

Republic Services (RS of Lynnwood)
WUTC Snohomish County
Revenue Sharing Summary
Proposed Budget
August 1, 2018 Through July 31, 2019

Revenue Retained - August 1, 2018 Through July 31, 2019

	<u>Total</u>	<u>50% Passed Back</u>	<u>50% Retained</u>
Single-Family Value (estimated)	\$ 893,877	\$ 446,938	\$ 446,938
Multi-Family Value (estimated)	\$ 138,715	\$ 69,358	\$ 69,358
Total Revenue Retained	\$ 1,032,592	\$ 516,296	\$ 516,296

Program Costs - August 1, 2018 Through July 31, 2019

Task 1: Staffing Costs			
Revenue Share Agreement Manager (30%)	\$	54,000	
Project Management/Administration and Coordination (30%)	\$	20,000	
Task 2: Monthly Reporting	\$	-	
Task 3: Annual Mailer	\$	-	
Task 4: Single Family Residences- Continuing Recycling Education	\$	125,000	
Task 5: Multifamily Outreach	\$	100,000	
Task 6: School Recycling Education	\$	140,000	
Task 7: WSU Extension Education & Outreach	\$	50,000	
Program Expenditures	\$	489,000	
Program Incentive on Incurred Expenditures	\$	24,450	5%
Total Budgeted Expenditure	\$	513,450	49.72%
Revenues which will be Returned to the Customer	\$	519,142	50.28%

2017-2018 Plan Year Management & Administrative Costs (body of table is average hours/month)

Months	Accounting	GMs	Managers	Operations	Training	Total
May-17	3	0	2	0.5	1.5	7
Jun-17	3	0	2	0.5	1.5	7
Jul-17	0.5	0	2	0.5	0.5	3.5
Aug-17	0.5	0	0.5	0.5	0.5	2
Sep-17	1.5	0	0.5	0.5	5	7.5
Oct-17	1.5	0.5	0.5	0.5	5	8
Nov-17	0.5	0.5	0.5	0.5	0.5	2.5
Dec-17	0.5	0	0.5	0.5	0.5	2
Jan-18	0.5	0.5	0.5	0.5	0.5	2.5
Feb-18	0.5	0	0.5	0.5	0.5	2
Mar-18	0.5	0	0.5	0.5	0.5	2
Apr-18	0.5	0.5	0.5	0.5	0.5	2.5
May-18	3	0.5	2	0.5	1.5	7.5
Jun-18	3	0.5	2	0.5	1.5	7.5
Jul-18	0.5	0	2	0.5	0.5	3.5
TOTAL	78.00	12.00	66.00	30.00	82.00	268.00
Allocation - \$/hr	\$ 70.00	\$ 70.00	\$ 70.00	\$ 70.00	\$ 70.00	\$ 70.00

Total Admin Cost	\$ 5,460.00	\$ 840.00	\$ 4,620.00	\$ 2,100.00	\$ 5,740.00	\$ 18,760.00	\$	13,132.00	70%	King Co.
							\$	5,628.00	30%	Snohomish Co.

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Revenue Sharing Summary

	Period	Recycle Tons	YW Tons	MSW Tons	Customers	Recycle Lbs/Customer	YW Lbs/Customer	Total Diversion	Diversion %
Single Family	1/1/2011 - 12/31/2011	6,002.18	7,922.30	10,452.71	16,752.00	716.59	945.83	1,662.43	36.5%
	1/1/2012 - 12/31/2012	6,103.60	8,824.37	10,980.66	16,753.00	728.66	1,053.47	1,782.13	35.7%
	1/1/2012 - 07/31/2012	3,503.99	4,149.52	6,160.20	16,749.00	418.41	495.49	913.91	36.3%
	5/1/2011 - 4/30/2012	6,006.18	8,826.03	10,893.27	16,749.00	717.20	1,053.92	1,771.12	35.5%
	5/1/2012 - 4/30/2013	6,136.69	8,964.80	11,024.56	16,888.00	726.75	1,061.68	1,788.43	35.8%
	5/1/2013 - 4/30/2014	6,141.50	8,741.10	11,091.00	17,158.00	715.88	1,018.90	1,734.77	35.6%
	5/1/2014 - 4/30/2015	6,138.21	8,978.21	11,093.49	17,579.00	698.36	1,021.47	1,719.83	35.6%
	5/1/2015 - 4/30/2016	6,207.23	8,975.60	11,532.11	17,762.00	698.93	1,010.65	1,709.59	35.0%
	<i>For Reporting Period Incentive:</i>	---	---	---	---	---	---	---	---
	5/1/2016 - 4/30/2017	6,619.11	8,159.39	12,150.79	17,984	736.1	907.4	1,643.5	35.3%
5/1/2017 - 4/30/2018	6,580.40	9,007.27	12,657.57	18,372	716.4	980.5	1,696.9	34.2%	

