



## ADMINISTRATIVE SERVICES COMMITTEE

### Agenda

Wednesday, September 5, 2012  
4:00 pm

Madison Avenue Meeting Room  
500 SW Madison

- |                                    |   |
|------------------------------------|---|
| Discussion/ <b>Possible Action</b> | I. Visit Corvallis Fourth Quarter Report (Attachment) |
| Discussion/ <b>Possible Action</b> | II. Allied Waste Proposed Rate Increase (Attachment)  |
| Information                        | III. Other Business                                   |

### **Next Scheduled Meeting**

Wednesday, September 19, 2012 at 4:00 pm  
Madison Avenue Meeting Room, 500 SW Madison Ave

### **Agenda**

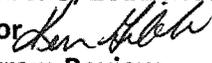
2013-2014 City Council Team Building and Goal Setting Facilitator Process

Fourth Quarter Operating Report

Council Policy Review and Recommendation:

91-3.01, "Appointment of the Acting City Manager"

**MEMORANDUM**

**DATE:** August 20, 2012  
**TO:** Administrative Services Committee September 5, 2012 Meeting  
**FROM:** Ken Gibb, Community Development Director   
**SUBJECT:** Fourth Quarter FY 11-12 Visit Corvallis Program Review

**I. Issue**

Review and acceptance of Visit Corvallis' Fourth Quarter Report for FY 11-12.

**II. Background**

In FY 11-12, Visit Corvallis received \$335,450 in dedicated funding. This represents 30% of the Transient Occupancy Tax (TOT) received by the City in calendar year 2010. The agency has received \$335,450 through the fourth quarter. The City's contract with Visit Corvallis requires the agency to submit quarterly reports on its activities.

Attached is the fourth quarter report submitted by Visit Corvallis (Attachment A). The Financial statements submitted by Visit Corvallis were reviewed by Finance Department staff (Attachment B). The Smith Travel Report showing visitor trends for the month of June is attached for additional information (Attachment C).

Visit Corvallis has been provided with a copy of this report and invited to attend and address the Committee.

**III. Action Requested**

That the Administrative Services Committee consider this report and recommend City Council approve acceptance of Visit Corvallis Fourth Quarter Report.

**REVIEW AND CONCUR:**

  
\_\_\_\_\_  
Nancy Brewer, Finance Director

**REVIEW AND CONCUR:**

  
\_\_\_\_\_  
James A. Patterson, City Manager



**Fourth Quarter Report**

**(April through June, 2012)**

12:20 PM

07/31/12

Accrual Basis

Visit Corvallis  
**Balance Sheet**

As of June 30, 2012

Jun 30, 12

	<u>Jun 30, 12</u>
<b>ASSETS</b>	
<b>Current Assets</b>	
Checking/Savings	
Checking - OSUFCU	44,472.67
Money Market-OSUFCU	20,413.73
Paypal Checking	463.45
Savings - OSUFCU	5.00
<b>Total Checking/Savings</b>	<u>65,354.85</u>
Accounts Receivable	
Accounts Receivable	2,517.81
<b>Total Accounts Receivable</b>	<u>2,517.81</u>
Other Current Assets	
Petty Cash	40.00
<b>Total Other Current Assets</b>	<u>40.00</u>
<b>Total Current Assets</b>	<u>67,912.66</u>
<b>Fixed Assets</b>	
Accumulated Depreciation	-28,511.99
Office Equipment & Furniture	36,060.30
<b>Total Fixed Assets</b>	<u>7,548.31</u>
<b>TOTAL ASSETS</b>	<u><u>75,460.97</u></u>
<b>LIABILITIES &amp; EQUITY</b>	
<b>Liabilities</b>	
<b>Current Liabilities</b>	
Other Current Liabilities	
Bounty of Benton Co Ticket Sale	-150.00
Corvallis Book Sales	544.89
Payroll Liabilities	-119.14
Payroll liabilities - Other	
Accrued Vacation	3,074.00
SIMPLE payable	-459.90
<b>Total Payroll liabilities - Other</b>	<u>2,614.10</u>
Payroll tax liabilities	
FUTA Payable	156.93
FWT/FICA FWT payable	2,808.16
OR Withholding Payable	735.00
OR Workmen's Comp payable	42.62
OR State Unemployment Payable	1,092.71
<b>Total Payroll tax liabilities</b>	<u>4,835.42</u>
<b>Total Other Current Liabilities</b>	<u>7,725.27</u>
<b>Total Current Liabilities</b>	<u>7,725.27</u>
<b>Total Liabilities</b>	<u>7,725.27</u>
<b>Equity</b>	
Net Assets	54,937.72
Net Income	12,797.98
<b>Total Equity</b>	<u>67,735.70</u>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<u><u>75,460.97</u></u>

12:24 PM  
07/31/12  
Accrual Basis

Visit Corvallis  
**Profit & Loss**  
April through June 2012

	<u>Apr - Jun 12</u>
<b>Ordinary Income/Expense</b>	
<b>Income</b>	
City of Corvallis	83,864.00
Co-op Advertising Revenues	1,145.20
Relocation Packets	9.00
Souvenir Income	246.00
<b>Total Income</b>	<u>85,264.20</u>
<b>Expense</b>	
Marketing/Contract Services	7,678.00
Administration	10,573.55
Conferences/Education	389.42
Marketing/Advertising	49,406.83
Marketing/Community Relations	70.00
Marketing/Dues	400.00
Marketing/Entertainment	50.45
Marketing - Festivals	4,775.50
Marketing/Internet	2,834.85
Marketing/Postage-Shipping	6,234.09
Marketing/Printing	2,447.90
Marketing/Promotions	950.40
Marketing/Public Relations	19.00
Marketing/Telephone	58.35
Marketing/Visitor Services	2,820.28
Payroll Expenses	23.20
Personnel	38,451.83
<b>Total Expense</b>	<u>127,183.65</u>
<b>Net Ordinary Income</b>	-41,919.45
<b>Other Income/Expense</b>	
<b>Other Expense</b>	
Suspense	2,339.95
<b>Total Other Expense</b>	<u>2,339.95</u>
<b>Net Other Income</b>	-2,339.95
<b>Net Income</b>	<u><u>-44,259.40</u></u>

