

Staff Reports
Item #: 18

Meeting Date: November 17, 2023

To: Board of Directors
 From: Accounting Manager, Garth Gregson
 Approved by: General Manager, Felipe Melchor

Subject: October 2023 Financial Review

Financial & Operations Review October 2023

	October	Month Budget	B/(W) Budget	Year to Date	YTD Budget	B/(W) Budget
Tipping Fees Revenue	\$ 3,371,571	\$ 3,363,288	\$ 8,283	\$ 13,197,397	\$ 13,344,658	\$ (147,260)
Other Sales Revenue	984,346	980,993	3,353	4,322,625	3,892,327	430,298
* Total Operating Revenues *	4,355,917	4,344,281	11,636	17,520,022	17,236,984	283,038
* Operating Expenses *						
Employment Expenses	1,527,143	1,613,903	86,760	6,149,904	6,403,549	253,645
Non-Employment Expenses	2,226,935	1,927,705	(299,230)	8,558,727	7,710,517	(848,210)
* Total Operating Expenses *	3,754,078	3,541,607	(212,470)	14,708,631	14,114,066	(594,564)
** Operating Income (Loss) **	601,839	802,673	(200,834)	2,811,391	3,122,918	(311,527)
* Nonoperating Revenues (Expenses) *	101,818	(37,130)	138,948	182,678	(150,726)	333,404
*** Change in Net Position ***	\$ 703,656	\$ 765,543	\$ (61,887)	\$ 2,994,070	\$ 2,972,192	\$ 21,878

