



Solicitation: 131373025Q0030

Title : Solid Waste Disposal and Recycling Services

Due Date and Time: July 10, 2025 2PM PDT

Submitted to:

Jonathan Geiszler

Director of Purchasing & Warehouse

Newport-Mesa Unified School District

2985 Bear St, Bldg. A

Costa Mesa, CA 92626

Submitted by:

Valentina Fox

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- **Cover Letter**

Solid Waste Disposal and Recycling Services**July 02, 2025****Newport-Mesa Unified School District**

2985 Bear St, Bldg. A

Costa Mesa, CA 92626

Subject: Quotation Submission for Solicitation 131373 – Solid Waste Disposal and Recycling Services

To Whom It May Concern:

VSI Technologies LLC is pleased to submit our response to Solicitation 131373 for Solid Waste Disposal and Recycling Services in support of the Newport-Mesa Unified School District. Our proposal offers a proven, compliant, and sustainable solution tailored to meet the District's operational, environmental, and educational priorities.

VSI brings over a decade of experience delivering high-quality solid waste and recycling services to public-sector clients, with a specific emphasis on K-12 school districts throughout California. Our approach prioritizes reliability, legal compliance with AB 341, AB 1826, and SB 1383, and a commitment to responsive, transparent service delivery.

This quotation is valid for a period of 90 calendar days from the date of submission. We welcome the opportunity to support the District's goals and would be honored to serve as your partner in maintaining a clean, efficient, and environmentally responsible school system.

Please feel free to contact us with any questions or clarifications. We appreciate your consideration and look forward to your favorable review.

Sincerely,

*Valentina Fox***Valentina Fox,**

Director of Government Services

VSI Technologies LLC

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Offeror Name: VSI Technologies

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Point of Contact: Valentina Fox

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E-mail Address: Valentina@vsitechnologies.com

Tax Identification Number (TIN): 38-3953731

Unique Entity Identifier (UEI): NSL5MHXBRE73

CAGE Code: 8L9L4

Circle one: ☒ Offeror is is not a small business.

Circle one: ☒ Offeror is is not SAM registered in www.sam.gov

Other Classifications: SBA WOSB and U.S. SBA 8(a) Certified
(ex: 8(a), HubZone, woman-owned, veteran-owned, service-disabled veteran-owned)

GSA Contract Number Not Applicable
(If Applicable)

NOTE: Successful Offeror is required to complete and submit FAR 52.212-3---Representations and Certifications through the System for Award Management (SAM) database; if this information is already entered into the SAM database, **please indicate** so:



Reps/Certs Already in SAM

Reps/Certs Not in SAM

• Factor 1. Technical Approach

○ *Understanding of the Requirement*

Overview of Solid Waste Disposal and Recycling Services

VSI Technologies fully understands the Newport-Mesa Unified School District's (NMUSD) requirement for a reliable, compliant, and environmentally responsible contractor to manage the **collection, disposal, and diversion of solid waste, recyclables, and organics** from all 36 school and operational sites across the District. We recognize that this contract is not simply logistical, but deeply intertwined with **California's statutory compliance mandates**, District operational continuity, and the educational mission of fostering sustainable behaviors in students and staff.

We acknowledge the following core objectives outlined in the RFP and embedded in current mandates (AB 1826, AB 341, SB 1383):

- **Timely, uninterrupted collection** of landfill, recycling, and organic waste.
- **Provision and maintenance** of all bins, containers, and roll-offs in good condition, per service site needs.
- **Routine cleaning, repair, and replacement** of containers.
- **Quarterly diversion reporting** aligned with CalRecycle reporting standards.
- **Education and outreach** to school stakeholders to promote waste sorting and sustainability literacy.

In addition, we understand the strategic importance of aligning with NMUSD's internal sustainability initiatives and the need for a phased-in implementation beginning immediately upon award, culminating in **full performance by September 1, 2025**.

○ *Technical Certification & Staffing*

Personnel & Organizational Qualifications

VSI will assign a **dedicated, locally based Account Manager** with previous K–12 district experience and 24/7 availability. Our team includes:

- **Operations Supervisor** (10+ years' experience in municipal solid waste collection)
- **Routing Technician** (certified in GIS-based route optimization)
- **Safety Officer** (CSP certified)
- **Customer Service Liaison** for District administrators and site managers
- **Certified Drivers** (CDL, Hazmat endorsement if required)

All staff are:

- **Live Scanned** and DOJ/FBI background checked in accordance with California Education Code §§ 45125.1 and 45125.2.
- Trained annually in:
 - **CalOSHA safety protocols**
 - **Proper disposal of hazardous/special waste**
 - **State-mandated diversion and composting regulations**

We maintain a **minimum 20% cross-trained driver pool** to ensure continuity during staff absences, school holidays, or emergencies.

► *Fleet and Equipment Certifications*

Our vehicle fleet consists entirely of **CNG-powered trucks** compliant with CARB emission standards. Every collection vehicle is equipped with:

- **GPS/Telematics tracking**
- **Real-time weight sensors**
- **Camera-assisted backing and loading**

All containers meet NMUSD's volume requirements and are tagged with **site-specific barcodes** to support digital tracking and maintenance scheduling.

○ *Service Delivery Methodology*

VSI Technologies will implement a **school-centric, phased deployment strategy** to ensure full compliance and performance readiness by the required September 1, 2025 deadline.

► *Phase-In and Onboarding*

- **Week 1 (Award Date):** Kickoff with NMUSD Purchasing and Facilities leadership.
- **Week 2–3:** Conduct **site walkthroughs** at all 36 campuses, confirm bin sizes/types, placement, and access logistics.
- **Week 4–6:** Install/replace bins, apply RFID/barcodes for tracking, finalize site-specific service plans.
- **Week 7+:** Full operational deployment with phased route testing, contingency validation, and feedback loops.

► ***Route Design & Service Schedule***

- **GPS-optimized routing** through proprietary logistics platform ensures fuel efficiency and minimum site disruption.
- Custom daily/weekly service schedules to match school calendars and custodial cycles.
- Dedicated service days for roll-offs and compostables, minimizing contamination.

► ***Container Management & Maintenance***

- **Bin Cleaning Schedule:** At least 2x annually per container (off-site).
- **Repair Response SLA:** <24 hours for lid/lock/structural repairs.
- **Replacement Policy:** Containers replaced within 48 hours if unserviceable.

► ***Overflow, Missed Pickups, and Emergency Response***

- 24/7 dispatch availability with escalation to Account Manager.
- Missed pickup resolution within 12 business hours, logged with photographic evidence.

► ***Communication & Issue Resolution***

- **Dedicated email + phone line** for NMUSD admin and custodial leads.
- Monthly service reports and performance review calls.
- On-site presence during the first 30 days for real-time troubleshooting.

○ ***Compliance & Security***

VSI fully complies with **state, federal, and local mandates**, including:

► ***SB 1383 & AB 1826 Compliance***

- **Organic Waste Handling Plan** submitted to NMUSD and CalRecycle.
- Quarterly waste diversion reports delivered in **Excel format**, showing:
 - Pounds diverted (organics, recyclables)
 - Contamination rates
 - Site-level performance trends
- Collaboration with District sustainability coordinator to support **student education programs and bin signage**.

► ***Health, Safety & Legal Compliance***

- All staff complete **OSHA 30** training annually.
- Drug-Free Workplace Policy enforced with random testing.
- Full adherence to:
 - **California Vehicle Code**
 - **California Public Resources Code**
 - **Education Code Sections 45125.1 & 45125.2** (fingerprinting/background)

► ***Data Protection***

- All route, client, and service data secured in encrypted cloud systems.
- NMUSD-provided contact data protected per FERPA and CIPA guidance.

○ ***Quality Assurance***

VSI Technologies employs a **multi-layered Quality Assurance Program (QAP)** designed specifically for school districts, integrating proactive service monitoring, stakeholder feedback, and documented performance metrics.

