

**RFP Response from City Recycler, Inc.  
(dba) Green City Recycler**

**City of Austin Curbside Textile Recycling Program**

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## GREEN CITY RECYCLER

2817 Berry Rd **Houston**, TX 77093 –Phone: 713-694-8483

### Excutive Summary

**This must include apartments, condo, mobile home parks, etc., now serviced by commercial haulers.**

The city of Austin has 324,892 households according to 2010 US census data. We at Green City Recycler would like to help the City of Austin attain it's Zero waste goal by 2040. According to EPA estimates an average American household discards 70 lbs of textiles annually, these textiles end up in our landfill.

Green City Recycler is focused to help recycle textiles in a effective manner without filling up our landfills. The city currently has 191,770 recycling customers.

Please read our 10 point plan to implement the recycling of yourCity's textiles effectively.

1. We would deploy 15, 26 ft trucks. Each with a driver and heler
2. 12 trucks will be on the collection route with 3 serving as back ups for breakdowns or trucks that are filled up. We will follow the City of Austin recycling schedule.
3. We will provide the residents with 33 gallon green trash bags that have our companies logo marked on them along with the items that are accepatable.
4. We will use [alldelivered.com](http://alldelivered.com) services to deliver all the initial marketing material and trash bags prior to our first service. Alldelivered.com uses personnel to deliver door to door marketing materials, all their staff are tracked by GPS to ensure the materials are delivered. If the community or city has restrictions against door to door marketing we would employ direct mail marketing.
5. After the initial delivery we will replenish trash bags for any resident that have used their trash bags. These replacement trash bags will be left in the resident mail boxes by our collection helpers every time they pick up a trash bag. We will also replace additional trash bags to all residents once every quarter. Our website will also have a request form to request additional trash bags.
6. All our trucks will be monitored by Nexttraq alerts to monitor route completions, speed limits and staying within assigned routes.
7. Once the route is completed the truck returns to our facility in Austin metro area, the driver turns in his route sheet and the diver reports to dispatch to verify the completion of the route.
8. If the truck is filled up a substuite truck is sent to complete the route while the filled up truck is emptied for back up.
9. All the materials collected from the city of Austin will be weighed in at the completion of the route and a **metric tonnage** report will be generated and reported to the city of Austin at the end of the week.
10. These materials will undergo primary sorting. Then get sold to various international and domestic customers.

**GREEN CITY RECYCLER**

**2817 Berry Rd Houston, TX 77093 –Phone: 713-694-8483**

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Our Hiring Practices and training:

We have achieved our current success only with our hard working and loyal staff, we take great effort to hire candidates that bring their A game, we believe to have a strong company we need to surround ourselves with the strongest team players. We take the safety of our clients and staff with highest regard and have implemented safe hiring and training practices listed below.

We would only employ local drivers who are familiar with the area, all our drivers are hired via online driver recruiting job sites. **Each driver has to fulfil these requirements to drive for us.**

1. **Zero accidents in the last 3 years.**
2. **Zero DUI in the last 10 years.**
3. **Zero DOT violations.**
4. **Last 3 years of straight truck driving experience.**

Once they meet these requirements they come in for a scheduled interview with their driving record, if we are satisfied with a candidate they go for a **DOT physical and DOT pre-employment drug screen**, if in adherence, the driver reports to duty.

On the first day the driver is trained on office policies and gets familiar with the equipment's they will be using and will spend the rest of the day in the warehouse.

The second day the driver will have a ride along with his supervisor, where the supervisor will show him how the collection process works.

On day three the driver will act as a helper on a route for 5 straight days.

After a week of helping, the driver will drive a truck with a senior driver for three collection days, after which the driver will be assigned his own collection route and helper.

Our helpers will go through similar pre-employment screening, they will undergo a pre-employment drug test. For the first week they will work in our warehouse in the primary sorting section and from the second week they will be with a senior driver and senior helper on a collection route.

We will have weekly safety meeting for all drivers and helpers.

We plan to have four additional drivers and 4 helpers on standby to fill in for call outs or to help to meet additional service demands.

Our experience has helped us to analyze peak times where residents decide to clean out their used clothes this will help us to have additional staff for those peak seasons.



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Financial Benefits:

This program is a ZERO cost to the City of Austin, all services mentioned will be provided by us. We will also pay the City of Austin \$30 per metric ton of recyclable materials collected.

A metric ton is 2,204.62 avoirdupois lbs., and is equivalent to 1,000 kilos.

Added Benefits and Services:

Green city recycler also recycles textiles via recycling containers placed at various businesses, as an additional service which will also be provided free of charge if they city of Austin and Austin ISD approves. We would be able to place our textile recycling containers at Austin ISD schools. Austin ISD has 129 schools serving 84,591 students. Our containers will be placed next to current paper recycling containers and serviced by us once a week. Austin ISD will receive 0.05 cents per lb. of recyclable materials collected via these containers. We currently service a few schools ISD's in the Houston metro.



Commercial  
Businesses

Estimated Revenue for Austin ISD.

Number of Schools: 129

Average textiles Collected per month at a school: 800 lb.

