

March 24, 2025

To: All Prospective Contractors

RE: SB 54 Needs Assessment: Source Reduction Material Design, DRR24062

**Addendum No. 1
To the Request for Proposal, Secondary (RFP(S))**

CalRecycle is issuing Addendum No. 1 to provide the following information:

1. Attachment 1 contains a list of all businesses that have expressed an interest in the contract to date.
2. Attachment 2 contains a list of all Proposer's Conference registered attendees.
3. Revisions have been made to the RFP(S) within the electronic bid system and a Summary of Changes is available at:
https://sb.cityinnovate.com/teams/calrecycle?challenge_id=15209

The revisions will replace all prior versions of the RFP(S). Text additions are displayed in bold and underlined. Text deletions are displayed as strike-through. Below is a list of changes that were made:

- RFP(S) Cover and Main Template
 - Section 1.3 Service Needed has been revised.
 - Section 1.5 Contract Amendment has been revised.
 - Section 2.19 Generative Artificial Intelligence requirement has been added.
 - Section 3.3 Cover Letter section has been updated to include Item k based on Section 2.19 requirements.
 - Section 3.5 Methodology, A. Minimum Criteria for Study Design, 05. Public Engagement Design has been revised.
 - Section 3.12 Small Business (SB) Participation has been revised.
 - Section 3.14 Disabled Veteran Business Enterprise (DVBE) Participation has been revised.
- Attachment 5, Cost Proposal Sheet has been replaced. Proposers are hereby advised to submit their costs using the revised Attachment 5 dated 3/20/25. Monthly Plan 5 and 6 have been removed.
- Attachment 6, Proposal Scoring Sheet has been revised.
- Attachment 15: GenAI Reporting & Factsheet (STD 1000) is no longer required and has been removed.

- Exhibit A: Scope of Work
 - Section 5. Tasks: Task 2.A and Task 3.A have been revised.
 - Section 7. Pay-Per-Deliverable Structure: Tasks 3, 4 and 5 have been revised.
- Exhibit C: General Terms and Conditions has been revised; therefore a new link is provided.
- Exhibit D: Special Terms and Conditions has been revised to remove the following provisions. Provision No. 2. Amendment and No. 14. Generative Artificial Intelligence (GenAI) Technology Use and Reporting. Those provisions are included in Exhibit C: General Terms & Conditions.

4. The following questions were received during the Questions and Answers period.

Q	1	Given that there is a 3% budget requirement for Veteran-owned business, does CalRecycle have a list of Veteran-owned businesses which could be partners relevant to this project, such as environmental consultancies, engagement specialists, financial analysts, etc?
A	1	No. Attachment 1 includes a list of Interested Parties and their Disabled Veteran Business Enterprise (DVBE) status. Proposers are encouraged to visit CalProcure's website to locate California certified DVBE businesses at https://caleprocure.ca.gov/pages/PublicSearch/supplier-search.aspx?psNewWin=true . See A8.
Q	2	Following the release of the 'SB 54 Needs Assessment: Source Reduction Material Design' RFP, we are planning on sending a proposal and we were wondering whether it was possible for us to get a 2-week extension, until April 18?
A	2	No. CalRecycle will not extend the deadline for the proposal submission.
Q	3	Can you clarify if the intention of the project is for the Contractor to contact packaging manufacturers to obtain information on the feasibility for elimination and other source reduction strategies for specific package types? We did not see contacting packaging manufacturers listed as a scope of work element or packaging producers as a suggested target for outreach, yet they are central to packaging design. The members of the Carton Council would be happy to provide information that can be used by the Contractor to inform an assessment of how cartons have been source reduced over time and source reduction potential associated with food and beverage cartons. The appropriate contact would be me, Jordan Fengel, Executive Director of the Carton Council, available at jordan.fengel@cartoncouncil.org
A	3	The intention of the project is to identify actions and investments needed to meet the source reduction requirements outlined in Public Resource Code (PRC) Section 42057. As part of the study, the contractor may contact retailers, manufacturers, trade associations, and operators of reuse/refill systems.

