

Waste Management of Greater Wenatchee

Working Trial Balance

<u>Account Description</u>	<u>Pro Forma Total per TG-131125</u>	<u>%</u>	<u>Reclass/ Acc'ting Adj.'s Dr.(Cr.)</u>	<u>Adjusted Total</u>	<u>Restating/ Pro Forma Adj. Dr.(Cr.)</u>	<u>Pro Forma Total</u>	<u>%</u>
Operating Revenue							
External Operating Revenue							
Commercial Collection	\$ 1,660,780	27.5%		\$ 1,660,780	B 18,349	\$ 1,679,129	27.4%
Commercial Rent	71,243	1.2%		71,243		71,243	1.2%
Residential Collection	2,649,750	43.9%		2,649,750	B 49,475	2,699,225	44.0%
Residential Collection Rcy	235,169	3.9%		235,169		235,169	3.8%
Residential Collection Yard Waste	14,191	0.2%		14,191		14,191	0.2%
Roll Off Collection Permanent	456,842	7.6%		456,842		456,842	7.5%
Roll Off Disposal Pass Through	652,279	10.8%	A 29,162	681,441		681,441	11.1%
Roll Off Rent	42,513	0.7%		42,513		42,513	0.7%
Douglas County Fee	166,774	2.8%		166,774		166,774	2.7%
Sales - Collection	\$ 5,949,541	98.6%	\$ 29,162	\$ 5,978,703	\$ 67,823	\$ 6,046,526	98.7%
Other Late Fee Revenue	5,139	0.1%		5,139		5,139	0.1%
Other Operating Revenue	5,139	0.1%	-	5,139	-	5,139	0.1%
External Operating Revenue	5,954,680	98.7%	29,162	5,983,842	67,823	6,051,665	98.8%
IC Material Sales	76,798	1.3%		76,798		76,798	1.3%
Intercompany Operating Revenue	76,798	1.3%	-	76,798	-	76,798	1.3%
Total Operating Revenue	\$ 6,031,478	100.0%	\$ 29,162	\$ 6,060,640	\$ 67,823	\$ 6,128,463	100.0%
Revenue Reduction							
Disposal to Landfill	-	0.0%		-		-	0.0%
Disposal Pass Through - roll Off	584,155	9.7%	A 29,162	613,317		613,317	10.0%
Disposal Pass Through - roll Off (Dryden)	68,123	1.1%		68,123		68,123	1.1%
Disposal to Dryden Transfer Station	162,410	2.7%		162,410		162,410	2.7%
Disposal to Other Facility	1,704	0.0%		1,704		1,704	0.0%
Disposal to IC Landfill	1,321,258	21.9%	B 65,957	1,387,215		1,387,215	22.6%
Subcontractor Costs - Other	21,806	0.4%		21,806		21,806	0.4%
State B & O Tax	104,233	1.7%		104,233	B 1,448	105,681	1.7%

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Douglas County Fee	166,774	2.8%		166,774		166,774	2.7%
WUTC Fees	27,004	0.5%		27,004	B 408	27,412	0.5%
Other Disposal Costs	-	0.0%		-		-	0.0%
Total Revenue Reduction	<u>2,499,306</u>	<u>41.4%</u>	<u>95,118</u>	<u>2,594,424</u>	<u>1,857</u>	<u>2,596,281</u>	<u>42.4%</u>
Net Revenue	<u>\$ 3,532,172</u>	<u>58.6%</u>	<u>\$ (65,957)</u>	<u>\$ 3,466,215</u>	<u>\$ 65,967</u>	<u>\$ 3,532,182</u>	<u>57.6%</u>
Operating Expenses							
Direct Labor Costs							
Wages - Hourly Operations	716,076	11.9%		716,076		716,076	11.7%
Group Insurance - WMI	115,595	1.9%		115,595		115,595	1.9%
Workers Compensation - Premium	6,380	0.1%		6,380		6,380	0.1%
Employer 401K Matching	18,428	0.3%		18,428		18,428	0.3%
Safety Program Expense	417	0.0%		417		417	0.0%
Payroll Tax Expense	62,743	1.0%		62,743		62,743	1.0%
Medical Expense	157	0.0%		157		157	0.0%
Uniforms	3,696	0.1%		3,696		3,696	0.1%
Other Employee Costs	1,913	0.0%		1,913		1,913	0.0%
Direct Labor Costs	<u>925,405</u>	<u>15.3%</u>	<u>-</u>	<u>925,405</u>	<u>-</u>	<u>925,405</u>	<u>15.1%</u>
Primary Equipment Costs							
Primary Equipment Fixed							
Vehicle License, Fees, Permits	21,354	0.4%		21,354		21,354	0.4%
Insurance - Trucks	12,532	0.2%		12,532		12,532	0.2%
Insurance - General Liability	5,870	0.1%		5,870		5,870	0.1%
Insurance - Umbrella	4,295	0.1%		4,295		4,295	0.1%
Uninsured Loss - Corp Charge	24,590	0.4%		24,590		24,590	0.4%
Uninsured Loss - Local Settle	11,917	0.2%		11,917		11,917	0.2%
Fleet Pride Reclass	5,858	0.1%		5,858		5,858	0.1%
Depreciation - Trucks	181,363	3.0%		181,363		181,363	3.0%
Primary Equipment Fixed	<u>267,779</u>	<u>4.4%</u>	<u>-</u>	<u>267,779</u>	<u>-</u>	<u>267,779</u>	<u>4.4%</u>
Primary Equipment Variable Cost							
Truck/Primary Equipment Variable & Shop Costs							
Wages - Hourly Operations	133,225	2.2%		133,225		133,225	2.2%
Group Insurance - WMI	23,073	0.4%		23,073		23,073	0.4%