Monthly Revenue per School:  $\$40(800 \times 0.05)$

Annual Revenue per school = \$480

Annual Revenue for Austin ISD = \$61,920 ( $\$480 \times 129$ )

(A gross ton = 2,240  
avoirdupois pounds)

**FORMAL BID SHEET  
CITY OF AUSTIN  
CURBSIDE TEXTILE COLLECTION PROGRAM**

**Special Instructions:** Be advised that exceptions taken or qualifying statements made to any portion of the solicitations may jeopardize acceptance of the bid and may result in disqualification of the bid.  
The City reserves the right to determine if an alternative product submitted will meet the needs of the specifications and select an alternative to the specifications provided. Where an equivalent product is submitted, the City reserves the right to select a buyer approved equal.

A bid of '0' (zero) will be interpreted by the City as a no-charge (free) item and the City will not expect to pay for that item. A bid of 'no bid' will be interpreted by the City that the responder does not wish to bid on that item.

The quantities noted below are estimates and not a guarantee of actual quantities. The City does not guarantee the purchase of the quantities listed. Actual quantities may be more or less.

Failure to respond to each section of this bid sheet may result in disqualification of your bid.

ITEM NO.	ITEM DESCRIPTION	ESTIMATED QUANTITY	UNIT OF MEASURE	UNIT PRICE	EXTENDED PRICE
1	REVENUE ~ Price per ton, to the City for all materials collected	N/A	PER TON	\$30	
2	Non-routine, special event collection fee (if any), beyond the 2 required.	5-7 PER YEAR	EACH PER TON	\$30	
3	Collection Container rental fee (if any)	1-2 containers	EACH	0	
<b>TOTAL:</b>					

The undersigned, by his/her signature, represents that he/she is submitting a binding offer and is authorized to bind the respondent to fully comply with the solicitation document contained herein. The Respondent, by submitting and signing below, acknowledges that he/she has received and read the entire document packet sections defined above including all documents incorporated by reference, and agrees to be bound by the terms therein.

Company Name: GREEN CITY RECYCLER

Company Address: 2817 BERRY ROAD

City, State, Zip: HOUSTON, TX, 77093

Federal Tax ID No. [REDACTED]

Printed Name of Officer or Authorized Representative: SAM EBENEZER

Title: CHIEF OPERATING OFFICER

Signature of Officer or Authorized Representative: [Signature]

Date: 04/29/2016

Email Address: info@greencityrecycler.com

Phone Number: 240-481-9532

**\* Proposal response must be submitted with this Offer sheet to be considered for award**

**Section 0510: Exceptions Checklist**

**Solicitation Number:** RFP SLW0511 Curbside Textile Recycling Services

The City will presume that the Offeror is in agreement with all sections of the solicitation unless the Offeror takes specific exception as indicated below. Complete the exception information indicating each exception taken, provide alternative language, and justify the alternative language. The City, at its sole discretion, may negotiate exceptions that do not result in material deviations from the sections contained in the solicitation documents. Material deviations as determined by the City may result in the City deeming the Offer non-responsive. The Offeror that is awarded the contract shall be required to sign the contract with the provisions accepted or negotiated.

Place this attachment in Tab 2 of your offer. Copies of this form may be utilized if additional pages are needed.

Indicate:

- ☒ 0300 Standard Purchase Terms & Conditions
- ☐ 0400 Supplemental Purchase Provisions
- ☐ 0500 Scope of Work

Page Number

Section Number

Section Description

Alternative Language:

Justification:

**Section 0605: Local Business Presence Identification**

A firm (Offeror or Subcontractor) is considered to have a Local Business Presence if the firm is headquartered in the Austin Corporate City Limits, or has a branch office located in the Austin Corporate City Limits in operation for the last five (5) years, currently employs residents of the City of Austin, Texas, and will use employees that reside in the City of Austin, Texas, to support this Contract. The City defines headquarters as the administrative center where most of the important functions and full responsibility for managing and coordinating the business activities of the firm are located. The City defines branch office as a smaller, remotely located office that is separate from a firm's headquarters that offers the services requested and required under this solicitation.

**OFFEROR MUST SUBMIT THE FOLLOWING INFORMATION FOR EACH LOCAL BUSINESS (INCLUDING THE OFFEROR, IF APPLICABLE) TO BE CONSIDERED FOR LOCAL PRESENCE.**

*NOTE: ALL FIRMS MUST BE IDENTIFIED ON THE MBE/WBE COMPLIANCE PLAN OR NO GOALS UTILIZATION PLAN (REFERENCE SECTION 0900).*

**\*USE ADDITIONAL PAGES AS NECESSARY\***

**OFFEROR:**

Name of Local Firm			
Physical Address			
Is your headquarters located in the Corporate City Limits? (circle one)	Yes	No	
or			
Has your branch office been located in the Corporate City Limits for the last 5 years?	Yes	No	
Will your business be providing additional economic development opportunities created by the contract award? (e.g., hiring, or employing residents of the City of Austin or increasing tax revenue?)	Yes	No	

**SUBCONTRACTOR(S):**

Name of Local Firm			
Physical Address			
Is your headquarters located in the Corporate City Limits? (circle one)	Yes	No	
or			
Has your branch office been located in the Corporate City Limits for the last 5 years	Yes	No	



