

# Mill Valley Refuse Service, Inc.



## 2020 Rate Application

Revised 7/15/2020

MILL VALLEY REFUSE SERVICE, INC. d.b.a.  
MILL VALLEY REFUSE SERVICE

2020/2021	FORECAST	MILL VALLEY	BELVEDERE	CORTE MADERA	ALTO	TIBURON	COUNTY	HOMESTEAD	STRAWBERRY	ALMONTE	DEBRIS	TOTAL
Revenue (net of franchise fees)	\$ 4,825,056	\$ 822,767	\$ 3,254,458	\$ 368,787	\$ 2,995,348	\$ 658,552	\$ 577,197	\$ 1,623,570	\$ 409,243	\$ 14,471	\$ 15,549,449	
Add: Franchise fees	1,140,647	90,915	809,428	15,825	458,853	143,719	24,354	152,606	7,718	-	2,844,065	
	5,965,703	913,682	4,063,886	384,612	3,454,201	802,271	601,551	1,776,176	416,961	14,471	18,393,514	
Total Operating Costs	\$ 4,739,152	\$ 796,976	\$ 3,255,534	\$ 354,551	\$ 2,939,599	\$ 656,430	\$ 551,736	\$ 1,587,337	\$ 392,895	\$ 76,716	\$ 15,352,925	
Add: Franchise fees	1,140,647	90,915	809,428	15,825	458,853	143,719	24,354	152,606	7,718	-	2,844,065	
Adjustments:												
Debits and street cans/(ff and profit)	(21,699)	(4,224)	(26,316)	-	(14,912)	(747)	(409)	-	-	-	(68,306)	
Portable Toner Overage			18,484	(4,407)	(1,469)						18,484	
Corte Madera & Tiburon City Services dump			(44,047)	(4,407)	(1,469)						(5,876)	
Recycling Dumping Fee Adjustment - prior year	\$ (62,480)	\$ (11,730)	\$ (44,834)	\$ (5,070)	\$ (42,001)	\$ (8,649)	\$ (7,903)	\$ (23,163)	\$ (5,716)	\$ -	(211,546)	
Corte Madera Officer Pension 3c			(20,373)								(20,373)	
Total gross operating costs	5,795,620	871,937	3,987,516	365,306	3,340,070	792,753	567,778	1,716,780	394,897	76,716	17,909,373	
Less: Pass through expenses												
Excess Landfill Disposal expenselion	(24,681)	(8,655)	(36,229)	(15,825)	(31,920)	(143,719)	(24,354)	(152,606)	(7,718)	-	(101,486)	
Franchise fees	(1,140,647)	(90,915)	(809,428)	(15,825)	(458,853)	(143,719)	(39,082)	(179,536)	(13,351)	(128)	(2,844,065)	
Road impact fees	(140,454)	(7,252)	(28,685)	(3,251)	(26,402)	(5,805)	(5,088)	(14,310)	(3,607)	(128)	(137,056)	
One-half JPA fees	(42,529)	-	-	-	-	-	-	-	-	-	-	
Mill Valley Excess Green Waste Cap	-	-	-	-	-	-	-	-	-	-	-	
Mill Valley Excess Recycle Cap	-	-	-	-	-	-	-	-	-	-	-	
Tiburon Street Sweeping	-	-	-	-	-	-	-	-	-	-	-	
Admin. Fees CM/TB/Zero Waste Only	-	-	-	-	-	-	-	-	-	-	-	
Profit basis	4,447,309	765,115	3,104,173	(9,000)	2,806,361	590,797	536,336	1,549,864	383,571	76,588	14,608,345	
Operating Ratio Allowance (90%)	494,145	85,013	310,417	38,470	311,818	65,644	59,815	172,207	42,619	7,659	1,587,807	
Add back pass through expenses:												
Excess Landfill Disposal expenselion	24,681	8,655	36,229	-	31,920	39,082	-	-	-	-	101,486	
Road impact fees	140,454	7,252	28,685	3,251	26,402	5,805	5,088	14,310	3,607	128	179,536	
One-half JPA fees	42,529	-	-	-	-	-	-	-	-	-	137,056	
Mill Valley Excess Green Waste Cap	-	-	-	-	-	-	-	-	-	-	-	
Mill Valley Excess Recycle Cap	-	-	-	-	-	-	-	-	-	-	-	
Return on Rental Investment	10,485	1,797	6,416	730	6,635	1,511	1,840	2,882	1,298	-	33,595	
Actual Overweight Charges PY	16,332	1,006	3,940	-	417	10,534	-	-	-	-	21,695	
Tiburon Street Sweeping	-	-	-	-	-	-	-	-	-	-	10,534	
Admin. Fees CM/TB/Zero Waste Only	-	-	-	-	-	-	-	-	-	-	13,351	
Franchise fees at current rates	1,230,186	96,537	872,465	16,756	491,948	157,212	25,711	164,167	8,188	-	3,063,071	
Total revenue requirement	6,406,122	965,374	4,382,327	405,437	3,685,935	873,402	630,790	1,903,431	439,284	84,375	19,756,476	
Net Excess (Deficiency)	(440,419)	(51,692)	(298,441)	(20,825)	(231,734)	(71,131)	(29,239)	(127,255)	(22,323)	(69,904)	(1,362,962)	
Allocated debris deficiency	(15,704)	(4,658)	(20,582)	(198)	(10,600)	(4,171)	(2,134)	(10,175)	(1,683)	69,904	-	
Net Excess (Deficiency)	(456,122)	(56,350)	(319,023)	(21,023)	(242,333)	(75,301)	(31,373)	(137,430)	(24,006)	-	(1,362,962)	
Percentage Excess (Deficiency)	-7.65%	-6.17%	-7.85%	-5.47%	-7.02%	-9.39%	-5.22%	-7.74%	-5.76%	-	-7.41%	
Scheduled franchise fee increase	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	-	-	
Total Percentage Excess (Deficiency)	-7.65%	-6.17%	-7.85%	-5.47%	-7.02%	-9.39%	-5.22%	-7.74%	-5.76%	-	-7.41%	
Percentage Excess (Deficiency) Prelim	-8.54%	-7.16%	-9.50%	-6.02%	-8.08%	-10.33%	-6.57%	-8.77%	-7.77%	0.0%	-8.56%	
	-0.9%	-1.0%	-1.7%	-0.6%	-1.1%	-0.9%	-1.4%	-1.0%	-2.0%	0.0%	-1.1%	

MILL VALLEY REFUSE SERVICE  
COLLECTION REVENUES  
FORECAST FOR YEAR 2020/2021

	MILL VALLEY	BELVEDERE	CORTE MADERA	ALTO	TIBURON	COUNTY	HOMESTEAD	STRAWBERRY	ALMONTE	DEBRIS	TOTAL
GARBAGE REVENUES	4,712,397	718,323	3,029,423	316,497	2,782,886	631,717	487,081	1,355,707	325,412	-	14,359,443
RECYCLING REVENUES	964,546	112,842	673,146	63,101	478,330	96,896	74,693	243,323	60,492	-	2,767,369
DEBRIS REVENUES	262,909	77,990	344,572	-	177,457	69,825	-	170,351	-	-	1,103,104
SCRAP REVENUES	-	-	-	-	-	-	-	-	-	-	-
TOTAL	5,939,852	909,155	4,047,141	379,599	3,438,672	798,439	561,774	1,769,380	385,904	-	18,229,916
GARBAGE	20.00%	10.00%	20.00%	5.00%	15.50%	18.00%	5.00%	10.00%	2.00%	-	20.00%
DEBRIS	2.00%	10.00%	20.00%	0.00%	15.50%	18.00%	0.00%	10.00%	0.00%	-	10.00%
RECYCLING	20.00%	10.00%	20.00%	0.00%	0.00%	18.00%	0.00%	0.00%	2.00%	-	2.00%
FRANCHISE FEES	-	-	-	-	-	-	-	-	-	-	-
Average franchise fee rate	1,140,647	90,915	809,428	15,825	458,853	143,719	24,354	152,606	7,718	-	2,844,065
	19.20%	10.00%	20.00%	4.13%	13.34%	18.00%	4.08%	8.62%	1.86%	-	15.50%
DEBRIS REVENUES	13,679	2,606	8,751	3,312	8,429	2,239	35,727	2,782	28,171	13,949	81,159
SCRAP REVENUES	5,864	926	3,851	413	3,420	768	639	1,934	453	252	44,000
STORAGE BOX RENTALS	6,308	996	4,143	444	3,679	826	687	2,080	487	271	18,519
MISCELLANEOUS INCOME	4,825,056	822,767	3,254,458	368,787	2,995,348	658,552	577,197	1,623,570	409,243	14,471	19,921
NET COLLECTION REVENUES	11,400,647	2,052,112	11,416,863	1,120,461	11,416,863	11,416,863	11,416,863	11,416,863	11,416,863	11,416,863	11,416,863
PERCENTAGE OF NET REVENUES	31.03%	5.29%	20.93%	2.37%	19.26%	4.24%	3.71%	10.44%	2.63%	0.09%	100.00%
	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
2019 Garbage Revenue	4,937,258	717,539	3,228,263	314,192	2,828,452	659,150	477,120	1,453,588	318,515	-	14,934,077
Less (Plus) Res. Service Adjustment	8,812	(2,784)	(3,944)	(1,993)	1,049	6,433	(3,439)	(2,542)	(1,460)	-	132
Less (Plus) Commercial & Apartment	320,000	2,000	281,000	5,000	110,000	21,000	2,000	128,000	-	-	869,000
Plus Jan to Sept/ Rate Increase Adj	103,951	-	78,216	5,312	65,483	-	8,522	27,577	5,437	-	294,498
Expected 2019 Net Garbage Revenue	4,712,397	718,323	3,029,423	316,497	2,782,886	631,717	487,081	1,355,707	325,412	-	14,359,443
Less (Plus) Res. Service Adjustment	(1,094)	5,266	1,578	(1,460)	(3,870)	1,961	475	1,020	(941)	-	2,955
Commercial & Apartment Service Adj	(36,000)	-	(36,000)	(2,400)	-	-	-	(12,000)	(3,000)	-	(89,400)

**MILL VALLEY REFUSE SERVICE, INC. d.b.a.  
MILL VALLEY REFUSE SERVICE  
PROJECTED FINANCIAL ACTIVITY**

	<u>12/31/2019</u> <u>ACTUAL</u>	<u>2020/2021</u> <u>FORECAST</u>
<b>INCOME</b>		
Collection services revenue	17,721,048	17,126,812
Debris box revenue	1,393,250	1,184,263
Storage box revenue	18,519	18,519
Recycling redemption revenue	27,639	44,000
Miscellaneous revenue	19,921	19,921
Total revenue	<u>19,180,378</u>	<u>18,393,514</u>
<b>EXPENSES</b>		
Accounting	53,384	55,145
Advertising and promotion	3,949	1,002
Computer expense	128,955	133,210
Depreciation	837,869	953,343
Dump expense	2,515,028	2,221,405
Franchise fees	2,721,614	2,844,065
Insurance	576,612	701,600
Insurance - workers comp.	763,905	846,676
Interest	180,978	187,000
Legal and professional	164,109	125,000
Licenses - other	24,742	34,118
Licenses - trucks	80,429	82,035
Building/Office Maintenance and repairs	46,046	47,565
General Office expenses	243,653	251,694
JPA Office of waste management fees	187,796	274,112
Road impact fees	205,133	207,887
Safety Plan/DOT Tests	14,917	15,409
Salaries and wages - franchise	4,016,307	4,206,164
Salaries and wages - officers/non franchise	948,871	1,080,906
Street Sweeping Costs	131,040	159,778
Taxes - payroll	365,045	413,006
Taxes - real estate and business property	55,878	57,722
Telephone	27,017	27,909
Truck - fuel	756,688	739,410
Truck - parts repairs	420,309	431,522
Truck - tires	127,649	131,861
Union - health and welfare	1,220,411	1,363,772
Union - pension	1,013,378	1,135,290
Utilities	42,987	43,934
Total expenses	<u>17,880,412</u>	<u>18,772,541</u>
<b>INCOME (LOSS) FROM OPERATIONS</b>	<u>1,299,966</u>	<u>(379,027)</u>

