

# NORTHEAST MICHIGAN MATERIALS MANAGEMENT AUTHORITY

## Budget vs. Actuals: Budget FY24 - FY24 P&L Classes: GENERAL OPERATIONS

January - August, 2024

|  | TOTAL            |                  |                   |                |
|--|------------------|------------------|-------------------|----------------|
|  | ACTUAL           | BUDGET           | OVER BUDGET       | % OF BUDGET    |
| <b>Income</b>                              |                  |                  |                   |                |
| Clean Up Day Revenue                       | 0.00             |                  | 0.00              |                |
| Electronics Clean Up Day Revenue           | 3,127.00         | 7,500.00         | -4,373.00         | 41.69 %        |
| Standard Clean Up Day Revenue              | 24,095.00        | 25,000.00        | -905.00           | 96.38 %        |
| <b>Total Clean Up Day Revenue</b>          | <b>27,222.00</b> | <b>32,500.00</b> | <b>-5,278.00</b>  | <b>83.76 %</b> |
| <b>Disposal of Items</b>                   |                  |                  |                   |                |
| Appliances Small/Large                     |                  |                  |                   |                |
| Appliances Small/Large- In-County          | 1,285.00         | 5,000.00         | -3,715.00         | 25.70 %        |
| Appliances Small/Large- Out of County      |                  | 1,300.00         | -1,300.00         |                |
| <b>Total Appliances Small/Large</b>        | <b>1,285.00</b>  | <b>6,300.00</b>  | <b>-5,015.00</b>  | <b>20.40 %</b> |
| Batteries                                  |                  |                  |                   |                |
| Batteries- In-County                       | 398.00           | 0.00             | 398.00            |                |
| Batteries- Out of County                   |                  | 0.00             | 0.00              |                |
| <b>Total Batteries</b>                     | <b>398.00</b>    | <b>1,000.00</b>  | <b>-602.00</b>    | <b>39.80 %</b> |
| Electronics                                |                  |                  |                   |                |
| Computers                                  |                  |                  |                   |                |
| Computers- In-County                       | 1,293.00         | 1,700.00         | -407.00           | 76.06 %        |
| Computers- Out of County                   | 29.00            | 600.00           | -571.00           | 4.83 %         |
| <b>Total Computers</b>                     | <b>1,322.00</b>  | <b>2,300.00</b>  | <b>-978.00</b>    | <b>57.48 %</b> |
| <b>Total Electronics</b>                   | <b>1,322.00</b>  | <b>2,300.00</b>  | <b>-978.00</b>    | <b>57.48 %</b> |
| Furniture                                  |                  |                  |                   |                |
| Furniture- In-County                       | 3,550.00         | 9,400.00         | -5,850.00         | 37.77 %        |
| Furniture- Out of County                   | 30.00            | 300.00           | -270.00           | 10.00 %        |
| <b>Total Furniture</b>                     | <b>3,580.00</b>  | <b>9,700.00</b>  | <b>-6,120.00</b>  | <b>36.91 %</b> |
| Garbage/Construction Debris                |                  |                  |                   |                |
| Garbage/Construction Debris- In-County     | 13,625.00        | 34,000.00        | -20,375.00        | 40.07 %        |
| Garbage/Construction Debris- Out of County | 177.00           | 1,000.00         | -823.00           | 17.70 %        |
| <b>Total Garbage/Construction Debris</b>   | <b>13,802.00</b> | <b>35,000.00</b> | <b>-21,198.00</b> | <b>39.43 %</b> |
| Glass                                      |                  |                  |                   |                |
| Glass- In-County                           | 103.00           |                  | 103.00            |                |
| Glass- Out of County                       | 10.00            |                  | 10.00             |                |
| <b>Total Glass</b>                         | <b>113.00</b>    |                  | <b>113.00</b>     |                |
| Hazardous Household Waste                  |                  |                  |                   |                |
| Household Hazardous Waste- In-County       | 8,253.00         | 14,950.00        | -6,697.00         | 55.20 %        |
| Household Hazardous Waste- Out of County   | 10.00            | 50.00            | -40.00            | 20.00 %        |
| <b>Total Hazardous Household Waste</b>     | <b>8,263.00</b>  | <b>15,000.00</b> | <b>-6,737.00</b>  | <b>55.09 %</b> |
| Lightbulbs/Fluorescent                     |                  |                  |                   |                |
| Lightbulbs/Fluorescent- In- County         | 202.00           | 300.00           | -98.00            | 67.33 %        |
| Lightbulbs/Fluorescent- Out of County      |                  | 100.00           | -100.00           |                |
| <b>Total Lightbulbs/Fluorescent</b>        | <b>202.00</b>    | <b>400.00</b>    | <b>-198.00</b>    | <b>50.50 %</b> |
| Loose Items/Miscellaneous/HANDLING FEE     | 298.00           | 6,800.00         | -6,502.00         | 4.38 %         |