12:25 PM

07/31/12

Accrual Basis

Visit Corvallis

**Profit & Loss Budget vs. Actual**

April through June 2012

	Apr - Jun 12	Budget	\$ Over Budget	% of Budget
<b>Ordinary Income/Expense</b>				
<b>Income</b>				
City of Corvallis	83,864.00	83,862.00	2.00	100.0%
Co-op Advertising Revenues	1,145.20			
Interest Income	0.00	0.00	0.00	0.0%
Relocation Packets	9.00	81.00	-72.00	11.1%
Souvenir Income	246.00	450.00	-204.00	54.7%
<b>Total Income</b>	<b>85,264.20</b>	<b>84,393.00</b>	<b>871.20</b>	<b>101.0%</b>
<b>Expense</b>				
Marketing/Contract Services	7,678.00			
Administration	10,573.55	13,348.50	-2,774.95	79.2%
Conferences/Education	389.42	600.00	-210.58	64.9%
Marketing/Advertising	49,406.83	29,810.15	19,596.68	165.7%
Marketing/Community Relations	70.00	235.00	-165.00	29.8%
Marketing/Dues	400.00			
Marketing/Entertainment	50.45			
Marketing/Fees	0.00	0.00	0.00	0.0%
Marketing - Festivals	4,775.50	9,400.00	-4,624.50	50.8%
Marketing/Internet	2,834.85	630.00	2,204.85	450.0%
Marketing/Postage-Shipping	6,234.09	3,750.00	2,484.09	166.2%
Marketing/Printing	2,447.90	230.00	2,217.90	1,064.3%
Marketing/Promotions	950.40	1,000.00	-49.60	95.0%
Marketing/Public Relations	19.00			
Marketing/Sales Trips	0.00	275.00	-275.00	0.0%
Marketing/Telephone	58.35	600.00	-541.65	9.7%
Marketing/Visitor Services	2,820.28	1,150.00	1,670.28	245.2%
Payroll Expenses	23.20	21.75	1.45	106.7%
Personnel	38,451.83	40,375.50	-1,923.67	95.2%
<b>Total Expense</b>	<b>127,183.65</b>	<b>101,425.90</b>	<b>25,757.75</b>	<b>125.4%</b>
<b>Net Ordinary Income</b>	<b>-41,919.45</b>	<b>-17,032.90</b>	<b>-24,886.55</b>	<b>246.1%</b>
<b>Other Income/Expense</b>				
Other Expense				
Suspense	2,339.95			
<b>Total Other Expense</b>	<b>2,339.95</b>			
<b>Net Other Income</b>	<b>-2,339.95</b>	<b>0.00</b>	<b>-2,339.95</b>	<b>100.0%</b>
<b>Net Income</b>	<b>-44,259.40</b>	<b>-17,032.90</b>	<b>-27,226.50</b>	<b>259.8%</b>

12:26 PM  
 07/31/12  
 Accrual Basis

Visit Corvallis  
**Profit & Loss Prev Year Comparison**  
 April through June 2012

	Apr - Jun 12	Apr - Jun 11	\$ Change	% Change
<b>Ordinary Income/Expense</b>				
<b>Income</b>				
City of Corvallis	83,864.00	77,106.28	6,757.72	8.8%
Co-op Advertising Revenues	1,145.20	0.00	1,145.20	100.0%
Co-op Promotions Income	0.00	-1,666.00	1,666.00	100.0%
Interest Income	0.00	21.67	-21.67	-100.0%
Relocation Packets	9.00	-9.00	18.00	200.0%
Souvenir Income	246.00	573.75	-327.75	-57.1%
<b>Total Income</b>	<b>85,264.20</b>	<b>76,026.70</b>	<b>9,237.50</b>	<b>12.2%</b>
<b>Expense</b>				
Marketing/Contract Services	7,678.00	0.00	7,678.00	100.0%
Administration	10,573.55	15,024.88	-4,451.33	-29.6%
Conferences/Education	389.42	2,743.07	-2,353.65	-85.8%
Marketing/Advertising	49,406.83	898.56	48,508.27	5,398.5%
Marketing/Community Relations	70.00	525.00	-455.00	-86.7%
Marketing/Dues	400.00	0.00	400.00	100.0%
Marketing/Entertainment	50.45	24.00	26.45	110.2%
Marketing/Fees	0.00	1,694.80	-1,694.80	-100.0%
Marketing - Festivals	4,775.50	6,884.80	-2,109.30	-30.6%
Marketing/Internet	2,834.85	2,591.55	243.30	9.4%
Marketing/Postage-Shipping	6,234.09	2,935.74	3,298.35	112.4%
Marketing/Printing	2,447.90	511.73	1,936.17	378.4%
Marketing/Promotions	950.40	1,106.50	-156.10	-14.1%
Marketing/Public Relations	19.00	63.15	-44.15	-69.9%
Marketing/Sales Trips	0.00	173.46	-173.46	-100.0%
Marketing/Sports Commission Exp	0.00	500.00	-500.00	-100.0%
Marketing/Telephone	58.35	1,064.91	-1,006.56	-94.5%
Marketing/Visitor Services	2,820.28	2,273.30	546.98	24.1%
Payroll Expenses	23.20	0.00	23.20	100.0%
Personnel	38,451.83	49,251.83	-10,800.00	-21.9%
<b>Total Expense</b>	<b>127,183.65</b>	<b>88,267.28</b>	<b>38,916.37</b>	<b>44.1%</b>
<b>Net Ordinary Income</b>	<b>-41,919.45</b>	<b>-12,240.58</b>	<b>-29,678.87</b>	<b>-242.5%</b>
<b>Other Income/Expense</b>				
Other Expense				
Suspense	2,339.95	0.00	2,339.95	100.0%
<b>Total Other Expense</b>	<b>2,339.95</b>	<b>0.00</b>	<b>2,339.95</b>	<b>100.0%</b>
<b>Net Other Income</b>	<b>-2,339.95</b>	<b>0.00</b>	<b>-2,339.95</b>	<b>-100.0%</b>
<b>Net Income</b>	<b>-44,259.40</b>	<b>-12,240.58</b>	<b>-32,018.82</b>	<b>-261.6%</b>

# VISIT CORVALLIS

## QUARTERLY REPORT

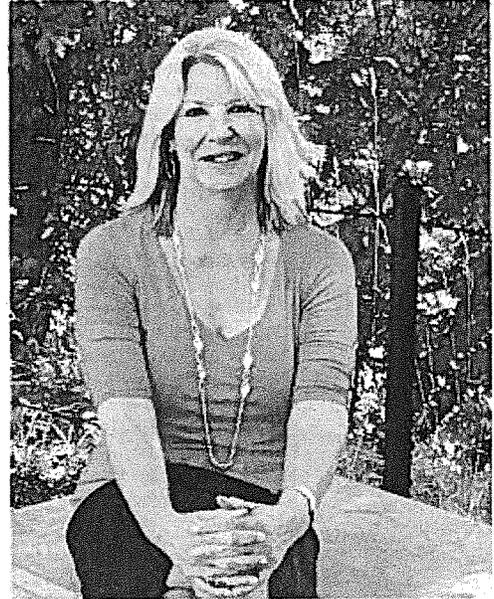
APRIL | MAY | JUNE

### Director's Report

We continue to see fluctuations in overall occupancy. The results for April, May and June 2012 show overall improvement in ADR even though occupancy has declined for all three months over this period last year (*Smith Travel Research*). This is most likely a reflection of the soft economic environment overall.

### Fourth Quarter Highlights

- We assisted the Red, White & Blue Riverfront Festival and da Vinci Days with their marketing efforts again this year and both events were very successful. Corvallis Fall Festival marketing efforts have begun.
- We are assisting the Columbia Empire Volleyball Association with their upcoming tournament, and the Future Farmers of America (FFA) conference for 2013. We have also submitted an RFP for the Oregon Employer Council-Spring 2013 have been asked to assist with Oregon Mayors Conference next summer.
- We began work on the new Visit Corvallis website. We've upgraded our content management system to WordPress, which will allow us to update our content much more frequently and with greater ease. The new site has been designed with easy navigation and increasing the length of time visitors spend on our site in mind, as well as modernizing the look and performance of the site.
- We continue to gain traction with our efforts with social media, Google and Facebook campaigns. Our Google and Facebook advertising campaigns have been very successful, increasing both visitors to our main site and "likes" and engagement on our Facebook fan page.
- We've met with local hotel group sales people and attended OSAM.
- All of our print advertising has been placed.



*Mary Pat Parker, Interim Director*

### Visitors Information

During the 4th quarter of fiscal year 2011-2012 we assisted 2,552 walk-in visitors compared to 2,683 visitors in 2011.

We distributed 1,475 guides and 1,950 maps to the Corvallis lodging properties. We also fulfilled 3,421 lead requests for our visitor guide. These lead requests were from visitors who visited our website or responded to our print or online advertising in any of the following: Audubon Society, Sunset, Good Housekeeping, Better Homes & Gardens, Travel Oregon, Madden Media, Go-Oregon.net. We distributed a total of 840 table tents promoting local events to 41 Corvallis sites.

