

Confidential Pricing Information

Balcones

3/15/2011

BRI Price Offer - February 14, 2011 Offer for Long Term Recyclables Processing						
COA Volume %	100%	75%	60%	50%	40%	2000 lb/mo
Tons based on % Split	52,473	39,355	31,484	26,236	20,989	24,000
Revenue Share as a percent of Market Sales (Indexed)*	75% + (\$7 + 50%)	75% + (\$7 + 50%)	75% + (\$7 + 50%)	75% + (\$7 + 50%)	75% + (\$7 + 50%)	75% + (\$7 + 50%)
Tipping/Processing Fee per ton **	\$79/\$75	\$79/\$75	\$79/\$75	\$79/\$75	\$79	\$79
Living Wage Surcharge (in addition to Processing Fee)	\$1.55	\$1.55	\$1.55	\$1.55	\$1.55	\$1.55
Facility Fee Surcharge***	\$5/\$1	\$5/\$1	\$5/\$1	\$5/\$1	\$5/\$1	\$5/\$1

* 75% of market index plus fiber premium (plus \$7/ton plus 50% over \$100/ton of blended rate)

** under 2000 tons/mo = \$79 / ton and over 2000 tons/mo = \$75 / ton

***Facility Fee charged to all municipal Single-stream material through Facility - assumes 0 tons of non-City of Austin in first 3 years

3/15/2011

BRI Price Offer - based on 5-month actuals - annualized to yield estimated annual amounts						
CoA Volume %	100%	75%	60%	50%	40%	2000 lb/mo
Revenue Share Market*	\$5,298,714.88	\$3,974,036.16	\$3,179,228.93	\$2,649,357.44	\$2,119,485.95	\$2,423,312.14
Facility Fee Revenues (\$5 city tons + \$1 other muni tons)	\$262,364.88	\$196,773.66	\$157,418.93	\$131,182.44	\$104,945.95	\$120,000.00
Total Revenues	\$5,561,079.76	\$4,170,809.82	\$3,336,647.85	\$2,780,539.88	\$2,224,431.90	\$2,543,312.14
Base Tipping/Processing Fee**	(\$4,031,473.20)	(\$3,047,604.90)	(\$2,457,283.92)	(\$2,063,303.59)	(\$1,658,146.04)	(\$1,896,000.00)
Facility Fee Surcharge (\$5 city tons + \$1 other muni tons)	(\$262,364.88)	(\$196,773.66)	(\$157,418.93)	(\$131,182.44)	(\$104,945.95)	(\$120,000.00)
Living Wage Surcharge (calculated per ton)	(\$81,333.11)	(\$60,999.83)	(\$48,799.87)	(\$40,666.56)	(\$32,533.25)	(\$37,200.00)
Total Fees	(\$4,375,171.19)	(\$3,305,378.39)	(\$2,663,502.72)	(\$2,235,152.59)	(\$1,795,625.24)	(\$2,053,200.00)
Annual Net Revenues to City	\$1,185,908.56	\$865,431.42	\$673,145.14	\$545,387.29	\$428,806.66	\$490,112.14

Balcones Location: 9207 Johnny Morris Road.

Recyclable Class	Published Index	Option A
		indexed plus Premium
ONP#8 OBM Jan 8 Hstn	First Monthly Published Values	up to BRI sales price, then BRI sales price
		indexed plus Premium
OCC OBM Jan 8 Hstn	First Monthly Published Values	up to BRI sales price, then BRI sales price
		indexed plus Premium
MXP OBM Jan 8 Hstn	First Monthly Published Values	up to BRI sales price, then BRI sales price
Waste & Recycling	First Monthly	
PETE - Hstn	Published Values	indexed
Waste & Recycling	First Monthly	
NDPE Natural - Hstn	Published Values	indexed
Waste & Recycling	First Monthly	
NDPE Color - Hstn	Published Values	indexed
Waste & Recycling	First Monthly	
Plastics 3-7 - National	Published Values	indexed
	15th of the Month	
UBC AMM Jan 13 Hstn	Published Values	indexed
	15th of the Month	
Tin Cans AMM Jan 13 Hstn	Published Values	indexed
Glass BRI Sales Price		
	15th of the Month	
Scrap Metals AMM Jan 13 Hstn	Published Values	indexed