

### FY18 Environmental Services Costs

| Residential            |                        | Costs                   | Q1         | Q2         | Q3         | Q4         | FY18         |
|------------------------|------------------------|-------------------------|------------|------------|------------|------------|--------------|
|                        |                        | Trash Labor             | \$ 30,308  | \$ 33,369  | \$ 25,259  | \$ 29,989  | \$ 118,925   |
|                        |                        | Quarterly Labor         | \$ 6,160   | \$ 6,952   | \$ 1,864   | \$ 10,519  | \$ 25,496    |
|                        |                        | Overlook Labor          | \$ 7,700   | \$ 9,708   | \$ 4,269   | \$ 7,295   | \$ 28,972    |
|                        |                        | HHW Labor               | \$ 6,262   | \$ 4,577   | \$ 3,081   | \$ 10,338  | \$ 24,259    |
|                        |                        | Brush/Compost Labor     | \$ 3,502   | \$ 3,918   | \$ 4,942   | \$ 9,181   | \$ 21,544    |
|                        |                        | Recycle Labor           | \$ 31,386  | \$ 27,054  | \$ 21,960  | \$ 30,468  | \$ 110,869   |
|                        |                        | Glass Labor             | \$ 998     | \$ 433     | \$ 206     | \$ 555     | \$ 2,192     |
|                        |                        | Scale Labor             | \$ 21,250  | \$ 15,664  | \$ 14,316  | \$ 17,768  | \$ 68,997    |
|                        |                        | Transfer Station Labor  | \$ 28,995  | \$ 26,963  | \$ 19,384  | \$ 20,586  | \$ 95,929    |
|                        |                        | Trash Disp. & Trans.    | \$ 68,590  | \$ 66,119  | \$ 62,977  | \$ 78,245  | \$ 275,931   |
|                        |                        | Recycle Disp. & Trans.  | \$ 18,657  | \$ 22,043  | \$ 17,088  | \$ 13,079  | \$ 70,866    |
|                        |                        | Equipment IDC           | \$ 125,255 | \$ 116,181 | \$ 116,181 | \$ 116,181 | \$ 473,798   |
|                        |                        | Outside Services        | \$ 20,335  | \$ 25,180  | \$ 11,436  | \$ 22,941  | \$ 79,893    |
|                        |                        | Other Services          | \$ 537     | \$ 1,101   | \$ 2,710   | \$ 1,692   | \$ 6,040     |
|                        |                        | Materials/Supplies      | \$ 20,863  | \$ 20,902  | \$ 97,056  | \$ 1,104   | \$ 139,925   |
|                        |                        | Admin/Overhead          | \$ 178,260 | \$ 174,710 | \$ 152,358 | \$ 158,040 | \$ 663,367   |
|                        |                        | <b>Total Cost</b>       | \$ 569,061 | \$ 554,874 | \$ 555,089 | \$ 527,979 | \$ 2,207,002 |
| Commercial             |                        |                         |            |            |            |            |              |
| Roll Offs              | Roll Off Labor         | \$ 8,126                | \$ 9,647   | \$ 14,071  | \$ 18,318  | \$ 50,162  |              |
|                        | Scale Labor            | \$ 3,104                | \$ 2,654   | \$ 2,729   | \$ 2,617   | \$ 11,104  |              |
|                        | Transfer Station Labor | \$ 2,478                | \$ 2,278   | \$ 1,579   | \$ 1,575   | \$ 7,909   |              |
|                        | Trash Disp. & Trans.   | \$ 11,837               | \$ 11,514  | \$ 5,890   | \$ 6,680   | \$ 35,921  |              |
|                        | Equipment IDC          | \$ 7,040                | \$ 7,053   | \$ 7,053   | \$ 7,053   | \$ 28,198  |              |
|                        | Materials/Supplies     | \$ -                    | \$ 386     | \$ 330     | \$ -       | \$ 715     |              |
|                        | Admin/Overhead         | \$ 14,863               | \$ 15,410  | \$ 11,974  | \$ 15,483  | \$ 57,730  |              |