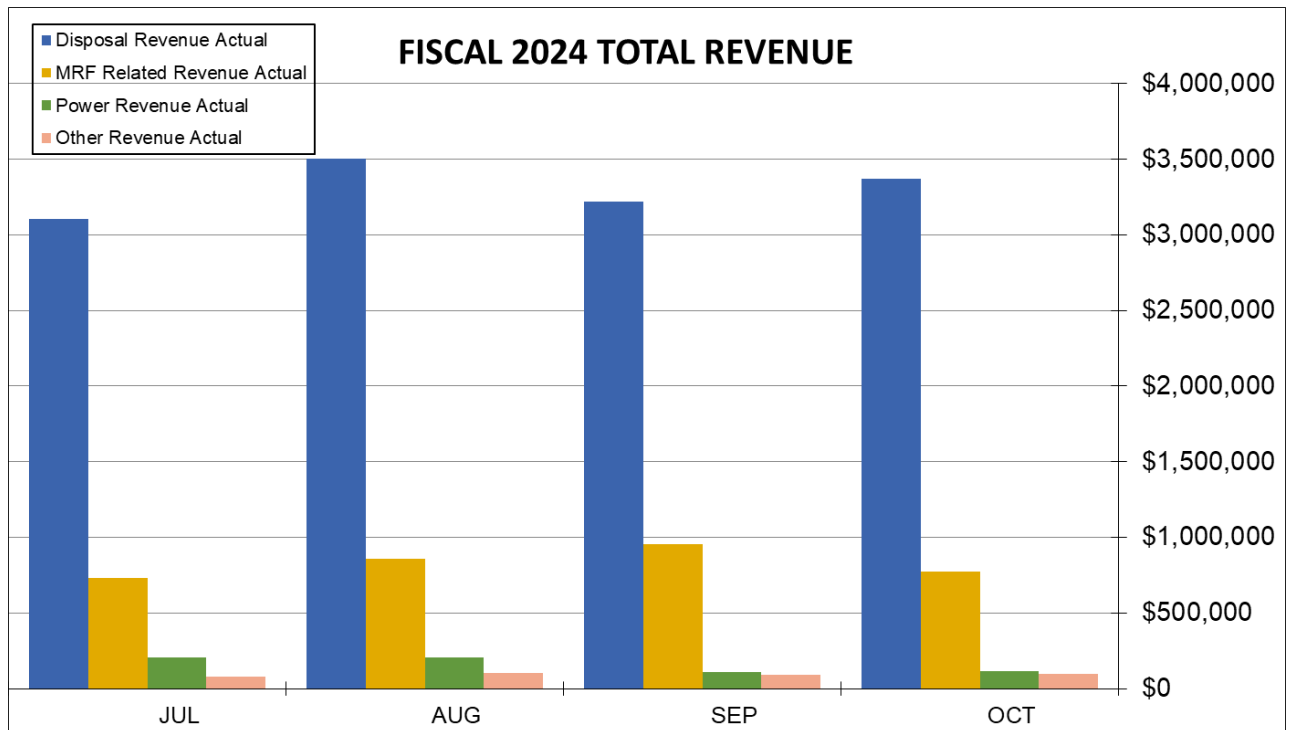
Revenue

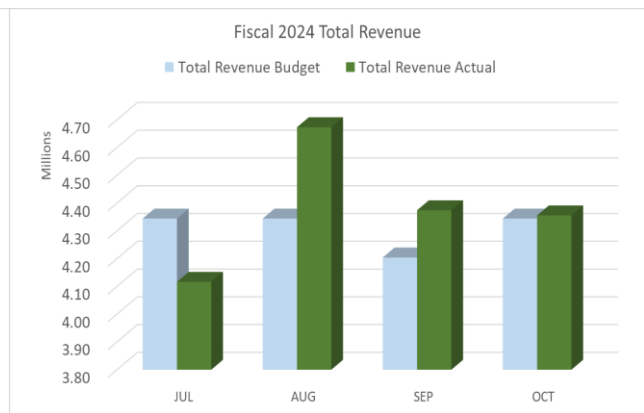
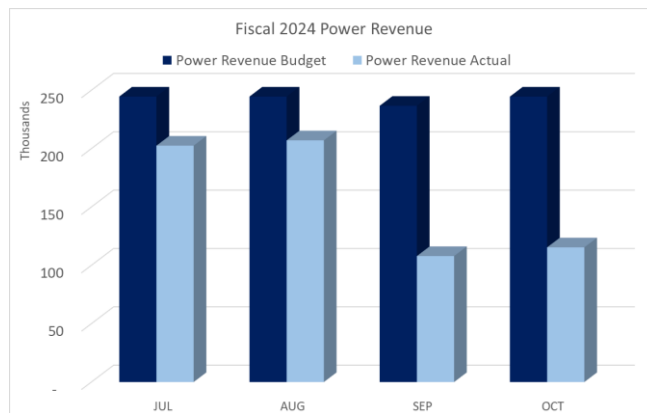
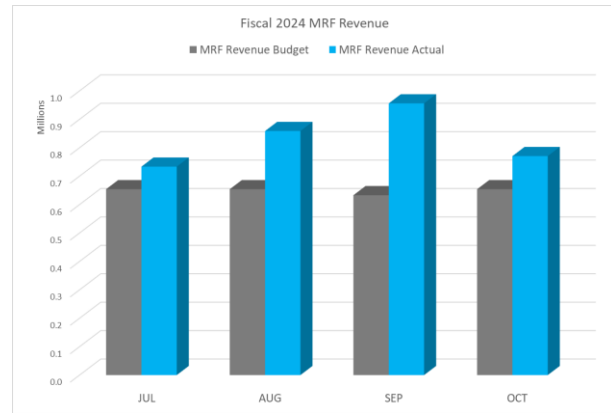
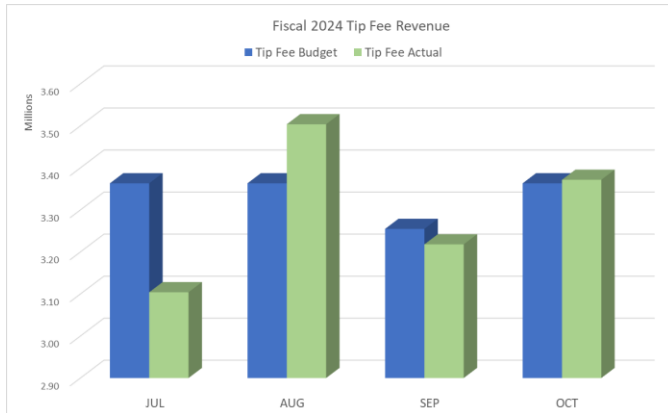
- October tip fee revenue is \$3.4 million and is \$8K or 0.2% over budget and is \$407K or 13.7% higher than October of 2022.
- Tonnage received in October is 83.6K tons which is 1.2K tons or 1.4% lower than the prior month and is 4.8K tons or 6.1% higher than the same month last year.
- Other revenue in October is \$984K and is \$4K or 0.3% over budget. MRF related revenue in October is \$771K and is \$117K or 17.8% over budget for the month. MRF product sales are \$285K compared to budget of \$188K. CRV revenue is \$320K which is on budget for the month. Processing fees are \$165K compared to budget of \$146K.
- Power revenue for October is \$115K compared to budget of \$245K. Power revenue continues to be lower than planned due to maintenance and repair costs.
- October total revenue is \$4.4 million which is \$12K over budget and \$421K higher than the same month last year.
- Year to date tip fee revenue is \$13.2 million and is \$147K or 1.1% under budget and \$1.6 million or 13.4% higher than the same period in fiscal 2023. Tip fee revenue for the year is 75.3% of total revenue compared to 71.8% in fiscal 2023.
- Tonnage received for the YTD is 343K tons this is 27K tons higher than the same period in fiscal 2023.