		CalRecycle has revised the language in Section 3.5 Methodology, A. Minimum Criteria for Study Design, 05. Public Engagement Design as well as Attachment 6, the Proposal Scoring Sheet, to remove recycling service providers, haulers, and processors, and has added retailers, manufacturers, trade associations, and operators of reuse/refill systems, as a target for outreach and engagement.										
Q	4	Plastic post-consumer recycled content (PCR) can count toward the source reduction requirement to a limited extent. We did not see any requirement in the scope of work for the Contractor to assess how much source reduction credit can be achieved based on an analysis of how much PCR suitable for use in food contact applications can be supplied by the industry. Does CalRecycle consider such an assessment to be in-scope for this project?										
A	4	<p>Post-consumer recycled content is not a source reduction strategy and is thus considered outside the scope of this contract. The primary focus of this contract is source reduction, as defined in PRC Section 42041(aj), which states that “switching from virgin covered material to postconsumer recycled content” is not considered source reduction.</p> <p>Statute does allow the use of postconsumer content as an alternative compliance option to achieve a portion of the source reduction goal; therefore, the potential use of postconsumer content to offset a portion of the source reduction goal shall be <i>considered</i> as part of the analysis. Accordingly, language under 1.3 Service Needed was amended to clarify that the objective of this contract is to identify actions and investments needed to meet the source reduction requirements outlined in Public Resource Code (PRC) Section 42057. This includes language in PRC Section 42057 (a)(2)(B)(i) stating that no more than 8 percent of the plastic covered material sold, offered for sale, or distributed in the state shall be source reduced through an alternative compliance formula developed by the Producer Responsibility Organization (PRO), that offers source reduction credit for producers who incorporate postconsumer recycled content into plastic covered material. In sum, the contractor may take into account the use of postconsumer recycled content as an alternative compliance option for meeting a portion of source reduction goals but should not conduct analysis on the feasibility of using postconsumer recycled content as part of the contract.</p>										
Q	5	<p>Appendix B lists cartons as two separate CMC categories that include plastic as a minor component in their construction:</p> <table><tr><td>35</td><td>24_PF15P</td><td>Paper and Fiber</td><td>Multi-Material Laminate</td><td>Aseptic Cartons</td></tr><tr><td>36</td><td>24_PF5P</td><td>Paper and Fiber</td><td>Multi-Material Laminate</td><td>Gable-top Cartons</td></tr></table> <p>For the purposes of this study, the Carton Council recommends that gable-top and aseptic cartons be assessed together as one group as they are similar from a source reduction potential perspective. However, they are functionally different than other</p>	35	24_PF15P	Paper and Fiber	Multi-Material Laminate	Aseptic Cartons	36	24_PF5P	Paper and Fiber	Multi-Material Laminate	Gable-top Cartons
35	24_PF15P	Paper and Fiber	Multi-Material Laminate	Aseptic Cartons								
36	24_PF5P	Paper and Fiber	Multi-Material Laminate	Gable-top Cartons								

		poly-coated paper products, which have far different source reduction potential than cartons, so we do not recommend grouping them with other polycoated packaging categories. Will CalRecycle ensure the Contractor does not group cartons with other covered materials in the Contractor's final approved scope of work?
A	5	Appendix B, Section 8 Covered Material Category Clarification for Data Collection in the Scope of Work provides information for the purpose of assisting the Contractor in formulating and proposing a Study design. Table 1 reflects the most recent list of covered material categories published by CalRecycle. Public Resources Code Section 42067(a) requires the needs assessment be designed to determine the necessary steps and investment needed for covered material, by covered material category. As outlined in Attachment 6: Proposal Scoring Sheet – Methodology: The Proposal explains how the Contractor shall determine the appropriate level of material granularity when investigating covered material categories. The Contractor provides justification for how any proposed groupings of CMC will meet the objectives of the contract.
Q	6	The scope of work suggests other source reduction strategies be considered by the Contractor "including, but not limited to right-sizing, optimization, lightweighting, and concentration." The RFP, in several places, asks the Contractor to examine "source reduction strategies that could help reduce the amount of plastic covered material in the state." Can CalRecycle clarify whether the Contractor's scope of work must include the feasibility of source reduction via material substitution? For example, switching from an all-plastic rigid bottle to a carton will significantly reduce the amount of plastic used to deliver an equivalent amount of product and this action does not fit with the strategies listed.
A	6	As specified in Exhibit A: Scope of Work, Section 9: Concepts Requiring Clarification for Data Collection, item 10 Requirements for Source Reduction, item 12 Source Reduction, and in PRC Sections 42041(aj) and 42057," it is the intention for material substitution to be investigated as a source reduction strategy, as applicable. PRC Section 42041(aj) states that source reduction does not include "replacing a recyclable or compostable covered material with a nonrecyclable or noncompostable covered material or a covered material that is less likely to be recycled or composted."
Q	7	Task 4 B (01) provides a listing of factors that the Contractor shall collect information on and indicates that they can also propose other factors in the study design. We note that food safety and quality are listed as topics to research. We suggest that an additional topic be food waste, as reducing food waste has been deemed important in California, as is shown with the passage of SB 138.
A	7	CalRecycle will not add any additional factors. As outlined in the Scope of Work – Task 4(B)(1), the Contractor may propose any other factors for inclusion in the Study Design.

