



MAY 23, 2018

Brian Boyd

2602 S. Elm-Eugene Street
Greensboro, NC 27406

RE: REVISED PROPOSAL FOR RAW WATER BASIN CLEANOUT PROJECT

Dear Brian,

Synagro Central, LLC (Synagro) is pleased to submit this proposal for residuals management services at the Townsend Water Treatment Plant (Facility) on behalf of the City of Greensboro (City). Specifically, Synagro proposes to excavate environmentally-dewatered (naturally-dried) residuals from the Raw Water Basin (Basin) and transport the material to a Subtitle D Landfill for disposal.

Key elements of our proposal include:

- Pricing
 - Unit Costs
 - Excavation..... \$6,820.⁰⁰ per working day
 - Transportation and Disposal.....\$68.⁰⁰ per wet ton
 - Mobilization/Demobilization Fee..... \$12,606.⁰⁰ lump sum, per event
 - Total Estimated Project Cost.....\$200,000.⁰⁰
- Assumptions
 - Mobilization: This proposal is based upon, and provides for, a single mobilization of equipment and manpower to the Facility per event.
 - Duration: Synagro’s project costs are calculated based on 14 working days. Synagro will not extend the duration of the project beyond 25 working days without prior approval from the City.
 - Volume: Synagro’s proposal anticipates a maximum 200 wet tons of residuals for management, but less volume is likely. Synagro will not process more than 200 wet tons without prior approval from the City.
 - Delay: Synagro’s pricing relies on uninterrupted processing. Any operational delays caused by no fault of Synagro will be billable at the full daily rate.
 - Measurement & Payment:

- Synagro will invoice the City for all work completed under a change order aligned to the project yet to be completed..
- Synagro's terms are net 30 days.
- Customer Responsibilities:
 - The City shall be responsible for decanting all water possible from the Basin to prepare the residuals for excavation.
 - The City shall be responsible for laydown area improvements suitable for cranes access and mobilization of equipment.
 - Synagro anticipates that The City will provide uninterrupted ingress and egress to the worksite.
- Exceptions and Exclusions
 - Owner Certification: Synagro will require certification from the City that the residuals are non-hazardous.
 - Analytical Testing: This proposal does not provide for any additional analytical testing by a third-party analytical lab.

Synagro has made a good faith effort to increase WMBE participation relative to this project. Specifically, we have formally contacted all City-approved hauling contractors to solicit their qualifications.

Our proposal is delivered in good faith and we are prepared to enter into a mutually acceptable contract. Please note that this proposal is based on Synagro's standard terms and conditions and shall be strictly non-binding upon Synagro until all parties negotiate and execute a binding contract. This proposal shall not obligate Synagro to negotiate an agreement and any of the terms of the contract shall be subject to Synagro's approval, at its discretion. We appreciate the opportunity to submit this proposal for your consideration and look forward to the opportunity to provide our services. Should you have any questions, please contact me at 757.323.6688 or jhenderson@synagro.com.

Warm regards,



Jim Henderson

Regional Sales Director

