

Waste Management - Newberg Operations
Newberg Rate Review Report
For The Year Ended December 31, 2023

	2022	2023	Projected
Total Revenue	\$ 5,130,337	\$ 5,341,208	\$ 5,473,136
Total Direct Costs	\$ 3,769,420	\$ 4,138,187	\$ 4,245,473
Total Indirect Costs	\$ 751,510	\$ 842,941	\$ 868,032
Operating Income	\$ 609,407	\$ 360,080	\$ 359,631
Return on Revenue	11.88%	6.74%	6.57%

	Hours				Variance (2023 vs. 2022)
	Total Company 2022	Newberg 2022	Total Company 2023	Newberg 2023	
Hours					
Commercial	4,947	3,825	4,928	3,783	(42)
Res'l Garbage	6,349	3,395	6,375	3,472	77
Res'l Recycling	4,706	2,342	4,807	2,383	41
Res'l Yard Waste	1,297	1,087	1,359	1,138	50
Rolloff	3,916	2,119	3,145	1,832	(287)
Total	21,215	12,769	20,614	12,608	(161)
	Tons				
Commercial	6,393	5,082	6,821	5,570	488
Res'l Garbage	9,376	5,624	9,426	5,691	67
Res'l Recycling	2,820	1,424	2,621	1,374	(50)
Res'l Yard Waste	2,942	2,457	2,796	2,343	(114)
Rolloff	16,853	8,517	14,704	7,344	(1,172)
Total	38,385	23,103	36,369	22,323	(780)

	Miles				Variance (2023 vs. 2022)
	Total Company 2022	Newberg 2022	Total Company 2023	Newberg 2023	
Miles					
Commercial	37,099	26,851	36,946	26,812	(39)
Res'l Garbage	42,511	16,859	42,601	17,420	560
Res'l Recycling	40,139	14,835	40,126	15,063	228
Res'l Yard Waste	7,706	6,095	7,937	6,345	250
Rolloff	53,280	28,831	55,918	32,581	3,750
Total	166,350	93,472	183,528	98,221	4,749
	Stops				
Commercial	52,003	41,180	53,657	40,863	(316)
Res'l Garbage	547,037	339,618	553,870	346,438	6,820
Res'l Recycling	423,538	260,662	415,946	258,386	(2,276)
Res'l Yard Waste	191,471	161,451	195,127	164,920	3,469
Rolloff	7,908	4,986	5,156	3,548	(1,438)
Total	1,221,957	807,897	1,223,756	814,155	6,258

CPI			Customers	
Year	Annual	% Change	Commercial	Residential
2021	275.06	1.74%	533	6379
2022	287.49	4.52%	549	6485
2023	310.51	8.01%	555	6642
2024	323.83	4.29%	555	6642

Franchise Payment	Revenue		Fran. Fee
Residential:	2,303,135	5%	115,157
Commercial:	1,650,361	5%	82,518
Drop Box:	1,377,036	5%	68,852
Other	\$ 10,677	5%	534
Total Income:	\$5,341,208		267,060

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Revenue	Line Allocation		Actual	Actual	Variance	Adjustments		Projected	
	#	Method	2022	2023		%	Amount	2024	
Commercial	18	Actual	\$ 1,540,097	\$ 1,650,361	\$ 110,263	2.47%	\$ 40,764	\$ 1,691,124	
Residential	18	Actual	\$ 2,237,756	\$ 2,303,135	\$ 65,379	2.47%	\$ 56,887	\$ 2,360,023	
Industrial	18	Actual	\$ 1,342,558	\$ 1,377,036	\$ 34,477	2.47%	\$ 34,013	\$ 1,411,048	
Other	20	Actual	\$ 9,926	\$ 10,677	\$ 751	2.47%	\$ 264	\$ 10,940	
Recycling Material Sales	19	Recycling Tons	\$ -	\$ -	\$ -		\$ -	\$ -	
Total Operating Revenue			\$ 5,130,337	\$ 5,341,208			\$ 131,928	\$ 5,473,136	