MILL VALLEY REFUSE SERVICE, INC. d.b.a.  
MILL VALLEY REFUSE SERVICE  
SCHEDULE OF OPERATING INCOME (LOSS)  
FOR THE PROJECTED YEAR : 2020/2021

	Projected	DISALLOWED EXPENSES	NET ALLOWED	DIRECT COSTS	SHARED COSTS
<b>INCOME</b>					
Net Collection Revenues (net of franchise fees)	15,549,449		15,549,449	-	15,549,449
<b>EXPENSES</b>					
Accounting	55,145		55,145	-	55,145
Advertising and promotion	1,002		1,002	-	1,002
Computer expense	133,210		133,210	-	133,210
Depreciation	953,343		953,343	-	953,343
Dump expense	2,221,405		2,221,405	-	2,221,405
Insurance	701,600		701,600	-	701,600
Insurance - workers comp.	846,676		846,676	-	846,676
Interest	187,000		187,000	-	187,000
Legal and professional	125,000		125,000	-	125,000
Licenses - trucks	82,035		82,035	-	82,035
Licenses - other	34,118		34,118	-	34,118
Building/Office Maintenance and repairs	47,565		47,565	-	47,565
Office Rent - Imputed	-		-	-	-
General Office Expenses	251,694		251,694	-	251,694
JPA Office of waste management fees	274,112		274,112	-	274,112
Road Impact fees/admin fees	207,887		207,887	(207,887)	-
Safety Plan/DOT Tests	15,409		15,409	-	15,409
Salaries and wages - officers	1,080,906	429,585	651,321	-	651,321
Salaries and wages - franchise	4,206,164		4,206,164	-	4,206,164
Two Owner vehicles to show allocation	16,341	16,341	-	-	-
Taxes - payroll	413,006	10,740	402,267	-	402,267
Taxes - real estate and business property	57,722		57,722	-	57,722
Telephone	27,909		27,909	-	27,909
Truck - parts & repairs	415,181		415,181	-	415,181
Truck - tires	131,861		131,861	-	131,861
Truck - fuel	739,410		739,410	-	739,410
Union - health and welfare	1,363,772		1,363,772	-	1,363,772
Union - pension	1,135,290		1,135,290	-	1,135,290
Utilities	43,934		43,934	-	43,934
Street Sweeping Costs Allocated	159,778	72,330	87,447	(87,447)	-
Total expenses	15,928,476	528,996	15,399,480	(296,334)	15,104,146
<b>INCOME (LOSS) FROM OPERATIONS</b>	<u>(379,027)</u>	<u>(528,996)</u>	<u>149,969</u>	<u>296,334</u>	<u>445,304</u>
Imputed Return on Rent - Operating Margin Metroc	34,308		34,308	-	34,308
Imputed Return on Rent - Cost Plus 10%	30,878		30,878	-	30,878



MILL VALLEY REFUSE SERVICE, INC. d.b.a.  
MILL VALLEY REFUSE SERVICE  
SCHEDULE OF OPERATING INCOME (LOSS)  
FOR THE PROJECTED YEAR : 2020/2021

	INCOME				BELVEDERE ALLOCATION			
	Projected	DISALLOWED EXPENSES	NET ALLOWED	DIRECT COSTS	SHARED COSTS	ITEM #	PERCENT	AMOUNT
Net Collection Revenues (net of franchise fees)	15,549,449		15,549,449	-	15,549,449			822,766.81
<b>EXPENSES</b>								
Accounting	55,145		55,145	-	55,145	1	5.24%	2,887.75
Advertising and promotion	1,002		1,002	-	1,002	5	5.29%	53.01
Computer expense	133,210		133,210	-	133,210	5	5.29%	7,048.54
Depreciation	953,343		953,343	-	953,343	8	5.28%	50,341.05
Dump expense	2,221,405		2,221,405	-	2,221,405	9	5.55%	123,179.42
Insurance	701,600		701,600	-	701,600	2	4.93%	34,613.98
Insurance - workers comp.	846,676		846,676	-	846,676	7	5.28%	44,708.51
Interest	187,000		187,000	-	187,000	3	5.16%	8,251.75
Legal and professional	125,000		125,000	-	125,000	5	5.29%	6,614.12
Licenses - trucks	82,035		82,035	-	82,035	3	5.16%	4,230.83
Licenses - other	34,118		34,118	-	34,118	5	5.29%	1,805.27
Building/Office Maintenance and repairs	47,565		47,565	-	47,565	5	5.29%	2,516.81
Office Rent - imputed	-		-	-	-	5	5.29%	-
General Office Expenses	251,694		251,694	-	251,694	5	5.29%	13,317.85
JPA Office of waste management fees	274,112		274,112	-	274,112	5	5.29%	14,504.07
Road Impact fees/admn fees	207,887		207,887	(207,887)	-	5	5.29%	-
Safety Plan/DOT Tests	15,409		15,409	-	15,409	7	DIRECT	813.68
Salaries and wages - officers	1,080,906	429,585	651,321	-	651,321	6	5.17%	33,686.06
Salaries and wages - franchise	4,206,164	16,341	4,206,164	-	4,206,164	7	5.28%	222,105.46
Two Owner vehicles to show allocation	16,341	10,740	-	-	-	3	5.16%	-
Taxes - payroll	413,006		402,267	-	402,267	7	5.28%	21,241.59
Taxes - real estate and business property	57,722		57,722	-	57,722	6	5.17%	2,985.37
Telephone	27,909		27,909	-	27,909	1	5.24%	1,461.48
Truck - parts & repairs	415,181		415,181	-	415,181	3	5.16%	21,412.30
Truck - tires	131,861		131,861	-	131,861	3	5.16%	6,800.54
Truck - fuel	739,410		739,410	-	739,410	3	5.16%	38,133.91
Union - health and welfare	1,363,772		1,363,772	-	1,363,772	7	5.28%	72,013.68
Union - pension	1,135,290		1,135,290	-	1,135,290	7	5.28%	59,948.72
Utilities	43,934		43,934	-	43,934	1	5.24%	2,300.63
Street Sweeping Costs Allocated	159,778	72,330	87,447	(87,447)	-			-
Total expenses	15,928,476	528,996	15,399,480	(295,334)	15,104,145			796,976.39
<b>INCOME (LOSS) FROM OPERATIONS</b>	<b>(379,027)</b>	<b>(528,996)</b>	<b>149,969</b>	<b>295,334</b>	<b>445,304</b>			<b>25,790.43</b>
Imputed Return on Rent - Operating Margin Methoc	34,308		34,308	-	34,308	5	5.29%	1,815.36
Imputed Return on Rent - Cost Plus 10%	30,878		30,878	-	30,878			-

MILL VALLEY REFUSE SERVICE, INC. d.b.a.  
MILL VALLEY REFUSE SERVICE  
SCHEDULE OF OPERATING INCOME (LOSS)  
FOR THE PROJECTED YEAR : 2020/2021

	Projected	DISALLOWED EXPENSES	NET ALLOWED	DIRECT COSTS	SHARED COSTS	CORTE MADERA ALLOCATION	AMOUNT
						ITEM #	PERCENT
INCOME	15,549,449		15,549,449	-	15,549,449		3,254,457.86
Net Collection Revenues (net of franchise fees)							
EXPENSES							
Accounting	55,145		55,145	-	55,145	1	20.78%
Advertising and promotion	1,002		1,002	-	1,002	5	20.93%
Computer expense	133,210		133,210	-	133,210	5	20.93%
Depreciation	953,343		953,343	-	953,343	8	22.10%
Dump expense	2,221,405		2,221,405	-	2,221,405	2	21.19%
Insurance	701,600		701,600	-	701,600	9	22.35%
Insurance - workers comp.	846,676		846,676	-	846,676	7	22.10%
Interest	187,000		187,000	-	187,000		DIRECT
Legal and professional	125,000		125,000	-	125,000	5	20.93%
Licenses - trucks	82,035		82,035	-	82,035	3	21.46%
Licenses - other	34,118		34,118	-	34,118	5	20.93%
Building/Office Maintenance and repairs	47,565		47,565	-	47,565	5	20.93%
Office Rent - imputed	-		-	-	-	5	20.93%
General Office Expenses	251,694		251,694	-	251,694	5	20.93%
JPA Office of waste management fees	274,112		274,112	-	274,112	5	20.93%
Road impact fees/admin fees	207,887		207,887	-	207,887	7	DIRECT
Safety Plan/DOT Tests	15,409		15,409	(207,887)	-	7	22.10%
Salaries and wages - officers	1,080,906		651,321	-	651,321	6	22.10%
Salaries and wages - franchise	4,206,164	429,585	4,206,164	-	4,206,164	7	22.10%
Two Owner vehicles to show allocation	16,341	16,341	-	-	-	3	21.46%
Taxes - payroll	413,006	10,740	402,267	-	402,267	7	22.10%
Taxes - real estate and business property	57,722		57,722	-	57,722	6	20.47%
Telephone	27,909		27,909	-	27,909	1	20.78%
Truck - parts & repairs	415,181		415,181	-	415,181	3	21.46%
Truck - tires	131,861		131,861	-	131,861	3	21.46%
Truck - fuel	739,410		739,410	-	739,410	3	21.46%
Union - health and welfare	1,363,772		1,363,772	-	1,363,772	7	22.10%
Union - pension	1,135,290		1,135,290	-	1,135,290	7	22.10%
Utilities	43,934		43,934	-	43,934	1	20.78%
Street Sweeping Costs Allocated	159,778	72,330	87,447	(87,447)	-		DIRECT
Total expenses	15,928,476	528,996	15,399,480	(295,334)	15,104,145		3,255,533.94
INCOME (LOSS) FROM OPERATIONS	(379,027)	(528,996)	149,969	295,334	445,304		(1,076.08)
Imputed Return on Rent - Operating Margin Method	34,308		34,308	-	34,308	5	20.93%
Imputed Return on Rent - Cost Plus 10%	30,878		30,878	-	30,878		6,462.60



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MILL VALLEY REFUSE SERVICE  
SCHEDULE OF OPERATING INCOME (LOSS)  
FOR THE PROJECTED YEAR : 2020/2021

	Projected	DISALLOWED EXPENSES	NET ALLOWED	DIRECT COSTS	SHARED COSTS	ITEM #	AL TO ALLOCATION	
							PERCENT	AMOUNT
INCOME	15,549,449		15,549,449	-	15,549,449			368,787.39
Net Collection Revenues (net of franchise fees)								
EXPENSES								
Accounting	55,145		55,145	-	55,145	1	2.13%	1,173.44
Advertising and promotion	1,002		1,002	-	1,002	5	2.37%	23.76
Computer expense	133,210		133,210	-	133,210	5	2.37%	3,159.36
Depreciation	953,343		953,343	-	953,343	8	2.35%	22,444.63
Dump expense	2,221,405		2,221,405	-	2,221,405	9	2.40%	53,238.56
Insurance	701,600		701,600	-	701,600	2	2.21%	15,500.91
Insurance - workers comp.	846,676		846,676	-	846,676	7	2.35%	19,933.35
Interest	187,000		187,000	-	187,000	3	2.23%	4,168.27
Legal and professional	125,000		125,000	-	125,000	5	2.37%	2,964.63
Licenses - trucks	82,035		82,035	-	82,035	3	2.23%	1,828.58
Licenses - other	34,118		34,118	-	34,118	5	2.37%	809.17
Building/Office Maintenance and repairs	47,565		47,565	-	47,565	5	2.37%	1,128.11
Office Rent - imputed	-		-	-	-	5	2.37%	-
General Office Expenses	251,694		251,694	-	251,694	5	2.37%	5,969.44
JPA Office of waste management fees	274,112		274,112	-	274,112	5	2.37%	6,501.13
Road Impact fees/admin fees	207,887		207,887	(207,887)	-	5	2.37%	-
Safety Plan/DOT Tests	15,409		15,409	-	15,409	7	2.35%	362.78
Salaries and wages - officers	1,080,906	429,585	651,321	-	651,321	6	2.51%	16,359.05
Salaries and wages - franchise	4,206,164		4,206,164	-	4,206,164	7	2.35%	99,026.03
Two Owner vehicles to show allocation	16,341	16,341	-	-	-	3	2.23%	-
Taxes - payroll	413,006	10,740	402,267	-	402,267	7	2.35%	9,470.59
Taxes - real estate and business property	57,722		57,722	-	57,722	6	2.51%	1,449.79
Telephone	27,909		27,909	-	27,909	1	2.13%	593.87
Truck - parts & repairs	415,181		415,181	-	415,181	3	2.23%	9,254.47
Truck - tires	131,861		131,861	-	131,861	3	2.23%	2,939.22
Truck - fuel	739,410		739,410	-	739,410	3	2.23%	16,481.60
Union - health and welfare	1,363,772		1,363,772	-	1,363,772	7	2.35%	32,107.40
Union - pension	1,135,290		1,135,290	-	1,135,290	7	2.35%	26,728.22
Utilities	43,934		43,934	-	43,934	1	2.13%	934.86
Street Sweeping Costs Allocated	159,778	72,330	87,447	(87,447)	-			-
Total expenses	15,928,476	528,996	15,399,480	(295,334)	15,104,145			354,551.22
INCOME (LOSS) FROM OPERATIONS	(379,027)	(528,996)	149,969	295,334	445,304			14,236.17
Imputed Return on Rent - Operating Margin Method	34,308		34,308	-	34,308	5	2.37%	813.70
Imputed Return on Rent - Cost Plus 10%	30,878		30,878	-	30,878			-

