

Rabanco Recycling - 4584
For the period Ending March 2018

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	Cost Per Ton								I/C Res/Com Combined	I/C Per Ton	Consolidated Residential	I/C Per Ton								
	Res - Seattle	Res- 3P	Resid - I/C	Comm -3P	Comm - I/C	D & B	CD	Total												
Gross Revenue	\$3,168,995	\$74,764	\$2,034,256	\$105,336	\$559,622	\$586,490	\$39,258	\$6,568,720	\$139.15	\$136.02	\$122.09	\$105.75	\$106.92	\$140.79	\$106.34	\$129.43	\$2,593,878	\$118.47	\$5,278,014	\$132.00
Total Revenue Reductions	\$1,363,837	\$21,209	\$483,959	\$56,823	\$221,602	\$317,053	\$37,000	\$2,501,484	\$59.89	\$38.58	\$29.05	\$57.04	\$42.34	\$76.11	\$100.23	\$49.29	\$705,561	\$32.22	\$1,869,005	\$46.74
Total Net Revenue	\$1,805,157	\$53,555	\$1,550,297	\$48,513	\$338,020	\$269,437	\$2,258	\$4,067,236	\$79.27	\$97.43	\$93.05	\$48.70	\$64.58	\$64.68	\$6.12	\$80.14	\$1,888,316	\$86.24	\$3,409,009	\$85.26
Processing Expenses:																				
Operating Labor	\$1,095,737	\$26,447	\$801,680	\$47,928	\$251,833	\$45,314	\$2,008	\$2,270,947	\$48.12	\$48.12	\$48.12	\$48.12	\$48.12	\$10.88	\$5.44	\$44.75	\$1,053,513	\$48.12	\$1,923,864	\$48.12
Supervisory Labor	\$57,506	\$1,388	\$42,073	\$2,515	\$13,216	\$0	\$0	\$116,698	\$2.53	\$2.53	\$2.53	\$2.53	\$2.53	\$0.00	\$0.00	\$2.30	\$55,289	\$2.53	\$100,967	\$2.53
Equipment Operating	\$81,827	\$1,975	\$59,868	\$3,579	\$18,806	\$10,424	\$462	\$176,941	\$3.59	\$3.59	\$3.59	\$3.59	\$3.59	\$2.50	\$1.25	\$3.49	\$78,674	\$3.59	\$143,670	\$3.59
Equipment Maintenance	\$319,548	\$7,713	\$233,793	\$13,977	\$73,442	\$11,580	\$513	\$660,565	\$14.03	\$14.03	\$14.03	\$14.03	\$14.03	\$2.78	\$1.39	\$13.02	\$307,234	\$14.03	\$561,053	\$14.03
Insurance Expense	\$53,709	\$1,296	\$39,295	\$2,349	\$12,344	\$855	\$38	\$109,886	\$2.36	\$2.36	\$2.36	\$2.36	\$2.36	\$0.21	\$0.10	\$2.17	\$51,639	\$2.36	\$94,300	\$2.36
Occupancy / Facility Costs	\$166,837	\$4,027	\$122,064	\$7,298	\$38,344	\$7,609	\$337	\$346,515	\$7.33	\$7.33	\$7.33	\$7.33	\$7.33	\$1.83	\$0.91	\$6.83	\$160,408	\$7.33	\$292,927	\$7.33
Other Operating Expenses	\$53,066	\$1,973	\$67,941	\$3,388	\$37,530	\$2,632	\$180	\$166,709	\$2.33	\$3.59	\$4.08	\$3.40	\$7.17	\$0.63	\$0.49	\$3.28	\$105,471	\$4.82	\$122,980	\$3.08
Pre-DD&A GOE	\$1,828,229	\$44,819	\$1,366,713	\$81,035	\$445,515	\$78,414	\$3,538	\$3,848,263	\$80.28	\$81.54	\$82.03	\$81.35	\$85.12	\$18.82	\$9.58	\$75.83	\$1,812,228	\$82.77	\$3,239,761	\$81.02
Depreciation	\$157,425	\$3,800	\$115,178	\$6,886	\$36,181	\$8,163	\$362	\$327,993	\$6.91	\$6.91	\$6.91	\$6.91	\$6.91	\$1.96	\$0.98	\$6.46	\$151,358	\$6.91	\$276,402	\$6.91
Total Operating Expenses	\$1,985,654	\$48,619	\$1,481,890	\$87,921	\$481,696	\$86,577	\$3,899	\$4,176,256	\$87.19	\$88.45	\$88.94	\$88.26	\$92.03	\$20.78	\$10.56	\$82.29	\$1,963,586	\$89.68	\$3,516,163	\$87.94
Gross Profit	(\$180,497)	\$4,936	\$68,406	(\$39,408)	(\$143,676)	\$182,860	(\$1,641)	(\$109,020)	(\$7.93)	\$8.98	\$4.11	(\$39.56)	(\$27.45)	\$43.90	(\$4.45)	(\$2.15)	(\$75,270)	(\$3.44)	(\$107,154)	(\$2.68)
G&A Payroll & Related	\$48,037	\$1,159	\$35,146	\$2,101	\$11,040	\$8,787	\$779	\$107,050	\$2.11	\$2.11	\$2.11	\$2.11	\$2.11	\$2.11	\$2.11	\$2.11	\$46,186	\$2.11	\$84,343	\$2.11
G&A Expense	\$423	\$10	\$310	\$19	\$97	\$77	\$7	\$943	\$0.02	\$0.02	\$0.02	\$0.02	\$0.02	\$0.02	\$0.02	\$0.02	\$407	\$0.02	\$743	\$0.02
Bad Debt Expense	(\$15,283)	(\$369)	(\$11,181)	(\$668)	(\$3,512)	(\$2,795)	(\$248)	(\$34,057)	(\$0.67)	(\$0.67)	(\$0.67)	(\$0.67)	(\$0.67)	(\$0.67)	(\$0.67)	(\$0.67)	(\$14,694)	(\$0.67)	(\$26,833)	(\$0.67)
Management Fee	\$116,567	\$2,814	\$85,285	\$5,099	\$26,791	\$21,322	\$1,890	\$259,767	\$5.12	\$5.12	\$5.12	\$5.12	\$5.12	\$5.12	\$5.12	\$5.12	\$112,076	\$5.12	\$204,666	\$5.12
Total SG&A	\$149,745	\$3,614	\$109,559	\$6,550	\$34,416	\$27,391	\$2,427	\$333,703	\$6.58	\$6.58	\$6.58	\$6.58	\$6.58	\$6.58	\$6.58	\$6.58	\$143,975	\$6.58	\$262,919	\$6.58
Operating Income	(\$330,242)	\$1,322	(\$41,153)	(\$45,958)	(\$178,092)	\$155,469	(\$4,069)	(\$442,723)	(\$14.50)	\$2.40	(\$2.47)	(\$46.14)	(\$34.03)	\$37.32	(\$11.02)	(\$8.72)	(\$219,245)	(\$10.01)	(\$370,073)	(\$9.26)
InBound Tons									-10%	2%	-2%	-44%	-32%	27%	-10%	-7%		-8%		-7%
3rd Party	22,773	550		996		1,714	369	26,402												
Intercompany			16,662		5,234	2,452		24,348									21,896		39,985	
Total InBound Tons	22,773	550	16,662	996	5,234	4,166	369	50,750									21,896		39,985	
Actual Processing Costs (Operating and GA expenses)									\$93.77	\$95.03	\$95.52	\$94.84	\$98.61	\$27.36	\$17.14	\$88.87		\$96.25		\$94.51