

**Allied Waste – Rabanco LTD/SeaTac Disposal  
Commodity Revenue Sharing Enhancement Plan for King County  
January 1, 2011 - December 31, 2011**

As authorized by RCW 81.77.185, Rabanco LTD/SeaTac Disposal (herein referred to as SeaTac Disposal) is seeking approval from the Washington Utilities and Transportation Commission (WUTC) to retain 50% of the commodity value revenues for the 2011 plan year (January 1, 2011 – December 31, 2011). Please note that the revenue from the 2011 Revenue Sharing program will be used to fund the following initiatives.

**Data Collection and Evaluation** Continue to provide monthly reporting of tonnages, customer counts, and commodity values.

1. Provide data collection and evaluation of current garbage customers who increase service to include recycling, and those that convert from multiple containers to single stream recycling.
2. By October 15, 2011, SeaTac Disposal will provide King County with a report summarizing the number of 96 gallon carts distributed during the one-year period ending August 31, 2011, and a summary of the number and size of carts currently in use throughout the service area.
3. By October 15, 2011, SeaTac Disposal will provide King County with a report summarizing the number of yard waste food scrap Subscriptions during the one-year period ending August 31, 2011, and a summary of the number and size of carts currently in use throughout the service area.

**Conversion to 96-Gallon Recycle Carts** SeaTac Disposal agrees to transition WUTC customers as they call in to 96-gallon carts along with promotional material including instructions on how to reduce your municipal solid waste production. SeaTac Disposal believes this will be a transition of 500 WUTC-area customers from 34 gallon-carts to 96-gallon. We will track the diversion rates from routes with over 25 conversions in them and report them to you on a quarterly basis. SeaTac Disposal will provide 96-gallon carts to the 500 customers by October 31, 2011. Carts will also include educational decals describing what items are recyclable.

By March 1, 2011, SeaTac Disposal agrees to provide King County with a plan and timetable for providing 96-gallon recycle carts to all single family customers in the SeaTac Disposal WUTC-regulated service area that currently have smaller capacity containers. King County anticipates that implementation of this conversion plan will be a major and necessary element in the 2012 revenue sharing agreement.

**SeaTac Outreach efforts**

To enhance recycling in all service areas, SeaTac Disposal will conduct the following outreach efforts:

1. *Quarterly Meetings.* King County is continuing the implementation of a regional recycling campaign. South King County and the SeaTac area have comparatively lower recycling rates and are a focus of the campaign. The primary goals of the campaign are to increase the recycling participation among single-family households, and to increase the amount of materials recycled by participating households. King County and SeaTac Disposal will meet quarterly to discuss the progress of the program, review data compiled in the previous quarter, and continue to implement and plan the programs to increase the recycling in King County. These meetings will be scheduled in the first month of each quarter (January, April, July, & October.) SeaTac Disposal will participate in regional meetings sponsored by King County to discuss strategies for increasing recycling. SeaTac Disposal has designated its Municipal Services Manager to coordinate with the King County Recycling Campaign Manager to ensure that educational messages and data collection efforts suit the needs of both programs.

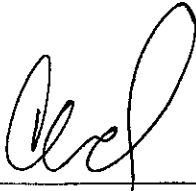
2. *2011 information packets.* Information regarding garbage, recycling, and organics services in the WUTC areas will include clear information about the commodities that can be kept out of the garbage solid waste stream to all customers. Hard copies will be sent to all existing customers and to new accounts as they are signed up. SeaTac Disposal will utilize graphics provided by and approved by King County in the creation of this material. The County shall be given at least a two week advance review before materials are distributed, and hard copies of all publications shall be provided to the County after printing. The annual mailing will be sent no later than December 15, 2010. SeaTac Disposal will also provide all forms of educational material electronically upon request.
  
3. *Invoice inserts:* To be sent in February, March and April with message promoting sustainability that has been pre-approved by King County.  
Goal: Inserts will be provided to 8,565 customers by April 30, 2011.
  
4. *Invoice messages:* Monthly Invoice messages will be included to all areas served by this agreement to promote recycling, and organics collection. These messages will be approved by King County prior to distribution and sent to King County for review no later than the first of the month prior to the month message will be added. The same message will run for three consecutive months to reach full customer base.  
Goal: Monthly invoice messages will be included in billing invoices and delivered to 8,565 customers by February 1, 2011.
  
