

**Waste Management of Spokane**  
**Working Trial Balance**  
**For the 12 Month Period ending December 31, 2013**  
Per TG-143889

	<u>A/C #</u>	<u>Pro Forma Total</u>		<u>2017 Pro Forma Adj. DR.(CR.)</u>	<u>Pro Forma Total</u>
<b>Operating Revenue</b>					
<b>External Operating Revenue</b>					
Commercial Collection	400000	\$ 2,581,287	A	\$ 38,389	\$ 2,619,676
Commercial Garbage Rent		145,753			145,753
Residential Collection	405000	5,596,902	A	69,895	5,666,797
Res Collection - Organics	406000	1,504,719	A	24,868	1,529,587
Residential Collection Rcy	408000	2,051,788			2,051,788
MF Recycling		15,687			15,687
Roll Off Collection Permanent	410000	138,446			138,446
Roll Off Disposal Pass Through	(a)	318,460	A, B	29,392	347,852
Roll Off Rent		36,582			36,582
Other Late Fee Revenue	458890	6,231			6,231
Utility Taxes		66,043			66,043
<b>Total Operating Revenue</b>		<b>\$ 12,461,898</b>		<b>\$ 162,543</b>	<b>\$ 12,624,441</b>
<i>(a) This increase became effective on 1/1/17 for Roll off tonnages only per TG-161142</i>					
<b>Revenue Reduction</b>					
Disposal to Transfer Station - Residential	500500	1,921,367	B	68,027	1,989,395
Disposal to Transfer Station - Commercial	500500	1,014,886	B	37,363	1,052,249
Disposal to WTE - Residential	500800	48,509	B	1,445	49,954
Disposal to WTE - Commercial	500800	73,647	B	2,194	75,841
Disposal to Transfer Station - Yard Waste	500500	390,156	B	24,203	414,359
Disposal Pass Through Fees		318,460	B	29,392	347,852
Processing Fees		542,647			542,647
Disposal Fees and Taxes	509000	66,043			66,043
State B & O Taxes		184,035	C	2,438	186,473
Municipal Franchise Fees (WUTC fees)	509500	53,275	C	695	53,970
<b>Total Revenue Reduction</b>		<b>4,613,026</b>		<b>165,757</b>	<b>4,778,783</b>
<b>Net Revenue</b>		<b>\$ 7,848,872</b>		<b>\$ (3,213)</b>	<b>\$ 7,845,659</b>
<b>Operating Expenses</b>					
Direct Labor Costs		2,189,550			2,189,550
Primary Equipment Costs		2,039,073			2,039,073
Secondary Equipment Costs		464,525			464,525
Operations Support Costs		970,572			970,572
<b>Operating Expenses</b>		<b>\$ 5,663,720</b>		<b>\$ -</b>	<b>\$ 5,663,720</b>
<b>Gross Profit</b>		<b>\$ 2,185,152</b>		<b>\$ (3,213)</b>	<b>\$ 2,181,939</b>
<b>Sales, General, and Administrative</b>		<b>1,055,405</b>	C	<b>1,211</b>	<b>1,056,616</b>
<b>Income From Operations (EBIT)</b>		<b>\$ 1,129,747</b>		<b>\$ (4,424)</b>	<b>\$ 1,125,323</b>
<b>Operating Ratio</b>		<b>90.9%</b>			<b>91.1%</b>

# WM of Spokane

## Disposal Fee Increase Analysis

For the 12 Month Period ending December 31, 2013

Per TG-143889

	<u>Total Tons</u>	<u>% Regulated</u>	<u>Regulated Tons</u>	<u>2016 Current Price/ton</u>	<u>Cost</u>	<u>2017 Proposed Price/ton</u>	<u>Pro Forma Disposal Increase</u>	<u>Add: Factor 0.973275</u>	<u>Pro Forma Revenue</u>