Will your business be providing additional economic development opportunities created by the contract award? (e.g., hiring, or employing residents of the City of Austin or increasing tax revenue?)	Yes	No

**SUBCONTRACTOR(S):**

Name of Local Firm		
Physical Address		
Is your headquarters located in the Corporate City Limits? (circle one)	Yes	No
or		
Has your branch office been located in the Corporate City Limits for the last 5 years	Yes	No
Will your business be providing additional economic development opportunities created by the contract award? (e.g., hiring, or employing residents of the City of Austin or increasing tax revenue?)	Yes	No

Section 0835: Non-Resident Bidder Provisions

Company Name GREEN CITY RECYCLER

- A. Bidder must answer the following questions in accordance with Vernon's Texas Statutes and Codes Annotated Government Code 2252.002, as amended:

Is the Bidder that is making and submitting this Bid a "Resident Bidder" or a "non-resident Bidder"?

Answer: Resident Bidder

- (1) Texas Resident Bidder- A Bidder whose principle place of business is in Texas and includes a Contractor whose ultimate parent company or majority owner has its principal place of business in Texas.  
(2) Nonresident Bidder- A Bidder who is not a Texas Resident Bidder.

- B. If the Bidder is a "Nonresident Bidder" does the state, in which the Nonresident Bidder's principal place of business is located, have a law requiring a Nonresident Bidder of that state to bid a certain amount or percentage under the Bid of a Resident Bidder of that state in order for the nonresident Bidder of that state to be awarded a Contract on such bid in said state?

Answer: \_\_\_\_\_ Which State: \_\_\_\_\_

- C. If the answer to Question B is "yes", then what amount or percentage must a Texas Resident Bidder bid under the bid price of a Resident Bidder of that state in order to be awarded a Contract on such bid in said state?

Answer: \_\_\_\_\_

**Section 0900: Minority- and Women-Owned Business Enterprise (MBE/WBE) Procurement Program No Goals Form**

SOLICITATION NUMBER: SLW0511

PROJECT NAME: Curbside Textile Recycling Services

The City of Austin has determined that no goals are appropriate for this project. Even though goals were not assigned for this solicitation, the Bidder/Proposer is required to comply with the City's MBE/WBE Procurement Program, if areas of subcontracting are identified.

If any service is needed to perform the Contract and the Bidder/Proposer does not perform the service with its own workforce or if supplies or materials are required and the Bidder/Proposer does not have the supplies or materials in its inventory, the Bidder/Proposer shall contact the Small and Minority Business Resources Department (SMBR) at (512) 974-7600 to obtain a list of MBE and WBE firms available to perform the service or provide the supplies or materials. The Bidder/Proposer must also make a Good Faith Effort to use available MBE and WBE firms. Good Faith Efforts include but are not limited to contacting the listed MBE and WBE firms to solicit their interest in performing on the Contract, using MBE and WBE firms that have shown an interest, meet qualifications, and are competitive in the market; and documenting the results of the contacts.

Will subcontractors or sub-consultants or suppliers be used to perform portions of this Contract?

No ☒ If no, please sign the No Goals Form and submit it with your Bid/Proposal in a sealed envelope

If yes, please contact SMBR to obtain further instructions and an availability list and perform Good Faith Efforts. Complete and submit the No Goals Form and the No Goals Utilization Plan with your Bid/Proposal in a sealed envelope.

Yes ☐

After Contract award, if your firm subcontracts any portion of the Contract, it is a requirement to complete Good Faith Efforts and the No Goals Utilization Plan, listing any subcontractor, sub-consultant, or supplier. Return the completed Plan to the Project Manager or the Contract Manager.

I understand that even though goals were not assigned, I must comply with the City's MBE/WBE Procurement Program if subcontracting areas are identified. I agree that this No Goals Form and No Goals Utilization Plan shall become a part of my Contract with the City of Austin.

GREEN CITY RECYCLER  
Company Name:

SAM EBENEZER CHIEF OPERATING OFFICER  
Name and Title of Authorized Representative (Print or Type)

  
Signature

4/29/2016  
Date

**Minority- and Women-Owned Business Enterprise (MBE/WBE) Procurement Program No Goals Utilization Plan**  
(Please duplicate as needed)

SOLICITATION NUMBER:	SLW0511
PROJECT NAME:	Curbside Textile Recycling Services

**PRIME CONTRACTOR / CONSULTANT COMPANY INFORMATION**

Name of Contractor/Consultant			
Address			
City, State Zip			
Phone Number		Fax Number	
Name of Contact Person			
Is Company City certified?	Yes <input type="checkbox"/>	No <input type="checkbox"/>	MBE <input type="checkbox"/> WBE <input type="checkbox"/> MBE/WBE Joint Venture <input type="checkbox"/>

I certify that the information included in this No Goals Utilization Plan is true and complete to the best of my knowledge and belief. I further understand and agree that the information in this document shall become part of my Contract with the City of Austin.

**Name and Title of Authorized Representative (Print or Type)**

Signature

Date

Provide a list of all proposed subcontractors / sub-consultants / suppliers that will be used in the performance of this Contract. Attach Good Faith Effort documentation if non MBE/WBE firms will be used.