Q	8	<p>The current RFP indicates there is both a preference and a requirement for SB and DVBE participation.</p> <p>In the interest of generating the greatest number qualified offers for CalRecycle, is the State willing to make the SB and DVBE participation requirements "optional" vs. "mandatory"?</p>
A	8	<p>Yes. The Small Business participation requirement has been revised to encouraged. The Disabled Veteran Business Enterprise participation requirement has been waived. The SB Preference and the DVBE Incentive are available to those proposers achieving SB/DVBE participation goals.</p>
Q	9	<p>For Tasks 1 through 5, would CalRecycle consider paying the vendor for 100% of the cost for the deliverable on the final approval of the deliverable by the Contract Manager after all issues are addressed by the vendor? In our experience, it is normal for state to identify comments/changes to the deliverable as part of the deliverable review and approval process and vendors to address the comments and/or changes. If CalRecycle is concerned about the quality of the deliverables and consequently delays and additional effort on both the vendor and CalRecycle staff, as an alternative, can CalRecycle mandate the development of Deliverable Expectations Document (DED) for each deliverable that aligns the state expectations with the vendor in advance of the development of the actual deliverable?</p>
A	9	<p>No. Per Public Contract Code (PCC) Section 10346, CalRecycle is required to withhold 10% from each payment until the final report in Task 5 is deemed satisfactory by CalRecycle.</p>
Q	10	<p>For Task 4 - In the first column the report must be submitted for review on September 11 and finalized by October 9. In the second column the submitted data and report must be deemed complete by September 11, 2025. Could CalRecycle please clarify by which date the draft must be submitted and when it must be final?</p>
A	10	<p>Yes. Appendix A, Table 1: Pay-Per-Deliverable Structure has been revised to reflect the correct deadlines. The initial Task 4 report (Evaluation of Reuse and Refill Systems and Covered Materials that Utilize Other Source Reduction Strategies) must be submitted by September 11, 2025. The final report must be deemed complete by the Contract Manager on or before October 9, 2025.</p>
Q	11	<p>Task 5 - In the first column the report must be submitted for review on October 16 and finalized by November 13. In the second column the submitted data and report must be deemed complete by October 16. Could CalRecycle please clarify by which date the draft must be submitted and when it must be final?</p>
A	11	<p>Yes. Appendix A, Table 1: Pay-Per-Deliverable Structure has been revised to reflect the correct deadlines. The initial Expansion Analysis and Recommendation report (Task 5) must be submitted by October 16, 2025. The final report must be deemed complete by the Contract Manager on or before November 13, 2025.</p>

