

COLLECTION RATE VARIANCE ANALYSIS estimated 8/10/2021	Burlingame				
	2022 Variance				
	2021 Estimated	2022 Estimated	2022 vs. 2021 Change	2022 vs. 2021 %	% Rate Impact
Estimated Revenue (Before Rate Increase)		\$11,070,046			
Projected Collection Revenue (After Rate Increase)	\$11,070,046				
Total Contractor's Compensation					
Base Compensation	\$6,395,164	\$6,363,792	(\$31,372)	-0.5%	-0.3%
Agency Specific Contract Changes	\$0	\$9,007	\$9,007	0.0%	0.1%
Incentives / Disincentives	\$22,082	\$7,156	(\$14,926)	67.6%	-0.1%
Total Contractor's Compensation	\$6,417,246	\$6,379,955	(\$37,291)	-0.6%	-0.3%
Other Pass-Through Costs					
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%
Subtotal Other Pass-Through Costs	\$5,040,811	\$5,089,239	\$48,428	1.0%	0.4%
TOTAL REVENUE REQUIREMENT	\$11,458,057	\$11,469,194	\$11,138	0.1%	0.1%
2021 Estimated Surplus / <Shortfall>	(\$388,011)				
2022 Estimated Surplus / <Shortfall>		(\$399,149)			
Required Revenue Adjustment		3.6%			3.6%
All numbers above are current estimates except 2020 Contractor's (Recology) Compensation which is final and 2021 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
Estimated Revenue (Before Rate Increase)		\$5,389,157			
Projected Collection Revenue (After Rate Increase)	\$5,389,157				
Total Contractor's Compensation					
Base Compensation	\$2,772,345	\$2,848,616	\$76,271	2.8%	1.4%
Agency Specific Contract Changes	\$0	\$4,031	\$4,031	0.0%	0.1%
Incentives / Disincentives	\$10,351	\$3,348	(\$7,004)	67.7%	-0.1%
Total Contractor's Compensation	\$2,782,697	\$2,855,996	\$73,299	2.6%	1.4%
Other Pass-Through Costs					
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%
Subtotal Other Pass-Through Costs	\$2,783,598	\$2,823,666	\$40,068	1.4%	0.7%
TOTAL REVENUE REQUIREMENT	\$5,566,295	\$5,679,661	\$113,366	2.0%	2.1%
2021 Estimated Surplus / <Shortfall>	(\$177,138)				
2022 Estimated Surplus / <Shortfall>		(\$290,504)			
Required Revenue Adjustment		5.4%			5.4%
All numbers above are current estimates except 2020 Contractor's (Recology) Compensation which is final and 2021 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
Estimated Revenue (Before Rate Increase)		\$6,316,861			
Projected Collection Revenue (After Rate Increase)	\$6,316,861				
Total Contractor's Compensation					
Base Compensation	\$3,952,237	\$4,004,922	\$52,685	1.3%	0.8%
Agency Specific Contract Changes	\$0	\$5,665	\$5,665	0.0%	0.1%
Incentives / Disincentives	\$9,115	\$2,968	(\$6,147)	67.4%	-0.1%
Total Contractor's Compensation	\$3,961,352	\$4,013,555	\$52,203	1.3%	0.8%
Other Pass-Through Costs					
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%
Subtotal Other Pass-Through Costs	\$2,536,011	\$2,576,761	\$40,750	1.6%	0.6%
TOTAL REVENUE REQUIREMENT	\$6,497,363	\$6,590,315	\$92,953	1.4%	1.5%
2021 Estimated Surplus / <Shortfall>	(\$180,502)				
2022 Estimated Surplus / <Shortfall>		(\$273,454)			
Required Revenue Adjustment		4.3%			4.3%