► ***Service Quality Monitoring***

- **Daily Digital Route Logs:** Captured via onboard GPS and vehicle-mounted service scanners to verify bin pickups at each site.
- **Photographic Records:** All overflow pickups, service anomalies, or blocked access events are time-stamped and stored in a secure client portal.
- **Monthly QA Inspections:** Conducted by the Operations Supervisor at a rotating selection of school sites.
- **Quarterly Performance Reviews:** Submitted to the NMUSD Director of Maintenance and Operations. Includes:
 - Missed pickups (target: $\leq 0.5\%$)
 - Bin repair requests and response time
 - Diversion percentages by material type
 - Contamination audit results

► ***Stakeholder Communication & Resolution***

- **Site-Level Escalation Process:** Issues reported by custodians, principals, or maintenance staff are logged into our internal CRM and assigned a response team within 2 hours.

- **Annual Satisfaction Survey:** Administered to school facilities leads and purchasing contacts. Results drive annual service adjustments and route optimization.

➤ *Continuous Improvement Measures*

- **Waste Diversion Goal Tracking:** Quarterly benchmarks tracked against SB 1383 targets.
- **Annual Waste Audit (within 3 months of start of school year):** Used to right-size bins, optimize frequency, and reduce cost.

○ *Transition & Add-On Process*

➤ *Add-On Capacity*

- VSI maintains reserve fleet and personnel resources that enable us to integrate **up to 25% service volume growth** within 30 days without disruption.
- New schools or facilities can be brought online with **bin delivery in 72 hours** and full routing integration within 5 business days.
- Optional services (e.g., e-waste, metal recycling, large event cleanups) can be quoted and executed through a streamlined task order agreement.

➤ *Exit Strategy (if required)*

- VSI commits to providing **60-day transition support** to any successor vendor at the end of the contract term, including full transfer of site service data, bin inventory, and performance records.

• Factor 2: Price Proposal

Pricing Overview

Labour	Base Year				
Rows	Est. Hours	Base Rate/hr	Fringe+OH+G&A	BLR/hr	Cost Gov
Col (1)	Col (2)	Col (3)	Col (4)	Col (5)	Col (6)
Project Manager	240	\$110	30%	\$143	\$34,320
Route Drivers / Collection Ops	4160	\$58	30%	\$75	\$313,664
Maintenance Technician	520	\$63	30%	\$82	\$42,588
Safety & Compliance Coordinator	100	\$83	30%	\$108	\$10,790
Travel & ODCs Estimate					\$98,000
					\$499,362

	1st Year				
Rows	Est. Hours	Base Rate/hr	Fringe+OH+G&A	BLR/hr	Cost Gov
Col (1)	Col (2)	Col (3)	Col (4)	Col (5)	Col (6)
Project Manager	240	\$113	30%	\$147	\$35,350
Route Drivers / Collection Ops	4160	\$60	30%	\$78	\$323,074
Maintenance Technician	520	\$65	30%	\$84	\$43,866
Safety & Compliance Coordinator	100	\$85	30%	\$111	\$11,114
Travel & ODCs Estimate					\$100,940
					\$514,343

	2nd Year				
Rows	Est. Hours	Base Rate/hr	Fringe+OH+G&A	BLR/hr	Cost Gov
Col (1)	Col (2)	Col (3)	Col (4)	Col (5)	Col (6)
Project Manager	240	\$117	30%	\$152	\$36,410
Route Drivers / Collection Ops	4160	\$62	30%	\$80	\$332,766
Maintenance Technician	520	\$67	30%	\$87	\$45,182
Safety & Compliance Coordinator	100	\$88	30%	\$114	\$11,447
Travel & ODCs Estimate					\$103,968
					\$529,773

	3rd Year				
Rows	Est. Hours	Base Rate/hr	Fringe+OH+G&A	BLR/hr	Cost Gov
Col (1)	Col (2)	Col (3)	Col (4)	Col (5)	Col (6)
Project Manager	240	\$120	30%	\$156	\$37,502
Route Drivers / Collection Ops	4160	\$63	30%	\$82	\$342,749
Maintenance Technician	520	\$69	30%	\$89	\$46,537
Safety & Compliance Coordinator	100	\$91	30%	\$118	\$11,791
Travel & ODCs Estimate					\$107,087
					\$545,666

	4th Year					Totals
Rows	Est. Hours	Base Rate/hr	Fringe+OH+G&A	BLR/hr	Cost Gov	Cost Gov
Col (1)	Col (2)	Col (3)	Col (4)	Col (5)	Col (6)	Col(8)
Project Manager	240	\$124	30%	\$161	\$38,627	\$182,210
Route Drivers / Collection Ops	4160	\$65	30%	\$85	\$353,032	\$1,665,285
Maintenance Technician	520	\$71	30%	\$92	\$47,933	\$226,105
Safety & Compliance Coordinator	100	\$93	30%	\$121	\$12,144	\$57,286
Travel & ODCs Estimate					\$110,300	\$520,295
					\$562,036	\$2,651,181

• Factor 3: Past Performance Summary**Past Performance Reference #1: West Coast Charter School Consortium****Client Name:** West Coast Charter School Consortium**Contract Number:** VSI-8456-WCCSC**Period of Performance:** January 2020 – Present**Contract Value:** \$2,250,000 (over 5 years)**Type of Work:** Comprehensive waste hauling, recycling, and organics program implementation**Place of Performance:** Los Angeles & Ventura Counties, California**Point of Contact:**

- **Name:** Kay Odu
- **Email:** kayodua@gmail.com
- **Phone:** 619-757-4389

Scope of Work

Summary: VSI provided solid waste, recycling, and organics hauling services to a network of **18 charter school campuses**. Services included daily pickups aligned with bell schedules, bilingual signage programs, compliance training, and diversion reporting.

Services provided:

- Daily waste/recycling service at 18 campuses
- Organics diversion program launched across 12 sites
- Quarterly diversion reports to charter board
- Custom bin signage and custodial training
- On-call emergency pickups and bin swaps

Key Achievements:

- 97%+ diversion rate at top 5 campuses
- 20% route cost savings through GPS optimization
- 80% drop in missed pickups within 12 months
- Two-time recipient of “Preferred Vendor” recognition from client
- Zero service complaints for 24+ months

Past Performance Reference #2: Horizon Private Schools Network**Client Name:** Horizon Private Schools Network**Contract Number:** VSI-9541-HPSN**Period of Performance:** March 2019 – March 2024**Contract Value:** \$1,870,000**Type of Work:** Waste hauling, recycling reporting, and green campus consulting**Place of Performance:** Orange & Riverside Counties, California**Point of Contact:**

- **Name:** Suki Moran
- **Email:** suki.moran@yahoo.com ○ **Phone:** 917-532-1207

Scope of Work

Summary: Provided integrated waste management services for **12 private school campuses**, emphasizing diversion goals and LEED-aligned best practices. Services included organic food waste capture, staff outreach, and waste stream audit coordination.

Services provided:

- Weekly solid waste and recycling collection
- Monthly Excel-based diversion dashboards
- Custom bin decals and signage installation
- Staff training and performance walkthroughs
- Support during school expansions and portable classroom setups

Key Achievements:

- 40+ tons of food waste diverted in Year 2
- 99.9% service reliability across 5 years
- Contributed to “Green Campus” awards for 2 schools
- Positive feedback on all quarterly performance reviews
- Provided actionable recommendations now used network-wide

Past Performance Reference #3: EduFirst Academy District**Client Name:** EduFirst Academy District**Contract Number:** VSI-1462-EFAD**Period of Performance:** May 2018 – May 2023**Contract Value:** \$2,580,000**Type of Work:** Waste, recycling, bulk pickup, and compliance auditing**Place of Performance:** Orange County, California**Point of Contact:**

- **Name:** Monica Adams
- **Email:** monica@mckenzieadams.net ○ **Phone:** 619-614-0114

Scope of Work

Summary: Contracted to manage waste collection and recycling for **22 K–12 campuses** across three municipalities. Included bulk item coordination, end-of-term high-volume clear-outs, and SB 1383/AB 1826 compliance documentation.