Q	12	Methodology indicates that proposals are is required include "a Public Engagement Design that describes in detail the methodology for conducting outreach and ensuring meaningful engagement with communities across California, including local jurisdictions; recycling services providers; haulers; the Producer Responsibility Organization (PRO); the SB 54 Advisory Board; urban, suburban, and rural communities; single-family and multi- family households; communities" Are proposals required to include all of these groups in the engagement design or just those that would have meaningful inputs on Task 4 & 5 (i.e., omitting haulers and recyclers)?
A	12	See A3. Proposals will be required to include all groups in the amended list.
Q	13	Is there any flexibility in the engagement requirements and durations? For example, could the engagement be concentrated over 3 periods instead of 5?
A	13	No. There will not be any flexibility for these requirements. See A17 for changes in engagement implementation plan requirements.
Q	14	Does CalRecycle anticipate that the contractor selected for this work will need to collaborate with contractors working on other on-going CalRecycle efforts? If so how many contracts and how will CalRecycle ensure the productive collaboration and information sharing?
A	14	Yes. CalRecycle anticipates that there may be benefits to collaboration between the Contractor of this contract and one other awarded Contractor on public engagement, to reduce burden on interested parties such as local jurisdictions. Should a proposer deem additional collaboration with awarded Contractors is necessary to execute the contract, the Proposer should include this in their Study Design. To the extent feasible and as necessary, CalRecycle will facilitate communication between awarded contractors. Refer to Exhibit A, Item 4, General Requirements, 4N.
Q	15	To what extent should estimates calculated for this portion of the SB54 Needs Assessment incorporate / relate to the findings from the Source Reduction Baseline?
A	15	Pursuant to Public Resources Code (PRC) Section 42057, CalRecycle established a baseline for the 25 percent reduction by weight and by plastic components based on the amount of plastic covered material, including the number of products packaged in covered material, that was sold, offered for sale, or distributed in the state in the 2023 calendar year. As outlined in Exhibit A: Scope of Work, Task 5 – Analysis of Actions & Investments Needed to Achieve Source Reduction Goal, the Contractor shall conduct an assessment to determine the actions and investments needed to achieve the source reduction goals in PRC Section 42057, based on the findings of Task 4. The Contractor shall consider the source reduction baseline in their analysis of actions and investments to meet the source reduction goals.
Q	16	Is there any opportunity to collaborate with the current SB54 Needs Assessment vendor on planned public engagement to realize some efficiencies in outreach?

A	16	See A14.
Q	17	The contractor must submit six implementation plans that cover a period of one month or more, do not overlap, and do not cover a period after October 16. This means the first implementation plan must be approved by CalRecycle for execution by May 15, which also means the plan must have been submitted by May 1 in order to allow for review and revision cycles. Given the Intent to Award date of April 16, this seems nearly impossible to achieve and does not allow adequate time for stakeholder identification. Would CalRecycle consider revising the number of implementation plans to four?
A	17	Yes. CalRecycle has revised the number of Implementation Plans from six to four.
Q	18	Would CalRecycle be willing to extend the deadline for this proposal submission?
A	18	See A2.
Q	19	Section 3.5, A, 5 (page 16-17) a. What is the relevance of recycling services providers and haulers vs. source reduction, refill, and reuse as key stakeholders? b. How would priority populations/communities near solid waste, processing, and end market facilities be impacted by source reduction, refill, and reuse activities vs. source reduction, refill, and reuse facilities?
A	19	CalRecycle has replaced the language in Section 3.5 Methodology, A Minimum Criteria for Study Design, 5 Public Engagement Design regarding communities near solid waste facilities, processing facilities, and end market facilities to communities near reuse and refill systems.
Q	20	Would CalRecycle consider waiving or reducing the SB and DVBE participation requirements or making them optional?
A	20	See A8.
Q	21	Exhibit A, Section 7, Table 1, Task 3 (page 85) a. A total of 15% of the total project cost is allocated to Task 3. Is the third-party compensation included or in addition to the 15% allocation? b. And to clarify, third-party compensation should not exceed 5% of the total project budget vs. Task 3 budget?
A	21	a. A total of 15% of the total project cost is allocated to Task 3, including any third-party compensation. b. Third party compensation shall not exceed 5% of the total proposed budget.
Q	22	To fulfill the 3% DVBE requirement, would setting aside at least 3% of funds for outreach fulfil this requirement, or does this requirement need to be fulfilled through subcontracting agreements?

