

## BID FORM

**BID:** 20-81 Rebid Annual E-Scrap Disposal

**BID OPENING DATE:** 2:00 pm, Wednesday, May 13, 2020

**BID OPENING ADDRESS:** Alachua County Procurement, 3<sup>rd</sup> Floor  
County Administration Building  
12 SE 1<sup>st</sup> Street  
Gainesville Florida 32601-6983

TO: The County Commissioners, County of Alachua:

The undersigned, as Contractor, hereby declares that he has carefully read and examined the specifications and with full knowledge of all conditions, under which the equipment and services herein contemplated must be furnished, hereby proposes and agrees to furnish the equipment and services according to the requirements as set out in the specifications for said equipment and service:

Vendor: PowerHouse Recycling Inc.

UNIT ITEM	BID: PRICE PER POUND (\$)	X	ESTIMATED ANNUAL QUANTITY (POUNDS)	Note: =	EXTENDED TOTAL (\$)
CRT Computer Monitors, all sizes	(\$0.25)	X	40,000	FEE =	(\$10,000.00)
LCD Panel monitors, all sizes	(\$0.18)	X	6,000	FEE =	(\$1,080.00)
CPU's, complete or incomplete	\$0.15	X	26,000	=	\$3,900.00
Servers/mainframes	\$0.30	X	4,000	=	\$1,200.00
Laptops/notebooks/ tablets, all sizes, complete or incomplete	\$0.75	X	1,800	=	\$1,350.00
CRT televisions, all sizes	(\$0.32)	X	230,000	FEE =	(\$73,600.00)
LCD/plasma/LED TV's, all sizes	(\$0.18)	X	140,000	FEE =	(\$25,200.00)
Misc. Electronics, (all types), including: telecommunication, gaming, printers, copiers, peripherals, wires/cables	(\$0.08)	X	48,000	FEE =	(\$3,840.00)
SSLA batteries/UPS	\$0.08	X	4,000		\$320.00
Transportation charges (per pick up/delivery)					

Note: A Storage trailer will be provided to the County at no additional charge

TOTAL BID SUM FOR BID AWARD PURPOSES (\$106,950.00) FEE

Acknowledge Receipt of Addendum(s) (if applicable circle):

#1 ☒ Yes No #2 ☒ Yes No #3 Yes No #4 Yes No

Bidder: BRIAN BEINARAUSKAS Company: POWERHOUSE RECYCLING INC.

Address: 220 RYAN PATRICK DR. SALISBURY, NC 28147

Authorized Signature: brett henderson Title: VICE PRESIDENT

Clearly Print Name: BRETT HENDERSON

Phone: 704-322-3093 Fax: NONE Date: 5-13-20

Email Address: bh@powerhouserecycling.com

## Small Business Enterprise (SBE) Program Participation Form

BID NUMBER: 20-81 Rebid Annual E-Scrap Disposal

### ***OPTION 1***

I certify that our Company is an Alachua County Certified Small Business Enterprise (SBE) registered prior to the Bid opening.

**Circle One:**

Yes (If yes, complete and sign the last page of this Exhibit)

No (If No, proceed to Option 2).

### ***OPTION 2***

I certify that our Company will perform ALL work and that no subcontractors will be utilized for this bid.

**Circle One:**

☒ Yes (If yes, complete and sign the last page of this Exhibit)

No (If No, proceed to Option 3.)

BID NUMBER: 20-81 Rebid Annual E-Scrap Disposal

EXHIBIT B

I as the undersigned Vendor certify that I have completed one of the option(s) below *(Circle One)*:

OPTION 1

OPTION 2

OPTION 3

OPTION 4

If you are unable to certify that, you have completed to the best of your knowledge and belief **OPTION 1, OPTION 2, OPTION 3 or OPTION 4**, CALL (48 hours prior to bid opening) Procurement at 352.374.5202, for direction.

Vendor Name: PureHouse RECYCLING INC. Date: 5-13-20

Signature: Brett Henderson Title: VICE PRESIDENT

Printed Name: BRETT HENDERSON



## RESPONSIBLE AGENT FORM

The Contractor shall designate a responsible agent and alternate as necessary, for all dealings, communications, or notices or contracts between the Entities and the contractor by completing and returning this Responsible Agent Form. Any notice or communication to or from the responsible agent shall be deemed to be a communication to the contractor

RESPONSIBLE AGENT: BRIAN BENAROUSKAS

ADDRESS: 220 RYAN PATRICK DR. SALISBURY, NC 28147

PHONE NO.: 704-245-2155

FAX NO.: N/A

EMAIL ADDRESS: brianb@powerhouserecycling.com

ALTERNATE RESPONSIBLE AGENT: GARRETT POWELL

ADDRESS: 220 RYAN PATRICK DR. SALISBURY, NC 28147

PHONE NO.: 704-322-3093

FAX NO.: N/A

EMAIL ADDRESS: gp@powerhouserecycling.com

SIGNED: 

DATE: 5-12-20

## ALACHUA COUNTY GOVERNMENT MINIMUM WAGE (GMW) FORM

Bid 20-81 Rebid Annual E-Scrap Disposal

The undersigned certifies that all employees, contracted and subcontracted, completing services as part of this Bid/RFP are paid, and will continue to be paid, in accordance with Chapter 22, Article III of the Alachua County Code of Ordinance ("Wage Ordinance").

Please mark the appropriate box below that applies to how you pay your employees:

- ☒ Employees involved with Alachua County projects are paid a minimum of **\$14.00 hourly** and are provided health benefits?
- ☐ Employees involved with Alachua County projects are paid a minimum of **\$16.17 hourly but are not provided** health benefits?

Bidder: BRIAN BEINARAVSKAS Company: POWERHOUSE RECYCLING INC.