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COLLECTION RATE VARIANCE ANALYSIS estimated 8/10/2021	Hillsborough				
	2022 Variance				
	2021 Estimated	2022 Estimated	2022 vs. 2021 Change	2022 vs. 2021 %	% Rate Impact
Estimated Revenue (Before Rate Increase)		\$3,408,650			
Projected Collection Revenue (After Rate Increase)	\$3,408,650				
Total Contractor's Compensation					
Base Compensation	\$2,047,304	\$2,079,012	\$31,709	1.5%	0.9%
Agency Specific Contract Changes	\$0	\$2,941	\$2,941	0.0%	0.1%
Incentives / Disincentives	\$2,273	\$802	(\$1,471)	64.7%	0.0%
Total Contractor's Compensation	\$2,049,577	\$2,082,755	\$33,179	1.6%	1.0%
Other Pass-Through Costs					
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%
Subtotal Other Pass-Through Costs	\$1,481,228	\$1,506,341	\$25,112	1.7%	0.7%
TOTAL REVENUE REQUIREMENT	\$3,530,805	\$3,589,096	\$58,291	1.7%	1.7%
2021 Estimated Surplus / <Shortfall>	(\$122,155)				
2022 Estimated Surplus / <Shortfall>		(\$180,446)			
Required Revenue Adjustment		5.3%			5.3%
All numbers above are current estimates except 2020 Contractor's (Recology) Compensation which is final and 2021 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
Estimated Revenue (Before Rate Increase)		\$11,820,629			
Projected Collection Revenue (After Rate Increase)	\$11,820,629				
Total Contractor's Compensation					
Base Compensation	\$6,878,654	\$6,884,376	\$5,722	0.1%	0.0%
Agency Specific Contract Changes	\$0	\$9,735	\$9,735	0.0%	0.1%
Incentives / Disincentives	\$15,547	\$4,486	(\$11,061)	71.1%	-0.1%
Total Contractor's Compensation	\$6,894,201	\$6,898,597	\$4,396	0.1%	0.0%
Other Pass-Through Costs					
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%
Subtotal Other Pass-Through Costs	\$5,557,861	\$5,627,438	\$69,576	1.3%	0.6%
TOTAL REVENUE REQUIREMENT	\$12,452,062	\$12,526,034	\$73,972	0.6%	0.6%
2021 Estimated Surplus / <Shortfall>	(\$631,433)				
2022 Estimated Surplus / <Shortfall>		(\$705,405)			
Required Revenue Adjustment		6.0%			6.0%
All numbers above are current estimates except 2020 Contractor's (Recology) Compensation which is final and 2021 Contractor's Compensation which is subject to Board Approval.					

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
Estimated Revenue (Before Rate Increase)		\$3,218,707			
Projected Collection Revenue (After Rate Increase)	\$3,254,480				
Total Contractor's Compensation					
Base Compensation	\$2,017,978	\$2,087,289	\$69,311	3.4%	2.2%
Agency Specific Contract Changes	\$0	\$2,955	\$2,955	0.0%	0.1%
Incentives / Disincentives	\$5,248	\$1,758	(\$3,490)	66.5%	-0.1%
Total Contractor's Compensation	\$2,023,225	\$2,092,001	\$68,776	3.4%	2.1%
Other Pass-Through Costs					
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%
Subtotal Other Pass-Through Costs	\$1,220,316	\$1,238,469	\$18,154	1.5%	0.6%
TOTAL REVENUE REQUIREMENT	\$3,243,541	\$3,330,471	\$86,930	2.7%	2.7%
2021 Estimated Surplus / <Shortfall>	\$10,939				
2022 Estimated Surplus / <Shortfall>		(\$111,763)			
Required Revenue Adjustment		3.5%			3.5%
All numbers above are current estimates except 2020 Contractor's (Recology) Compensation which is final and 2021 Contractor's Compensation which is subject to Board Approval.					

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
Estimated Revenue (Before Rate Increase)		\$21,249,087			
Projected Collection Revenue (After Rate Increase)	\$21,249,087				
Total Contractor's Compensation					
Base Compensation	\$11,668,025	\$11,931,405	\$263,380	2.3%	1.2%
Agency Specific Contract Changes	\$0	\$16,887	\$16,887	0.0%	0.1%
Incentives / Disincentives	\$33,039	\$10,712	(\$22,327)	67.6%	-0.1%
Total Contractor's Compensation	\$11,701,064	\$11,959,005	\$257,940	2.2%	1.2%
Other Pass-Through Costs					
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%
Subtotal Other Pass-Through Costs	\$9,405,616	\$9,569,131	\$163,515	1.7%	0.8%
TOTAL REVENUE REQUIREMENT	\$21,106,681	\$21,528,136	\$421,455	2.0%	2.0%
2021 Estimated Surplus / <Shortfall>	\$142,406				
2022 Estimated Surplus / <Shortfall>		(\$279,049)			
Required Revenue Adjustment			1.3%		1.3%
All numbers above are current estimates except 2020 Contractor's (Recology) Compensation which is final and 2021 Contractor's Compensation which is subject to Board Approval.					

