

| <b>ANNUAL VALUE FOR RESIDENTIAL CURBSIDE COLLECTION [1]</b>           |                    |                         |                  |
|-----------------------------------------------------------------------|--------------------|-------------------------|------------------|
| <i>Manual Garbage Collection</i>                                      | <i>Current [2]</i> | <i>Waste Management</i> | <i>Waste Pro</i> |
| Manual garbage + auto recycling + commingled weekly bulk              | \$ 3,823,314.00    | \$ 3,709,230.70         | \$ 3,306,954.25  |
| Manual garbage + auto recycling + separate weekly bulk and YW         | \$ 3,823,314.00    | \$ 4,029,043.30         | \$ 3,450,653.15  |
| Manual garbage + auto recycling + separate weekly YW and monthly bulk | \$ 3,823,314.00    | \$ 3,671,293.30         | \$ 3,263,033.15  |
| <i>Automated Garbage Collection</i>                                   |                    |                         |                  |
| Auto garbage + auto recycling + commingled weekly bulk                | NA                 | \$ 3,136,830.70         | \$ 3,271,974.25  |
| Auto garbage + auto recycling + separate weekly bulk and YW           | NA                 | \$ 3,456,643.30         | \$ 3,415,673.15  |
| Auto garbage + auto recycling + separate weekly YW and monthly bulk   | NA                 | \$ 3,098,893.30         | \$ 3,228,053.15  |
| <i>PAY-T Automated Garbage Collection [3]</i>                         |                    |                         |                  |
| PAYT garbage + auto recycling + commingled weekly bulk                | NA                 | \$ 3,180,785.46         | \$ 3,281,454.43  |
| PAYT garbage + auto recycling + separate weekly bulk and YW           | NA                 | \$ 3,500,598.06         | \$ 3,425,153.33  |
| PAYT garbage + auto recycling + separate weekly YW and monthly bulk   | NA                 | \$ 3,142,848.06         | \$ 3,237,533.33  |
| <i>Recycling Rewards Program</i>                                      | \$ 59,718.00       | \$ 74,244.00            | \$ 56,490.00     |

[1] Curbside solid waste customer count is 13,250; curbside recycling customer count is 13,450

[2] Current bulk collection service is monthly, and includes bulk yard waste.

[3] For calculating annual value of the PAYT scenario, the percent split of assumed cart sizes selected by curbside customers is: 37% on 35, 48% on 65, 15% on 95.

| PER UNIT RATES FOR RESIDENTIAL CURBSIDE COLLECTION                    |                    |                         |                        |
|-----------------------------------------------------------------------|--------------------|-------------------------|------------------------|
| <i>Manual Garbage Collection</i>                                      | <i>Current [1]</i> | <i>Waste Management</i> | <i>Waste Pro</i>       |
| Manual garbage + auto recycling + commingled weekly bulk              | \$ 24.03           | \$ 23.28                | \$ 20.75               |
| Manual garbage + auto recycling + separate weekly bulk and YW         | \$ 24.03           | \$ 25.30                | \$ 21.66               |
| Manual garbage + auto recycling + separate weekly YW and monthly bulk | \$ 24.03           | \$ 23.05                | \$ 20.48               |
| <i>Automated Garbage Collection</i>                                   |                    |                         |                        |
| Auto garbage + auto recycling + commingled weekly bulk                | NA                 | \$ 19.68                | \$ 20.53               |
| Auto garbage + auto recycling + separate weekly bulk and YW           | NA                 | \$ 21.70                | \$ 21.44               |
| Auto garbage + auto recycling + separate weekly YW and monthly bulk   | NA                 | \$ 19.45                | \$ 20.26               |
| <i>PAY-T Automated Garbage Collection - 35 gallon cart</i>            |                    | <i>(per cart rate)</i>  | <i>(per cart rate)</i> |
| PAYT garbage + auto recycling + commingled weekly bulk                | NA                 | \$ 19.68                | \$ 20.15               |
| PAYT garbage + auto recycling + separate weekly bulk and YW           | NA                 | \$ 21.70                | \$ 21.05               |
| PAYT garbage + auto recycling + separate weekly YW and monthly bulk   | NA                 | \$ 19.45                | \$ 19.87               |
| <i>PAY-T Automated Garbage Collection - 65 gallon cart</i>            |                    | <i>(per cart rate)</i>  | <i>(per cart rate)</i> |
| PAYT garbage + auto recycling + commingled weekly bulk                | NA                 | \$ 20.04                | \$ 20.68               |
| PAYT garbage + auto recycling + separate weekly bulk and YW           | NA                 | \$ 22.05                | \$ 21.59               |
| PAYT garbage + auto recycling + separate weekly YW and monthly bulk   | NA                 | \$ 19.80                | \$ 20.41               |
| <i>PAY-T Automated Garbage Collection - 95 gallon cart</i>            |                    | <i>(per cart rate)</i>  | <i>(per cart rate)</i> |
| PAYT garbage + auto recycling + commingled weekly bulk                | NA                 | \$ 20.39                | \$ 21.39               |
| PAYT garbage + auto recycling + separate weekly bulk and YW           | NA                 | \$ 22.40                | \$ 22.30               |
| PAYT garbage + auto recycling + separate weekly YW and monthly bulk   | NA                 | \$ 20.15                | \$ 21.12               |