<b>Com'l FL:</b>									
Valley TS	28,623.90	28.3%	8,114.32	\$ 101.00	\$ 819,546	\$ 104.50	\$ 28,400	\$ 780	\$ 848,726
Spokane TS	6,822.55	28.3%	1,934.06	\$ 101.00	\$ 195,340	\$ 104.50	\$ 6,769	\$ 186	\$ 202,295
Waste to Energy	2,537.32	28.3%	719.28	\$ 105.36	\$ 75,783	\$ 108.41	\$ 2,194	\$ 60	\$ 78,037
	<u>37,983.77</u>		<u>10,767.66</u>		<u>\$ 1,090,669</u>	<u>\$ 104.86</u>	<u>\$ 37,363</u>	<u>\$ 1,026</u>	<u>\$ 1,129,058</u>
<b>Res'l FL:</b>									
Valley TS	33,726.96	48.1%	16,229.23	\$ 101.00	\$ 1,639,152	\$ 104.50	\$ 56,802	\$ 1,560	\$ 1,697,514
Spokane TS	5,806.82	48.1%	2,794.21	\$ 101.00	\$ 282,215	\$ 104.50	\$ 9,780	\$ 269	\$ 292,264
Waste to Energy	984.57	48.1%	473.77	\$ 105.36	\$ 49,916	\$ 108.41	\$ 1,445	\$ 40	\$ 51,401
	<u>40,518.35</u>		<u>19,497.21</u>		<u>\$ 1,971,284</u>	<u>\$ 104.69</u>	<u>\$ 68,027</u>	<u>\$ 1,868</u>	<u>\$ 2,041,179</u>
<b>Commercial &amp; Residential MSW</b>	<u>78,502.12</u>		<u>30,264.87</u>		<u>\$ 3,061,953</u>	<u>\$ 104.75</u>	<u>\$ 105,390</u>	<u>\$ 2,894</u>	<u>\$ 3,170,237</u>
<b>Roll Off (MSW):</b>									
Valley TS	2,835.84	35.6%	1,010.95	\$ 101.00	\$ 102,106	\$ 104.50	\$ 9,925	\$ 273	\$ 112,304
Spokane TS	2,823.90	35.6%	1,006.69	\$ 101.00	\$ 101,676	\$ 104.50	\$ 9,884	\$ 271	\$ 111,831
Waste to Energy	3,141.80	35.6%	1,120.02	\$ 105.36	\$ 118,005 (a)	\$ 108.41	\$ 9,582	\$ 263	\$ 127,851
	<u>8,801.54</u>		<u>3,137.65</u>		<u>\$ 321,786</u>	<u>\$ 112.18</u>	<u>\$ 29,392</u>	<u>\$ 807</u>	<u>\$ 351,985</u>
(a)	This increase became effective on 1/1/17 for Roll off tonnages only per TG-161142								
<b>Res'l Yard Waste:</b>									
TRG - Spokane Green	3,406.85	47.5%	1,618.08	\$ 47.00	\$ 76,050	\$ 50.00	\$ 4,854	\$ 133	\$ 81,037
VCG - Valley Clean Green	13,554.01	47.5%	6,437.46	\$ 47.00	\$ 302,561	\$ 50.00	\$ 19,312	\$ 530	\$ 322,403
Waste to Energy	25.70	47.5%	12.21	\$ 47.00	\$ 574	\$ 50.00	\$ 37	\$ 1	\$ 611
	<u>16,986.56</u>		<u>8,067.74</u>		<u>\$ 379,184</u>		<u>\$ 24,203</u>	<u>\$ 665</u>	<u>\$ 404,052</u>
							<u>\$ 158,985</u>	<u>\$ 4,366</u>	<u>\$ 3,926,274</u>
<b>Gross Up Factors</b>								\$ 4,344	
B&O tax	0.015000								
WUTC fees	0.004275								
Bad Debts	0.007450								
Total	<u>2.6725%</u>								
Factor	0.973275								

**WM of Spokane**  
**Price Out of Services**

	Total # of Containers	Total # of Customers	Frequency	Current Rate	Annual Revenue	Proposed Rate	Pro Forma Annual Revenue	Price Diff.	Revenue Diff.	% INC. (DEC.)	Add: Cart	Lbs./ Can/YD	Tons	Disposal fee	% Disposal	Disposal	Service
						<b>1.22%</b>								<b>\$ 104.69</b>			
<b>Residential garbage:</b>																	
C3M 32 GAL CAN MSW 1X MO	111	111	1	\$ 7.05	\$ 9,391	\$ 7.14	\$ 9,510	\$0.09	\$ 120	1.28%		24.02	16.00	\$ 1,675	17.61%	\$ 1.26	\$ 5.88