|                        |                        | \$ 47,449               | \$ 48,941  | \$ 43,625  | \$ 51,727  | \$ 191,741 |              |
| Dumpsters              | Dumpster Trash Labor   | \$ 18,665               | \$ 20,461  | \$ 15,491  | \$ 24,373  | \$ 78,990  |              |
|                        | Dumpster Recycle Labor | \$ 5,889                | \$ 7,020   | \$ 7,715   | \$ 6,449   | \$ 27,073  |              |
|                        | Scale Labor            | \$ 803                  | \$ 665     | \$ 856     | \$ 782     | \$ 3,105   |              |
|                        | Transfer Station Labor | \$ 12,614               | \$ 11,753  | \$ 9,709   | \$ 9,153   | \$ 43,230  |              |
|                        | Trash Disp. & Trans.   | \$ 33,675               | \$ 31,982  | \$ 33,171  | \$ 35,306  | \$ 134,134 |              |
|                        | Recycle Disp. & Trans. | \$ 8,094                | \$ 8,082   | \$ 6,523   | \$ 6,002   | \$ 28,701  |              |
|                        | Cardboard Trans.       | \$ 581                  | \$ -       | \$ -       | \$ 292     | \$ 873     |              |
|                        | Equipment IDC          | \$ 47,902               | \$ 47,902  | \$ 47,902  | \$ 47,902  | \$ 191,607 |              |
|                        | Materials/Supplies     | \$ -                    | \$ -       | \$ 1,908   | \$ 9,436   | \$ 11,345  |              |
|                        | Admin/Overhead         | \$ 58,487               | \$ 58,762  | \$ 46,637  | \$ 59,679  | \$ 223,564 |              |
|                        |                        | \$ 186,710              | \$ 186,625 | \$ 169,913 | \$ 199,374 | \$ 742,622 |              |
|                        |                        | <b>Total Cost</b>       | \$ 234,159 | \$ 235,567 | \$ 213,538 | \$ 251,101 | \$ 934,363   |
|                        | Transfer Station       | Transfer Station Labor  | \$ 24,124  | \$ 25,876  | \$ 19,501  | \$ 21,102  | \$ 90,603    |
| Tire Labor and Disp.   |                        | \$ 1,186                | \$ 4,448   | \$ 4,284   | \$ 2,856   | \$ 12,774  |              |
| Scale Labor            |                        | \$ 2,030                | \$ 1,791   | \$ 1,623   | \$ 1,740   | \$ 7,184   |              |
| Recycling Labor        |                        | \$ 470                  | \$ 450     | \$ 153     | \$ -       | \$ 1,073   |              |
| Trash Disp. & Trans.   |                        | \$ 56,649               | \$ 69,427  | \$ 62,713  | \$ 72,442  | \$ 261,231 |              |
| Recycle Disp. & Trans. |                        | \$ 3,352                | \$ 3,433   | \$ 4,523   | \$ 1,863   | \$ 13,171  |              |
| Cardboard Trans.       |                        | \$ 2,057                | \$ -       | \$ -       | \$ 1,011   | \$ 3,068   |              |
| Mulch Trans.           |                        | \$ -                    | \$ 606     | \$ 6,510   | \$ 6,835   | \$ 13,951  |              |
| Outside Services       |                        | \$ 409                  | \$ 546     | \$ 3,320   | \$ 4,503   | \$ 8,778   |              |
| Other Services         |                        | \$ -                    | \$ -       | \$ (502)   | \$ -       | \$ (502)   |              |
| Materials/Supplies     |                        | \$ 8,981                | \$ 4,286   | \$ 14,310  | \$ 139     | \$ 27,716  |              |
| Admin/Overhead         |                        | \$ 45,275               | \$ 50,949  | \$ 44,049  | \$ 48,056  | \$ 188,329 |              |
|                        |                        | \$ 144,533              | \$ 161,812 | \$ 160,484 | \$ 160,547 | \$ 627,376 |              |
|                        |                        | <b>Total Cost</b>       | \$ 144,533 | \$ 161,812 | \$ 160,484 | \$ 160,547 | \$ 627,376   |
|                        |                        | <b>Grand Total Cost</b> | \$ 947,753 | \$ 952,252 | \$ 929,110 | \$ 939,626 | \$ 3,768,741 |