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Workers Compensation - Premium	941	0.0%		941		941	0.0%
Employer 401K Matching	2,581	0.0%		2,581		2,581	0.0%
Payroll Tax Expense	12,089	0.2%		12,089		12,089	0.2%
Uniforms	799	0.0%		799		799	0.0%
Other Employee Costs	35	0.0%		35		35	0.0%
New, Retread & Repaired Tires	49,360	0.8%		49,360		49,360	0.8%
Tire Third Prty Truck Specific	19,385	0.3%		19,385		19,385	0.3%
Other Tire Maintenance	90	0.0%		90		90	0.0%
Parts Inventory Expense	204,005	3.4%		204,005		204,005	3.3%
Maintenance Supplies Expense	14,716	0.2%		14,716		14,716	0.2%
Small Tools Expense	1,335	0.0%		1,335		1,335	0.0%
Parts Inventory Adjustments	(1,492)	0.0%		(1,492)		(1,492)	0.0%
Primary Lubricants	(1,492)	0.0%		(1,492)		(1,492)	0.0%
Third Party Repairs	116,213	1.9%		116,213		116,213	1.9%
Third Party Towing	7,700	0.1%		7,700		7,700	0.1%
Third Party Equipment Maint	180	0.0%		180		180	0.0%
Warranty Recovery	(859)	0.0%		(859)		(859)	0.0%
Clear Diesel Fuel - On Hwy	449,936	7.5%		449,936		449,936	7.3%
Gasoline	236	0.0%		236		236	0.0%
Propane	40	0.0%		40		40	0.0%
Insurance - General Liability	887	0.0%		887		887	0.0%
Insurance - Umbrella	649	0.0%		649		649	0.0%
Uninsured Loss - Local Settle	572	0.0%		572		572	0.0%
Environmental Compliance	729	0.0%		729		729	0.0%
Procurement Card Rebate	(6,217)	-0.1%		(6,217)		(6,217)	-0.1%
Allocations	(80,737)	-1.3%		(80,737)		(80,737)	-1.3%
Truck/Primary Equipment Variable & Shop Costs	947,979	15.7%	-	947,979	-	947,979	15.5%
Primary Equipment Costs	1,215,758	20.2%	-	1,215,758	-	1,215,758	19.8%
Secondary Equipment Costs							
Depreciation - Carts	36,018	0.6%		36,018		36,018	0.6%
Depreciation - Containers	23,097	0.4%		23,097		23,097	0.4%
Secondary Equipment Fixed Costs	59,115	1.0%	-	59,115	-	59,115	1.0%
Secondary Equipment Variable Costs							

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Container/Secondary Equipment External Variable & Shop Costs							
Wages - Hourly Operations	50,441	0.8%		50,441		50,441	0.8%
Group Insurance - WMI	8,146	0.1%		8,146		8,146	0.1%
Workers Compensation - Premium	449	0.0%		449		449	0.0%
Employer 401K Matching	263	0.0%		263		263	0.0%
Safety Program Expense	(169)	0.0%		(169)		(169)	0.0%
Payroll Tax Expense	4,617	0.1%		4,617		4,617	0.1%
Temporary Agency Labor	4,196	0.1%		4,196		4,196	0.1%
Uniforms	157	0.0%		157		157	0.0%
Other Employee Costs	46	0.0%		46		46	0.0%
Parts Inventory Expense	(55)	0.0%		(55)		(55)	0.0%
Maintenance Supplies Expense	5,172	0.1%		5,172		5,172	0.1%
Small Tools Expense	453	0.0%		453		453	0.0%
Container Lids	3,901	0.1%		3,901		3,901	0.1%
Container Casters	1,442	0.0%		1,442		1,442	0.0%
Third Party Container Maint	1,416	0.0%		1,416		1,416	0.0%
Rental - Equipment	(2)	0.0%		(2)		(2)	0.0%
Propane	329	0.0%		329		329	0.0%
Vehicle License, Fees, Permits	198	0.0%		198		198	0.0%
Insurance - Trucks	422	0.0%		422		422	0.0%
Insurance - General Liability	422	0.0%		422		422	0.0%
Insurance - Umbrella	309	0.0%		309		309	0.0%
Procurement Card Rebate	(195)	0.0%		(195)		(195)	0.0%
Specialized Operations Equipmt	345	0.0%		345		345	0.0%
Allocation in	21,598	0.4%		21,598		21,598	0.4%
Depreciation - Support Vehicle	4,548	0.1%		4,548		4,548	0.1%
Secondary Equipment Variable Costs	108,449	1.8%	-	108,449	-	108,449	1.8%
Secondary Equipment Costs	167,564	2.8%	-	167,564	-	167,564	2.7%
Operations Support and Other							
Wages - Salaried Operations	156,839	2.6%		156,839		156,839	2.6%
Group Insurance - WMI	28,584	0.5%		28,584		28,584	0.5%
Workers Compensation - Premium	1,125	0.0%		1,125		1,125	0.0%
Employer 401K Matching	6,267	0.1%		6,267		6,267	0.1%