Address: 220 RYAN PATRICK DR. SALISBURY, NC 28147

Authorized Signature: Brett Henderson Title: Vice President

Clearly Print Name: BRETT HENDERSON

Phone: 704-322-3093 Fax: N/A

Date: \_\_\_\_\_

Email Address: bh@powerhouserecycling.com

**DRUG FREE WORKPLACE**

Section 22.09 Competitive Sealed Bidding of the Alachua County Procurement Code states that in the evaluation of bids, all factors in the bidding process being equal, both as to dollar amount and ability to perform, priority will be given, first, to those vendors certifying a drug-free workplace, secondly, to certified Small Business Enterprise (SBE) bidders.

The undersigned vendor in accordance with §287.087, Florida Statute and Section 22.09 of the Alachua County Procurement Code hereby certifies that

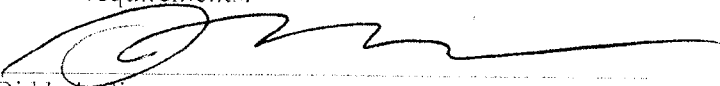
Paul House Recycling Inc.

Name of Business

Does:

1. Publish a statement notifying employees that the unlawful manufacture, distribution, dispensing, possession or use of a controlled substance is prohibited in the workplace and specifying the actions that will be taken against employees for violations of such prohibition.
2. Inform employees about the dangers of drug abuse in the workplace, the business's policy of maintaining a drug-free workplace, any available drug counseling, rehabilitation, and employee assistance programs, and the penalties that may be imposed upon employees for drug abuse violations.
3. Give each employee engaged in providing the commodities or contractual services that are under bid a copy of the statement specified in subsection (1).
4. In the statement specified in subsection (1), notify the employees that, as a condition of working on the commodities or contractual services that are under bid, the employee will abide by the terms of the statement and will notify the employer of any conviction of, or plea of guilty or nolo contendere to, any violation of Chapter 1893 or of any controlled substance law of the United States or any state, for a violation occurring in the workplace no later than five (5) days after such conviction.
5. Impose a sanction on, or require the satisfactory participation in a drug abuse assistance or rehabilitation program if such is available in the employee's community, by any employee who is so convicted.
6. Make a good faith effort to continue to maintain a drug-free workplace through implementation of this section.

As the person authorized to sign the statement, I certify that this firm complies fully with the above requirements.

  
Bidder's Signature

5-12-20  
Date

## PUBLIC RECORD DECLARATION OR CLAIM OF EXEMPTION

As a bidder or proposer, any document you submit to Alachua County may be a public record and be open for personal inspection or copying by any person. In Florida "public records" are defined as all documents, papers, letters, maps, books, tapes, photographs, films, sound recordings, data processing software, or other material, regardless of the physical form, characteristics, or means of transmission, made or received pursuant to law or ordinance or in connection with the transaction of official business by any agency. Section 119.011, F.S. A document is subject to personal inspection and copying unless it falls under one of the public records exemptions created under Florida law. Please designate what portion of your bid or proposal, if any, qualifies to be exempt from inspection and copying:

(Execute either section I. or II, but not both; bidder may not modify language)

### I. NO EXEMPTION FROM PUBLIC RECORDS LAW

No part of the bid or proposal submitted is exempt from disclosure under the Florida public records law, Ch. 119, F.S.

Bidder's Signature: N/A Date: \_\_\_\_\_

--- OR ---

### II. EXEMPTION FROM PUBLIC RECORDS LAW AND AGREEMENT TO INDEMNIFY AND DEFEND ALACHUA COUNTY

The following parts of the bid or proposal submitted are exempt from disclosure under the Florida public records law because: (list exempt parts and legal justification. i.e. trade secret):

REFERENCES (ON BIDDER'S QUESTIONNAIRE) - CONFIDENTIAL CLIENT INFORMATION.

By claiming that all or part of the bid or proposal is exempt from the public records law, the undersigned bidder or proposer agrees to protect, defend, indemnify and hold the County, its officers, employees and agents free and harmless from and against any and all claims arising out of a request to inspect or copy the bid or proposal. The undersigned bidder or proposer agrees to investigate, handle, respond to, provide defense (including payment of attorney fees, court costs, and expert witness fees and expenses up to and including any appeal) for and defend any such claim at its sole cost and expense through counsel chosen by the County and agrees to bear all other costs and expenses related thereto, even if they (claims, etc.) are groundless, false, or fraudulent.

Bidder's Signature:  Date: 5-13-20

## BIDDER'S QUESTIONNAIRE

Bidder's Name: BRIAN BELWAUSKAS - POWER HOUSE RECYCLING INC.Bidder's Address: 220 RYAN PATRICK DR. SALISBURY, NC 28147 Phone: 704-245-2155Number of years in this type of service? 12Number of years licensed in Alachua County: N/ANumber of employees "ON THE JOB" each week: 150 Number of employees "ON CALL" each week: 0Will you subcontract any part of this work: Yes ☐ No ☒

If so, give details:

List all major equipment which will be available upon commencement of the agreement to perform the required service: TRUCKS (3RSP), TRAILER (INCLUDING STORAGE), PALLET JACKS, DE-MANUFACTURING LINE, SHEEDERS (HDD)Do you currently hold any municipality contracts: ☒ Yes ☐ No

If so, please indicate below:

Yes, Powerhouse holds municipal contracts in FL, NC and Virginia as well as state contracts in NC, VA and KY.

Are your employees screened by: (indicate below)

- 1) Polygraph
- ☒ 2) General Interview
- ☒ 3) Background Investigation
- ☒ 4) Police Record Check
- 5) Additional

Have any leases, contracts or agreements for services held by your firm ever been canceled or terminated before the end of the term by either party: Yes ☐ No ☒ If the answer is yes, state the location and circumstances on an "attachment" to this questionnaire.What constitutes your normal business days and working hours: MONDAY - FRIDAY 8:00AM - 5:00PM EST.