|          |                            |    |       |    |        |    |        |    |         |    |         |
|----------|----------------------------|----|-------|----|--------|----|--------|----|---------|----|---------|
| Landfill | Closure/Post Closure Labor | \$ | 3,079 | \$ | 11,732 | \$ | 25,445 | \$ | 9,209   | \$ | 49,465  |
|          | Outside Services/Materials | \$ | 5,400 | \$ | 10,030 | \$ | 24,425 | \$ | 888,657 | \$ | 928,512 |
|          | <b>Total Cost</b>          | \$ | 8,479 | \$ | 21,761 | \$ | 49,870 | \$ | 897,866 | \$ | 977,977 |

| Quarter 4 Summary  |            |            |             |
|--------------------|------------|------------|-------------|
| OPERATING EXPENSES | Cost       | Revenue    | Gain/Loss   |
| Residential        | 527,978.74 | 537,848.95 | 9,870.21    |
| Roll Off           | 51,726.52  | 22,501.84  | (29,224.68) |
| Dumpsters          | 199,374.07 | 163,892.89 | (35,481.18) |
| Transfer Station   | 160,546.66 | 198,312.03 | 37,765.37   |
| Interest           | 0.00       | 15,786.56  | 15,786.56   |
| Total              | 939,626.00 | 938,342.27 | (1,283.73)  |

Note: Q3 Residential materials and supplies included purchase of 724 yard trimming roll-carts.

Note: Increased cost for recycling due to cardboard being comingled with mixed recycling

Note: Transfer Station wall repair increast costs for year.

### FY18 Environmental Services Revenues

|                      |    |         |    |         |    |         |            |
|----------------------|----|---------|----|---------|----|---------|------------|
| Residential          |    |         |    |         |    |         |            |
| Revenues             |    | Q1      |    | Q2      |    | Q3      | Q4         |
| Rates                | \$ | 484,233 | \$ | 542,773 | \$ | 552,396 | \$ 537,849 |
| <b>Total Revenue</b> | \$ | 484,233 | \$ | 542,773 | \$ | 552,396 | \$ 537,849 |
|                      |    |         |    |         |    |         | FY18       |
|                      |    |         |    |         |    |         | 2,117,251  |
|                      |    |         |    |         |    |         | 2,117,251  |

|                |           |           |           |           |            |
|----------------|-----------|-----------|-----------|-----------|------------|
| Commercial     | Q1        | Q2        | Q3        | Q4        | FY18       |
| Roll-off Rates | \$ 34,177 | \$ 28,645 | \$ 25,497 | \$ 22,502 | \$ 110,821 |
|                | \$ 34,177 | \$ 28,645 | \$ 25,497 | \$ 22,502 | \$ 110,821 |

| Dumpsters |    | Q1      | Q2         | Q3         | Q4         | FY18       |
|-----------|----|---------|------------|------------|------------|------------|
| Rates     | \$ | 174,067 | \$ 181,298 | \$ 172,463 | \$ 163,486 | \$ 691,314 |
| OCC Sales | \$ | 1,333   | \$ -       | \$ -       | \$ 407     | \$ 1,740   |
|           | \$ | 175,400 | \$ 181,298 | \$ 172,463 | \$ 163,893 | \$ 693,054 |

|                      |    |         |    |         |    |         |    |         |    |         |
|----------------------|----|---------|----|---------|----|---------|----|---------|----|---------|
| <b>Total Revenue</b> | \$ | 209,577 | \$ | 209,943 | \$ | 197,960 | \$ | 186,395 | \$ | 803,875 |
|----------------------|----|---------|----|---------|----|---------|----|---------|----|---------|