# VISIT CORVALLIS

## QUARTERLY REPORT

APRIL | MAY | JUNE

### Digital & Social Media Statistics

#### Google Analytics

According to Google Analytics, between April and June, we had 56,037 visitors to [www.VisitCorvallis.com](http://www.VisitCorvallis.com), of which 43,887 were unique. About 71% were first-time visitors to our site. The average visit lasted about two minutes and viewed two pages while they were there.

Top 5 Keywords *	Top Five Referral Sites	Top 5 Traffic Sources	Top 5 Pages Visited
Corvallis Oregon (2,529)	OregonState.edu (905)	Google Searches (35,244)	Home Page (14,719)
Corvallis restaurants (636)	Restaurants.Uptake.com (706)	Direct Traffic (5,973)	Events (10,702)
Corvallis (580)	City of Corvallis (654)	Bing (1,751)	Places to Eat (9,996)
Corvallis farmers market (555)	Facebook (638)	Yahoo (1,476)	Things to Do (7,773)
Corvallis events (528)	Google.com (613)	OregonState.edu (905)	Places to Stay (4,146)

\* Not including "not provided," which sent us 8,894 visits.

According to Google Analytics, between April and June, we had 5,053 visitors to [VisitCorvallis.Tumblr.com](http://VisitCorvallis.Tumblr.com), of which 3,750 were unique. About 69% were first-time visitors to our Tumblr. The average visit was about 46 seconds long and viewed one page while they were there.

Top 5 Keywords *	Top 5 Referral Sites	Top 5 Traffic Sources	Top 5 Pages Visited
Macklemore Corvallis (263)	Facebook (2,013)	Facebook.com (2,013)	Home page (937)
Macklemore corvallis oregon (58)	m.Facebook.com (445)	Google (915)	Macklemore (700)
Macklemore in corvallis (47)	Reddit.com (423)	Direct (606)	March Events Listing (349)
Corvallis maven (26)	Visitcorvallis.com (245)	m.Facebook.com (445)	This week in Corvallis, Oregon (248)
Macklemore in corvallis oregon (16)	Tumblr.com (161)	Reddit.com (423)	Chip Ross Park Photos (181)

\* Not including "not provided," which sent us 249 visits.

#### Facebook

Our metric for Facebook is "Talking About This" (TAT), or how many of our fans generated a story in their news stream by interacting with our posts. Our TAT for April, May, and June averaged around 400 people per week, and our viral reach, or the number of people who saw those TATs, wavered between 10,000 and 15,000 people for any given week during the three month period.

#### Twitter

@VisitCorvallis, our main Twitter account, has 1,065 followers and a fairly high rate of engagement, receiving dozens of retweets a month and 2,500 – 3,000 click-throughs on tweeted links between April and June. @CorvallisScene has 663 followers and a fairly low rate of engagement.

#### Google+, Pinterest, Foursquare

Google+ remains stagnant, although Google is beginning to release the APIs for this platform, which may help engender more activity at the site. FourSquare, too, shows very low rates of engagement and ROI. Pinterest, on the other hand, has very high rates of engagement, with quite a lot of repinning and commentary from our 604 followers. Exact numbers are difficult to gather for Pinterest as there are no analytics available for the platform as of yet.

#### Email Newsletters

Our newsletters continue to best the industry average (as according to [ConstantContact.com](http://ConstantContact.com)) in click-throughs and opens. Between April and June we sent out about 4,000 emails a week, with about 900 of those being opened per week. We averaged a 23% open rate, 7% above average, and a 24% click-through rate, 9% above the average. Our newsletters currently reach 4,446 active contacts.



**Finance Department**  
500 SW Madison Avenue  
Corvallis, OR 97333  
541-766-6990  
541-754-1729

## MÉMORANDUM

August 16, 2012

TO: Ken Gibb, Community Development  
FROM: Jeanna Yeager, Accountant  
SUBJECT: Visit Corvallis Financial Report – Fourth Quarter, FY 11/12

This review consists of inquiries and analytical procedures and is very limited in its nature. The financial statements have not been reviewed by a Certified Public Accountant and are the representation of the management of Visit Corvallis. Visit Corvallis uses the accrual method of accounting.

During the fourth quarter of fiscal year 2011/2012, Visit Corvallis reported revenues of \$85,264 and expenditures of \$129,524 resulting in a net loss of \$44,260. Visit Corvallis was below expectations for the quarter by \$27,227 with a budgeted net loss of \$17,033. However, this includes marketing/advertising expenses that were incurred in the third quarter, but paid in the fourth quarter. In the future, Visit Corvallis will recognize expense when incurred, which is appropriate when using the accrual method of accounting. Visit Corvallis maintains a strong cash position, with current assets totaling \$67,913 and current liabilities of only \$7,725.

The City of Corvallis has budgeted \$335,450 for Visit Corvallis for fiscal year 2011/2012 in monthly payments of \$27,954. The City has funded a total of \$83,864 for the fourth quarter, which has been accurately accounted for on the Visit Corvallis report. This represents 98% of all revenues for the quarter.

Acceptance of the Visit Corvallis quarterly report is recommended.

Oregon Tourism Commission  
 For the month of: June 2012

	Current Month - June 2012 vs June 2011												Year to Date - June 2012 vs June 2011												Participation			
	Occ %		ADR		RevPAR		Percent Change from June 2011						Occ %		ADR		RevPAR		Percent Change from YTD 2011						Properties		Rooms	
	2012	2011	2012	2011	2012	2011	Occ	ADR	RevPAR	Rev	Avail	Room Sold	2012	2011	2012	2011	2012	2011	Occ	ADR	RevPAF	Rev	Avail	Room Sold	Census	Sample	Census	Sample
United States	70.3	67.4	107.46	102.31	75.49	68.94	4.3	5.0	9.5	10.0	0.5	4.7	61.0	59.0	105.13	100.69	64.12	59.39	3.4	4.4	8.0	8.3	0.3	3.7	52275	29785	4877885	3468736
Pacific	76.4	72.1	128.94	119.37	98.48	86.06	5.9	8.0	14.4	14.7	0.3	6.2	66.5	64.0	122.90	116.10	81.72	74.33	3.9	5.9	9.9	10.1	0.1	4.0	7897	4088	725718	543337
Benton County, OR	68.7	70.6	100.29	95.80	68.91	67.61	-2.6	4.7	1.9	1.8	-0.1	-2.8	54.9	56.5	93.55	90.03	51.39	50.88	-2.8	3.9	1.0	0.9	-0.1	-2.9	10	8	800	694

A blank row indicates insufficient data.

Source 2012 SMITH TRAVEL RESEARCH, Inc.

DISCLOSURE Destination Reports are publications of Smith Travel Research, Inc. (Reports containing only North American data) and STR Global Ltd (Reports containing worldwide data) and are intended solely for use by our paid subscribers. Reproduction or distribution of Destination Reports, in whole or part, without written permission of either Smith Travel Research, Inc. or STR Global Ltd, is prohibited and subject to legal action. Site licenses are available. Please consult your contract with Smith Travel Research, Inc. or STR Global Ltd for the terms and conditions governing the ownership, distribution and use of Destination Reports and their contents.

## MEMORANDUM

TO: Administrative Services Committee

FROM: Mary Steckel, Public Works Director 

DATE: August 27, 2012

SUBJECT: Allied Waste of Corvallis Proposed Rate Increase

### **ISSUE**

Allied Waste of Corvallis (Allied) rate increase proposal for solid waste collection and recycling services.