Describe below, your firm's operational plan for providing the services under this agreement:

Will provide transportation, picking up at HAW Facility and transporting to our secure, NC Facility - Demanufacturing, Data Destruction services included. E-Stewards and R2 Certified Processors.

The undersigned swears to the truth and accuracy of all statements and answers contained herein:

DATE: 5-12-20AUTHORIZED SIGNATURE: [Signature]

ACORD™

Client#: 2178200

70POWERREC

# CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY)

5/12/2020

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

**IMPORTANT:** If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must have ADDITIONAL INSURED provisions or be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer any rights to the certificate holder in lieu of such endorsement(s).

## PRODUCER

McGriff Insurance Services  
5925 Carnegie Blvd Suite 400  
Charlotte, NC 28209

CONTACT NAME: NC Certificate Team

PHONE (A/C, No, Ext):

FAX (A/C, No):

E-MAIL ADDRESS: CCertTeam@mcgriffinsurance.com

INSURER(S) AFFORDING COVERAGE

NAIC #

## INSURED

Powerhouse Recycling Inc.  
220 Ryan Patrick Drive  
Salisbury, NC 28147

INSURER A: Hartford Casualty Insurance Company

29424

INSURER B: Trumbull Insurance Company

27120

INSURER C:

INSURER D:

INSURER E:

INSURER F:

## COVERAGES

## CERTIFICATE NUMBER:

## REVISION NUMBER:

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR LTR	TYPE OF INSURANCE	ADDL SUBR INSR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS
	<b>COMMERCIAL GENERAL LIABILITY</b> <input type="checkbox"/> CLAIMS-MADE <input type="checkbox"/> OCCUR GEN'L AGGREGATE LIMIT APPLIES PER: <input type="checkbox"/> POLICY <input type="checkbox"/> PRO-JECT <input type="checkbox"/> LOC OTHER:					EACH OCCURRENCE \$ DAMAGE TO RENTED PREMISES (Ea occurrence) \$ MED EXP (Any one person) \$ PERSONAL & ADV INJURY \$ GENERAL AGGREGATE \$ PRODUCTS - COMP/OP AGG \$ COMBINED SINGLE LIMIT (Ea accident) \$1,000,000 BODILY INJURY (Per person) \$ BODILY INJURY (Per accident) \$ PROPERTY DAMAGE (Per accident) \$ EACH OCCURRENCE \$ AGGREGATE \$
B	<b>AUTOMOBILE LIABILITY</b> <input checked="" type="checkbox"/> ANY AUTO OWNED AUTOS ONLY <input checked="" type="checkbox"/> HIRED AUTOS ONLY <input type="checkbox"/> SCHEDULED AUTOS NON-OWNED AUTOS ONLY		22UENBI5891	05/01/2020	05/01/2021	E.L. EACH ACCIDENT \$1,000,000 E.L. DISEASE - EA EMPLOYEE \$1,000,000 E.L. DISEASE - POLICY LIMIT \$1,000,000
	<b>UMBRELLA LIAB</b> <input type="checkbox"/> EXCESS LIAB <input type="checkbox"/> DED <input type="checkbox"/> RETENTION \$					EACH OCCURRENCE \$ AGGREGATE \$
A	<b>WORKERS COMPENSATION AND EMPLOYERS' LIABILITY</b> ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH) If yes, describe under DESCRIPTION OF OPERATIONS below	Y/N Y N/A	22WBAF6YGU	05/01/2020	05/01/2021	PER STATUTE E.L. EACH ACCIDENT \$1,000,000 E.L. DISEASE - EA EMPLOYEE \$1,000,000 E.L. DISEASE - POLICY LIMIT \$1,000,000

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)

\*\* Workers Comp Information \*\*

Proprietors/Partners/Executive Officers/Members Excluded:

Christin Kennedy, President

Michael Kennedy, Vice President

## CERTIFICATE HOLDER

Powerhouse Recycling, Inc  
220 Ryan Patrick Drive  
Salisbury, NC 28147

## CANCELLATION

SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.

AUTHORIZED REPRESENTATIVE

Benjamin D. Moore

ACORD 25 (2016/03)

1 of 1

#S25731306/M25659051

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# CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY)

12/12/2019

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

**IMPORTANT:** If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must have ADDITIONAL INSURED provisions or be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

<b>PRODUCER</b> Watson Insurance 245 East Second Avenue Gastonia NC 28053		<b>CONTACT</b> NAME: Audra Garner PHONE (A/C, No, Ext): 704-865-8584 FAX (A/C, No): 704-866-9866 E-MAIL ADDRESS: agarner@watsoninsurance.com	
<b>INSURED</b> PowerHouse Recycling, Inc. 220 RYAN PATRICK DRIVE Salisbury NC 28147		<b>INSURER(S) AFFORDING COVERAGE</b>	
<b>POWER-7</b>		<b>INSURER A:</b> Bridgefield Casualty Insurance Company	<b>NAIC #</b> 10335
		<b>INSURER B:</b> Scottsdale Insurance Company	41297
		<b>INSURER C:</b> Beazley USA Services	
		<b>INSURER D:</b> Owners Insurance Company	32700
		<b>INSURER E:</b>	
		<b>INSURER F:</b>	

**COVERAGES**

CERTIFICATE NUMBER: 69011149

REVISION NUMBER:

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR LTR	TYPE OF INSURANCE	ADDL INSP	SUBR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS
B	<input checked="" type="checkbox"/> <b>COMMERCIAL GENERAL LIABILITY</b> <input type="checkbox"/> CLAIMS-MADE <input checked="" type="checkbox"/> OCCUR  GEN'L AGGREGATE LIMIT APPLIES PER: <input type="checkbox"/> POLICY <input type="checkbox"/> PRO-JECT <input type="checkbox"/> LOC OTHER:	Y	Y	CPS3234157	12/5/2019	12/5/2020	EACH OCCURRENCE \$ 1,000,000 DAMAGE TO RENTED PREMISES (Ea occurrence) \$ 100,000 MED EXP (Any one person) \$ 5,000 PERSONAL & ADV INJURY \$ 1,000,000 GENERAL AGGREGATE \$ 2,000,000 PRODUCTS - COMP/OP AGG \$ 2,000,000 \$
D	<input checked="" type="checkbox"/> <b>AUTOMOBILE LIABILITY</b> <input checked="" type="checkbox"/> ANY AUTO <input type="checkbox"/> OWNED AUTOS ONLY <input checked="" type="checkbox"/> HIRED AUTOS ONLY <input type="checkbox"/> SCHEDULED AUTOS <input checked="" type="checkbox"/> NON-OWNED AUTOS ONLY			5006864200	12/5/2019	12/5/2020	COMBINED SINGLE LIMIT (Ea accident) \$ 1,000,000 BODILY INJURY (Per person) \$ BODILY INJURY (Per accident) \$ PROPERTY DAMAGE (Per accident) \$ \$
B	<input type="checkbox"/> <b>UMBRELLA LIAB</b> <input checked="" type="checkbox"/> <b>EXCESS LIAB</b> <input type="checkbox"/> DED <input type="checkbox"/> RETENTION \$	Y	Y	CXS0014067	12/5/2019	12/5/2020	EACH OCCURRENCE \$ 9,000,000 AGGREGATE \$ 9,000,000 \$
A	<b>WORKERS COMPENSATION AND EMPLOYERS' LIABILITY</b> ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH) If yes, describe under DESCRIPTION OF OPERATIONS below	Y/N <input type="checkbox"/> Y <input type="checkbox"/> N	N/A	19637291	7/18/2019	7/18/2020	<input checked="" type="checkbox"/> PER STATUTE <input type="checkbox"/> OTH-ER E.L. EACH ACCIDENT \$ 1,000,000 E.L. DISEASE - EA EMPLOYEE \$ 1,000,000 E.L. DISEASE - POLICY LIMIT \$ 1,000,000
C	Pollution Liability			ENP0002857-01	11/14/2018	11/14/2021	Aggregate Each Occurrence Retention 10,000,000 \$5,000,000 10,000

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)  
Policy # 106427799  
Company: Travelers Insurance Co.  
Data Destruction Coverage Effective 11/14/18 - 01/01/2020  
Limit \$1,000,000  
Deductible \$10,000

**CERTIFICATE HOLDER****CANCELLATION**

Powerhouse Recycling  
Proof of Coverage  
220 Ryan Patrick Drive  
Salisbury NC 28147

SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.

AUTHORIZED REPRESENTATIVE



**REFERENCE:** 20-81 Rebid Annual E-Scrap Disposal

**TO:** Alachua County Procurement

**FROM:** BRIAN BEINARAUSKAS, REGIONAL PROCUREMENT/EHS MANAGER  
POWERHOUSE RECYCLING, INC  
220 Ryan Patrick Dr. Salisbury, NC 28147  
Phone (704) 245-2155

In reference to the above-mentioned ITB, the attached is our bid for services to recycle e-waste for Alachua County, Florida. I am submitting the attached proposal which addresses all items identified in the ITB. We certainly appreciate the opportunity to bid and trust you will find that our background and experience in servicing other similar contracts with verifiable, exemplary high performance causes us stand out as a very uniquely qualified candidate.

PowerHouse Recycling Inc. was founded in 2008 and has experienced exponential growth year over year by continuously fulfilling our commitments to deliver the industry's most exceptional service levels, data security, environmental, health and safety performance and economic value. Today, we are a highly reputable market leader providing electronics recycling, secure data destruction, and competitive ITAD buyback programs, nationwide. Government Agencies, Fortune 500 corporations, healthcare systems, financial institutions, universities/colleges, school districts and manufacturers are examples of the kinds of clients we service.

Our professional management team holds over 50 years of combined industry experience with a broad knowledgebase relative to all aspects of our business. Our corporate areas of expertise and capabilities include logistics, transportation, de-manufacturing, manual and automated mechanical processing, the facilitation of ferrous, non-ferrous and precious metals recovery and value extraction, testing, refurbishment and marketing of equipment for reuse (where contractually permitted).

Our business approach, knowledgebase, capabilities and commitments to excellence with regard to service and product quality, environmental, health and safety compliance and the provision of extraordinary value (revenue returns) to our client bases is what distinguishes our organization from competitors. We excel at providing on-time delivery of services which meet the demands of our customers and other stakeholders such as regulatory agencies without ever compromising our commitment to providing exceptional economic value.

Our organization operates an efficient, effective and scalable electronics recycling and ITAD recovery facility, currently certified to the e-Stewards, R2, ISO 14001 and ISO 45001 Standards. These certifications serve well to demonstrate our full commitment to complying with all Federal, State and Local regulatory requirements as well as protecting the environment, health and safety of our workers, those whom we do business with and affected parties domestically and abroad. We acknowledge that this contract requires certification to either e-Stewards or R2 and we're fully committed to maintaining these certifications at all times.





Our continued growth and success have placed our organization in a demonstratable position of financial strength not often seen within our industry. We're confident that we hold the intellectual property, assets, financial strength, staff, resources, facilities, equipment and operational capabilities to provide Alachua County with exceptional services and value. We trust, that in reviewing our proposal that we will stand out as a highly qualified candidate.

Sincerely,

A handwritten signature in black ink, appearing to read "Brian Beinarauskas". The signature is fluid and cursive, with a long horizontal stroke at the end.