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Budget vs. Actuals: Budget FY24 - FY24 P&L Classes: GENERAL OPERATIONS

January - August, 2024

|                                    | TOTAL            |                  |                   |                 |
|------------------------------------|------------------|------------------|-------------------|-----------------|
|                                    | ACTUAL           | BUDGET           | OVER BUDGET       | % OF BUDGET     |
| Miscellaneous Items                |                  |                  |                   |                 |
| Miscellaneous- In-County           | 2,518.00         |                  | 2,518.00          |                 |
| <b>Total Miscellaneous Items</b>   | <b>2,518.00</b>  |                  | <b>2,518.00</b>   |                 |
| Televisions                        |                  |                  |                   |                 |
| Televisions- In-County             | 2,368.00         | 3,100.00         | -732.00           | 76.39 %         |
| Televisions- Out of County         | 65.00            | 400.00           | -335.00           | 16.25 %         |
| <b>Total Televisions</b>           | <b>2,433.00</b>  | <b>3,500.00</b>  | <b>-1,067.00</b>  | <b>69.51 %</b>  |
| Tires                              |                  |                  |                   |                 |
| Tires- In-County                   | 551.00           | 3,000.00         | -2,449.00         | 18.37 %         |
| Tires- Out of County               |                  | 200.00           | -200.00           |                 |
| <b>Total Tires</b>                 | <b>551.00</b>    | <b>3,200.00</b>  | <b>-2,649.00</b>  | <b>17.22 %</b>  |
| <b>Total Disposal of Items</b>     | <b>34,765.00</b> | <b>83,200.00</b> | <b>-48,435.00</b> | <b>41.78 %</b>  |
| Donations                          | 152.00           | 2,000.00         | -1,848.00         | 7.60 %          |
| Grants                             |                  |                  |                   |                 |
| Hazmat Grant                       |                  | 1,200.00         | -1,200.00         |                 |
| <b>Total Grants</b>                |                  | <b>1,200.00</b>  | <b>-1,200.00</b>  |                 |
| Interest/Dividend Income           | 267.60           |                  | 267.60            |                 |
| Miscellaneous Revenue              |                  |                  |                   |                 |
| Scrap/Disposal of Equipment        |                  | 1,000.00         | -1,000.00         |                 |
| Wage Garnishee Fee                 | 35.00            |                  | 35.00             |                 |
| <b>Total Miscellaneous Revenue</b> | <b>35.00</b>     | <b>1,000.00</b>  | <b>-965.00</b>    | <b>3.50 %</b>   |
| Permits                            |                  |                  |                   |                 |
| Business Permits                   |                  |                  |                   |                 |
| In-County Permits- Business        | 8,225.00         | 7,500.00         | 725.00            | 109.67 %        |
| Out of County Permits- Business    |                  | 1,000.00         | -1,000.00         |                 |
| <b>Total Business Permits</b>      | <b>8,225.00</b>  | <b>8,500.00</b>  | <b>-275.00</b>    | <b>96.76 %</b>  |
| Residential Permits                |                  |                  |                   |                 |
| Out of County Permits- Residential | 7,951.67         | 6,000.00         | 1,951.67          | 132.53 %        |
| <b>Total Residential Permits</b>   | <b>7,951.67</b>  | <b>6,000.00</b>  | <b>1,951.67</b>   | <b>132.53 %</b> |
| <b>Total Permits</b>               | <b>16,176.67</b> | <b>14,500.00</b> | <b>1,676.67</b>   | <b>111.56 %</b> |
| Revenue Share                      |                  |                  |                   |                 |
| Emmet County                       |                  | 500.00           | -500.00           |                 |
| <b>Total Revenue Share</b>         |                  | <b>500.00</b>    | <b>-500.00</b>    |                 |
| Rolloff Revenue                    |                  |                  |                   |                 |
| Hillman Rolloff                    |                  | 0.00             | 0.00              |                 |
| <b>Total Rolloff Revenue</b>       |                  | <b>0.00</b>      | <b>0.00</b>       |                 |
| Sale of Recyclables                |                  |                  |                   |                 |
| Cardboard                          | 29,802.50        | 30,000.00        | -197.50           | 99.34 %         |
| Paper Items                        | 7,462.85         | 15,000.00        | -7,537.15         | 49.75 %         |
| Plastics                           | 14,721.27        | 27,000.00        | -12,278.73        | 54.52 %         |
| Scrap Metal                        | 3,947.50         | 18,000.00        | -14,052.50        | 21.93 %         |