### **BACKGROUND**

At the August 22, 2012 Administrative Services Committee (ASC) meeting a rate increase for Allied was discussed. A proposal for a 9% increase was included in the packet of materials presented to the committee based on Allied's original proposal. Meetings between staff and Allied resulted in a new proposed rate increase of 6%, primarily driven from a 60% increase in fuel prices since 2009, the time of the last rate increase. A new formal 6% rate increase proposal submittal was not provided to ASC in their packet. ASC members requested a new submittal at 6% before making a recommendation to the full Council. Councilor Traber also requested Allied to follow up on labor expenses reported for 2010.

### **DISCUSSION**

Allied has submitted a request (Attachment A) for a 6% rate increase. The proposed increase is to recover fuel price and some inflationary expense increases. Allied has historically had about an 8% operating margin. The margin in 2011 was 5.6%. Allied is aware of the economic situation in Corvallis and understands that a larger increase is not feasible at this time. It is Allied's hope that they will be granted rate increases in the future, as economic conditions improve, to allow them to get back to historical returns.

Allied has confirmed the information provided for labor expenses for 2010 at the ASC meeting was correct and that the statement made by Ron Tacchini, Allied Operation's Manager, stating a different number was a mistake (Attachment B). As noted on page 5 of Allied's proposal, Allied attributes the change in the labor expense from 2010 to 2011 on a vacant supervisor position in 2010.

The proposed increase will not bring Allied up to a historical rate of return, but will provide some stabilization and relief from rising fuel prices, with a projected return of 6% in 2013 (Schedule 3, Page 1). At staff's request, Allied provided 2012 year-to-date (YTD) financial information to further illustrate their current status. It's important to note that the Statement of Income provided on page 3 shows a 2012 YTD margin of 6.5%. Allied's margin erodes throughout the year as activities such as Household Hazardous Waste events and leaf collection occur, activities with no corresponding revenue. Allied projects a 4.9% final margin for 2012 with the 6% proposed increase (Schedule 3, Page 1).

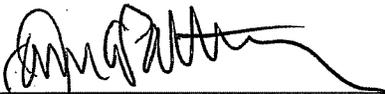
Allied has continued to improve operating efficiencies to ensure they provide the services required by the City in a cost-efficient manner. Staff have reviewed the rate proposal and support a 6% increase based on fuel prices and inflation.

At the August 22 ASC meeting there was some discussion about the concept of guaranteeing a rate of return to a company. The practice of authorizing service rates (based on expenses) to regulated monopolistic utilities is commonplace, though normally practiced at the State level for electricity and natural gas. In Corvallis, solid waste collection (exclusive franchise) is the one utility outside of City-provided services where the City has the authority and responsibility to regulate service rates (for required services) that provide the collection company a reasonable rate of return.

**RECOMMENDATION**

Staff recommends the Administrative Services Committee recommend to the full Council to pass a resolution (Attachment C) to adopt the proposed rate schedule, effective October 1, 2012.

Reviewed and concur:

  
\_\_\_\_\_  
James A. Patterson, City Manager

  
\_\_\_\_\_  
Jim Brewer, City Attorney

Attachments:

Attachment A, Allied Waste Rate Increase Request

Attachment B, Allied Email - Labor Expense

Attachment C, Rate Resolution

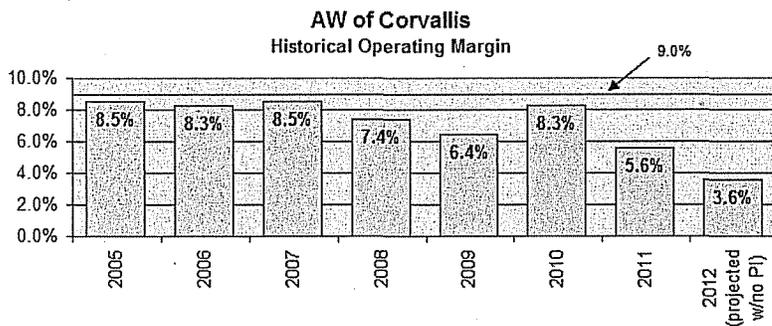


**DATE:** August 26, 2012  
**TO:** Adam Steele  
**FROM:** Gary Blake & Dan Strandy  
**SUBJECT:** AW of Corvallis Request for Rate Adjustment

We are pleased to serve our customers in the City of Corvallis and take pride in providing a high level of customer satisfaction while managing a safe and efficient operation. We value our partnership with the City of Corvallis and our shared vision of a sustainable community. We constantly work to improve our efficiency helping to minimize the effect of inflation and delaying rate adjustments to our customers for as long as possible.

**Rate Request**

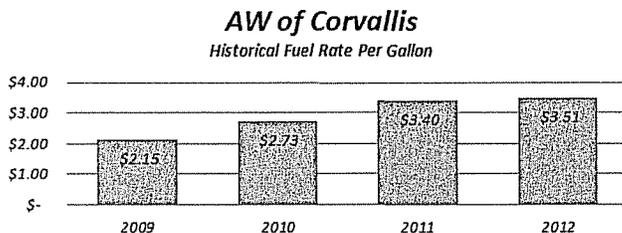
Given the length of time since our last rate adjustment (May 2009) coupled with rising costs, mainly fuel increases (up 60%), we respectfully request a 6% price increase effective October 1. Our request of 6% will not return us to historic operating margin levels but we are sensitive to the difficult economic challenges that we all face and we're willing to defer additional increase over the 6% at this time.



*Historically, profitability has been between 8% and 9%. This rate increase request of 6% will not return AW to the historic profitability levels.*

**Fuel Costs**

With respect to the fuel price impact to our business, fuel rates have increased 63% since 2009 and represent 10% of our costs, the impact to our operating margin is a decline of 6%.

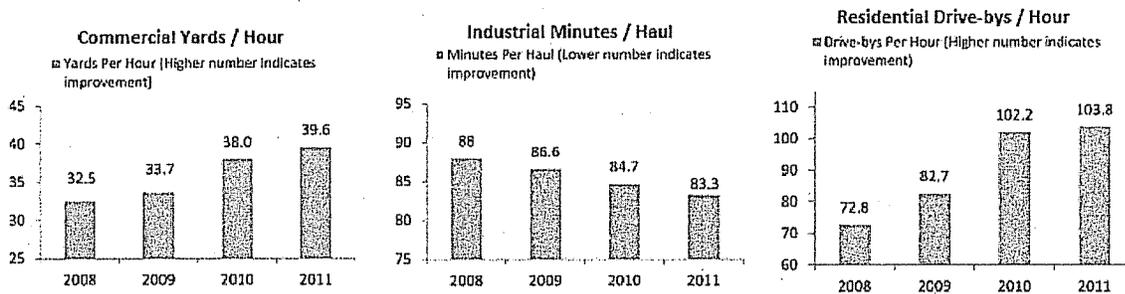


*Since 2009, fuel price has risen \$1.36 per gallon, or 63%.*

## Inflationary Impact and Expense Control

Though fuel costs consume this entire request, we also have experienced inflationary costs across other areas of our business. The inflation rate since 2009 has increased 9%, and we've worked hard to mitigate rising costs through improved productivity. We've been able to improve upon route productivity since 2009 by continually examining ways to work smarter while maintaining the highest customer service standards and exemplary safety record.

- Commercial – 22% improvement.
- Industrial – 5% improvement.
- Residential – 43% improvement.



Additional information was requested from our August 22<sup>nd</sup> discussion. As per your email from the morning of the 23<sup>rd</sup> the following is attached.