Direct Cost	Line Allocation		Actual	Actual	Variance	Adjustments		Projected	
	#	Method	2022	2023		%	Amount	2024	
Wages - Route Drivers	22	Labor Hours	492,181	\$ 504,776	\$ 12,596	4.00%	\$ 20,191	\$ 524,967	
Wages - Utility Workers	23	Labor Hours	63,402	\$ 54,652	\$ (8,749)	4.00%	\$ 2,186	\$ 56,838	
Wages - Mechanic	24	Labor Hours	158,991	\$ 99,215	\$ (59,775)	4.00%	\$ 3,969	\$ 103,184	
Payroll Tax Expense	25	Labor Hours	79,565	\$ 61,249	\$ (18,316)	4.00%	\$ 2,450	\$ 63,699	
Pension Plan Expense	26	Labor Hours	21,254	\$ 20,490	\$ (764)	4.00%	\$ 820	\$ 21,310	
Medical Insurance	27	Labor Hours	35,491	\$ 81,707	\$ 46,216	4.00%	\$ 3,268	\$ 84,975	
Training and Worker Safety	29	Labor Hours	19,311	\$ 19,990	\$ 679	4.29%	\$ 858	\$ 20,847	
Fuel	30	Miles	220,284	\$ 175,648	\$ (44,636)	4.29%	\$ 7,535	\$ 183,183	
Repairs & Maintenance - Vehicles	31	Labor Hours	82,107	\$ 293,833	\$ 211,726	-25.00%	\$ (73,458)	\$ 220,375	
Repairs & Maintenance - Containers & Carts	32	Labor Hours	149,483	\$ 180,661	\$ 31,178	-10.00%	\$ (18,066)	\$ 162,595	
Depreciation - Vehicles	35	Labor Hours	120,778	\$ 134,841	\$ 14,063	10.00%	\$ 13,484	\$ 148,325	
Depreciation - Containers & Carts	36	Customers	79,287	\$ 85,293	\$ 6,006		\$ -	\$ 85,293	
Disposal fees	39	Tons	1,800,858	\$ 1,875,318	\$ 74,460	7.03%	\$ 131,835	\$ 2,007,153	
Yard Rent	42	Customers	131,600	\$ 153,905	\$ 22,305	4.29%	\$ 6,603	\$ 160,507	
Insurance	45	Labor Hours	46,643	\$ 105,054	\$ 58,411	4.29%	\$ 4,507	\$ 109,561	
PUC / License / Fees	47	Labor Hours	10,982	\$ 25,772	\$ 14,790	4.29%	\$ 1,106	\$ 26,877	
Franchise Fees	48	Actual Amount	257,204	\$ 265,782	\$ 8,578		\$ -	\$ 265,782	
Total Direct Cost			\$ 3,769,420	\$ 4,138,187	\$ 368,767			\$ 4,245,473	

*The Newberg Operations include four separate jurisdictions; Newberg, Dundee, Yamhill County, and a small portion of Unincorporated Washington County. Specific costs and revenue are directly assigned to the appropriate jurisdiction. Costs that cannot be specifically assigned are allocated based on industry standards such as, labor hours, tons, miles, and customer counts. All statistics are based on actual hours, miles, customers, and tons collected on the collection routes associated with each customer. The allocation method associated with each cost is identified under the "Allocation Method" column.