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Safety Program Expense	6,309	0.1%		6,309		6,309	0.1%
Payroll Tax Expense	17,068	0.3%		17,068		17,068	0.3%
Independent Contract Labor	49	0.0%		49		49	0.0%
Temporary Agency Labor	7,737	0.1%		7,737		7,737	0.1%
Employee Relocation Expense	16,567	0.3%		16,567		16,567	0.3%
Employee & Community Activity	688	0.0%		688		688	0.0%
Medical Expense	1,247	0.0%		1,247		1,247	0.0%
Uniforms	3,633	0.1%		3,633		3,633	0.1%
Maintenance Supplies Expense	985	0.0%		985		985	0.0%
Small Tools Expense	13	0.0%		13		13	0.0%
Primary Lubricants	10	0.0%		10		10	0.0%
Building Maintenance	16,016	0.3%		16,016		16,016	0.3%
Grounds Maintenance	1,434	0.0%		1,434		1,434	0.0%
Third Party Repairs	(26)	0.0%		(26)		(26)	0.0%
Truck Washing	12	0.0%		12		12	0.0%
Third Party Equipment Maint	11	0.0%		11		11	0.0%
Taxes - Personal Property	6,174	0.1%		6,174		6,174	0.1%
Taxes - Real Property	2,332	0.0%		2,332		2,332	0.0%
Rental - Equipment	5,671	0.1%		5,671		5,671	0.1%
Rental - Land/Building	34,798	0.6%		34,798		34,798	0.6%
Utilities	18,115	0.3%		18,115		18,115	0.3%
Gasoline	5,422	0.1%		5,422		5,422	0.1%
Propane	14	0.0%		14		14	0.0%
Vehicle License, Fees, Permits	626	0.0%		626		626	0.0%
Groundwater Monitoring	1,162	0.0%		1,162		1,162	0.0%
Surface Water Monitoring	25	0.0%		25		25	0.0%
Environmental Compliance	4,705	0.1%		4,705		4,705	0.1%
Insurance - Trucks	2,892	0.1%		2,892		2,892	0.1%
Insurance - Building	1,967	0.0%		1,967		1,967	0.0%
Insurance - General Liability	1,059	0.0%		1,059		1,059	0.0%
Insurance - Umbrella	775	0.0%		775		775	0.0%
License, Fees, Permits	1,745	0.0%		1,745		1,745	0.0%
Miscellaneous	972	0.0%		972		972	0.0%
Procurement Card Rebate	(1,061)	0.0%		(1,061)		(1,061)	0.0%
Educational Manuals/Publ	77	0.0%		77		77	0.0%
Seminars & Education	60	0.0%		60		60	0.0%
Training Expense	35	0.0%		35		35	0.0%

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Office Supplies	1,991	0.0%		1,991		1,991	0.0%
Vehicles Safety Initiatives	561	0.0%		561		561	0.0%
Other Supplies	3,625	0.1%		3,625		3,625	0.1%
Telephone - Office	3,015	0.1%		3,015		3,015	0.1%
Telephone - Mobile/Pager	11,676	0.2%		11,676		11,676	0.2%
Specialized Operations Equipmt	14	0.0%		14		14	0.0%
Travel - Auto	1,393	0.0%		1,393		1,393	0.0%
Travel - Airlines	625	0.0%		625		625	0.0%
Travel - Meals	1,098	0.0%		1,098		1,098	0.0%
Travel - Lodging	2,150	0.0%		2,150		2,150	0.0%
Travel - Other	351	0.0%		351		351	0.0%
Entertainment	229	0.0%		229		229	0.0%
Meals	731	0.0%		731		731	0.0%
Allocations	6,135	0.1%		6,135		6,135	0.1%
Sale of Assets - PS System	(5,317)	-0.1%		(5,317)		(5,317)	-0.1%
Sale of Assets - Non-PS System	-	0.0%	-	-	-	-	0.0%
Operating Support and Other Costs	380,410	6.3%	-	380,410	-	380,410	6.2%
Operating Expenses	2,689,137	44.6%	-	2,689,137	-	2,689,137	43.9%
Gross Profit	843,035	14.0%	(65,957)	777,078	65,967	843,045	13.8%
<u>Sales, General, and Administrative</u>							
Sales Expenses							
Advertising	4,064	0.1%		4,064		4,064	0.1%
Procurement Card Rebate	(38)	0.0%		(38)		(38)	0.0%
Sales Expense	4,026	0.1%	-	4,026	-	4,026	0.1%
<u>General and Administrative Expenses</u>							
Bad Debt Expense	45,910	0.8%		45,910	B 728	46,638	0.8%
Late Fees and Fines Billed	(496)	0.0%		(496)		(496)	0.0%
Bank Charges	210	0.0%		210		210	0.0%
Credit Card Fees	21,771	0.4%		21,771		21,771	0.4%
Computer Supplies	1,679	0.0%		1,679		1,679	0.0%
PC Expense	760	0.0%		760		760	0.0%
Dues and Subscriptions	196	0.0%		196		196	0.0%