**Brian Beinarauskas**

Regional Procurement/EHS Manager

Telephone: (704) 322-3093

Cellular: (704) 796-6310

Emergency (704) 796-6310

Email: [brianb@Powerhouserecycling.com](mailto:brianb@Powerhouserecycling.com)

### **Solution Overview**

Powerhouse Recycling is proposing a turnkey solution which includes the provision of all Transportation and Logistics, Collection Containers, Dismantling, Reporting, Data Destruction and Sanitization, Refurbishment, Remarketing. Our service offering includes viable, cost effective solutions for e-waste identified with the ITB. Our turnkey offering includes, but is not limited to the following products and services as detailed in the following sections.

- Transportation and Logistics
- Registration, Secure Data Destruction and Surplus System (SDDS)
- User Documentation
- Communications and Marketing Plan
- Collection and Validation
- Coordination and Transportation
- Labor
- Certified Recycling and Recovery
- Secure Data Destruction and Validation
- Tracking
- Detailed Reporting

### **Qualifications and Experience**

Powerhouse Recycling, Inc. (PHR) is a privately held, North Carolina Corporation and holds its headquarters and operations in Salisbury, North Carolina. PHR is a full-circle electronics recycling, data destruction, and IT asset management company with industry leading environmental certifications, recycling processes, and data destruction capabilities. PHR specializes in the environmentally friendly and socially responsible recycling of end-of-life electronics, along with asset management of surplus equipment. We maintain a team of asset management experts and electronics technicians whom hold a diverse set of knowledge, skills, and abilities. Recognizing a need for high levels of customer service in the e-waste industry, Powerhouse Recycling's upper management, who hold over 50 years of combined experience in electronics recycling, developed a customer first, high level of service brand with customer service being at the core of all operations. PHR services clients in all fifty states, and parts of Canada, with a core base in the Southeast states. Key personnel for this project and biographies follow.

## **Key Project Personnel**

### **Brian Beinarauskas - Regional Procurement Manager/EHS Manager - Salisbury, NC**

Brian is an 11-year veteran of the United States Army/Army National Guard and a married father of four. He joined PHR in January of 2014 and brings 20 years' extensive experience in all aspects of the electronics recycling industry. He has been certified as a lead auditor for ISO 9001 and 14001 as well as RIOS and R2, participated in and led audits to various standards and provided consulting services to a number of industry professionals.

Brian has successfully developed and implemented Quality, Environmental, Health and Safety Management Systems certified to ISO 9001, ISO 14001 and OSHAS 18001, R2, RIOS and e-Stewards standards and managed facilities and business units at some of the largest e-waste companies in the country. In 2002-2003 Brian spearheaded the development and implementation of the first multi-site, multi-standard certification within the electronics recycling industry.

Since joining PHR, Brian's efforts have resulted in substantial growth. Brian is resourceful and very proficient in virtually every aspect of our industry. He has a thorough and unique understanding of ferrous, non-ferrous and precious metals, secondary markets and Environmental, Health and Safety compliance. Brian is professional, courteous and highly committed to customer satisfaction.

**Brian's Specialties:** sales and procurement, non-ferrous and precious metals, international marketing of various commodities, secondary markets, Quality, Environmental, Health and Safety Management Systems, 5S Lean Manufacturing and the development and implementation of robust tools to support operational, sales and procurement goals and strategies.

### **Brett Henderson – Vice President - Salisbury, NC**

Brett Henderson grew up in the Cleveland, Ohio area and is part of a large family in which he is one of seven children. He was constantly learning about business strategies throughout his childhood through his grandfather's business, Henderson Industries, and through his father's successful career in Sales and Management in various mid-large size corporations.

Brett began his undergraduate education at Otterbein College where he played NCAA DIII basketball for a year before transferring to the highly ranked Fisher College of Business at The Ohio State University. He graduated with a BS of Business Administration in Marketing and Sales. Brett furthered his business education by earning his Masters of Business Administration in Management at Cleveland State University where he graduated in the top 10%, earning the Beta Gamma Sigma award of Business Excellence.

Brett has traveled internationally meeting with large companies such as BMW, Voith, GMBH, Deutsche Bank, and Carl Zeiss Inc., where he met with various department heads to discuss

management, processing efficiencies, R&D, and resource and asset management.

Brett's professional career started in the electronics recycling and asset management industry in which he still works today. He works with Fortune 500 companies, school districts, healthcare systems, universities, government agencies and other small to mid-sized businesses to maximize the recovery value in obsolete electronics and equipment. Brett has experience and expertise in asset management, sensitive data protection and destruction, procurement, sustainability/environmental footprint goals, and sales and purchasing in the commodities market both domestically and internationally. Brett has managed sales teams while penetrating new markets. His main goal is to continuously broaden his knowledge, skills, and abilities in the industry.

**Brett's Specialties:** asset management, sensitive data management, commodities market and secondary markets, sales and marketing team management, procurement, ROA, precious metal/nonferrous metal extraction, problem solving, environmental consulting

#### **Lynnette Konecny – Logistics Manager - Salisbury, NC**

Lynnette comes from a successful career with 13 years in logistics for a large retailer and Fortune 500 corporation. Lynnette manages a staff of 15+ drivers and helpers and is responsible for scheduling client pickups as needed.

The logistics manager's main role will be serving for scheduling, and other pickup requests should the account manager be unavailable, or should an immediate need arise for any reason. Contact information is provided below.

**Lynnette's Specialties:** Logistics and Transportation, Regulatory compliance (DOT/OSHA), Employee Health and Safety, Employee Relations.

#### **Other Personnel**

PHR recognizes the need for all services to be rendered by personnel whom are properly trained and whom are qualified to complete tasks associated with their position. In compliance with our e-Stewards, R2, ISO 14001 and OSHAS 18001 Certified Management System, all PHR personnel undergo background checks and rigorous Environmental, Health and Safety, DOT, Operational and Administrative training relative to their positions and the tasks they perform. All training is documented, auditable and records are readily accessible for review upon request.