- Year to date other revenue is \$4.3 million and is \$430K or 11.1% over budget. MRF related YTD revenue is \$3.3 million and is \$724K or 27.9% over budget and is \$161K or 5.1% higher than the same period in fiscal 2023.
- A summary of the MRF revenue and direct expenses for the year to date in fiscal 2024 are below.

	YTD Oct 2023	YTD Budget	B/(W) Budget	YTD F23	B/(W) YTD F23
<u>MRF Revenue</u>					
Product revenue	\$ 1,090,726	\$ 745,458	\$ 345,268	\$ 1,034,653	\$ 56,073
Processing Fees	753,910	577,618	176,292	768,635	(14,725)
CRV Rebates	1,474,012	1,271,854	202,159	1,354,061	119,952
	<u>3,318,648</u>	<u>2,594,929</u>	<u>723,719</u>	<u>3,157,349</u>	<u>161,300</u>
<u>MRF Direct Expenses</u>					
MRF Operations	\$ 3,037,539	\$ 2,688,341	\$ (349,198)	\$ 2,288,393	\$ (749,146)
MRF Maintenance	471,360	519,357	47,997	335,372	(135,988)
	<u>3,508,899</u>	<u>3,207,699</u>	<u>(301,201)</u>	<u>2,623,765</u>	<u>(885,134)</u>
MRF Contribution Margin	\$ (190,251)	\$ (612,769)	\$ 422,518	\$ 533,584	\$ (723,834)

- Total revenue for the year is \$17.5 million which is \$283K or 1.6% over budget and \$1.3 million or 8.1% higher than the same period in fiscal 2023.





Operating Expenses & Net Income

October

- Employment expense is \$1.5 million and is \$87K or 5.4% under budget.
- Environmental services costs are \$200K and are \$117K over budget due to land fill gas collection system maintenance.
- Operating supplies are \$145K and are \$56K over budget primarily due to erosion control materials.
- Environmental services are \$285K and are \$176K over budget due to land fill gas related expenditures.
- Recycling services are \$541K and are \$274K over budget primarily due to the costs of transporting material to the Zanker San Jose facility for processing while the ReGen MRF was shut down in October.
- Total operating expense for the month is \$3.8 million and is \$212K or 6.0% above budget. October operating expenses are \$664K higher than the same month last year.
- Net income for the month is \$704K and is \$62K under budget and is \$233K lower than the same month last year.

Fiscal 2024 YTD

- Employment expense for the year to date is \$6.1 million and is \$254K or 4.0% under budget.
- Environmental services are \$936K and are \$603K over budget.

- Operating supplies are \$571K and are \$212K over budget primarily due to MRF supplies and erosion control materials.
- Recycling services of \$1.5 million are \$443K over budget.
- Total operating expense for the year to date are \$14.7 million and is \$595K or 4.2% over budget.
- Net income for the year is \$3.0 million and is \$22K or 0.7% over budget and \$1.1 million lower than the same period in F2023.

Operating Expense by Department

Department	F24 YTD-Oct	F24 YTD Budget	B/(W) Budget
Administration	\$ 3,017,921	\$ 2,927,193	\$ (90,728)
Human Resources	234,158	305,128	70,970
Accounting	310,491	338,743	28,253
Engineering	392,168	645,372	253,204
Safety & Risk Management	142,388	165,574	23,187
Public Education	265,400	397,008	131,608
Board	5,620	8,249	2,629
Household Hazardous Waste	381,655	348,591	(33,063)
Last Chance Mercantile	-	20,000	20,000
Landfill Gas	1,415,486	972,704	(442,782)
Organics	839,980	866,667	26,686
Maintenance Shop	1,127,916	1,112,603	(15,314)
MRF Operations	3,037,539	2,688,341	(349,198)
MRF Maintenance	471,360	519,357	47,997
Scales	353,916	344,311	(9,605)
Site & Facilities	1,201,724	1,247,697	45,973
Landfill Operations	1,510,909	1,206,528	(304,381)
Total	\$ 14,708,631	\$ 14,114,066	\$ (594,564)

