

<u>REVENUES:</u>	<u>4th Qtr 2012</u>		<u>Projected based on 4th Qtr</u>		<u>Adjustments</u>	<u>Adjusted State</u>
RESIDENTIAL COLLECTIONS	\$	24,504	\$	98,305 (from customer counts)		\$ 98,305
<b>OPERATING EXPENSES</b>						
WAGES	\$	9,753 39.80%	\$	39,012 39.68%	\$ (5,940) Note 1	\$ 33,072
WAGES-OFFICER	\$	568 2.32%	\$	2,272 2.31%		\$ 2,272
PROCESSING FEES	\$	475 1.94%	\$	1,900 1.93%	\$ 17,458 Note 2	\$ 19,358
WASHINGTON STATE FERRY	\$	1,063 4.34%	\$	4,252 4.33%		\$ 4,252
LEASE EXPENSE	\$	636 2.60%	\$	2,544 2.59%		\$ 2,544
REPAIRS AND MAINTENANCE	\$	1,586 6.47%	\$	6,344 6.45%		\$ 6,344
FUEL AND OIL	\$	1,722 7.03%	\$	6,888 7.01%		\$ 6,888
TIRES AND TUBES	\$	403 1.64%	\$	1,612 1.64%		\$ 1,612
DEPRECIATION	\$	2,280 9.30%	\$	9,120 9.28%		\$ 9,120
INSURANCE	\$	328 1.34%	\$	1,312 1.33%		\$ 1,312
MEDICAL INSURANCE	\$	1,499 6.12%	\$	5,996 6.10%		\$ 5,996
RETIREMENT FUND	\$	720 2.94%	\$	2,880 2.93%		\$ 2,880
BUSINESS TAXES	\$	552 2.25%	\$	2,208 2.25%		\$ 2,208
TAXES AND LICENSES	\$	193 0.79%	\$	772 0.79%		\$ 772
PAYROLL TAXES	\$	1,471 6.00%	\$	5,884 5.99%	\$ (883) Note 3	\$ 5,001
UTILITIES	\$	63 0.26%	\$	252 0.26%		\$ 252
TELEPHONE	\$	251 1.02%	\$	1,004 1.02%		\$ 1,004
OFFICE	\$	2,556 10.43%	\$	10,224 10.40%	\$ (7,248) Note 4	\$ 2,976
ADVERTISING	\$	- 0.00%	\$	- 0.00%		\$ -
TRAVEL AND EVENTS	\$	133 0.54%	\$	532 0.54%		\$ 532
DUES AND SUBSCRIPTIONS	\$	65 0.27%	\$	260 0.26%		\$ 260
PROFESSIONAL FEES	\$	59 0.24%	\$	236 0.24%		\$ 236
DONATIONS	\$	- 0.00%	\$	- 0.00%		\$ -
MISCELLANEOUS	\$	7 0.03%	\$	28 0.03%		\$ 28
<b>TOTAL OPERATING EXPENSES</b>	\$	26,383 107.67%	\$	105,532 107.35%	\$ 3,387	\$ 108,919
<b>INCOME FROM OPERATIONS</b>	\$	(1,879) -7.67%	\$	(7,227) -7.35%		\$ (10,614)

**Note 1:** Wages were higher due to new driver learning new routes, going forward direct hours should be 912 per year, and indirect wages will to

**Note 2:** Disposal is based on December totals. Formula was total weight per customer for that period times total projected customers for the ye  
(See processing tab)

**Note 3:** Payroll Taxes reduced by 15% to relect wages reduced by 15%

**Note 4:** Letter/Notice cost(\$1,812) is in initial 3 months, and then multiplied by 4 on yearly, that cost is removed.

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33.64%

2.31%

19.69%

4.33%

2.59%

6.45%

7.01%

1.64%

9.28%

1.33%

6.10%

2.93%

2.25%

0.79%

5.09%

0.26%

1.02%

3.03%

0.00%

0.54%

0.26%

0.24%

0.00%

0.03%

110.80%

-10.80%

total \$12,096

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December customer total	853	853 billed times both months
December total weight	33,240	in pounds
Pounds per billed customer per month	38.97	
Total Yearly Customers	10,458	
Estimated Yearly Recycling pounds	407,531	
Estimated Yearly Recycling in Tons	203.77	
Cost per ton of recycling	\$ 95.00	
Estimated total cost of recycling	\$ 19,357.72	

The risk here is that customers will grow accustomed to the service and use it more robustly, resulting in higher d

There is good potential for the price per ton to fall to \$60 when the county turns over operation of the Transfer Sta private operator.

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