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Postage	12,864	0.2%		12,864		12,864	0.2%
Printing	9,114	0.2%		9,114		9,114	0.2%
Procurement Card Rebate	(126)	0.0%		(126)		(126)	0.0%
Accounting & Legal	6,354	0.1%		6,354		6,354	0.1%
Allocation of Market Area Overhead	142,979	2.4%		142,979		142,979	2.3%
Allocation of Market Area Customer Service	101,475	1.7%		101,475		101,475	1.7%
Allocation of Corp. & Group Overhead	257,316	4.3%		257,316		257,316	4.2%
Corporate Intangible Charge	-	0.0%	-	-	-	-	0.0%
General and Administrative Expenses	600,006	10.0%	-	600,006	728	600,734	9.8%
Sales, General, and Administrative	604,032	10.0%	-	604,032	728	604,760	9.9%
Income From Operations (EBIT)	\$ 239,003	4.0%	\$ (65,957)	\$ 173,046	\$ 65,238	\$ 238,285	3.9%
Operating Ratio	<u>96.04%</u>			<u>97.14%</u>		<u>96.11%</u>	

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Price Out of Services - Commercial

Row Labels	# of Containers	# of Customers	Freq.	Current Rate	Annual Revenue	Proposed Rate	Pro Forma Annual Revenue	Price Diff.	Revenue Diff.	% INC. (DEC.)	Cost per Yard
						1.15%					
Com'l Garbage - Douglas/Chelan County Tariff #11											
1AM 1-32 GAL CAN MSW	16	16	1.0	\$ 4.30	\$ 3,578	\$ 4.35	\$ 3,619	\$ 0.05	\$ 42	1.2%	
2AM 2-32 GAL CANS MSW	4	2	1.0	\$ 4.30	894	\$ 4.35	\$ 905	\$ 0.05	10	1.2%	
CM1 35 GAL CART MSW 1X WK	9	9	1.0	\$ 5.90	2,761	\$ 5.97	\$ 2,794	\$ 0.07	33	1.2%	
1DM 1-64 GAL CART MSW	9	9	1.0	\$ 7.25	3,393	\$ 7.33	\$ 3,430	\$ 0.08	37	1.1%	
2DM 2-64 GAL CARTS MSW	2	1	1.0	\$ 7.25	754	\$ 7.33	\$ 762	\$ 0.08	8	1.1%	
1EM 1-96 GAL CART MSW	119	119	1.0	\$ 8.50	52,598	\$ 8.60	\$ 53,217	\$ 0.10	619	1.2%	
2EM 2-96 GAL CARTS MSW	30	15	1.0	\$ 8.50	13,260	\$ 8.60	\$ 13,416	\$ 0.10	156	1.2%	
3EM 3-96 GAL CARTS MSW	9	3	1.0	\$ 8.50	3,978	\$ 8.60	\$ 4,025	\$ 0.10	47	1.2%	
4EM 4-96 GAL CARTS MSW	4	1	1.0	\$ 8.50	1,768	\$ 8.60	\$ 1,789	\$ 0.10	21	1.2%	
6EM 6-96 GAL CARTS MSW	6	1	1.0	\$ 8.50	2,652	\$ 8.60	\$ 2,683	\$ 0.10	31	1.2%	
9EM 9-96 GAL CARTS MSW	45	5	1.0	\$ 8.50	19,890	\$ 8.60	\$ 20,124	\$ 0.10	234	1.2%	
1FX 1 YD MSW EXTRA SVC	1	1	1.0	\$ 19.60	235	\$ 19.83	\$ 238	\$ 0.23	3	1.2%	
1FE 1 YD MSW EOW	18	18	0.5	\$ 15.40	7,207	\$ 15.58	\$ 7,291	\$ 0.18	84	1.2%	
111 1-1 YD 1X PER WEEK	117	117	1.0	\$ 15.40	93,694	\$ 15.58	\$ 94,789	\$ 0.18	1,095	1.2%	\$ 15.58
5FX 1.5 YD MSW EXTRA SVC	1	1	1.0	\$ 23.80	286	\$ 24.07	\$ 289	\$ 0.27	3	1.1%	
5FE 1.5 YD MSW EOW	13	13	0.5	\$ 19.70	6,659	\$ 19.93	\$ 6,736	\$ 0.23	78	1.2%	
151 1-1.5 YD 1X PER WEEK	174	174	1.0	\$ 19.70	178,246	\$ 19.93	\$ 180,327	\$ 0.23	2,081	1.2%	\$ 13.29
251 2-1.5 YD 1X PER WEEK	2	1	1.0	\$ 19.70	2,049	\$ 19.93	\$ 2,073	\$ 0.23	24	1.2%	