#### **Personnel Contact Information**

##### **Primary Point of Contact - Account Manager**

Brian Beinarauskas, Regional Account Manager/EHS Manager

Telephone: (704) 245-2155

Cellular: (704) 245-2155

Email: [brianb@Powerhouserecycling.com](mailto:brianb@Powerhouserecycling.com)

##### **Secondary Point of Contact – Logistics and Transportation Coordination**

Lynette Konecny, Logistics Manager

Telephone: (704) 322-3093

Cellular: (704) 754-2134

Email: [logistics@Powerhouserecycling.com](mailto:logistics@Powerhouserecycling.com)

#### **Staffing Service Hours**

PHR Account Managers are available to answer questions or solve problems 24/7. Our Logistics Manager is available between 8:00 AM and 5:00 PM Monday – Friday. PHR will schedule all services with User facilities during normal working hours typically between 8:00 a.m. and 5:00 p.m. Monday through Friday, excluding State recognized holidays.



## **Company Information**

- a. Business name:** Powerhouse Recycling, Inc.
- b. Current Certifications etc.:** e-Stewards, R2, ISO 14001, ISO 45001, NAID Member
- c. Business type:** S-Corporation.
- d. Federal EIN:** 90-0496964
- e. EPA ID:** NCR000149518
- f. SIC** 5093
- g. NAICS** 562920
- h. Tel:** 704-322-3093 or 1-855-MYECYCLE
- i. Fax:** 704-269-5633
- j. E-mail:** brianb@powerhouserecycling.com
- k. Physical address:**
  - 220 Ryan Patrick Dr.
  - Salisbury, NC 28147
- l. Postal Address:**
  - 220 Ryan Patrick Dr.
  - Salisbury, NC 2814y
- m. Employees:** 150+

### **Statement of Qualifications**

PHR holds high levels of customer service at the core of all operations and has raised the bar in our industry for customer service. Through relentless research of markets and organic growth, PHR operates at high efficiencies to offer higher returns, and lower costs, back to the client. PHR owns and operates a sizeable bailing system, large forklift fleet, manual tear down line, DOD/NIST compliant wiping machines and software, asset tag cross shredders, hard drive shredders and specialized software to facilitate highly efficient operations at PHR. PHR currently operates out of a secure 130,000 square foot facility. To ensure physical security of customer supplied equipment, the facility is equipped with 24/7 video/audio surveillance, multi layered card-controlled access, alarms (theft/fire/water), and motion detectors at all access points.

PHR's management team has helped PHR rapidly grow into a market leader in the southeast with high levels of knowledge, skills, and abilities relative to electronics recycling and IT Asset Management. The PHR brand of high-level customer service, customized recycling and ITAD solutions, and flexibility to the customer's needs and operations have allowed PHR to continue to increase their client base through ITBs, word of mouth "buzz marketing", and referrals. PHR strives for longevity in all business relationships through transparency and true partnership with the client.

PHR services clients in all industries including manufacturing, government, finance, education, healthcare and retail. All that experience and our unique understanding of our industry enhances our ability to operate efficiently, extract maximum values and minimize costs, aligning perfectly with the needs outlined in this ITB. We appreciate the opportunity to bid on this RPF and trust the contents of this bid response adequately exemplify our reputation for superior service, Environmental, Health and Safety Performance, pricing and ultimate customer satisfaction.

### **References – Confidential/Classified**

See Bidders Questionnaire.

### **Memberships and Certifications**

#### **Environmental, Health, and Safety Certifications – See Appendix A**

PHR holds numerous environmental, health, and safety certifications including the R2, ISO 14001, ISO 45001 and the most highly acclaimed – e-Stewards certification. These certifications establish transparent accountability through subjecting our firm to external, unbiased audits to assure that all throughput is recycled, and handled, under local, state, and federal EPA laws and in conformity to industry standards. A brief description of each can be found below.

**e-Stewards Certified:** e-Stewards is a global team of individuals, institutions, businesses, non-profit organizations, and governmental agencies upholding a safe, ethical, and globally responsible standard for e-waste recycling and refurbishment. The e-Stewards organization stops the export of illegal hazardous e-waste to developing nations and creates a safe, green, and just world through sharing and using the principled and practical standard for electronics recycling and reuse. The e-Stewards Standard is the product of hundreds of person-hours by

multiple industry leaders in the recycling, asset disposition, certifications, health, safety, and the environment sectors.

**R2 Certified:** The R2 Standard was generated by a group of stakeholders including the U.S. EPA, OEMs, electronics recyclers, and non-government organizations to address the need for a certification to implement programs and standards for the operational and environmental challenges electronics recyclers face. PHR's complete process from transportation, to recycling, to final disposition point of all materials is audited throughout the year to follow all EPA laws and high environmental, health, and safety standards.

**ISO 14001 Certified:** The International Organization for Standardization, ISO 14001 certification allows organizations to establish, implement, maintain and improve an internationally recognized environmental management system to conform to an internal environmental policy. PHR constantly sets goals and objectives to conform with to our environmental policy with the goal of furthering its development year over year.

**ISO 45001 Certified:** ISO 45001 is a health and safety certification which is intended to help organizations improve employee safety, reduce workplace risks and create better, safer working conditions. As an electronics recycler, this certification goes hand in hand with the environmental certifications as many electronics hold hazardous materials that not only pose an environmental threat, but a health and safety risk. PowerHouse Recycling is committed to recycling electronics in a manner protective of the environment, our community, our employees and those with whom we do business with.

## **Memberships**

PHR holds the N.A.I.D Membership along with the WBENC Membership. A brief description can be found below.