<b>Sub-Contractor / Sub-Consultant</b>			
City of Austin Certified	MBE <input type="checkbox"/>	WBE <input type="checkbox"/>	Ethics / Gender Code: <input type="checkbox"/> Non-Certified
Vendor ID Code			
Contact Person		Phone Number	
Amount of Subcontract	\$		
List commodity codes & description of services			

<b>Sub-Contractor / Sub-Consultant</b>			
City of Austin Certified	MBE <input type="checkbox"/>	WBE <input type="checkbox"/>	Ethics / Gender Code: <input type="checkbox"/> Non-Certified
Vendor ID Code			
Contact Person		Phone Number	
Amount of Subcontract	\$		
List commodity codes & description of services			

**FOR SMALL AND MINORITY BUSINESS RESOURCES DEPARTMENT USE ONLY:**

Having reviewed this plan, I acknowledge that the proposer (HAS) or (HAS NOT) complied with City Code Chapter 2-9A/B/C/D, as amended.

Reviewing Counselor

Date

Director/Deputy Director

Date



GREEN CITY RECYCLER

2817 Berry Rd Houston, TX 77093 –Phone: 713-694-8483

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Authorized Negotiator:

Name: Sam Ebenezer

Title: Chief Operating Officer

Address: 2817 Berry Road, Houston, TX, 77093

Phone Number: (240) 481 9532

## GREEN CITY RECYCLER

2817 Berry Rd Houston, TX 77093 –Phone: 713-694-8483

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### Company Organization/ History:

City Recycler dba Green City Recycler was incorporated in Houston, Texas in 2012 as C-Corporation.

Green city recycler is located at 2817 Berry Road, Houston, TX. Green city recycler has been operational since November 2014. Green City expanded its operations to Austin, Texas in January 2016. Green City does not have a physical address in Austin yet. We are in the process of setting up a unit in Austin.

We have a Territory Manager-Michael Derosa who works remote at the current time, He is an Austin for several years, who is currently in-charge for day-to-day field operations for the Austin and San Antonio markets. Mr. Derosa will report to Mr. Sam Ebenezer. Mr. DeRosa will assist Mr. Ebenezer in implementing the curbside recycling program for the City of Austin.

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### Equipment:

We will be using 15, 26 foot box trucks for our collection routes, all our trucks will be marked with our company logos. Our drivers and helpers will have green uniforms with yellow safety jackets with our company logos on them. All trucks will be equipped with black collection carts in the cargo hold to store the collected material. These carts ensure the materials collected are handled effectively and carried to our warehouse in efficient manner. Please see pictures below that show our trucks and collection carts.

All our equipment's will be available for collection 30 days before program commencement.



(26 ft Box Truck)



(Material Storage Cart)

We will provide the residents with green trash bags (33 gallons), the trash bags will be marked with our companies name and accepted recyclable materials listed on them. This will help us to reduce contamination of our products.

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2817 Berry Rd Houston, TX 77093 –Phone: 713-694-8483

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### Collection/Sorting Methods:

#### Initial Marketing and Deployment:

One month prior to commencement of our curbside recycling program we will drop of marketing materials with 3, (33 gallon) trash bags for the residents. This process can be achieved by two means.

We will utilize alldelivered.com - this service utilizes personnel's making individual drop offs of marketing material and trash bags at individual houses. Or If the city has reservations against this method we can employ direct mail marketing.

In our marketing material we will mention accepted material and where to place our trash bags.

#### Collection

- a.) On city assigned recycling day, our trucks will follow existing recycling truck to avoid interference to existing recycling program. Our driver will head to the assigned residential zone and our helper will collect our recyclable materials that are placed about 5 feet away from other recyclable materials. The helper then places the collected bags inside the box truck. At the end of the street the helper places the collected bags inside the carts. They move on to the next assigned zone. All our trucks will be fitted with **Nextraq gps** system which allows us to track our routes for completion. We have the ability to set speed alerts which notifies if a driver is over displayed speed limit on a road. We can create geo fences to notify if our trucks are not following assigned routes. This notifications will be monitored by our central dispatch.

If a truck is close to 85% capacity the driver will notify central dispatch, at this time our stand by truck will be dispatched to complete the route while the full truck will head back to our warehouse to get unloaded and wait for deployment.

**Replenishment:** If a residential household has left recyclable materials outside our helper will leave replacement trash bags in their mail box. Every quarter we will mail out replacement bags for all residents.

- b.) Yield frequency: Each helper estimates the amount collected, each trash bags depending on its weight is estimated between 0-50 lb. and they report this on their route sheets, this helps us to monitor staffing frequency and truck frequency needed over time.

#### Sorting:

Once our trucks arrive at our warehouse the carts are offloaded and they are individually weighed on a scale. The cart weight (189lbs) is deducted and the collected weight is determined. Each driver will



## GREEN CITY RECYCLER

2817 Berry Rd Houston, TX 77093 –Phone: 713-694-8483

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report to the dispatch with collected weights and route sheet and notify dispatch any problems encountered on route.

**Primary Sorting:** The carts get moved to primary sorting, though our trash bags will display accepted material, we assume residents will mix non-acceptable material in them. At our primary sorting stage warehouse staff will separate textiles, shoes, household linen, toys, books and other miscellaneous household items. The textiles are placed in a baling machine to be baled. The shoes will be placed in a burlaps sacks. The other materials mentioned above will be placed in Gaylord boxes.