MILL VALLEY REFUSE SERVICE, INC. d.b.a.  
MILL VALLEY REFUSE SERVICE  
SCHEDULE OF OPERATING INCOME (LOSS)  
FOR THE PROJECTED YEAR : 2020/2021

	Projected	DISALLOWED EXPENSES	NET ALLOWED	DIRECT COSTS	SHARED COSTS	ITEM #	TIBURON ALLOCATION PERCENT	AMOUNT
<b>INCOME</b>								
Net Collection Revenues (net of franchise fees)	15,549,449		15,549,449	-	15,549,449			2,995,347.69
<b>EXPENSES</b>								
Accounting	55,145		55,145	-	55,145	1	19.34%	10,664.82
Advertising and promotion	1,002		1,002	-	1,002	5	19.26%	192.98
Computer expense	133,210		133,210	-	133,210	5	19.26%	25,660.77
Depreciation	953,343		953,343	-	953,343	8	19.47%	185,657.45
Dump expense	2,221,405		2,221,405	-	2,221,405	9	19.85%	441,044.94
Insurance	701,600		701,600	-	701,600	2	18.42%	129,252.17
Insurance - workers comp.	846,676		846,676	-	846,676	7	19.47%	164,884.68
Interest	187,000		187,000	-	187,000	3	18.64%	29,825.17
Legal and professional	125,000		125,000	-	125,000	5	19.26%	24,079.21
Licenses - trucks	82,035		82,035	-	82,035	3	18.64%	15,291.95
Licenses - other	34,118		34,118	-	34,118	5	19.26%	6,572.22
Building/Office Maintenance and repairs	47,565		47,565	-	47,565	5	19.26%	9,162.65
Office Rent - Imputed	-		-	-	-	5	19.26%	-
General Office Expenses	251,694		251,694	-	251,694	5	19.26%	48,484.69
JPA Office of waste management fees	274,112		274,112	-	274,112	5	19.26%	52,803.21
Road impact fees/admin fees	207,887		207,887	-	207,887	7	DIRECT	6,000.00
Safety Plan/DOT Tests	15,409		15,409	-	15,409	7	19.47%	3,000.86
Salaries and wages - officers	1,080,906	429,585	651,321	-	651,321	6	19.55%	127,382.87
Salaries and wages - franchise	4,206,164	16,341	4,206,164	-	4,206,164	7	19.47%	819,123.37
Two Owner vehicles to show allocation	16,341	10,740	-	-	-	3	18.64%	-
Taxes - payroll	413,006		402,267	-	402,267	7	19.47%	78,338.83
Taxes - real estate and business property	57,722		57,722	-	57,722	6	19.55%	11,287.30
Telephone	27,909		27,909	-	27,909	1	19.34%	5,397.42
Truck - parts & repairs	415,181		415,181	-	415,181	3	18.64%	77,392.77
Truck - tires	131,861		131,861	-	131,861	3	18.64%	24,579.93
Truck - fuel	739,410		739,410	-	739,410	3	18.64%	137,831.45
Union - health and welfare	1,363,772		1,363,772	-	1,363,772	7	19.47%	265,585.93
Union - pension	1,135,290		1,135,290	-	1,135,290	7	19.47%	221,090.47
Utilities	43,934		43,934	-	43,934	1	19.34%	8,496.51
Street Sweeping Costs Allocated	159,778	72,330	87,447	(87,447)	-		DIRECT	10,534.38
Total expenses	15,928,476	528,996	15,399,480	(295,334)	15,104,145			2,939,598.99
<b>INCOME (LOSS) FROM OPERATIONS</b>	<u>(379,027)</u>	<u>(528,996)</u>	<u>149,969</u>	<u>295,334</u>	<u>445,304</u>			<u>55,748.70</u>
Imputed Return on Rent - Operating Margin Method	34,308		34,308	-	34,308	5	19.26%	6,608.96
Imputed Return on Rent - Cost Plus 10%	30,878		30,878	-	30,878			

MILL VALLEY REFUSE SERVICE, INC. d.b.a.  
MILL VALLEY REFUSE SERVICE  
SCHEDULE OF OPERATING INCOME (LOSS)  
FOR THE PROJECTED YEAR : 2020/2021

	Projected	DISALLOWED EXPENSES	NET ALLOWED	DIRECT COSTS	SHARED COSTS	ITEM #	COUNTY ALLOCATION	
							PERCENT	AMOUNT
INCOME	15,549,449		15,549,449	-	15,549,449			658,552.38
Net Collection Revenues (net of franchise fees)								
EXPENSES								
Accounting	55,145		55,145	-	55,145	1	4.41%	2,429.38
Advertising and promotion	1,002		1,002	-	1,002	5	4.24%	42.43
Computer expense	133,210		133,210	-	133,210	5	4.24%	5,641.74
Depreciation	953,343		953,343	-	953,343	8	3.90%	37,161.68
Dump expense	2,221,405		2,221,405	-	2,221,405	9	4.09%	90,818.72
Insurance	701,600		701,600	-	701,600	2	3.64%	25,509.59
Insurance - workers comp.	846,676		846,676	-	846,676	3	3.90%	33,003.75
Interest	187,000		187,000	-	187,000	3	3.80%	7,110.58
Legal and professional	125,000		125,000	-	125,000	5	4.24%	5,294.02
Licenses - trucks	82,035		82,035	-	82,035	3	3.80%	3,119.34
Licenses - other	34,118		34,118	-	34,118	5	4.24%	1,444.96
Building/Office Maintenance and repairs	47,565		47,565	-	47,565	5	4.24%	2,014.49
Office Rent - imputed	-		-	-	-	5	4.24%	-
General Office Expenses	251,694		251,694	-	251,694	5	4.24%	10,659.77
JPA Office of waste management fees	274,112		274,112	-	274,112	5	4.24%	11,609.23
Road impact fees/admin fees	207,887		207,887	-	207,887	5	4.24%	52,433.00
Safety Plan/DOT Tests	15,409		15,409	(207,887)	-	7	DIRECT	600.66
Salaries and wages - officers	1,080,906	429,585	651,321	-	651,321	6	4.13%	26,914.64
Salaries and wages - franchise	4,206,164		4,206,164	-	4,206,164	7	3.90%	163,957.89
Two Owner vehicles to show allocation	16,341	16,341	-	-	-	3	3.80%	-
Taxes - payroll	413,006	10,740	402,267	-	402,267	7	3.90%	15,680.51
Taxes - real estate and business property	57,722		57,722	-	57,722	6	4.13%	2,385.26
Telephone	27,909		27,909	-	27,909	1	4.41%	1,229.50
Truck - parts & repairs	415,181		415,181	-	415,181	3	3.80%	15,787.04
Truck - tires	131,861		131,861	-	131,861	3	3.80%	5,013.96
Truck - fuel	739,410		739,410	-	739,410	3	3.80%	28,115.68
Union - health and welfare	1,363,772		1,363,772	-	1,363,772	7	3.90%	53,160.38
Union - pension	1,135,290		1,135,290	-	1,135,290	7	3.90%	44,254.05
Utilities	43,934		43,934	-	43,934	1	4.41%	1,935.45
Street Sweeping Costs Allocated	159,778	72,330	87,447	(87,447)	-	1	DIRECT	11,102.03
Total expenses	15,928,476	528,996	15,399,480	(295,334)	15,104,145			658,429.71
INCOME (LOSS) FROM OPERATIONS	(379,027)	(528,996)	149,969	295,334	445,304			122.67
Imputed Return on Rent - Operating Margin Method	34,308		34,308	-	34,308	5	4.24%	1,453.04
Imputed Return on Rent - Cost Plus 10%	30,878		30,878	-	30,878			

MILL VALLEY REFUSE SERVICE, INC. d.b.a.  
MILL VALLEY REFUSE SERVICE  
SCHEDULE OF OPERATING INCOME (LOSS)  
FOR THE PROJECTED YEAR : 2020/2021

	Projected	DISALLOWED EXPENSES	NET ALLOWED	DIRECT COSTS	SHARED COSTS	HOMESTEAD ALLOCATION	
						ITEM #	PERCENT
INCOME							
Net Collection Revenues (net of franchise fees)	15,549,449		15,549,449	-	15,549,449		577,197.31
EXPENSES							
Accounting	55,145		55,145	-	55,145	1	2,958.04
Advertising and promotion	1,002		1,002	-	1,002	5	37.19
Computer expense	133,210		133,210	-	133,210	5	4,944.78
Depreciation	953,343		953,343	-	953,343	8	34,768.49
Dump expense	2,221,405		2,221,405	-	2,221,405	9	82,989.52
Insurance	701,600		701,600	-	701,600	2	23,910.43
Insurance - workers comp.	846,676		846,676	-	846,676	7	30,878.32
Interest	187,000		187,000	-	187,000	3	6,497.60
Legal and professional	125,000		125,000	-	125,000	5	4,640.01
Licenses - trucks	82,035		82,035	-	82,035	3	2,850.43
Licenses - other	34,118		34,118	-	34,118	5	1,286.45
Building/Office Maintenance and repairs	47,565		47,565	-	47,565	5	1,765.62
Office Rent - imputed	-		-	-	-	5	-
General Office Expenses	251,694		251,694	-	251,694	5	9,342.90
JPA Office of waste management fees	274,112		274,112	-	274,112	5	10,175.07
Road Impact fees/admin fees	207,887		207,887	(207,887)	-	5	-
Safety Plan/DOT Tests	15,409		15,409	-	15,409	7	561.98
Salaries and wages - officers	1,080,906	429,585	651,321	-	651,321	6	24,236.77
Salaries and wages - franchise	4,206,164		4,206,164	-	4,206,164	7	153,399.06
Two Owner vehicles to show allocation	16,341	16,341	-	-	-	3	-
Taxes - payroll	413,006	10,740	402,267	-	402,267	7	14,670.69
Taxes - real estate and business property	57,722		57,722	-	57,722	6	2,147.94
Telephone	27,909		27,909	-	27,909	1	1,497.05
Truck - parts & repairs	415,181		415,181	-	415,181	3	14,426.09
Truck - tires	131,861		131,861	-	131,861	3	4,581.72
Truck - fuel	739,410		739,410	-	739,410	3	25,691.91
Union - health and welfare	1,363,772		1,363,772	-	1,363,772	7	49,736.87
Union - pension	1,135,290		1,135,290	-	1,135,290	7	41,404.11
Utilities	43,934		43,934	-	43,934	1	2,356.62
Street Sweeping Costs Allocated	159,778	72,330	87,447	(87,447)	-		-
Total expenses	15,928,476	528,996	15,399,480	(295,334)	15,104,145		551,735.64
INCOME (LOSS) FROM OPERATIONS	(379,027)	(528,996)	149,969	295,334	445,304		25,461.67
Imputed Return on Rent - Operating Margin Method	34,308		34,308	-	34,308	5	1,273.53
Imputed Return on Rent - Cost Plus 10%	30,878		30,878	-	30,878	3.71%	-

