

DM Disposal, Inc.  
Income Statement  
June 1, 2016 - July 31, 2017

Confidential per WAC 480-07-160

	Jul-16	Aug-16	Sep-16	Oct-16	Nov-16	Dec-16	Jan-17	Feb-17	Mar-17	Apr-17	May-17	Jun-17	Total
31000 Hauling Revenue - Roll Off Permanent	126,804	130,106	130,106	130,106	130,106	130,106	130,106	130,106	130,106	130,106	130,106	130,106	1,560,864
31002 Hauling Revenue - Roll Off Rental	290	290	290	290	290	290	290	290	290	290	290	290	3,480
31004 Hauling Revenue - Roll Off Recycling	290	290	290	290	290	290	290	290	290	290	290	290	3,480
31005 Corporate Roll Off Disposal Charge	197,885	201,519	200,012	195,042	193,152	175,937	202,455	208,061	216,173	206,383	202,431	244,738	2,314,553
31009 Hauling Revenue - Roll Off Intercompany													
31010 Hauling Revenue - Roll Off Extras	32,865	40,745	28,307	28,888	33,336	31,197	16,708	16,728	47,412	20,027	41,833	48,453	385,211
32000 Hauling Revenue - Residential MSW	773,948	772,701	773,950	782,527	781,802	781,802	781,304	783,303	826,718	824,431	833,431	831,498	9,558,211
32001 Hauling Revenue - Residential MSW Extras	16,323	5,958	5,277	5,244	6,959	15,541	16,341	6,666	10,020	10,128	9,728	10,208	128,170
33000 Hauling Revenue - Commercial FEL	518,483	517,707	630,706	531,124	533,082	622,546	630,245	631,367	565,102	567,945	564,023	567,491	6,486,868
33001 Hauling Revenue - Commercial FEL Extras					34								34
33002 Hauling Revenue - Commercial FEL Adjustm					0								0
33011 Hauling Revenue - Commercial REL Extras	9,325	10,249	11,933	10,918	11,907	15,155	22,637	18,701	20,775	14,039	20,433	13,557	177,421
33020 Hauling Revenue - Commercial Recycling F							179,089	179,083	177,323	180,446	184,540	187,084	1,869,535
Hauling Revenue	1,811,405	1,809,405	1,788,771	1,878,038	1,827,278	1,840,438	2,487,724	2,420,204	2,696,225	2,820,247	2,909,930	2,840,766	28,000,462
35000 Transfer Station - Third Party							24,098	23,987	38,957	33,177			120,069
35009 Transfer Station - Intercompany	262,688	276,746	265,941	243,619	217,235	19,345	914				1,622	1,976	1,280,087
Transfer and MRF	262,688	276,746	265,941	243,619	217,235	19,345	35,000	23,987	38,957	33,177	1,622	1,976	1,410,156
35510 Proceeds - OCC							63,986	56,489	131,904	69,956	98,436	102,319	603,023
35511 Proceeds - ONP							4,787	767	10,901	3,254	5,395	7,688	30,752
35512 Proceeds - Other Paper								1,369	2,705	1,623	2,155	2,296	10,544
35517 Proceeds - Other Recyclables							2,755	5,952	3,894	13,378	25,935	105,333	151,917
35518 Proceeds - Commingling	4,286	7,669	3,266	3,942	10,263	14,107	33,345	37,421	58,702	13,244	16,524	103,734	442,026
35527 Support - Other Recyclables													
Recycling Proceeds	4,286	7,669	3,266	3,942	10,263	14,107	124,783	141,878	208,308	101,416	148,322	188,343	869,708
Landfill Revenue													
Intermodal													
38000 Other Revenue	1,831	2,278	1,788	1,934	1,612	3,099	5,731	5,736	7,963	19,088	4,434	5,359	58,508
38001 P-Card Rebate Revenue	1,032	1,218	989	3,549	875	719	1,765	1,417	875	1,297	1,556	1,100	16,115
Other Revenue	2,863	3,496	2,777	5,483	2,487	3,818	7,496	7,152	8,728	20,386	6,090	6,459	74,623