The textile bales and shoes are sold to customers as credential merchandise, the toys and other materials are also sold customers who buy these material for resale in thrift stores internationally.

Electronics that are found will be recycled through electronic recyclers.

Material that does not fall under the categories mentioned about will be properly disposed of via waste management. ——— **Will any product or material collected be burned in a waste to energy plant?**

### Collection Plan for Austin ISD:

The schools will follow a weekly and bi-weekly emptying frequency depending on the volume the recycling containers generate. If a school recycles more than 200 lbs. the recycling bin will be serviced every week. If it yields less than 200 it will be serviced bi-weekly along with the collection for the residents. The weights will be reported every month to Austin ISD and the city of Austin.

## GREEN CITY RECYCLER

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### Prior Experience:

Green city recycler uses two channels to collect used textiles, our Primary way is to collect via recycling containers placed at major business and retailers for the community to use. A picture of our signature collection bin is shown below.



Green city also services apartment complexes with door to door pick up. \*

### How do these services work:

#### Collection Containers:

##### A.Placement , Colelction Frequency and tracking.

We place our textile recycling conatiner in a dead space or parking spaces, all our bins are authorized by the landlords or the business owers. Our metal bins have proper signage on them explaining what is accepted and what is not, and who to contact in case of emergency. Once a business signs up for our program within 10 days, one of recycling bins is delivered to the designated spot. The bin is serviced atleast once every week for the first month after placement, our drivers arrive at the container open it and empty all its contents into our collection truck, our driver then estimates the volume inside the container. If the container is filled up it's weight is around 400lbs, 200 for half and 125 for quarter. This helps us to analazye the yield flowing though the bin. After the first month we can conclude if the bin needs to be emptied once a week or twice a week or thrice a week. Based on our drivers collection estimate from each box we can predicate the emptying frequency. Every bin that yields over 200 lbs is serviced twice a week anything over 400 is serviced thrice a week.



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All our trucks are fitted with Nextraq GPS tracker this allows us to monitor if our drivers have serviced each assigned stops on their collection routes. Our drivers are trained to keep the area surrounding our bins clean and provide excellent customer service to our bin hosts.

Once the route is completed all the collected product will get weighed in at our facility and will go through primary sorting.



### Appartment door to door pick ups:

Our sales team visit various appartments in a assigned zipcode and talk with the property managers to set up a door to door collections. Once 4-5 appartments sign up in a designated zipcode, we set a day for the pick up. First a week ahead of the designated collection date we place door hangers on each appartment door, the door hangers specify

- i. The date of collection
- ii. Items that are accepted
- iii. How to handle the textiles (EG:How to place them in bags without hangers)
- iv. Where to place the items to be collected.
- v. A small information about the charities we support
- vi. A call back number for information regarding the collection process or to get tax receipts.
- vii. Our call attenders also provide information to residents who may have missed the collection date with alternative ways to recycle their used clothing at one of our drop off locations.
- viii. We inform the residents rain or shine their items will be collected to be recycled.

On the collection date, we ask the residents to place their unwated textile items in a trash bag and leave them outside their front door between 7am- 10am. We start our collection at 10 am. We deploy a 16 ft truck with a driver and two helpers. Each helper goes to each appartment and collects the trash bags filled with used textiles and fills up the 16ft truck. Then the truck moves on to the next appartment complex. We have found this way of collection very effective in communitis that have strict zoning laws towards unattended clothing collection bins.

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### Key Personnel:

Our company is headed by **Mr. Sam Ebenezer** who is responsible for day to day operations and oversees our trucks, drivers, warehouse and sales team.

**Our company's President Mr. Shair Ali has been in the textile recycling industry for over 20 years, Mr Ali is the founder of Green City Recycler.**

Mr Ebenezer reports to Mr. Ali daily and keeps him informed on overall progress of Green City Recycler.

### Key Personnel Experience:

The main program manager will be **Sam Ebenezer**, Mr. Ebenezer has over 9 years of textile recycling experience, and he has worked with **Planet Aid the nation's largest textile collector and recycler for 7 years, during this period he has helped recycle over 4 million lbs of textiles annually. He joined us in 2014 as Chief Operating Officer.** He has done extensive work in managing textile recycling programs in NC, SC, VA and DC. While managing operations in NC he had set up recycling programs for various county solid waste departments, namely Granville County, Wake County, Wilson County, Pitt County, Lee County, Davidson County, Pearson County and Duplin County. He has vast experience with city and county solid waste departments.

Mr Ebenezer will be directly involved in hiring of all drivers and warehouse staff and dispatch personnel.

If the bid is secured by Green City Recycler, we will hire an onsite manager to oversee daily operations. The onsite manager will supervise drivers, warehouse and dispatch team members and report to Mr Ebenezer.