2PT 2 YD MSW TEMP PER UNIT	1	1	1.0	\$ 35.50	1,846	\$ 35.91	\$ 1,867	\$ 0.41	21	1.2%	
2FL 2 YD MSW EXTRA LIFT	3	3	1.0	\$ 28.40	1,022	\$ 28.73	\$ 1,034	\$ 0.33	12	1.2%	
2FE 2 YD MSW EOW	32	32	0.5	\$ 24.20	20,134	\$ 24.48	\$ 20,367	\$ 0.28	233	1.2%	
121 1-2 YD 1X PER WEEK	131	131	1.0	\$ 24.20	164,850	\$ 24.48	\$ 166,758	\$ 0.28	1,907	1.2%	\$ 12.24
221 2-2 YD 1X PER WEEK	2	1	1.0	\$ 24.20	2,517	\$ 24.48	\$ 2,546	\$ 0.28	29	1.2%	
3PT 3 YD MSW TEMP PER UNIT	3	3	1.0	\$ 44.70	6,973	\$ 45.21	\$ 7,053	\$ 0.51	80	1.1%	
3FX 3 YD MSW EXTRA SVC	1	1	1.0	\$ 37.60	451	\$ 38.03	\$ 456	\$ 0.43	5	1.1%	
3FE 3 YD MSW EOW	12	12	0.5	\$ 33.40	10,421	\$ 33.78	\$ 10,539	\$ 0.38	119	1.1%	
131 1-3 YD 1X PER WEEK	79	79	1.0	\$ 33.40	137,207	\$ 33.78	\$ 138,768	\$ 0.38	1,561	1.1%	\$ 11.26
231 2-3 YD 1X PER WEEK	4	2	1.0	\$ 33.40	6,947	\$ 33.78	\$ 7,026	\$ 0.38	79	1.1%	
132 1-3 YD 2X PER WEEK	1	1	2.0	\$ 33.40	3,474	\$ 33.78	\$ 3,513	\$ 0.38	40	1.1%	
4PT 4 YD MSW TEMP PER UNIT	3	3	1.0	\$ 53.70	8,377	\$ 54.32	\$ 8,474	\$ 0.62	97	1.2%	
4FM 4 YD MSW 1X MO	2	2	0.3	\$ 42.60	1,108	\$ 43.09	\$ 1,120	\$ 0.49	13	1.2%	
4FE 4 YD MSW EOW	12	12	0.5	\$ 42.60	13,291	\$ 43.09	\$ 13,444	\$ 0.49	153	1.2%	
141 1-4 YD 1X PER WEEK	79	79	1.0	\$ 42.60	175,001	\$ 43.09	\$ 177,014	\$ 0.49	2,013	1.2%	\$ 10.77
241 2-4 YD 1X PER WEEK	4	2	1.0	\$ 42.60	8,861	\$ 43.09	\$ 8,963	\$ 0.49	102	1.2%	
541 5-4 YD 1X PER WEEK	5	1	1.0	\$ 42.60	11,076	\$ 43.09	\$ 11,203	\$ 0.49	127	1.2%	
142 1-4 YD 2X PER WEEK	1	1	2.0	\$ 42.60	4,430	\$ 43.09	\$ 4,481	\$ 0.49	51	1.2%	
143 1-4 YD 3X PER WEEK	2	2	3.0	\$ 42.60	13,291	\$ 43.09	\$ 13,444	\$ 0.49	153	1.2%	
6PT 6 YD MSW TEMP PER UNIT	2	2	1.0	\$ 71.70	7,457	\$ 72.52	\$ 7,542	\$ 0.82	85	1.1%	
6FE 6 YD MSW EOW	5	5	0.5	\$ 60.40	7,852	\$ 61.09	\$ 7,942	\$ 0.69	90	1.1%	
161 1-6 YD 1X PER WEEK	58	58	1.0	\$ 60.40	182,166	\$ 61.09	\$ 184,247	\$ 0.69	2,081	1.1%	\$ 10.18
261 2-6 YD 1X PER WEEK	14	7	1.0	\$ 60.40	43,971	\$ 61.09	\$ 44,474	\$ 0.69	502	1.1%	
361 3-6 YD 1X PER WEEK	3	1	1.0	\$ 60.40	9,422	\$ 61.09	\$ 9,530	\$ 0.69	108	1.1%	
162 1-6 YD 2X PER WEEK	1	1	2.0	\$ 60.40	6,282	\$ 61.09	\$ 6,353	\$ 0.69	72	1.1%	
262 2-6 YD 2X PER WEEK	2	1	2.0	\$ 60.40	12,563	\$ 61.09	\$ 12,707	\$ 0.69	144	1.1%	
163 1-6 YD 3X PER WEEK	1	1	3.0	\$ 60.40	9,422	\$ 61.09	\$ 9,530	\$ 0.69	108	1.1%	
6FX 6 YD MSW EXTRA SVC	5	5	1.0	\$ 64.60	3,876	\$ 65.34	\$ 3,920	\$ 0.74	44	1.1%	
8PT 8 YD MSW TEMP PER UNIT	6	6	1.0	\$ 89.70	27,986	\$ 90.73	\$ 28,308	\$ 1.03	321	1.1%	
8FE 8 YD MSW EOW	6	6	0.5	\$ 78.45	12,238	\$ 79.35	\$ 12,379	\$ 0.90	140	1.1%	
181 1-8 YD 1X PER WEEK	30	30	1.0	\$ 78.45	122,382	\$ 79.35	\$ 123,786	\$ 0.90	1,404	1.1%	\$ 9.92
381 3-8 YD 1X PER WEEK	3	1	1.0	\$ 78.45	12,238	\$ 79.35	\$ 12,379	\$ 0.90	140	1.1%	

