

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 |