Revenue	1,814,268	1,812,901	1,810,498	1,883,494	1,829,695	1,844,256	2,644,993	2,659,295	2,802,149	2,939,236	2,918,958	2,849,225	28,444,312
40109 Disposal Landfill Intercompany	570,957	616,475	676,778	522,733	633,105	539,462	498,211	522,988	658,752	706,160	798,852	706,947	7,446,189
40122 Disposal Other							138,188	158,588	168,028	156,062	229,698	178,622	1,918,115
Disposal	570,957	616,475	676,778	522,733	633,105	539,462	637,399	681,576	812,780	861,322	1,028,550	884,569	9,364,304
MRF Processing													
41121 Brokerage Cost										6,364	18,339	26,430	51,133
41129 Brokerage Cost Intercompany							13,596	18,800	49,320	9,300	60,011	106,561	5,490
41201 Rebates and Revenue Sharing	66,189	66,007	70,771	66,987	64,224	68,491	67,380	68,264	60,865	70,105	87,997	73,136	627,669
43001 Taxes and Pass Thru Fees	40,070	37,237	30,987	36,478	37,701	30,258	56,183	40,836	47,463	46,729	32,345	43,180	474,885
43099 Pass Through Expenses Intercompany													263
Brok. and Taxes	96,250	103,234	117,660	129,140	114,916	108,756	142,083	151,022	137,286	204,287	248,968	147,172	1,686,312
44161 Cost of Materials - OCC							14,072	19,957	35,042	21,955	32,020	25,447	140,893
44163 Cost of Materials - Other Paper									3,512		3,420		6,932
44165 Cost of Materials - Metal													27,418
44168 Cost of Materials - Other Recyclables							68	42	(10,278)	79			(10,140)
44169 Cost of Materials - Intercompany							42	42	112	645	3,010	42	3,891
Cost of Materials							14,172	19,999	24,307	22,280	38,450	25,489	174,234
Other Expense													
Rev Reductions	658,328	718,709	793,958	651,879	747,420	647,951	794,204	852,576	978,434	1,087,789	1,319,607	1,082,647	10,336,410
Net Revenue	1,155,940	1,094,192	1,016,540	1,131,615	1,082,275	1,196,305	1,850,789	1,746,719	1,823,715	1,851,447	1,599,351	1,766,578	18,107,898
50020 Wages Regular	119,013	126,592	126,236	126,458	143,022	136,071	258,280	226,792	271,403	236,722	292,419	268,650	2,314,756
50025 Wages O.T.	24,307	36,197	54,671	37,387	49,343	49,711	85,475	49,062	76,255	78,277	106,629	148,659	691,753
50035 Safety Bonuses	1,005	2,005	3,006	2,009	1,343	964	3,440	3,204	3,204	2,591	3,200	3,200	29,958
50036 Other Bonus/Commission - Non-Safety	18	36	42	42	174	174	1,369	1,369	1,369	1,369	1,369	1,369	13,713
50045 Contract Labor	7,643	3,937	1,592	1,043	2,197	1,543	1,138	598	1,188	1,188	2,001	3,003	26,158
50050 Payroll Taxes	14,927	14,456	14,490	13,993	14,936	15,244	34,734	28,107	38,366	27,656	35,298	33,794	299,910
50060 Group Insurance	26,822	28,843	27,813	26,319	27,346	27,346	47,865	50,854	53,865	53,865	56,213	62,961	471,378
50065 Vacation Pay	7,091	6,094	6,496	11,246	7,164	13,004	22,550	17,122	7,922	22,332	14,768	11,428	146,671
50070 Sick Pay	1,285	954	1,285	1,285	1,285	1,285	1,285	1,285	1,285	1,285	1,285	1,285	13,025
50086 Safety and Training	158	1,738	36	4,022	408	1,196	2,101	2,634	2,163	3,119	3,634	4,264	27,551
50090 Uniforms	1,268	959	959	959	959	959	2,042	1,486	1,926	1,486	2,049	1,500	19,327