1. Year to Date 2012 Statement of Income (through July)
2. Year to Date 2012 Schedule of Direct Expenses (through July)
3. 2010 – 2011 Labor Explanation

**Allied Waste of Corvallis**  
**City of Corvallis**  
**Statement of Income**  
**For the Seven Months Ended July 31, 2012**

	<b>2012</b>	<b>% of Rev</b>
<i>Revenue</i>	4,358,873	
<i>Cost of Operations</i>	3,338,626	76.6%
<i>Gross Profit</i>	1,020,247	23.4%
<i>Salaries, General and Administrative</i>	550,673	12.6%
<i>Operating Income</i>	469,574	10.8%
<i>Provision for Income Taxes</i>	187,830	4.3%
<i>Income</i>	281,744	6.5%

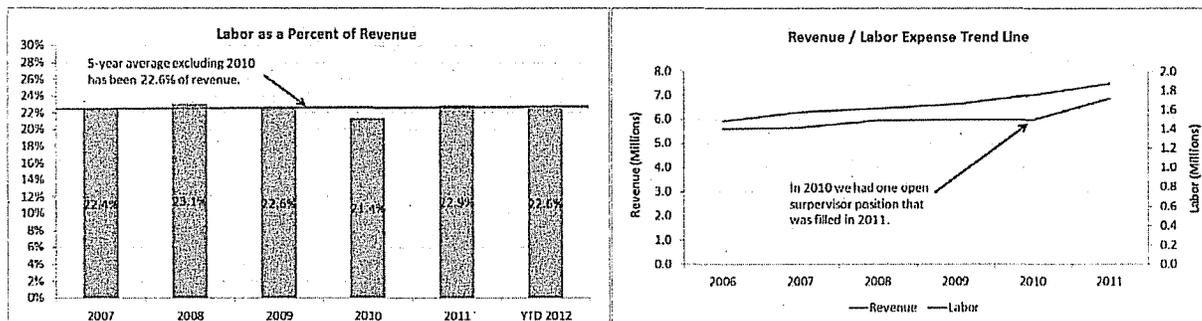
**Allied Waste of Corvallis**  
**City of Corvallis**  
**Schedule of Direct Expenses**  
**For The Seven Months Ended July 31, 2012**

	<b>2012</b>	<b>% of Rev</b>
<b>COST OF OPERATIONS</b>		
Labor	983,091	22.6%
R&M	272,733	6.3%
Vehicle Ops Costs	332,245	7.6%
Facility	115,720	2.7%
Insurance	215,052	4.9%
Disposal & Recycling Purchases	847,425	19.4%
Franch. Fees	218,600	5.0%
Oth Ops Costs	72,331	1.7%
Deprecitation	281,429	6.5%
<b>TOTAL COST OF OPERATIONS</b>	<b>3,338,626</b>	<b>76.6%</b>
<b>SALARIES, GENERAL &amp; ADMINISTRATIVE</b>		
Salaries	130,780	3.0%
Sales, General & Administrative Expenses	419,893	9.6%
<b>TOTAL SALARIES, GENERAL &amp; ADMINISTRATIVE</b>	<b>550,673</b>	<b>12.6%</b>

## 2010 – 2011 Labor Explanation

Labor costs, as a percentage of revenue, have averaged 22.6% over the last five years, excluding 2010 (see chart below). In 2010 we had an open supervisor position that was filled in 2011, explaining why our labor, as a percentage of revenue, dipped in 2010. Labor returned to historical levels in 2011.

The second chart illustrates that our labor, a variable expense, has consistently tracked with revenue.



Attached are the following supplemental schedules.

1. 2007 – 2012 (YTD) Statement of Income
2. 2007 – 2012 (YTD) Schedule of Direct Expenses
3. 2010 – 2013 (projected 2012 & 2013) Statement of Income
4. Current Rate Schedule
5. Proposed Rate Schedule

Please do not hesitate in contacting us if you have any questions or concerns.

Regards,

Gary Blake

Dan Strandy

**Allied Waste of Corvallis**  
**City of Corvallis**  
**Statement of Income**  
For the past five years and the seven months ended July 31, 2012.

	2007		2008			2009			2010			2011			2012 YTD through 7/31/2012	
		% of Rev	% of Rev	YoY change		% of Rev										
Revenue	6,323,000		6,461,241	138,241	6,651,599	190,358	7,026,291	374,692	7,501,760	475,469	4,358,873					
Cost of Operations	4,490,351	71.0%	4,713,639	223,288	4,742,519	28,880	4,958,930	216,411	5,644,205	685,275	3,338,626	76.6%				
Gross Profit	1,832,649	29.0%	1,747,602	(85,047)	1,909,080	161,478	2,067,361	158,281	1,857,555	(209,806)	1,020,247	23.4%				
Salaries, General and Administrative	938,172	14.8%	1,021,635	83,463	1,194,590	172,955	1,098,385	(96,205)	1,161,032	62,647	550,673	12.6%				
Operating Income	894,477	14.1%	725,967	(168,510)	714,490	(11,477)	968,976	254,486	696,523	(272,453)	469,574	10.8%				
Provision for Income Taxes	357,790	5.7%	250,459	(107,331)	286,720	36,261	389,362	102,642	278,610	(110,752)	187,830	4.3%				
Income	536,685	8.5%	475,508	(61,177)	427,770	(47,738)	579,614	151,844	417,913	(161,701)	281,744	6.5%				
Income as a Percentage of Revenue	8.5%		7.4%		6.4%		8.2%		5.6%		6.5%					

**Allied Waste of Corvallis**  
**City of Corvallis**  
**Schedule of Direct Expenses**  
**For the past five years and the seven months ended July 31, 2012.**

	2007		2008			2009			2010			2011			2012 YTD through 7/31/2012	
		% of Rev	% of Rev	YoY change	% of Rev	YoY change	% of Rev	YoY change	% of Rev	YoY change	% of Rev	YoY change		% of Rev		
<b>COST OF OPERATIONS</b>																
Labor	1,416,750	22.4%	1,491,015	23.1%	74,265	1,502,106	22.6%	11,091	1,501,646	21.4%	(460)	1,717,246	22.9%	215,600	983,091	22.6%
R&M	489,537	7.7%	438,012	6.8%	(51,525)	476,360	7.2%	38,348	470,668	6.7%	(5,692)	568,365	7.6%	97,697	272,733	6.3%
Vehicle Ops Costs	344,627	5.5%	454,352	7.0%	109,725	308,538	4.6%	(145,814)	374,655	5.3%	66,117	536,639	7.2%	161,984	332,245	7.6%
Equipment Rent	1,188	0.0%	5,626	0.1%	4,438	211	0.0%	(5,415)	187	0.0%	(24)	-	0.0%	(187)	-	0.0%
Facility	160,395	2.5%	157,217	2.4%	(3,178)	198,147	3.0%	40,930	193,196	2.7%	(4,951)	195,755	2.6%	2,559	115,720	2.7%
Insurance	174,526	2.8%	232,995	3.6%	58,469	152,832	2.3%	(80,163)	217,124	3.1%	64,292	249,082	3.3%	31,958	215,052	4.9%
Disposal & Recycling Purchases	1,192,247	18.9%	1,103,464	17.1%	(88,783)	1,202,722	18.1%	99,258	1,261,193	17.9%	58,471	1,349,361	18.0%	88,168	847,425	19.4%
Franch. Fees	340,238	5.4%	343,030	5.3%	2,792	343,030	5.2%	-	366,837	5.2%	23,807	383,790	5.1%	16,953	218,600	5.0%
Oth Ops Costs	39,892	0.6%	38,011	0.6%	(1,881)	57,214	0.9%	19,203	67,752	1.0%	10,538	121,503	1.6%	53,751	72,331	1.7%
Depreciation	330,951	5.2%	449,917	7.0%	118,966	501,359	7.5%	51,442	505,672	7.2%	4,313	522,464	7.0%	16,792	281,429	6.5%
<b>TOTAL COST OF OPERATIONS</b>	<b>4,490,351</b>	<b>71.0%</b>	<b>4,713,639</b>	<b>73.0%</b>	<b>223,288</b>	<b>4,742,519</b>	<b>71.3%</b>	<b>28,880</b>	<b>4,958,930</b>	<b>70.6%</b>	<b>216,411</b>	<b>5,644,205</b>	<b>75.2%</b>	<b>685,275</b>	<b>3,338,626</b>	<b>76.6%</b>
<b>SALARIES, GENERAL &amp; ADMINISTRATIVE</b>																
Salaries	291,345	4.6%	282,311	4.4%	(9,034)	440,723	6.6%	158,412	361,099	5.1%	(79,624)	357,840	4.8%	(3,259)	130,780	3.0%
Sales, General & Administrative Expenses	646,827	10.2%	739,324	11.4%	92,497	753,867	11.3%	14,543	737,286	10.5%	(16,581)	803,192	10.7%	65,906	419,893	9.6%
<b>TOTAL SALARIES, GENERAL &amp; ADMINISTRATIVE</b>	<b>938,172</b>	<b>14.8%</b>	<b>1,021,635</b>	<b>15.8%</b>	<b>83,463</b>	<b>1,194,590</b>	<b>18.0%</b>	<b>172,955</b>	<b>1,098,385</b>	<b>15.6%</b>	<b>(66,205)</b>	<b>1,161,032</b>	<b>15.5%</b>	<b>62,647</b>	<b>550,673</b>	<b>12.6%</b>