T5M 35 GAL CART MSW 1X MO	124	124	1	\$ 8.24	\$ 12,261	\$ 8.34	\$ 12,410	\$0.10	\$ 149	1.21%		26.27	19.55	\$ 2,046	16.49%	\$ 1.38	\$ 6.96
C21 1-20 GAL MINI CAN MSW	143	143	1	\$ 10.81	\$ 18,550	\$ 10.94	\$ 18,773	\$0.13	\$ 223	1.20%		12.01	44.65	\$ 4,675	24.90%	\$ 2.72	\$ 8.22
C2T 20 GAL CART MSW	1,094	1,094	1	\$ 11.81	\$ 155,042	\$ 11.95	\$ 156,880	\$0.14	\$ 1,838	1.19%		12.01	341.61	\$ 35,764	22.80%	\$ 2.72	\$ 9.23
C31 1-32 GAL CAN MSW	3,914	3,912	1	\$ 13.99	\$ 656,747	\$ 14.16	\$ 664,727	\$0.17	\$ 7,980	1.22%		19.22	1,954.50	\$ 204,618	30.78%	\$ 4.36	\$ 9.80
C32 2-32 GAL CANS MSW	2,264	1,136	1	\$ 21.70	\$ 295,814	\$ 21.96	\$ 299,359	\$0.26	\$ 3,544	1.20%	\$ 7.80	38.43	1,135.13	\$ 118,837	39.70%	\$ 8.72	\$ 13.24
C33 3-32 GAL CANS MSW	192	64	1	\$ 29.41	\$ 22,587	\$ 29.77	\$ 22,863	\$0.36	\$ 276	1.22%	\$ 7.81	57.65	95.93	\$ 10,043	43.92%	\$ 13.08	\$ 16.69
C34 4-32 GAL CANS MSW	52	13	1	\$ 37.12	\$ 5,791	\$ 37.57	\$ 5,861	\$0.45	\$ 70	1.21%	\$ 7.80	76.86	25.98	\$ 2,720	46.41%	\$ 17.44	\$ 20.13
C35 5-32 GAL CANS MSW	15	3	1	\$ 44.84	\$ 1,614	\$ 45.39	\$ 1,634	\$0.55	\$ 20	1.23%	\$ 7.82	96.08	7.49	\$ 785	48.01%	\$ 21.79	\$ 23.60
T51 1-35 GAL CART MSW	8,020	8,020	1	\$ 15.09	\$ 1,452,262	\$ 15.27	\$ 1,469,585	\$0.18	\$ 17,323	1.19%		21.02	4,382.57	\$ 458,815	31.22%	\$ 4.77	\$ 10.50
T52 2-35 GAL CARTS MSW	46	23	1	\$ 23.29	\$ 6,428	\$ 23.57	\$ 6,505	\$0.28	\$ 77	1.20%	\$ 8.30	42.04	25.14	\$ 2,632	40.45%	\$ 9.53	\$ 14.04
T53 3-35 GAL CARTS MSW	3	1	1	\$ 31.49	\$ 378	\$ 31.87	\$ 382	\$0.38	\$ 5	1.21%	\$ 8.30	63.05	1.64	\$ 172	44.88%	\$ 14.30	\$ 17.57
T54 4-35 GAL CARTS MSW	4	1	1	\$ 39.69	\$ 476	\$ 40.17	\$ 482	\$0.48	\$ 6	1.21%	\$ 8.30	84.07	2.19	\$ 229	47.47%	\$ 19.07	\$ 21.10
T61 1-64 GAL CART MSW	7,811	7,810	1	\$ 22.76	\$ 2,133,067	\$ 23.04	\$ 2,159,309	\$0.28	\$ 26,242	1.23%		38.43	7,804.00	\$ 817,007	37.84%	\$ 8.72	\$ 14.32
T62 2-64 GAL CARTS MSW	116	59	1	\$ 35.12	\$ 24,865	\$ 35.55	\$ 25,169	\$0.43	\$ 304	1.22%	\$ 12.51	76.86	117.91	\$ 12,344	49.04%	\$ 17.44	\$ 18.11
T63 3-64 GAL CARTS MSW	12	4	1	\$ 47.48	\$ 2,279	\$ 48.06	\$ 2,307	\$0.58	\$ 28	1.22%	\$ 12.51	115.30	11.99	\$ 1,255	54.42%	\$ 26.15	\$ 21.91
T91 1-96 GAL CART MSW	2,014	2,014	1	\$ 30.44	\$ 735,674	\$ 30.81	\$ 744,616	\$0.37	\$ 8,942	1.22%		57.65	3,018.68	\$ 316,028	42.44%	\$ 13.08	\$ 17.73
T92 2-96 GAL CARTS MSW	104	53	1	\$ 46.97	\$ 29,873	\$ 47.54	\$ 30,235	\$0.57	\$ 363	1.21%	\$ 16.73	115.30	158.88	\$ 16,633	55.01%	\$ 26.15	\$ 21.39
Extras	2,895	2,895	1	\$ 3.83	\$ 133,054	\$ 3.90	\$ 135,486	\$0.07	\$ 2,432	1.83%		19.22	333.78	\$ 34,944	25.79%	\$ 1.01	\$ 2.89
	<b>28,934</b>	<b>27,480</b>			<b>\$ 5,696,152</b>		<b>\$ 5,766,094</b>		<b>\$ 69,942</b>	<b>1.23%</b>			<b>19,497.61</b>	<b>\$ 2,041,221</b>	<b>35.40%</b>		
					<b>\$ 5,596,902</b>		<b>\$ 5,666,797</b>		<b>\$ 69,895</b>				<b>19,497.21</b>	<b>\$ 1,971,284</b>			
