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QUARTERLY REPORT April 2017

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Board of Trustees
SOCRRA

Subject: Quarterly Report - April 2017

Board Members:

Attached is a copy of SOCRRA's Quarterly Report covering the first nine months operation of the 2016/17 fiscal year. The report contains a financial statement of SOCRRA's operation and an outline of projects in progress or completed during the quarter. The report also contains statistical information and other information of general interest to the members of the Board of Trustees, and the members of the governing body of each of the member municipalities of this Authority.

FINANCIAL STATEMENT

The total net income for the first 9 months of 2016/17 was \$2,116,683 before depreciation. This is an increase from the net income of \$711,983 that was recorded for the first 9 months of 2015/16. The net income for the first 9 months was \$1,336,060 more than budgeted.

	<u>Actual</u>	<u>Compared to Budget</u>
Revenue	\$17,188,159	+\$ 2,279,469
Expenses	\$15,071,476	+\$ 943,409
Net Income	+\$2,116,683	+\$ 1,336,060

Revenue was higher than planned due to increased non-member refuse from Advanced Disposal, Car Trucking, Dinverno, GFL (the successor organization of Rizzo Services) and Tringali Sanitation and our other cash customers (+\$1,010,000), the member surcharge for the conversion to single stream recycling which was not included in our budget (+\$987,000), regular revenue from the member communities (+\$187,000), non-member yard waste revenue (+\$52,000), compost sales (+\$63,000), interest income (+\$18,000) and rental income (+\$7,000). These increases were partially offset by lower than planned prices for our recycled materials (-\$38,000) and by lower than planned miscellaneous revenue (-\$6,000).

Expenses were greater than budget primarily due to higher than planned costs for contractor expenses (+\$715,000), non-labor Administrative and General Expenses (+\$220,000), labor (+\$106,000), and supplies (+\$15,000) which were partially offset by lower than planned costs for maintenance (-\$101,000) and utilities (-\$12,000). The non-labor Administrative and General Expenses are primarily due the costs of borrowing money for the conversion of the MRF to single stream operation, see discussion below. The accounting of these costs is being reviewed by our auditors.

Total revenue for the first nine months of 2016/17 increased by \$2,251,000 compared to the first nine months of 2015/16. This increase was due to increased revenue from the member communities surcharge (+\$987,000), routine member services (+\$609,000), non-member refuse revenue (+\$405,000), increased revenue from the sale of recyclables (+\$178,000), increased

compost sales (+\$24,000), increased rental revenue (+\$20,000) and increased interest (+\$18,000).

Operating expenses for the first nine months of 2016/17 were \$850,000 higher compared to the first nine months of 2015/16. The increase in expenses was primarily due to higher contractor costs and higher administrative and general costs associated with the cost of borrowing money for the conversion of the MRF to single stream operation.

Additional financial detail is attached.

MATERIAL HANDLED

SOCRRA processed 166,122 tons of refuse, yard waste and recyclables during the first nine months of the current fiscal year. This represents an increase of 7.4% or 11,472 total tons compared to the same period last year. Member refuse increased by 2.5% and member recycling increased by 2.4% from the previous year. Non-member refuse increased by 44% compared to last year due to our continuing efforts to attract more tonnage to the Troy Transfer Station.

Our recent history of tonnage handled for the first nine months of the fiscal year is displayed in the table below:

	2012/13	2013/14	2014/15	2015/16	2016/17
Member Refuse	75,237	76,066	100,063	80,215	82,249
Non-Member Refuse	20,837	22,271	26,421	26,889	38,597
Member Recycling	13,279	13,449	13,137	14,479	14,825
Non-Member Recycling	372	377	352	335	393
Yard Waste	29,930	33,000	32,152	32,732	30,058
TOTAL	139,654	145,163	172,125	154,650	166,122

CAPITAL EXPENDITURES

Capital expenditures for the first six months of the fiscal year totaled \$3,391,811 and were almost entirely the initial costs associated with the conversion of the MRF to single stream operation (\$3,380,000). In addition, we spent \$7,000 to replace ventilation louvers at the Troy Transfer Station and \$5,000 to paint and carpet one of our rental homes adjacent to the Compost Site.