MILL VALLEY REFUSE SERVICE, INC. d.b.a.  
MILL VALLEY REFUSE SERVICE  
SCHEDULE OF OPERATING INCOME (LOSS)  
FOR THE PROJECTED YEAR : 2020/2021

	Projected	DISALLOWED EXPENSES	NET ALLOWED	DIRECT COSTS	SHARED COSTS	STRAWBERRY ALLOCATION	
						ITEM #	PERCENT
INCOME	15,549,449		15,549,449	-	15,549,449		1,623,569.87
Net Collection Revenues (net of Franchise fees)							
EXPENSES							
Accounting	55,145		55,145	-	55,145	1	4,632.63
Advertising and promotion	1,002		1,002	-	1,002	5	104.60
Computer expense	133,210		133,210	-	133,210	5	13,908.92
Depreciation	953,343		953,343	-	953,343	8	99,642.07
Dump expense	2,221,405		2,221,405	-	2,221,405	9	243,227.15
Insurance	701,600		701,600	-	701,600	2	72,130.87
Insurance - workers comp.	846,676		846,676	-	846,676	7	88,493.36
Interest	187,000		187,000	-	187,000	3	20,024.04
Legal and professional	125,000		125,000	-	125,000	5	13,051.67
Licenses - Trucks	82,035		82,035	-	82,035	3	8,784.35
Licenses - other	34,118		34,118	-	34,118	5	3,562.34
Building/Office Maintenance and repairs	47,565		47,565	-	47,565	5	4,966.44
Office Rent - imputed	-		-	-	-	5	-
General Office Expenses	251,694		251,694	-	251,694	5	26,280.18
JPA Office of waste management fees	274,112		274,112	-	274,112	5	28,620.95
Road impact fees/admin fees	207,887		207,887	(207,887)	-	7	-
Safety Plan/DOT Tests	15,409		15,409	-	15,409	7	1,610.56
Salaries and wages - officers	1,080,906	429,585	651,321	-	651,321	6	65,810.07
Salaries and wages - franchise	4,206,164		4,206,164	-	4,206,164	7	439,622.28
Two Owner vehicles to show allocation	16,341	16,341	-	-	-	3	-
Taxes - payroll	413,006	10,740	402,267	-	402,267	7	42,044.33
Taxes - real estate and business property	57,722		57,722	-	57,722	6	5,832.30
Telephone	27,909		27,909	-	27,909	1	2,344.55
Truck - parts & repairs	415,181		415,181	-	415,181	3	44,457.75
Truck - tires	131,861		131,861	-	131,861	3	14,119.77
Truck - fuel	739,410		739,410	-	739,410	3	79,176.33
Union - health and welfare	1,363,772		1,363,772	-	1,363,772	7	142,539.57
Union - pension	1,135,290		1,135,290	-	1,135,290	7	118,658.92
Utilities	43,934		43,934	-	43,934	1	3,690.75
Street Sweeping Costs Allocated	159,778	72,330	87,447	(87,447)	-	1	-
Total expenses	15,928,476	528,996	15,399,480	(295,334)	15,104,145		1,587,336.73
INCOME (LOSS) FROM OPERATIONS	(379,027)	(528,996)	149,969	295,334	445,304		36,233.14
Imputed Return on Rent - Operating Margin Method	34,308		34,308	-	34,308	5	3,582.26
Imputed Return on Rent - Cost Plus 10%	30,878		30,878	-	30,878		

MILL VALLEY REFUSE SERVICE, INC. d.b.a.  
MILL VALLEY REFUSE SERVICE  
SCHEDULE OF OPERATING INCOME (LOSS)  
FOR THE PROJECTED YEAR : 2020/2021

	Projected	DISALLOWED EXPENSES	NET ALLOWED	DIRECT COSTS	SHARED COSTS	ITEM #	ALMONTÉ ALLOCATION	
							PERCENT	AMOUNT
INCOME	15,549,449		15,549,449	-	15,549,449			409,242.61
Net Collection Revenues (net of franchise fees)								
EXPENSES								
Accounting	55,145		55,145	-	55,145	1	3.78%	2,087.13
Advertising and promotion	1,002		1,002	-	1,002	5	2.63%	26.37
Computer expense	133,210		133,210	-	133,210	5	2.63%	3,505.93
Depreciation	953,343		953,343	-	953,343	8	2.59%	24,647.71
Dump expense	2,221,405		2,221,405	-	2,221,405	9	2.70%	60,023.87
Insurance	701,600		701,600	-	701,600	2	2.41%	16,901.17
Insurance - workers comp.	846,676		846,676	-	846,676	7	2.59%	21,889.94
Interest	187,000		187,000	-	187,000	3	2.51%	4,699.52
Legal and professional	125,000		125,000	-	125,000	5	2.63%	3,289.85
Licenses - trucks	82,035		82,035	-	82,035	3	2.51%	2,061.63
Licenses - other	34,118		34,118	-	34,118	5	2.63%	897.94
Building/Office Maintenance and repairs	47,565		47,565	-	47,565	5	2.63%	1,251.86
Office Rent - imputed	-		-	-	-	5	2.63%	-
General Office Expenses	251,694		251,694	-	251,694	5	2.63%	6,624.27
JPA Office of waste management fees	274,112		274,112	-	274,112	5	2.63%	7,214.29
Road Impact fees/admin fees	207,887		207,887	(207,887)	-	5	2.63%	-
Safety Plan/DOT Tests	15,409		15,409	-	15,409	7	2.59%	398.39
Salaries and wages - officers	1,080,906	429,585	651,321	-	651,321	6	2.62%	17,057.16
Salaries and wages - franchise	4,206,164		4,206,164	-	4,206,164	7	2.59%	108,746.07
Two Owner vehicles to show allocation	16,341	16,341	-	-	-	3	2.51%	-
Taxes - payroll	413,006	10,740	402,267	-	402,267	7	2.59%	10,400.19
Taxes - real estate and business property	57,722		57,722	-	57,722	6	2.62%	1,511.66
Telephone	27,909		27,909	-	27,909	1	3.78%	1,056.29
Truck - parts & repairs	415,181		415,181	-	415,181	3	2.51%	10,433.96
Truck - tires	131,861		131,861	-	131,861	3	2.51%	3,313.82
Truck - fuel	739,410		739,410	-	739,410	3	2.51%	18,582.20
Union - health and welfare	1,363,772		1,363,772	-	1,363,772	7	2.59%	35,258.95
Union - pension	1,135,290		1,135,290	-	1,135,290	7	2.59%	29,351.77
Utilities	43,934		43,934	-	43,934	1	3.78%	1,662.78
Street Sweeping Costs Allocated	159,778	72,330	87,447	(87,447)	-			-
Total expenses	15,928,476	528,996	15,399,480	(295,334)	15,104,145			392,894.71
INCOME (LOSS) FROM OPERATIONS	(379,027)	(528,996)	149,969	295,334	445,304			16,347.89
Imputed Return on Rent - Operating Margin Method	34,308		34,308	-	34,308	5	2.63%	902.96
Imputed Return on Rent - Cost Plus 10%	30,878		30,878	-	30,878			

MILL VALLEY REFUSE SERVICE, INC. d.b.a.  
MILL VALLEY REFUSE SERVICE  
SCHEDULE OF OPERATING INCOME (LOSS)  
FOR THE PROJECTED YEAR : 2020/2021

	INCOME		EXPENSES		NET		DIRECT COSTS		SHARED COSTS		DEBRIS ALLOCATION		
	Projected	Disallowed Expenses	Allowed	Net	Direct Costs	Shared Costs	Item #	Percent	Amount				
Net Collection Revenues (net of franchise fees)	15,549,449		15,549,449			15,549,449						14,470.98	
<b>EXPENSES</b>													
Accounting	55,145		55,145			55,145	1	0.00%	-			-	
Advertising and promotion	1,002		1,002			1,002	5	0.09%	0.93			0.93	
Computer expense	133,210		133,210			133,210	5	0.09%	123.97			123.97	
Depreciation	953,343		953,343			953,343		DIRECT	-			-	
Dump expense	2,221,405		2,221,405			2,221,405		DIRECT	-			-	
Insurance	701,600		701,600			701,600	2	3.07%	21,521.49			21,521.49	
Insurance - workers comp.	846,676		846,676			846,676	3	DIRECT	-			-	
Interest	187,000		187,000			187,000	3	3.50%	6,538.46			6,538.46	
Legal and professional	125,000		125,000			125,000	5	0.09%	116.33			116.33	
Licenses - trucks	82,035		82,035			82,035	3	3.50%	2,868.36			2,868.36	
Licenses - other	34,118		34,118			34,118	5	0.09%	31.75			31.75	
Building/Office Maintenance and repairs	47,565		47,565			47,565	5	0.09%	44.27			44.27	
Office Rent - imputed	-		-			-	5	0.09%	-			-	
General Office Expenses	251,694		251,694			251,694	5	0.09%	234.24			234.24	
JPA Office of waste management fees	274,112		274,112			274,112	5	0.09%	255.10			255.10	
Road Impact fees/admin fees	207,887		207,887		(207,887)	-		DIRECT	-			-	
Safety Plan/DOT Tests	15,409		15,409			15,409		DIRECT	-			-	
Salaries and wages - officers	1,080,906		651,321			651,321	6	0.00%	-			-	
Salaries and wages - franchise	4,206,164		4,206,164			4,206,164	6	DIRECT	-			-	
Two Owner vehicles to show allocation	16,341		16,341			16,341	3	3.50%	-			-	
Taxes - payroll	413,006		402,267			402,267	3	DIRECT	-			-	
Taxes - real estate and business property	57,722		57,722			57,722	6	0.00%	-			-	
Telephone	27,909		27,909			27,909	1	0.00%	-			-	
Truck - parts & repairs	415,181		415,181			415,181	3	3.50%	14,516.82			14,516.82	
Truck - tires	131,861		131,861			131,861	3	3.50%	4,610.54			4,610.54	
Truck - fuel	739,410		739,410			739,410	3	3.50%	25,853.50			25,853.50	
Union - health and welfare	1,363,772		1,363,772			1,363,772		DIRECT	-			-	
Union - pension	1,135,290		1,135,290			1,135,290		DIRECT	-			-	
Utilities	43,934		43,934			43,934	1	0.00%	-			-	
Street Sweeping Costs Allocated	159,778		72,330		(87,447)	-		DIRECT	-			-	
Total expenses	15,928,476	528,996	15,399,480		(295,334)	15,104,145			76,715.75			76,715.75	
<b>INCOME (LOSS) FROM OPERATIONS</b>													
	(379,027)	(528,996)	149,969		295,334	445,304			(62,244.77)			(62,244.77)	
Imputed Return on Rent - Operating Margin Method	34,308		34,308		-	34,308							
Imputed Return on Rent - Cost Plus 10%	30,878		30,878		-	30,878	5	0.09%	28.74			28.74	

MILL VALLEY REFUSE SERVICE, INC. d.b.a.  
MILL VALLEY REFUSE SERVICE  
SCHEDULE OF OPERATING INCOME (LOSS)  
FOR THE PROJECTED YEAR : 2020/2021