**Planet Aid has an "F" rating by Charity Watch.**



## **Sam Ebenezer**

email: [sam.washingtondc@gmail.com](mailto:sam.washingtondc@gmail.com)

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### **Operations Manager**

General Business Practices/Procurement/Process Optimization/Logistics

An operations manager with over 10 years professional experience in general business planning and improving efficiency of operations. Strong ability to build performance and target oriented teams. Ability to identify areas of strengths and weakness and implement policies, changes and standards in operations. Proven ability to optimize productivity to be in line with the bottom line. Skilled in motivating staff to maximize productivity and control costs via effective scheduling and resource management. Strong negotiating skills and proven track record to analyze suppliers business, highly organized to ensure materials are procured at the right time via strategic logistics planning. Ability to work with Chinese manufactures on contract pricing and design.

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### **Professional Experience**

#### **Green City Recycler**

##### **General Manager: Houston, TX October 2014 – To date**

- Responsible for growth of the business in Houston and various other markets.
- Started with 11 accounts expanded to 270 accounts in 18 months' time.
- Responsible to grow the business in Austin, San Antonio and Dallas in the next 5 years.
- Research other national markets to grow the business into.
- Responsible to implement operational policies and inventory control.
- Hired all personnel for the operation.
- Co-ordinate with our bin manufacturer in China to design our recycling bins and also instructed the local staff on assembly procedures.
- Responsible for preparing budget and company PL.
- Lead a sales team to sign two major ISD in the Houston market.
- Responsible to set up all vendors for the business and negotiated all prices



#### **Planet Aid USA**

##### **Operations Manager: Durham, NC US**

**April 2007 – April 2014**

- Managed the entire operations for the states of NC/SC/VA.
- Responsible to bring in annual revenue of in excess of \$3 million.

- Made sure the facility was in compliance with all safety standards.
- Negotiated all prices for products purchased and managed request for proposals and tendering for the unit.
- Worked with shipping lines to plan all import and export of products.
- Prepared logistics for import of raw materials from domestic and international suppliers.
- Worked with customs officials to clear imports.
- Prepared reports and drivers schedules, supervised the office personnel, warehouse personnel, drivers and contractors.
- Worked with ERP/SAP tools to increase productive, gathered business data via data mining and supplied to the S/W team to enhance ERP/SAP tools.
- Transformed all paper-based content into an ERP system.
- Conducted weekly safety meeting with drivers and warehouse staff.
- Trained drivers and made sure company and drivers were in compliance with all traffic regulations.
- Route optimization and analysis of efficient fuel consumption by trucks.
- Worked with local government officials to make sure unit was in compliance with all state and federal laws.
- Managed all contracts and contractors for the business.
- Prepared annual budgets.
- Hired personnel for all jobs in the operation.
- Expanded the operation into new territories with a very minimal expansion budget.
- Designed routing procedures.
- Balanced weekly accounts for the operation and approval of invoices.
- Managed sales team and motivate the sales team to achieve their sales goals.
- Worked with various Chinese bin manufactures on pricing and design. Trained local staff on how to assemble bins shipped from China.



#### **Development Aid People to People, Malawi (DAPP MALAWI)**

Worked as a manager in training, International Development for DAPP. DAPP is one of Malawi's largest non-profit.

Business Development Advisor Blantyre -Malawi, Africa

May 2008 to August 2008

- Worked with local business to contribute to humanitarian activities of DAPP eg: HIV aids prevention, farmers club, education and youth initiatives.
- Created a market plan that resulted in increase of \$ 55,000 through sales of used clothes in three-month period.
- Built the management skills of 25 staff of 3 used clothes outlet.
- Ensured each store received their inventory on time and in an efficient manner.
- Worked with the logistics planner and learned how retail products are sourced from Europe/Australia and Asia.
- Worked with custom officials in Tanzania and ensured our products cleared customs at port of Dar-Es-Salaam.



- Prepared monthly newsletter and weekly reports on sales;
- Conducted workshop with local vendors and had workshops on business development;
- Worked with employees on different customer service workshops and trained store managers to use MS Excel.

#### **Professional Licenses**

1. Standard forklift operator's license.
2. Ability to drive 16ft and 26ft box trucks.

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#### **Academic Background**

**MBA - Trinity Washington University, Washington, DC**

Major: International Business Operations and International Trade.

**B.S – Computer Science Engineering University of Madras, India**

Major: Network computing.

#### **Personal/Affiliations/Awards:**

- **BBC Blue Peter Badge award 1991.**
- **President of University YMCA's of India – Aug 2000-July 2004.**
- Member of the Gender and youth committee for Asia Pacific alliance of YMCA's, Hong Kong, July 2003-June 2005. Travelled all over South East Asia with the committee conducting various workshops in Singapore, Hong Kong, Sri Lanka and Malaysia.
- Worked as a volunteer with the YMCA Tsunami relief efforts during the 2004 Tsunami of South East Asia.
- Lived and worked in England for 3 years and travelled to several European countries gaining cultural experiences in Scotland, Netherlands, Germany, Switzerland, France, Turkey and Cyprus.
- Traveled to Peru to hike the Inca trail a 4 and half day trail up the Andes to visit Machu Pichu.