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Budget vs. Actuals: Budget FY24 - FY24 P&L Classes: GENERAL OPERATIONS

January - August, 2024

|   | TOTAL               |                     |                       |                 |
|---|---------------------|---------------------|-----------------------|-----------------|
|   | ACTUAL              | BUDGET              | OVER BUDGET           | % OF BUDGET     |
| <b>Total Sale of Recyclables</b>        | <b>55,934.12</b>    | <b>90,000.00</b>    | <b>-34,065.88</b>     | <b>62.15 %</b>  |
| Sponsorships                            |                     | 16,100.00           | -16,100.00            |                 |
| Surcharge Revenue                       |                     |                     |                       |                 |
| Household Surcharge                     | 386,013.21          | 380,000.00          | 6,013.21              | 101.58 %        |
| <b>Total Surcharge Revenue</b>          | <b>386,013.21</b>   | <b>380,000.00</b>   | <b>6,013.21</b>       | <b>101.58 %</b> |
| <b>Total Income</b>                     | <b>\$520,565.60</b> | <b>\$621,000.00</b> | <b>\$ -100,434.40</b> | <b>83.83 %</b>  |
| GROSS PROFIT                            | <b>\$520,565.60</b> | <b>\$621,000.00</b> | <b>\$ -100,434.40</b> | <b>83.83 %</b>  |
| Expenses                                |                     |                     |                       |                 |
| Advertising Expense                     |                     |                     |                       |                 |
| Employment Advertising                  |                     | 150.00              | -150.00               |                 |
| General Advertising                     | 0.00                | 500.00              | -500.00               | 0.00 %          |
| <b>Total Advertising Expense</b>        | <b>0.00</b>         | <b>650.00</b>       | <b>-650.00</b>        | <b>0.00 %</b>   |
| Clean Up Day Expenses                   | 0.00                |                     | 0.00                  |                 |
| Electronics Clean Up Day Expenses       | 7,380.83            | 7,500.00            | -119.17               | 98.41 %         |
| Standard Clean Up Day Expenses          | 19,195.40           | 25,000.00           | -5,804.60             | 76.78 %         |
| <b>Total Clean Up Day Expenses</b>      | <b>26,576.23</b>    | <b>32,500.00</b>    | <b>-5,923.77</b>      | <b>81.77 %</b>  |
| Depreciation Expense                    |                     | 10,000.00           | -10,000.00            |                 |
| Disposal of Items- Expense              |                     |                     |                       |                 |
| Battery Disposal                        |                     | 1,000.00            | -1,000.00             |                 |
| Cardboard Disposal                      | 70.00               |                     | 70.00                 |                 |
| Electronics Disposal                    | 1,055.67            | 4,000.00            | -2,944.33             | 26.39 %         |
| Freon Removal                           |                     | 3,000.00            | -3,000.00             |                 |
| Hazardous Material Disposal             |                     | 15,000.00           | -15,000.00            |                 |
| Plastics Disposal Expense               | 1,918.38            | 1,500.00            | 418.38                | 127.89 %        |
| Tire Disposal Expense                   |                     | 1,000.00            | -1,000.00             |                 |
| <b>Total Disposal of Items- Expense</b> | <b>3,044.05</b>     | <b>25,500.00</b>    | <b>-22,455.95</b>     | <b>11.94 %</b>  |
| Dues & Subscriptions                    |                     |                     |                       |                 |
| Dues                                    | 250.00              | 750.00              | -500.00               | 33.33 %         |
| Publications                            |                     | 250.00              | -250.00               |                 |
| <b>Total Dues &amp; Subscriptions</b>   | <b>250.00</b>       | <b>1,000.00</b>     | <b>-750.00</b>        | <b>25.00 %</b>  |
| Equipment Purchase Expense              |                     |                     |                       |                 |
| Office Equipment                        |                     | 1,000.00            | -1,000.00             |                 |
| <b>Total Equipment Purchase Expense</b> |                     | <b>1,000.00</b>     | <b>-1,000.00</b>      |                 |
| Equipment Rental/ Lease                 | 7,426.80            | 10,800.00           | -3,373.20             | 68.77 %         |
| Fees and Service Charges                | 2.95                | 100.00              | -97.05                | 2.95 %          |
| Finance costs                           |                     |                     |                       |                 |
| Interest Expense                        | 1,025.44            | 6,400.00            | -5,374.56             | 16.02 %         |
| Line of Credit Pay Down                 |                     | 75,000.00           | -75,000.00            |                 |
| <b>Total Finance costs</b>              | <b>1,025.44</b>     | <b>81,400.00</b>    | <b>-80,374.56</b>     | <b>1.26 %</b>   |
| Fuel                                    |                     |                     |                       |                 |
| Fuel for Equipment                      | 1,492.48            | 5,000.00            | -3,507.52             | 29.85 %         |

