

Subject: Online Form Submittal: Advisory Group Application
Date: Monday, January 5, 2026 3:44:07 PM

Advisory Group Application

Step 1

Application for Appointment to Whatcom County Advisory Groups

Public Statement

THIS IS A PUBLIC DOCUMENT: As a candidate for a public advisory group, the information provided will be available to the County Council, County Executive, and the public. All advisory group members are expected to be fair, impartial, and respectful of the public, County staff, and each other. Failure to abide by these expectations may result in revocation of appointment and removal from the appointive position.

Title	Ms.
First Name	Pinky
Last Name	Vargas
Today's Date	1/5/2026
Do you live in Whatcom County?	Yes
Do you have a different mailing address?	<i>Field not completed.</i>

Step 2

1. Name of Advisory Solid Waste Advisory Committee

Group

Solid Waste Advisory Committee (SWAC)
Position:

2. Do you meet the residency, employment, and/or affiliation requirements of the position for which you're applying?

3. Which Council district do you live in?

4. Have you ever been a member of this Advisory Group

If yes, please list dates: January 2024-2025

5. Do you or your spouse have a financial interest in or are you an employee or officer of any business or agency that does business with Whatcom County?

6. Have you declared candidacy (as defined by RCW 42.17A.055) for a paid elected office in any jurisdiction within the county?

You may attach a resume or detailed summary of experience, qualifications, & interest in response to the following questions

7. Please describe your occupation (or former occupation if retired), I, (Pinky Vargas) joined Republic Services in 2021 and manage the Government accounts for the Northwest Washington and British Columbia markets, which consist of more than 1 million

qualifications, professional and/or community activities, and education

tons a year in Solid Waste. I am responsible for all aspects of business development, community relations, public processes, communications, account management, and government relations.

I have a Bachelor of Science Degree in Business Mgt and serve on SWAC's, committees, the Solid Waste Industry Advisory Board for Metro Vancouver and several Government affairs committees across the region. I work with our State legislature on policies regarding waste, recycling and circularity.

I have been actively involved in conservation and sustainability for over 15 years. Prior to joining Republic, I worked for Washington Energy utilities for 14 years, managing Major Accounts, Energy Efficiency, and Community Outreach. I also served on Bellingham City Council for eight years and completed my term in December 2021. Specializing in, Economic Development, Climate Solutions, Justice, and Housing. I have extensive experience in project and account management and working with government entities on a host of issues. I am an advocate for circular economy, outdoor recreation, and community collaboration. Born in Canada, I'm a Dual Citizen of the United States, and currently reside in Bellingham.

I have attached my full job description as the Municipal Manager at Republic Services.

8. Please describe why you're interested in serving on this Advisory Group.

Republic Services is an integral partner in Whatcom County Waste solutions. I manage the City of Bellingham post collections contract which is facilitated by SSC. We have a vested interest in the Whatcom County SWAC and it would be my pleasure to continue to serve on the committee. I am currently the Vice chair of the Whatcom SWAC .

References (please include daytime telephone number):

Ted Carlson, General Manager, SSC, [REDACTED]
Sean O'Neil, SW Manager, City of Bellingham, [REDACTED]

Appointment Requirements

I understand and agree

Signature of applicant: Pinky Vargas

Place Signed / Submitted

[REDACTED]

(Section Break)

Municipal Sales Manager Position, Pinky Vargas

POSITION SUMMARY: The Manager, Municipal Sales is responsible for the development and implementation of the division sales strategy for municipal contract extensions, retentions, and new business of municipal hauling and homeowner association sales opportunities, to ensure growth, retention, and quality of revenue in the division/ area. The Manager, Municipal Sales also prospects, sells, and participates in account management and retention activities to ensure the long-term targeted, profitable sales growth of municipal hauling and homeowners' association business, as well as supports and manages the government affairs activities in the assigned division.

PRINCIPAL RESPONSIBILITIES:

- Prospects, sells and proactively manages the business relationship within an assigned division for the municipal market. Negotiate pricing and contracts, including contract extensions, as appropriate. Ensures that all approved contract terms are met.
- Attends bid conferences as necessary. Prepares and delivers responses to RFP's and bids, as well as sales presentations and follows up directly with key decision-makers.
- Develops and implements comprehensive account plans (sales, marketing and service programs/strategies) to achieve annual sales and profit objectives within the assigned territory. Involves the Area President and/or General Manager in sales and government relation's activities as needed.
- Meets regularly with key decision-makers within assigned municipalities, state and federal agencies to enhance the company's position and continuously bring value-added services to the relationship.
- Conducts on-site client reviews continually to ensure that quality service is effectively delivered, documents deficiencies and effectively recommends corrective action to operations team as appropriate.
- Maintains an awareness of market dynamics and competitors' activity in areas where the company conducts business. Attends industry trade shows and participates in local or state industry associations and trade groups.
- Develops/implements approved strategies and activities to increase account penetration; satisfaction to ensure profitable client retention.
- Meets with operations management as appropriate to coordinate sales, surveys, and service efforts for assigned accounts/territory. Must be politically astute in daily dealings with client family.
- Meets with Pricing; Corporate Development teams, as appropriate, to coordinate proforma development for new, extension and retention opportunities, and may assist in the collection and/or accounting adjustments with delinquent accounts.