MAJOR PROJECTS

MIXED RECYCLING PROJECT

During this quarter we made substantial progress on converting SOCRRA's curbside recycling program to mixed recycling operation.

Machinex, the MRF construction contractor, has been working on the design of the new MRF, the construction schedule and obtaining the required permits from Troy. The design of the processing equipment has been completed and manufacture of the equipment has begun. We have obtained preliminary site approval from Troy. The building revision will require us to modify the storm water control system for the site. Final civil engineering drawings were submitted to Troy in early April and we hope to obtain approve in late April. This will allow construction to begin in early May.

The construction will require the shutdown of our recycling operations for about 6 months. The MRF shutdown began on April 12. We have arranged for our recycling to be processed at Royal Oak Recycling while the MRF is shutdown. This change should be transparent to our residents. We are continuing to operate all other services at our Troy location including recycling drop-off, electronics recycling, Household Hazardous Waste drop-off and paper shredding. We will be moving our yard waste drop off and the drop off of hand unloaded construction and demolition debris to our Madison Heights Transfer Station for the duration of the MRF construction activity.

SOCRRA staff is in the process of cleaning out the MRF so that construction can begin in early May.

We have also begun working on a detailed project plan for the purchase and delivery of 110,000 recycling carts to all households in the SOCRRA communities. Part of this project plan will be an extensive communication plan to our residents. The first communication to our residents is attached to this report. We will be using the SOCRRA website and the websites of the member communities to keep our residents informed about the cart deliveries. The carts will be delivered between July 15 and September 15. We will be using locations in Ferndale, Royal Oak and Troy for storage of the carts and for staging cart deliveries. The cart design has been completed and the carts have been ordered.

We have also completed research into determining the best method of communicating the recycling message to the residents of the SOCRRA communities. The conclusion of this research was that we should emphasize the ease of use of the new recycling carts and that the carts make recycling as easy as taking out the trash. We will be preparing communications documents using these themes.

RECYCLED COMMODITY PRICES

The prices that we receive for our recycled paper and metal products have recovered somewhat from the low levels that we have experienced over the last 2 years. Plastic prices remain stable at a low level. Revenue from the sale of recyclables increased by \$178,000 (25%) from last year but was \$38,000 (4.2%) below budget. Prices have been consistently below the level used to prepare our budget.

PROCESSING MATERIALS FROM OTHER COMMUNITIES

Car Trucking, GFL, Tringali Sanitation, Advanced Disposal and Dinverno are continuing to bring us a significant amount of refuse from outside of the SOCRRA communities. This incremental revenue helps us to offset the fixed costs of running the Troy Transfer Station.

COLLECTION AND DISPOSAL CONTRACTS

The Board approved the extension of SOCRRA's current disposal contract with Advanced Disposal through June 30, 2027. All of SOCRRA's collection and disposal contracts are now in place through June 30, 2027.

PENSION FUNDING

The SOCRRA Board approved some additional funding for the MERS pension plan that provides pension benefits for the retired and active salaried employees that provided services to both SOCRRA and SOCWA. This pension plan was significantly underfunded and we had a plan to increase the funding level to about 100% over a five year period. This was the fifth year of incremental funding in that five year plan. Due to the recent changes that MERS made to their actuarial assumptions, all of which served to decrease the level of plan funding, this contribution will not be enough to reach the 100% funding level. Future incremental pension contributions will be required to achieve 100% funding.

SALARIED STAFF CHANGES

Karen Bever, SOCRRA's Executive Assistant/Recycling Coordinator and the Board Secretary for both SOCWA and SOCRRA for many years, retired as of January 1, 2017. We wish Karen well in her retirement. We have hired Anne Farris, who had been a part time employee, as a full time Office Administrator. Karen's duties have been divided between Anne and other members of the Administrative staff.

CONSTRUCTION PROJECTS

The Board approved several construction projects this quarter including the replacement of one of the two compactors at the Troy Transfer Station, relocation of the MRF compactor to Madison Heights for handling the construction and demolition debris generated by our customers and the replacement of a loader at the Compost Site. All of these projects were included in our capital program for 2017/18 and should be completed by the end of the fiscal year.