**N.A.I.D:** National Association of Information Destruction Member: NAID is an international trade association providing information destruction services with its mission to promote information destruction standards and ethics to its members.

## **PHR Experience**

Powerhouse Recycling, Inc. has strong, in-depth, and positive experiences in servicing projects much like what is presented in this IFB. Our aforementioned references are just a small sample of clientele that fall directly in line with the scope of this project. These references all represent high volume clients that have multiple pick-up locations, various needs, and multiple users operating under one contract. PHR currently services municipalities, state and county government, public universities, colleges, and school districts throughout the United States. We have generated customized processes to meet the specific needs and requirements of each client and location. We have paved the way in the e-waste industry for *customized* recycling solutions, as opposed to one uniform recycling option to allow for efficient, easy to use, higher revenue returns, and lower costing recycling solutions for



our clientele. Our approach has afforded us many opportunities to present prospective client with a suitable and sustainable solution and continues to do so.

PHR's experience in servicing other clients throughout the municipal sector aligns ideally with the needs outlined in this ITB. Through our experience and utilizing our unique knowledge base, equipment and overall strength, we are ideally positioned to provide exceptional services to your organization. Our unique knowledge base relative to asset management, end of life processing and marketing enable us to satisfy all needs stated in the ITB.

### **Insurance**

Powerhouse Recycling, Inc. holds the following insurance policies with referenced amounts

- **Commercial General Liability Insurance:**

\$2,000,000 per occurrence/\$10,000,000 general aggregate

\$10,000,000 – Products/Completed Operations Aggregate

- **Automobile Liability**

Any Auto - \$1,000,000 minimum Combined Single Limit

- **Worker's Compensation and Employers Liability**

a. Statutory Worker's Compensation Coverage

b. All States Endorsement

c. Employer Liability Limit:

\$100,000 each accident

\$100,000 each employee bodily injury by disease

\$100,000 policy limit for disease

- **Other**

a. Commercial Blanket Bond/Crime/Employee Dishonesty with limits of \$500,000 per occurrence, including an endorsement for "client's property"

b. Pollution Liability/Errors & Omissions - \$5,000,000 minimum limits per event with \$10,000,000 general aggregate.

### **Solution Overview**

Powerhouse Recycling is proposing a turnkey solution which includes the provision of all Transportation and Logistics, Collection Containers, Dismantling, Reporting, Data Destruction and Sanitization, Refurbishment, Remarketing. Our turnkey offering includes but is not limited to the following products and services as detailed in the following sections.

- Transportation and Logistics
- Documentation
- Collection and Validation
- Coordination and Transportation
- Labor
- Certified Recycling and Recovery
- Secure Data Destruction and Validation
- Tracking
- Detailed Reporting

### **Software Solution**

PHR has invested in a software solution specifically designed for our industry. Our secure, web-based platform connects every aspect of the recycling operation seamlessly and reflects data in real-time regardless of numbers of locations and users. Our clients can track status, view and print reports of their shipments on-line with ease.

#### **Software Features**

- Accessible from Anywhere 24/7/365
- Automated Email Notification of Order Status Changes
- Inventory Processing and Price Verification
- Real-Time Data Synchronization
- Multiple Location Set up and Access with One Centralized Server and Data-base
- Client On-Line Access for Request Entry, Real-Time Order Tracking, and Report Printing, and Photo Viewing
- Cross-Location Order Passing, Inventory Transferring, and Logistics Scheduling
- Google Map Enabled Online Dispatching Center for Logistics Scheduling
- File and Photo Center for Permanent Records, such as Price Agreement, Service Contract, and Material Processing Photos, Keeping
- Inventory Processing, Packaging, Grading, and Bar Coding
- Booking Management for International Shipments
- System Generated Receiving Reports, Invoices, Payment Stubs, and Certificates of Recycling
- Smart Report Center for Finger Tip Report Generation
- Intuitive Interface for Easy Training and Data Entry
- Admin Panel for User, Office, Group, Item, and other Important Internal Information Setup.

### **Transportation and Logistics**

Transportation will be provided using our fully vetted third party transportation provider. Packaged electronics will be removed from the County HHW facility within 24 hours. No minimum pick-ups will apply. PHR employs a full time, professional Logistics Manager whom coordinates driver activity

### **Provision of Collection Containers and Training**

Powerhouse Recycling's solution includes the provision of all packaging supplies including gaylord boxes, pallets, and a storage trailer. PHR provides training and documented work instructions to educate our clients in the proper handling and packaging of all e-waste items, both safely and efficiently. Additionally, PHR has addressed the growing concerns around battery storage, transportation and fire prevention by assembling a comprehensive guidance document available to all our clients to assist in complying with the complex regulatory requirements and in mitigating the potential for fires within their facilities and in transport.

### **Dismantling, Refurbishment and Remarketing**

Upon the load arrival to our e-Stewards, R2, ISO 14001, and ISO 45001 certified facility, loads are checked-into our ERP System, inspected, and staged by our shipping and receiving manager. Any electronic component containing sensitive information takes precedence and is destroyed within forty-eight (48) hours of receipt. Next, the load is sent through the sorting department to be segregated, weighed and or counted, depending upon contractual requirements. Items with reuse/resell potential are triaged. At this stage, our client's load reports are generated, and approved by our warehouse manager.

The materials are dispersed to the appropriate department for manual tear down, shredding and separation, or one of our technical (resell) departments (if resell potential has been identified) for thorough testing, refurbishment and resell provided functionality and market criteria are met. Asset tags from 100% of customer provided equipment are removed and destroyed through a high capacity cross cut shredder. PHR strictly adheres to an F.I.F.O (First in First Out) processing standard and guarantees all processing, reporting, and payment or invoicing within 30 calendar days.

