



NEW BUSINESS



## STAFF REPORT

**To:** SBWMA Board Members  
**From:** Cliff Feldman, Recycling Programs Manager  
 Marshall Moran, Finance Manager  
**Date:** July 22, 2010 Board of Director's Meeting  
**Subject:** Discussion of Member Agency Residential Rate Categories and Service Fees

### Recommendation

This staff report is for discussion purposes only and no formal action is requested of the Board of Directors. It is provided as a follow up to the staff report on the same topic provided at the May 27<sup>th</sup> Board meeting.

### Analysis

The new Franchise Agreements for Collection Services with Recology San Mateo County (RSMC) fundamentally improves the offering of services provided to customers including weekly single stream recycling and other services. This also places a new level of responsibility on Member Agencies to establish rates to pay for these services. The Franchise Agreements with RSMC stipulate that the Member Agencies have a contractual obligation to set rates to cover RSMC's approved compensation and pass-through costs such as Agency franchise fees and disposal. More specifically, for residential customers, Member Agencies need to adopt garbage rates to reflect the four cart sizes offered (i.e., 20, 32, 64 and 96 gallons) and rates for unscheduled services per Attachment Q, Unscheduled Services. The past use of a Balancing Account with Allied/Republic Services is not part of the new Agreement with RSMC and thus Member Agencies will need to adjust rates annually.

### Residential Rate Categories

The new services provided per the RSMC Franchise Agreements will also require agencies to change the structure of rates charged to residential customers by reducing the number of possible can sizes or "rate categories" from approximately fifteen to four. The rate categories for services currently offered to residential customers by Allied/Republic Services and those that will be offered by RSMC to Member Agencies commencing on January 1, 2011, are denoted in Table 1.

Table 1

Current Allied Residential Rate Categories (in gallons)	January 1, 2011 RSMC Residential Rate Categories (in gallons)
10, 15, 18, 20, 32, 40, 44, 45, 50, 55, 60, 64, 90, 96, 100	20, 32, 64, 96

The effect of this narrowing of rate categories on residential customers will be a reduction in the number of cart/can sizes offered. While customers can still order more than one cart, the number of cart size choices will be reduced. The impact on administration of the Franchise Agreement by each Member Agency will primarily be related to raising rates to cover a reduction in revenue generated to meet the annual revenue requirement necessary to pay RSMC and all other fees (e.g., Agency's franchise fee, disposal fees, etc.). This is mainly

because the largest number of residential customers changing to a different rate category are customers migrating from a higher to a likely lower cost rate category (i.e., approximately 12% of residential customers in the RethinkWaste service area will migrate from 46 gallons to 32 gallons due to the narrowing of service level options), thus less revenue will be generated on a per customer basis. In addition, customer subscription choices will likely result in migration from higher to lower cost rate categories which in turn will result in increasing diversion. **Attachment A – Cart Selection Mailer Results** provides a tally of resident driven garbage service level subscription changes as of July 9, 2010.

#### Establishing Rates for Unscheduled Services

In addition to the reduction in the number of rate categories included in each Member Agency's master fee schedule, another difference from the Allied Franchise Agreements to the RSMC Franchise Agreements is related to the costs listed in the RSMC Franchise Agreement, Attachment Q – Unscheduled Services. A wide variety of costs that the agency is obligated to pay the company are included in this attachment. These cost items are in addition to the base revenue requirement. These costs can be broken down into two types: 1) discretionary, and 2) non-discretionary. The discretionary costs are for programs and services that the agency can offer or provide to its customers if it chooses, and include:

- Universal Recycling Roll-Out for Multi-Family Dwelling (MFD) and Commercial Customers
- Additional Confidential Document Destruction Service Event
- Additional Compost Material Delivery
- Fee for Service On-Call Bulky Item Collection Service
- Community Drop-Off Events
- Collection for Agency-Sponsored and Non-Agency Sponsored Large Events
- Single-Family Dwelling Backyard Collection Service\*

\*Member Agencies are not contractually obligated to direct RSMC to offer Single-Family Dwelling Backyard Collection Service, thus if it is not offered, there is no need to establish a rate.

The non-discretionary costs are for programs and services that the agency is compelled to offer or provide to its customers, including:

- Distance Charge for MFD and Commercial Accounts
- Extra Pick-Up Cost for MFD and Commercial Customers
- Single-Family Return Trip Cost
- Additional Targeted Recyclable Materials or Organic Materials Cart Rental or Purchase
- Fee to Collect Contaminated Targeted Recyclable Materials or Organic Materials Container
- Key Service
- Lock Purchase Fee
- Overage Fee
- Overage Bags Cost
- Container Cleaning Fee
- Dirty Cart Replacement Cost

While some Member Agencies may already include a rate for these services in its master fee schedule (e.g., Redwood City, Hillsborough and Menlo Park have rates for backyard service), others may not.

The implications for Member Agencies are that rates must include the cost of all services including discretionary and non-discretionary programs or services when rates are established for 2011.

#### Member Agency Rate Adjustment Process for 2011 Rates

A recommendation on the 2011 RSMC and SBR compensation adjustment applications will be presented to the Board at its September 23, 2010 meeting for approval. The 2011 compensation adjustment applications from RSMC and SBR will adjust the company's proposed costs specified in 2008 dollars (submitted with the company's response to the SBWMA RFPs in March 2008) to current 2010 monetary value based on predetermined indices as specified in the Member Agencies Franchise Agreements with the RSMC and the SBR contract with SBWMA. In addition, the annual Allied/Republic Services rate applications for both Shoreway Operations and Collection Services will be brought to the Board at its October 28, 2010 meeting for approval. Thus, by the end of October 2010, Member Agencies will have estimated total cost data necessary to consider establishing rates for 2011.

It is important to note that, commencing with the 2011 rates, Member Agencies will no longer have the ability to defer rate increases to future years due to the existence of a Balancing Account. The Franchise Agreement(s) with RSMC obligates each Member Agency to establish rates sufficient to generate revenue to cover the revenue requirement specified in the approved compensation adjustment application for the subsequent year. In addition, unlike the Franchise Agreements with Allied/Republic Services, the RSMC Franchise Agreements do not provide for a Balancing Account.

### **Background**

The Member Agencies Franchise Agreement(s) for Collection Services with Allied/Republic Services includes many more residential rate service levels (categories) since customers are required to use their own garbage cans and the collection service is done manually. The RSMC Franchise Agreements are based on automated collection service and residential customers will be provided new wheeled carts by the company. Residential Customers will still be able to choose their garbage cart size; however, fewer cart sizes will be offered than are currently available.

Due to the cost-plus compensation methodology of the Allied/Republic Services Franchise Agreement(s), the cost to provide many "extra" services for some Member Agencies are not captured charging customers specific rates to pay for them. Instead, the total cost to provide service is annually compiled in arrears by Allied/Republic Services and Member Agencies typically adjust their revenue annually (or less frequently) via rate increases to generate the additional revenue needed. The RSMC Franchise Agreement(s) are based on a fixed-price compensation structure; therefore, Member Agencies are obligated to establish rates annually to generate revenue sufficient to pay RSMC for services provided.

The past practice with regard to establishing rate increases has relied on review and approval of the annual rate application submitted by Allied/Republic Services on a cost plus basis. To accomplish this rate review process, SBWMA annually contracts with a consultant (i.e., Hilton, Farnkopf and Hobson - HF&H) who is responsible for comprehensively reviewing the Allied/Republic rate applications (for both Shoreway Operations and Collection Services) and preparing reports. The HF&H Rate Review Reports are then approved by the SBWMA Board in the fall and Member Agencies typically use the revenue requirement in the Rate Review Reports as the basis for establishing its rates.

