

July 21st, 2023

Pedro Guillen, Deputy Public Works Director
City of Santa Ana
20 Civic Center Plaza
Santa Ana, CA 92701

Subject: Athens Proposal Update, RFP #23-007, Street Sweeping Services

Dear Mr. Guillen:

As you are aware, Athens Services and your staff have been engaged in ongoing negotiations across the past few months related to RFP #23-007, Street Sweeping Services.

I am happy to present the final aligned proposal that is poised to continue having Athens Services as key service provide in the City for years to come.

Notable Deal Points:

- **Curb-Mile Rate** ----- \$53.05
- **Wages** ----- Payment of Prevailing Wages (*Teamsters or Future TBD Classification*)
- **Parking:** ----- SNA Corporate Yard, Existing Office, 8 Stalls
- **CPI:** ----- Actual CPI, No Cap, 100% CPI, No PPI
- **Term:** ----- 10 Year, 5 Year Option, 15 Year Potential
- **PI Freeze:** ----- PI Freeze Reduced from 24 Months to 12 Months, First CPI Increase Would be 7/1/2025
- **Water & Disposal:** ----- Free Water & Disposal at City Yard
- **Contract Start:** ----- July 1st, 2024

Due to the Cities direction to pay prevailing wage and because there is no specific classification for municipal street sweeping (cleaning of gutters & arterials) and since the City did not provide specific guidance, we have elected to use the Teamsters classification. If the City feels another determination is better suited, we are open to that discussion.

Athens reserves the right in the future to adjust the selected classification. If there is a change in determination or classification directed by the DIR, Athens would deem that a change in law and require a potential adjustment to the accompanying curb-mile rate.

We are excited for this opportunity to continue being a proud partner to the City of Santa Ana and look forward to next steps.

Sincerely,



Steven D. Librenjak
Division Vice President