GREEN CITY RECYCLER

2817 Berry Rd Houston, TX 77093 –Phone: 713-694-8483

Cost and Revenue Proposal:

One Time	
Trucks	\$480,000.00
Expenses	Annual
Truck-FUEL	\$55,280.00
Labor	\$499,200.00
Office /Warehouse-Rent	\$48,000.00
PROGRAM MANAGER	\$48,000.00
OFFICE PHONE STAFF	\$21,600.00
UTILITY	\$6,000.00
TRUCK INSURANCE	\$27,000.00
TRUCK MAINTENANCE-PM	\$12,000.00
PRINTED TASH BAGS AND MARKETING MATERIAL	\$350,000.00
Total	\$1,067,080.00

Estimate Revenue for City of Austin

25\$ per ton @ 70lbs per Household Recycled	\$201,358
Revenue from Schools	\$61,920.00
Total revenue from Program	\$263,278

Green city recycler will pay \$30 per ton of recyclable materials collected from the curbside recycling program which has a potential to generate \$201,358 annually based on the EPA estimate that 70 lbs. is discarded annually by a household. There is **ZERO cost involved** for our curbside recycling program to the city of Austin.

In addition to our curbside the recycling containers that can be placed at Austin ISD has the potential to generate \$61,920. There is **ZERO cost involved** for servicing or renting the containers.

\* [ This program together can generate close to \$263,278 annually for the city. Our potential revenue from the materials we collect will be roughly close to \$4,077,000. So the city would get close to 6.5% of our revenue without incurring any cost. ] \*

**It's a money-grab for the City of Austin.**



GREEN CITY RECYCLER

2817 Berry Rd Houston, TX 77093 –Phone: 713-694-8483

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**Our resale markets:**

We take great effort to see we are not dumping our trash and other materials on other nations, all our customers are selected on the basis on what they do with the purchased material. 80%-90% of our customers are industries that use textiles as raw materials for other products. 6% are used clothing re-sellers. 4% are customers from companies that use used textiles as wipers and rags.

**What about electronics? Scrap metal, cars, appliances, shoes, misc. household items?**

## GREEN CITY RECYCLER

2817 Berry Rd Houston, TX 77093 –Phone: 713-694-8483

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### Local Presence and Community Impact:

Green city recycler has strategic partnership with two Austin based non-profits

1. End trafficking now –ETN
2. Refugee Services of Texas –RST

What about the Salvation Army, Goodwill, the Settlement Home and others who would have received these second-hand items?

### ETN:

End Trafficking Now is a global non-profit association working on a local level to combat human trafficking and provide support to victims. ETN's mission is to eradicate the global epidemic of modern slavery by working with local organizations and law enforcement to rescue victims and end human trafficking.

ETN believes that the hope for our society lies within our children. Standing against those who seek to exploit and harm children, and intensify human suffering is foundational for protecting innocence, fostering mental health, and empowering the causes of virtue and peace.

ETN seeks to end modern slavery in all forms by freeing and supporting both adults and children who are survivors of involuntary prostitution, forced labor, and indentured servitude. Their undertaking is to help any and every victim recover from this systemic and malignant authoritarian trade.

### Refugee Services of Texas:

Guided by the principles of human compassion and dignity, Refugee Services of Texas welcomes refugees, immigrants, and other displaced people and supports them in integrating and thriving in their new communities.

Green city recycler donates to these charities every month to help raise funds and spread awareness for the community. We will continue to support these Charities from the profits we make. We would also encourage other Austin non-profits to write to us for grants. Green City recycler currently donates to around 8% from our revenues to these charities. Our President believes in giving back to the community that helps grow our business.

We are in the process of setting up a warehouse and office in the Austin metro.

GREEN CITY RECYCLER

2817 Berry Rd Houston, TX 77093 –Phone: 713-694-8483

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Proposal Acceptance Period:

180 days as mentioned in the RFP

Section 0700: Reference Sheet

Responding Company Name

GREEN CITY RECYCLER

The City at its discretion may check references in order to determine the Offeror's experience and ability to provide the products and/or services described in this Solicitation. The Offeror shall furnish at least 3 complete and verifiable references. References shall consist of customers to whom the offeror has provided the same or similar services within the last 5 years. References shall indicate a record of positive past performance.

1. Company's Name

RIOCAN LLC

Name and Title of Contact

KELLY O'NEARA - PROPERTY MANAGER

Project Name

RIOCAN HOUSTON

Present Address

4845 HWY 6 H

City, State, Zip Code

HOUSTON, TX, 77084

Telephone Number

(713) 357 2180 Fax Number ( )

Email Address

komeara@riocan.com

2. Company's Name

INVENTRUST

Name and Title of Contact

LINDSAY MAJOR - SPECIALTY LEASING MANAGER

Project Name

WEST CREEK PLAZA

Present Address

2809 BUTTERFIELD ROAD, SUITE 200

City, State, Zip Code

OAK BROOK, IL, 60523

Telephone Number

(630) 570 0733 Fax Number ( )

Email Address

lindsay.major@InvenTrustPM.com

3. Company's Name

SAMPSON ELEMENTARY

Name and Title of Contact

CATHY BECKEMEYER, SCHOOL SECRETARY

Project Name

LY-FAIR ISD

Present Address

16002 COLES CROSSING DR, CYPRESS, TX

City, State, Zip Code

CYPRESS, TX, 77429

Telephone Number

(281) 213 1622 Fax Number ( )

Email Address

Cathy.beckemeyer@CFisd.net



## Request for Taxpayer Identification Number and Certification

Give Form to the  
requester. Do not  
send to the IRS.