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Budget vs. Actuals: Budget FY24 - FY24 P&L Classes: GENERAL OPERATIONS

January - August, 2024

|  | TOTAL             |                   |                   |                |
|--|-------------------|-------------------|-------------------|----------------|
|  | ACTUAL            | BUDGET            | OVER BUDGET       | % OF BUDGET    |
| Fuel for Local Travel                                    | 5,044.04          | 5,000.00          | 44.04             | 100.88 %       |
| <b>Total Fuel</b>  | <b>6,536.52</b>   | <b>10,000.00</b>  | <b>-3,463.48</b>  | <b>65.37 %</b> |
| Insurance Expense  |                   |                   |                   |                |
| General Liability, Equipment, & Bldg. Contents Insurance | 4,348.50          | 8,500.00          | -4,151.50         | 51.16 %        |
| Worker's Comp  | 8,129.80          | 12,000.00         | -3,870.20         | 67.75 %        |
| <b>Total Insurance Expense</b>                           | <b>12,478.30</b>  | <b>20,500.00</b>  | <b>-8,021.70</b>  | <b>60.87 %</b> |
| Legal & Professional Fees                                |                   |                   |                   |                |
| Accounting/Audit Expense                                 | 11,600.00         | 12,000.00         | -400.00           | 96.67 %        |
| Bookkeeping Expense                                      | 9,315.00          | 25,000.00         | -15,685.00        | 37.26 %        |
| Information Technology Expense                           |                   | 1,500.00          | -1,500.00         |                |
| Technical Recycling Assistance Expense                   |                   | 10,000.00         | -10,000.00        |                |
| <b>Total Legal &amp; Professional Fees</b>               | <b>20,915.00</b>  | <b>48,500.00</b>  | <b>-27,585.00</b> | <b>43.12 %</b> |
| Licenses and Business Registrations                      |                   |                   |                   |                |
| Business Registration                                    |                   | 50.00             | -50.00            |                |
| Vehicle License/Registration                             | 15.31             | 600.00            | -584.69           | 2.55 %         |
| <b>Total Licenses and Business Registrations</b>         | <b>15.31</b>      | <b>650.00</b>     | <b>-634.69</b>    | <b>2.36 %</b>  |
| Mileage Expense- General                                 | 182.51            | 500.00            | -317.49           | 36.50 %        |
| Payroll Expenses   |                   |                   |                   |                |
| Taxes  | 14,993.78         | 36,500.00         | -21,506.22        | 41.08 %        |
| Wages  | 162,964.18        | 219,240.00        | -56,275.82        | 74.33 %        |
| <b>Total Payroll Expenses</b>                            | <b>177,957.96</b> | <b>255,740.00</b> | <b>-77,782.04</b> | <b>69.59 %</b> |
| Postage  | 77.85             | 500.00            | -422.15           | 15.57 %        |
| Repair and Maintenance                                   |                   |                   |                   |                |
| Equipment Repairs & Maintenance                          |                   |                   |                   |                |
| General Equipment Repairs & Maintenance                  | 9,874.20          | 10,000.00         | -125.80           | 98.74 %        |
| Roll Off Bins Maintenance & Repairs                      | 1,374.52          | 10,000.00         | -8,625.48         | 13.75 %        |
| Roll Off Truck Maintenance & Repairs                     | 5,924.17          | 10,000.00         | -4,075.83         | 59.24 %        |
| <b>Total Equipment Repairs &amp; Maintenance</b>         | <b>17,172.89</b>  | <b>30,000.00</b>  | <b>-12,827.11</b> | <b>57.24 %</b> |
| Facility Repairs & Maintenance                           |                   |                   |                   |                |
| Building Maintenance                                     | 330.39            | 2,500.00          | -2,169.61         | 13.22 %        |
| Grounds Maintenance                                      | 875.00            | 5,000.00          | -4,125.00         | 17.50 %        |
| <b>Total Facility Repairs &amp; Maintenance</b>          | <b>1,205.39</b>   | <b>7,500.00</b>   | <b>-6,294.61</b>  | <b>16.07 %</b> |
| <b>Total Repair and Maintenance</b>                      | <b>18,378.28</b>  | <b>37,500.00</b>  | <b>-19,121.72</b> | <b>49.01 %</b> |
| Software/Hardware  |                   |                   |                   |                |
| Merchant Services  |                   |                   |                   |                |
| Card/ ACH Processing Fees                                | 611.70            | 2,000.00          | -1,388.30         | 30.59 %        |
| Lease of Merchant Services Processing Device             | 975.20            | 1,300.00          | -324.80           | 75.02 %        |
| Merchant Software/ Platform Fees                         | 805.38            | 1,000.00          | -194.62           | 80.54 %        |
| <b>Total Merchant Services</b>                           | <b>2,392.28</b>   | <b>4,300.00</b>   | <b>-1,907.72</b>  | <b>55.63 %</b> |
| QuickBooks Online Subscription                           | 1,072.20          | 2,000.00          | -927.80           | 53.61 %        |
| <b>Total Software/Hardware</b>                           | <b>3,464.48</b>   | <b>6,300.00</b>   | <b>-2,835.52</b>  | <b>54.99 %</b> |