[1] Current bulk collection service is monthly, and includes bulk yard waste.

| ANNUAL VALUE FOR MULTIFAMILY COLLECTION [1]                            |                |                         |                  |
|------------------------------------------------------------------------|----------------|-------------------------|------------------|
|                                                                        | <i>Current</i> | <i>Waste Management</i> | <i>Waste Pro</i> |
| Garbage + Recycling + Monthly Bulk Collection - Without Owner Occupied | \$ 123,653.90  | \$ 127,441.55           | \$ 133,252.90    |
| Garbage + Recycling + Monthly Bulk Collection - With Owner Occupied    | NA             | \$ 346,173.21           | \$ 379,144.48    |
| Multifamily Recycling Rewards Program                                  | NA             | \$ 971.52               | \$ 633.60        |

[1] There is no current recyclables dumpster collection rate; therefore, recyclables dumpster collection was not included in the annual value of the proposed rates.

| ANNUAL VALUE FOR COMMERCIAL COLLECTION [1] |                 |                         |                  |
|--------------------------------------------|-----------------|-------------------------|------------------|
|                                            | <i>Current</i>  | <i>Waste Management</i> | <i>Waste Pro</i> |
| Garbage - Without Owner Occupied Included  | \$ 1,554,298.19 | \$ 1,634,003.79         | \$ 1,552,666.60  |
| Garbage - With Owner Occupied Included     | \$ 1,554,298.19 | \$ 1,561,426.06         | \$ 1,552,666.60  |

[1] There is no current cart collection rate; therefore, cart collection was not included in the annual value of the proposed rates.



| TOTAL ANNUAL VALUE [1]                                                |                        |                     |                        |                     |                        |                     |
|-----------------------------------------------------------------------|------------------------|---------------------|------------------------|---------------------|------------------------|---------------------|
|                                                                       | Current                |                     | Waste Management       |                     | Waste Pro              |                     |
|                                                                       | Without Owner Occupied | With Owner Occupied | Without Owner Occupied | With Owner Occupied | Without Owner Occupied | With Owner Occupied |
| <b>Manual Garbage Collection</b>                                      |                        |                     |                        |                     |                        |                     |
| Manual garbage + auto recycling + commingled weekly bulk              | \$ 5,560,984.09        | NA                  | \$ 5,545,891.56        | \$ 5,692,045.49     | \$ 5,049,997.36        | \$ 5,295,888.93     |
| Manual garbage + auto recycling + separate weekly bulk and YW         | \$ 5,560,984.09        | NA                  | \$ 5,865,704.16        | \$ 6,011,858.09     | \$ 5,193,696.26        | \$ 5,439,587.83     |
| Manual garbage + auto recycling + separate weekly YW and monthly bulk | \$ 5,560,984.09        | NA                  | \$ 5,507,954.16        | \$ 5,654,108.09     | \$ 5,006,076.26        | \$ 5,251,967.83     |
| <b>Automated Garbage Collection</b>                                   |                        |                     |                        |                     |                        |                     |
| Auto garbage + auto recycling + commingled weekly bulk                | NA                     | NA                  | \$ 4,973,491.56        | \$ 5,119,645.49     | \$ 5,015,017.36        | \$ 5,260,908.93     |
| Auto garbage + auto recycling + separate weekly bulk and YW           | NA                     | NA                  | \$ 5,293,304.16        | \$ 5,439,458.09     | \$ 5,158,716.26        | \$ 5,404,607.83     |
| Auto garbage + auto recycling + separate weekly YW and monthly bulk   | NA                     | NA                  | \$ 4,935,554.16        | \$ 5,081,708.09     | \$ 4,971,096.26        | \$ 5,216,987.83     |
| <b>PAY-T Automated Garbage Collection [3]</b>                         |                        |                     |                        |                     |                        |                     |
| PAYT garbage + auto recycling + commingled weekly bulk                | NA                     | NA                  | \$ 5,017,446.31        | \$ 5,163,600.25     | \$ 5,024,497.53        | \$ 5,270,389.11     |
| PAYT garbage + auto recycling + separate weekly bulk and YW           | NA                     | NA                  | \$ 5,337,258.91        | \$ 5,483,412.85     | \$ 5,168,196.43        | \$ 5,414,088.01     |
| PAYT garbage + auto recycling + separate weekly YW and monthly bulk   | NA                     | NA                  | \$ 4,979,508.91        | \$ 5,125,662.85     | \$ 4,980,576.43        | \$ 5,226,468.01     |

[1] Includes residential curbside , multifamily, commercial services and recycling rewards annual values.