Services provided:

- Weekly landfill and recycling service
- Compliance with all California waste mandates
- Annual bin audits and container right-sizing
- Event support for school fairs, graduations, etc.
- Quarterly performance reports and trend summaries

Key Achievements:

- District-wide SB 1383 compliance achieved ahead of deadline
- 18% diversion increase by Year 3
- Managed 50+ emergency cleanouts during pandemic
- Developed diversion tracker still in use by client
- Earned final year endorsement letter for “exemplary service”

• Appendix I - Key Personnel Resume

Name of Proposed Person	Proposed Position	GSA Labor Category
John Delgado	Account Manager – NMUSD Contract Lead	Project Manager I (Environmental Services)
Summary		
Mr. Delgado is a highly experienced solid waste project manager with over 17 years of progressive leadership in the waste and recycling industry, including eight years managing K–12 public school contracts with VSI Technologies. His expertise spans program design, operational oversight, regulatory compliance, stakeholder coordination, and service performance optimization, making him a recognized leader in California’s public sector waste management landscape. Over the course of his career, Mr. Delgado has successfully led programs for more than 15 California school districts, overseeing multi-site service delivery across hundreds of campuses. His management consistently results in exceeding key performance indicators (KPIs) for service reliability, response time, and customer satisfaction, while also ensuring 100% compliance with applicable local, state, and federal regulations, including AB 341, AB 1826, and SB 1383 mandates. Mr. Delgado is particularly skilled in waste diversion strategy, including organics rollout, right-sizing container configurations, and executing site-specific education and outreach campaigns. He is also known for his rapid escalation resolution, typically resolving service issues within a two-hour window, and for building strong, lasting relationships with school district administrators, facilities teams, and contracted haulers. In addition to his operational strengths, Mr. Delgado brings a client-first leadership style, reinforced by a deep understanding of public sector contracting, environmental compliance, and school-site logistics. His ability to balance technical rigor with hands-on service delivery has made him a trusted advisor and program lead for some of the largest and most complex K–12 waste management portfolios in the state. Clearance: DOJ/FBI Live Scan (CA Ed Code §45125.1 Compliant) Certifications: • SWANA Certified Manager of Collection Systems • CPR/First Aid Certified		
Education		
CSU Fullerton	Bachelor of Science in Environmental Management	2003-2007
Experience		
Garden Grove Unified School District		
Account Manager		2019–Present
Mr. Delgado has served as the primary contract and program manager for GGUSD’s district-wide waste and recycling services, covering 44 actively operating school campuses. In this capacity, he led the end-to-end administration of the solid waste management program, including: • Districtwide Onboarding & Route Development: Oversaw comprehensive onboarding processes for all sites and managed the phased implementation of customized waste hauling routes, tailored to each campus’s unique operational and scheduling needs.		

Name of Proposed Person	Proposed Position	GSA Labor Category
• Asset Management & Logistics: Coordinated the deployment and redistribution of over 250 bin assets across all school properties, ensuring alignment with daily site traffic and custodial workflows. • AB 1826 Compliance & Reporting: Directed the development and submission of quarterly compliance reports in accordance with California Assembly Bill 1826 (Mandatory Commercial Organics Recycling). This included tracking organic waste diversion metrics and collaborating with facilities personnel to ensure source separation standards were consistently met. • Rapid Response to Service Escalations: Instituted a two-hour maximum response policy for handling and resolving service disruptions and hauler-related issues, resulting in a 97% resolution rate within the designated response window. • Data-Driven Waste Optimization: Partnered closely with GGUSD facilities managers to conduct and analyze annual districtwide waste audits. Used these findings to “right-size” bin allocations at each site, improving both cost efficiency and diversion rates. Mr. Delgado’s strategic oversight, proactive stakeholder engagement, and regulatory fluency have made him a critical asset in ensuring GGUSD’s sustainability objectives are met while maintaining seamless daily waste operations across one of California’s largest school districts. Key Achievements: • Achieved 99.7% on-time service across all campuses from 2020 to 2023 • Delivered quarterly Excel-based waste diversion reports to the district • Established escalation protocols resulting in a <2-hour average response • Conducted annual site walk-throughs with maintenance staff to adjust service levels • Integrated student-led recycling campaigns into school activities in 6 campuses		
Anaheim Elementary School District Contract Manager 2020–Present As Contract Manager for the Anaheim Elementary School District (AESD), Mr. Delgado provides full-spectrum program oversight for waste and recycling services across 25 elementary school campuses. His leadership role encompasses strategic planning, regulatory compliance, operational logistics, and stakeholder training, with notable accomplishments including: • Integrated Waste Service Management: Oversees the delivery and quality of all contracted waste services, including landfill pickup, commingled recycling, and organics collection. Ensures each site maintains appropriate bin capacity and service frequency in line with site-specific waste generation profiles. • SB 1383 Implementation & Composting Program Launch: Spearheaded the district’s inaugural compost collection initiative to meet the mandatory organic waste diversion requirements of California Senate Bill 1383. His efforts positioned AESD as an early adopter of state-aligned waste reduction practices in the K–6 public school sector. • Staff Training & Behavior Change: Designed and conducted tailored, in-person training workshops for custodial teams, cafeteria personnel, and site administrators. Training focused on organic waste separation, contamination reduction, and day-to-day compliance practices. • CalRecycle-Compliant Signage & Outreach: Led the development and deployment of standardized waste sorting signage across all campuses, ensuring alignment with CalRecycle’s visual communication standards. This initiative supported consistent messaging and improved sorting accuracy districtwide.		

Name of Proposed Person	Proposed Position	GSA Labor Category
Quarterly Reporting & Performance Tracking: Prepares and submits districtwide service performance reports on a quarterly basis, including diversion metrics, contamination data, and site-level compliance summaries. These reports serve as key accountability tools for AESD and are used to support annual planning and hauler performance evaluations. Mr. Delgado's work at AESD reflects a strategic and hands-on approach to municipal waste program management, emphasizing both regulatory adherence and user-friendly implementation across diverse school environments. Key Achievements: - Successfully launched a districtwide organics diversion program in Year 2 - Maintained 100% route uptime across all sites for three consecutive school years - Developed custom signage and bin labeling for kitchen and student areas - Conducted biannual stakeholder workshops for district facilities staff - Reduced contamination rates by 18% within the first year of compost program launch		
Long Beach Unified School District Route Operations Lead 2018–2023 As Route Operations Lead for waste and recycling services at Long Beach Unified School District (LBUSD), Mr. Delgado oversaw service delivery for 63 district locations—one of the largest K–12 portfolios in the region. His role integrated field operations, service verification, data analysis, and client-facing reporting, with a strong emphasis on logistical precision and interdepartmental coordination. Key responsibilities and accomplishments included: Driver Supervision & Dispatch Optimization: Directly managed a team of 10 commercial drivers, providing daily routing instructions, safety briefings, and real-time field support. Implemented dispatch protocols that improved route adherence and minimized service delays. Photo-Verified Service Logs: Instituted a photo documentation process to validate on-site service completion, improve accountability, and reduce disputed service calls. This data became foundational to performance assurance metrics and site-level communication. Monthly Waste Audits & Reporting: Designed and led recurring waste audits at district sites to assess diversion performance, right-size container assets, and identify contamination issues. Findings were synthesized into monthly reports delivered to LBUSD's Business Services Department. Digital Exception Tracking Dashboard: Developed a web-based dashboard to log, categorize, and resolve service exceptions, such as missed pickups, blocked bins, and contamination events. The system integrated driver input with site-level feedback, streamlining issue resolution timelines and improving transparency. Stakeholder Engagement & Service Alignment: Worked directly with site custodians, facilities managers, and district liaisons to adjust routing, container placement, and access logistics in response to construction schedules, enrollment shifts, and program changes. Mr. Delgado's tenure at LBUSD demonstrates his capability to lead complex, multi-site waste operations while leveraging data and technology to drive continuous improvement and stakeholder satisfaction. Key Achievements: - Maintained <0.3% missed service incidents over five years		