Waste Management of Wenatchee

Price Out of Services - Commercial

Row Labels	# of	# of	Freq.	Current	Annual	Proposed	Pro Forma	Price	Revenue	%	Cost
	Containers	Customers		Rate	Revenue	Rate	Annual	Diff.	Diff.	INC.	per Yard
							Revenue			(DEC.)	
182 1-8 YD 2X PER WEEK	4	4	2.0	\$ 78.45	32,635	\$ 79.35	\$ 33,010	\$ 0.90	374	1.1%	
183 1-8 YD 3X PER WEEK	3	3	3.0	\$ 78.45	36,715	\$ 79.35	\$ 37,136	\$ 0.90	421	1.1%	
6C1 6 YD COMPACTOR 1X WK	1	1	1.0	\$ 181.60	9,443	\$ 183.69	\$ 9,552	\$ 2.09	109	1.2%	\$ 30.62
6CL 6 YD COMPACTOR EXTRA LIFT	4	4	1.0	\$ 186.90	8,971	\$ 189.05	\$ 9,074	\$ 2.15	103	1.2%	
1DF DISTANCE 1 FLAT	17	16	1.0	\$ 0.30	265	\$ 0.30	\$ 265	\$ -	-	0.0%	
DDC DISTANCE DRIVE-IN	6	6	1.0	\$ 1.50	468	\$ 1.50	\$ 468	\$ -	-	0.0%	
DLT DELIVER CONTAINER MSW TEMP	13	13	1.0	\$ 51.20	34,611	\$ 51.20	\$ 34,611	\$ -	-	0.0%	
FG1 FEL GATE FEE 1X WK	1	1	1.0	\$ 12.90	671	\$ 12.90	\$ 671	\$ -	-	0.0%	
FG2 FEL GATE FEE 2X WK	1	1	2.0	\$ 12.90	1,342	\$ 12.90	\$ 1,342	\$ -	-	0.0%	
FR1 FEL ROLLOUT FEE 1X WK	1	1	1.0	\$ 3.50	182	\$ 3.50	\$ 182	\$ -	-	0.0%	
FR2 FEL ROLLOUT FEE 2X WK	1	1	2.0	\$ 3.50	364	\$ 3.50	\$ 364	\$ -	-	0.0%	
LKU LOCK/UNLOCK PER UNIT	1	1	1.0	\$ 12.90	671	\$ 12.90	\$ 671	\$ -	-	0.0%	
OFC SNAPSHOT EXCESS YARDS	21	21	1.0	\$ 15.00	16,380	\$ 15.00	\$ 16,380	\$ -	-	0.0%	
RTF RETURN TRIP FEE MSW CONTAINERS	10	10	1.0	\$ 18.70	9,724	\$ 18.70	\$ 9,724	\$ -	-	0.0%	
XOC EXTRA BAG, BOX OR CAN	8	8	1.0	\$ 4.30	1,789	\$ 4.30	\$ 1,789	\$ -	-	0.0%	
	<u>1,184</u>	<u>1,089</u>			<u>\$ 1,597,267</u>		<u>\$ 1,614,914</u>		<u>\$ 17,647</u>	<u>1.1%</u>	
Balance per WTB		13068			<u>\$ 1,660,780</u>		<u>\$ 1,679,129</u>		<u>\$ 18,349</u>	<u>1.1%</u>	
					<u>4.0%</u>		<u>4.0%</u>		<u>4.0%</u>		