- May seek out and coordinate development of new solid waste infrastructure projects and manage projects through the development cycle and conclusion, working in coordination with Corporate Development.
- Prepares and maintains all sales documentation (Blue sheets, Sales Funnel, Client Profile, etc.) by populating and maintaining the CRM system on a weekly basis.
- Attends council and/or board meetings as necessary.
- Prepares and delivers responses to customer issues and follows up directly with key decision-makers.
- Meets regularly with key decision-makers within assigned municipalities, state and federal agencies to enhance the Company's position and continuously bring value-added services to the franchise relationship.
- Conducts on-going Municipal Waste Assessments to ensure that quality service is effectively delivered, documents deficiencies and recommends corrective action to operations team as appropriate.
- Maintains an awareness of market dynamics and competitors' activity in areas where the company conducts business. Attends local industry trade shows and participates in local chambers or other community associations and trade groups.
- Develops/implements approved strategies and activities to increase account penetration & satisfaction to ensure profitable customer retention.
- Meets with operations management as appropriate to coordinate on problem resolution and customer service efforts for assigned accounts/territory.
- Maintains awareness of political and social issues impacting customers and strategy.
- Performs other job-related duties as assigned.

QUALIFICATIONS:

- Knowledge of all facets of sales strategy and implementation including market research, customer prospecting, sales promotion and customer retention strategies. Will be required to complete municipal sales training programs.
- Excellent oral and written communication skills.
- Strong interpersonal skills.
- Ability to effectively manage multiple tasks.
- Sales or customer relationship experience.
- Governmental sales experience.
- Waste or environmental services industry experience.
- Past service as an elected government official.

ABOUT THE COMPANY

Republic Services, Inc. (NYSE: RSG) is a leader in the environmental services industry. We provide customers with the most complete set of products and services, including

recycling, waste, special waste, hazardous waste and field services. Our industry-leading commitments to advance circularity and support decarbonization are helping deliver on our vision to partner with customers to create a more sustainable world.

In 2023, Republic's total company revenue was \$14.9 billion, and adjusted EBITDA was \$4.4 billion. We serve 13 million customers and operate more than 1,000 locations, including collection and transfer stations, recycling and polymer centers, treatment facilities, and landfills.

Although we operate across North America, the collection, recycling, treatment, or disposal of materials is a local business, and the dynamics and opportunities differ in each market we serve. By combining local operational management with standardized business practices, we drive greater operating efficiencies across the company while maintaining day-to-day operational decisions at the local level, closest to the customer.

Our customers, including small businesses, major corporations and municipalities, want a partner with the expertise and capabilities to effectively manage their multiple recycling and waste streams. They choose Republic Services because we are committed to exceeding their expectations and helping them achieve their sustainability goals. Our 41,000 team members understand that it's not just what we do that matters, but how we do it.

Our company values guide our daily actions:

- **Safe:** We protect the livelihoods of our colleagues and communities.
- **Committed to Serve:** We go above and beyond to exceed our customers' expectations.
- **Environmentally Responsible:** We take action to improve our environment.
- **Driven:** We deliver results in the right way.
- **Human-Centered:** We respect the dignity and unique potential of every person.

We are proud of our high employee engagement score of 86. We have an inclusive and diverse culture where every voice counts. In addition, our team positively impacted 4.6 million people in 2023 through the Republic Services Charitable Foundation and local community grants. These projects are designed to meet the specific needs of the communities we serve, with a focus on building sustainable neighborhoods.

STRATEGY

Republic Services' strategy is designed to generate profitable growth. Through acquisitions and industry advancements, we safely and sustainably manage our customers' multiple waste streams through a North American footprint of vertically integrated assets.

We focus on three areas of growth to meet the increasing needs of our customers: recycling and waste, environmental solutions and sustainability innovation.

With our integrated approach, strengthening our position in one area advances other areas of our business. For example, as we grow volume in recycling and waste, we collect

additional material to bolster our circularity capabilities. And as we expand environmental solutions, we drive additional opportunities to provide these services to our existing recycling and waste customers.

Recycling and Waste

We continue to expand our recycling and waste business footprint throughout North America through organic growth and targeted acquisitions. The 13 million customers we serve and our more than 5 million pick-ups per day provide us with a distinct advantage. We aggregate materials at scale, unlocking new opportunities for advanced recycling. In addition, we are cross-selling new products and services to better meet our customers' specific needs.

Environmental Solutions

Our comprehensive environmental solutions capabilities help customers safely manage their most technical waste streams. We are expanding both our capabilities and our geographic footprint. We see strong growth opportunities for our offerings, including PFAS remediation, an increasing customer need.

SUSTAINABILITY INNOVATION

Republic's recent innovations to advance circularity and decarbonization demonstrate our unique ability to leverage sustainability as a platform for growth.

The Republic Services Polymer Center is the nation's first integrated plastics recycling facility. This innovative site processes rigid plastics from our recycling centers, producing recycled materials that promote true bottle-to-bottle circularity. We also formed Blue Polymers, a joint venture with Ravago, to develop facilities that will further process plastic material from our Polymer Centers to help meet the growing demand for sustainable packaging. We are building a network of Polymer Centers and Blue Polymer facilities across North America.

We continue to advance decarbonization at our landfills. As demand for renewable energy continues to grow, we have 70 landfill gas-to-energy projects in operation and plan to expand our portfolio to 115 projects by 2028.

RECENT RECOGNITION

- Barron's 100 Most Sustainable Companies
- CDP Discloser
- Dow Jones Sustainability Indices
- Ethisphere's World's Most Ethical Companies
- Fortune World's Most Admired Companies
- Great Place to Work
- Sustainability Yearbook S&P Global.