

COLLECTION RATE VARIANCE ANALYSIS estimated 8/10/2021	Burlingame				
	2022 Variance				
	2021 Estimated	2022 Estimated	2022 vs. 2021 Change	2022 vs. 2021 %	% Rate Impact
<b>Estimated Revenue (Before Rate Increase)</b>		\$11,070,046			
<b>Projected Collection Revenue (After Rate Increase)</b>	\$11,070,046				
<b>Total Contractor's Compensation</b>					
Base Compensation	\$6,395,164	\$6,363,792	(\$31,372)	-0.5%	-0.3%
Agency Specific Contract Changes	\$0	\$0	\$0	0.0%	0.0%
Incentives / Disincentives	\$22,082	\$7,156	(\$14,926)	67.6%	-0.1%
<b>Total Contractor's Compensation</b>	<b>\$6,417,246</b>	<b>\$6,370,948</b>	<b>(\$46,298)</b>	<b>-0.7%</b>	<b>-0.4%</b>
<b>Other Pass-Through Costs</b>					
Disposal & Processing Fees	\$3,185,936	\$3,244,890	\$58,954	1.9%	0.5%
Agency Franchise & Other Fees	\$1,854,875	\$1,844,348	(\$10,526)	-0.6%	-0.1%
<b>Subtotal Other Pass-Through Costs</b>	<b>\$5,040,811</b>	<b>\$5,089,239</b>	<b>\$48,428</b>	<b>1.0%</b>	<b>0.4%</b>
<b>TOTAL REVENUE REQUIREMENT</b>	<b>\$11,458,057</b>	<b>\$11,460,187</b>	<b>\$2,130</b>	<b>0.0%</b>	<b>0.0%</b>
<b>2021 Estimated Surplus / &lt;Shortfall&gt;</b>	<b>(\$388,011)</b>				
<b>2022 Estimated Surplus / &lt;Shortfall&gt;</b>		<b>(\$390,141)</b>			
<b>Required Revenue Adjustment</b>		<b>3.5%</b>			<b>3.5%</b>
All numbers above are current estimates except 2021 Contractor's (Recology) Compensation which is final and 2022 Contractor's Compensation which is subject to Board Approval.					

COLLECTION RATE VARIANCE ANALYSIS estimated 8/10/2021	E Palo Alto				
	2022 Variance				
	2021 Estimated	2022 Estimated	2022 vs. 2021 Change	2022 vs. 2021 %	% Rate Impact
<b>Estimated Revenue (Before Rate Increase)</b>		\$5,389,157			
<b>Projected Collection Revenue (After Rate Increase)</b>	\$5,389,157				
<b>Total Contractor's Compensation</b>					
Base Compensation	\$2,772,345	\$2,848,616	\$76,271	2.8%	1.4%
Agency Specific Contract Changes	\$0	\$0	\$0	0.0%	0.0%
Incentives / Disincentives	\$10,351	\$3,348	(\$7,004)	67.7%	-0.1%
<b>Total Contractor's Compensation</b>	<b>\$2,782,697</b>	<b>\$2,851,964</b>	<b>\$69,267</b>	<b>2.5%</b>	<b>1.3%</b>
<b>Other Pass-Through Costs</b>					
Disposal & Processing Fees	\$2,134,094	\$2,174,161	\$40,068	1.9%	0.7%
Agency Franchise & Other Fees	\$649,504	\$649,504	\$0	0.0%	0.0%
<b>Subtotal Other Pass-Through Costs</b>	<b>\$2,783,598</b>	<b>\$2,823,666</b>	<b>\$40,068</b>	<b>1.4%</b>	<b>0.7%</b>
<b>TOTAL REVENUE REQUIREMENT</b>	<b>\$5,566,295</b>	<b>\$5,675,630</b>	<b>\$109,335</b>	<b>2.0%</b>	<b>2.0%</b>
<b>2021 Estimated Surplus / &lt;Shortfall&gt;</b>	<b>(\$177,138)</b>				
<b>2022 Estimated Surplus / &lt;Shortfall&gt;</b>		<b>(\$286,473)</b>			
<b>Required Revenue Adjustment</b>		<b>5.3%</b>			<b>5.3%</b>
All numbers above are current estimates except 2021 Contractor's (Recology) Compensation which is final and 2022 Contractor's Compensation which is subject to Board Approval.					