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	Jul-16	Aug-16	Sep-16	Oct-16	Nov-16	Dec-16	Jan-17	Feb-17	Mar-17	Apr-17	May-17	Jun-17	Total
Other Operating	17,251	16,797	16,764	15,414	12,356	116,051	30,737	24,205	20,165	16,772	31,411	19,144	301,176
Closure Exp													
59271 Property and Liability Insurance	(2,991)												(2,991)
59340 Self Insurance Premium	3,941	3,941	3,941	3,941	3,941	3,941	7,505	7,505	7,505	7,505	7,505	7,505	68,078
59341 A&L - Current Year Claims		1,250	4,790	2,338	364		6,000	11,183	31,149	37,461	26	590	53,395
59342 A&L - Prior Year Claims										(2,801)			(2,801)
59343 WC - Current Year Claims	31									1,123			1,154
59344 WC - Prior Year Claims	5,070	163,354											168,424
59400 Damages paid by District							3,182		870		4,039		8,092
59401 Insurance claim repairs		2,512	80	61	1,760	356	1,323	4,771	1,330	1,287	4,822	1,617	19,644
59500 Workers Comp Prem													
Insurance Exp	8,941	171,258	11,917	6,740	5,966	4,138	10,010	11,113	40,858	44,575	10,165	9,803	347,441
91010 Gain/Loss on Sale of Asset				(3,000)					(7,988)	(14,233)			(25,220)
G/L on Ops				(3,000)					(7,988)	(14,233)			(25,220)
<b>Cost of Ops</b>	<b>425,308</b>	<b>603,490</b>	<b>381,512</b>	<b>428,914</b>	<b>391,781</b>	<b>514,644</b>	<b>892,224</b>	<b>718,746</b>	<b>802,007</b>	<b>786,886</b>	<b>308,526</b>	<b>829,940</b>	<b>7,645,382</b>
<b>Gross Profit</b>	<b>788,797</b>	<b>576,116</b>	<b>835,912</b>	<b>750,258</b>	<b>718,484</b>	<b>514,182</b>	<b>387,556</b>	<b>1,021,977</b>	<b>1,171,705</b>	<b>1,058,735</b>	<b>844,433</b>	<b>1,125,846</b>	<b>10,464,218</b>
60010 Salaries	449	(4,012)	8,089	(2,015)	0	2,179	8,095	7,787	9,313	7,731	8,446	9,036	56,437
60030 Bonuses and Commissions							8,084	9,976	14,355	16,448	14,551	13,238	84,208
60050 Payroll Taxes	166	1,401	1,75	1,78	407	1,09	2,885	1,599	1,545	1,701	2,169	1,793	11,848
60060 Group Insurance	491	398	398	398	398	398	1,787	1,838	1,871	1,871	1,893	1,893	15,847
60065 Vacation Pay	113	44	73	43		140	706	706	1,500	868	3,307	2,071	3,251
60086 Safety and Training													100
60095 Empl & Commun Activ							231			89	239	49	599
60116 Pension and Profit Sharing	143	233	149	149	149	74						237	1,051
60195 Dues and Subscriptions		237		331	108			237		237		237	1,051
60196 Club Dues													303
60200 Travel													452
60201 Entertainment								156	333	176	293	247	1,249
60205 Travel - Auto							1,076	1,067	842	1,037	1,289	1,290	6,702
60210 Office Supplies and Equip													10
Sales Exp	1,170	(3,311)	8,753	(884)	1,313	2,770	23,151	23,172	28,856	32,153	31,180	34,107	181,830
70010 Salaries	14,320	15,997	15,027	14,070	7,339	15,301	17,032	14,776	26,354	18,381	18,254	21,851	199,138
70020 Wages Regular	20,366	22,997	23,161	21,750	16,320	23,030	26,948	21,865	26,266	22,159	25,625	25,220	277,688
70025 Wages O.T.	2,470	3,218	2,305	1,981	1,263	2,834	1,598	1,402	3,075	2,844	2,780	2,692	27,958
70036 Other Bonus/Commission - Non-Safety	1,228	913	814	549	276	474	623	323	745	472	2,701	2,511	11,428