Special PU

35 gal	\$ 9.40	\$ 9.51
64 gal	\$ 10.75	\$ 10.87
96 gal	\$ 12.00	\$ 12.14
1 yard	\$ 19.50	\$ 19.72
1.5 yard	\$ 23.80	\$ 24.07
2 yard	\$ 28.30	\$ 28.63
3 yard	\$ 37.50	\$ 37.93
4 yard	\$ 46.70	\$ 47.24
6 yard	\$ 64.50	\$ 65.24
8 yard	\$ 82.55	\$ 83.50

Temp PU

35 gal	\$ -	\$ -
64 gal	\$ -	\$ -
96 gal	\$ -	\$ -
1 yard	\$ 26.40	\$ 26.70
1.5 yard	\$ 30.70	\$ 31.05
2 yard	\$ 35.20	\$ 35.60
3 yard	\$ 44.40	\$ 44.91
4 yard	\$ 53.60	\$ 54.22
6 yard	\$ 71.40	\$ 72.22
8 yard	\$ 89.45	\$ 90.48

Waste Management of Wenatchee

Price Out of Services - Residential

<u>Row Labels</u>	<u>WWU WEN - WUTC</u>		<u>Current Rate</u>	<u>Annual Revenue</u>	<u>Proposed Rate</u>	<u>Pro Forma Annual Revenue</u>	<u>Price Diff.</u>	<u>Revenue Diff.</u>	<u>% INC. (DEC.)</u>	<u>Rate Spread</u>
	<u># of Containers</u>	<u># of Customers</u>								
Residential Garbage:					1.91%					
C3M 32 GAL CAN MSW 1X MO	6	6	\$ 6.80	\$ 490	\$ 6.93	\$ 499	\$0.13	\$ 9	1.9%	
C21 1-20 GAL MINI CAN MSW	15	15	\$ 8.35	1,503	\$ 8.51	\$ 1,532	\$0.16	\$ 29	1.9%	
C31 1-32 GAL CAN MSW	1,358	1,358	\$ 10.65	173,552	\$ 10.85	\$ 176,812	\$0.20	\$ 3,259	1.9%	
C32 2-32 GAL CANS MSW	884	442	\$ 15.55	82,477	\$ 15.85	\$ 84,068	\$0.30	\$ 1,591	1.9%	\$ 5.00
C33 3-32 GAL CANS MSW	99	33	\$ 20.45	8,098	\$ 20.84	\$ 8,253	\$0.39	\$ 154	1.9%	\$ 4.99
C34 4-32 GAL CANS MSW	32	8	\$ 25.35	2,434	\$ 25.83	\$ 2,480	\$0.48	\$ 46	1.9%	\$ 4.99
C35 5-32 GAL CANS MSW	5	1	\$ 30.25	363	\$ 30.83	\$ 370	\$0.58	\$ 7	1.9%	\$ 5.00
C36 6-32 GAL CANS MSW	6	1	\$ 35.15	422	\$ 35.82	\$ 430	\$0.67	\$ 8	1.9%	\$ 4.99
T51 1-35 GAL CART MSW	1,612	1,612	\$ 12.20	235,997	\$ 12.43	\$ 240,446	\$0.23	\$ 4,449	1.9%	
T52 2-35 GAL CARTS MSW	12	6	\$ 24.40	1,757	\$ 24.86	\$ 1,790	\$0.46	\$ 33	1.9%	
T55 5-35 GAL CARTS MSW	5	1	\$ 61.00	732	\$ 62.15	\$ 746	\$1.15	\$ 14	1.9%	
T61 1-64 GAL CART MSW	2,951	2,951	\$ 17.10	605,545	\$ 17.43	\$ 617,231	\$0.33	\$ 11,686	1.9%	\$ 5.00
T62 2-64 GAL CARTS MSW	23	12	\$ 34.20	4,925	\$ 34.86	\$ 5,020	\$0.66	\$ 95	1.9%	
T63 3-64 GAL CARTS MSW	3	1	\$ 51.30	616	\$ 52.29	\$ 627	\$0.99	\$ 12	1.9%	
T91 1-96 GAL CART MSW	5,063	5,063	\$ 22.00	1,336,632	\$ 22.42	\$ 1,362,150	\$0.42	\$ 25,518	1.9%	\$ 4.99
T92 2-96 GAL CARTS MSW	210	105	\$ 44.00	55,440	\$ 44.84	\$ 56,498	\$0.84	\$ 1,058	1.9%	
T93 3-96 GAL CARTS MSW	24	8	\$ 66.00	6,336	\$ 67.26	\$ 6,457	\$1.26	\$ 121	1.9%	
XOR EXTRA BAG, BOX OR CAN	742	742	\$ 3.25	28,938	\$ 3.30	\$ 29,383	\$0.05	\$ 445	1.5%	
D11 1 UNIT DISTANCE 1	16	16	\$ 0.25	208	\$ 0.25	\$ 208	\$ -	\$ -	0.0%	
D12 1 UNIT DISTANCE 2	26	18	\$ 0.45	608	\$ 0.45	\$ 608	\$ -	\$ -	0.0%	
D13 1 UNIT DISTANCE 3	4	2	\$ 0.65	135	\$ 0.65	\$ 135	\$ -	\$ -	0.0%	
D14 1 UNIT DISTANCE 4	2	2	\$ 0.85	88	\$ 0.85	\$ 88	\$ -	\$ -	0.0%	
D22 2 UNITS DISTANCE 2	7	4	\$ 0.90	328	\$ 0.90	\$ 328	\$ -	\$ -	0.0%	
D23 2 UNITS DISTANCE 3	1	1	\$ 1.30	68	\$ 1.30	\$ 68	\$ -	\$ -	0.0%	
D32 3 UNITS DISTANCE 2	1	1	\$ 1.35	70	\$ 1.35	\$ 70	\$ -	\$ -	0.0%	
D52 5 UNITS DISTANCE 2	5	1	\$ 2.25	585	\$ 2.25	\$ 585	\$ -	\$ -	0.0%	
DDR DISTANCE DRIVE IN FLAT	252	252	\$ 1.20	15,725	\$ 1.20	\$ 15,725	\$ -	\$ -	0.0%	
RTR RETURN TRIP FEE	366	366	\$ 8.05	35,356	\$ 8.05	\$ 35,356	\$ -	\$ -	0.0%	
	12,308	11,623		\$ 2,599,427		\$ 2,647,962		\$ 48,535	1.9%	
Balance per WTB				\$ 2,649,750		\$ 2,699,225		\$ 49,475	1.9%	
				<u>1.9%</u>		<u>1.9%</u>		<u>1.9%</u>		

