | LF              | LO             | \$0.70      |             |
| Lithium batteries                       | R               | LO             | \$0.70      |             |
| Nicad batteries                         | R               | LO             | \$0.70      |             |
| Auto batteries                          | R               | B              | \$0.70      |             |
| Propane (Coleman Stove)                 | DI              | LO             |             | 4.50/ea     |
| Propane (BBQ Type)                      | R               | EA             |             | 27.50/ea    |
| Labpacks - non-reactive                 | DI              | LP             | \$3.15      |             |
| Labpacks - reactive                     | DI              | LP             | \$6.25      |             |
| Overpacked drums (addition to disposal) |                 |                |             | \$100.00    |
| Class 9/Non-RCRA (excl. fertilizers)    | DI              | LO             | \$2.00      |             |
| Class 9 Fertilizers                     | DI              | LO             | \$2.05      |             |
| Empty Contaminated Drums                | R               | EA             |             | \$30/ea     |
| <b>Asbestos</b>                         |                 |                |             |             |
|   | LF              | RO             |             |             |
|   | LF              | LO             | \$4.65      |             |

Key: Packing Method: LO = Loosepack; B = Bulk; LP = Labpack; RO = Rolloff  
Disposal Method: R = Recycle; T = Treat; I = Incinerate; L = Landfilled

(1) Aerosols going for incineration can be mixed types, shipped as consumer commodity, ORM-D

## Exhibit H-2

### Emergency Response Cost Sheet

Contractor will bill the emergency response waste in one of the following three manners:

1. By the pound or gallon, if brought in unpackaged as per the pricing listed in the CESQG Cost Sheet.
2. By the drum using costs listed in the Waste Disposal Cost Sheet, subtracting the cost of the drum, as listed below, if brought in pre-packaged using drums supplied by the emergency response crew.
3. By the drum using costs listed in the Waste Disposal Cost Sheet, if Contractor provides the drum.

| Packaging Type   | Size           | Cost  |
|------------------|----------------|-------|
|                  |                |       |
| Yard Box, Fiber  |                | \$48  |
| Meter Box, Fiber |                | \$60  |
| Drums, Metal     | 85 gal (recon) | \$85  |
|                  | 55 gal         | \$34  |
|                  | 55 gal (recon) | \$26  |
|                  | 30 gal         | \$24  |
| Drums, Fiber     | 55 gal         | \$18  |
|                  | 30 gal         | \$16  |
|                  | 20 gal         | \$14  |
|                  | 10 gal         | \$12  |
|                  | 5 gal          | \$8   |
| Drums, Plastic   | 85 gal (recon) | \$145 |
|                  | 55 gal         | \$32  |
|                  | 30 gal         | \$24  |
|                  | 5 gal          | \$6   |

## PaintCare Program

### ATTACHMENT C: PRICING\*\*

| Service                       | Description  | Unit Price                               |
|-------------------------------|--|--|
| Direct Reuse Rate             | Clean Harbors Environmental Services, Inc. agrees to pay to the Sonoma County Waste Management Agency for each container of Program Product that is actually taken by a public consumer from a Direct Reuse program, whether sold or given away without charge.                                | <i>\$ 0.25 per container</i>             |
| Latex Paint Reprocessing Rate | Clean Harbors Environmental Services, Inc. agrees to pay to the Sonoma County Waste Management Agency for each gallon of Reprocessed latex paint produced from Program Products that is actually taken by a public consumer, whether sold or given away without charge.                        | <i>\$ 6.00 per 5 gallon Pail</i>         |
| Bulked Latex Paint Rate       | Clean Harbors Environmental Services, Inc. agrees to pay to the Sonoma County Waste Management Agency for every 55-gallon drum of Bulked latex paint that is picked up by a Transportation Provider. Rate includes drum cost.  | <i>\$0.00 per bulked 55-gallon drum</i>  |
| Bulked Oil-Based Paint Rate   | Clean Harbors Environmental Services, Inc. agrees to pay to the Sonoma County Waste Management Agency for every 55-gallon drum of Bulked oil-based paint that is picked up by Transportation Provider. Drum cost will be covered by PaintCare.   | <i>\$39.00 per bulked 55-gallon drum</i> |
| Internal Transportation Rate  | Clean Harbors Environmental Services, Inc. agrees to pay to the Sonoma County Waste Management Agency per tote for the Internal Transportation of Program Products from Collection Events and the Door to Door Program to Sonoma County Waste Management Agency's primary Collection Facility. | <i>\$0.</i>                              |

All reimbursements to Agency shall be included on the monthly invoice from Contractor in the format below and shall be based on the monthly container counts:

**TASK 1: REUSE CREDIT**

-\$0.25 per container, estimated 1 container

-\$0.25

**TASK 2: LATEX PAINT REPROCESSING CREDIT**

-\$6.00 per container, estimated 1 container

-\$6.00

**TASK 3: OIL BASE PAINT CREDIT**

-\$39.00 per container, estimated 1 container

-\$39.00

**TOTAL -\$45.25**