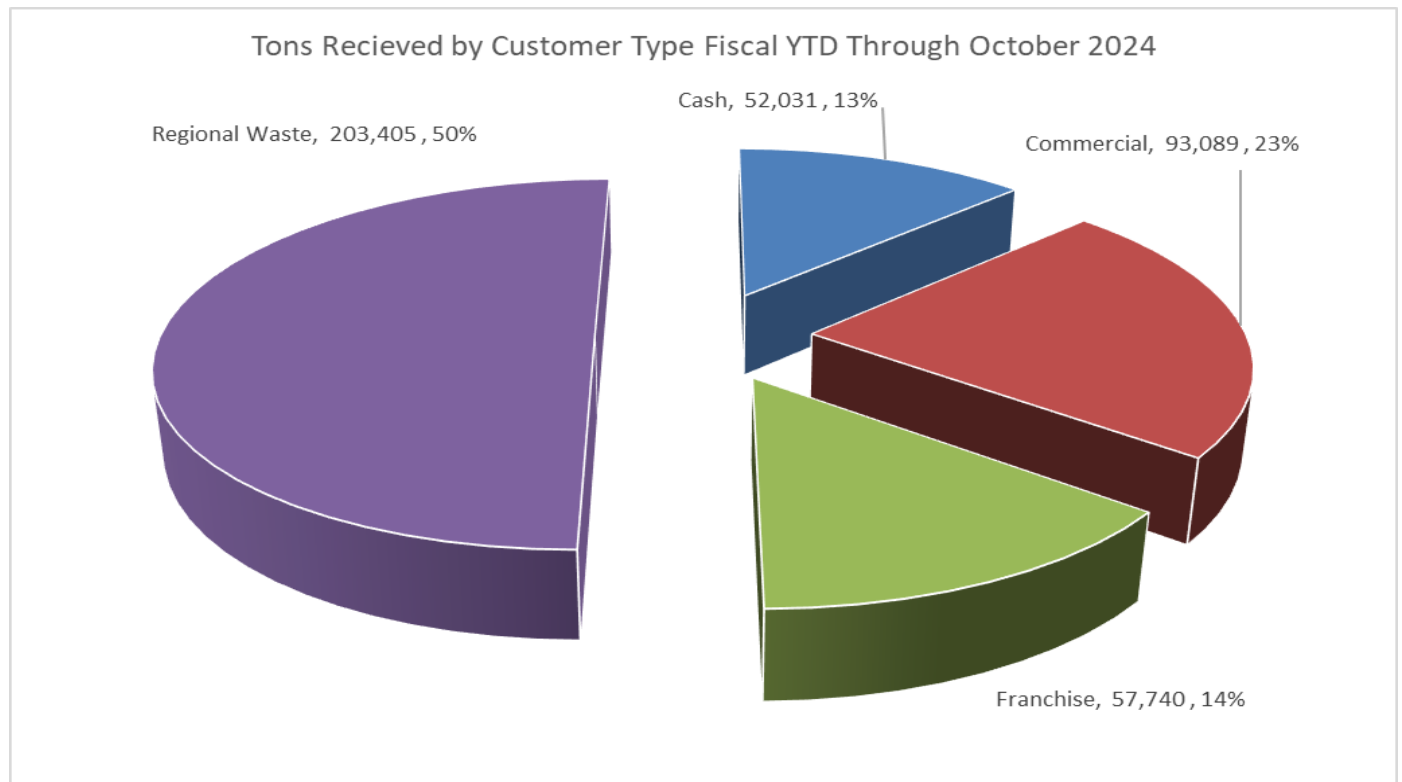
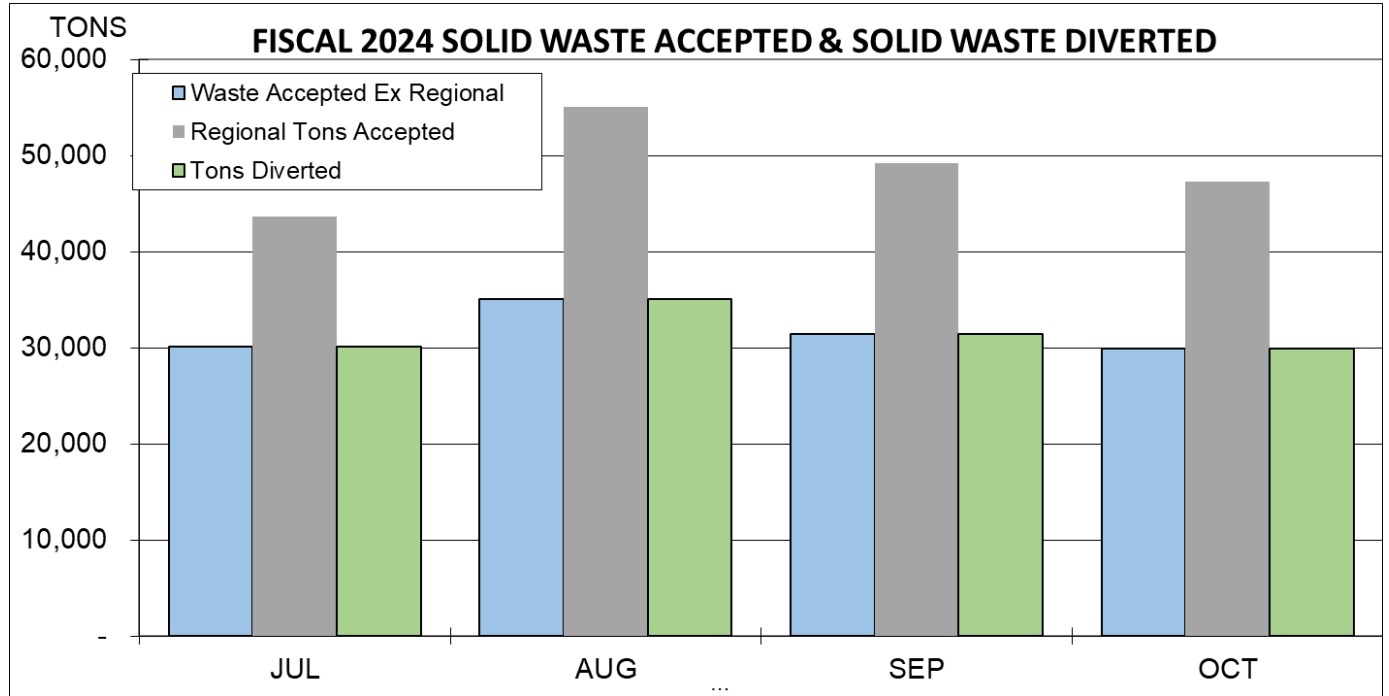
Fiscal 2024 Capital Spending Through October 2023