**1** Name (as shown on your income tax return). Name is required on this line; do not leave this line blank.  
**CITY RECYCLER, INC**

**2** Business name/disregarded entity name, if different from above  
**GREEN CITY RECYCLER**

**3** Check appropriate box for federal tax classification; check only **one** of the following seven boxes:  
☐ Individual/sole proprietor or single-member LLC  
☒ C Corporation  
☐ S Corporation  
☐ Partnership  
☐ Trust/estate  
☐ Limited liability company. Enter the tax classification (C=C corporation, S=S corporation, P=partnership) ▶  
**Note.** For a single-member LLC that is disregarded, do not check LLC; check the appropriate box in the line above for the tax classification of the single-member owner.  
☐ Other (see instructions) ▶

**4** Exemptions (codes apply only to certain entities, not individuals; see instructions on page 3):  
Exempt payee code (if any) \_\_\_\_\_  
Exemption from FATCA reporting code (if any) \_\_\_\_\_  
(Applies to accounts maintained outside the U.S.)

**5** Address (number, street, and apt. or suite no.)  
**2817 BERRY ROAD**

**6** City, state, and ZIP code  
**HOUSTON, TX 77028**

**7** List account number(s) here (optional)

Requester's name and address (optional)

**Part I Taxpayer Identification Number (TIN)**

Enter your TIN in the appropriate box. The TIN provided must match the name given on line 1 to avoid backup withholding. For individuals, this is generally your social security number (SSN). However, for a resident alien, sole proprietor, or disregarded entity, see the Part I instructions on page 3. For other entities, it is your employer identification number (EIN). If you do not have a number, see *How to get a TIN* on page 3.

**Note.** If the account is in more than one name, see the instructions for line 1 and the chart on page 4 for guidelines on whose number to enter.

**Social security number**

\_\_\_\_ - \_\_\_\_ - \_\_\_\_

or

**Employer identification number**

\_\_\_\_ - \_\_\_\_ - \_\_\_\_ - \_\_\_\_ - \_\_\_\_

**Part II Certification**

Under penalties of perjury, I certify that:

1. The number shown on this form is my correct taxpayer identification number (or I am waiting for a number to be issued to me); and
2. I am not subject to backup withholding because: (a) I am exempt from backup withholding, or (b) I have not been notified by the Internal Revenue Service (IRS) that I am subject to backup withholding as a result of a failure to report all interest or dividends, or (c) the IRS has notified me that I am no longer subject to backup withholding; and
3. I am a U.S. citizen or other U.S. person (defined below); and
4. The FATCA code(s) entered on this form (if any) indicating that I am exempt from FATCA reporting is correct.

**Certification instructions.** You must cross out item 2 above if you have been notified by the IRS that you are currently subject to backup withholding because you have failed to report all interest and dividends on your tax return. For real estate transactions, item 2 does not apply. For mortgage interest paid, acquisition or abandonment of secured property, cancellation of debt, contributions to an individual retirement arrangement (IRA), and generally, payments other than interest and dividends, you are not required to sign the certification, but you must provide your correct TIN. See the instructions on page 3.

**Sign Here**      **Signature of U.S. person** ▶ *Shari Ali*      **Date** ▶ *APRIL 26, 2016*

### General Instructions

Section references are to the Internal Revenue Code unless otherwise noted.

**Future developments.** Information about developments affecting Form W-9 (such as legislation enacted after we release it) is at [www.irs.gov/fw9](http://www.irs.gov/fw9).

### Purpose of Form

An individual or entity (Form W-9 requester) who is required to file an information return with the IRS must obtain your correct taxpayer identification number (TIN) which may be your social security number (SSN), individual taxpayer identification number (ITIN), adoption taxpayer identification number (ATIN), or employer identification number (EIN), to report on an information return the amount paid to you, or other amount reportable on an information return. Examples of information returns include, but are not limited to, the following:

- Form 1099-INT (interest earned or paid)
- Form 1099-DIV (dividends, including those from stocks or mutual funds)
- Form 1099-MISC (various types of income, prizes, awards, or gross proceeds)
- Form 1099-B (stock or mutual fund sales and certain other transactions by brokers)
- Form 1099-S (proceeds from real estate transactions)
- Form 1099-K (merchant card and third party network transactions)

- Form 1098 (home mortgage interest), 1098-E (student loan interest), 1098-T (tuition)

- Form 1099-C (canceled debt)

- Form 1099-A (acquisition or abandonment of secured property)

Use Form W-9 only if you are a U.S. person (including a resident alien), to provide your correct TIN.

If you do not return Form W-9 to the requester with a TIN, you might be subject to backup withholding. See *What is backup withholding?* on page 2.

By signing the filled-out form, you:

1. Certify that the TIN you are giving is correct (or you are waiting for a number to be issued),
2. Certify that you are not subject to backup withholding, or
3. Claim exemption from backup withholding if you are a U.S. exempt payee. If applicable, you are also certifying that as a U.S. person, your allocable share of any partnership income from a U.S. trade or business is not subject to the withholding tax on foreign partners' share of effectively connected income, and
4. Certify that FATCA code(s) entered on this form (if any) indicating that you are exempt from the FATCA reporting, is correct. See *What is FATCA reporting?* on page 2 for further information.