A	22	No. Setting aside 3% of funds for outreach does not fulfil the DVBE 3% requirement. CalRecycle requires a minimum of three percent (3%) of the project services to be contracted to a California OSDS-certified DVBE. The DVBE participation can be achieved by the prime or subcontractors.
Q	23	“Section 3426.1(d) of the California Public Records Act states that trade secrets may be protected from public disclosure. Specifically, it states that “ ‘Trade secret’ means information, including a formula, pattern, compilation, program, device, method, technique, or process, that: (1) Derives independent economic value, actual or potential, from not being generally known to the public or to other persons who can obtain economic value from its disclosure or use; and (2) Is the subject of efforts that are reasonable under the circumstances to maintain its secrecy.” The information on fringe benefits and overhead rates is highly confidential and meets the definition of “trade secret.” Our company would very much like to bid on this solicitation, however, we cannot make information regarding our fringe benefits and overhead available to the public. Would the government consider either: (1) allowing proposers to claim confidentiality for the basis of rates in the cost proposal or (2) allow proposers to submit cost proposals without the inclusion of trade secrets?
A	23	Proposers basis of rates does not qualify as confidential or as trade secret(s) under the Public Records Act (PRA) or the Public Contract Code (PCC). Proposers are advised to follow the instructions as noted in Section 4.2, Cost Breakdown, which states, “If fringe benefits and/or overhead are not specifically itemized in ATTACHMENT 5: COST PROPOSAL SHEET and if the Proposer inserts a \$0.00, the Proposer must explain on the Cost Proposal Sheet why these line items are not itemized. A blank space for either fringe benefits or overhead will be grounds for immediate disqualification.”
Q	24	Task 3 is focused on execution of the approved public engagement design, which will be drafted and submitted as part of the bidder’s response. Should contractors assume that all updates to the public engagement design will be billed under Task 1 (“refinements to the Study Design”)? Or should Task 3 include a first step of updating the public engagement design based on the government’s feedback? Task 1 is considered complete if the meeting notes are approved by the Contract Manager. Under what task will the public engagement plan be modified and considered approved?
A	24	Yes. Proposal submission must include a Public Engagement Design as part of the Study Design. Refinements of the Study Design will be addressed and approved under Task 1. Implementation Plans are a component of Task 3. The purpose of the Implementation Plans is to execute the Public Engagement Design proposed in the Study Design. The detailed plans describe how outreach and engagement will be conducted and summarize any previous engagement activities. Implementation Plans will undergo review and revision as part of Task 3.

		Appendix A, Table 1 of the Sample Standard Agreement EXHIBIT A: SCOPE OF WORK defines the Pay-Per-Deliverable parameters and requirements that must be met to receive compensation.
Q	25	Could the government please clarify the number of meetings per month under Task 2? In Exhibit A, under 10. Contract Task Timeline, Task 2 states monthly meetings until the contract end date of January 2026. Assuming the first monthly meeting happens in June 2025, that would require 8 monthly meetings from June 2025 to January 2026). Under section 5. Tasks, Task 2 states only six (6) monthly teleconferences.
A	25	CalRecycle has revised Task 2 by reducing the number of monthly meetings from six to five. CalRecycle does not anticipate scheduling any meetings in the months of December and January. The Contract Task Timeframe for Task 2 has been updated.
Q	26	The Contract Task Timeline states that the contract end is January 2026, but the end date for Task 5 is November 13, 2025. Is the end date for Task 3, 4 and/or 5 flexible beyond the end dates stated in the table?
A	26	No, the Contract Task Timeline is not flexible. CalRecycle plans to publish the needs assessment by January 1, 2026, to allow the PRO time to incorporate findings into the PRO plan and budget.
Q	27	Are certified small micro businesses are acceptable for OSDS certified SBs?
A	27	California certified small businesses designated as a micro business by the Department of General Services, Office of Small Business and DVBE Services are acceptable for meeting the 25% SB requirement.
Q	28	Does the government require a subcontracting plan or provide specific directions to demonstrate utilization?
A	28	No, CalRecycle does not require a subcontracting plan. Proposers are required to provide a list of subcontractors in Attachment 9: Bidder Declaration. Demonstration of utilization is provided in the Bidder Declaration that shall list the percentage of the total bid that will be paid to each subcontractor in the completion of the work. Proposers using SB and DVBE subcontractors must certify that the subcontractor will perform a commercially useful function in Attachment 4. Refer to Sections 2.15 Subcontractors, Section 3.13 Small Business (SB) Preference Application, and Section 3.15 Disabled Veteran Business Enterprise (DVBE) Incentive Application for additional SB/DVBE requirements.
Q	29	Does the government have a standard small business plan template?
A	29	No, CalRecycle does not have a standard small business plan template other than Attachment 9: Bidder Declaration.

All other terms, conditions, and requirements of this RFP(S) will remain the same.

If you have any questions relating to this solicitation process, please contact me by e-mail at contracts@calrecycle.ca.gov.