*Allied Waste of Corvallis*  
 City of Corvallis  
 Proforma Statement of Income  
 For the twelve months ended December 31, 2010, 2011, projected 2012 and projected 2013

	2010	2011	2012 Projected with a 6% PI effective Oct '12	% Change	2013 Projected	% Change
Revenue	7,026,291	7,501,760	7,607,042	1.4%	7,922,888	4.2%
Cost of Operations	4,958,930	5,644,205	5,802,718	2.8%	5,927,391	2.1%
Gross Profit	2,067,361	1,857,555	1,804,325	-2.9%	1,995,497	10.6%
Salaries, General and Administrative	1,098,385	1,161,032	1,184,253	2.0%	1,207,938	2.0%
Operating Income	968,976	696,523	620,072	-11.0%	787,559	27.0%
Provision for Income Taxes	389,362	278,609	248,029	-11.0%	315,024	27.0%
Income	579,614	417,914	372,043	-11.0%	472,535	27.0%
Income as a Percentage of Revenue	8.2%	5.6%	4.9%		6.0%	

*Allied Waste of Corvallis  
City of Corvallis  
Proforma Schedule of Direct Expenses*

*For the twelve months ended December 31, 2010, 2011, projected 2012 and projected 2013*

	2010	2011	2012 Projected with a 6% PI effective Oct '12	% Change	2013 Projected	% Change
<b>COST OF OPERATIONS</b>						
Labor	1,501,646	1,717,246	1,751,591	2.0%	1,786,623	2.0%
Repairs and Maintenance	470,668	568,365	579,732	2.0%	591,327	2.0%
Vehicle Operating Costs	374,842	536,639	603,673	12.5%	615,746	2.0%
Facility	193,196	195,755	199,670	2.0%	203,664	2.0%
Insurance	217,124	249,082	254,064	2.0%	259,145	2.0%
Disposal & Recycling Purchases	1,261,193	1,349,361	1,367,964	1.4%	1,395,324	2.0%
Franchise Fees	366,837	383,790	389,177	1.4%	405,580	4.2%
Other Operating Costs	67,752	121,503	123,933	2.0%	126,412	2.0%
Depreciation	505,672	522,464	532,913	2.0%	543,572	2.0%
<b>TOTAL COST OF OPERATIONS</b>	<b>4,958,930</b>	<b>5,644,205</b>	<b>5,802,718</b>	<b>2.8%</b>	<b>5,927,391</b>	<b>2.1%</b>
<b>SALARIES, GENERAL &amp; ADMINISTRATIVE</b>						
Salaries	361,099	357,840	364,997	2.0%	372,297	2.0%
Sales, General & Administrative Expenses	737,286	803,192	819,256	2.0%	835,641	2.0%
<b>TOTAL SALARIES, GENERAL &amp; ADMINISTRATIVE</b>	<b>1,098,385</b>	<b>1,161,032</b>	<b>1,184,253</b>	<b>2.0%</b>	<b>1,207,938</b>	<b>2.0%</b>

## City of Corvallis - Rates Effective as of May, 2009

Resi			Misc		Special Pick Ups - Rt 420 - Within 2 Days of Request	
Service	Monthly	Bi-Monthly				
1 Can	\$23.75	\$47.50	Off route pickup - Trash	\$23.00	55g Drum	\$26.00
2 Can	\$35.75	\$71.50	Off route pickup GW/YW	\$15.50	Bathtub	\$34.00
3 Can	\$47.65	\$95.30	Extra 32 gal can/bag/box/heavy	\$5.50	CHA-Chair – recliner or large chair	\$23.00
32g bi-wk	\$14.55	N/A	Extra loose garbage per yard	\$23.00	COU-Couch	\$29.00
20g	\$15.65	\$31.30	Time per minute to p/u loose garbage (5minute min)	\$1.65	Desk/Table	\$23.00
35g	\$17.45	\$34.90	Each Extra Person Req To Pu Loose Garbage Per Min	\$0.80	Hide-a-bed	\$34.00
65g	\$23.20	\$46.40	35g Cart Replacement	\$28.75	Loveseat	\$26.00
90g	\$29.00	\$58.00	65g/Recycle Cart Replacement	\$36.75	MAQ-Mattress or boxspring (queen/king)	\$26.00
On call	\$13.10	\$26.20	90g/YardWasteCart Replacement	\$41.75	MAT-Mattress or boxspring (twin/double)	\$23.00
64g Monthly	N/A	N/A	Wash Container (1 per year for free)	\$77.95	<b>Special Pick Ups - Rt 914 - Serv Day</b>	
90g Monthly	N/A	N/A	Lock & Key for container	\$19.00	API-Dishwasher	\$23.00
Up-drive	\$6.00	\$12.00	Industrial Cleaning Fee - Once a Year Free	\$77.95	APD-Dryer	\$23.00
2nd Yw w/Trash	\$7.00	\$14.00	Relocation Fee On Site	\$50.00	APT-TV – console	\$26.00
Yw w/o weekly Trash	\$8.00	\$16.00	TIR-Tires (If found in load-we do not pu seperately)	\$12.00	Freezer	\$34.00
			Tires with rim	\$22.00	Lawn Mower-Push	\$23.00
			Truck Tires	\$27.00	Lawn Mower-Riding	\$34.00
			Truck Tire with rim	\$37.00	APR-Refrigerator	\$34.00
			Container Over Weight Charge per 500 lbs	\$30.00	APS-Stove or Range (electric or gas)	\$29.00
			Account Origination Fee	\$10.00	APW-Washing Machine	\$29.00
			Service Interrupt Fee	\$30.00	APH-Water Heater	\$23.00

# City of Corvallis - Rates Effective as of May, 2009

Temp		
Size	Dump Fee	Max Rent
1.5yd	\$37.00	\$25.50

Rent- Prorated Per Day

### On Call Containers

Size	Dump Fee	Rent
1 yd	\$25.00	\$21.50
1.5 yd	\$36.25	\$23.75
2 yd	\$45.50	\$26.00
3 yd	\$69.00	\$29.25
4 yd	\$76.75	\$31.25
6 yd	\$99.50	\$33.50