### **Fiscal Impact**

There is no fiscal impact to SBWMA. The fiscal impact, if any, on the Member Agencies will be addressed during each respective Agency's rate setting process. **Attachment B – Changes in Residential Garbage Service Subscription Levels**, provides a projection of the effect of the simplification of residential rate categories and the results from the cart selection mailer. Several other factors need to be considered when determining the future revenue requirement, including but not limited to: end of term Balancing Account with Allied (could be positive or negative), Allied contract close-out, Recology 2011 compensation application, South Bay Recycling 2011

compensation application, disposal tip-fee increases, etc. Staff will share with the Board in September the final 2011 Recology and SBR compensation applications and Allied/Republic Service's 2010 application in October.

**Attachments:**

Attachment A – Cart Selection Mailer Results

Attachment B – Changes in Residential Garbage Service Subscription Levels

## Attachment A Cart Selection Mailer Results

Member Agency <sup>1</sup>	Number of Changes to 20g Cart Subscriptions	% Increase or Decrease of 20g Cart Subscriptions	Number of Changes to 32g Cart Subscriptions	% Increase or Decrease of 32g Cart Subscriptions	Number of Changes to 64g Cart Subscriptions	% Increase or Decrease of 64g Cart Subscriptions	Number of Changes to 96g Cart Subscriptions	% Increase or Decrease of 96g Cart Subscriptions
Atherton	51	50.0%	-34	-3.5%	7	1.0%	-11	-1.5%
Belmont	418	59.9%	-383	-8.1%	-31	-3.4%	-2	-1.0%
Burlingame	318	84.4%	-271	-6.2%	-22	-1.8%	-19	-4.4%
Foster City	302	94.4%	-273	-5.5%	-19	-1.8%	-11	-5.0%
Hillsborough	118	82.5%	-77	-4.0%	-12	-1.2%	-9	-1.4%
Menlo Park	276	22.8%	-188	-4.5%	-58	-3.2%	-27	-5.0%
Redwood City	737	30.4%	-715	-6.4%	18	0.7%	-29	-3.0%
San Carlos	515	57.4%	-469	-8.1%	-16	-1.2%	-28	-7.9%
City of San Mateo	817	62.8%	-595	-5.0%	-178	-3.6%	-29	-2.7%
County of San Mateo	266	76.0%	-224	-6.6%	-28	-3.2%	-14	-4.9%
WBSD	95	53.1%	-92	-7.0%	0	0.0%	-3	-1.9%
<b>Cart Mailer Results System-wide</b>	<b>3,913</b>	<b>48.9%</b>	<b>-3,321</b>	<b>-6.1%</b>	<b>-339</b>	<b>-5.5%</b>	<b>-182</b>	<b>-2.9%</b>
Starting Number of Subscriptions	8,004		54,716		16,882		5,622	
Final Number of Subscriptions as of 7/9/10	11,917		51,395		16,543		5,440	

<sup>1</sup> East Palo Alto and North Fair Oaks did not receive the Cart Selection Mailer.

**Attachment B  
Changes in Residential Garbage Service Subscription Levels**

**Residential Container Summary  
Member Agency: ATHERTON**

**Table A  
Current Cart Size Profile**

Gallons	Containers	Percent of Containers	Current Avg. Monthly Rate	Annual \$
10g - 20g Total	109	3.2%	\$ 15.64	\$ 20,459
32g - 46g Total	2,529	74.3%	\$ 29.61	\$ 898,630
50g - 64g Total	316	9.3%	\$ 51.84	\$ 196,587
90g - 96g Total	448	13.2%	\$ 81.93	\$ 440,452
<b>TOTAL</b>	<b>3,402</b>	<b>100.0%</b>		<b>\$ 1,556,128</b>

Table A illustrates the current mix of garbage subscription levels and associated revenue.

**Table B  
Simplification of Rate Categories Effect on Annual Rate Revenue**

Gallons	Containers	Percent of Containers	*Mo. Rate	Annual \$
20g Total	109	3.2%	\$ 17.31	\$ 22,641
32g Total	2,529	74.3%	\$ 27.69	\$ 840,336
64g Total	316	9.3%	\$ 55.38	\$ 210,001
96g Total	448	13.2%	\$ 82.18	\$ 441,800
<b>TOTAL</b>	<b>3,402</b>	<b>100.0%</b>		<b>\$ 1,514,778</b>

**Revenue Shortfall \$ (41,350)**

Table B illustrates the impact on revenue of changing the mix of can/cart sizes offered to residents from as many as fifteen categories (10g, 15g, 20g, 32g, 44g, etc.) offered by Allied/Republic to four (20g, 32g, 64g, 96g) for Recology.

**Table C  
Total Effect on Annual Rate Revenue Per Changes (i.e., Rate Category Simplification + Resident Cart Selection Results) <sup>1</sup>**

Gallons	Containers	Percent of Containers	*Mo. Rate	Annual \$
20g Total	160	4.7%	\$ 17.31	\$ 33,235
32g Total	2,495	73.1%	\$ 27.69	\$ 829,039
64g Total	323	9.5%	\$ 55.38	\$ 214,653
96g Total	437	12.8%	\$ 82.18	\$ 430,952
<b>TOTAL</b>	<b>3,415</b>	<b>100.0%</b>		<b>\$ 1,507,879</b>

**Revenue Shortfall \$ (48,250)**

<sup>1</sup> Based on customer cart selection preference for 2011 as of July 9, 2010 deadline for Cart Selection Mailers to be returned.

Table C illustrates the revenue shortfall resulting from changing the can/cart sizes offered from fifteen to four AND the results of the Cart Selection Mailer returned to Recology.

Changes in Cart Sizes <sup>1</sup>
51
(34)
7
(11)
13

**Attachment B  
Changes in Residential Garbage Service Subscription Levels**

<b>Residential Container Summary Member Agency: ATHERTON</b>				
<b>DETAIL</b>				
<b>Current (March 2010)</b>				
<b>Gallons</b>	<b>Containers</b>	<b>Percent of Containers</b>	<b>*Mo. Rate</b>	<b>Annual \$</b>
10	13	0.4%	\$ 8.65	\$ 1,349
16	16	0.5%	\$ 12.98	\$ 2,492
18	-	0.0%	\$ 17.31	\$ -
20	80	2.4%	\$ 17.31	\$ 16,618
<b>20g Total</b>	<b>109</b>	<b>3.2%</b>	<b>\$ 15.64</b>	<b>\$ 20,459</b>
32	1,827	53.7%	\$ 27.69	\$ 607,076
40	148	4.4%	\$ 34.61	\$ 61,467
44	-	0.0%	\$ 34.61	\$ -
46	554	16.3%	\$ 34.61	\$ 230,087
<b>32g Total</b>	<b>2,529</b>	<b>74.3%</b>	<b>\$ 29.61</b>	<b>\$ 898,630</b>
50	63	1.9%	\$ 39.41	\$ 29,794
56	10	0.3%	\$ 44.21	\$ 5,305
60	-	0.0%	\$ 49.02	\$ -
64	243	7.1%	\$ 55.38	\$ 161,488
		0.0%		
<b>64g Total</b>	<b>316</b>	<b>9.3%</b>	<b>\$ 51.84</b>	<b>\$ 196,587</b>
90	26	0.8%	\$ 77.86	\$ 24,292
96	422	12.4%	\$ 82.18	\$ 416,160
100		0.0%		
<b>96g Total</b>	<b>448</b>	<b>13.2%</b>	<b>\$ 81.93</b>	<b>\$ 440,452</b>
<b>Totals</b>	<b>3,402</b>	<b>100.0%</b>		<b>\$ 1,556,128</b>

Table D provides the detail of the current mix of can/cart service subscriptions.



**Attachment B  
Changes in Residential Garbage Service Subscription Levels**

**Residential Container Summary  
Member Agency: BELMONT**

**Table A  
Current Cart Size Profile**

Gallons	Containers	Percent of Containers	Current Avg. Monthly Rate	Annual \$
10g - 20g Total	704	9.8%	\$ 13.11	\$ 110,766
32g - 46g Total	5,983	82.9%	\$ 23.83	\$ 1,711,032
50g - 64g Total	444	6.2%	\$ 42.08	\$ 224,207
90g - 96g Total	85	1.2%	\$ 68.85	\$ 70,227
<b>TOTAL</b>	<b>7,216</b>	<b>100.0%</b>		<b>\$ 2,116,232</b>

Table A illustrates the current mix of garbage subscription levels and associated revenue.