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## Budget vs. Actuals: Budget FY24 - FY24 P&L Classes: GENERAL OPERATIONS

January - August, 2024

|                                     | TOTAL               |                     |                       |                       |
|-------------------------------------|---------------------|---------------------|-----------------------|-----------------------|
|                                     | ACTUAL              | BUDGET              | OVER BUDGET           | % OF BUDGET           |
| Supplies                            |                     |                     |                       |                       |
| General Supplies                    | 6,798.83            | 10,000.00           | -3,201.17             | 67.99 %               |
| Office Supplies                     | 765.35              | 1,000.00            | -234.65               | 76.54 %               |
| Printing                            |                     | 100.00              | -100.00               |                       |
| <b>Total Office Supplies</b>        | <b>765.35</b>       | <b>1,100.00</b>     | <b>-334.65</b>        | <b>69.58 %</b>        |
| <b>Total Supplies</b>               | <b>7,564.18</b>     | <b>11,100.00</b>    | <b>-3,535.82</b>      | <b>68.15 %</b>        |
| Transportation Charges              |                     |                     |                       |                       |
| Transport Recycle Bins              | 17,665.00           | 25,000.00           | -7,335.00             | 70.66 %               |
| <b>Total Transportation Charges</b> | <b>17,665.00</b>    | <b>25,000.00</b>    | <b>-7,335.00</b>      | <b>70.66 %</b>        |
| Travel                              |                     |                     |                       |                       |
| Conferences and Training            |                     | 1,000.00            | -1,000.00             |                       |
| <b>Total Travel</b>                 |                     | <b>1,000.00</b>     | <b>-1,000.00</b>      |                       |
| Utilities                           |                     |                     |                       |                       |
| Electricity                         | 3,245.93            | 5,000.00            | -1,754.07             | 64.92 %               |
| Internet                            | 524.72              | 1,000.00            | -475.28               | 52.47 %               |
| Telephone Expense                   | 751.26              | 2,000.00            | -1,248.74             | 37.56 %               |
| Waste Removal                       | 20,963.75           | 32,000.00           | -11,036.25            | 65.51 %               |
| Water                               | 159.00              | 750.00              | -591.00               | 21.20 %               |
| <b>Total Utilities</b>              | <b>25,644.66</b>    | <b>40,750.00</b>    | <b>-15,105.34</b>     | <b>62.93 %</b>        |
| <b>Total Expenses</b>               | <b>\$329,205.52</b> | <b>\$620,990.00</b> | <b>\$ -291,784.48</b> | <b>53.01 %</b>        |
| <b>NET OPERATING INCOME</b>         | <b>\$191,360.08</b> | <b>\$10.00</b>      | <b>\$191,350.08</b>   | <b>1,913,600.80 %</b> |
| <b>NET INCOME</b>                   | <b>\$191,360.08</b> | <b>\$10.00</b>      | <b>\$191,350.08</b>   | <b>1,913,600.80 %</b> |