70045 Contract Labor	535	43	814	1,012	461	215	365	1,550	2,213	2,420	3,896	3,852	16,996
70050 Payroll Taxes	3,649	3,781	3,219	3,087	1,859	3,024	4,734	3,689	5,587	3,829	4,080	5,682	44,206
70060 Group Insurance	9,889	8,444	9,331	8,339	5,970	9,262	9,456	9,997	10,312	9,378	9,966	10,519	111,542
70065 Vacation Pay	1,488	2,363	2,116	(1,055)	1,300	856	2,674	1,893	3,471	1,371	4,073	(620)	20,344
70070 Sick Pay	351	140	189	509	230	731	709	2,374	519	931	393	600	7,691
70086 Safety and Training				204	7		294	162	(118)	818	803		2,293
70095 Empl & Commun Activ	8,383	5,394	(619)	4,923	4,950	5,256	2,788	17,777	2,980	5,764	6,081	3,542	67,371
70105 Employee Relocation							1,815	1,815	3,290	1,553			11,241
70116 Pension and Profit Sharing	507	689	620	530	589	484	975	840	1,721	818	975	986	9,391
70117 Union Pension													(317)
70148 Allocated Exp In - District	9,095	6,455	2,670	2,743	2,612	3,559	5,154	7,884	5,650	9,708	9,916	4,720	53,886
70165 Communications	963	1,327	1,094	971	89	1,254	561	1,033	1,071	1,789	587	1,223	11,840
70167 Cellular Telephone	2,349	2,462	1,923	2,712	854	1,914	1,977	2,217	2,262	2,437	2,198	2,104	25,167
70175 Equip/Vehicle Rental	1,169	1,393	1,194	1,324	1,185	2,080	1,362	1,424	1,478	1,564	1,512	1,275	16,838
70185 Postage	141	134	113	83		795	219	553	1,315	117	245	1,242	4,326
70190 Registration Fees													595
70195 Dues and Subscriptions	1,969	3,053	1,026	1,400	1,234	1,697	1,298	3,047	1,858	1,792	3,193	2,389	23,290
70200 Travel	(930)	667	16			190	189	290		46	129		1,415
70201 Entertainment							294	100		19			479
70202 Excursions Meetings							2,060	92		369	874	193	3,298
70203 Lodging	(1,400)	706	76			297	317		13	50			1,117
70204 Gifts to Customers													16,177
70205 Travel - Auto	75	26	186	37		196	93	136	305	274	422	70	1,376
70206 Meals	431	515	446	430	52	332	838	122	131	395	83	295	4,363
70210 Office Supplies and Equip	1,187	1,541	1,376	818	434	1,356	1,556	1,491	1,844	1,406	1,429	1,546	15,377
70214 Credit Card Fees	3,870	5,323	6,742	1,108	377	314	8,258	9,304	9,787	8,281	10,592	(10,578)	79,342
70215 Bank Charges							3	2		3	2		17
70216 Outside Storages	436	681	373	366	324	296	426	391	430	417	432	469	5,104
70225 Advertising and Promotions			1,892										1,892
70235 Legal			149			198	1,981		993	(285)		1,367	1,704
70240 Accounting Professional Fees							480						480
70245 Payroll Processing Fees	143	137	182		161	163	327	327	327				1,899
70255 Other Prof Fees	14,418	1,246	1,266	5,962	678	6,396	772	1,043	1,761	6,072	1,731	1,418	42,192
70300 Data Processing	5,364	5,739	5,739	5,364	4,472	5,739	5,977	5,888	5,368	5,358	5,958	5,958	59,997
70302 Computer Supplies										14			159
70310 Bad Debt Provision	58,297	(51,081)	58,025	(41,060)	82,241	(48,901)	58,971	(51,280)	47,732	(83,442)	76,473	(51,520)	76,983
70320 Credit and Collection	(2,950)	470	1,347	1,347	901	1,909	1,781	998	1,198	1,482	1,821	1,234	13,858
70335 Miscellaneous													3
70336 Coffee Bar	983	404	672	564	810	578	940	601	740	429	680	377	7,997
70345 Security Services	74						80		80		813	80	997