COLLECTION RATE VARIANCE ANALYSIS estimated 8/10/2021	Foster City				
	2022 Variance				
	2021 Estimated	2022 Estimated	2022 vs. 2021 Change	2022 vs. 2021 %	% Rate Impact
<b>Estimated Revenue (Before Rate Increase)</b>		\$6,316,861			
<b>Projected Collection Revenue (After Rate Increase)</b>	\$6,316,861				
<b>Total Contractor's Compensation</b>					
Base Compensation	\$3,952,237	\$4,004,922	\$52,685	1.3%	0.8%
Agency Specific Contract Changes	\$0	\$0	\$0	0.0%	0.0%
Incentives / Disincentives	\$9,115	\$2,968	(\$6,147)	67.4%	-0.1%
<b>Total Contractor's Compensation</b>	<b>\$3,961,352</b>	<b>\$4,007,890</b>	<b>\$46,538</b>	<b>1.2%</b>	<b>0.7%</b>
<b>Other Pass-Through Costs</b>					
Disposal & Processing Fees	\$2,135,959	\$2,175,471	\$39,511	1.8%	0.6%
Agency Franchise & Other Fees	\$400,052	\$401,290	\$1,238	0.3%	0.0%
<b>Subtotal Other Pass-Through Costs</b>	<b>\$2,536,011</b>	<b>\$2,576,761</b>	<b>\$40,750</b>	<b>1.6%</b>	<b>0.6%</b>
<b>TOTAL REVENUE REQUIREMENT</b>	<b>\$6,497,363</b>	<b>\$6,584,650</b>	<b>\$87,288</b>	<b>1.3%</b>	<b>1.4%</b>
<b>2021 Estimated Surplus / &lt;Shortfall&gt;</b>	<b>(\$180,502)</b>				
<b>2022 Estimated Surplus / &lt;Shortfall&gt;</b>		<b>(\$267,790)</b>			
<b>Required Revenue Adjustment</b>		<b>4.2%</b>			<b>4.2%</b>

All numbers above are current estimates except 2021 Contractor's (Recology) Compensation which is final and 2022 Contractor's Compensation which is subject to Board Approval.

COLLECTION RATE VARIANCE ANALYSIS estimated 8/10/2021	Hillsborough				
	2022 Variance				
	2021 Estimated	2022 Estimated	2022 vs. 2021 Change	2022 vs. 2021 %	% Rate Impact
<b>Estimated Revenue (Before Rate Increase)</b>		\$3,408,650			
<b>Projected Collection Revenue (After Rate Increase)</b>	\$3,408,650				
<b>Total Contractor's Compensation</b>					
Base Compensation	\$2,047,304	\$2,079,012	\$31,709	1.5%	0.9%
Agency Specific Contract Changes	\$0	\$0	\$0	0.0%	0.0%
Incentives / Disincentives	\$2,273	\$802	(\$1,471)	64.7%	0.0%
<b>Total Contractor's Compensation</b>	<b>\$2,049,577</b>	<b>\$2,079,814</b>	<b>\$30,238</b>	<b>1.5%</b>	<b>0.9%</b>
<b>Other Pass-Through Costs</b>					
Disposal & Processing Fees	\$1,168,237	\$1,193,349	\$25,112	2.1%	0.7%
Agency Franchise & Other Fees	\$312,992	\$312,992	\$0	0.0%	0.0%
<b>Subtotal Other Pass-Through Costs</b>	<b>\$1,481,228</b>	<b>\$1,506,341</b>	<b>\$25,112</b>	<b>1.7%</b>	<b>0.7%</b>
<b>TOTAL REVENUE REQUIREMENT</b>	<b>\$3,530,805</b>	<b>\$3,586,155</b>	<b>\$55,350</b>	<b>1.6%</b>	<b>1.6%</b>
<b>2021 Estimated Surplus / &lt;Shortfall&gt;</b>	<b>(\$122,155)</b>				
<b>2022 Estimated Surplus / &lt;Shortfall&gt;</b>		<b>(\$177,504)</b>			
<b>Required Revenue Adjustment</b>		<b>5.2%</b>			<b>5.2%</b>
All numbers above are current estimates except 2021 Contractor's (Recology) Compensation which is final and 2022 Contractor's Compensation which is subject to Board Approval.					