					<b>1.77%</b>		<b>1.75%</b>							<b>\$ 69,937</b>			
<b>Residential YW:</b>						<b>1.60%</b>											
G91 1-96 GAL CART YDW	8,941	8,941	1	\$ 13.58	\$ 1,457,025	\$ 13.80	\$ 1,480,630	\$0.22	\$ 23,604	1.62%							
G92 2-96 GAL CARTS YDW	534	267	1	\$ 22.05	\$ 70,648	\$ 22.40	\$ 71,770	\$0.35	\$ 1,121	1.59%		\$ 8.60					
G93 3-96 GAL CARTS YDW	69	23	1	\$ 30.52	\$ 8,424	\$ 31.00	\$ 8,556	\$0.48	\$ 132	1.57%		\$ 8.60					
G94 4-96 GAL CARTS YDW	32	8	1	\$ 38.99	\$ 3,743	\$ 39.60	\$ 3,802	\$0.61	\$ 59	1.56%		\$ 8.60					
G95 5-96 GAL CARTS YDW	5	1	1	\$ 47.46	\$ 570	\$ 48.20	\$ 578	\$0.74	\$ 9	1.56%		\$ 8.60					
G96 6-96 GAL CARTS YDW	6	1	1	\$ 55.93	\$ 671	\$ 56.80	\$ 682	\$0.87	\$ 10	1.56%		\$ 8.60					
	<b>9,587</b>	<b>9,241</b>			<b>\$ 1,541,081</b>		<b>\$ 1,566,017</b>		<b>\$ 24,936</b>	<b>1.62%</b>					<b>8,067.74</b>		
					<b>\$ 1,504,719</b>		<b>\$ 1,497,755</b>		<b>\$ 24,936</b>	<b>1.66%</b>	<b>26.82%</b>				<b>24,867.82</b>		
					<b>2.36%</b>		<b>4.36%</b>		<b>0.00%</b>								
<b>Commercial:</b>						<b>1.54%</b>								<b>\$ 104.86</b>			
1AM 1-32 GAL CAN MSW	2	2	1	\$ 3.65	\$ 380	\$ 3.71	\$ 386	\$0.06	\$ 6	1.64%	\$23.42	15.63	0.81	\$ 85.07	22.05%	\$ 0.82	\$ 2.89
2AM 2-32 GAL CANS MSW	12	6	1	\$ 3.65	\$ 2,278	\$ 3.71	\$ 2,315	\$0.06	\$ 37	1.64%	\$23.42	15.63	4.88	\$ 510.40	22.05%	\$ 0.82	\$ 2.89
3AM 3-32 GAL CANS MSW	3	1	1	\$ 3.65	\$ 569	\$ 3.71	\$ 579	\$0.06	\$ 9	1.64%	\$23.42	15.63	1.22	\$ 127.60	22.05%	\$ 0.82	\$ 2.89
4AM 4-32 GAL CANS MSW	8	2	1	\$ 3.65	\$ 1,518	\$ 3.71	\$ 1,543	\$0.06	\$ 25	1.64%	\$23.42	15.63	3.25	\$ 340.27	22.05%	\$ 0.82	\$ 2.89
5AM 5-32 GAL CANS MSW	5	1	1	\$ 3.65	\$ 949	\$ 3.71	\$ 965	\$0.06	\$ 16	1.64%	\$23.42	15.63	2.03	\$ 212.67	22.05%	\$ 0.82	\$ 2.89
BH0 28-32 GAL CANS MSW	28	1	1	\$ 3.65	\$ 5,314	\$ 3.71	\$ 5,402	\$0.06	\$ 87	1.64%	\$23.42	15.63	11.38	\$ 1,190.94	22.05%	\$ 0.82	\$ 2.89
	<b>58</b>	<b>13</b>			<b>\$ 11,008</b>		<b>\$ 11,189</b>		<b>\$ 181</b>				<b>23.56</b>	<b>\$ 2,467</b>			
CM1 35 GAL CART MSW 1X WK	15	14	1	\$ 3.84	\$ 2,995	\$ 3.90	\$ 3,042	\$0.06	\$ 47	1.56%	\$22.51	17.09	6.67	\$ 697.82	22.94%	\$ 0.89	\$ 3.01
CT2 2-35 GAL CARTS MSW	4	2	1	\$ 3.84	\$ 799	\$ 3.90	\$ 811	\$0.06	\$ 12	1.56%	\$22.51	17.09	1.78	\$ 186.09	22.94%	\$ 0.89	\$ 3.01
CT4 4-35 GAL CARTS MSW	4	1	1	\$ 3.84	\$ 799	\$ 3.90	\$ 811	\$0.06	\$ 12	1.56%	\$22.51	17.09	1.78	\$ 186.09	22.94%	\$ 0.89	\$ 3.01
	<b>23</b>	<b>17</b>			<b>\$ 4,593</b>		<b>\$ 4,664</b>		<b>\$ 72</b>				<b>10.22</b>	<b>\$ 1,070</b>			
1DM 1-64 GAL CART MSW	26	26	1	\$ 6.86	\$ 9,275	\$ 6.97	\$ 9,423	\$0.11	\$ 149	1.60%	\$22.00	31.25	21.13	\$ 2,211.75	23.47%	\$ 1.64	\$ 5.33
2DM 2-64 GAL CARTS MSW	4	2	1	\$ 6.86	\$ 1,427	\$ 6.97	\$ 1,450	\$0.11	\$ 23	1.60%	\$22.00	31.25	3.25	\$ 340.27	23.47%	\$ 1.64	\$ 5.33
