

**Solid Waste Utility
Financial Analysis
As Of, And For the Nine-Month Period Ending March, 2017**

KPI Dashboard

Indicator	Amount	Compared To Last Yr	Compared To Plan
Revenue	2,996,553	↑	↑
Earnings Before Interest	(55,405)	↑	↓
Earnings Before Interest and Depreciation	132,429	↑	↓
Net Income	(65,559)	↑	↓
Total Working Capital	249,774	↓	↓
Repair Reserve (1% of PPI)	74,026	↔	↔
Working Capital Appropriated For Projects	0	↔	↔
Undesignated Working Capital	157,718	↓	↓
Days Cash on Hand, Total Working Capital	15.66	↓	↓
Days Cash on Hand, Undesignated Working Capital	11.02	↓	↓

The Solid Waste Fund has fallen behind plan for FY2017, due to contractual costs significantly higher than plan. Cost of operations has experienced a negative variance of (\$358.2K) for the 9-month period compared to plan. Reserve working capital fell slightly, by (\$14.5K) to \$249.7K, as a result of the negative cost variance. A rate increase will be necessary in FY2018 to offset contractual CPI increases.

City and Borough of Sitka
Solid Waste Utility
Income Statement
For The Twelve-Month Period Ending June 30, 2017
(Unaudited)

	Jul-Sep 2016	Oct-Dec 2016	Jan-Mar 2017	Apr-Jun 2017	FY2017 YTD	FY2016 YTD	Variance To FY2016 YTD	FY2017 Plan (S/L - 75.00%)	Variance To FY2017 Plan
Revenue:									
Solid Waste Disposal Services	1,069,512	938,569	886,945	-	2,895,026	2,144,181	750,845	2,651,376	243,650
Jobbing	568	963	-	-	1,531	-	1,531	-	1,531
Other Operating Revenue	14,244	48,346	37,406	-	99,996	108,565	(8,569)	148,875	(48,879)
Total Revenue:	1,084,324	987,878	924,351	-	2,996,553	2,252,746	743,807	2,800,251	196,302
Cost of Sales:									
Contract Waste Hauling	284,483	272,340	234,057	-	790,880	561,405	(229,475)	546,000	(244,880)
Transfer Station	467,800	346,520	390,335	-	1,204,655	1,094,719	(109,937)	1,075,575	(129,080)
Landfill	22,958	45,396	29,317	-	97,671	171,483	73,812	178,725	81,054
Recycling	106,999	128,066	158,668	-	393,733	420,861	27,128	352,365	(41,368)
Jobbing	-	-	-	-	-	-	-	-	-
Depreciation	51,465	73,758	62,611	-	187,834	163,161	(24,673)	125,223	(62,611)
Total Cost of Sales:	933,705	866,080	874,988	-	2,674,773	2,411,629	(263,145)	2,277,888	(396,885)
Gross Margin:	150,619 13.89%	121,798 12.33%	49,363.00 5.34%	-	321,780 10.74%	(158,883) -7.05%	480,662 17.79%	522,363 18.65%	(200,583) -0.86%
Selling and Administrative Expenses	125,243	126,412	125,530	-	377,185	206,155	(171,030)	415,855	38,670
Earnings Before Interest (EBI):	25,376 2.34%	(4,614) -0.47%	(76,167) -8.24%	-	(55,405) -1.85%	(365,038) -16.20%	309,632 14.36%	106,508 3.80%	(161,913) 10.55%
Non-operating Revenue and Expense:									
Non-operating revenue:	1,495	3,311	1,975	-	6,781	12,423	(5,642)	11,900	(5,119)
Interest Expense:	(5,645)	(5,645)	(5,645)	-	(16,935)	(18,234)	1,299	(16,935)	-
Total Non-operating Revenue & Expense:	(4,150)	(2,334)	(3,670)	-	(10,154)	(5,811)	(4,343)	(5,035)	692
Net Income:	21,226 1.96%	(6,948) -0.70%	(79,837) -8.64%	-	(65,559) -2.19%	(370,849) -16.46%	305,289 41.04%	101,473 3.62%	(167,032) -85.09%
Earnings Before Interest and Depreciation (EBIDA):	76,841 7.09%	69,144 7.00%	(13,556) -1.47%	-	132,429 4.42%	(201,877) -8.96%	334,305 13.38%	231,731 8.28%	(99,302) 5.11%

	Budget	Actual	Overrun
Collections Contract	728,000	1,055,988	(327,988)
Off-Island Shipping	1,430,000	1,839,923	(409,923)
Scrap Yard Shipping	368,500	479,000	(110,500)
Everything Else	<u>1,036,572</u>	<u>957,815</u>	<u>78,757</u>
	3,563,072	4,332,726	(769,654)
Revenue:	3,750,668	4,017,929	267,261
Cash Loss:			(502,393)