**Table B  
Simplification of Rate Categories Effect on Annual Rate Revenue**

Gallons	Containers	Percent of Containers	*Mo. Rate	Annual \$
20g Total	704	9.8%	\$ 13.86	\$ 117,089
32g Total	5,983	82.9%	\$ 22.18	\$ 1,592,435
64g Total	444	6.2%	\$ 45.37	\$ 241,731
96g Total	85	1.2%	\$ 68.85	\$ 70,227
<b>TOTAL</b>	<b>7,216</b>	<b>100.0%</b>		<b>\$ 2,021,483</b>
			<b>Revenue Shortfall \$</b>	<b>(94,749)</b>

Table B illustrates the impact on revenue of changing the mix of can/cart sizes offered to residents from as many as fifteen categories (10g, 15g, 20g, 32g, 44g, etc.) offered by Allied/Republic to four (20g, 32g, 64g, 96g) for Recology.

**Table C  
Total Effect on Annual Rate Revenue Per Changes (i.e., Rate Category Simplification + Resident Cart Selection Results)<sup>1</sup>**

Gallons	Containers	Percent of Containers	*Mo. Rate	Annual \$
20g Total	1,122	15.5%	\$ 13.86	\$ 186,611
32g Total	5,600	77.6%	\$ 22.18	\$ 1,490,496
64g Total	413	5.7%	\$ 45.37	\$ 224,854
96g Total	83	1.1%	\$ 68.85	\$ 68,575
<b>TOTAL</b>	<b>7,218</b>	<b>100.0%</b>		<b>\$ 1,970,535</b>
			<b>Revenue Shortfall \$</b>	<b>(145,696)</b>

<sup>1</sup> Based on customer cart selection preference for 2011 as of July 9, 2010 deadline for Cart Selection Mailers to be returned.

Table C illustrates the revenue shortfall resulting from changing the can/cart sizes offered from fifteen to four AND the results of the Cart Selection Mailer returned to Recology.

Changes in Cart Sizes <sup>1</sup>
418
(383)
(31)
(2)
2

**Attachment B  
Changes in Residential Garbage Service Subscription Levels**

<b>Residential Container Summary Member Agency: BELMONT</b>				
<b>DETAIL</b>				
<b>Current (March 2010)</b>				
<b>Gallons</b>	<b>Containers</b>	<b>Percent of Containers</b>	<b>*Mo. Rate</b>	<b>Annual \$</b>
10	49	0.7%	\$ 6.93	\$ 4,075
16	54	0.7%	\$ 10.39	\$ 6,733
18	1	0.0%	\$ 13.86	\$ 166
20	600	8.3%	\$ 13.86	\$ 99,792
<b>20g Total</b>	<b>704</b>	<b>9.8%</b>	<b>\$ 13.11</b>	<b>\$ 110,766</b>
32	4,925	68.3%	\$ 22.18	\$ 1,310,838
40	113	1.6%	\$ 28.36	\$ 38,456
44	1	0.0%	\$ 31.19	\$ 374
46	944	13.1%	\$ 31.90	\$ 361,363
<b>32g Total</b>	<b>5,983</b>	<b>82.9%</b>	<b>\$ 23.83</b>	<b>\$ 1,711,032</b>
50	146	2.0%	\$ 35.45	\$ 62,108
56	1	0.0%	\$ 38.99	\$ 468
60	2	0.0%	\$ 42.54	\$ 1,021
64	295	4.1%	\$ 45.37	\$ 160,610
		0.0%		
<b>64g Total</b>	<b>444</b>	<b>6.2%</b>	<b>\$ 42.08</b>	<b>\$ 224,207</b>
90	-	0.0%	\$ 68.85	\$ -
96	85	1.2%	\$ 68.85	\$ 70,227
100		0.0%		
<b>96g Total</b>	<b>85</b>	<b>1.2%</b>	<b>\$ 68.85</b>	<b>\$ 70,227</b>
<b>Totals</b>	<b>7,216</b>	<b>100.0%</b>		<b>\$ 2,116,232</b>

Table D provides the detail of the current mix of can/cart service subscriptions.

**Attachment B  
Changes in Residential Garbage Service Subscription Levels**

**Residential Container Summary  
Member Agency: BURLINGAME**

**Table A  
Current Cart Size Profile**

Gallons	Containers	Percent of Containers	Current Avg. Monthly Rate	Annual \$
10g - 20g Total	391	5.3%	\$ 8.51	\$ 39,927
32g - 46g Total	6,072	82.8%	\$ 17.58	\$ 1,281,031
50g - 64g Total	653	8.9%	\$ 30.41	\$ 238,290
90g - 96g Total	219	3.0%	\$ 48.28	\$ 126,885
<b>TOTAL</b>	<b>7,335</b>	<b>100.0%</b>		<b>\$ 1,686,132</b>

Table A illustrates the current mix of garbage subscription levels and associated revenue.

**Table B  
Simplification of Rate Categories Effect on Annual Rate Revenue**

Gallons	Containers	Percent of Containers	*Mo. Rate	Annual \$
20g Total	391	5.3%	\$ 8.82	\$ 41,383
32g Total	6,072	82.8%	\$ 16.31	\$ 1,188,412
64g Total	653	8.9%	\$ 32.62	\$ 255,610
96g Total	219	3.0%	\$ 48.41	\$ 127,221
<b>TOTAL</b>	<b>7,335</b>	<b>100.0%</b>		<b>\$ 1,612,627</b>

**Revenue Shortfall \$ (73,505)**

Table B illustrates the impact on revenue of changing the mix of can/cart sizes offered to residents from as many as fifteen categories (10g, 15g, 20g, 32g, 44g, etc.) offered by Allied/Republic to four (20g, 32g, 64g, 96g) for Recology.

**Table C  
Total Effect on Annual Rate Revenue Per Changes (i.e., Rate Category Simplification + Resident Cart Selection Results) <sup>1</sup>**

Gallons	Containers	Percent of Containers	*Mo. Rate	Annual \$
20g Total	709	9.7%	\$ 8.82	\$ 75,041
32g Total	5,801	79.0%	\$ 16.31	\$ 1,135,372
64g Total	631	8.6%	\$ 32.62	\$ 246,999
96g Total	200	2.7%	\$ 48.41	\$ 116,184
<b>TOTAL</b>	<b>7,341</b>	<b>100.0%</b>		<b>\$ 1,573,595</b>

**Revenue Shortfall \$ (112,537)**

<sup>1</sup> Based on customer cart selection preference for 2011 as of July 9, 2010 deadline for Cart Selection Mailers to be returned.

Table C illustrates the revenue shortfall resulting from changing the can/cart sizes offered from fifteen to four AND the results of the Cart Selection Mailer returned to Recology.