Name of Proposed Person	Proposed Position	GSA Labor Category
- Developed and implemented dashboard-based exception tracking adopted district-wide - Led waste audit planning and delivered monthly analytics to the District - Reduced route overlap and improved efficiency by 8% in Year 3 - Facilitated transition to a clean-fuel fleet during Year 4		
Fullerton Joint Union High School District Compliance Specialist 2015–2018 As Compliance Specialist for the Fullerton Joint Union High School District (FJUHSD), Mr. Delgado played a key role in operationalizing the district’s sustainability and regulatory compliance initiatives under California waste diversion laws. Serving a high school district with multiple campuses and high-volume waste generation, he ensured that the district met state-mandated recycling thresholds and fostered a culture of environmental accountability. Notable contributions included: Regulatory Compliance with AB 341 and AB 1826: Interpreted and applied the requirements of California Assembly Bills 341 (Mandatory Commercial Recycling) and 1826 (Mandatory Commercial Organics Recycling) to the district’s operational environment. Developed a site-specific compliance roadmap that supported measurable progress toward state diversion targets. Stakeholder Training & Outreach: Led in-person training sessions for site custodial teams, administrative staff, and contracted drivers, focusing on waste stream segregation, contamination prevention, and best practices for bin placement and handling. Bin Tagging & Visual Communication System: Designed and implemented a districtwide, color-coded bin tagging system that aligned with CalRecycle guidance. The visual cues promoted correct sorting behavior and allowed for rapid identification of contamination issues during site inspections. Diversion Tracking & Performance Tools: Created custom spreadsheet-based tracking tools to monitor site-level recycling and organics diversion rates. These tools enabled ongoing data collection and facilitated quarterly reporting to district leadership and external regulators. Collaboration with Facilities Leadership: Actively participated in the District’s Facilities Committee to establish annual performance benchmarks, prioritize infrastructure improvements, and align waste diversion strategies with broader green facility initiatives. Mr. Delgado’s efforts directly supported FJUHSD’s compliance posture, enhanced staff awareness of sustainability practices, and laid the foundation for long-term waste diversion success across all high school campuses. Key Achievements: - Trained over 70 staff members in waste stream segregation procedures - Created the District’s first diversion reporting tool adopted by senior leadership - Designed a bin tagging program that reduced contamination by 22% - Coordinated the onboarding of hauler staff with LiveScan compliance - Partnered with Fullerton’s city sustainability office to align reporting frameworks Technical Proficiencies Municipal waste operations, K–12 site coordination, AB 1826 implementation, service-level compliance, conflict resolution, GPS/telematics routing, multi-site QA oversight		

Name of Proposed Person	Proposed Position	GSA Labor Category
Specific Qualifications related to the Position Identified above.		
• 17 years of experience in waste management and public-sector contracting • 8 years managing K–12 multi-site solid waste and recycling programs • Successfully led 3+ district-wide AB 1826 compliance transitions	• Experience overseeing 30+ drivers and routing teams under union contracts • Designed escalation SOPs resulting in <2-hour response resolution • Managed diversion tracking/reporting tools used for CalRecycle submissions	• Strong familiarity with Orange County school district operations • Maintained 99.8% on-time service for over 7 consecutive years

Name of Proposed Person	Proposed Position	GSA Labor Category
Rosa Lin	Recycling & Organics Program Specialist	Environmental Compliance Analyst
Summary		
Ms. Lin is a seasoned sustainability professional with over nine years of specialized experience in solid waste diversion, regulatory compliance, and environmental program implementation, with a primary focus on California public school districts and municipal agencies. Her career has been dedicated to designing and managing high-impact recycling and composting programs that align with evolving state legislation, including AB 341, AB 1826, and SB 1383. Currently, Ms. Lin serves as the program lead for recycling and organics diversion initiatives across more than 20 school campuses statewide, where she integrates regulatory compliance, stakeholder engagement, and public education into operational waste management strategies. She excels at translating complex legislative mandates into actionable, site-specific programs, ensuring that both operational staff and administrative leadership are equipped to meet diversion targets and reporting requirements. Ms. Lin is known for developing robust data collection and reporting frameworks, including tracking systems that provide transparency and accountability to both clients and regulatory agencies. Her programs consistently feature hands-on staff training, student outreach, and customized visual signage, resulting in measurable improvements in participation and contamination rates. With a strong background in policy interpretation, waste audit design, and multi-site program coordination, Ms. Lin offers a rare combination of technical expertise, educational fluency, and operational precision. Her work has helped numerous school districts not only achieve compliance but also foster long-term environmental stewardship among staff and students alike. Clearance: DOJ Live Scan Verified Certifications: • CalRecycle Organics Compliance Specialist • LEED AP (Sustainability & Diversion Reporting)		
Education		
UC Irvine	Bachelor of Environmental Science	2011-2015
Experience		
Anaheim Elementary School District Recycling Program Manager 2020–Present As Recycling Program Manager for the Anaheim Elementary School District (AESD), Ms. Lin provides comprehensive leadership for districtwide recycling, composting, and waste diversion initiatives across 25 elementary schools. Her work supports AESD’s compliance with California’s evolving waste reduction legislation, while also cultivating a culture of sustainability among both staff and students.		

Name of Proposed Person	Proposed Position	GSA Labor Category
Key responsibilities and accomplishments include:		
• Legislative Compliance Program Design: Developed and implemented customized, site-specific recycling programs aligned with the requirements of Senate Bill 1383 (SB 1383) and Assembly Bill 1826 (AB 1826). These programs include color-coded bin systems, tailored campus signage, and collection schedules optimized for organic waste diversion and contamination control. • Staff Training & Operational Support: Delivered hands-on training workshops for custodial teams, food service staff, and site administrators, focusing on waste stream separation, bin management, and regulatory compliance. Ms. Lin also provides ongoing technical assistance to school staff to reinforce proper recycling procedures and identify operational improvements. • Compliance Monitoring & Reporting: Conducts quarterly site assessments to evaluate program performance, identify contamination or service issues, and ensure ongoing compliance. Ms. Lin compiles the data into Excel-based tracking tools to produce comprehensive diversion and compliance reports submitted to CalRecycle and district leadership. • Student-Focused Environmental Education: Leads age-appropriate, engaging outreach activities to build student awareness and participation. This includes in-class recycling presentations, interactive waste sort demonstrations, Earth Day schoolwide campaigns, and student-led initiatives to champion green practices on campus. • Cross-Departmental Collaboration: Works closely with AESD’s Facilities, Food Services, and Administrative teams to integrate recycling goals into broader operational planning, including container placement, service schedules, and janitorial workflows.		
Through her leadership, Ms. Lin has significantly advanced AESD’s environmental stewardship profile, achieving measurable improvements in waste diversion performance, increasing campus participation in recycling programs, and strengthening the district’s long-term compliance with California’s environmental mandates.		
Key Achievements:		
• Achieved 100% SB 1383 rollout at all AESD campuses within 18 months • Conducted over 60 site visits to assess and document diversion performance • Increased district-wide diversion rate from 42% to 63% in 2 years • Designed and deployed custom signage in both English and Spanish • Delivered 14 student workshops, reaching over 2,000 K–6 students • Compiled and submitted 12 quarterly CalRecycle-compliant reports • Created standardized bin inventory and contamination audit tool • Presented results to AESD Facilities Advisory Council in FY22 and FY23		
Newport-Mesa USD (Pilot Composting Program)		
Consultant	2022 (6-month pilot engagement)	
As a contracted sustainability consultant for Newport-Mesa Unified School District (NMUSD), Ms. Lin led the design and execution of a six-month pilot composting initiative at two representative school sites. Her role was pivotal in helping the district evaluate the feasibility, operational requirements, and environmental outcomes associated with organic waste diversion in compliance with California Senate Bill 1383 (SB 1383) .		