| Transfer Station     | Q1                | Q2                | Q3                | Q4                | FY18              |
|----------------------|-------------------|-------------------|-------------------|-------------------|-------------------|
| Comm. Trash          | \$ 61,124         | \$ 52,819         | \$ 53,291         | \$ 54,910         | \$ 222,144        |
| Comm. Const.         | \$ 12,642         | \$ 21,500         | \$ 11,602         | \$ 25,118         | \$ 70,862         |
| Comm. Tire           | \$ 5,545          | \$ 5,551          | \$ 6,346          | \$ 4,405          | \$ 21,847         |
| Comm. Brush          | \$ 9,622          | \$ 7,797          | \$ 5,916          | \$ 11,243         | \$ 34,579         |
| LANL Trash           | \$ 19,574         | \$ 26,182         | \$ 24,608         | \$ 23,878         | \$ 94,242         |
| LANL Brush           | \$ 2,434          | \$ 1,706          | \$ 3,507          | \$ 1,758          | \$ 9,404          |
| LANL Construction    | \$ 208            | \$ 303            | \$ -              | \$ -              | \$ 511            |
| Concrete/Asphalt Tip | \$ 27,624         | \$ 9,567          | \$ 13,265         | \$ 12,211         | \$ 62,666         |
| Misc. Comm Tip       | \$ 10,186         | \$ 9,518          | \$ 8,277          | \$ 15,308         | \$ 43,289         |
| Concrete Rev.        | \$ 8,363          | \$ 2,917          | \$ 825            | \$ 3,188          | \$ 15,293         |
| Metal Rev.           | \$ 4,633          | \$ 4,272          | \$ 7,155          | \$ 9,099          | \$ 25,160         |
| OCC Sales            | \$ 4,380          | \$ -              | \$ -              | \$ 1,819          | \$ 6,199          |
| Sales of Trash Bags  | \$ 1,108          | \$ 1,331          | \$ 777            | \$ 1,281          | \$ 4,497          |
| Bulk Collection      | \$ -              | \$ -              | \$ 775            | \$ 1,100          | \$ 1,875          |
| Misc. Rev.           | \$ 25,087         | \$ 21,546         | \$ 12,709         | \$ 32,994         | \$ 92,336         |
| <b>Total Revenue</b> | <b>\$ 192,529</b> | <b>\$ 165,010</b> | <b>\$ 149,053</b> | <b>\$ 198,312</b> | <b>\$ 704,905</b> |

|                      | Q1                 | Q2                 | Q3                | Q4                | FY18                |
|----------------------|--------------------|--------------------|-------------------|-------------------|---------------------|
| Interest             | \$ 3,073           | \$ 1,669           | \$ 24,934         | \$ 15,787         | \$ 45,463           |
| <b>Total Revenue</b> | <b>\$ 889,413</b>  | <b>\$ 919,395</b>  | <b>\$ 924,343</b> | <b>\$ 938,342</b> | <b>\$ 3,671,494</b> |
| <b>Net Revenue</b>   | <b>\$ (58,340)</b> | <b>\$ (32,857)</b> | <b>\$ (4,767)</b> | <b>\$ (1,284)</b> | <b>\$ (97,248)</b>  |

| Increase/Decrease Over Previous Years Q4 Without Landfill |                 |                |               |                         |
|-----------------------------------------------------------|-----------------|----------------|---------------|-------------------------|
| Cost                                                      | FY16            | FY17           | FY18          | %Change - Previous Year |
| Residential                                               | \$ 584,571.00   | \$ 512,673.06  | \$ 527,978.74 | 2.90%                   |
| Roll Off                                                  | \$ 62,080.00    | \$ 28,006.98   | \$ 51,726.52  | 45.86%                  |
| Dumpsters                                                 | \$ 148,026.00   | \$ 178,954.07  | \$ 199,374.07 | 10.24%                  |
| Transfer Station                                          | \$ 160,377.00   | \$ 195,137.46  | \$ 160,546.66 | -21.55%                 |
| Total                                                     | \$ 955,054.00   | \$ 914,771.57  | \$ 939,626.00 | 2.65%                   |
| Revenue                                                   | FY16            | FY17           | FY18          | %Change - Previous Year |
| Residential                                               | \$ 436,937.00   | \$ 480,231.36  | \$ 537,848.95 | 10.71%                  |
| Roll Off                                                  | \$ 26,595.00    | \$ 31,132.61   | \$ 22,501.84  | -38.36%                 |
| Dumpsters                                                 | \$ 133,486.00   | \$ 167,150.61  | \$ 163,892.89 | -1.99%                  |
| Transfer Station                                          | \$ 157,859.00   | \$ 185,738.10  | \$ 198,312.03 | 6.34%                   |
| Interest                                                  | \$ 10,348.00    | \$ 13,419.30   | \$ 15,786.56  | 15.00%                  |
| Total                                                     | \$ 765,225.00   | \$ 877,671.98  | \$ 938,342.27 | 6.47%                   |
| Net Revenue                                               | FY16            | FY17           | FY18          | %Change - Previous Year |
|                                                           | \$ (189,829.00) | \$ (37,099.59) | \$ (1,283.73) | 97%                     |