Changes in Cart Sizes <sup>1</sup>
318
(271)
(22)
(19)
6

<b>Residential Container Summary Member Agency: BURLINGAME</b>	
<b>DETAIL</b>	
<b>Current (March 2010)</b>	

**Attachment B  
Changes in Residential Garbage Service Subscription Levels**

<b>Gallons</b>	<b>Containers</b>	<b>Percent of Containers</b>	<b>*Mo. Rate</b>	<b>Annual \$</b>
10	14	0.2%	\$ 4.41	\$ 741
16	27	0.4%	\$ 6.61	\$ 2,142
18	1	0.0%	\$ 8.82	\$ 106
20	349	4.8%	\$ 8.82	\$ 36,938
<b>20g Total</b>	<b>391</b>	<b>5.3%</b>	<b>\$ 8.51</b>	<b>\$ 39,927</b>
32	4,839	66.0%	\$ 16.31	\$ 947,089
40	174	2.4%	\$ 20.38	\$ 42,553
44	1	0.0%	\$ 22.42	\$ 269
46	1,058	14.4%	\$ 22.93	\$ 291,119
<b>32g Total</b>	<b>6,072</b>	<b>82.8%</b>	<b>\$ 17.58</b>	<b>\$ 1,281,031</b>
50	198	2.7%	\$ 25.48	\$ 60,540
56	6	0.1%	\$ 28.02	\$ 2,017
60	1	0.0%	\$ 30.57	\$ 367
64	448	6.1%	\$ 32.62	\$ 175,365
		0.0%		
<b>64g Total</b>	<b>653</b>	<b>8.9%</b>	<b>\$ 30.41</b>	<b>\$ 238,290</b>
90	11	0.1%	\$ 45.86	\$ 6,054
96	208	2.8%	\$ 48.41	\$ 120,831
100		0.0%		
<b>96g Total</b>	<b>219</b>	<b>3.0%</b>	<b>\$ 48.28</b>	<b>\$ 126,885</b>
<b>Totals</b>	<b>7,335</b>	<b>100.0%</b>		<b>\$ 1,686,132</b>
Table D provides the detail of the current mix of can/cart service subscriptions.				

**Attachment B  
Changes in Residential Garbage Service Subscription Levels**

<b>Residential Container Summary Member Agency: NORTH FAIR OAKS</b>				
<b>Table A Current Cart Size Profile</b>				
<b>Gallons</b>	<b>Containers</b>	<b>Percent of Containers</b>	<b>Current Avg. Monthly Rate</b>	<b>Annual \$</b>
10g - 20g Total	1	0.0%	\$ 23.52	\$ 282
32g - 46g Total	3,807	98.4%	\$ 23.52	\$ 1,074,488
50g - 64g Total	47	1.2%	\$ 47.04	\$ 26,531
90g - 96g Total	14	0.4%	\$ 70.56	\$ 11,854
<b>TOTAL</b>	<b>3,869</b>	<b>100.0%</b>		<b>\$ 1,113,155</b>
Table A illustrates the current mix of garbage subscription levels and associated revenue.				
<b>Table B Simplification of Rate Categories Effect on Annual Rate Revenue</b>				
<b>Gallons</b>	<b>Containers</b>	<b>Percent of Containers</b>	<b>*Mo. Rate</b>	<b>Annual \$</b>
20g Total	1	0.0%	\$ 23.52	\$ 282
32g Total	3,807	98.4%	\$ 23.52	\$ 1,074,488
64g Total	47	1.2%	\$ 47.04	\$ 26,531
96g Total	14	0.4%	\$ 70.56	\$ 11,854
<b>TOTAL</b>	<b>3,869</b>	<b>100.0%</b>		<b>\$ 1,113,155</b>
			<b>Revenue Shortfall \$</b>	<b>-</b>
Table B illustrates the impact on revenue of changing the mix of can/cart sizes offered to residents from as many as fifteen categories (10g, 15g, 20g, 32g, 44g, etc.) offered by Allied/Republic to four (20g, 32g, 64g, 96g) for Recology.				
<b>Table C Total Effect on Annual Rate Revenue Per Changes (i.e., Rate Category Simplification + Resident Cart Selection Results) <sup>1</sup></b>				
<b>Gallons</b>	<b>Containers</b>	<b>Percent of Containers</b>	<b>*Mo. Rate</b>	<b>Annual \$</b>
20g Total	303	7.8%	\$ 23.52	\$ 85,519
32g Total	3,534	91.4%	\$ 23.52	\$ 997,436
64g Total	28	0.7%	\$ 47.04	\$ 15,805
96g Total	3	0.1%	\$ 70.56	\$ 2,540
<b>TOTAL</b>	<b>3,868</b>	<b>100.0%</b>		<b>\$ 1,101,300</b>
			<b>Revenue Shortfall \$</b>	<b>(11,854)</b>
<sup>1</sup> Based on customer cart selection preference for 2011 as of July 9, 2010 deadline for Cart Selection Mailers to be returned.				
Table C illustrates the revenue shortfall resulting from changing the can/cart sizes offered from fifteen to four AND the results of the Cart Selection Mailer returned to Recology.				

<b>Changes in Cart Sizes<sup>1</sup></b>
302
(273)
(19)
(11)
(1)

<b>Residential Container Summary Member Agency: NORTH FAIR OAKS</b>				
<b>DETAIL</b>				
<b>Current (March 2010)</b>				
<b>Gallons</b>	<b>Containers</b>	<b>Percent of Containers</b>	<b>*Mo. Rate</b>	<b>Annual \$</b>
10	-	0.0%	\$ 23.52	\$ -

**Attachment B  
Changes in Residential Garbage Service Subscription Levels**

16	-	0.0%	\$ 23.52	\$ -
18	-	0.0%	\$ 23.52	\$ -
20	1	0.0%	\$ 23.52	\$ 282
<b>20g Total</b>	<b>1</b>	<b>0.0%</b>	<b>\$ 23.52</b>	<b>\$ 282</b>
32	3,688	95.3%	\$ 23.52	\$ 1,040,901
40	-	0.0%	\$ 23.52	\$ -
44	-	0.0%	\$ 23.52	\$ -
46	119	3.1%	\$ 23.52	\$ 33,587
<b>32g Total</b>	<b>3,807</b>	<b>98.4%</b>	<b>\$ 23.52</b>	<b>\$ 1,074,488</b>
50	7	0.2%	\$ 47.04	\$ 3,951
56	-	0.0%	\$ 47.04	\$ -
60	-	0.0%	\$ 47.04	\$ -
64	40	1.0%	\$ 47.04	\$ 22,579
		0.0%		
<b>64g Total</b>	<b>47</b>	<b>1.2%</b>	<b>\$ 47.04</b>	<b>\$ 26,531</b>
90	-	0.0%	\$ 70.56	\$ -
96	14	0.4%	\$ 70.56	\$ 11,854
100		0.0%		
<b>96g Total</b>	<b>14</b>	<b>0.4%</b>	<b>\$ 70.56</b>	<b>\$ 11,854</b>
<b>Totals</b>	<b>3,869</b>	<b>100.0%</b>		<b>\$ 1,113,155</b>
Table D provides the detail of the current mix of can/cart service subscriptions.				

**Attachment B  
Changes in Residential Garbage Service Subscription Levels**

**Residential Container Summary  
Member Agency: FOSTER CITY**

**Table A  
Current Cart Size Profile**

Gallons	Containers	Percent of Containers	Current Avg. Monthly Rate	Annual \$
10g - 20g Total	323	4.4%	\$ 8.03	\$ 31,121
32g - 46g Total	6,542	89.3%	\$ 14.50	\$ 1,138,544
50g - 64g Total	363	5.0%	\$ 26.17	\$ 113,987
90g - 96g Total	100	1.4%	\$ 40.56	\$ 48,678
<b>TOTAL</b>	<b>7,328</b>	<b>100.0%</b>		<b>\$ 1,332,330</b>

Table A illustrates the current mix of garbage subscription levels and associated revenue.

**Table B  
Simplification of Rate Categories Effect on Annual Rate Revenue**

Gallons	Containers	Percent of Containers	*Mo. Rate	Annual \$
20g Total	323	4.4%	\$ 8.58	\$ 33,256
32g Total	6,542	89.3%	\$ 13.73	\$ 1,077,703
64g Total	363	5.0%	\$ 27.46	\$ 119,616
96g Total	100	1.4%	\$ 40.76	\$ 48,909
<b>TOTAL</b>	<b>7,328</b>	<b>100.0%</b>		<b>\$ 1,279,484</b>
			<b>Revenue Shortfall \$</b>	<b>(52,846)</b>

Table B illustrates the impact on revenue of changing the mix of can/cart sizes offered to residents from as many as fifteen categories (10g, 15g, 20g, 32g, 44g, etc.) offered by Allied/Republic to four (20g, 32g, 64g, 96g) for Recology.