ANNUAL AUDIT

The audit report for the 2016/17 fiscal year was completed by our auditors, Plante & Moran. This was the first audit performed by Plante & Moran under our new five year agreement. The audit found the Authority to be in complete conformity with generally accepted accounting practices. The auditors concluded that the Authority's level of working capital decreased slightly over the previous year to a level of 4.6% annual expenditures, which is below the goal level of 7.5%. The net position of SOCRRA decreased by \$90,000 during 2015/16.

Respectfully submitted,

Jeffrey A. McKeen, P.E.
General Manager



Mixed Recycling Launch

It's just as easy as taking out the trash!

What are the changes coming in 2017?

There are two major recycling improvements underway at SOCRRA:

- SOCRRA will be providing 65-gallon carts for recycling collection to all single-family households in SOCRRA member communities.
- SOCRRA will be converting its Material Recycling Facility (MRF) to be able to process mixed recycling.

What is “Mixed Recycling”?

Currently SOCRRA collects materials in two streams – paper, and everything else (plastic, metal, glass containers), requiring recycling drivers to separate the two. Mixed recycling is when all recyclables can be mixed together in both the recycling container and recycling truck. The sorting of materials is done at the MRF, rather than by the recycling drivers.

Why switch to carts for recycling collection?

SOCRRA is making recycling as easy as taking out the trash! Proven benefits of switching to carts include more recyclables collected, increased convenience for residents to fit all their recyclables into one container, increased safety for workers, and potential cost savings. More materials diverted for recycling will increase revenue sharing for member communities thereby reducing disposal costs.

What is the timing of things happening in 2017?

The following are key dates for major activities. These dates are subject to change.

- **April 2017**
 - MRF construction begins late April
 - Recyclables processed offsite during construction
- **May 2017**
 - Begin communication outreach to residents about mixed recycling and cart delivery
- **July 2017**
 - Cart distribution begins
- **September 2017**
 - Cart distribution concludes
- **October 2017**
 - Mixed Recycling MRF Construction completed
 - Grand Opening of Mixed Recycling MRF





Mixed Recycling Launch

It's just as easy as taking out the trash!

When will my cart be delivered?

Carts will be distributed over the summer of 2017 to SOCRRA's 100,000 households.

Where will my recyclables go during construction?

Recyclables will still be collected and processed during the Mixed Recycling MRF Construction period. SOCRRA has arranged for recyclables to be processed at another facility so there will be no disruption to the collection of recyclables while the MRF is undergoing construction.

Will I still be able to use the other services at SOCRRA's Coolidge location during MRF Construction?

All other recycling operations at Troy including Recycling Drop-Off, Household Hazardous Waste disposal, and Electronics Recycling will continue during the construction shut-down period.

How will this information be communicated to residents?

A comprehensive education and outreach campaign will be conducted before, during, and after the cart distribution. Each community will be actively involved in this campaign, and we will be using existing communication tools for this purpose. Here is a list of activities identified so far:

- Regular updates on SOCRRA's website, eNewsletter and Facebook.
- Information provided for member community newsletters and social media
- Sample carts on display in throughout your city
- Information available at community events



SOCRRA
STATEMENT OF INCOME
JULY 1, 2016 THROUGH MARCH 31, 2017

<u>REVENUES</u>	<u>ESTIMATED</u>	<u>ACTUAL</u>	<u>VARIANCES</u>
MEMBER SERVICES	\$13,298,490.00	\$13,485,739.79	\$187,249.79
MEMBERS SURCHARGE	\$0.00	\$987,111.00	\$987,111.00
NON-MEMBER REFUSE	493,000.00	1,503,179.68	1,010,179.68
NON MEMBER YARD WASTE	47,000.00	99,113.51	52,113.51
	<u>\$13,838,490.00</u>	<u>\$16,075,143.98</u>	<u>\$2,236,653.98</u>

RECYCLING

NEWSPAPERS	\$395,000.00	\$343,820.13	(\$51,179.87)
BOXBOARD	\$144,000.00	\$318,142.21	\$174,142.21
CARDBOARD	\$39,000.00	\$2,304.75	(36,695.25)
PLASTIC	\$269,000.00	\$138,852.65	(130,147.35)
SCRAP METAL	\$20,000.00	\$36,576.93	16,576.93
TIN CANS	\$28,000.00	\$27,540.88	(459.12)
NON FERROUS METAL	\$8,000.00	\$3,475.08	(4,524.92)
GLASS	\$6,000.00	\$0.00	(6,000.00)
BATTERIES	\$2,800.00	\$2,778.00	(22.00)
USED ELECTRONICS	0.00	0.00	0.00
	<u>\$911,800.00</u>	<u>\$873,490.63</u>	<u>(\$38,309.37)</u>

