

**Solid Waste Management Division Projected Financial Results**  
**100 Percent Section 30 Backed Bond Financed**  
(Excluding the Military as a Customer)

| <b>Program Cost</b>                        | FY 2011              | FY 2012              | FY 2013              | FY 2014              | FY 2015              | FY 2016               | FY 2017               | FY 2018               | FY 2019               | FY 2020               |
|--|----------------------|----------------------|----------------------|----------------------|----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|
| <b>Estimated Program Cost and Reserves</b> |                      |                      |                      |                      |                      |                       |                       |                       |                       |                       |
| Disposal Services                          | \$ 4,228,206         | \$ 4,355,052         | \$ 4,485,704         | \$ 4,620,275         | \$ 4,758,883         | \$ 4,901,650          | \$ 5,048,699          | \$ 5,200,160          | \$ 5,356,165          | \$ 5,516,850          |
| Residential Services                       | \$ 1,411,110         | \$ 1,453,443         | \$ 1,497,046         | \$ 1,541,958         | \$ 1,588,217         | \$ 1,635,863          | \$ 1,684,939          | \$ 1,735,487          | \$ 1,787,552          | \$ 1,841,178          |
| Support Services                           | \$ 881,466           | \$ 907,910           | \$ 935,147           | \$ 963,201           | \$ 992,097           | \$ 1,021,860          | \$ 1,052,516          | \$ 1,084,092          | \$ 1,116,614          | \$ 1,150,113          |
| Debt Service                               | \$ 4,363,374         | \$ 4,363,374         | \$ 9,584,540         | \$ 9,584,311         | \$ 9,582,859         | \$ 9,582,859          | \$ 9,582,546          | \$ 9,584,056          | \$ 9,582,913          | \$ 9,584,158          |
| Reserve for Equipment Replacement          | \$ 1,886,492         | \$ 1,943,087         | \$ 2,001,380         | \$ 2,061,421         | \$ 2,123,264         | \$ 2,186,962          | \$ 2,252,571          | \$ 2,320,148          | \$ 2,389,752          | \$ 2,461,445          |
| Reserve for Closure                        | \$ 677,682           | \$ 677,682           | \$ 698,012           | \$ 718,953           | \$ 740,521           | \$ 762,737            | \$ 785,619            | \$ 561,188            | \$ 578,023            | \$ 595,364            |
| Reserve for Post Closure Care              | \$ 480,911           | \$ 480,911           | \$ 495,338           | \$ 510,198           | \$ 525,504           | \$ 541,269            | \$ 557,507            | \$ 574,233            | \$ 591,459            | \$ 609,203            |
| Reserve for Future Cell Development        | \$ 4,112,000         | \$ 4,112,000         | \$ 4,235,360         | \$ 4,362,421         | \$ 4,493,293         | \$ 4,628,092          | \$ 2,374,935          | \$ 2,446,183          | \$ 2,519,569          | \$ 2,595,156          |
| <b>Total Cost and Reserves</b>             | <b>\$ 18,041,240</b> | <b>\$ 18,293,459</b> | <b>\$ 23,932,528</b> | <b>\$ 24,362,738</b> | <b>\$ 24,804,638</b> | <b>\$ 25,261,292</b>  | <b>\$ 23,339,332</b>  | <b>\$ 23,505,545</b>  | <b>\$ 23,922,047</b>  | <b>\$ 24,353,467</b>  |
| <b>Estimated Revenue</b>                   |                      |                      |                      |                      |                      |                       |                       |                       |                       |                       |
| Tipping Fee Revenue                        | \$ 15,179,109        | \$ 17,127,579        | \$ 18,231,618        | \$ 19,350,907        | \$ 17,957,899        | \$ 15,834,484         | \$ 15,252,672         | \$ 15,524,351         | \$ 15,829,438         | \$ 16,112,093         |
| Residential Collection Revenue             | \$ 5,759,463         | \$ 5,759,463         | \$ 5,759,463         | \$ 5,759,463         | \$ 5,759,463         | \$ 5,759,463          | \$ 5,759,463          | \$ 5,759,463          | \$ 5,759,463          | \$ 5,759,463          |
| Transfer Stations (non-commercial)         | \$ 300,000           | \$ 300,000           | \$ 300,000           | \$ 300,000           | \$ 300,000           | \$ 300,000            | \$ 300,000            | \$ 300,000            | \$ 300,000            | \$ 300,000            |
| <b>Total Revenue</b>                       | <b>\$ 21,238,572</b> | <b>\$ 23,187,042</b> | <b>\$ 24,291,081</b> | <b>\$ 25,410,370</b> | <b>\$ 24,017,362</b> | <b>\$ 21,893,947</b>  | <b>\$ 21,312,135</b>  | <b>\$ 21,583,814</b>  | <b>\$ 21,888,901</b>  | <b>\$ 22,171,556</b>  |
| <b>Surplus/(Deficit)</b>                   | <b>\$ 3,197,331</b>  | <b>\$ 4,893,583</b>  | <b>\$ 358,553</b>    | <b>\$ 1,047,632</b>  | <b>\$ (787,277)</b>  | <b>\$ (3,367,345)</b> | <b>\$ (2,027,197)</b> | <b>\$ (1,921,731)</b> | <b>\$ (2,033,146)</b> | <b>\$ (2,181,911)</b> |
| <b>Fund Balance</b>                        |                      |                      |                      |                      |                      |                       |                       |                       |                       |                       |
| Beginning Fund Balance                     | \$ 3,267,933         | \$ 6,465,265         | \$ 11,358,848        | \$ 11,717,401        | \$ 12,765,033        | \$ 11,977,757         | \$ 8,610,411          | \$ 6,583,215          | \$ 4,661,484          | \$ 2,628,338          |
| Ending Fund Balance                        | \$ 6,465,265         | \$ 11,358,848        | \$ 11,717,401        | \$ 12,765,033        | \$ 11,977,757        | \$ 8,610,411          | \$ 6,583,215          | \$ 4,661,484          | \$ 2,628,338          | \$ 446,427            |
| <b>Fees</b>                                |                      |                      |                      |                      |                      |                       |                       |                       |                       |                       |
| Commercial Tipping Fees                    | \$165.53             | \$165.53             | \$165.53             | \$165.53             | \$165.53             | \$165.53              | \$165.53              | \$165.53              | \$165.53              | \$165.53              |
| Residential Collection Fees                | \$30.00              | \$30.00              | \$30.00              | \$30.00              | \$30.00              | \$30.00               | \$30.00               | \$30.00               | \$30.00               | \$30.00               |
| Transfer Stations (non-commercial)         | various              | various              | various              | various              | various              | various               | various               | various               | various               | various               |