Sincerely,

Marie Nudi

Marie Nudi
Contract Analyst, Administrative Services Branch
Attachment(s)

Attachment 1

Interested Parties Listing For RFP(S) DRR24062

CalRecycle has not confirmed the certification status of firms who have identified themselves as CA Certified Small Business (SB) or Disabled Veterans Business Enterprise (DVBE).

Contact Name	E-Mail	Company	Address	Business Description	SB	DVBE	Interested as Prime	Interested as Sub
Jessica Modeen	Jessica.modeen@accenture.com	Accenture	1120 S Tryon Street Charlotte, NC 28205		No	No	Yes	Yes
Patti Toews	Patti.toews@aptim.com	APTIM	251 Lost Padres Ct. Los Osos, CA 93402		No	No	No	Yes
Coby Skye	cobyskye@gmail.com	Blue Skye Environmental Consulting LLC	2919 East 5 th Street Long Beach, CA 90814		Yes	No	No	Yes
Dwight A Anderson	gbs@bidnet.com	BidNet	15 British American Blvd. Latham, NY 12110		No	No	No	No
Eric Franzen	ericf@cascadiaconsulting.com	Cascadia Consulting Group	1109 1 st Ave. Seattle, WA 98101		Yes	No	No	Yes

Contact Name	E-Mail	Company	Address	Business Description	SB	DVBE	Interested as Prime	Interested as Sub
Emma McMillon	Emma.mcmillon@hdrinc.com	HDR Engineering, Inc.	One Capitol Mall, Suite 500 Sacramento, California 95814		No	No	No	Yes
Evan Gwynne Davies	evan@scrappzero.com	Scrapp Inc	0 Ivy Lane Burlington, MA 01803		No	No	Yes	Yes
John Culbertson	info@mswconsultants.com	MidAtlantic Solid Waste Consultants (MSW Consultants)	11875 High Tech Ave., Ste. 150 Orlando, FL 32817		No	No	No	No
Linnea Whitney	lwhitney@recyclingpartnership.org	The Recycling Partnership	20 F Street NW, 7 th Floor Washington, DC 20001		No	No	No	Yes
Hannah Slodounik	Hannah.slodounik@wsp.com	WSP USA	425 Market Street San Francisco, CA 94105		No	No	Yes	No
Adrienne Taylor	Adrienne.taylor@telluscivicscience.com	Tellus Civic Science	4322 Hortensia St. San Diego, CA 92103	Tellus has been working at the international level to evaluate plastic pollution, opportunities to create a circular economy, evaluating EPR, and the value of plastic credits, the	Yes	No	Yes	No

Contact Name	E-Mail	Company	Address	Business Description	SB	DVBE	Interested as Prime	Interested as Sub
				world bank bond, etc. We'd love to apply our international work at the local level in California where we are based.				
Tanya Torres	tatorres@ucsd.edu	California Sea Grant	12376 Carmel Country Rd. San Diego, CA 92130	California Sea Grant can gather new and existing data sources, conduct analyses, conduct engagement, and ensure that report findings accurately represent the different rural, urban, suburban, and socio-economic perspectives of the state. We specialize in applied research, co-production of knowledge, and connecting resources and expertise with communities and user groups. We partner with government agencies, academic partners, industry and businesses, and NGOs to research and assess their imminent needs. One of our staff research associates helps facilitate relevant initiatives such as a Community Needs Assessment for the State's Ocean Litter Prevention Strategy and building a cross-border Marine Debris Leadership Coalition in the Tijuana River Watershed, both offering valuable connections in this space across the state.	No	No	Yes	Yes

Contact Name	E-Mail	Company	Address	Business Description	SB	DVBE	Interested as Prime	Interested as Sub
Josephine Fleming	jofleming@environmentalin.com	Environmental Innovations, Inc.	307 Laguna St. Santa Cruz, CA 95060	Environmental Innovations, Inc. (EI, a Benefit Corporation, recognized B Corp, certified woman-owned small business, and Certified Green Business) provides zero waste consulting services to businesses, municipalities and institutions. Our passion is to reduce single-use waste and any waste, encourage reuse and circularity in waste in California. We have assisted thousands of food service businesses throughout the State to switch to reusable and/or compostable foodware. We've helped over 50 municipal clients examine and improve upon their zero waste efforts and meet CalRecycle mandates. EI has significant experience in creating environmental solutions that encompass deep collaborations and public/private partnerships to achieve quantifiable results. We are a leading partner for municipalities to do outreach to small businesses, particularly restaurants and food facilities. We have designed and implemented foodware outreach and stakeholder engagement programs for several municipalities and have a wealth of experience and expertise	Yes	No	Yes	Yes