OTHER

REVENUES-COMPOST	\$43,500.00	\$106,000.00	\$62,500.00
INTEREST ON INVESTMENTS	14,900.00	32,598.99	17,698.99
RENTAL INCOME	81,000.00	88,302.00	7,302.00
GRANTS	0.00	0.00	0.00
MISC. INCOME	19,000.00	12,623.69	(6,376.31)
	<u>\$158,400.00</u>	<u>\$239,524.68</u>	<u>\$81,124.68</u>

TOTAL REVENUES	<u>\$14,908,690.00</u>	<u>\$17,188,159.29</u>	<u>\$2,279,469.29</u>
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<u>EXPENSES</u>	<u>BUDGET APPROPRIATIONS</u>	<u>ACTUAL EXPENDITURES</u>	<u>VARIANCES</u>
MADISON HEIGHTS FACILITY	\$95,250.00	\$139,708.59	\$44,458.59
TROY TRANSFER FACILITY	1,965,050.00	2,496,371.24	531,321.24
MATERIAL RECOVERY FACILITY	961,000.00	955,351.12	(5,648.88)
HOUSEHOLD HAZARDOUS WASTE	253,000.00	276,012.30	23,012.30
COMPOST/LANDFILL FACILITY	339,650.00	285,829.18	(53,820.82)
ADMINISTRATIVE & GENERAL	1,034,000.00	1,265,023.60	231,023.60
COLLECTION FEES	7,708,283.00	7,727,498.63	19,215.63
COLLECTION & DISPOSAL FEES IN TRANSIT	1,771,834.00	1,925,681.15	153,847.15
	<u>\$14,128,067.00</u>	<u>\$15,071,475.81</u>	<u>\$943,408.81</u>
REVENUES OVER EXPENSES	\$780,623.00	\$2,116,683.48	\$1,336,060.48
NET INCOME BEFORE DEPRECIATION	<u>\$780,623.00</u>	<u>\$2,116,683.48</u>	<u>\$1,336,060.48</u>

SOCRRA
 STATEMENT OF INCOME
 JULY 1, 2016 THROUGH MARCH 31, 2017

	<u>TOTAL</u> <u>TONS</u>	<u>AMOUNT</u>
	<u>REVENUE</u>	
MEMBER SERVICES	82,248.80	\$13,485,739.79
MEMBERS SURCHARGE	0.00	\$987,111.00
NON-MEMBER REFUSE	38,597.40	1,503,179.68
	<u>YARD WASTE</u>	
MEMBERS	28,525.11	0.00
OTHERS	1,532.43	99,113.51
	<u>RECYCLABLES</u>	
MEMBERS	14,825.04	0.00
OTHERS	393.36	0.00
	166,122.14	\$16,075,143.98
	<u>RECYCLING</u>	
NEWSPAPERS		\$343,820.13
BOXBOARD		318,142.21
CARDBOARD		2,304.75
PLASTIC		138,852.65
SCRAP METAL		36,576.93
TIN CANS		27,540.88
NON FERROUS METAL		3,475.08
GLASS		0.00
BATTERIES		2,778.00
USED ELECTRONICS		0.00
		\$873,490.63
	<u>OTHER</u>	
COMPOST SALES		\$106,000.00
INTEREST ON INVESTMENTS		32,598.99
RENTAL INCOME		88,302.00
GRANTS		0.00
MISC. INCOME		12,623.69
		239,524.68
TOTAL REVENUE		\$17,188,159.29
	<u>EXPENSES</u>	
MADISON HEIGHTS FACILITY		\$139,708.59
TROY TRANSFER FACILITY		2,496,371.24
MATERIAL RECOVERY FACILITY		955,351.12
HOUSEHOLD HAZARDOUS WASTE		276,012.30
COMPOST/LANDFILL FACILITY		285,829.18
ADMINISTRATIVE & GENERAL		1,265,023.60
COLLECTION CONTRACT EXPENSES		7,727,498.63
COLLECTION & DISPOSAL FEES IN TRANSIT		1,925,681.15
		\$15,071,475.81
NET INCOME BEFORE DEPRECIATION		\$2,116,683.48
DEPRECIATION		321,598.59
NET INCOME		\$1,795,084.89