	Jul-16	Aug-16	Sep-16	Oct-16	Nov-16	Dec-16	Jan-17	Feb-17	Mar-17	Apr-17	May-17	Jun-17	Total
G&A	100,814	46,256	140,171	40,075	110,340	43,024	104,555	54,500	100,004	75,011	100,000	100,219	1,200,216
70149 Corporate Overhead Allocation In	52,346	52,070	57,500	47,962	47,499	47,775	68,596	68,504	73,990	75,224	79,699	48,546	700,791
Corp Overhead	52,346	52,070	57,500	47,962	47,499	47,775	68,596	68,504	73,990	75,224	79,699	48,546	700,791
<b>Total SG&amp;A</b>	<b>213,399</b>	<b>98,326</b>	<b>297,671</b>	<b>87,997</b>	<b>157,839</b>	<b>90,799</b>	<b>266,304</b>	<b>149,358</b>	<b>271,740</b>	<b>189,388</b>	<b>304,100</b>	<b>148,765</b>	<b>2,170,837</b>
<b>EBITDA</b>	<b>575,426</b>	<b>479,982</b>	<b>628,502</b>	<b>184,200</b>	<b>551,131</b>	<b>420,500</b>	<b>741,202</b>	<b>875,521</b>	<b>898,325</b>	<b>912,851</b>	<b>540,322</b>	<b>383,074</b>	<b>8,292,378</b>
<b>Watch list EBITDA</b>	<b>693</b>	<b>697</b>	<b>702</b>	<b>712</b>	<b>697</b>	<b>404</b>	<b>656</b>	<b>669</b>	<b>1,035</b>	<b>1,054</b>	<b>671</b>	<b>1,061</b>	<b>6,472</b>
51260 Depreciation	57,850	57,174	55,037	50,258	50,931	55,446	55,643	71,942	71,874	55,337	58,470	55,359	758,576
54260 Depreciation	31,473	22,329	21,790	24,069	22,516	23,497	35,236	40,355	37,791	37,567	37,569	26,461	299,756
57260 Depreciation	445	445	445	445	445	445	105	105	105	105	105	105	1,323
70260 Depreciation							174	174	174	174	174	174	1,047
Depreciation	79,823	79,947	82,280	95,114	94,172	83,238	100,159	112,547	109,934	106,184	97,323	97,130	1,122,714
Airspace Amort													
Intangible Amort													
<b>Total DDA</b>	<b>79,823</b>	<b>79,947</b>	<b>82,280</b>	<b>95,114</b>	<b>94,172</b>	<b>83,238</b>	<b>100,159</b>	<b>112,547</b>	<b>109,934</b>	<b>106,184</b>	<b>97,323</b>	<b>97,130</b>	<b>1,122,714</b>
<b>EBIT From Ops</b>	<b>495,599</b>	<b>400,016</b>	<b>546,221</b>	<b>179,086</b>	<b>456,959</b>	<b>337,261</b>	<b>636,103</b>	<b>763,074</b>	<b>790,031</b>	<b>806,667</b>	<b>443,034</b>	<b>385,943</b>	<b>7,170,664</b>
Interest Exp													
Interest Income													
Other Inc/Exp													
<b>NI b/ Taxes &amp; Extra</b>	<b>495,599</b>	<b>400,016</b>	<b>546,221</b>	<b>179,086</b>	<b>456,959</b>	<b>337,261</b>	<b>636,103</b>	<b>763,074</b>	<b>790,031</b>	<b>806,667</b>	<b>443,034</b>	<b>385,943</b>	<b>7,170,664</b>
Extra. Items													
<b>NI b/ Taxes</b>	<b>495,599</b>	<b>400,016</b>	<b>546,221</b>	<b>179,086</b>	<b>456,959</b>	<b>337,261</b>	<b>636,103</b>	<b>763,074</b>	<b>790,031</b>	<b>806,667</b>	<b>443,034</b>	<b>385,943</b>	<b>7,170,664</b>
Taxes													
<b>Net Income</b>	<b>495,599</b>	<b>400,016</b>	<b>546,221</b>	<b>179,086</b>	<b>456,959</b>	<b>337,261</b>	<b>636,103</b>	<b>763,074</b>	<b>790,031</b>	<b>806,667</b>	<b>443,034</b>	<b>385,943</b>	<b>7,170,664</b>
Non Controlling Int													
<b>Net Income Attrib</b>	<b>495,599</b>	<b>400,016</b>	<b>546,221</b>	<b>179,086</b>	<b>456,959</b>	<b>337,261</b>	<b>636,103</b>	<b>763,074</b>	<b>790,031</b>	<b>806,667</b>	<b>443,034</b>	<b>385,943</b>	<b>7,170,664</b>
Data Not Included													