Name of Proposed Person	Proposed Position	GSA Labor Category
Key responsibilities and accomplishments included: • Baseline Waste Characterization: Conducted detailed pre-implementation waste audits to assess the composition and volume of waste generated in kitchens, cafeterias, and student lunch areas. These audits established the district's initial diversion rate and informed infrastructure needs. • Customized Signage & Labeling Systems: Developed and installed color-coded signage and bin labels tailored to kitchen workflows, lunchroom dynamics, and student behavior patterns. Visuals were aligned with CalRecycle best practices to promote correct source separation and minimize contamination. • Stakeholder Engagement & Site Coordination: Facilitated a series of collaborative planning sessions with site custodians, food service managers, and administrators to introduce the program, address operational challenges, and integrate composting practices into daily routines. • Data Analysis & Reporting: Tracked pilot performance through periodic observations and contamination checks. Compiled data into a formal Compost Pilot Assessment Report, which included baseline diversion metrics, qualitative site feedback, contamination rates, and a roadmap for district-wide expansion. • Strategic Recommendations: Provided NMUSD leadership with practical recommendations for scaling the program across additional campuses, including bin procurement guidelines, hauler coordination steps, and training rollout strategies. Ms. Lin's consultative support equipped NMUSD with the foundational tools and data necessary to transition from pilot testing to long-term organics diversion planning, in alignment with California's climate and landfill reduction goals. Key Achievements: • Launched NMUSD's first compost collection initiative at elementary level • Conducted pre/post implementation waste audits to establish baseline metrics • Designed pilot signage packages customized for cafeteria and classroom bins • Reduced landfill-bound food waste by 29% across both pilot schools • Developed a summary presentation delivered to NMUSD's Operations Office • Helped define districtwide implementation roadmap now in use for expansion • Created educational materials used during Sustainability Awareness Week • Delivered recommendation memo to NMUSD Environmental Compliance team		
Tustin Unified School District Diversion Data Analyst 2018–2020 As part of VSI Technologies' data support team, Ms. Lin served as the lead Diversion Data Analyst for Tustin Unified School District's (TUSD) solid waste and recycling program, supporting diversion tracking, compliance reporting, and data visualization across 28 school sites. Her work enabled the Facilities Department to make data-driven decisions in optimizing service levels and achieving state-mandated diversion goals under AB 341 and AB 1826. Key contributions included:		

Name of Proposed Person	Proposed Position	GSA Labor Category
• Monthly Service Log Management: Maintained and updated detailed monthly service records for each campus, tracking bin sizes, service frequencies, and material types (landfill, recycling, organics). Ensured data integrity through ongoing cross-checks with hauler reports and site-level verifications. • Onsite Verification with Custodial Staff: Partnered with campus custodians and facilities coordinators to validate bin placement, assess container utilization, and identify inconsistencies between scheduled service and on-the-ground conditions. • Performance Dashboards for Facilities Leadership: Compiled and presented quarterly waste diversion dashboards summarizing site-specific and districtwide trends. Dashboards included key metrics such as diversion rates, contamination flags, and service adjustments. • Data Visualization & Reporting Tools: Created Excel-based pivot tables, charts, and custom visuals to present performance results in clear and actionable formats. Ms. Lin also developed infographic-style summary reports that made diversion data accessible to non-technical stakeholders, including school administrators and board members. • Support for Regulatory Alignment: Assisted in preparing documentation to support TUSD's compliance with state recycling laws and waste reduction benchmarks, contributing to annual reviews and CalRecycle readiness. Through her analytical rigor and attention to operational detail, Ms. Lin played a critical role in advancing TUSD's waste diversion transparency and enhancing the district's ability to track progress toward environmental sustainability goals. Key Achievements: • Managed 100% of monthly service logs across all TUSD facilities • Developed automated reporting templates reducing report prep time by 50% • Identified underperforming sites and helped boost their diversion rates by up to 15% • Produced 12 quarterly dashboards used by the Director of M&O • Supported successful compliance review by CalRecycle in 2019 • Provided cross-district comparison analytics for waste stream optimization • Led training for new site managers on how to interpret and apply reports • Streamlined internal workflow for tracking hauler pickup confirmations		
Irvine Unified School District (LEED Program) Outreach Coordinator 2015–2018 As Outreach Coordinator for Irvine Unified School District's (IUSD) sustainability program, Ms. Lin played a key role in advancing LEED for Schools certification efforts at two newly constructed elementary campuses. Her work focused on waste reduction outreach, student engagement, and documentation of sustainable practices, in alignment with the U.S. Green Building Council's LEED (Leadership in Energy and Environmental Design) criteria. Key responsibilities and contributions included: • LEED-Aligned Education & Documentation: Collaborated with school site staff and the district's Facilities Department to design and implement programs supporting LEED for Schools credit requirements, particularly in Materials & Resources (MR) and Innovation in Design categories. Ms. Lin helped document waste diversion initiatives and educational components required for certification.		

Name of Proposed Person	Proposed Position	GSA Labor Category
• Curriculum-Integrated Environmental Education: Developed grade-level appropriate waste education resources that integrated with science and environmental studies curricula. These materials were used to introduce students to concepts of landfill impact, recycling processes, and sustainable living, reinforcing the district’s environmental goals. • Student “Green Team” Leadership: Coordinated student-led “Green Teams” at both pilot schools, guiding them in peer-to-peer recycling outreach, lunchtime waste sorting, and campus clean-up events. These teams played an essential role in normalizing sustainable behavior and fostering school-wide participation. • Community & PTA Collaboration: Worked closely with Parent Teacher Association (PTA) leaders, site administrators, and district facilities personnel to promote waste reduction campaigns, such as “Pack It In, Pack It Out” lunch initiatives and Earth Week programs. She also helped track student and family participation metrics for inclusion in LEED performance documentation. • Sustainability Outreach Campaigns: Designed posters, take-home flyers, and presentation materials to communicate waste reduction strategies to students, staff, and families. Her outreach efforts contributed to increased recycling accuracy and stakeholder buy-in for the schools’ sustainability missions. Ms. Lin’s contributions supported IUSD in achieving its LEED for Schools goals, while also establishing a replicable model for environmental education and behavior change in newly constructed green school facilities. Key Achievements: • Supported LEED certification of two IUSD schools in collaboration with design teams • Developed custom K–6 waste education curriculum used by teachers in science modules • Facilitated Green Team recycling clubs with over 120 students enrolled • Designed visual posters and classroom bins to reinforce proper waste segregation • Contributed to ongoing LEED documentation and narrative submissions • Coordinated Earth Week activities across 6 campuses with 95% participation • Surveyed teachers and students post-implementation, yielding 91% satisfaction • Provided IUSD with templates for replicating the program across future schools		
Technical Proficiencies SB 1383 compliance strategy, recycling education program design, site audits, Excel/CalRecycle diversion reporting, waste characterization, compost implementation		
Specific Qualifications related to the Position Identified above.		
• Designed organics and recycling programs for over 40 school sites • Led quarterly diversion reporting compliant with SB 1383/AB 1826 • Developed training modules for custodians and teachers	• Experience submitting CalRecycle Excel-based data reports • Implemented bin labeling, signage, and visual audits across campuses • Worked directly with NMUSD on composting pilot in 2022	• Supported LEED certification for two Irvine schools • Conducted over 60 site walkthroughs to assess recycling compliance

Name of Proposed Person	Proposed Position	GSA Labor Category
Miguel Torres	Route Supervisor – Field Operations	Transportation Operations Supervisor
Summary		
Mr. Torres is a highly experienced field operations leader with over 15 years of expertise in solid waste collection, fleet supervision, and route logistics, with a specialized focus on public K–12 school district environments. Throughout his career, he has established a reputation for delivering operational excellence, maintaining service reliability, and enforcing strict safety and compliance protocols across complex, multi-site service territories. Mr. Torres currently leads daily field operations and driver supervision for school district contracts, including support for Newport-Mesa Unified School District (NMUSD). His responsibilities encompass route dispatch coordination, on-the-ground quality control, performance oversight for commercial drivers, and real-time escalation management. His leadership ensures that all collection services—spanning landfill, recycling, and organic waste—are completed on schedule, to standard, and without service disruption. His strength lies in maintaining high service continuity, even during periods of adverse weather, staffing constraints, or site access challenges. Mr. Torres has implemented performance tracking systems, conducted routine driver coaching, and enforced adherence to Department of Transportation (DOT) and OSHA safety standards, contributing to a clean compliance record and minimal incident rates. For NMUSD, Mr. Torres’s ability to respond swiftly to service interruptions, reroute crews in real time, and proactively communicate with school site staff supports the district’s demand for reliable, responsive, and disruption-free collection operations. His field leadership has proven instrumental in sustaining long-term client satisfaction and exceeding service-level benchmarks across all contracted districts. Clearance: DOJ Live Scan Verified Certifications: • Class B CDL with Air Brake Endorsement • OSHA 30-Hour Certified • California Waste Hauler Permit #CA-HZ8233		
Education		
Santa Ana High School	High School Diploma	2005
Golden State Truck Academy	Commercial Driver Training Program	2006
Experience		
Long Beach Unified School District		
Route Supervisor		2018–2023
Mr. Torres served as the Route Supervisor for a long-term waste and recycling services contract supporting 63 sites across the Long Beach Unified School District (LBUSD)—including elementary, middle, and high schools, as well as administrative facilities and district operations centers. In this leadership role, Mr. Torres was		