SOCRRA
STATEMENT OF REVENUES & EXPENDITURES
COMPARED WITH TOTAL BUDGET
JULY 1, 2016 THROUGH MARCH 31, 2017

<u>REVENUES</u>	TOTAL BUDGET 2016/2017	ACTUAL 9 MONTHS	<u>BALANCE</u>	
MEMBERS SERVICES	\$17,731,324.00	\$13,485,739.79	\$4,245,584.21	76%
MEMBERS SURCHARGE	\$0.00	\$987,111.00	(\$987,111.00)	
NON-MEMBER REFUSE	660,000.00	1,503,179.68	(843,179.68)	228%
<u>YARD WASTE</u>				
NON-MEMBERS	70,000.00	99,113.51	(29,113.51)	142%
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<u>RECYCLABLES</u>				
NEWSPAPERS	\$595,000.00	\$343,820.13	\$251,179.87	58%
BOXBOARD	214,000.00	318,142.21	(104,142.21)	149%
CARDBOARD	56,000.00	2,304.75	53,695.25	4%
PLASTIC	405,000.00	138,852.65	266,147.35	34%
SCRAP METAL	31,000.00	36,576.93	(5,576.93)	118%
TIN CANS	43,000.00	27,540.88	15,459.12	64%
NON FERROUS METAL	13,000.00	3,475.08	9,524.92	27%
GLASS	10,000.00	0.00	10,000.00	0%
BATTERIES	4,000.00	2,778.00	1,222.00	69%
USED ELECTRONICS	0.00	0.00	0.00	0%
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	\$1,371,000.00	\$873,490.63	\$497,509.37	64%
<u>OTHER</u>				
COMPOST SALES	\$90,000.00	\$106,000.00	(\$16,000.00)	118%
INTEREST ON INVESTMENTS	20,000.00	32,598.99	(12,598.99)	163%
RENTAL OF HOMES	108,000.00	88,302.00	19,698.00	82%
GRANTS	0.00	0.00	0.00	0%
MISC. INCOME	25,000.00	12,623.69	12,376.31	50%
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	\$243,000.00	\$239,524.68	\$3,475.32	99%
TOTAL REVENUES	<hr/> <hr/> \$20,075,324.00	<hr/> <hr/> \$17,188,159.29	<hr/> <hr/> \$2,887,164.71	86%

SOCRRA
STATEMENT OF REVENUES & EXPENDITURES
COMPARED WITH TOTAL BUDGET
JULY 1, 2016 THROUGH MARCH 31, 2017

<u>EXPENSES</u>	<u>TOTAL BUDGET 2016/2017</u>	<u>ACTUAL 9 MONTHS</u>	<u>BALANCE</u>	
MADISON HEIGHTS FACILITY	\$107,200.00	\$139,708.59	(\$32,508.59)	130%
TROY TRANSFER FACILITY	3,170,327.00	2,496,371.24	673,955.76	79%
MATERIAL RECOVERY FACILITY	1,293,400.00	955,351.12	338,048.88	74%
HOUSEHOLD HAZARDOUS WASTE	340,100.00	276,012.30	64,087.70	81%
COMPOST/LANDFILL FACILITY	461,800.00	285,829.18	175,970.82	62%
ADMINISTRATIVE & GENERAL	1,326,000.00	1,265,023.60	60,976.40	95%
COLLECTION & DISPOSAL FEES	12,183,640.00	7,727,498.63	4,456,141.37	63%
COLLECTION & DISPOSAL FEES IN TRANSIT	0.00	1,925,681.15	(1,925,681.15)	0%
	<u>\$18,882,467.00</u>	<u>\$15,071,475.81</u>	<u>\$3,810,991.19</u>	
TOTAL EXPENDITURES	<u>\$18,882,467.00</u>	<u>\$15,071,475.81</u>	<u>\$3,810,991.19</u>	80%
NET INCOME	<u>\$1,192,857.00</u>	<u>\$2,116,683.48</u>	<u>(\$923,826.48)</u>	177%