COLLECTION RATE VARIANCE ANALYSIS estimated 8/10/2021	Menlo Park				
	2022 Variance				
	2021 Estimated	2022 Estimated	2022 vs. 2021 Change	2022 vs. 2021 %	% Rate Impact
<b>Estimated Revenue (Before Rate Increase)</b>		\$11,820,629			
<b>Projected Collection Revenue (After Rate Increase)</b>	\$11,820,629				
<b>Total Contractor's Compensation</b>					
Base Compensation	\$6,878,654	\$6,884,376	\$5,722	0.1%	0.0%
Agency Specific Contract Changes	\$0	\$0	\$0	0.0%	0.0%
Incentives / Disincentives	\$15,547	\$4,486	(\$11,061)	71.1%	-0.1%
<b>Total Contractor's Compensation</b>	<b>\$6,894,201</b>	<b>\$6,888,861</b>	<b>(\$5,339)</b>	<b>-0.1%</b>	<b>0.0%</b>
<b>Other Pass-Through Costs</b>					
Disposal & Processing Fees	\$3,583,135	\$3,652,711	\$69,576	1.9%	0.6%
Agency Franchise & Other Fees	\$1,974,727	\$1,974,727	\$0	0.0%	0.0%
<b>Subtotal Other Pass-Through Costs</b>	<b>\$5,557,861</b>	<b>\$5,627,438</b>	<b>\$69,576</b>	<b>1.3%</b>	<b>0.6%</b>
<b>TOTAL REVENUE REQUIREMENT</b>	<b>\$12,452,062</b>	<b>\$12,516,299</b>	<b>\$64,237</b>	<b>0.5%</b>	<b>0.5%</b>
<b>2021 Estimated Surplus / &lt;Shortfall&gt;</b>	<b>(\$631,433)</b>				
<b>2022 Estimated Surplus / &lt;Shortfall&gt;</b>		<b>(\$695,670)</b>			
<b>Required Revenue Adjustment</b>		<b>5.9%</b>			<b>5.9%</b>
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COLLECTION RATE VARIANCE ANALYSIS estimated 8/10/2021	North Fair Oaks				
	2022 Variance				
	2021 Estimated	2022 Estimated	2022 vs. 2021 Change	2022 vs. 2021 %	% Rate Impact
<b>Estimated Revenue (Before Rate Increase)</b>		\$3,218,707			
<b>Projected Collection Revenue (After Rate Increase)</b>	\$3,254,480				
<b>Total Contractor's Compensation</b>					
Base Compensation	\$2,017,978	\$2,087,289	\$69,311	3.4%	2.2%
Agency Specific Contract Changes	\$0	\$0	\$0	0.0%	0.0%
Incentives / Disincentives	\$5,248	\$1,758	(\$3,490)	66.5%	-0.1%
<b>Total Contractor's Compensation</b>	<b>\$2,023,225</b>	<b>\$2,089,047</b>	<b>\$65,821</b>	<b>3.3%</b>	<b>2.0%</b>
<b>Other Pass-Through Costs</b>					
Disposal & Processing Fees	\$1,063,743	\$1,083,838	\$20,095	1.9%	0.6%
Agency Franchise & Other Fees	\$156,573	\$154,632	(\$1,942)	-1.2%	-0.1%
<b>Subtotal Other Pass-Through Costs</b>	<b>\$1,220,316</b>	<b>\$1,238,469</b>	<b>\$18,154</b>	<b>1.5%</b>	<b>0.6%</b>
<b>TOTAL REVENUE REQUIREMENT</b>	<b>\$3,243,541</b>	<b>\$3,327,516</b>	<b>\$83,975</b>	<b>2.6%</b>	<b>2.6%</b>
<b>2021 Estimated Surplus / &lt;Shortfall&gt;</b>	\$10,939				
<b>2022 Estimated Surplus / &lt;Shortfall&gt;</b>		(\$108,809)			
<b>Required Revenue Adjustment</b>		3.4%			3.4%
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COLLECTION RATE VARIANCE ANALYSIS estimated 8/10/2021	Redwood City				
	2022 Variance				
	2021 Estimated	2022 Estimated	2022 vs. 2021 Change	2022 vs. 2021 %	% Rate Impact
<b>Estimated Revenue (Before Rate Increase)</b>		\$21,249,087			
<b>Projected Collection Revenue (After Rate Increase)</b>	\$21,249,087				
<b>Total Contractor's Compensation</b>					
Base Compensation	\$11,668,025	\$11,931,405	\$263,380	2.3%	1.2%
Agency Specific Contract Changes	\$0	\$0	\$0	0.0%	0.0%
Incentives / Disincentives	\$33,039	\$10,712	(\$22,327)	67.6%	-0.1%