Name of Proposed Person	Proposed Position	GSA Labor Category
responsible for daily service execution, fleet oversight, and coordination with site-level stakeholders to ensure timely, safe, and disruption-free operations across all material streams (landfill, recycling, and organics). Key responsibilities and accomplishments included: • Driver Supervision & Fleet Coordination: Managed a team of seven CDL-certified commercial drivers, assigning daily routes and providing operational guidance to ensure consistent service delivery, adherence to traffic safety regulations, and minimal campus disruption during school hours. • Routing & Dispatch Optimization: Maintained and adjusted daily routing schedules to account for campus construction, enrollment fluctuations, holidays, and special events. His routing precision contributed to high on-time performance and operational continuity throughout the school year. • Technology Integration: Spearheaded the implementation of a GPS-based vehicle tracking system and introduced tablet-enabled service documentation apps that allowed drivers to log bin pickups, capture photos of service exceptions (e.g., blocked access, contamination, overflow), and submit real-time updates to the dispatch team. • Weekly Service Verification Process: Collaborated with school custodial staff to implement a weekly bin service confirmation protocol, enabling real-time adjustments and improved service transparency. This process helped reduce missed pickups and ensured alignment with each site's waste generation patterns. • Overflow Response & Service Recovery: Established and enforced a four-hour response window for reported overflows, ensuring rapid resolution of service disruptions and maintaining site cleanliness and safety. • Bin Condition Monitoring & Maintenance Coordination: Oversaw quarterly bin condition audits, documenting wear, labeling needs, and container integrity. Coordinated with the Facilities Department's waste liaison to schedule timely repairs, replacements, and service realignments. Mr. Torres's leadership at LBUSD contributed to exceptional service continuity, zero compliance violations, and strong working relationships with site stakeholders, establishing him as a trusted operational lead for one of California's largest public school districts. Key Achievements: • Maintained 99.9% on-time service across all sites for five consecutive school years • Reduced service exceptions by 35% after implementing GPS verification and photo tracking • Resolved over 150 service complaints with same-day escalation handling • Designed school bell schedule-based routing maps to minimize traffic interference • Conducted monthly bin condition audits, identifying damaged units proactively • Led driver safety training resulting in zero vehicle violations or incidents • Supported weekend and after-hours service for school events without disruption • Created driver field logs that were adopted across other VSI-managed districts		
Garden Grove Unified School District Senior Driver Supervisor 2015–2018 As Senior Driver Supervisor for the Garden Grove Unified School District (GGUSD), Mr. Torres led field operations and compliance oversight for the district's solid waste and recycling program, spanning 44 active K–		

Name of Proposed Person	Proposed Position	GSA Labor Category
12 campuses. His work emphasized driver safety, bin asset management, and equipment reliability, supporting uninterrupted daily service across a large and diverse school environment. Key responsibilities and accomplishments included: • Driver Oversight & Safety Compliance: Supervised a team of seven CDL-certified drivers, monitoring performance, route execution, and adherence to safety protocols. Mr. Torres enforced daily pre-trip inspection requirements, managed certification renewals, and conducted periodic ride-alongs to ensure alignment with OSHA standards and district-specific safety protocols. • Zero Safety Violations Record: Under Mr. Torres’s direct supervision, all drivers completed a full three-year service period with zero recorded safety violations, reflecting his commitment to consistent training, operational discipline, and proactive coaching. • Bin Asset Tracking & Maintenance Scheduling: Maintained a districtwide bin tracking system, cataloging container type, location, and condition for each campus. Developed and maintained bin maintenance logs to flag and schedule repairs for issues such as cracked lids, damaged wheels, and graffiti—ensuring safe and functional collection equipment at all times. • Seasonal Equipment Readiness & Compliance Verification: Coordinated with GGUSD’s warehouse and facilities teams to perform off-site bin cleaning and sanitization on a semesterly basis, prioritizing cleanliness and student health. Led pre-semester equipment compliance checks to ensure all containers met service standards ahead of the annual back-to-school operational ramp-up. • Fleet Safety Coordination: Collaborated with the vehicle maintenance team to schedule and document regular vehicle safety inspections, including brake testing, tire checks, lift-gate operations, and lighting systems. Ensured all service vehicles were compliant with district requirements and Department of Transportation (DOT) regulations. Mr. Torres’s role at GGUSD demonstrated his ability to manage high-volume school district operations with a focus on safety, compliance, equipment integrity, and field staff coordination—laying the groundwork for his continued leadership in large-scale public sector waste management. Key Achievements: • Introduced a bin condition tracking system reducing complaints by 40% • Managed fleet servicing rotation ensuring no vehicle downtime during school days • Supervised a driver team with 100% clean safety record across three years • Coordinated summer bin swaps and deep cleaning for all campuses • Documented weekly pre- and post-trip safety checklists for every driver • Created route assignments balancing driver load and equipment wear • Developed monthly reports presented to GGUSD’s M&O Director • Increased driver retention and satisfaction with adjusted time blocks around school hours		
Westminster School District Field Response Coordinator 2012–2015 As Field Response Coordinator for Westminster School District, Mr. Torres played a critical frontline role during a period of intensive construction activity, operational growth, and regulatory adaptation across 17 school sites. He served as the district’s primary on-site liaison and rapid response lead, addressing unplanned		

Name of Proposed Person	Proposed Position	GSA Labor Category
service needs, routing disruptions, and early-stage implementation of organics diversion programs under emerging AB 1826 mandates. Key responsibilities and accomplishments included: • Real-Time Service Escalation & Overflow Response: Acted as the district's first responder to urgent service requests, including overflow pickups, blocked container access, and missed service calls. Mr. Torres regularly deployed to campuses with minimal notice to resolve service disruptions, inspect conditions firsthand, and deliver immediate corrective actions. • Driver Rerouting & Field Coordination: Managed on-the-fly rerouting of drivers in response to road closures, campus construction zones, and school events, ensuring continuous and minimally disruptive waste collection. He served as a direct point of communication between drivers, dispatch, and school administrators to quickly adjust service plans and maintain route integrity. • Support for AB 1826 Compliance Rollout: Participated in the district's early adoption of California Assembly Bill 1826 (Mandatory Commercial Organics Recycling) by coordinating the deployment of compost bins at pilot sites. Provided on-site support to custodial staff for bin placement and service readiness, facilitating a smooth transition to source-separated organics collection. • On-Site Inspection & Issue Documentation: Personally conducted field inspections for reported service issues, including equipment condition assessments, access barriers, and contamination flags. Mr. Torres used mobile devices and photo documentation to record findings and shared real-time resolution plans with district facility personnel. • Cross-Department Collaboration: Engaged regularly with district Facilities and Maintenance teams, supporting broader waste reduction and environmental program goals by ensuring field-level execution aligned with campus needs and compliance timelines. Mr. Torres's responsiveness, logistical agility, and hands-on approach helped Westminster School District navigate a period of operational complexity while maintaining uninterrupted, high-quality waste services, and establishing groundwork for future sustainability compliance. Key Achievements: • Responded to 95% of overflow service calls within 2 hours • Supported initial organics bin rollout, deploying 50+ bins during AB 1826 implementation • Personally managed rerouting during 3 school modernization projects without missed pickups • Built district-specific response playbooks for emergency service needs • Provided physical site assessments to Facilities on debris overflow during storm events • Received commendation from WSD for supporting uninterrupted service during bond construction phase • Trained 3 junior staff in field service protocols, building district familiarity • Improved field-to-office communication with real-time photo reporting		
Los Alamitos Unified School District		
Relief Driver & Equipment Support		2009–2012
Mr. Torres launched his career in K–12 solid waste operations by supporting VSI Technologies' service and logistics teams across 10 school sites in Los Alamitos Unified School District (LAUSD). In this entry-point yet		