### Commercial Food Waste

1st Cart	\$48.00
Each Additional Cart	\$7.00

Industrial	
Lidded Ind. Cont. Add. Rental Fee per Month	\$20.00
Temp	
Deposit	
Delivery	\$45.00
30yd Haul	\$170.00
Rent Per Day	\$16.00
Rent Per Month	\$120.00
Perm	
10yd Haul	\$170.00
20yd Haul	\$170.00
30yd Haul	\$170.00
40yd Haul	\$170.00
Perm Rent Per Month 10yd	\$75.00
Perm Rent Per Month 20yd	\$85.00
Perm Rent Per Month 30yd	\$95.00
Perm Rent Per Month 40yd	\$105.00

Auto					
Size	1/week	2/week	3/week	4/week	5/week
1.5 yd	\$100.90	\$190.80	\$280.70	\$370.60	\$460.50
2 yd	\$123.20	\$233.30	\$343.50	\$453.60	\$563.80
3 yd	\$173.30	\$323.00	\$460.70	\$599.80	\$737.50
4 yd	\$223.40	\$411.60	\$578.80	\$759.00	\$927.10
6 yd	\$289.40	\$531.00	\$732.00	\$932.70	\$1,213.30

### Manual

Size	1/week	2/week	3/week	4/week	5/week
1 yd	\$94.80	\$178.60	\$262.60	\$346.50	\$397.00
1.5 yd	\$122.20	\$232.40	\$342.70	\$453.00	\$563.20
2 yd	\$149.50	\$284.90	\$420.40	\$555.80	\$691.10
3 yd	\$210.30	\$395.10	\$574.30	\$742.70	\$918.80
4 yd	\$268.00	\$497.80	\$704.50	\$926.50	\$1,133.30
6 yd	\$352.20	\$652.40	\$908.10	\$1,163.90	\$1,416.50

Customer Owned - Auto					
Size	1/week	2/week	3/week	4/week	5/week
1 yd	\$79.20	\$154.60	\$230.90	\$306.80	\$382.70
1.5 yd	\$92.10	\$180.80	\$269.40	\$359.90	\$446.40
2 yd	\$113.30	\$221.70	\$330.20	\$438.70	\$547.30
3 yd	\$161.10	\$308.60	\$444.40	\$581.30	\$717.00
4 yd	\$208.80	\$394.30	\$559.00	\$737.60	\$902.40
6 yd	\$271.40	\$510.00	\$707.40	\$905.30	\$1,100.60

### Customer Owned - Manual

Size	1/week	2/week	3/week	4/week	5/week
1 yd	\$85.20	\$166.30	\$247.50	\$328.60	\$409.70
1.5 yd	\$110.80	\$217.50	\$324.10	\$430.70	\$537.30
2 yd	\$136.50	\$267.30	\$398.20	\$529.20	\$660.10
3 yd	\$193.80	\$372.40	\$545.60	\$708.50	\$878.80
4 yd	\$247.80	\$470.00	\$669.90	\$884.70	\$1,084.50
6 yd	\$326.80	\$617.00	\$864.30	\$1,111.70	\$1,356.00

Disposal	
Trash - Per-Ton	\$26.85
YW/Wood - Per Ton	\$29.00
Metal	None
Concrete	\$50.00
Trash Compactors	
30yd Trash Compactor Haul Fee	\$245.00
35yd Trash Compactor Haul Fee	\$245.00
40yd Trash Compactor Haul Fee	\$245.00
Cardboard Compactors	
30yd OCC Compactor Haul Fee	\$140.00
35yd OCC Compactor Haul Fee	\$140.00
40yd OCC Compactor Haul Fee	\$140.00

Compactors						
Size	On Call	1/week	2/week	3/week	4/week	5/week
1 yd	\$86.50	\$278.15	\$532.55	\$781.60	\$1,020.30	\$1,266.45
1.5 yd	\$100.10	\$375.40	\$680.70	\$981.70	\$1,297.60	\$1,598.50
2 yd	\$134.52	\$486.95	\$928.80	\$1,327.75	\$1,726.80	\$2,122.75

Security Box	
Rent	\$120.00
Delivery	\$120.00

## City of Corvallis 6.0% Price Increase Effective 10/01/12

\*All rounded to the nearest nickel

Revised and Printed as of 8/27/2012

Resi			Misc	Special Pick Ups - Rt 420 - Within 2 Days of Request		
Service	Monthly	Bi-Monthly				
1 Can	\$25.20	\$50.40	Off route pickup - Trash	\$24.40	55g Drum	\$27.55
2 Can	\$37.90	\$75.80	Off route pickup GW/YW	\$16.45	Bathtub	\$36.05
3 Can	\$50.50	\$101.00	Extra 32 gal can/bag/box/heavy	\$5.85	CHA-Chair – recliner or large chair	\$24.40
32g bi-wk	\$15.40	\$30.80	Extra loose garbage per yard	\$24.40	COU-Couch	\$30.75
20g	\$16.60	\$33.20	Time per minute to p/u loose garbage (5minute min)	\$1.75	Desk/Table	\$24.40
35g	\$18.50	\$37.00	Each Extra Person Req To Pu Loose Garbage Per Min	\$0.85	Hide-a-bed	\$36.05
65g	\$24.60	\$49.20	35g Cart Replacement	\$30.50	Loveseat	\$27.55
90g	\$30.75	\$61.50	65g/Recycle Cart Replacement	\$38.95	MAQ-Mattress or boxspring (queen/king)	\$27.55
On call	\$13.90	\$27.80	90g/YardWasteCart Replacement	\$44.25	MAT-Mattress or boxspring (twin/double)	\$24.40
64g Monthly	N/A	N/A	Wash Container (1 per year for free)	\$82.65	<b>Special Pick Ups - Rt 914 - Serv Day</b>	
90g Monthly	N/A	N/A	Lock & Key for container	\$20.15	API-Dishwasher	\$24.40
Up-drive	\$6.35	\$12.70	Industrial Cleaning Fee - Once a Year Free	\$82.65	APD-Dryer	\$24.40
2nd Yw w/Trash	\$7.40	\$14.80	Relocation Fee On Site	\$53.00	APT-TV – console	\$27.55
Yw w/o weekly Trash	\$8.50	\$17.00	TIR-Tires (If found in load-we do not pu seperately)	\$12.70	Freezer	\$36.05
			Tires with rim	\$23.30	Lawn Mower-Push	\$24.40
			Truck Tires	\$28.60	Lawn Mower-Riding	\$36.05
			Truck Tire with rim	\$39.20	APR-Refrigerator	\$36.05
			Container Over Weight Charge per 500 lbs	\$31.80	APS-Stove or Range (electric or gas)	\$30.75
			Account Origination Fee	\$10.60	APW-Washing Machine	\$30.75
			Service Interrupt Fee	\$31.80	APH-Water Heater	\$24.40

# City of Corvallis 6.0% Price Increase Effective 10/01/12

\*All rounded to the nearest nickel

Revised and Printed as of 8/27/2012

Temp		
Size	Dump Fee	Max Rent
1.5yd	\$39.20	\$27.05

Rent- Prorated Per Day

On Call Containers		
Size	Dump Fee	Rent
1 yd	\$26.50	\$22.80
1.5 yd	\$38.45	\$25.20
2 yd	\$48.25	\$27.55
3 yd	\$73.15	\$31.00
4 yd	\$81.35	\$33.15
6 yd	\$105.45	\$35.50