Waste Management of Greater Wenatchee

Disposal Expense Summary

As per TG-131125

	<u>Tonnage</u>	<u>%</u>	<u>Current Rate</u>	<u>Total</u>	<u>% Reg.</u>	<u>Regulated Tonnage</u>	<u>Regulated Total</u>	<u>Pro forma Rate</u>	<u>Pro forma Total</u>	<u>Pro forma Disposal Adj.</u>	<u>1.50% B & O Tax</u>	<u>0.4275% WUTC Fee</u>	<u>0.76% Bad Debts</u>	<u>Total Pro Forma Adj.</u>
Allocation by LOB														
Res'l Garbage														
Wenatchee LF	<u>31,324.10</u>	<u>44.9%</u>	<u>\$ 62.70</u>	<u>\$ 1,964,021</u>	49.1%	<u>15,368.63</u>	<u>\$ 963,614</u>	<u>\$ 65.83</u>	<u>\$ 1,011,717</u>	<u>\$ 48,103</u>	<u>\$ 733</u>	<u>\$ 207</u>	<u>\$ 368</u>	<u>\$ 49,410</u>
Com'l Garbage														
Wenatchee LF	<u>16,019.18</u>	<u>23.0%</u>	<u>\$ 62.70</u>	<u>\$ 1,004,403</u>	35.6%	<u>5,704.06</u>	<u>\$ 357,645</u>	<u>\$ 65.83</u>	<u>\$ 375,498</u>	<u>\$ 17,854</u>	<u>\$ 272</u>	<u>\$ 77</u>	<u>\$ 137</u>	<u>\$ 18,339</u>
	<u>47,343.28</u>			<u>\$ 2,968,424</u>		<u>21,072.69</u>	<u>\$ 1,321,259</u>		<u>\$ 1,387,215</u>	<u>\$ 65,957</u>	<u>\$ 1,004</u>	<u>\$ 283</u>	<u>\$ 505</u>	<u>\$ 67,749</u>
Roll Off														
Wenatchee LF	<u>22,435.32</u>	<u>32.2%</u>	<u>\$ 62.70</u>	<u>\$ 1,406,695</u>	41.5%	<u>9,316.67</u>	<u>\$ 584,155</u>	<u>\$ 65.83</u>	<u>\$ 613,317</u>	<u>\$ 29,161</u>	<u>\$ 444</u>	<u>\$ 125</u>	<u>\$ 223</u>	<u>\$ 29,954</u>
	<u>69,778.60</u>	<u>100.0%</u>		<u>\$ 4,375,118</u>		<u>30,389.37</u>	<u>\$ 1,905,414</u>		<u>\$ 2,000,532</u>	<u>\$ 95,118</u>	<u>\$ 1,448</u>	<u>\$ 408</u>	<u>\$ 728</u>	<u>\$ 97,703</u>