	Recycle Tons	YW Tons	MSW Tons	Diversion %	
Multi-Family	1/1/2011 - 12/31/2011	986.36	n/a	4,948.34	16.6%
	1/1/2012 - 12/31/2012	1,148.24	n/a	5,387.66	17.6%
	1/1/2012 - 07/31/2012	647.92	n/a	2,881.81	18.4%
	5/1/2011 - 4/30/2012	1,074.37	n/a	5,343.77	16.7%
	5/1/2012 - 4/30/2013	1,170.66	n/a	5,106.28	18.7%
	5/1/2013 - 4/30/2014	1,072.90	n/a	4,947.18	17.8%
	5/1/2014 - 4/30/2015	1,100.34		5,177.05	17.5%
	5/1/2015 - 4/30/2016	1,135.42	41.47	5,663.13	16.7%
	<i>For Reporting Period Incentive:</i>	---	---	---	---
	5/1/2016 - 4/30/2017	1,029.55	27.62	5,085.72	16.8%
5/1/2017 - 4/30/2018	1,057.85	47.73	5,189.07	16.9%	

	Recycle Tons	YW Tons	MSW Tons	Diversion %	
Combined	1/1/2011 - 12/31/2011	6,988.54	7,922.30	15,401.05	31.2%
	1/1/2012 - 12/31/2012	7,251.84	8,824.37	16,368.31	30.7%
	1/1/2012 - 07/31/2012	4,151.91	4,149.52	9,042.01	31.5%
	5/1/2011 - 4/30/2012	7,080.55	8,826.03	16,237.04	30.4%
	5/1/2012 - 4/30/2013	7,307.35	8,964.80	16,130.83	31.2%
	5/1/2013 - 4/30/2014	7,214.40	8,741.10	16,038.18	31.0%
	5/1/2014 - 4/30/2015	7,238.55	8,978.21	16,270.54	30.8%
	5/1/2015 - 4/30/2016	7,342.65	9,017.07	17,195.24	29.9%
	<i>For Reporting Period Incentive:</i>	---	---	---	---
	5/1/2016 - 4/30/2017	7,648.66	8,187.01	17,236.51	47.9%
5/1/2017 - 4/30/2018	7,638.25	9,055.00	17,846.64	48.3%	

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Cost Summary
May 1, 2017 Through April 30, 2018

The program costs listed below are not also covered in the rate charged to the customer. There are a number of ways that we allocate our costs between regulated collection and non-regulated and other activities within our rate case filings. We ensure that the activities related to the revenue sharing agreement are not also counted in a rate case by excluding them from our regulated allocation base, whether it's revenue or labor hours or another allocation method. For example, for costs that are allocated based on revenue, the revenue retained from the revenue sharing agreement is excluded from total regulated revenue, which has the effect of reducing the regulated allocation percentage and thus the amount of costs allocated to regulated activities. We are willing and able to demonstrate this to the County.

Revenue

	Total	50% Passed Back to Customers	50% Retained
Single-Family Value	\$ 296,190	\$ 148,095	\$ 148,095
Multi-Family Value	\$ 47,569	\$ 23,785	\$ 23,785
Total Revenue Retained	\$ 343,760	\$ 171,880	\$ 171,880

Program Costs

Program	Total Cost	
Staffing		
Revenue Share Agreement Administrator	\$ 31,645	
Project Management/Administration and Coordination	\$ 5,628	
Monthly Data Reporting	\$ -	
Annual Mailer		
Graphic design updates	\$ 6,106	
Multifamily Outreach		
Collateral development and property screening/selection	\$ 24,397	
Website review for property manager & tenant resources		
Single Family Residences - Education in Recycling & Composting	\$ 3,360	
Recycle cart tag revision		
Cart tag project planning		
School Recycling Education & Outreach		
Technical Assistance & Educational Presentations	\$ 68,928	
WSU Sustainability Program	\$ 10,000	
Polystyrene Collection Events		
Total Program Costs	\$ 150,062.86	
Program Incentive	\$ 7,503.14	5%
Total Revenue Retained for Program	\$ 157,566.00	46%
Revenues that have been Returned to the Customer	\$ 171,879.84	50%
Unspent Revenues-Unspent amounts carried forward in year 2 of 2 year plan	\$ 14,313.84	4%