**Table C  
Total Effect on Annual Rate Revenue Per Changes (i.e., Rate Category Simplification + Resident Cart Selection Results)<sup>1</sup>**

Gallons	Containers	Percent of Containers	*Mo. Rate	Annual \$
20g Total	625	8.5%	\$ 8.58	\$ 64,350
32g Total	6,269	85.6%	\$ 13.73	\$ 1,032,730
64g Total	344	4.7%	\$ 27.46	\$ 113,355
96g Total	89	1.2%	\$ 40.76	\$ 43,529
<b>TOTAL</b>	<b>7,327</b>	<b>100.0%</b>		<b>\$ 1,253,964</b>
			<b>Revenue Shortfall \$</b>	<b>(78,366)</b>

<sup>1</sup> Based on customer cart selection preference for 2011 as of July 9, 2010 deadline for Cart Selection Mailers to be returned.

Table C illustrates the revenue shortfall resulting from changing the can/cart sizes offered from fifteen to four AND the results of the Cart Selection Mailer returned to Recology.

Changes in Cart Sizes <sup>1</sup>
302
(273)
(19)
(11)
(1)

**Attachment B  
Changes in Residential Garbage Service Subscription Levels**

<b>Residential Container Summary</b>				
<b>Member Agency: FOSTER CITY</b>				
<b>DETAIL</b>				
<b>Current (March 2010)</b>				
<b>Gallons</b>	<b>Containers</b>	<b>Percent of Containers</b>	<b>*Mo. Rate</b>	<b>Annual \$</b>
10	28	0.4%	\$ 4.29	\$ 1,441
16	27	0.4%	\$ 6.44	\$ 2,086
18	-	0.0%	\$ 8.58	\$ -
20	268	3.7%	\$ 8.58	\$ 27,593
<b>20g Total</b>	<b>323</b>	<b>4.4%</b>	<b>\$ 8.03</b>	<b>\$ 31,121</b>
32	5,576	76.1%	\$ 13.73	\$ 918,568
40	146	2.0%	\$ 17.16	\$ 30,064
44		0.0%		\$ -
46	820	11.2%	\$ 19.30	\$ 189,912
<b>32g Total</b>	<b>6,542</b>	<b>89.3%</b>	<b>\$ 14.50</b>	<b>\$ 1,138,544</b>
50	93	1.3%	\$ 21.46	\$ 26,335
56	4	0.1%	\$ 23.60	\$ -
				\$ -
64	266	3.6%	\$ 27.46	\$ 87,652
<b>64g Total</b>	<b>363</b>	<b>5.0%</b>	<b>\$ 26.17</b>	<b>\$ 113,987</b>
90	9	0.1%	\$ 38.62	\$ 4,170
96	91	1.2%	\$ 40.76	\$ 44,507
100		0.0%		
<b>96g Total</b>	<b>\$ 100.00</b>	<b>1.4%</b>	<b>\$ 40.56</b>	<b>\$ 48,678</b>
<b>Totals</b>	<b>7,328</b>	<b>100.0%</b>		<b>\$ 1,332,330</b>

Table D provides the detail of the current mix of can/cart service subscriptions.



**Attachment B  
Changes in Residential Garbage Service Subscription Levels**

**Residential Container Summary  
Member Agency: HILLSBOROUGH**

**Table A  
Current Cart Size Profile**

Gallons	Containers	Percent of Containers	Current Avg. Monthly Rate	Annual \$
10g - 20g Total	136	3.9%	\$ 16.75	\$ 27,336
32g - 46g Total	2,490	71.9%	\$ 32.24	\$ 963,245
50g - 64g Total	518	14.9%	\$ 53.45	\$ 332,244
90g - 96g Total	321	9.3%	\$ 86.50	\$ 333,190
<b>TOTAL</b>	<b>3,465</b>	<b>100.0%</b>		<b>\$ 1,656,015</b>

Table A illustrates the current mix of garbage subscription levels and associated revenue.

**Table B  
Simplification of Rate Categories Effect on Annual Rate Revenue**

Gallons	Containers	Percent of Containers	*Mo. Rate	Annual \$
20g Total	136	3.9%	\$ 18.26	\$ 29,800
32g Total	2,490	71.9%	\$ 29.22	\$ 873,094
64g Total	518	14.9%	\$ 58.43	\$ 363,201
96g Total	321	9.3%	\$ 86.74	\$ 334,122
<b>TOTAL</b>	<b>3,465</b>	<b>100.0%</b>		<b>\$ 1,600,217</b>

**Revenue Shortfall \$ (55,798)**

Table B illustrates the impact on revenue of changing the mix of can/cart sizes offered to residents from as many as fifteen categories (10g, 15g, 20g, 32g, 44g, etc.) offered by Allied/Republic to four (20g, 32g, 64g, 96g) for Recology.

**Table C  
Total Effect on Annual Rate Revenue Per Changes (i.e., Rate Category Simplification + Resident Cart Selection Results) <sup>1</sup>**

Gallons	Containers	Percent of Containers	*Mo. Rate	Annual \$
20g Total	254	7.3%	\$ 18.26	\$ 55,656
32g Total	2,413	69.2%	\$ 29.22	\$ 846,094
64g Total	506	14.5%	\$ 58.43	\$ 354,787
96g Total	312	9.0%	\$ 86.74	\$ 324,755
<b>TOTAL</b>	<b>3,485</b>	<b>100.0%</b>		<b>\$ 1,581,292</b>

**Revenue Shortfall \$ (74,723)**

<sup>1</sup> Based on customer cart selection preference for 2011 as of July 9, 2010 deadline for Cart Selection Mailers to be returned.

Table C illustrates the revenue shortfall resulting from changing the can/cart sizes offered from fifteen to four AND the results of the Cart Selection Mailer returned to Recology.

Changes in Cart Sizes <sup>1</sup>
118
(77)
(12)
(9)
20

**Residential Container Summary  
Member Agency: HILLSBOROUGH**

**DETAIL**  
**Current (March 2010)**

Gallons	Containers	Percent of Containers	*Mo. Rate	Annual \$
10	14	0.4%	\$ 9.13	\$ 1,534

**Attachment B  
Changes in Residential Garbage Service Subscription Levels**

16	17	0.5%	\$ 13.70	\$ 2,795
18	-	0.0%	\$ 18.26	\$ -
20	105	3.0%	\$ 18.26	\$ 23,008
<b>20g Total</b>	<b>136</b>	<b>3.9%</b>	<b>\$ 16.75</b>	<b>\$ 27,336</b>
32	1,839	53.1%	\$ 29.22	\$ 644,827
40	47	1.4%	\$ 36.52	\$ 20,597
44	-	0.0%	\$ 40.17	\$ -
46	604	17.4%	\$ 41.09	\$ 297,820
<b>32g Total</b>	<b>2,490</b>	<b>71.9%</b>	<b>\$ 32.24</b>	<b>\$ 963,245</b>
50	199	5.7%	\$ 45.65	\$ 109,012
56	4	0.1%	\$ 50.22	\$ 2,411
60	1	0.0%	\$ 54.78	\$ 657
64	314	9.1%	\$ 58.43	\$ 220,164
<b>64g Total</b>	<b>518</b>	<b>14.9%</b>	<b>\$ 53.45</b>	<b>\$ 332,244</b>
90	17	0.5%	\$ 82.17	\$ 16,763
96	304	8.8%	\$ 86.74	\$ 316,428
100		0.0%		
<b>96g Total</b>	<b>321</b>	<b>9.3%</b>	<b>\$ 86.50</b>	<b>\$ 333,190</b>
<b>Totals</b>	<b>3,465</b>	<b>100.0%</b>		<b>\$ 1,656,015</b>
Table D provides the detail of the current mix of can/cart service subscriptions.				