	Projected	DISALLOWED EXPENSES	NET ALLOWED	DIRECT COSTS	SHARED COSTS	ALLOCATION TOTAL
INCOME						
Net Collection Revenues (net of franchise fees)	15,549,449		15,549,449	-	15,549,449	15,549,449.01
EXPENSES						
Accounting	55,145		55,145	-	55,145	55,145.37
Advertising and promotion	1,002		1,002	-	1,002	1,001.80
Computer expense	133,210		133,210	-	133,210	133,210.21
Depreciation	953,343		953,343	-	953,343	953,343.15
Dump expense	2,221,405		2,221,405	-	2,221,405	2,221,405.05
Insurance	701,600		701,600	-	701,600	701,600.49
Insurance - workers comp.	846,676		846,676	-	846,676	846,675.86
Interest	187,000		187,000	-	187,000	140,444.71
Legal and professional	125,000		125,000	-	125,000	125,000.00
Licenses - trucks	82,035		82,035	-	82,035	82,035.11
Licenses - other	34,118		34,118	-	34,118	34,117.69
Building/Office Maintenance and repairs	47,565		47,565	-	47,565	47,565.15
Office Rent - Imputed	-		-	-	-	-
General Office Expenses	251,694		251,694	-	251,694	251,693.71
JPA Office of waste management fees	274,112		274,112	-	274,112	274,112.00
Road Impact feestradmin fees	207,887		207,887	(207,887)	-	207,887.00
Safety Plan/DOT Tests	15,409		15,409	-	15,409	15,409.30
Salaries and wages - officers	1,080,906	429,585	651,321	-	651,321	651,320.75
Salaries and wages - franchise	4,206,164		4,206,164	-	4,206,164	4,206,163.83
Two Owner vehicles to show allocation	16,341		16,341	-	16,341	16,341.00
Taxes - payroll	413,006	10,740	402,267	-	402,267	402,266.58
Taxes - real estate and business property	57,722		57,722	-	57,722	57,722.13
Telephone	27,909		27,909	-	27,909	27,908.83
Truck - parts & repairs	415,181		415,181	-	415,181	415,180.92
Truck - tires	131,861		131,861	-	131,861	131,861.38
Truck - fuel	739,410		739,410	-	739,410	739,409.99
Union - health and welfare	1,363,772		1,363,772	-	1,363,772	1,363,772.49
Union - pension	1,135,290		1,135,290	-	1,135,290	1,135,290.19
Utilities	43,934		43,934	-	43,934	43,933.52
Street Sweeping Costs Allocated	159,778	72,330	87,447	(87,447)	-	87,447.41
Total expenses	15,928,476	528,996	15,399,480	(295,334)	15,104,145	15,352,924.60
INCOME (LOSS) FROM OPERATIONS	(379,027)	(528,996)	149,969	295,334	445,304	196,524.41
Imputed Return on Rent - Operating Margin Method	34,308		34,308	-	34,308	27,095.84
Imputed Return on Rent - Cost Plus 10%	30,878		30,878	-	30,878	6,491.33
						33,587.17



MILL VALLEY REFUSE SERVICE, INC. d.b.a.  
MILL VALLEY REFUSE SERVICE  
STREET SWEEPING FORECAST 2020/2021

	12/31/2019 ACTUAL	2020/2021 FORECAST
<b>INCOME</b>		
Street sweeping income	0	0
Total revenue	\$ -	\$ -
<b>EXPENSES</b>		
Accounting	0	0
Advertising and promotion	0	0
Computer expense	0	0
Depreciation	100	100 **
Dump expense	506	506
Franchise & road impact fees	0	0
Insurance	6,134	7,464
Insurance - workers comp.	12,381	13,723
Interest	0	0
Legal and professional	0	0
Licenses - trucks	1,070	1,342
Licenses - other	0	0
Maintenance and repairs	0	0
Office Rent	0	0
Office	2,592	2,678
Office of waste management fees	0	0
Safety Plan/DOT Tests	0	0
Salaries excluded and non franchise	68,022	73,332
Salaries and wages - Franchise	0	0
Taxes - payroll	5,001	5,728
Taxes - real estate and business propert	594	614
Telephone	287	297
Truck - parts repairs	4,444	4,591
Truck - tires	1,358	1,403
Truck - fuel	8,050	7,866
Union - health and welfare	15,872	21,648
Union - pension	4,170	17,542
Utilities	457	945
Total expenses	\$ 131,040	\$ 159,778
<b>INCOME (LOSS) FROM OPERATIONS</b>	<b>\$ (131,040)</b>	<b>\$ (159,778)</b>

Allocation:			# of Customers			Eise	Total
			Billings	Allocation	Salary/Ber		
Mill Valley	53,974	\$ 65,811	4,600	41.19%	48,706	17,105	65,811
Corte Madera	34,720	\$ 42,334	2,959	26.50%	31,331	11,003	42,334 dis
Tiburon	33,241	\$ 40,531	2,833	25.37%	29,997	10,534	40,531 dis
County	9,105	\$ 11,102	776	6.95%	8,217	2,886	11,102
<b>Totals</b>	<b>\$ 131,040</b>	<b>\$ 159,778</b>	<b>11,168</b>		<b>118,250</b>	<b>41,528</b>	<b>159,778</b>

**MILL VALLEY REFUSE SERVICE, INC. d.b.a.  
MILL VALLEY REFUSE SERVICE  
SCHEDULE OF PASS THRU SERVICES**

		2017 ACTUAL		2018/2019 FORECAST
MILL VALLEY	Boxes Per Contract	COSTS	Boxes Per Contract	COSTS
DEBRIS BOXES	unlimited	\$ 180,821.00	unlimited	\$ 180,821.00
STREET CANS				\$ -
Less: Franchise Fees at 2% DB		\$ 3,616.42		\$ 3,616.42
Less: Franchise Fees at 20% SC		\$ -		\$ -
Less: 10% Profit Allowance		\$ 18,082.10		\$ 18,082.10
		<b>\$ 159,122.48</b>		<b>\$ 159,122.48</b>
<b>BELVEDERE</b>				
DEBRIS BOXES	unlimited	\$ 21,121.46	unlimited	\$ 21,121.46
Less: Franchise Fees at 10%		\$ 2,112.15		\$ 2,112.15
Less: 10% Profit Allowance		\$ 2,112.15		\$ 2,112.15
		<b>\$ 16,897.17</b>		<b>\$ 16,897.17</b>
<b>CORTE MADERA</b>				
DEBRIS BOXES	unlimited	\$ 87,720.00	unlimited	\$ 87,720.00
Less: Franchise Fees at 20%		\$ 17,544.00		\$ 17,544.00
Less: 10% Profit Allowance		\$ 8,772.00		\$ 8,772.00
				\$ -
SPECIAL EVENT COSTS		\$ -		\$ -
		<b>\$ 61,404.00</b>		<b>\$ 61,404.00</b>
<b>TIBURON</b>				
DEBRIS BOXES	unlimited	\$ 58,477.30	unlimited	\$ 58,477.30
Less: Franchise Fees at 15.5%		\$ 9,063.98		\$ 9,063.98
Less: 10% Profit Allowance		\$ 5,847.73		\$ 5,847.73
		<b>\$ 43,565.59</b>		<b>\$ 43,565.59</b>
Street Cans				
<b>STRAWBERRY</b>				
DEBRIS BOXES	12	\$ -	12	\$ -
Less: Franchise Fees at 10%		\$ -		\$ -
Less: 10% Profit Allowance		\$ -		\$ -
		\$ -		\$ -
<b>HOMESTEAD</b>				
DEBRIS BOXES	36	\$ 4,086.00	36	\$ 4,086.00
Less: Franchise Fees at 0%		\$ -		\$ -
Less: 10% Profit Allowance		\$ 408.60		\$ 408.60
		<b>\$ 3,677.40</b>		<b>\$ 3,677.40</b>
<b>COUNTY</b>				
DEBRIS BOXES	0	\$ 2,667.00	0	\$ 2,667.00
Less: Franchise Fees at 18%		\$ 480.06		\$ 480.06
Less: 10% Profit Allowance		\$ 266.70		\$ 266.70
		<b>\$ 2,400.30</b>		<b>\$ 2,400.30</b>
<b>TOTAL</b>		<b>\$ 287,334</b>		<b>\$ 287,334</b>

**MILL VALLEY REFUSE SERVICE, INC. d.b.a.**  
**MILL VALLEY REFUSE SERVICE**  
**FINANCIAL STATEMENT SUMMARY - SCHEDULE OF OPERATING INCOME (LOSS)**

	12/31/2019 ACTUAL	COLLECTION	STREET SWEEPING	PORTABLE TOILETS
<b>INCOME</b>				
Collection services revenue	17,721,048	\$ 17,721,048	\$ -	
Debris box revenue	1,393,250	1,393,250		
Storage box revenue	18,519	18,519		
Recycling redemption revenue	27,639	27,639		
Street sweeping income		-	-	
Portable Toilets	1,040,870	-		1,040,870
Damage Waiver	58,493	-		58,493
Miscellaneous revenue	19,921	19,921		
Total revenue	<u>\$ 20,279,741</u>	<u>\$ 19,180,378</u>	<u>\$ -</u>	<u>\$ 1,099,363</u>
<b>EXPENSES</b>				
Accounting	\$ 56,193	\$ 53,384		\$ 2,810
Advertising and promotion	9,698	3,949		5,749
Computer expense	128,955	128,955		
Depreciation	871,580	837,869	100	33,611
Dump expense	2,539,577	2,515,028	506	24,043
Road Impact Fees/Flat	205,133	205,133		
Franchise Fees -%	2,721,614	2,721,614		
Insurance (less Director)	613,417	576,612	6,134	30,671
Insurance - workers comp.	855,865	763,905	12,381	79,579
Interest	180,978	180,978		
Legal and professional	164,109	164,109		
Licenses - trucks	85,185	80,429	1,070	3,686
Licenses - other	33,028	24,742		8,286
Building/Office Maintenance and repairs	46,046	46,046		
General Office Expenses	259,205	243,653	2,592	12,960
JPA Office of waste management fees	187,796	187,796		
Porta Potty Expenses	98,867	5,715		93,153
Safety Plan/DOT Tests	14,917	14,917		
Salaries excluded and non franchise	1,502,374	948,871	68,022	485,481
Salaries and wages - Franchise	4,016,307	4,016,307		
Taxes - payroll	405,739	365,045	5,001	35,693
Taxes - real estate and business property	59,445	55,878	594	2,972
Telephone	28,742	27,017	287	1,437
Truck - parts repairs	444,400	420,309	4,444	19,647
Truck - tires	135,797	127,649	1,358	6,790
Truck - fuel and oil	804,987	756,688	8,050	40,249
Union - health and welfare	1,333,043	1,220,411	15,872	96,760
Union - pension	1,155,233	1,013,378	4,170	137,685
Utilities	45,731	42,987	457	2,287
Total expenses	<u>\$ 19,003,960</u>	<u>\$ 17,749,372</u>	<u>\$ 131,040</u>	<u>\$ 1,123,548</u>
<b>INCOME (LOSS) FROM OPERATIONS</b>	<u>\$ 1,275,781</u>	<u>\$ 1,431,006</u>	<u>\$ (131,040)</u>	<u>\$ (24,185)</u>

**MILL VALLEY REFUSE SERVICE, INC.  
CURBSIDE COLLECTION REVENUES**

	(1) 2019 ACTUAL	2020 Service Change Adjustment	(1) 2020 12 MO PROJ	2020/2021 FRANCHISE FEES PROJ	2020/2021 PROJECTED NET REVENUE
Mill Valley	6,268,664.51	8,812.00	6,259,852.51	1,140,646.87	5,119,205.64
Belvedere	908,370.57	(2,784.00)	911,154.57	90,915.46	820,239.12
Corte Madera	4,324,197.05	(3,944.00)	4,328,141.05	809,428.20	3,518,712.85
Alto	385,917.69	(1,993.00)	387,910.69	15,824.86	372,085.83
Tiburon	3,549,721.47	1,049.00	3,548,672.47	458,853.14	3,089,819.33
County	825,871.75	6,433.00	819,438.75	143,718.97	675,719.77
Homestead	596,061.56	(3,439.00)	599,500.56	24,354.05	575,146.51
Strawberry	1,894,838.31	(2,542.00)	1,897,380.31	152,605.76	1,744,774.55
Almonte	412,615.12	(1,460.00)	414,075.12	7,718.08	406,357.04
Other/Debris	222,936.03		222,936.03	-	222,936.03
Total revenues	19,389,194.07	132.00	19,389,062.07	2,844,065.40	16,544,996.67
Less debris	(1,393,250.20)		(1,393,250.20)	(118,217.96)	(1,275,032.24)
Net garbage revenues	17,995,943.87	132.00	17,995,811.87	2,725,847.44	15,269,964.43

(1) Curbside garbage revenues shown include franchise fees payable to the cities and districts.