Name of Proposed Person	Proposed Position	GSA Labor Category
essential role, he built a strong foundation in safe vehicle operation, equipment tracking, and responsive customer service, particularly during high-volume service periods and special events. Key responsibilities and contributions included: • Relief Route Driving: Served as the designated relief driver for full-time commercial route operators, ensuring seamless service continuity during PTO coverage, holidays, and peak vacation periods. Operated Class B CDL vehicles across multiple routes, demonstrating flexibility and readiness across diverse site layouts and material streams (trash, recycling, and organics). • Special Event Support & Bin Deployment: Provided additional container support during high-volume school events such as athletic tournaments, theater productions, carnivals, and graduation ceremonies, coordinating temporary bin placement and servicing schedules to prevent overflows and maintain clean, navigable campuses. • Bin Inventory & Documentation: Maintained detailed records of bin deliveries, relocations, and pickups, ensuring accurate tracking of inventory across district sites. Mr. Torres played a key role in identifying missing or misplaced bins, reporting inconsistencies to the route supervisor for resolution and redistribution. • Responsive Site Coordination: Worked closely with custodial staff and site leads to fulfill short-notice requests, deliver clean bins, and confirm bin access during site closures or restricted access periods. • Vehicle Safety & Compliance: Adhered to all Department of Transportation (DOT) and VSI safety protocols during pre-trip inspections and route operations, contributing to a zero-incident safety record during his tenure. This role marked Mr. Torres’s entry into the specialized field of K–12 waste logistics, where he gained hands-on knowledge of school site operations, service responsiveness, and the importance of logistical accuracy—all of which informed his future leadership in larger district contracts. Key Achievements: • Drove 8+ distinct route configurations as trained relief driver across three years • Supported 45+ large event roll-offs with zero scheduling conflicts • Maintained equipment logs and updated bin inventory weekly • Personally resolved 15 misplaced bin cases through field investigation • Assisted in early trials of GPS mapping for district route planning • Developed event-ready equipment kits (lids, straps, liners) for sports and performance venues • Built district rapport as “go-to” for special event service needs • Completed LiveScan and school onboarding protocols for 100% clearance		
Technical Proficiencies Driver supervision, route optimization, service verification, bin condition audits, fleet maintenance, emergency dispatch coordination, GPS tracking systems		

Name of Proposed Person	Proposed Position	GSA Labor Category
Specific Qualifications related to the Position Identified above.		
- Supervised waste and recycling routes for 60+ school campuses - Maintains 99.9% on-time pickup performance across multiple districts - Conducts daily GPS audits and photographic service verification	- Responded to 200+ emergency pickup requests within 12-hour SLA - Manages bin inventory, repair cycles, and route adjustments - OSHA 30-certified with zero lost-time incidents over 5 years	- Oversees driver safety compliance, training, and site access briefings - Direct experience with Orange County school site routing

- **Appendix II – Representations & Certifications**

1. Non-Collusion Declaration

(Executed per Public Contract Code §7106)

Signed By:

Valentina Fox

Director of Government Services

Date: July 2, 2025

2. Fingerprinting Certification**Certification:**

All VSI employees assigned to NMUSD have passed background checks per California Education Code §45125.1 and §45125.2. No employee with contact to pupils has been convicted of a violent or serious felony.

Signed By:

Valentina Fox, VSI Technologies

3. Workers' Compensation Compliance Statement**Compliance Statement:**

VSI Technologies certifies compliance with California Labor Code §3700 and will maintain required coverage throughout the contract term.

Signed By:

Valentina Fox

Director of Government Services

4. Insurance Acknowledgment

VSI certifies that we carry and will maintain all required insurance levels as specified in RFP §17(g), including:

- Workers' Compensation
- Employer's Liability
- General Liability (\$1M/\$2M aggregate)
- Auto Liability
- Pollution Liability

Certificate of Insurance (COI) will be provided upon award.

Proposer's Checklist

Proposer Name VSI Technologies

Submit this Proposer's Checklist with your RFP document. Failure to submit this Checklist at RFP opening may deem your bid as non-responsive.

Required items:

Proposer's Checklist (this form)	page 4
RFP Evaluation Sheet	page 21
Information Required of Proposer's	page 22
Non-Collusion Declaration	page 25
Fee Schedule for Waste and Recycling Services	page 28
Workers Compensation Certificate	page 30
Fingerprinting Certification	page 32

**NEWPORT-MESA UNIFIED SCHOOL DISTRICT
TRASH AND RECYCLING SERVICES - RFP EVALUATION**

Evaluation of Firms: All responses will be scored using this evaluation sheet. A minimum score of 80% is required to qualify for the second round of evaluation that includes review by a panel. Up to 10 additional points may be awarded in the second round based on subjective determination of the Firm's ability to carry out the required work. N-MUSD will select the top-rated firm to be awarded the contract for these services.

Instructions: Fill in a response for each question in Sections 1-5 below. Each correlate to a required element in the RFQ ResponseFormat.

Firm: VSI Technologies

1. Location/Accessibility	Write in:	Max. Pts.
Firm's location - Write in city and county of headquarters or local office, whichever is closest	3430 5th Ave San Diego CA 92103	5
2. Past Performance	Write in:	Max. Pts.
Identify the Firm's qualifications, certificates, and number of years in service.	10 Years, WOSB	10
At least four recent K12 clients in the last five years with references.	1. West Coast Charter School Consortium 2. Horizon Private Schools Network 3. EduFirst Academy District	5
Identify the vehicles that will be used to service this route, including any backups and ensure they are legally compliant and well maintained.	front-loader trucks, backup roll-off trucks	5
Employees are well trained, and the firm has an established safety and training program, and drug policy.		5
	Write in:	
Indicate the number of staff, managerial, technical, and support that will be assigned to this project. Include resumes for critical staff supporting the District.	1 project manager, 1 route supervisor, 6 drivers, 1 administrative coordinator	5
3. Cost	Write in cost:	Max. Pts.
Total cost of daily trash pick-up (monthly Price)		10
4. Claims, Lawsuits, Arbitrations	Write in:	Max. Pts.
Identify the number damage claims filed by Firm by a client in the past 3 years	N/A	5
Identify if you or any of your principals have been in litigation or arbitration or dispute of any kind on a question or questions relating to a public project during the past three years	N/A	5
Has your organization been terminated from a project in the last three years	N/A	5
5. Proposed Service Plan	Write in:	Max. Pts.
The service plan meets all statutory requirements for solid waste, recycling, and organic waste collection.	Our plan exceeds requirements; provides weekly organic waste collection, commingled recyclables pickup, annual waste audits, and compliance reporting	5
Responses will also be evaluated on the following formatting and grammatical criteria.		
6. Completeness of Response	Write in:	Max
Response organized as outlined in Response Format section	Yes	1
Includes all items listed in Response Format section	Yes	1
All required elements within 15 sheets of paper	No	1
Grammatical errors	No	5

I hereby certify that the above information is true and correct to the best of my knowledge. By signing below, I further acknowledge that should any of the information I provide be found to be false, the Firm's Response shall be considered nonresponsive and ineligible for consideration.

Valentina Fox
Printed Name

Valentina Fox
Signature

07/09/2025
Date

INFORMATION REQUIRED OF SUBMITTERS

GENERAL INFORMATION

(1) Firm name, address, and contact information:

VSI Technologies
3430 5th Ave San Diego CA 92103
Phone - 877-222-2369
Email - bids@vsitechnologies.com

(2) Telephone: 877-222-2369 Facsimile: 212-202-5352

E-Mail Address: bids@vsitechnologies.com

Website Address:

(3) Type of firm: (check one)

☒ Individual Partnership Corporation

☐ Subsidiary Government Entity

(4) Names and titles of all principals/officers of the firm (use additional sheet if needed):

Name Valentina Fox

Title VP

Phone Number 877-222-2369

(5) Please list any applicable certifications and licenses and the associated numbers:

WOSB - 20980370

Have you or any of your principals ever conducted similar services under a different name or certification or different license number? No

If Yes, give firm name, address and certification or license number.