<b>Total Contractor's Compensation</b>	<b>\$11,701,064</b>	<b>\$11,942,117</b>	<b>\$241,053</b>	<b>2.1%</b>	<b>1.1%</b>
<b>Other Pass-Through Costs</b>					
Disposal & Processing Fees	\$6,407,913	\$6,527,126	\$119,214	1.9%	0.6%
Agency Franchise & Other Fees	\$2,997,704	\$3,042,005	\$44,301	1.5%	0.2%
<b>Subtotal Other Pass-Through Costs</b>	<b>\$9,405,616</b>	<b>\$9,569,131</b>	<b>\$163,515</b>	<b>1.7%</b>	<b>0.8%</b>
<b>TOTAL REVENUE REQUIREMENT</b>	<b>\$21,106,681</b>	<b>\$21,511,248</b>	<b>\$404,568</b>	<b>1.9%</b>	<b>1.9%</b>
<b>2021 Estimated Surplus / &lt;Shortfall&gt;</b>	\$142,406				
<b>2022 Estimated Surplus / &lt;Shortfall&gt;</b>		(\$262,162)			
<b>Required Revenue Adjustment</b>		1.2%			1.2%
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COLLECTION RATE VARIANCE ANALYSIS estimated 8/10/2021	San Carlos				
	2022 Variance				
	2021 Estimated	2022 Estimated	2022 vs. 2021 Change	2022 vs. 2021 %	% Rate Impact
<b>Estimated Revenue (Before Rate Increase)</b>		\$9,529,785			
<b>Projected Collection Revenue (After Rate Increase)</b>	\$9,346,477				
<b>Total Contractor's Compensation</b>					
Base Compensation	\$5,894,847	\$6,020,633	\$125,786	2.1%	1.3%
Agency Specific Contract Changes	\$0	\$0	\$0	0.0%	0.0%
Incentives / Disincentives	\$11,235	\$3,428	(\$7,807)	69.5%	-0.1%
<b>Total Contractor's Compensation</b>	<b>\$5,906,082</b>	<b>\$6,024,061</b>	<b>\$117,979</b>	<b>2.0%</b>	<b>1.2%</b>
<b>Other Pass-Through Costs</b>					
Disposal & Processing Fees	\$2,576,628	\$2,626,054	\$49,426	1.9%	0.5%
Agency Franchise & Other Fees	\$1,233,710	\$1,298,538	\$64,828	5.3%	0.7%
<b>Subtotal Other Pass-Through Costs</b>	<b>\$3,810,338</b>	<b>\$3,924,592</b>	<b>\$114,253</b>	<b>3.0%</b>	<b>1.2%</b>
<b>TOTAL REVENUE REQUIREMENT</b>	<b>\$9,716,420</b>	<b>\$9,948,652</b>	<b>\$232,232</b>	<b>2.4%</b>	<b>2.4%</b>
<b>2021 Estimated Surplus / &lt;Shortfall&gt;</b>	<b>(\$369,943)</b>				
<b>2022 Estimated Surplus / &lt;Shortfall&gt;</b>		<b>(\$418,868)</b>			
<b>Required Revenue Adjustment</b>		<b>4.4%</b>			<b>4.4%</b>
All numbers above are current estimates except 2021 Contractor's (Recology) Compensation which is final and 2022 Contractor's Compensation which is subject to Board Approval.					



COLLECTION RATE VARIANCE ANALYSIS estimated 8/10/2021	San Mateo				
	2022 Variance				
	2021 Estimated	2022 Estimated	2022 vs. 2021 Change	2022 vs. 2021 %	% Rate Impact
<b>Estimated Revenue (Before Rate Increase)</b>		\$24,833,973			
<b>Projected Collection Revenue (After Rate Increase)</b>	\$24,833,973				
<b>Total Contractor's Compensation</b>					
Base Compensation	\$14,592,828	\$14,924,001	\$331,174	2.3%	1.3%
Agency Specific Contract Changes	\$0	\$0	\$0	0.0%	0.0%
Incentives / Disincentives	\$37,165	\$11,699	(\$25,466)	68.5%	-0.1%
<b>Total Contractor's Compensation</b>	<b>\$14,629,993</b>	<b>\$14,935,701</b>	<b>\$305,708</b>	<b>2.1%</b>	<b>1.2%</b>
<b>Other Pass-Through Costs</b>					
Disposal & Processing Fees	\$7,472,837	\$7,612,755	\$139,917	1.9%	0.6%
Agency Franchise & Other Fees	\$3,889,601	\$4,122,801	\$233,200	6.0%	0.9%
<b>Subtotal Other Pass-Through Costs</b>	<b>\$11,362,438</b>	<b>\$11,735,555</b>	<b>\$373,117</b>	<b>3.3%</b>	<b>1.5%</b>
