

**SOLID WASTE MANAGEMENT BUDGET PROJECTIONS - 2017 REVIEW***THE CORPORATION OF THE TOWN OF ST. MARYS - PUBLIC WORKS DEPARTMENT, ENVIRONMENTAL SERVICES***FINANCIAL ASSESSMENT OF SOLID WASTE MANAGEMENT RATES**

| LINE NO.                     | DETAILS                                                             | 2017                 | 2018                 | 2019                 | 2020                 | 2021                 | 2022                 |
|------------------------------|---------------------------------------------------------------------|----------------------|----------------------|----------------------|----------------------|----------------------|----------------------|
| <b>REVENUE</b>               |                                                                     |                      |                      |                      |                      |                      |                      |
| <u>Operating Revenues</u>    |                                                                     |                      |                      |                      |                      |                      |                      |
| 1                            | Service Revenue - Tipping Fees                                      | \$ 455,770.75        | \$ 464,319.38        | \$ 472,872.22        | \$ 481,429.37        | \$ 489,990.91        | \$ 498,556.91        |
| 1a                           | Proposed Rate Adjustment                                            | 0%                   | 0.0%                 | 0.0%                 | 0.0%                 | 0.0%                 | 0.0%                 |
| 1b                           | Additional Revenue from Rate Adjustment                             | \$ -                 | \$ -                 | \$ -                 | \$ -                 | \$ -                 | \$ -                 |
| 1c                           | Proposed Service Revenue - Tipping Fees                             | \$ 455,770.75        | \$ 464,319.38        | \$ 472,872.22        | \$ 481,429.37        | \$ 489,990.91        | \$ 498,556.91        |
| 2                            | Miscellaneous Fees (Waste Diversion)                                | \$ 8,000.00          | \$ 8,000.00          | \$ 8,000.00          | \$ 8,000.00          | \$ 8,000.00          | \$ 8,000.00          |
| <b>3</b>                     | <b>Total Operating Revenue</b>                                      | <b>\$ 463,770.75</b> | <b>\$ 472,319.38</b> | <b>\$ 480,872.22</b> | <b>\$ 489,429.37</b> | <b>\$ 497,990.91</b> | <b>\$ 506,556.91</b> |
| <u>Non-Operating Revenue</u> |                                                                     |                      |                      |                      |                      |                      |                      |
| 4                            | Grants                                                              | \$ -                 | \$ -                 | \$ -                 | \$ -                 | \$ -                 | \$ -                 |
| 5                            | Interest Income                                                     | \$ -                 | \$ -                 | \$ -                 | \$ -                 | \$ -                 | \$ -                 |
| 6                            | Other Revenue                                                       | \$ -                 | \$ -                 | \$ -                 | \$ -                 | \$ -                 | \$ -                 |
| 7                            | Total Non-Operating Revenue                                         | \$ -                 | \$ -                 | \$ -                 | \$ -                 | \$ -                 | \$ -                 |
| 8                            | Total Revenues                                                      | \$ 463,770.75        | \$ 472,319.38        | \$ 480,872.22        | \$ 489,429.37        | \$ 497,990.91        | \$ 506,556.91        |
| 9                            | Total O&M Expenses                                                  | \$ 320,693.42        | \$ 362,623.04        | \$ 368,796.71        | \$ 439,750.87        | \$ 446,173.96        | \$ 452,725.50        |
| <b>10</b>                    | <b>Subtotal: Net Operating Income</b>                               | <b>\$ 143,077.33</b> | <b>\$ 109,696.34</b> | <b>\$ 112,075.51</b> | <b>\$ 49,678.51</b>  | <b>\$ 51,816.95</b>  | <b>\$ 53,831.41</b>  |
| <u>Debt Service</u>          |                                                                     |                      |                      |                      |                      |                      |                      |
| 11                           | Debt Service - Existing                                             | \$ 18,062.42         | \$ 18,062.42         | \$ 18,062.42         | \$ 18,062.43         | \$ 18,062.43         | \$ 18,062.42         |
| 12                           | Debt Service - New                                                  | \$ -                 | \$ 35,877.00         | \$ 35,877.00         | \$ 75,534.00         | \$ 75,534.00         | \$ 75,534.00         |
| 13                           | Total Debt Service                                                  | \$ 18,062.42         | \$ 53,939.42         | \$ 53,939.42         | \$ 93,596.43         | \$ 93,596.43         | \$ 93,596.42         |
| 14a                          | Asset Replacement Costs                                             |                      |                      |                      |                      |                      |                      |
| 14b                          | Rate Financed Capital Costs                                         | \$ 25,000.00         | \$ 138,600.00        | \$ 123,950.00        | \$ -                 | \$ -                 | \$ -                 |
| 14c                          | Total Financed Capital Costs                                        | \$ 25,000.00         | \$ 138,600.00        | \$ 123,950.00        | \$ -                 | \$ -                 | \$ -                 |
| 15                           | NET INCOME (LOSS) FROM OPERATIONS                                   | \$ 118,077.33        | \$ (28,903.66)       | \$ (11,874.49)       | \$ 49,678.51         | \$ 51,816.95         | \$ 53,831.41         |
| 16                           | PLUS: Opening Cash Balance                                          | \$ (73,000.00)       | \$ 45,077.33         | \$ 16,173.67         | \$ 4,299.18          | \$ 53,977.68         | \$ 105,794.63        |
| <b>17</b>                    | <b>Ending Cash Balance (Before Reserves)</b>                        | <b>\$ 45,077.33</b>  | <b>\$ 16,173.67</b>  | <b>\$ 4,299.18</b>   | <b>\$ 53,977.68</b>  | <b>\$ 105,794.63</b> | <b>\$ 159,626.05</b> |
| <b>RESERVES</b>              |                                                                     |                      |                      |                      |                      |                      |                      |
| 18                           | Dedicated Landfill Reserve                                          | \$ -                 | \$ -                 | \$ -                 | \$ -                 | \$ -                 | \$ -                 |
| <b>19</b>                    | <b>ENDING CASH BALANCE AFTER RESERVES</b>                           | <b>\$ 45,077.33</b>  | <b>\$ 16,173.67</b>  | <b>\$ 4,299.18</b>   | <b>\$ 53,977.68</b>  | <b>\$ 105,794.63</b> | <b>\$ 159,626.05</b> |
| 21                           | CUMULATIVE REVENUE & RESERVE DEFICIENCY (Line 19 divided by line 9) | 0.14                 | 0.04                 | 0.01                 | 0.12                 | 0.24                 | 0.35                 |
| 22                           | DEBT SERVICE COVERAGE (Line 10 divided by Line 13)                  | 7.92                 | 2.03                 | 2.08                 | 0.53                 | 0.55                 | 0.58                 |