MILL VALLEY REFUSE SERVICE  
 COLLECTION REVENUES  
 ACTUAL FOR THE YEAR OF 2019

	MILL VALLEY	BELVEDERE	CORTE MADERA	ALTO	TIBURON	COUNTY	HOMESTEAD	STRAWBERRY	ALMONTE	OTHER	TOTAL
GARBAGE REVENUES	\$ 4,937,258	\$ 717,539	\$ 3,228,263	\$ 314,192	\$ 2,828,452	\$ 659,150	\$ 477,120	\$ 1,453,588	\$ 318,515	\$ -	\$ 14,934,077
RECYCLING REVENUES	\$ 964,546	\$ 112,842	\$ 673,146	\$ 63,101	\$ 478,330	\$ 96,896	\$ 74,693	\$ 243,323	\$ 60,492	\$ -	\$ 2,767,369
DEBRIS REVENUES	\$ 262,909	\$ 77,990	\$ 344,572	\$ 3,312	\$ 177,457	\$ 69,825	\$ 35,727	\$ 170,351	\$ 28,171	\$ 222,936	\$ 1,393,250
SCRAP REVENUES	\$ 8,592	\$ 1,637	\$ 5,497	\$ 531	\$ 5,295	\$ 1,406	\$ 1,712	\$ 1,747	\$ 1,222	\$ -	\$ 27,639
COLLECTION REVENUES	\$ 6,173,306	\$ 910,007	\$ 4,251,478	\$ 381,136	\$ 3,489,533	\$ 827,278	\$ 589,251	\$ 1,869,009	\$ 408,401	\$ 222,936	\$ 19,122,335
FRANCHISE FEES PAID:	32.3%	4.8%	22.2%	2.0%	18.2%	4.3%	3.1%	9.8%	2.1%	1.2%	100.0%
GARBAGE	974,450	70,812	637,178	15,503	432,655	122,147	23,543	143,451	6,287	-	2,426,026
DEBRIS	5,258	7,789	68,914	-	27,501	10,424	-	12,972	-	-	132,858
RECYCLING	-	11,266	134,406	-	-	14,510	-	-	1,208	-	161,390
STREET SWEEPING	-	-	-	-	-	-	-	-	-	-	-
TOTAL	(979,709)	(89,867)	(840,498)	(15,503)	(460,156)	(147,081)	(23,543)	(156,423)	(7,495)	-	(2,720,274)

NET COLLECTION REVENUES \$	5,193,598	\$ 820,140	\$ 3,410,980	\$ 365,633	\$ 3,029,377	\$ 680,197	\$ 565,708	\$ 1,712,586	\$ 400,906	\$ 222,936	\$ 16,402,061
PERCENTAGE OF TOTAL	31.66%	5.00%	20.80%	2.23%	18.47%	4.15%	3.45%	10.44%	2.44%	1.36%	100.00%

FRANCHISE FEES PERCENTAGES::											
GARBAGE	20.00%	10.00%	20.00%	5.00%	15.50%	18.00%	5.00%	10.00%	2.00%	0.00%	
DEBRIS	2.00%	10.00%	20.00%	0.00%	15.50%	18.00%	0.00%	10.00%	0.00%	0.00%	
RECYCLING	20.00%	10.00%	20.00%	0.00%	0.00%	18.00%	0.00%	0.00%	2.00%	0.00%	

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MILL VALLEY REFUSE SERVICE, INC.  
DEBRIS BOX REVENUES

	2019										MISC. AREAS	TOTAL
	MILL VALLEY	BELVEDERE	CORTE MADERA	ALTO	TIBURON	COUNTY	HOMESTEAD	STRAWBERRY	ALMONTE			
DEBRIS	262,909	77,990	344,572	3,312	177,457	69,825	35,727	170,351	28,171	222,936	1,393,250	
4 YARD BOXES	0	0	0	0	0	0	0	0	0	0	0	
OTHER	0	0	0	0	0	0	0	0	0	0	0	
TOTAL BOX REVENUE	262,909	77,990	344,572	3,312	177,457	69,825	35,727	170,351	28,171	222,936	1,393,250	
PERCENTAGE	18.87%	5.60%	24.73%	0.24%	12.74%	5.01%	2.56%	12.23%	2.02%	16.00%	100.00%	
Actual Franchise Fees	(5,258)	(7,789)	(68,914)	0	(27,501)	(10,424)	0	(12,972)	0	0	(132,858)	
<b>PROJECTED REVENUES</b>	<b>2020</b>											
ESTIMATED ALLOCATION	262,909	77,990	344,572	3,312	177,457	69,825	35,727	170,351	28,171	222,936	1,393,250	
Business Adjustment 15%	-39,436	-11,699	-51,686	-497	-26,619	-10,474	-5,359	-25,553	-4,226	-33,440	-208,988	
TOTAL PROJECTED REVENUES	223,473	66,292	292,886	2,815	150,838	59,351	30,368	144,798	23,945	189,496	1,184,263	
EST. FRANCHISE FEES	x 2%	x10%	x 20%	x 0%	x15.5%	x18%	x 0%	x 10%	x 0%	x 0%	118,218	
	4,469	6,629	58,577	0	23,380	10,683	0	14,480	0	0		
NET PROJECTED REVENUES	258,440	71,361	285,995	3,312	154,077	59,142	35,727	155,871	28,171	222,936	1,275,032	

MILL VALLEY REFUSE SERVICE, INC. d.b.a.  
MILL VALLEY REFUSE SERVICE  
SCHEDULE OF DEPRECIATION

	EXISTING ASSETS		NEW ASSETS	TOTAL
	2019 ACTUAL	2020/2021 Projected	2020/2021 FORECAST	2020/2021 FORECAST
BUILDING	\$ -	\$ -		\$ -
BUILDING IMPROVEMENTS	26,314	26,148	593	26,741
OFFICE EQUIPMENT	7,631	7,733	2,926	10,659
TRUCKS	521,509	481,079	97,714	578,793
EQUIPMENT (Tippers/Cans) SUBTOTAL	<u>181,580</u> 737,034	<u>194,900</u> 709,860	<u>32,154</u> 133,387	<u>227,054</u> 843,247
STREET SWEEPING	100	100	-	100
DEBRIS TRUCKS	78,215	80,785	-	80,785
DEBRIS BOXES	22,621	23,540	5,771	29,311
PORTABLE TOILETS TRUCKS	26,985	26,985	-	26,985
PORTABLE TOILETS EQ. TOTAL	<u>6,626</u> \$ 871,580	<u>3,313</u> \$ 844,583	<u>-</u> \$ 139,158	<u>3,313</u> \$ 983,741



MILL VALLEY REFUSE SERVICE, INC. d.b.a.  
MILL VALLEY REFUSE SERVICE  
SCHEDULE OF DEPRECIATION

2020-2021		Price Per	Basis	Est. life	Annual	
<b>Office</b>						
2	\$3,864.00	\$7,728.00	5	\$	1,545.60	Licensing for Tower Cloud Service
3	\$2,300.00	\$6,900.00	5	\$	1,380.00	Shop Toughbook Laptops
		<u>\$14,628.00</u>			<u>\$2,925.60</u>	
<b>Building</b>						
1	\$8,900.00	\$8,900.00	15	\$	593.33	Downstairs North Furnace
		<u>\$8,900.00</u>			<u>\$593.33</u>	
<b>Tipper/Containers</b>						
35	\$540.00	\$18,900.00	7	\$	2,700.00	Con Fab 1 Yd Containers
56	\$720.00	\$40,320.00	7	\$	5,760.00	Con Fab 2 Yd Containers
222	\$49.52	\$10,993.44	7	\$	1,570.49	Schaefer/32 Gallon Green Cans for Food Waste
666	\$49.42	\$32,913.72	7	\$	4,701.96	Schaefer/32 Gallon Blue Tipper Cans (glass/aluminum)
50	\$57.00	\$2,850.00	7	\$	407.14	Schaefer/96 Gallon Tipper Cans
2000	\$55.55	\$111,100.00	7	\$	15,871.43	Schaefer/65 Gallon Brown & Green Tipper Cans
		<u>\$217,077.16</u>			<u>\$31,011.02</u>	
<b>Debris</b>						
8	\$5,049.67	\$40,397.36	7		5,771.05	Con Fab 20 yard debris boxes
		<u>\$40,397.36</u>			<u>5,771.05</u>	
<b>Truck Equipment</b>						
10	\$800.00	\$8,000.00	7	\$	1,142.86	Two-way Radios
		<u>\$8,000.00</u>			<u>1,142.86</u>	
<b>Trucks</b>						
2	\$342,000.00	\$684,000.00	7		97,714.29	Heil Rear Loader
		<u>\$684,000.00</u>			<u>\$97,714.29</u>	
<b>Franchise</b>						
		<u>\$973,002.52</u>			<u>\$139,158.15</u>	
<b>Overall Total</b>						
		<u>\$973,002.52</u>			<u>139,158.15</u>	

MILL VALLEY REFUSE SERVICE, INC. d.b.a.  
MILL VALLEY REFUSE SERVICE  
SCHEDULE OF DUMP EXPENSES

	2019 TONS	ACTUAL AVG \$ PER TON	2019 AMOUNT	2019/2020 TONS	FORECAST \$ PER TON	2020/2021 AMOUNT
<b>REDWOOD LANDFILL</b>						
Garbage	17,741.41	57.64	1,022,625.51	16,794.02	59.65	1,001,763.22
Corp/Yard GW	1,775.30	0.00		1,810.81	33.74	61,096.59
Compost Foodwaste	10,598.95	44.98	556,650.00	8,924.32	49.28	439,790.29
Compost	0.00		0.00	0.00		0.00
Debris	2,796.84	57.39	160,518.39	2,377.31	59.65	141,808.78
Less: N/F Debris	(447.53)	57.39	(25,684.79)	(380.40)	59.65	(22,690.71)
Recycling	5,987.53	85.13	509,742.97	0.00	0.00	0.00
Debris (garbage)	0.00		0.00	0.00		0.00
Dirt	5,098.59	0.00	0.00	5,149.58	0.00	0.00
Total	43,551.09		2,223,852.08	34,675.63		1,621,766.16
<b>MARIN RESOURCE RECOVERY CENTER</b>						
Garbage	9.67	95.66	925.05	0.00	115.06	0.00
Dirt	5.83	0.00	0.00	5.69	0.00	0.00
Debris	1,783.72	112.61	200,869.73	1,516.16	110.00	166,777.82
Less: N/F Debris	(285.42)	112.61	(32,141.46)	(242.60)	110.00	(26,686.37)
Recycling Single Stream	496.10	83.00	41,176.00	407.79	85.75	34,968.35
Cardboard	868.36			868.36		
Corrntl Foodwaste	0.92	0.00	0.00	0.92	110.00	101.20
Yard Waste	14.02	99.29	1,392.03	14.02	110.00	1,542.20
Total	2,893.00		212,221.35	2,570.34		176,703.21
<b>MARIN SANITARY SERVICE</b>						
Corrntl Foodwaste	279.04	57.73	16,109.01	234.95	61.34	14,410.76
Recycling Dual Stream	1,476.77	44.00	64,977.86	7,613.59	56.91	433,288.18
Trash	17.20	84.56	1,454.39			0.00
Debris	1.39	65.86	91.35			0.00
Total	1,774.40		82,632.63	7,848.54		447,698.94
<b>WEST CONTRA COSTA SANITARY LANDFILL</b>						
Green Waste	0.00	0.00	0.00	0.00	0.00	0.00
<b>STREET SWEEPING DEBRIS</b>						
Marin Resource Recovery C	0.00	80.00	0.00	4.80	110.00	508.00
Weighting Charges			0.00			
<b>WASTE MGMT DAVIS STREET RECYCLING</b>						
Balled Cardboard	20.85	0.00	0.00	20.85	0.00	0.00
TOTALS	48,239.35		2,518,706.26	45,119.96		2,246,675.31
<b>RECAP RECYCLING</b>						
Recycling	7,960.40	77.37	615,896.85	8,021.38	58.38	468,257.53
Balled Cardboard	889.21		0.00	889.21		0.00
Green Waste	12,668.23	45.32	574,151.04	10,985.01	47.06	516,941.04
Total	21,517.84	55.31	1,190,047.89	19,895.60	49.52	985,198.58
<b>RECAP</b>						
Garbage	17,768.28		1,025,004.95	16,794.02		1,001,763.22
Debris	4,591.95		361,479.67	3,893.48		308,584.60
Less: N/F Debris	(732.94)		(57,826.25)	(623.00)		(49,377.08)
Sweep Debris	0.00		0.00	4.60		506.00
Dirt	5,104.22		0.00	5,155.26		0.00
Total	26,721.51		1,328,656.37	25,224.36		1,261,476.74
RECAP	48,239.35	52.21	2,518,706.26	45,119.96	49.79	2,246,675.31