	<b>30</b>	<b>28</b>			<b>\$ 10,702</b>		<b>\$ 10,873</b>		<b>\$ 172</b>				<b>24.38</b>	<b>\$ 2,552</b>			

**WM of Spokane**  
**Price Out of Services**

	Total # of Containers	Total # of Customers	Frequency	Current Rate	Annual Revenue	Proposed Rate	Pro Forma Annual Revenue	Price Diff.	Revenue Diff.	% INC. (DEC.)	Add: Cart	Lbs./ Can/YD	Tons	Disposal fee	% Disposal	Disposal	Service
1EM 1-96 GAL CART MSW	19	19	1	\$ 9.90	\$ 9,781	\$ 10.05	\$ 9,929	\$0.15	\$ 148	1.52%	\$21.15	46.88	23.16	\$ 2,424.42	24.42%	\$ 2.45	\$ 7.60
2EM 2-96 GAL CARTS MSW	8	4	1	\$ 9.90	\$ 4,118	\$ 10.05	\$ 4,181	\$0.15	\$ 62	1.52%	\$21.15	46.88	9.75	\$ 1,020.81	24.42%	\$ 2.45	\$ 7.60
	<b>27</b>	<b>23</b>			<b>\$ 13,900</b>		<b>\$ 14,110</b>		<b>\$ 211</b>				<b>32.91</b>	<b>\$ 3,445</b>			
1FE 1 YD MSW EOW	98	98	0.5	\$ 15.93	\$ 40,590	\$ 16.17	\$ 41,201	\$0.24	\$ 612	1.51%	\$16.17	98.64	125.67	\$ 13,177.04	31.98%	\$ 5.17	\$ 11.00
111 1-1 YD 1X PER WEEK	87	87	1	\$ 15.93	\$ 72,067	\$ 16.17	\$ 73,153	\$0.24	\$ 1,086	1.51%	\$16.17	98.64	223.12	\$ 23,395.96	31.98%	\$ 5.17	\$ 11.00
211 2-1 YD 1X PER WEEK	4	2	1	\$ 15.93	\$ 3,313	\$ 16.17	\$ 3,363	\$0.24	\$ 50	1.51%	\$16.17	98.64	10.26	\$ 1,075.68	31.98%	\$ 5.17	\$ 11.00
112 1-1 YD 2X PER WEEK	2	2	2	\$ 15.93	\$ 3,313	\$ 16.17	\$ 3,363	\$0.24	\$ 50	1.51%	\$16.17	98.64	10.26	\$ 1,075.68	31.98%	\$ 5.17	\$ 11.00
	<b>191</b>	<b>189</b>			<b>\$ 119,284</b>		<b>\$ 121,081</b>		<b>\$ 1,797</b>				<b>369.31</b>	<b>\$ 38,724</b>			
5FE 1.5 YD MSW EOW	39	39	0.5	\$ 22.84	\$ 23,160	\$ 23.19	\$ 23,515	\$0.35	\$ 355	1.53%	\$15.46	147.96	75.02	\$ 7,865.88	33.45%	\$ 7.76	\$ 15.43
151 1-1.5 YD 1X PER WEEK	30	30	1	\$ 22.84	\$ 35,630	\$ 23.19	\$ 36,176	\$0.35	\$ 546	1.53%	\$15.46	147.96	115.41	\$ 12,101.36	33.45%	\$ 7.76	\$ 15.43
	<b>69</b>	<b>69</b>			<b>\$ 58,790</b>		<b>\$ 59,691</b>		<b>\$ 901</b>				<b>190.42</b>	<b>\$ 19,967</b>			
2FE 2 YD MSW EOW	48	48	0.5	\$ 28.55	\$ 35,630	\$ 28.99	\$ 36,180	\$0.44	\$ 549	1.54%	\$14.50	197.28	123.10	\$ 12,908.12	35.68%	\$ 10.34	\$ 18.65
121 1-2 YD 1X PER WEEK	109	109	1	\$ 28.55	\$ 161,821	\$ 28.99	\$ 164,315	\$0.44	\$ 2,494	1.54%	\$14.50	197.28	559.09	\$ 58,624.36	35.68%	\$ 10.34	\$ 18.65
221 2-2 YD 1X PER WEEK	6	3	1	\$ 28.55	\$ 8,908	\$ 28.99	\$ 9,045	\$0.44	\$ 137	1.54%	\$14.50	197.28	30.78	\$ 3,227.03	35.68%	\$ 10.34	\$ 18.65
321 3-2 YD 1X PER WEEK	3	1	1	\$ 28.55	\$ 4,454	\$ 28.99	\$ 4,522	\$0.44	\$ 69	1.54%	\$14.50	197.28	15.39	\$ 1,613.51	35.68%	\$ 10.34	\$ 18.65
122 1-2 YD 2X PER WEEK	4	4	2	\$ 28.55	\$ 11,877	\$ 28.99	\$ 12,060	\$0.44	\$ 183	1.54%	\$14.50	197.28	41.03	\$ 4,302.71	35.68%	\$ 10.34	\$ 18.65
222 2-2 YD 2X PER WEEK	-	-	2	\$ 28.55	\$ -	\$ 28.99	\$ -	\$0.44	\$ -	1.54%	\$14.50	197.28	-	\$ -	#DIV/0!	#DIV/0!	#DIV/0!