S O C R R A
 COMPARATIVE STATEMENT
 JULY 1, 2016 THROUGH MARCH 31, 2017

	<u>2016/2017</u>	<u>2015/2016</u>	<u>VARIANCES</u>
<u>REVENUES</u>			
MEMBER SERVICES	\$13,485,739.79	\$12,876,270.44	\$609,469.35
MEMBERS SURCHARGE	\$987,111.00	\$0.00	\$987,111.00
NON MEMBER REFUSE	1,503,179.68	1,098,456.39	404,723.29
<u>YARD WASTE</u>			
MEMBERS	0.00	0.00	0.00
OTHERS	99,113.51	89,560.98	9,552.53
	<u>\$16,075,143.98</u>	<u>\$14,064,287.81</u>	<u>\$2,010,856.17</u>
<u>RECYCLABLES</u>			
NEWSPAPERS	\$343,820.13	\$303,356.31	\$40,463.82
BOXBOARD	318,142.21	132,382.94	185,759.27
CARDBOARD	2,304.75	32,173.98	(29,869.23)
PLASTIC	138,852.65	169,959.37	(31,106.72)
SCRAP METAL	36,576.93	19,156.36	17,420.57
TIN CANS	27,540.88	17,506.65	10,034.23
NON FERROUS METAL	3,475.08	6,422.41	(2,947.33)
GLASS	0.00	1,288.99	(1,288.99)
BATTERIES	2,778.00	2,282.90	495.10
USED ELECTRONICS	0.00	11,256.59	(11,256.59)
	<u>\$873,490.63</u>	<u>\$695,786.50</u>	<u>\$177,704.13</u>
<u>OTHER</u>			
COMPOST SALES	\$106,000.00	\$81,883.00	\$24,117.00
INTEREST ON INVESTMENTS	32,598.99	14,297.43	18,301.56
RENTAL OF HOMES	88,302.00	67,990.00	20,312.00
GRANTS	0.00	0.00	0.00
MISC. INCOME	12,623.69	12,806.71	(183.02)
	<u>\$239,524.68</u>	<u>\$176,977.14</u>	<u>\$62,547.54</u>
TOTAL REVENUES	\$17,188,159.29	\$14,937,051.45	\$2,251,107.84
OPERATING EXPENSES	\$15,071,475.81	\$14,221,928.65	\$849,547.16
EXCESS	<u>\$2,116,683.48</u>	<u>\$715,122.80</u>	<u>\$1,401,560.68</u>

SOCRRA
TOTAL SERVICE CHARGES
JULY 1, 2016 THROUGH MARCH 31, 2017

<u>MUNICIPALITY</u>	<u>TOTAL TONS</u>	<u>SERVICE CHARGES</u>
BERKLEY	6,926	\$759,812.76
BEVERLY HILLS	4,435	\$521,505.00
BIRMINGHAM	12,274	\$1,170,290.19
CLAWSON	5,865	\$657,026.43
FERNDALE	11,182	\$1,418,955.26
HAZEL PARK	6,751	\$886,799.63
HUNTINGTON WOODS	3,684	\$264,467.75
LATHRUP VILLAGE	2,340	\$233,273.39
OAK PARK	11,102	\$1,344,117.72
PLEASANT RIDGE	1,788	\$148,211.02
ROYAL OAK	28,271	\$3,589,819.63
TROY	30,982	\$3,478,571.99
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SUB-TOTAL	125,599	\$14,472,850.77
	<hr/>	<hr/>
OTHER CUSTOMERS	40,199	\$1,602,293.19
DROP OFF CENTERS	324	
	<hr/>	<hr/>
TOTAL	166,122	\$16,075,143.96

SOCRRA
IMPROVEMENT FUND
JULY 1, 2016 THROUGH MARCH 31, 2017

FIXED ASSETS

EXPENDITURES

TS remove/install louvers	6,765.00
MRF Conversion Project	3,379,846.20
Rental Home Property	5,200.00
	<hr/>
	<u>\$3,391,811.20</u>