MILL VALLEY REFUSE SERVICE, INC. d.b.a.  
MILL VALLEY REFUSE SERVICE  
SCHEDULE OF INSURANCE EXPENSES

	Actual 2019	Forecast 2020/2021
Property and General Liability	380,907	519,511
Umbrella Policy	192,698	221,288
Director Life - omitted		
Other	5,001	5,585
<b>Total Non WC Insurance</b>	<b>578,606</b>	<b>746,384</b>
<b>Workers Compensation</b>	<b>893,600</b>	<b>948,600</b>
<b>Total Workers Comp</b>	<b>893,600</b>	<b>948,600</b>
<b>Total Non Benefit Insurance</b>	<b>1,472,206</b>	<b>1,694,984</b>

Excludes Director Life Insurance

**MILL VALLEY REFUSE SERVICE, INC. d.b.a.  
MILL VALLEY REFUSE SERVICE  
PAYROLL EXPENSES - WAGES & SALARIES**

	<b>2019</b>	<b>2020/2021</b>
	<b>Annual Paid</b>	<b>Annual Paid</b>
	<b>Actual</b>	<b>Forecast</b>
Garbage and Debris	1,477,723	1,695,265
Recycling	1,178,008	1,081,181
Street Sweeping (separately allocated)	68,022	73,332
Porta Potties	406,119	431,830
Shop	684,921	880,363
Office	651,656	525,354
Contract	24,000	24,000
Executive	1,105,274	1,152,966
Other	(77,041)	-
<b>Totals</b>	<u><u>5,518,681</u></u>	<u><u>5,864,292</u></u>
Payroll taxes	405,739	458,097
Health Insurance	1,333,043	1,518,556
<b>Total</b>	<u><u>7,257,463</u></u>	<u><u>7,840,944</u></u>

MILL VALLEY REFUSE SERVICE, INC. d.b.a.  
MILL VALLEY REFUSE SERVICE (Garbage Collection)  
DRIVERS ROUTES AND HOURS

Route	Mill Valley #1	Belvedere #2	Corte Madera #3	Alto #4	Tiburon #5	County #6 & #9	Homeshead #7	Strawberry #8	Almonte #10	Total
<b>Route # 00</b>										
Man Hours	2.50	0.00	16.00	0.00	0.50	0.00	0.00	1.00	0.00	20.00
Truck Hours - pick up	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
<b>Route # 1</b>										
Man Hours	9.00	0.00	31.00	0.00	8.00	0.00	0.00	0.00	0.00	48.00
Truck Hours	9.00	0.00	23.00	0.00	8.00	0.00	0.00	0.00	0.00	40.00
<b>Route # 2</b>										
Man Hours	0.00	0.00	20.00	0.00	0.00	2.00	0.00	0.00	0.00	22.00
Truck Hours	0.00	0.00	20.00	0.00	0.00	2.00	0.00	0.00	0.00	22.00
<b>Route # 3</b>										
Man Hours	0.00	0.00	16.00	0.00	0.00	0.00	0.00	16.00	0.00	32.00
Truck Hours	0.00	0.00	16.00	0.00	0.00	0.00	0.00	16.00	0.00	32.00
<b>Route # 4</b>										
Man Hours	0.00	0.00	10.00	0.00	3.00	1.00	0.00	4.00	0.00	18.00
Truck Hours	0.00	0.00	10.00	0.00	3.00	1.00	0.00	4.00	0.00	18.00
<b>Route # 5</b>										
Man Hours	33.50	0.00	0.00	0.00	0.00	4.00	10.00	0.00	0.00	47.50
Truck Hours	25.50	0.00	0.00	0.00	0.00	4.00	10.00	0.00	0.00	39.50
<b>Route # 6</b>										
Man Hours	34.50	0.00	0.00	3.00	0.00	2.00	0.00	0.00	0.00	39.50
Truck Hours	34.50	0.00	0.00	3.00	0.00	2.00	0.00	0.00	0.00	39.50
<b>Route # 7</b>										
Man Hours	4.00	7.50	1.50	2.00	27.50	0.00	0.00	0.00	0.00	42.50
Truck Hours	4.00	7.50	1.50	1.00	20.50	0.00	0.00	0.00	0.00	34.50
<b>Route # 8</b>										
Man Hours	3.00	0.00	0.00	2.25	6.25	0.00	0.00	20.00	0.50	32.00
Truck Hours	3.00	0.00	0.00	2.25	6.25	0.00	0.00	20.00	0.50	32.00
<b>Route # 9</b>										
Man Hours	21.75	0.00	9.50	0.00	0.00	2.50	3.75	0.00	10.00	47.50
Truck Hours	14.75	0.00	9.50	0.00	0.00	2.50	2.75	0.00	10.00	39.50

MILL VALLEY REFUSE SERVICE, INC. d.b.a.  
MILL VALLEY REFUSE SERVICE (Garbage Collection)  
DRIVERS ROUTES AND HOURS

Route	Mill Valley #1	Belvedere #2	Corte Madera #3	Alto #4	Tiburon #5	County #6 & #9	Homeslead #7	Strawberry #8	Almonte #10	Total
<b>Route # 10</b> Man Hours	0.00	0.00	0.00	0.00	28.00	1.00	0.00	0.00	0.00	29.00
Truck Hours	0.00	0.00	0.00	0.00	28.00	1.00	0.00	0.00	0.00	29.00
<b>Route # 11</b> Man Hours	24.00	8.50	0.00	5.00	1.50	0.00	0.00	3.00	0.00	42.00
Truck Hours	16.00	8.50	0.00	5.00	1.50	0.00	0.00	3.00	0.00	34.00
<b>Route # 40</b> Man Hours	0.00	7.75	10.50	0.00	17.50	0.75	0.00	3.50	0.00	40.00
Truck Hours	0.00	7.75	10.50	0.00	17.50	0.75	0.00	3.50	0.00	40.00
<b>Route # 41</b> Man Hours	23.50	0.00	10.50	0.00	0.00	3.25	2.75	0.00	0.00	40.00
Truck Hours	23.50	0.00	10.50	0.00	0.00	3.25	2.75	0.00	0.00	40.00
<b>Saturday Route</b> Man Hours	2.00	0.00	3.00	0.00	4.00	0.00	0.00	7.00	0.00	16.00
Truck Hours	2.00	0.00	3.00	0.00	4.00	0.00	0.00	7.00	0.00	16.00
<b>Sunday Route</b> Man Hours	2.00	0.00	0.00	0.00	4.00	0.00	0.00	2.00	0.00	8.00
Truck Hours	2.00	0.00	0.00	0.00	4.00	0.00	0.00	2.00	0.00	8.00
<b>TOTALS</b> Man Hours Per Week	159.75	23.75	128.00	12.25	100.25	16.50	16.50	56.50	10.50	524.00
Truck Hours per Week	134.25	23.75	104.00	11.25	92.75	16.50	15.50	55.50	10.50	464.00

MILL VALLEY REFUSE SERVICE, INC. d.b.a.  
MILL VALLEY REFUSE SERVICE (Garbage Collection)  
DRIVERS ROUTES AND HOURS

Route	Mill Valley #1	Belvedere #2	Corte Madera #3	Alto #4	Tiburon #5	County #6 & #9	Homestead #7	Strawberry #8	Almonte #10	Total
<b>SUMMARY</b>										
Man Hours Per Week	159.75	23.75	128.00	12.25	100.25	16.50	16.50	56.50	10.50	524.00
multiply by Weeks in Year	52.00	52.00	52.00	52.00	52.00	52.00	52.00	52.00	52.00	52.00
Total Man Hours Per Year	8,307.00	1,235.00	6,656.00	637.00	5,213.00	858.00	858.00	2,938.00	546.00	27,248.00
Debris driver hours on Routes	624.00	0.00	1,040.00	0.00	104.00	0.00	0.00	312.00	0.00	2,080.00
Clean up	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Spare/Swing Hours	634.12	94.27	508.09	48.63	397.94	65.50	65.50	224.27	41.68	2,080.00
<b>TOTAL</b>	<b>9,565.12</b>	<b>1,329.27</b>	<b>8,204.09</b>	<b>685.63</b>	<b>5,714.94</b>	<b>923.50</b>	<b>923.50</b>	<b>3,474.27</b>	<b>587.68</b>	<b>31,408.00</b>
Labor Hours per Year	134.25	23.75	104.00	11.25	92.75	16.50	15.50	55.50	10.50	464.00
Truck Hours per Week	52.00	52.00	52.00	52.00	52.00	52.00	52.00	52.00	52.00	52.00
multiply by Weeks in Year	6,981.00	1,235.00	5,408.00	585.00	4,823.00	858.00	806.00	2,886.00	546.00	24,128.00
Total Truck Hours per Year	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Clean up	624.00	0.00	1,040.00	0.00	104.00	0.00	0.00	312.00	0.00	2,080.00
Debris driver hours on Routes	7,605.00	1,235.00	6,448.00	585.00	4,927.00	858.00	806.00	3,198.00	546.00	26,208.00
Total Truck Hours per Year										

**Debris**  
(100% single driver)  
Total Labor Hours 6,240.0  
less: Debris hours on Routes 2,080  
Total Truck Hours 4,160.00

**Spare/Swing**  
(one man at all times, no additional truck hours)  
Labor Hours 2,080.0  
One Man 1.0  
Total Labor Hours 41.68 2,080.0

Total Labor Hours 634.12 94.27 508.09 48.63 397.94 65.50 65.50 224.27 41.68 2,080.0