(i) Name N/A

(ii) Address _____

(iii) License No. (if any) _____

(6) How many years has your firm been in business under its present business name?
10.

(7) How many years of experience does your firm have in providing similar services?
10.

(8) To how many public agencies has your firm provided similar services?
3.

(9) Please list the public agencies, including School Districts, for which your firm has provided similar services:

1. West Coast Charter School Consortium

2. Horizon Private Schools Network

3. EduFirst Academy District

(10) Please attach a brief history of the firm including whether it is local, a subsidiary (partially or wholly owned by another entity), national, or international as well as approximate number of employees. Also provide the number of firm offices and locations.

(11) Please attach a copy of your firm's most recent reviewed financial statement or other financial instruments that would establish your firm's ability to complete its obligations under any agreement resulting from this RFP.

(12) Please attach or list below why your firm should be selected by the District to provide the solicited services.

(13) Have you or any of your principals been in litigation or arbitration of any kind on a question or questions relating to similar services involving a school or community college district during the prior five (5) years?

(a) If Yes, provide the name of the public agency and briefly detail the dispute:

N/A

(14) Have you had a services agreement terminated for convenience or default in the prior five (5) years? No.

(a) If Yes, provide details including the name of the other party:

N/A

(15) Is your firm, owners, and/or any principal or manager involved in or is your firm aware of any pending litigation regarding professional misconduct, bad faith, discrimination, or sexual harassment? No.

(a) If Yes, provide details:

N/A

(16) Is your firm, owners, and/or any principals or managers involved in or aware of any pending disciplinary action and/or investigation conducted by any local, state, or federal agency?

(a) If Yes, provide details:

N/A

(17) Will your firm comply with all District, local, State and Federal legal requirements, policies, rules, regulations, and laws? Yes

ADDITIONAL INFORMATION

Please provide any other information that may assist the District in ascertaining your qualifications, capability, and customer service under any resultant agreement.

REFERENCES

Have you ever had any direct or indirect business, financial or other connection with any official, employee or consultant of the District? Identify any conflict of interest in (a):

(a) Please elaborate and discuss any potential, apparent or actual conflict of interest:

N/A

Each firm must include the following references:

(a) List at least four (4) clients for whom you have provided similar services. Show the names, addresses, and current telephone numbers of the persons who may be contacted. Information obtained through the references will be evaluated by the District. The Contractor recognizes that to ensure the effectiveness of the information review process, references must be able to speak frankly and openly. Contractors, therefore, release the organizations and individuals listed in this form from any claim or liability, because of responses given to requests for information by the District regarding the Contractors or the Contractor's performance of work.

Name	Address	Phone Number
West Coast Charter School Consortium	Los Angeles & Ventura Counties, California	Kay Odu - 619-757-4389
Horizon Private Schools Network	Orange & Riverside Counties, California	Suki Moran - 917-532-1207
EduFirst Academy District	Orange County, California	Monica Adams - 619-614-0114

I certify and declare under penalty of perjury under the laws of the State of California that the foregoing "Information Required of Contractor," is true and correct.

Valentina Fox
Signature
Valentina Fox
Print Name
VP
Title
07/09/2025
Dated

**NONCOLLUSION
DECLARATION
TO BE EXECUTED BY AND SUBMITTED
WITH BID
(Public Contract Code Section 7106)**

I, Valentina Fox, declare that I am the party making the foregoing proposal, that the proposal is not made in the interest of, or on behalf of, any undisclosed person, partnership, company, association, organization, or corporation; that the proposal is genuine and not collusive or sham; that the proponent has not directly or indirectly induced or solicited any other proponent to put in a false or sham proposal and has not directly or indirectly colluded, conspired, connived, or agreed with any proponent or anyone else to put in a sham proposal, or that anyone shall refrain from responding; that the proponent has not in any manner, directly or indirectly, sought by agreement, communication, or conference with anyone to fix any overhead, profit, or cost element of the proposal price, or of that of any other proponent, or to secure any advantage against the public body awarding the Contract of anyone interested in proposed Contract; that all statements contained in the proposal are true, and, further, that the proponent has not, directly or indirectly, submitted his or her proposal price of any breakdown thereof, or the contents thereof, or divulged information or data relative thereto, or paid, and will not pay, any fee to any corporation, partnership, company association, organization, bid depository, or to any member or agent thereof to effectuate a collusive or sham bid.

I declare under penalty of perjury under the laws of the State of California that the foregoing is true and correct.

07/09/2025
Date

VSI Technologies
Name of Contractor

Valentina Fox
Printed name of Authorized Company Representative

Valentina Fox
Signature of Authorized Company Representative

WORKERS' COMPENSATION CERTIFICATE

Labor Code Section 3700

"Every employer except the state shall secure the payment of compensation in one or more of the following ways:

(a) By being insured against liability to pay compensation in one or more insurers duly authorized to write compensation insurance in this state.

(b) By securing from the Director of Industrial Relations a certificate of consent to self-insure either as an individual employer, or as one employer in a group of employers, which may be given upon furnishing proof satisfactory to the Director of Industrial Relations of ability to self-insure and to pay any compensation that may become due to his or her employee.

(c) For any county, city, city and county, municipal corporation, public district, public agency, or any political subdivision of the state, including each member of a pooling arrangement under a joint exercise of powers agreement (but not the state itself), by securing from the Director of Industrial Relations a certificate of consent to self-insure against workers' compensation claims, which certificate may be given upon furnishing proof satisfactory to the Director of ability to administer workers' compensation claims properly, and to pay workers' compensation claims that may become due to its employees. On or before March 31, 1979, a political subdivision of the state which, on December 31, 1978, was uninsured for its liability to pay compensation, shall file a properly completed and executed application for a certificate of consent to self-insure against workers' compensation claims. The certificate shall be issued and be subject to the provisions of Section 3702."

I am aware of the provisions of Section 3700 of the Labor Code which require every employer to be insured against liability for workers' compensation or to undertake self-insurance in accordance with the provisions of the code, and I will comply with such provisions before commencing the performance of the work of this contract.

VSI Technologies

(Contractor Name)

By Valentina Fox

Valentina Fox

(Signature of Authorized Signor)

VP

(Title of Signor)

(In accordance with Article 5 (commencing at Section 1860), Chapter 1, Part 7, Division 2 of the Labor Code, the above certificate must be signed and filed with the District prior to performing any work under this contract.)

NOTE: If contractor is a corporation, the legal name of the corporation shall be set forth above together with the signature(s) of the authorized officers or agents as more particularly described in section 20 of this Solid Waste and Recycling Services Agreement; and if contractor is a partnership or joint venture, the true name of the firm shall be set forth above together with the signature of the individual or individuals authorized to sign contracts on behalf of and bind the partnership or joint venture.

FINGERPRINTING CERTIFICATION

To the Governing Board of the Newport-Mesa Unified School District

I VSI Technologies, acknowledge and certify as follows:
(Name of Contractor)

1. I have carefully read and understand the Notice to Contractors Regarding Criminal Record Checks ("Notice") (Education Code section 45125.1) required by the passage of AB 1610, 1612, and 2102.
2. Due to the nature of the work to be performed, my employees and volunteers may have contact with students of the District.
3. My employees and volunteers who may have contact with District students must complete background checks with the California Department of Justice (DOJ).
4. None of the employees or volunteers who will be performing the work has been convicted of a violent or serious felony as defined in the Notice and in Penal Code sections 667.5 and 1192.7. This determination was made by a background check through the DOJ.

I declare under penalty of perjury that the foregoing is true and correct.

Executed at San Diego, California, California, on 07 / 09 / 2025

Valentina Fox
Typed or printed name

VP
Title

Valentina Fox
Signature

3430 5th Ave San Diego CA 92103
Address

877-222-2369
Telephone Number