	<b>170</b>	<b>165</b>			<b>\$ 222,690</b>		<b>\$ 226,122</b>		<b>\$ 3,432</b>				<b>769.39</b>	<b>\$ 80,676</b>			
3FE 3 YD MSW EOW	23	23	0.5	\$ 39.47	\$ 23,603	\$ 40.08	\$ 23,968	\$0.61	\$ 365	1.55%	\$13.36	295.92	88.48	\$ 9,277.71	38.71%	\$ 15.51	\$ 24.57
131 1-3 YD 1X PER WEEK	66	66	1	\$ 39.47	\$ 135,461	\$ 40.08	\$ 137,555	\$0.61	\$ 2,094	1.55%	\$13.36	295.92	507.80	\$ 53,245.98	38.71%	\$ 15.51	\$ 24.57
132 1-3 YD 2X PER WEEK	2	2	2	\$ 39.47	\$ 8,210	\$ 40.08	\$ 8,337	\$0.61	\$ 127	1.55%	\$13.36	295.92	30.78	\$ 3,227.03	38.71%	\$ 15.51	\$ 24.57
	<b>91</b>	<b>91</b>			<b>\$ 167,274</b>		<b>\$ 169,859</b>		<b>\$ 2,585</b>				<b>627.05</b>	<b>\$ 65,751</b>			
4FE 4 YD MSW EOW	25	25	0.5	\$ 48.10	\$ 31,265	\$ 48.84	\$ 31,746	\$0.74	\$ 481	1.54%	\$12.21	394.56	128.23	\$ 13,445.95	42.35%	\$ 20.69	\$ 28.15
141 1-4 YD 1X PER WEEK	85	85	1	\$ 48.10	\$ 212,602	\$ 48.84	\$ 215,873	\$0.74	\$ 3,271	1.54%	\$12.21	394.56	871.98	\$ 91,432.49	42.35%	\$ 20.69	\$ 28.15
241 2-4 YD 1X PER WEEK	4	2	1	\$ 48.10	\$ 10,005	\$ 48.84	\$ 10,159	\$0.74	\$ 154	1.54%	\$12.21	394.56	41.03	\$ 4,302.71	42.35%	\$ 20.69	\$ 28.15
142 1-4 YD 2X PER WEEK	8	8	2	\$ 48.10	\$ 40,019	\$ 48.84	\$ 40,635	\$0.74	\$ 616	1.54%	\$12.21	394.56	164.14	\$ 17,210.82	42.35%	\$ 20.69	\$ 28.15
242 2-4 YD 2X PER WEEK	2	1	2	\$ 48.10	\$ 10,005	\$ 48.84	\$ 10,159	\$0.74	\$ 154	1.54%	\$12.21	394.56	41.03	\$ 4,302.71	42.35%	\$ 20.69	\$ 28.15
143 1-4 YD 3X PER WEEK	1	1	3	\$ 48.10	\$ 7,504	\$ 48.84	\$ 7,619	\$0.74	\$ 115	1.54%	\$12.21	394.56	30.78	\$ 3,227.03	42.35%	\$ 20.69	\$ 28.15
	<b>125</b>	<b>122</b>			<b>\$ 311,399</b>		<b>\$ 316,190</b>		<b>\$ 4,791</b>				<b>1,277.19</b>	<b>\$ 133,922</b>			
6FE 6 YD MSW EOW	18	18	0.5	\$ 65.41	\$ 30,612	\$ 66.41	\$ 31,080	\$1.00	\$ 468	1.53%	\$11.07	591.84	138.49	\$ 14,521.63	46.72%	\$ 31.03	\$ 35.38
161 1-6 YD 1X PER WEEK	99	99	1	\$ 65.41	\$ 336,731	\$ 66.41	\$ 341,879	\$1.00	\$ 5,148	1.53%	\$11.07	591.84	1,523.40	\$ 159,737.94	46.72%	\$ 31.03	\$ 35.38
261 2-6 YD 1X PER WEEK	10	5	1	\$ 65.41	\$ 34,013	\$ 66.41	\$ 34,533	\$1.00	\$ 520	1.53%	\$11.07	591.84	153.88	\$ 16,135.15	46.72%	\$ 31.03	\$ 35.38
361 3-6 YD 1X PER WEEK	15	5	1	\$ 65.41	\$ 51,020	\$ 66.41	\$ 51,800	\$1.00	\$ 780	1.53%	\$11.07	591.84	230.82	\$ 24,202.72	46.72%	\$ 31.03	\$ 35.38