**Attachment B  
Changes in Residential Garbage Service Subscription Levels**

**Residential Container Summary  
Member Agency: MENLO PARK**

**Table A  
Current Cart Size Profile**

Gallons	Containers	Percent of Containers	Current Avg. Monthly Rate	Annual \$
10g - 20g Total	1,129	12.0%	\$ 15.12	\$ 204,846
32g - 46g Total	8,065	85.5%	\$ 26.70	\$ 2,584,313
50g - 64g Total	128	1.4%	\$ 66.03	\$ 101,422
90g - 96g Total	108	1.1%	\$ 87.35	\$ 113,206
<b>TOTAL</b>	<b>9,430</b>	<b>100.0%</b>		<b>\$ 3,003,786</b>

Table A illustrates the current mix of garbage subscription levels and associated revenue.

**Table B  
Simplification of Rate Categories Effect on Annual Rate Revenue**

Gallons	Containers	Percent of Containers	*Mo. Rate	Annual \$
20g Total	1,129	12.0%	\$ 15.12	\$ 204,846
32g Total	8,065	85.5%	\$ 23.77	\$ 2,300,461
64g Total	128	1.4%	\$ 73.57	\$ 113,004
96g Total	108	1.1%	\$ 87.35	\$ 113,206
<b>TOTAL</b>	<b>9,430</b>	<b>100.0%</b>		<b>\$ 2,731,515</b>

**Revenue Shortfall \$ (272,271)**

Table B illustrates the impact on revenue of changing the mix of can/cart sizes offered to residents from as many as fifteen categories (10g, 15g, 20g, 32g, 44g, etc.) offered by Allied/Republic to four (20g, 32g, 64g, 96g) for Recology.

**Table C  
Total Effect on Annual Rate Revenue Per Changes (i.e., Rate Category Simplification + Resident Cart Selection Results) <sup>1</sup>**

Gallons	Containers	Percent of Containers	*Mo. Rate	Annual \$
20g Total	1,405	14.9%	\$ 15.12	\$ 254,923
32g Total	7,877	83.5%	\$ 23.77	\$ 2,246,835
64g Total	70	0.7%	\$ 73.57	\$ 61,799
96g Total	81	0.9%	\$ 87.35	\$ 84,904
<b>TOTAL</b>	<b>9,433</b>	<b>100.0%</b>		<b>\$ 2,648,462</b>

**Revenue Shortfall \$ (355,325)**

<sup>1</sup> Based on customer cart selection preference for 2011 as of July 9, 2010 deadline for Cart Selection Mailers to be returned.

Table C illustrates the revenue shortfall resulting from changing the can/cart sizes offered from fifteen to four AND the results of the Cart Selection Mailer returned to Recology.

Changes in Cart Sizes <sup>1</sup>
276
(188)
(58)
(27)
3

**Residential Container Summary  
Member Agency: MENLO PARK**

**DETAIL**

**Current (March 2010)**

Gallons	Containers	Percent of Containers	*Mo. Rate	Annual \$
10	1	0.0%	\$ 15.12	\$ 181

**Attachment B  
Changes in Residential Garbage Service Subscription Levels**

16	63	0.7%	\$ 15.12	\$ 11,431
18	5	0.1%	\$ 15.12	\$ 907
20	1,060	11.2%	\$ 15.12	\$ 192,326
<b>20g Total</b>	<b>1,129</b>	<b>12.0%</b>	<b>\$ 15.12</b>	<b>\$ 204,846</b>
32	6,721	71.3%	\$ 23.77	\$ 1,917,098
40	17	0.2%	\$ 41.37	\$ 8,439
		0.0%		\$ -
46	1,327	14.1%	\$ 41.37	\$ 658,776
<b>32g Total</b>	<b>8,065</b>	<b>85.5%</b>	<b>\$ 26.70</b>	<b>\$ 2,584,313</b>
50	37	0.4%	\$ 50.59	\$ 22,462
56	5	0.1%	\$ 50.59	\$ 3,035
60	-	0.0%	\$ -	\$ -
64	86	0.9%	\$ 73.57	\$ 75,924
<b>64g Total</b>	<b>128</b>	<b>1.4%</b>	<b>\$ 66.03</b>	<b>\$ 101,422</b>
90	8	0.1%	\$ 87.35	\$ 8,386
96	100	1.1%	\$ 87.35	\$ 104,820
100		0.0%		
<b>96g Total</b>	<b>108</b>	<b>1.1%</b>	<b>\$ 87.35</b>	<b>\$ 113,206</b>
<b>Totals</b>	<b>9,430</b>	<b>100.0%</b>		<b>\$ 3,003,786</b>
Table D provides the detail of the current mix of can/cart service subscriptions.				

**Attachment B  
Changes in Residential Garbage Service Subscription Levels**

**Residential Container Summary  
Member Agency: REDWOOD CITY**

**Table A  
Current Cart Size Profile**

Gallons	Containers	Percent of Containers	Current Avg. Monthly Rate	Annual \$
10g - 20g Total	2,674	13.5%	\$ 8.73	\$ 280,128
32g - 46g Total	15,755	79.4%	\$ 22.40	\$ 4,234,087
50g - 64g Total	937	4.7%	\$ 40.19	\$ 451,890
90g - 96g Total	473	2.4%	\$ 61.84	\$ 350,996
<b>TOTAL</b>	<b>19,839</b>	<b>100.0%</b>		<b>\$ 5,317,101</b>

Table A illustrates the current mix of garbage subscription levels and associated revenue.

**Table B  
Simplification of Rate Categories Effect on Annual Rate Revenue**

Gallons	Containers	Percent of Containers	*Mo. Rate	Annual \$
20g Total	2,674	13.5%	\$ 8.73	\$ 280,128
32g Total	15,755	79.4%	\$ 20.96	\$ 3,962,698
64g Total	937	4.7%	\$ 41.91	\$ 471,236
96g Total	473	2.4%	\$ 62.22	\$ 353,161
<b>TOTAL</b>	<b>19,839</b>	<b>100.0%</b>		<b>\$ 5,067,223</b>

**Revenue Shortfall \$ (249,879)**

Table B illustrates the impact on revenue of changing the mix of can/cart sizes offered to residents from as many as fifteen categories (10g, 15g, 20g, 32g, 44g, etc.) offered by Allied/Republic to four (20g, 32g, 64g, 96g) for Recology.

**Table C  
Total Effect on Annual Rate Revenue Per Changes (i.e., Rate Category Simplification + Resident Cart Selection Results)<sup>1</sup>**

Gallons	Containers	Percent of Containers	*Mo. Rate	Annual \$
20g Total	3,411	17.2%	\$ 8.73	\$ 357,336
32g Total	15,040	75.8%	\$ 20.96	\$ 3,782,861
64g Total	955	4.8%	\$ 41.91	\$ 480,289
96g Total	444	2.2%	\$ 62.22	\$ 331,508
<b>TOTAL</b>	<b>19,850</b>	<b>100.0%</b>		<b>\$ 4,951,994</b>

**Revenue Shortfall \$ (365,107)**

<sup>1</sup> Based on customer cart selection preference for 2011 as of July 9, 2010 deadline for Cart Selection Mailers to be returned.

Table C illustrates the revenue shortfall resulting from changing the can/cart sizes offered from fifteen to four AND the results of the Cart Selection Mailer returned to Recology.