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Indirect Cost	Line Allocation		Actual	Actual	Variance	Adjustments		Projected
	#	Method	2022	2023		%	Amount	2024
Management Salaries	56	Customers	165,798	\$ 191,816	\$ 26,018	4.00%	\$ 7,673	\$ 199,489
Management Payroll Tax Expense	57	Customers	3,334	\$ 18,963	\$ 15,629	4.00%	\$ 759	\$ 19,721
Management Medical Insurance	58	Customers	24,794	\$ 31,087	\$ 6,293	4.00%	\$ 1,243	\$ 32,331
Managemenet Workers Compensation	59	Customers	8,218	\$ 2,719	\$ (5,498)	4.00%	\$ 109	\$ 2,828
Management Pension Plan Expense	60	Customers	1,264	\$ 5,413	\$ 4,148	4.00%	\$ 217	\$ 5,629
Management Other Employee Expense	61	Customers	44,004	\$ 38,391	\$ (5,613)	4.00%	\$ 1,536	\$ 39,926
Administrative Salaries	62	Customers	26,989	\$ 32,109	\$ 5,120	4.00%	\$ 1,284	\$ 33,393
Administrative Payroll Tax Expense	63	Customers	8,216	\$ 9,889	\$ 1,673	4.00%	\$ 396	\$ 10,284
Administrative Medical Insurance	64	Customers	4,463	\$ -	\$ (4,463)	4.00%	\$ -	\$ -
Administrative Pension Plan	65	Customers	1,711	\$ 1,198	\$ (513)	4.00%	\$ 48	\$ 1,246
Administrative Other Benefits	67	Customers	8,630	\$ 7,662	\$ (967)	4.00%	\$ 306	\$ 7,969
Office Rent	68	Customers	206	\$ 1,430	\$ 1,223	4.29%	\$ 61	\$ 1,491
Advertising and Public Education	69	Customers	-	\$ -	\$ -	4.29%	\$ -	\$ -
Contributions	70	Customers	1,690	\$ 1,362	\$ (329)	4.29%	\$ 58	\$ 1,420
Professional Fees	71	Customers	27,125	\$ 40,850	\$ 13,725	4.29%	\$ 1,752	\$ 42,603
Training and Worker Safety	72	Customers	1,474	\$ 1,422	\$ (52)	4.29%	\$ 61	\$ 1,483
Insurance	73	Customers	2,382	\$ 2,307	\$ (75)	4.29%	\$ 99	\$ 2,406
Telephone	74	Customers	2,741	\$ 4,074	\$ 1,333	4.29%	\$ 175	\$ 4,249
Utilities	75	Customers	13,224	\$ 17,135	\$ 3,911	4.29%	\$ 735	\$ 17,870
Property Taxes/Licenses/Fees	76	Customers	24,080	\$ 24,591	\$ 511	4.29%	\$ 1,055	\$ 25,646
Dues & Subscriptions	77	Customers	8,206	\$ 6,435	\$ (1,771)	4.29%	\$ 276	\$ 6,711
Depreciation - Office Building	78	Customers	3,372	\$ 3,380	\$ 8		\$ -	\$ 3,380
Depreciation - Office Equipment	79	Customers	179	\$ 139	\$ (41)		\$ -	\$ 139
Repairs & Maintenance-office	80	Customers	7,161	\$ 27,890	\$ 20,729	-25.00%	\$ (6,973)	\$ 20,918
Cleaning and Maintenance	81	Customers	-	\$ 11,956	\$ 11,956	4.29%	\$ 513	\$ 12,468
Equipment Rental	82	Customers	11,168	\$ 1,741	\$ (9,427)	4.29%	\$ 75	\$ 1,815
Office Supplies	83	Customers	32,171	\$ 23,756	\$ (8,415)	4.29%	\$ 1,019	\$ 24,775
Postage & Freight	84	Customers	666	\$ 16,853	\$ 16,186	4.29%	\$ 723	\$ 17,576
Miscellaneous expense	85	Customers	1,019	\$ 1,426	\$ 407	4.29%	\$ 61	\$ 1,487
Travel/Meals/Lodging	86	Customers	1,802	\$ 2,408	\$ 606	4.29%	\$ 103	\$ 2,512
Bad Debt	87	Customers	10,493	\$ 10,012	\$ (481)	4.29%	\$ 430	\$ 10,441
Corporate overhead costs	89	Customers	271,039	\$ 263,332	\$ (7,707)	4.29%	\$ 11,297	\$ 274,629
Sale of Asset	90	Customers	-	\$ -	\$ -		\$ -	\$ -
Interest Expense	91	Customers	33,890	\$ 41,197	\$ 7,307		\$ -	\$ 41,197
Total Indirect Cost			\$ 751,510	\$ 842,941	\$ 91,431			\$ 868,032
Allowable Costs			\$ 4,520,930	\$ 4,981,128	\$ 460,198			\$ 5,113,504
Operating Income			\$ 609,407	\$ 360,080	\$ (249,327)			\$ 359,631
Operating Margin			11.88%	6.74%				6.57%