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
Estimated Revenue (Before Rate Increase)		\$9,529,785			
Projected Collection Revenue (After Rate Increase)	\$9,346,477				
Total Contractor's Compensation					
Base Compensation	\$5,894,847	\$6,020,633	\$125,786	2.1%	1.3%
Agency Specific Contract Changes	\$0	\$8,517	\$8,517	0.0%	0.1%
Incentives / Disincentives	\$11,235	\$3,428	(\$7,807)	69.5%	-0.1%
Total Contractor's Compensation	\$5,906,082	\$6,032,578	\$126,497	2.1%	1.3%
Other Pass-Through Costs					
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%
Subtotal Other Pass-Through Costs	\$3,810,338	\$3,924,592	\$114,253	3.0%	1.2%
TOTAL REVENUE REQUIREMENT	\$9,716,420	\$9,957,170	\$240,750	2.5%	2.5%
2021 Estimated Surplus / <Shortfall>	(\$369,943)				
2022 Estimated Surplus / <Shortfall>		(\$427,385)			
Required Revenue Adjustment			4.5%		4.5%
All numbers above are current estimates except 2020 Contractor's (Recology) Compensation which is final and 2021 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
Estimated Revenue (Before Rate Increase)		\$24,833,973			
Projected Collection Revenue (After Rate Increase)	\$24,833,973				
Total Contractor's Compensation					
Base Compensation	\$14,592,828	\$14,924,001	\$331,174	2.3%	1.3%
Agency Specific Contract Changes	\$0	\$21,129	\$21,129	0.0%	0.1%
Incentives / Disincentives	\$37,165	\$11,699	(\$25,466)	68.5%	-0.1%
Total Contractor's Compensation	\$14,629,993	\$14,956,830	\$326,837	2.2%	1.3%
Other Pass-Through Costs					
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%
Subtotal Other Pass-Through Costs	\$11,362,438	\$11,735,555	\$373,117	3.3%	1.5%
TOTAL REVENUE REQUIREMENT	\$25,992,431	\$26,692,385	\$699,954	2.7%	2.8%
2021 Estimated Surplus / <Shortfall>	(\$1,158,458)				
2022 Estimated Surplus / <Shortfall>		(\$1,858,412)			
Required Revenue Adjustment		7.5%			7.5%
All numbers above are current estimates except 2020 Contractor's (Recology) Compensation which is final and 2021 Contractor's Compensation which is subject to Board Approval.					

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
Estimated Revenue (Before Rate Increase)		\$1,837,488			
Projected Collection Revenue (After Rate Increase)	\$1,837,488				
Total Contractor's Compensation					
Base Compensation	\$1,106,508	\$1,130,849	\$24,341	2.2%	1.3%
Agency Specific Contract Changes	\$0	\$1,600	\$1,600	0.0%	0.1%
Incentives / Disincentives	\$1,302	\$422	(\$880)	67.6%	0.0%
Total Contractor's Compensation	\$1,107,810	\$1,132,870	\$25,061	2.3%	1.4%
Other Pass-Through Costs					
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%
Subtotal Other Pass-Through Costs	\$632,929	\$644,005	\$11,076	1.7%	0.6%
TOTAL REVENUE REQUIREMENT	\$1,740,739	\$1,776,876	\$36,137	2.1%	2.0%
2021 Estimated Surplus / <Shortfall>	\$96,749				
2022 Estimated Surplus / <Shortfall>		\$60,612			
Required Revenue Adjustment		-3.3%			-3.3%
All numbers above are current estimates except 2020 Contractor's (Recology) Compensation which is final and 2021 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
Estimated Revenue (Before Rate Increase)		\$3,615,765			
Projected Collection Revenue (After Rate Increase)	\$3,642,612				
Total Contractor's Compensation					
Base Compensation	\$2,468,225	\$2,524,773	\$56,548	2.3%	1.6%
Agency Specific Contract Changes	\$0	\$3,573	\$3,573	0.0%	0.1%
Incentives / Disincentives	\$3,472	\$1,071	(\$2,401)	69.2%	-0.1%
Total Contractor's Compensation	\$2,471,697	\$2,529,417	\$57,720	2.3%	1.6%
Other Pass-Through Costs					
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%
Subtotal Other Pass-Through Costs	\$1,258,637	\$1,280,044	\$21,407	1.7%	0.6%
TOTAL REVENUE REQUIREMENT	\$3,730,334	\$3,809,460	\$79,127	2.1%	2.2%
2021 Estimated Surplus / <Shortfall>	(\$87,721)				
2022 Estimated Surplus / <Shortfall>		(\$193,695)			
Required Revenue Adjustment		5.4%			5.4%
All numbers above are current estimates except 2020 Contractor's (Recology) Compensation which is final and 2021 Contractor's Compensation which is subject to Board Approval.					