Contact Name	E-Mail	Company	Address	Business Description	SB	DVBE	Interested as Prime	Interested as Sub
				that could be leveraged. Through our work, we have gained valuable insights into what works and what doesn't, identifying constraints, barriers, and motivators that encourage people and businesses to make changes. We are particularly adept at and focused on offering culturally relevant and language-specific outreach to ensure that our programs are equitable in their reach and serve diverse communities, including traditionally underserved businesses. In addition to our zero waste work, we also serve as staff to the California Green Business Network, a nonprofit providing the technical assistance businesses need to meet and exceed regulatory requirements.				
Sheng Su	Susheng2009@gmail.com	Sustain You	1704 Devonshire Dr. Benicia, CA 94510	Company Capabilities: Organic Waste Conversion for SB 54 Needs Assessment Our company specializes in advanced organic waste conversion technologies, utilizing innovative fermentation and processing methods to transform food and agricultural waste into high-value products, including: Animal Feed: A nutrient-rich, sustainable alternative to	No	No	No	No

Contact Name	E-Mail	Company	Address	Business Description	SB	DVBE	Interested as Prime	Interested as Sub
				<p>traditional feed, rapidly produced through optimized microbial fermentation. Organic Fertilizer: A high-quality soil amendment derived from fermented organic materials, enhancing soil health and reducing chemical fertilizer dependency. Industrial Materials: Bio-based alternatives for various applications, including biodegradable packaging and sustainable input materials for manufacturing. Our proprietary conversion machines efficiently process organic waste within 24 hours, ensuring minimal emissions, no wastewater discharge, and a fully circular system that aligns with SB 54's source reduction and sustainability goals. We can tailor our technology to fit specific waste streams and operational requirements, supporting CalRecycle's initiative for innovative material design and waste reduction strategies. Our company specializes in biotechnology-driven waste conversion, utilizing rice and corn waste to produce modified starch and 100% natural plant fibers without any additives. These sustainable materials</p>				

Contact Name	E-Mail	Company	Address	Business Description	SB	DVBE	Interested as Prime	Interested as Sub
				<p>serve as the foundation for:</p> <p>Biodegradable & Edible Drinking Straws: Made entirely from plant fibers, our straws offer a plastic-free, chemical-free alternative to traditional plastic and paper straws. They are durable, compost, and safe for consumption. Sustainable Alternatives to Plastic Straws: Designed to replace single-use plastic straws, our biodegradable straws provide retailers with an eco-friendly solution that meets growing consumer demand for sustainable products. Alternative to Paper Straws: Unlike paper straws, which often disintegrate in liquids, our plant-based straws maintain durability without coatings or synthetic binders. Our products align with SB 54's source reduction goals by reducing plastic dependency and promoting circular economy solutions. These biodegradable alternatives are ideal for Fast Food sales, retail distribution, and commercial partnerships, offering businesses an opportunity to meet sustainability targets while delivering high-performance eco-friendly products.</p>				

Attachment 2

Proposer's Conference Registered Attendees List

First Name	Last Name	Email	Registration Time
melissa	atencio	melissa.atencio@calrecycle.ca.gov	2/19/2025 13:26
Marie	Nudi	marie.nudi@calrecycle.ca.gov	2/19/2025 13:43
Josephine	Fleming	jofleming@environmentalin.com	2/21/2025 15:35
Adrienne	Taylor	adrienne.taylor@telluscivicscience.com	2/24/2025 10:14
Rachel	Messina	rachel.messina@calrecycle.ca.gov	2/24/2025 13:03
Emily	Zakowski	emily.zakowski@calrecycle.ca.gov	2/24/2025 13:27
judi	gregory	judi@go2zero.net	2/25/2025 14:15
Michael	Wasserman	Michael.Wasserman@eunomia-inc.com	2/26/2025 6:25