### **Refurbishment and Remarketing**

In recognizing the importance of reuse within the waste hierarchy and as market conditions throughout the past decade being quite ominous, PHR has placed a very large emphasis and effort into building a substantial resell (ITAD) business. PHR currently operates two sizeable technical departments whom manage IT Assets for refurbishment and resell in smaller quantities and in bulk (truck load) volumes. These two departments employ over 40 individuals including skilled technicians, sales and marketing and pack and ship positions. All equipment with resell potential is thoroughly tested to ensure its functionality and conformity to R2 and e-Stewards standards and in keeping with our quality assurance program. Equipment which is obsolete and not fully functional for its intended purpose is directed back to our dis-assembly department for recycling.

We attribute a large part of our success in building a sizeable client base, a well-respected brand and financial strength to our extraordinary ability to capture additional revenue from electronic equipment and we're confident that you will find it reflects in our highly competitive pricing. Typical resell items include but are not limited to PC's, Laptops, Networking Equipment, Cellular Phones, LCD Monitors, Test and Lab Equipment.

### **Data Devices – Data Security and Sanitization Plan**

Powerhouse Recycling takes full ownership of client devices upon receipt. Clients are indemnified and provided with a serialized inventory and Certificate of Destruction upon request or in keeping with contractual obligations. Our data destruction process is fully insured. Data security begins at loading. Powerhouse Recycling requires all drivers to secure cargo with a lock or seal immediately upon completion of loading.

To ensure physical security of customer supplied equipment within our campus and facilities, the Powerhouse facility is equipped with 24/7 video/audio surveillance, multi layered card-controlled access, alarms (theft/fire/water), and motion detectors at all access points. The entire campus is gated. Gates are also under constant video surveillance and entry is controlled from within our facility.

All data destruction processes are overseen by specially trained technicians. Our policy forbids employees to access any customer supplied data. Managers and department leads are trained to identify and mitigate any potential for unauthorized access.

All Powerhouse data destruction processes, tools and software utilized meet e-Stewards and R2 Standards to which we are certified. Additionally, Powerhouse is a member of the National Association for Information Destruction (NAID) association and is actively pursuing NAID AAA certification which the e-Stewards organization recently adopted. Our service offerings include multiple solutions for the expunging (overwriting) of data utilizing approved software or physical destruction (shredding) in our secure facility.

PHR stages items containing or potentially containing sensitive data in a locked, controlled access, data security cage until they are processed. All serial numbers are scanned and captured then then drives are either destroyed in one of our four (4) hard drive shredders or overwritten/wiped utilizing our D.O.D/ NIST compliant software. Both processes are audited on a regular basis in conformance to our certifications and to ensure they comply with internal and customer requirements and are validated daily.

Other storage media, to include, but not limited to removable disks, floppy disks, CD, CDR, CDRW, DVD, flash drives, SD and micro SD and other removable forms of media are shredded in PHR's purpose build media device shredder. This process is validated for effectiveness daily and the results are documented. Asset tags from 100% of customer provided equipment are removed and destroyed through a high capacity cross cut shredder.

PHR offers on-site shredding services to destroy hard drives and other sensitive data bearing devices which clients may witness. This process also includes the scan and capture of serial numbers before they are shredded and a report with Certificate of Destruction is available.

### **Downstream Vendors**

A list of our Downstream vendors is available upon request. All Powerhouse Downstream Vendors undergo a comprehensive on-site audit which conforms to R2, e-Stewards, ISO 14001 and ISO 45001 Standards. Additionally, downstream vendors are subject to periodic desk audits to confirm the ongoing movement of materials to the next tier vendors they have identified.

Powerhouse Recycling is well aware of the legitimate concerns related to CRT Glass and requires our downstream vendor to provide records of shipments (Bill of Lading and Manifests) monthly to evidence shipments whereby, mitigating the potential for developing a stockpile/speculative accumulation which does not comply with current EPA requirements. Certificates of Recycling will be provided.

### **Shipping Papers**

Bills of lading are generated for each pick-up automatically through our ERP System. Upon scheduling, the requestor will receive a copy via automated email and drivers are provided a copy as well. The account representative receives copies and follows up with each requestor to ensure all required documentation has been received.

### **Reporting**

With an automated ERP system in place, PHR can provide detailed tracking and reporting of all electronics from pick-up to the completion of their processing. The following reports and records will be generated for every load processed by PHR:

#### **Certificate of Recycling**

A certificate showing the customer name, date of pickup, and the total weight or item quantities as applicable recovered. A signed statement will be included indicating that all electronics were recycled in accordance with local, state, and federal laws; and conforming to e-Stewards, R2, ISO 14001 and ISO 45001 standards.

#### **Certificate of Data Destruction**

For Hard Drives or other devices which contain data, a Certificate of Data Destruction will be issued accompanied by an inventory of all serial numbers.

#### **Inventory Report**

A complete inventory report will be generated showing the items recovered per pound, or by unit as applicable broken down by each item on the price list. The report will include a list of all serial numbers if requested.



The purchase order or invoice (as applicable) for each load will show all materials, with their corresponding returns, or charges for each load processed and sent via e-mail. Hard copies will be mailed along with the invoice or payment and purchase order as applicable.

PHR can assign a login and password to the PHR website portal to accommodate viewing of the following at any time: Pick-up schedules, bills of lading, packing slips, certificates of recycling, certificates of data destruction, purchase orders, invoices and more.

### **Conclusion**

We sincerely appreciate the opportunity to bid and we trust you will find that our background and experience in servicing the other similar contracts with verifiable, exemplary high performance makes us stand out as a very uniquely qualified candidate.

Powerhouse Recycling is committed to maintaining our excellent reputation by continuing to offer certified electronics recycling services which are economically viable and sustainable. We're fully committed to providing the highest levels of customer service in the industry, maintaining the most credible certifications and providing highly competitive pricing without compromising our commitments to excellence in environmental, health and safety performance.