5. *Outreach to self haulers:* to solicit curbside garbage and recycling signup a Reporter "Go Green" newspaper ad will be placed by June 1, 2011.  
Goal: SeaTac Disposal will achieve a 2% increase in garbage customers by August 31, 2010. If the increase is not achieved SeaTac Disposal will employ additional tactics, such as direct mailing information to self haulers, to solicit the garbage service signups.
  
6. *Outreach at community events/fairs:* These festivals include (but are not limited to) the three day summer festivals of Kent Cornucopia Days, Covington Cornucopia Days and Auburn Good Ole Days. SeaTac Disposal will notify King County of community events in order to improve coordination of promotion efforts. SeaTac Disposal will distribute recycling guidelines and solicit new yard waste and garbage customers at these events.  
Goal: SeaTac Disposal will distribute 1,500 recycling guidelines and obtain 30 account upgrades through outreach at these events.
  
7. Three sample food scrap collection bags and education brochures will be mailed with every cart delivered to new organics customers, with samples available to existing customers through web-based requests.
  
8. *Adding New Commodities to Recycle Collection Stream*  
 The following descriptions will be added to our educational outreach materials including our web sites for the WUTC areas by February 1, 2011:  
  
*Three inch and larger container Lids (Remove from container and rinse), Clean Paper and Plastic cups (Remove lids, clean, rinse, & no straws), Plastic plant pots (empty & rinse), All plastic containers (empty and rinse, remove lids, NO HAZARDOUS WASTE containers – like pesticides or motor oil, NO Plastic packaging).*
  
9. *Evaluation:* Tracking of the response rate to these outreach efforts will be subsequently take place in the two months after outreach is conducted.

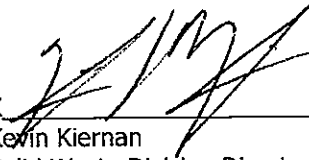
**Capital Investments**

1. *CNG Trucks.* Allied Waste Services will continue in the effort to reduce the carbon footprint by investing in the addition of alternate fuel vehicles. Two CNG trucks will be added to the SeaTac Disposal fleet by June 2011.
2. *MRF enhancements.* The investment in a front end screen at the MRF at 3rd and Lander provides an additional step in maintaining a thorough recyclable separation process by screening aluminum cans. The MRF maintains a very low residual rate of 3% -5%.

SeaTac Disposal hereby agrees to meet the above conditions and timelines. King County believes that implementation of this recycling plan will increase the amount of materials recycled by SeaTac Disposal customers, and hereby certifies that the provisions of this plan are consistent with the King County Comprehensive Solid Waste Management Plan. Therefore, King County recommends to the WUTC that SeaTac Disposal be allowed to retain 50% of actual commodity values received during the period of this agreement (January 1, 2011 – December 31, 2011).

Extension of the revenue sharing program beyond December 31, 2011 will require WUTC approval based in part upon the results of this year's program and the submittal by SeaTac Disposal of another plan certified by King County. SeaTac Disposal must submit a draft plan to King County no later than October 15, 2011 in order for certification to be considered.

X   
Chris Guimond  
General Manager  
Rabanco Ltd/SeaTac Disposal  
Allied Waste Services

X   
Kevin Kiernan  
Solid Waste Division Director  
King County

Dated 12/9/10

Dated 12-08-10

**APPENDIX A  
SEA-TAC DISPOSAL 2011 REVENUE SHARING AGREEMENT BUDGET**

<b>Revenue Retained</b>				
	50% Retained	50% Passed Back	Total	
Single-Family Value (Estimated)	\$ 45,331	\$ 45,331	\$ 90,661	
Multi-Family Value (Estimated)	\$ 4,202	\$ 4,202	\$ 8,404	
<b>Total Revenue Retained</b>	<b>\$ 49,533</b>	<b>\$ 49,533</b>	<b>\$ 99,065</b>	

<b>Program Costs</b>		
	Fully Loaded Hourly Rate	Estimated Staff Hours
<b>Staffing Costs</b>		
Data Collection	\$ 50.00	85
Conversion to 96-Gallon Recycle Carts	\$ 50.00	250
Outreach Efforts	\$ 50.00	275

<b>Outreach Material Costs</b>		
	Customers	# of Mailings
New Commodities Brochure	2,500	2
Educational Cart Decals	2,500	
Food Scrap Educational Brochures	1,500	
Invoice inserts	1,713	
Invoice messages		
Outreach to self-haulers	7,500	
Outreach at community events		

<b>Cost of Enhanced Brochures for Mailing</b>		
	Customers	# of Mailings
	8,565	1
<b>TOTAL</b>	<b>\$ 47,926</b>	<b>\$0.20</b>