Facilities	\$ 3,427,340
Module development	2,358,965
Equipment	2,879,563
	<u>\$ 8,665,868</u>

Cash Position

	Jul 1, 2023	Oct 31, 2023	Change
Cash in bank	\$ 25,972,520	\$ 20,741,716	\$ (5,230,803)
Temporary investments	16,514,182	16,810,904	296,722
Restricted funds	6,013,000	6,013,000	-
	<u>\$ 48,499,702</u>	<u>\$ 43,565,620</u>	<u>\$ (4,934,081)</u>

Landfill & MRF Activity



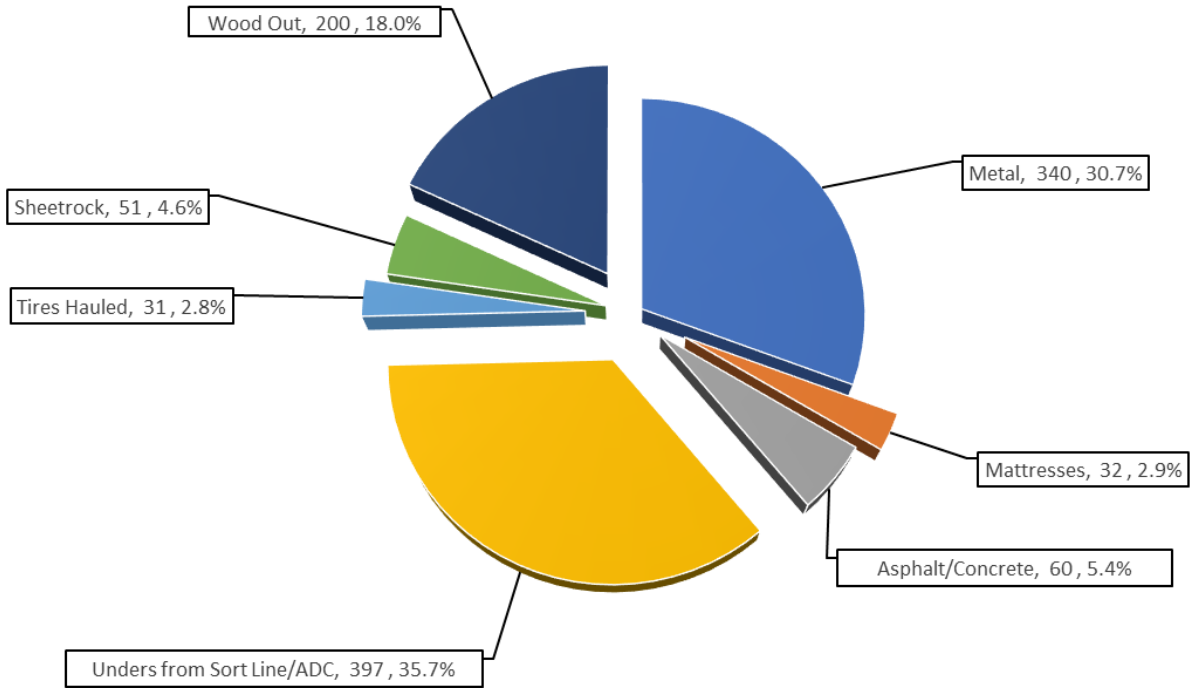
Summary of Landfill & MRF Tonnage

SITE Tonnage	Oct Oct 2023	Oct FY24 YTD	Oct FY23YTD	More/(Less) Prior Year
Site Accepted Materials				
MSW - Landfill	11,325.39	44,814.75	44,166.41	648.34
MSW - Landfill - Regional Waste	34,067.72	136,039.96	135,520.53	519.43
All Other Site Accepted Materials	38,210.89	162,417.02	136,758.66	25,658.36
Total Accepted Materials	83,604.00	343,271.73	316,445.60	26,826.13
Total Diverted Materials	29,941.89	126,602.27	103,642.11	22,960.16
Landfilled/Transferred	53,662.11	216,669.46	212,803.49	3,865.97
MRF - Accepted Materials				
MRF C&D Accepted	798.08	12,629.36	17,181.71	(4,552.35)
MRF SSR Accepted	4,314.33	22,142.91	21,296.07	846.84
Total MRF Accepted Materials	5,112.41	34,772.27	38,477.78	(3,705.51)
MRF - Diverted Materials				
C&D				
Metal	340.42	1,825.28	1,975.27	(149.99)
Mattresses	31.78	125.98	119.92	6.06
Asphalt/Concrete	59.50	556.32	602.17	(45.85)
Unders from Sort Line/ADC	396.76	3,411.36	5,427.56	(2,016.20)
Tires Hauled	30.70	83.68	82.41	1.27
Sheetrock	51.08	386.63	515.08	(128.45)
Wood Out	200.26	1,523.15	1,319.60	203.55
Total C&D Diverted	1,110.50	7,912.40	10,042.01	(2,129.61)
SSR				
Mixed Plastic	47.86	292.47	126.65	165.82
OCC/Cardboard	1,022.31	6,446.68	6,631.64	(184.96)
Mixed Glass	475.47	2,880.04	3,110.36	(230.32)
PET	111.56	466.92	386.01	80.91
Aluminum UBC	19.57	98.21	94.42	3.79
Poly Prop #5	-	80.25	56.66	23.59
HDPE - Color	41.41	251.93	229.08	22.85
HDPE - Natural	61.22	121.05	85.90	35.15
Mixed Paper	538.20	2,723.52	2,799.51	(75.99)
Aluminum scrap	20.55	20.55	-	20.55
Tin Lined Steel Cans	65.90	169.05	163.17	5.88
Shredded Paper	-	85.01	42.82	42.19
Themoform	-	-	61.96	(61.96)
Clear Film/Hoop House Plastics	17.91	325.23	85.00	240.23
Total Single Stream Recycling Diverted	2,421.96	13,960.91	13,873.18	87.73
Total MRF Diverted Materials	3,532.46	21,873.31	23,915.19	(2,041.88)

12 Month Rolling Average

C&D Diversion	56.2%	57.3%
Single Stream Recycling Diversion	63.3%	66.4%
Diversion - Entire MRF	60.1%	62.5%

C&D Diverted Materials Fiscal 2023 - October 2023



SSR Diverted Materials Fiscal 2023 - October 2023