461 4-6 YD 1X PER WEEK	4	1	1	\$ 65.41	\$ 13,605	\$ 66.41	\$ 13,813	\$1.00	\$ 208	1.53%	\$11.07	591.84	61.55	\$ 6,454.06	46.72%	\$ 31.03	\$ 35.38
561 5-6 YD 1X PER WEEK	10	2	1	\$ 65.41	\$ 34,013	\$ 66.41	\$ 34,533	\$1.00	\$ 520	1.53%	\$11.07	591.84	153.88	\$ 16,135.15	46.72%	\$ 31.03	\$ 35.38
162 1-6 YD 2X PER WEEK	25	25	2	\$ 65.41	\$ 170,066	\$ 66.41	\$ 172,666	\$1.00	\$ 2,600	1.53%	\$11.07	591.84	769.39	\$ 80,675.73	46.72%	\$ 31.03	\$ 35.38
262 2-6 YD 2X PER WEEK	6	3	2	\$ 65.41	\$ 40,816	\$ 66.41	\$ 41,440	\$1.00	\$ 624	1.53%	\$11.07	591.84	184.65	\$ 19,362.17	46.72%	\$ 31.03	\$ 35.38
163 1-6 YD 3X PER WEEK	5	5	3	\$ 65.41	\$ 51,020	\$ 66.41	\$ 51,800	\$1.00	\$ 780	1.53%	\$11.07	591.84	230.82	\$ 24,202.72	46.72%	\$ 31.03	\$ 35.38
463 4-6 YD 3X PER WEEK	4	1	3	\$ 65.41	\$ 40,816	\$ 66.41	\$ 41,440	\$1.00	\$ 624	1.53%	\$11.07	591.84	184.65	\$ 19,362.17	46.72%	\$ 31.03	\$ 35.38
	<b>196</b>	<b>164</b>			<b>\$ 802,712</b>		<b>\$ 814,984</b>		<b>\$ 12,272</b>				<b>3,631.53</b>	<b>\$ 380,789</b>			
8FE 8 YD MSW EOW	13	13	0.5	\$ 78.79	\$ 26,631	\$ 80.00	\$ 27,040	\$1.21	\$ 409	1.54%	\$10.00	789.12	133.36	\$ 13,983.79	51.72%	\$ 41.37	\$ 38.63
181 1-8 YD 1X PER WEEK	62	62	1	\$ 78.79	\$ 254,019	\$ 80.00	\$ 257,920	\$1.21	\$ 3,901	1.54%	\$10.00	789.12	1,272.06	\$ 133,383.87	51.72%	\$ 41.37	\$ 38.63
281 2-8 YD 1X PER WEEK	8	4	1	\$ 78.79	\$ 32,777	\$ 80.00	\$ 33,280	\$1.21	\$ 503	1.54%	\$10.00	789.12	164.14	\$ 17,210.82	51.72%	\$ 41.37	\$ 38.63
381 3-8 YD 1X PER WEEK	9	3	1	\$ 78.79	\$ 36,874	\$ 80.00	\$ 37,440	\$1.21	\$ 566	1.54%	\$10.00	789.12	184.65	\$ 19,362.17	51.72%	\$ 41.37	\$ 38.63

**WM of Spokane**  
**Price Out of Services**

	<u>Total # of Containers</u>	<u>Total # of Customers</u>	<u>Frequency</u>	<u>Current Rate</u>	<u>Annual Revenue</u>	<u>Proposed Rate</u>	<u>Pro Forma Annual Revenue</u>	<u>Price Diff.</u>	<u>Revenue Diff.</u>	<u>% INC. (DEC.)</u>	<u>Add: Cart</u>	<u>Lbs./ Can/YD</u>	<u>Tons</u>	<u>Disposal fee</u>	<u>% Disposal</u>	<u>Disposal</u>	<u>Service</u>
581 5-8 YD 1X PER WEEK	5	1	1	\$ 78.79	\$ 20,485	\$ 80.00	\$ 20,800	\$1.21	\$ 315	1.54%	\$10.00	789.12	102.59	\$ 10,756.76	51.72%	\$ 41.37	\$ 38.63
681 6-8 YD 1X PER WEEK	6	1	1	\$ 78.79	\$ 24,582	\$ 80.00	\$ 24,960	\$1.21	\$ 378	1.54%	\$10.00	789.12	123.10	\$ 12,908.12	51.72%	\$ 41.37	\$ 38.63