Commercial Food Waste	
1st Cart	\$50.90
Each AdditioN/AI Cart	\$7.40

Auto					
Size	1/week	2/week	3/week	4/week	5/week
1.5 yd	\$106.95	\$202.25	\$297.55	\$392.85	\$488.15
2 yd	\$130.60	\$247.30	\$364.10	\$480.80	\$597.65
3 yd	\$183.70	\$342.40	\$488.35	\$635.80	\$781.75
4 yd	\$236.80	\$436.30	\$613.55	\$804.55	\$982.75
6 yd	\$306.75	\$562.85	\$775.90	\$988.65	\$1,286.10

Manual					
Size	1/week	2/week	3/week	4/week	5/week
1 yd	\$100.50	\$189.30	\$278.35	\$367.30	\$420.80
1.5 yd	\$129.55	\$246.35	\$363.25	\$480.20	\$597.00
2 yd	\$158.45	\$302.00	\$445.60	\$589.15	\$732.55
3 yd	\$222.90	\$418.80	\$608.75	\$787.25	\$973.95
4 yd	\$284.10	\$527.65	\$746.75	\$982.10	\$1,201.30
6 yd	\$373.35	\$691.55	\$962.60	\$1,233.75	\$1,501.50

Customer Owned - Auto					
Size	1/week	2/week	3/week	4/week	5/week
1 yd	\$83.95	\$163.90	\$244.75	\$325.20	\$405.65
1.5 yd	\$97.65	\$191.65	\$285.55	\$381.50	\$473.20
2 yd	\$120.10	\$235.00	\$350.00	\$465.00	\$580.15
3 yd	\$170.75	\$327.10	\$471.05	\$616.20	\$760.00
4 yd	\$221.35	\$417.95	\$592.55	\$781.85	\$956.55
6 yd	\$287.70	\$540.60	\$749.85	\$959.60	\$1,166.65

Customer Owned - Manual					
Size	1/week	2/week	3/week	4/week	5/week
1 yd	\$90.30	\$176.30	\$262.35	\$348.30	\$434.30
1.5 yd	\$117.45	\$230.55	\$343.55	\$456.55	\$569.55
2 yd	\$144.70	\$283.35	\$422.10	\$560.95	\$699.70
3 yd	\$205.45	\$394.75	\$578.35	\$751.00	\$931.55
4 yd	\$262.65	\$498.20	\$710.10	\$937.80	\$1,149.55
6 yd	\$346.40	\$654.00	\$916.15	\$1,178.40	\$1,437.35

Industrial	
Lidded Ind. Cont. Add. Rental Fee per Month	\$21.20
Temp	
Deposit	
Delivery	\$47.70
30yd Haul	\$180.20
Rent Per Day	\$16.95
Rent Per Month	\$127.20
Perm	
10yd Haul	\$180.20
20yd Haul	\$180.20
30yd Haul	\$180.20
40yd Haul	\$180.20
Perm Rent Per Month 10yd	\$79.50
Perm Rent Per Month 20yd	\$90.10
Perm Rent Per Month 30yd	\$100.70
Perm Rent Per Month 40yd	\$111.30

Disposal	
Trash - Per Ton	\$28.45
YWW/Wood - Per Ton	\$30.75
Metal	N/A
Concrete	\$53.00
Trash Compactors	
30yd Trash Compactor Haul Fee	\$259.70
35yd Trash Compactor Haul Fee	\$259.70
40yd Trash Compactor Haul Fee	\$259.70
Cardboard Compactors	
30yd OCC Compactor Haul Fee	\$148.40
35yd OCC Compactor Haul Fee	\$148.40
40yd OCC Compactor Haul Fee	\$148.40

Compactors						
Size	On Call	1/week	2/week	3/week	4/week	5/week
1 yd	\$91.70	\$294.85	\$564.50	\$828.50	\$1,081.50	\$1,342.45
1.5 yd	\$106.10	\$397.90	\$721.55	\$1,040.60	\$1,375.45	\$1,694.40
2 yd	\$142.60	\$516.15	\$984.55	\$1,407.40	\$1,830.40	\$2,250.10

Security Box	
Rent	\$127.20
Delivery	\$127.20

Steele, Adam

---

**From:** Blake, Gary [<mailto:GBlake@republicservices.com>]  
**Sent:** Monday, August 27, 2012 4:24 PM  
**To:** Steele, Adam  
**Subject:** RE: Memo needed

Adam, this will serve as affirmation that the previously reported labor costs reported for 2010 remains at \$1,501,646 as reported. Ron Tacchini, Operations Manager verbally reported a higher labor amount in error during the administrative services committee meeting on August 22, 2012 arising from in a mis-communication over the phone with our staff accountant.

Gary Blake | General Manager, Western OR  
Allied Waste, a Republic Services Company  
Phone: 541.829.9974 | e-Mail: [gblake@republicservices.com](mailto:gblake@republicservices.com)

RESOLUTION 2012-\_\_\_

Minutes of the \_\_\_\_\_, Corvallis City Council, continued.

A resolution submitted by Councilor \_\_\_\_\_.

WHEREAS, the methodology for revising rates in Solid Waste Management Ordinance #2008-21, is established in Section 4, Rates; and

WHEREAS, the franchisee, Allied Waste of Corvallis, shall have the right to charge and collect reasonable compensation from whom it shall furnish franchised services; and

WHEREAS, the franchisee, Allied Waste of Corvallis, has submitted to the City a revised rate schedule dated *Effective 10/01/12* to be reviewed by Council prior to the proposed effective date; and

WHEREAS, Council has reviewed the proposed rate revisions in an appropriate public proceeding; and

WHEREAS, Council has determined the proposed rate revisions are reasonable.

NOW, THEREFORE, THE CITY COUNCIL OF THE CITY OF CORVALLIS RESOLVES that the rate schedule revisions as submitted by Allied Waste of Corvallis and reviewed by Council in a public proceeding are acceptable and shall become effective October 1, 2012.

\_\_\_\_\_  
Councilor

Upon motion made and seconded, the foregoing resolution was adopted and the Mayor thereupon declared said resolution to be adopted.

## Mullens, Carrie

---

**From:** Vicki Ciciriello [mailto:vciciriello@corvallis.gov]  
**Sent:** Wednesday, September 05, 2012 1:26 PM  
**To:** Mullens, Carrie  
**Subject:** Allied Waste Rate Increase

To: Corvallis City Council Administrative Services Committee

Re: Allied Waste Rate Increase

Several months ago, I asked Allied Waste if the company had reduced rates for residents in severe economic circumstances.

I have two friends who have had to cut off their garbage collection. One has only her disability income and has had to cut expenses to the point of lowering the temperature of her water heater so low that, to take a bath, she has to heat water on the stove - and she's cut the number of baths per week drastically. She relies on compliant friends and their garbage cans to get rid of her garbage. My other friend and her husband also rely solely on her disability income and have no resources for their garbage.

The representative I talked to at Allied Waste seemed to feel that garbage collection was a 'need' as important as electricity and water and that people found ways to pay for those. I pointed out that, for the power at least, arrangements can be made for lower or subsidized payments. The lady was very nice, but just didn't seem to feel that there was a need for help for economically strapped customers.

When I first read that Allied Waste was requesting a rate increase, it did seem reasonable that fuel and employee expenses had gone up. However, if this increase, **in any way**, will go toward their profits, then they need to wake up and start helping those who need help. They are a monopoly in this area and shouldn't be using that to squeeze more money out of economically distressed households.

If Allied Waste is a profitable company with their present rates, then they need to absorb the fuel and employee expenses and ride out this rough time like the rest of us. They can raise their rates when the economy improves - but even then, they should be encouraged by the City of Corvallis to develop a plan to help those in desperate economic circumstances.

Please impress upon Allied that even a small increase is beyond what many can pay.

Thank you.

Vicki Ciciriello

Corvallis, OR 97330