Changes in Cart Sizes <sup>1</sup>
737
(715)
18
(29)
11

**Residential Container Summary  
Member Agency: REDWOOD CITY**

**DETAIL**  
**Current (March 2010)**

Gallons	Containers	Percent of Containers	*Mo. Rate	Annual \$
10	-	0.0%	\$ 8.73	\$ -

**Attachment B  
Changes in Residential Garbage Service Subscription Levels**

16	-	0.0%	\$ 8.73	\$ -
18	13	0.1%	\$ 8.73	\$ 1,362
20	2,661	13.4%	\$ 8.73	\$ 278,766
<b>20g Total</b>	<b>2,674</b>	<b>13.5%</b>	<b>\$ 8.73</b>	<b>\$ 280,128</b>
32	13,107	66.1%	\$ 20.96	\$ 3,296,673
40	179	0.9%	\$ 26.20	\$ 56,278
		0.0%		\$ -
46	2,469	12.4%	\$ 29.74	\$ 881,137
<b>32g Total</b>	<b>15,755</b>	<b>79.4%</b>	<b>\$ 22.40</b>	<b>\$ 4,234,087</b>
50	164	0.8%	\$ 32.75	\$ 64,452
56	12	0.1%	\$ 32.75	\$ 4,716
60	10	0.1%	\$ 41.91	\$ 5,029
64	750	3.8%	\$ 41.91	\$ 377,190
66	1		\$ 41.91	\$ 503
<b>64g Total</b>	<b>937</b>	<b>4.7%</b>	<b>\$ 40.19</b>	<b>\$ 451,890</b>
90	55	0.3%	\$ 58.94	\$ 38,900
96	418	2.1%	\$ 62.22	\$ 312,096
100		0.0%		
<b>96g Total</b>	<b>473</b>	<b>2.4%</b>	<b>\$ 61.84</b>	<b>\$ 350,996</b>
<b>Totals</b>	<b>19,839</b>	<b>#DIV/0!</b>		<b>\$ 5,317,101</b>
Table D provides the detail of the current mix of can/cart service subscriptions.				

**Attachment B  
Changes in Residential Garbage Service Subscription Levels**

**Residential Container Summary  
Member Agency: CITY OF SAN CARLOS**

**Table A  
Current Cart Size Profile**

Gallons	Containers	Percent of Containers	Current Avg. Monthly Rate	Annual \$
10g - 20g Total	875	9.3%	\$ 13.34	\$ 140,019
32g - 46g Total	7,753	82.6%	\$ 23.96	\$ 2,229,249
50g - 64g Total	608	6.5%	\$ 42.88	\$ 312,881
90g - 96g Total	149	1.6%	\$ 68.34	\$ 122,185
<b>TOTAL</b>	<b>9,385</b>	<b>100.0%</b>		<b>\$ 2,804,334</b>

Table A illustrates the current mix of garbage subscription levels and associated revenue.

**Table B  
Simplification of Rate Categories Effect on Annual Rate Revenue**

Gallons	Containers	Percent of Containers	*Mo. Rate	Annual \$
20g Total	875	9.3%	\$ 13.87	\$ 145,635
32g Total	7,753	82.6%	\$ 22.19	\$ 2,064,469
64g Total	608	6.5%	\$ 46.18	\$ 336,929
96g Total	149	1.6%	\$ 68.55	\$ 122,567
<b>TOTAL</b>	<b>9,385</b>	<b>100.0%</b>		<b>\$ 2,669,601</b>

**Revenue Shortfall \$ (134,733)**

Table B illustrates the impact on revenue of changing the mix of can/cart sizes offered to residents from as many as fifteen categories (10g, 15g, 20g, 32g, 44g, etc.) offered by Allied/Republic to four (20g, 32g, 64g, 96g) for Recology.

**Table C  
Total Effect on Annual Rate Revenue Per Changes (i.e., Rate Category Simplification + Resident Cart Selection Results)<sup>1</sup>**

Gallons	Containers	Percent of Containers	*Mo. Rate	Annual \$
20g Total	1,390	14.8%	\$ 13.87	\$ 231,352
32g Total	7,284	77.6%	\$ 22.19	\$ 1,939,584
64g Total	592	6.3%	\$ 46.18	\$ 328,063
96g Total	121	1.3%	\$ 68.55	\$ 99,535
<b>TOTAL</b>	<b>9,387</b>	<b>100.0%</b>		<b>\$ 2,598,532</b>

**Revenue Shortfall \$ (205,801)**

<sup>1</sup> Based on customer cart selection preference for 2011 as of July 9, 2010 deadline for Cart Selection Mailers to be returned.

Table C illustrates the revenue shortfall resulting from changing the can/cart sizes offered from fifteen to four AND the results of the Cart Selection Mailer returned to Recology.

Changes in Cart Sizes <sup>1</sup>
515
(469)
(16)
(28)
2

**Residential Container Summary  
Member Agency: CITY OF SAN CARLOS**

**DETAIL**  
**Current (March 2010)**

Gallons	Containers	Percent of Containers	*Mo. Rate	Annual \$
10	44	0.5%	\$ 6.94	\$ 3,664

**Attachment B  
Changes in Residential Garbage Service Subscription Levels**

16	47	0.5%	\$ 10.40	\$ 5,866
18	5	0.1%	\$ 13.87	\$ 832
20	779	8.3%	\$ 13.87	\$ 129,657
<b>20g Total</b>	<b>875</b>	<b>9.3%</b>	<b>\$ 13.34</b>	<b>\$ 140,019</b>
32	6,275	66.9%	\$ 22.19	\$ 1,670,907
40	150	1.6%	\$ 28.30	\$ 50,940
		0.0%		\$ -
46	1,328	14.2%	\$ 31.84	\$ 507,402
<b>32g Total</b>	<b>7,753</b>	<b>82.6%</b>	<b>\$ 23.96</b>	<b>\$ 2,229,249</b>
50	180	1.9%	\$ 35.37	\$ 76,399
56	8	0.1%	\$ 38.90	\$ 3,734
60	-	0.0%	\$ 42.45	\$ -
64	420	4.5%	\$ 46.18	\$ 232,747
<b>64g Total</b>	<b>608</b>	<b>6.5%</b>	<b>\$ 42.88</b>	<b>\$ 312,881</b>
90	7	0.1%	\$ 63.68	\$ 5,349
96	141	1.5%	\$ 68.55	\$ 115,987
100	1	0.0%	\$ 70.75	\$ 849
<b>96g Total</b>	<b>149</b>	<b>1.6%</b>	<b>\$ 68.34</b>	<b>\$ 122,185</b>
<b>Totals</b>	<b>9,385</b>	<b>100.0%</b>		<b>\$ 2,804,334</b>
Table D provides the detail of the current mix of can/cart service subscriptions.				



**Attachment B  
Changes in Residential Garbage Service Subscription Levels**

**Residential Container Summary  
Member Agency: CITY OF SAN MATEO**

**Table A  
Current Cart Size Profile**

Container Size (Gallons)	Number of Containers	Percent of Containers	Current Avg. Monthly Rate	Annual Rate Revenue*
10g - 20g Total	1,279	5.5%	\$ 9.00	\$ 138,130
32g - 46g Total	19,735	85.1%	\$ 15.96	\$ 3,778,900
50g - 64g Total	1,685	7.3%	\$ 27.72	\$ 560,490
90g - 96g Total	480	2.1%	\$ 44.97	\$ 259,047
<b>TOTAL</b>	<b>23,179</b>	<b>100.0%</b>		<b>\$ 4,736,566</b>

Table A illustrates the current mix of garbage subscription levels and associated revenue.

**Table B  
Simplification of Rate Categories Effect on Annual Rate Revenue**

Container Size (Gallons)	Number of Containers	Percent of Containers	Current Monthly Rate	Annual Rate Revenue*
20g Total	1,279	5.5%	\$ 9.31	\$ 142,890
32g Total	19,735	85.1%	\$ 14.87	\$ 3,521,513
64g Total	1,685	7.3%	\$ 29.59	\$ 598,310
96g Total	480	2.1%	\$ 45.24	\$ 260,582
<b>TOTAL</b>	<b>23,179</b>	<b>100.0%</b>		<b>\$ 4,523,295</b>

**Revenue Shortfall \$ (213,271)**

Table B illustrates the impact on revenue of changing the mix of can/cart sizes offered to residents from as many as fifteen categories (10g, 15g, 20g, 32g, 44g, etc.) offered by Allied/Republic to four (20g, 32g, 64g, 96g) for Recology.