182 1-8 YD 2X PER WEEK	17	17	2	\$ 78.79	\$ 139,301	\$ 80.00	\$ 141,440	\$1.21	\$ 2,139	1.54%	\$10.00	789.12	697.58	\$ 73,145.99	51.72%	\$ 41.37	\$ 38.63
282 2-8 YD 2X PER WEEK	4	2	2	\$ 78.79	\$ 32,777	\$ 80.00	\$ 33,280	\$1.21	\$ 503	1.54%	\$10.00	789.12	164.14	\$ 17,210.82	51.72%	\$ 41.37	\$ 38.63
183 1-8 YD 3X PER WEEK	7	7	3	\$ 78.79	\$ 86,039	\$ 80.00	\$ 87,360	\$1.21	\$ 1,321	1.54%	\$10.00	789.12	430.86	\$ 45,178.41	51.72%	\$ 41.37	\$ 38.63
283 2-8 YD 3X PER WEEK	2	1	3	\$ 78.79	\$ 24,582	\$ 80.00	\$ 24,960	\$1.21	\$ 378	1.54%	\$10.00	789.12	123.10	\$ 12,908.12	51.72%	\$ 41.37	\$ 38.63
184 1-8 YD 4X PER WEEK	1	1	4	\$ 78.79	\$ 16,388	\$ 80.00	\$ 16,640	\$1.21	\$ 252	1.54%	\$10.00	789.12	82.07	\$ 8,605.41	51.72%	\$ 41.37	\$ 38.63
185 1-8 YD 5X PER WEEK	1	1	5	\$ 78.79	\$ 20,485	\$ 80.00	\$ 20,800	\$1.21	\$ 315	1.54%	\$10.00	789.12	102.59	\$ 10,756.76	51.72%	\$ 41.37	\$ 38.63
	<b>135</b>	<b>113</b>			<b>\$ 714,940</b>		<b>\$ 725,920</b>		<b>\$ 10,980</b>				<b>3,580.24</b>	<b>\$ 375,411</b>			
2C1 2 YD COMPACTOR 1X WK	1	1	1	\$ 82.30	\$ 4,280	\$ 83.56	\$ 4,345	\$1.26	\$ 66	1.53%	\$41.78	591.84	15.39	\$ 1,613.51	37.13%	\$ 31.03	\$ 52.53
2C2 2 YD COMPACTOR 2X WK	1	1	2	\$ 82.30	\$ 8,559	\$ 83.56	\$ 8,690	\$1.26	\$ 131	1.53%	\$41.78	591.84	30.78	\$ 3,227.03	37.13%	\$ 31.03	\$ 52.53
3C1 3 YD COMPACTOR 1X WK	4	4	1	\$ 119.04	\$ 24,760	\$ 120.87	\$ 25,141	\$1.83	\$ 381	1.54%	\$40.29	887.76	92.33	\$ 9,681.09	38.51%	\$ 46.54	\$ 74.33
4CE 4 YD COMPACTOR EOW	0	0	0.5	\$ 153.96	\$ 0	\$ 156.32	\$ 0	\$2.36	\$ 0	1.53%	\$39.08	789.12	0.00	\$ 0.11	26.47%	\$ 41.37	\$ 114.95
4C1 4 YD COMPACTOR 1X WK	1	1	1	\$ 153.96	\$ 8,006	\$ 156.32	\$ 8,129	\$2.36	\$ 123	1.53%	\$39.08	1,183.68	30.78	\$ 3,227.03	39.70%	\$ 62.06	\$ 94.26
4C2 4 YD COMPACTOR 2X WK	1	1	2	\$ 153.96	\$ 16,012	\$ 156.32	\$ 16,257	\$2.36	\$ 245	1.53%	\$39.08	1,183.68	61.55	\$ 6,454.06	39.70%	\$ 62.06	\$ 94.26
	<b>8</b>	<b>8</b>			<b>\$ 61,617</b>		<b>\$ 62,563</b>		<b>\$ 945</b>				<b>230.82</b>	<b>\$ 24,203</b>			
	<b>1,123</b>	<b>1,002</b>			<b>\$ 2,498,909</b>		<b>\$ 2,537,247</b>		<b>\$ 38,338</b>	<b>1.53%</b>			<b>10,767.03</b>	<b>\$ 1,128,977</b>	<b>44.50%</b>		
									<b>\$ 38,389</b>				10,767.66	\$ 1,090,669			