MILL VALLEY REFUSE SERVICES, INC.  
ALLOCATION STATISTICS

Historical - 2018

	MILL																
	VALLEY BELVEDERE			CORTE MADERA			ALTO TIBURON			COUNTY HOMESTEAD			STRAWBERRY ALMONTE			DEBRIS	CLEAN UP
1 # OF BILLINGS	5,500	934	3,732	376	3,468	810	967	1,511	673	17,971	0	0	0	0	0		
2 LABOR HOURS	10,142	1,451	7,571	740	6,063	1,116	1,130	3,466	768	38,688	0	0	0	0	0	38,688	
3 TRUCK HOURS	8,294	1,352	6,708	637	5,291	1,040	1,001	3,250	715	32,448	0	0	0	0	0	32,448	
4 CLEAN UP LABOR	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
5 REVENUES (W/DEBRIS,W/O )	4,438,299	649,346	2,957,485	334,714	2,722,748	566,208	524,706	1,485,886	365,211	14,136,900	0	0	0	0	0	14,136,900	
6 REVENUES (W/O DEBRIS,)	4,266,531	593,352	2,688,782	316,024	2,569,762	538,522	478,901	1,420,430	336,640	13,208,944	0	0	0	0	0	13,208,944	
7 LABOR HRS (W/O DEBRIS & C/U)	9,518	1,451	6,531	740	5,959	1,116	1,130	3,154	768	30,368	0	0	0	0	0	30,368	
8 LABOR HRS (W/O DEBRIS)	9,518	1,451	6,531	740	5,959	1,116	1,130	3,154	768	30,368	0	0	0	0	0	30,368	
9 TRUCK HRS (W/O DEBRIS )	7,670	1,352	5,668	637	5,187	1,040	1,001	2,938	715	26,208	0	0	0	0	0	26,208	
1 # OF BILLINGS	37,249%	6.32%	25.27%	2.55%	23.48%	5.48%	6.55%	10.23%	4.56%	121.69%	0.00%	0.00%	0.00%	0.00%	0.00%	121.69%	
2 LABOR HOURS	26.20%	3.75%	19.56%	1.91%	15.67%	2.88%	2.92%	8.96%	1.98%	99.96%	0.00%	0.00%	0.00%	0.00%	0.00%	99.96%	
3 TRUCK HOURS	25.56%	4.17%	20.67%	1.96%	16.31%	3.21%	3.08%	10.02%	2.20%	100.00%	0.00%	0.00%	0.00%	0.00%	0.00%	100.00%	
4 CLEAN UP LABOR										0.00%						0.00%	
5 REVENUES (W/DEBRIS)	32.01%	4.68%	21.33%	2.41%	19.64%	4.08%	3.78%	10.72%	2.63%	101.97%	0.67%	0.00%	0.00%	0.00%	0.00%	101.97%	
6 REVENUES (W/O DEBRIS,)	33.25%	4.62%	20.95%	2.46%	20.03%	4.20%	3.73%	11.07%	2.62%	102.93%	0.00%	0.00%	0.00%	0.00%	0.00%	102.93%	
7 LABOR HRS (W/O DEBRIS & C/U)	31.33%	4.78%	21.50%	2.43%	19.61%	3.67%	3.72%	10.38%	2.53%	99.95%	0.00%	0.00%	0.00%	0.00%	0.00%	99.95%	
8 LABOR HRS (W/O DEBRIS)	31.33%	4.78%	21.50%	2.43%	19.61%	3.67%	3.72%	10.38%	2.53%	99.95%	0.00%	0.00%	0.00%	0.00%	0.00%	99.95%	
9 TRUCK HRS (W/O DEBRIS )	29.27%	5.16%	21.63%	2.43%	19.79%	3.97%	3.82%	11.21%	2.73%	100.00%	0.00%	0.00%	0.00%	0.00%	0.00%	100.00%	

2020/2021 FORECAST

	MILL																
	VALLEY BELVEDERE			CORTE MADERA			ALTO TIBURON			COUNTY HOMESTEAD			STRAWBERRY ALMONTE			DEBRIS	CLEAN UP
1 # OF BILLINGS	5,515	945	3,750	384	3,490	795	968	1,516	683	18,046	0	0	0	0	0		
2 LABOR HOURS	19,855	3,345	15,157	1,498	12,492	2,465	2,311	6,971	1,633	67,808	0	0	0	0	0	67,808	
3 TRUCK HOURS	16,965	3,068	12,766	1,326	11,089	2,262	2,067	6,370	1,495	59,488	0	0	0	0	0	59,488	
4 CLEAN UP LABOR	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
5 REVENUES (W/DEBRIS,W/O )	4,825,056	822,767	3,254,458	368,787	2,995,348	658,552	577,197	1,623,570	409,243	15,549,449	14,471	0	0	0	0	15,549,449	
6 REVENUES (W/O DEBRIS,)	4,614,729	752,576	2,978,800	365,475	2,845,397	601,296	541,470	1,470,254	381,072	14,551,069	0	0	0	0	0	14,551,069	
7 LABOR HRS (W/O DEBRIS & C/U)	18,597	3,251	13,609	1,450	11,990	2,400	2,245	6,435	1,592	61,568	0	0	0	0	0	61,568	
8 LABOR HRS (W/O DEBRIS)	18,597	3,251	13,609	1,450	11,990	2,400	2,245	6,435	1,592	61,568	0	0	0	0	0	61,568	
9 TRUCK HRS (W/O DEBRIS )	16,341	3,068	11,726	1,326	10,985	2,262	2,067	6,058	1,495	55,328	0	0	0	0	0	55,328	
1 # OF BILLINGS	30.56%	5.24%	20.78%	2.13%	19.34%	4.41%	5.36%	8.40%	3.78%	100.00%	0.00%	0.00%	0.00%	0.00%	0.00%	100.00%	
2 LABOR HOURS	29.28%	4.93%	22.35%	2.21%	18.42%	3.64%	3.41%	10.28%	2.41%	100.00%	0.00%	0.00%	0.00%	0.00%	0.00%	100.00%	
3 TRUCK HOURS	28.52%	5.16%	21.46%	2.23%	18.64%	3.80%	3.47%	10.71%	2.51%	100.00%	0.00%	0.00%	0.00%	0.00%	0.00%	100.00%	
4 CLEAN UP LABOR										0.00%						0.00%	
5 REVENUES (W/DEBRIS,W/O )	31.03%	5.29%	20.93%	2.37%	19.26%	4.24%	3.71%	10.44%	2.63%	100.00%	0.09%	0.00%	0.00%	0.00%	0.00%	100.00%	
6 REVENUES (W/O DEBRIS,)	31.71%	5.17%	20.47%	2.51%	19.55%	4.13%	3.72%	10.10%	2.62%	100.00%	0.00%	0.00%	0.00%	0.00%	0.00%	100.00%	
7 LABOR HRS (W/O DEBRIS & C/U)	30.20%	5.28%	22.10%	2.35%	19.47%	3.90%	3.65%	10.45%	2.59%	100.00%	0.00%	0.00%	0.00%	0.00%	0.00%	100.00%	
8 LABOR HRS (W/O DEBRIS)	30.20%	5.28%	22.10%	2.35%	19.47%	3.90%	3.65%	10.45%	2.59%	100.00%	0.00%	0.00%	0.00%	0.00%	0.00%	100.00%	
9 TRUCK HRS (W/O DEBRIS )	29.53%	5.55%	21.19%	2.40%	19.85%	4.09%	3.74%	10.95%	2.70%	100.00%	0.00%	0.00%	0.00%	0.00%	0.00%	100.00%	



Mill Valley Refuse Services  
 Analysis of Imputed Rent for Fair Return on Investment

114 Front Street location is owned by MVRS yet the only costs that provide any return are:

Building Depreciation	26,741
Commercial Property Insurance	44,682
Property Taxes	<u>59,445</u>
	130,868

	Monthly	Annual
Fair Market Rent	36,637	439,644 est. 2015
Bldg Depreciation		26,741
Insurance		44,682
Property Taxes		<u>59,445</u>
Avoided Costs		130,868
Net Cost		308,776
Fair return on Investment		
CM	Cost + 10%	30,878
All Others	OM	34,308

	AllocCost Billings	
Mill Valley	30.56%	10,485
Belvedere	5.24%	1,797
Corte Madera	20.78%	6,416
Alto	2.13%	730
Tiburon	19.34%	6,635
County	4.41%	1,511
Homestead	5.36%	1,840
Strawberry	8.40%	2,882
Almonte	3.78%	1,298

MILL VALLEY REFUSE SERVICES, INC.  
 ALLOCATION STATISTICS  
 BILLINGS:

Historical Counts

	MILL VALLEY	BELVEDERE	CORTE MADERA	ALTO	TIBURON	COUNTY	HOMESTEAD-STRAWBERRY	ALMONTE	DEBRIS	CLEAN UP	TOTAL
As of 1/1											
Residential	4,242	856	2,778	252	2,702	728	914	862	632	0	13,966
Commercial	292	10	149	19	87	18	4	65	17	0	661
Apartments	67	8	39	15	52	1	2	25	4	0	213
<b>2016 ACTUAL</b>	<b>4,601</b>	<b>874</b>	<b>2,966</b>	<b>286</b>	<b>2,841</b>	<b>747</b>	<b>920</b>	<b>952</b>	<b>653</b>	<b>0</b>	<b>14,840</b>
As of 1/1											
Residential	4,250	855	2,775	256	2,697	732	907	856	631	0	13,959
Commercial	267	10	118	12	73	17	4	50	18	0	569
Apartments	66	8	39	15	54	1	2	26	3	0	214
<b>2017 ACTUAL</b>	<b>4,583</b>	<b>873</b>	<b>2,932</b>	<b>283</b>	<b>2,824</b>	<b>750</b>	<b>913</b>	<b>932</b>	<b>652</b>	<b>0</b>	<b>14,742</b>
As of 2/28											
Residential	4,259	851	2,800	264	2,736	729	922	875	635	0	14,071
Commercial	729	39	367	29	234	45	14	159	36	0	1,652
Apartments	527	55	583	91	520	21	32	482	12	0	2,323
<b>2019 ACTUAL</b>	<b>5,515</b>	<b>945</b>	<b>3,750</b>	<b>384</b>	<b>3,490</b>	<b>795</b>	<b>968</b>	<b>1,516</b>	<b>683</b>	<b>0</b>	<b>18,046</b>
<b>2019/2020 PROJECTED</b>											
Residential	4,259	851	2,800	264	2,736	729	922	875	635	0	14,071
Commercial	729	39	367	29	234	45	14	159	36	0	1,652
Apartments	527	55	583	91	520	21	32	482	12	0	2,323
<b>2019/2020 PROJECTED</b>	<b>5,515</b>	<b>945</b>	<b>3,750</b>	<b>384</b>	<b>3,490</b>	<b>795</b>	<b>968</b>	<b>1,516</b>	<b>683</b>	<b>0</b>	<b>18,046</b>

Commercial and Apartment counts normalized in 2018 to account for size and complexity of account and create comparability to residential.

MILL VALLEY REFUSE SERVICE, INC. d.b.a.  
MILL VALLEY REFUSE SERVICE  
DISPOSAL EXPENSE PASS THROUGH

	Garbage	Debris	Sweep Debris	Total	Green Waste	Recycling
TOTAL TONNAGE	16,794.02	3,270.48	4.60	20,069.09	9,160.19	407.79
RATE FOR PROFIT ALLOWANCE	\$56.02	\$56.02	\$56.02			
TOTAL FOR PROFIT ALLOWANCE	\$940,789	\$183,210	\$258	\$1,124,257	454,302.25	34,968.35
TOTAL DUMP EXPENSE	\$1,001,763	\$285,894	\$506	\$1,288,163		
TOTAL FOR PASS THROUGH	\$60,974	\$102,684	\$248	\$163,907		
Rate Cap for Profit Mill Valley	\$ 60.11	\$ 60.11	\$ 60.11		\$ 49.66	\$ 89.08
TOTAL FOR PROFIT ALLOWANCE	\$1,009,569	\$196,604	\$277	\$1,206,450	\$454,895	\$36,327
TOTAL DUMP EXPENSE	\$1,001,763	\$285,894	\$506	\$1,288,163	\$454,302	\$34,968
TOTAL FOR PASS THROUGH	(\$7,806)	\$89,290	\$229	\$81,713	(\$593)	(\$1,359)

GARBAGE ALLOCATION

Mill Valley	30.20%	\$ 24,681	*	\$ 24,681	*	0.00	0.00
Belvedere	5.28%	\$ 8,655		\$ 8,655			
Corte Madera	22.10%	\$ 36,229		\$ 36,229			
Alto	2.35%	\$ 3,859		\$ 3,859			
Tiburon	19.47%	\$ 31,920		\$ 31,920			
County	3.90%	\$ 6,389		\$ 6,389			
Homestead	3.65%	\$ 5,978		\$ 5,978			
Strawberry	10.45%	\$ 17,131		\$ 17,131			
Almonte	2.59%	\$ 4,238		\$ 4,238			
		\$ 139,080		\$ 139,080			

\* Calculation based upon separate rate

Mill Valley Refuse Services, Inc dba  
Mill Valley Refuse Services

2020/2021

Schedule of Road Impact Fees and Other Flat Fees  
Included in Franchise Fees

Road Impact Fees

Jurisdiction	Amount	
Mill Valley	140,454.00	Escalating at 2%
County	39,082.00	179,536.00
Tiburon Admin Fee	6,000.00	6,000.00
Corte Madera Admin. Fee	9,000.00	9,000.00
County Zero Waste Fee	13,351.00	<u>13,351.00</u>
Total Fees		<u><u>207,887.00</u></u>