<b>TOTAL REVENUE REQUIREMENT</b>	<b>\$25,992,431</b>	<b>\$26,671,256</b>	<b>\$678,825</b>	<b>2.6%</b>	<b>2.7%</b>
<b>2021 Estimated Surplus / &lt;Shortfall&gt;</b>	<b>(\$1,158,458)</b>				
<b>2022 Estimated Surplus / &lt;Shortfall&gt;</b>		<b>(\$1,837,283)</b>			
<b>Required Revenue Adjustment</b>		<b>7.4%</b>			<b>7.4%</b>
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COLLECTION RATE VARIANCE ANALYSIS estimated 8/10/2021	West Bay				
	2022 Variance				
	2021 Estimated	2022 Estimated	2022 vs. 2021 Change	2022 vs. 2021 %	% Rate Impact
<b>Estimated Revenue (Before Rate Increase)</b>		\$1,837,488			
<b>Projected Collection Revenue (After Rate Increase)</b>	\$1,837,488				
<b>Total Contractor's Compensation</b>					
Base Compensation	\$1,106,508	\$1,130,849	\$24,341	2.2%	1.3%
Agency Specific Contract Changes	\$0	\$0	\$0	0.0%	0.0%
Incentives / Disincentives	\$1,302	\$422	(\$880)	67.6%	0.0%
<b>Total Contractor's Compensation</b>	<b>\$1,107,810</b>	<b>\$1,131,270</b>	<b>\$23,461</b>	<b>2.1%</b>	<b>1.3%</b>
<b>Other Pass-Through Costs</b>					
Disposal & Processing Fees	\$527,668	\$538,744	\$11,076	2.1%	0.6%
Agency Franchise & Other Fees	\$105,261	\$105,261	\$0	0.0%	0.0%
<b>Subtotal Other Pass-Through Costs</b>	<b>\$632,929</b>	<b>\$644,005</b>	<b>\$11,076</b>	<b>1.7%</b>	<b>0.6%</b>
<b>TOTAL REVENUE REQUIREMENT</b>	<b>\$1,740,739</b>	<b>\$1,775,276</b>	<b>\$34,537</b>	<b>2.0%</b>	<b>1.9%</b>
<b>2021 Estimated Surplus / &lt;Shortfall&gt;</b>	\$96,749				
<b>2022 Estimated Surplus / &lt;Shortfall&gt;</b>		\$62,212			
<b>Required Revenue Adjustment</b>		-3.4%			-3.4%
All numbers above are current estimates except 2021 Contractor's (Recology) Compensation which is final and 2022 Contractor's Compensation which is subject to Board Approval.					

COLLECTION RATE VARIANCE ANALYSIS estimated 8/10/2021	Unincorporated County				
	2022 Variance				
	2021 Estimated	2022 Estimated	2022 vs. 2021 Change	2022 vs. 2021 %	% Rate Impact
<b>Estimated Revenue (Before Rate Increase)</b>		\$3,615,765			
<b>Projected Collection Revenue (After Rate Increase)</b>	\$3,642,612				
<b>Total Contractor's Compensation</b>					
Base Compensation	\$2,468,225	\$2,524,773	\$56,548	2.3%	1.6%
Agency Specific Contract Changes	\$0	\$0	\$0	0.0%	0.0%
Incentives / Disincentives	\$3,472	\$1,071	(\$2,401)	69.2%	-0.1%
<b>Total Contractor's Compensation</b>	<b>\$2,471,697</b>	<b>\$2,525,843</b>	<b>\$54,147</b>	<b>2.2%</b>	<b>1.5%</b>
<b>Other Pass-Through Costs</b>					
Disposal & Processing Fees	\$1,083,533	\$1,105,885	\$22,352	2.1%	0.6%
Agency Franchise & Other Fees	\$175,104	\$174,158	(\$945)	-0.5%	0.0%
<b>Subtotal Other Pass-Through Costs</b>	<b>\$1,258,637</b>	<b>\$1,280,044</b>	<b>\$21,407</b>	<b>1.7%</b>	<b>0.6%</b>
<b>TOTAL REVENUE REQUIREMENT</b>	<b>\$3,730,334</b>	<b>\$3,805,887</b>	<b>\$75,553</b>	<b>2.0%</b>	<b>2.1%</b>
<b>2021 Estimated Surplus / &lt;Shortfall&gt;</b>	<b>(\$87,721)</b>				
<b>2022 Estimated Surplus / &lt;Shortfall&gt;</b>		<b>(\$190,122)</b>			
<b>Required Revenue Adjustment</b>		<b>5.3%</b>			<b>5.3%</b>
All numbers above are current estimates except 2021 Contractor's (Recology) Compensation which is final and 2022 Contractor's Compensation which is subject to Board Approval.					