**Table C  
Total Effect on Annual Rate Revenue Per Changes (i.e., Rate Category Simplification + Resident Cart Selection Results) <sup>1</sup>**

Container Size (Gallons)	Number of Containers	Percent of Containers	Current Monthly Rate	Annual Rate Revenue*
20g Total	1,545	6.7%	\$ 9.31	\$ 172,607
32g Total	19,511	84.2%	\$ 14.87	\$ 3,481,543
64g Total	1,657	7.1%	\$ 29.59	\$ 588,368
96g Total	466	2.0%	\$ 45.24	\$ 252,982
<b>TOTAL</b>	<b>23,179</b>	<b>100.0%</b>		<b>\$ 4,495,500</b>

**Revenue Shortfall \$ (241,066)**

<sup>1</sup> Based on customer cart selection preference for 2011 as of the July 9, 2010 deadline for Cart Selection Mailers to be returned.

Table C illustrates the revenue shortfall resulting from changing the can/cart sizes offered from fifteen to four AND the results of the Cart Selection Mailer returned to Recology.

Changes in Cart Sizes <sup>1</sup>
266
(224)
(28)
(14)
-

**Attachment B  
Changes in Residential Garbage Service Subscription Levels**

<b>Residential Container Summary</b>				
<b>Member Agency: CITY OF SAN MATEO</b>				
<b>Table D</b>				
<b>Detail of Current (March 2010) Cart Size Profile</b>				
<b>Container Size (Gallons)</b>	<b>Number of Containers</b>	<b>Percent of Containers</b>	<b>Current Monthly Rate</b>	<b>Annual Rate Revenue*</b>
10	1	0.0%	\$ 6.42	\$ 77
16	169	0.7%	\$ 6.98	\$ 14,155
18	-	0.0%	\$ -	\$ -
20	1,109	4.8%	\$ 9.31	\$ 123,897
<b>20g Total</b>	<b>1,279</b>	<b>5.5%</b>	<b>\$ 9.00</b>	<b>\$ 138,130</b>
32	17,082	73.7%	\$ 14.87	\$ 3,048,112
40	68	0.3%	\$ 20.47	\$ 16,704
44	2	0.0%	\$ 23.18	\$ 556
46	2,583	11.1%	\$ 23.02	\$ 713,528
<b>32g Total</b>	<b>19,735</b>	<b>85.1%</b>	<b>\$ 15.96</b>	<b>\$ 3,778,900</b>
50	474	2.0%	\$ 23.11	\$ 131,450
56	17	0.1%	\$ 25.42	\$ 5,186
60	5	0.0%	\$ 27.74	\$ 1,664
64	1,189	5.1%	\$ 29.59	\$ 422,190
<b>64g Total</b>	<b>1,685</b>	<b>7.3%</b>	<b>\$ 27.72</b>	<b>\$ 560,490</b>
90	54	0.2%	\$ 42.87	\$ 27,780
96	426	1.8%	\$ 45.24	\$ 231,267
100		0.0%		
<b>96g Total</b>	<b>480</b>	<b>2.1%</b>	<b>\$ 44.97</b>	<b>\$ 259,047</b>
<b>Totals</b>	<b>23,179</b>	<b>100.0%</b>		<b>\$ 4,736,566</b>

Table D provides the detail of the current mix of can/cart service subscriptions.

**Attachment B  
Changes in Residential Garbage Service Subscription Levels**

**Residential Container Summary  
Member Agency: WEST BAY**

**Table A  
Current Cart Size Profile**

Gallons	Containers	Percent of Containers	Current Avg. Monthly Rate	Annual \$
10g - 20g Total	180	8.0%	\$ 11.75	\$ 25,373
32g - 46g Total	1,862	82.7%	\$ 21.43	\$ 478,919
50g - 64g Total	145	6.4%	\$ 38.58	\$ 67,131
90g - 96g Total	64	2.8%	\$ 59.74	\$ 45,883
<b>TOTAL</b>	<b>2,251</b>	<b>100.0%</b>		<b>\$ 617,305</b>

Table A illustrates the current mix of garbage subscription levels and associated revenue.

**Table B  
Simplification of Rate Categories Effect on Annual Rate Revenue**

Gallons	Containers	Percent of Containers	*Mo. Rate	Annual \$
20g Total	180	8.0%	\$ 12.66	\$ 27,346
32g Total	1,862	82.7%	\$ 20.26	\$ 452,689
64g Total	145	6.4%	\$ 40.51	\$ 70,487
96g Total	64	2.8%	\$ 60.14	\$ 46,188
<b>TOTAL</b>	<b>2,251</b>	<b>100.0%</b>		<b>\$ 596,710</b>

**Revenue Shortfall \$ (20,595)**

Table B illustrates the impact on revenue of changing the mix of can/cart sizes offered to residents from as many as fifteen categories (10g, 15g, 20g, 32g, 44g, etc.) offered by Allied/Republic to four (20g, 32g, 64g, 96g) for Recology.

**Table C  
Total Effect on Annual Rate Revenue Per Changes (i.e., Rate Category Simplification + Resident Cart Selection Results) <sup>1</sup>**

Gallons	Containers	Percent of Containers	*Mo. Rate	Annual \$
20g Total	275	12.2%	\$ 12.66	\$ 41,778
32g Total	1,770	78.6%	\$ 20.26	\$ 430,322
64g Total	145	6.4%	\$ 40.51	\$ 70,487
96g Total	61	2.7%	\$ 60.14	\$ 44,022
<b>TOTAL</b>	<b>2,251</b>	<b>100.0%</b>		<b>\$ 586,610</b>

**Revenue Shortfall \$ (30,695)**

<sup>1</sup> Based on customer cart selection preference for 2011 as of July 9, 2010 deadline for Cart Selection Mailers to be returned.

Table C illustrates the revenue shortfall resulting from changing the can/cart sizes offered from fifteen to four AND the results of the Cart Selection Mailer returned to Recology.

Changes in Cart Sizes <sup>1</sup>
95
(92)
-
(3)
-

**Residential Container Summary  
Member Agency: WEST BAY**

**DETAIL**  
**Current (March 2010)**

Gallons	Containers	Percent of Containers	*Mo. Rate	Annual \$
10	10	0.4%	\$ 6.33	\$ 760

**Attachment B  
Changes in Residential Garbage Service Subscription Levels**

16	32	1.4%	\$ 9.50	\$ 3,648
18	3	0.1%	\$ 12.66	\$ 456
20	135	6.0%	\$ 12.66	\$ 20,509
<b>20g Total</b>	<b>180</b>	<b>8.0%</b>	<b>\$ 11.75</b>	<b>\$ 25,373</b>
32	1,576	70.0%	\$ 20.26	\$ 383,157
40	53	2.4%	\$ 25.32	\$ 16,104
44	-	0.0%	\$ -	\$ -
46	233	10.4%	\$ 28.49	\$ 79,658
<b>32g Total</b>	<b>1,862</b>	<b>82.7%</b>	<b>\$ 21.43</b>	<b>\$ 478,919</b>
50	31	1.4%	\$ 31.65	\$ 11,774
56	1	0.0%	\$ 35.45	\$ 425
60	-	0.0%	\$ -	\$ -
64	113	5.0%	\$ 40.51	\$ 54,932
<b>64g Total</b>	<b>145</b>	<b>6.4%</b>	<b>\$ 38.58</b>	<b>\$ 67,131</b>
90	8	0.4%	\$ 56.97	\$ 5,469
96	56	2.5%	\$ 60.14	\$ 40,414
100		0.0%		
<b>96g Total</b>	<b>64</b>	<b>2.8%</b>	<b>\$ 59.74</b>	<b>\$ 45,883</b>
<b>Totals</b>	<b>2,251</b>	<b>100.0%</b>		<b>\$ 617,305</b>
Table D provides the detail of the current mix of can/cart service subscriptions.				



**Agenda Item 4B**

**Presentation of Recology San Mateo County "How To" DVD for Single Family Residences**

**Visual Presentation at the July 22, 2010 Board Meeting**

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