

A RESOLUTION APPROVING THE RATES FOR THE COLLECTION AND DISPOSAL OF MEDICAL WASTE WITHIN THE ALBANY CITY LIMITS.

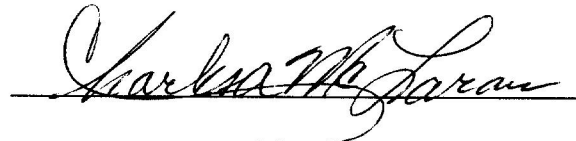
WHEREAS, rates for the collection and disposal of medical waste shall be set by resolution as specified in Albany Municipal Code Chapter 3.28, and

WHEREAS, the City of Albany has a franchise agreement with ALWIN formerly known as Albany/Lebanon Sanitation Company to collect and dispose of solid waste; and

WHEREAS, ALWIN has a contract with Bio-Med of Oregon;

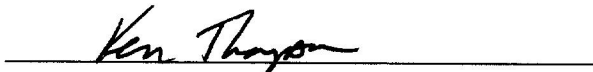
NOW, THEREFORE, BE IT RESOLVED that the Albany City Council has approved the following rates with Bio-Med of Oregon (see attached document titled "Exhibit A") for the purpose of collection and disposal of medical waste.

DATED THIS 6TH DAY OF DECEMBER 2000.



Mayor

ATTEST:



City Recorder

Exhibit "A"

Bio-Med of Oregon, Inc. Income Statement

	Cal. Year		Projected		Proposed	
	1999	%	2000	%	2001	%
REVENUE	\$796,899	100.00%	\$1,150,321	100.00%	\$1,396,572	100.00%
DIRECT COSTS						
Payroll	\$121,660	15.27%	\$120,224	10.45%	\$169,820	12.16%
Operating Costs	\$41,123	5.16%	\$57,651	5.01%	\$85,439	6.12%
Disposal	\$422,149	52.97%	\$757,941	65.89%	\$820,560	58.76%
Franchise fees	\$42,107	5.28%	\$69,280	6.02%	\$94,676	6.78%
Equipment & associated	\$31,881	4.00%	\$20,241	1.76%	\$30,455	2.18%
Total Direct Costs	\$658,920	82.69%	\$1,025,337	89.13%	\$1,200,950	85.99%
GEN. & ADMIN. EXPENSES						
Labor & associated	\$28,188	3.54%	\$23,318	2.03%	\$25,835	1.85%
Adver; Contrib; Dues & Subscrip.	\$2,545	0.32%	\$2,938	0.26%	\$3,203	0.23%
Facility & equipment	\$37,856	4.75%	\$45,920	3.99%	\$67,138	4.81%
Supplies & Misc.	\$4,639	0.58%	\$10,627	0.92%	\$11,098	0.79%
Educ-Training & associated	\$1,288	0.16%	\$1,327	0.12%	\$1,367	0.10%
Total G&A Expenses	\$74,516	9.35%	\$84,130	7.31%	\$108,641	7.78%
PROFIT FROM OPS	\$63,463	7.96%	\$40,854	3.55%	\$86,981	6.23%
OTHER INCOME & (EXP)						
Total Other Income & Exp.	-\$40,500	-5.08%	\$0		\$0	
PRE-TAX PROFIT	\$22,963	2.88%	\$40,854	3.55%	\$86,981	6.23%

2001 Revenue calculation:

1200 units/week @ \$16.65/unit avg costs

300 units/week @ \$20.10/unit avg costs

Revenue includes \$44,000 in supplies/rental sales

Earlier projection based on June/July numbers - this calculation based upon August/Sept customer counts

Proposed Rates for 9 Gallon Tubs

# of units	Current Rates	Total Cost	Proposed Per U Rate	Proposed Revenue	Proposed Increase%
1	\$ 45.21	\$ 45.21	\$ 55.20	\$ 55.20	22.10%
2	\$ 29.86	\$ 59.72	\$ 36.70	\$ 73.40	22.91%
3	\$ 24.74	\$ 74.22	\$ 30.40	\$ 91.20	22.88%
4	\$ 21.63	\$ 86.52	\$ 26.40	\$ 105.60	22.05%
5	\$ 19.77	\$ 98.85	\$ 24.10	\$ 120.50	21.90%
6	\$ 18.16	\$ 108.96	\$ 22.15	\$ 132.90	21.97%
7	\$ 17.01	\$ 119.07	\$ 20.60	\$ 144.22	21.13%
8	\$ 15.87	\$ 126.96	\$ 19.20	\$ 153.60	20.98%
9	\$ 14.99	\$ 134.91	\$ 18.15	\$ 163.35	21.08%
10	\$ 14.28	\$ 142.80	\$ 18.70	\$ 187.00	30.95%
11	\$ 13.70	\$ 150.70	\$ 17.95	\$ 197.40	30.99%
12	\$ 13.22	\$ 158.64	\$ 17.30	\$ 207.60	30.86%
13	\$ 12.81	\$ 166.53	\$ 16.70	\$ 217.10	30.37%
14	\$ 12.46	\$ 174.44	\$ 16.20	\$ 226.79	30.01%
15	\$ 12.16	\$ 182.40	\$ 15.80	\$ 237.00	29.93%
16	\$ 11.89	\$ 190.24	\$ 15.40	\$ 246.40	29.52%
17	\$ 11.89	\$ 202.13	\$ 15.40	\$ 261.80	29.52%
18	\$ 11.89	\$ 214.02	\$ 15.40	\$ 277.20	29.52%
19	\$ 11.89	\$ 225.91	\$ 15.40	\$ 292.60	29.52%
20	\$ 11.89	\$ 237.80	\$ 15.40	\$ 308.00	29.52%
60	\$ 11.89	\$ 713.40	\$ 15.00	\$ 900.00	26.16%
75	\$ 11.89	\$ 891.75	\$ 15.00	\$ 1,125.00	26.16%
90	\$ 11.89	\$ 1,070.10	\$ 15.00	\$ 1,350.00	26.16%

Proposed Rates for 20 or 21 Gallon Tub

# of units	Current Rates	Total Cost	Proposed Per U Rate	Proposed Revenue	Proposed Increase%
1	\$ 46.40	\$ 46.40	\$ 56.95	\$ 64.00	22.74%
2	\$ 31.05	\$ 62.10	\$ 38.20	\$ 76.40	23.03%
3	\$ 25.93	\$ 77.79	\$ 31.85	\$ 95.55	22.83%
4	\$ 22.82	\$ 91.28	\$ 27.85	\$ 111.40	22.04%
5	\$ 20.96	\$ 104.80	\$ 25.60	\$ 128.00	22.14%
6	\$ 19.35	\$ 116.10	\$ 23.65	\$ 141.90	22.22%
7	\$ 18.20	\$ 127.40	\$ 22.10	\$ 154.70	21.43%
8	\$ 17.06	\$ 136.48	\$ 20.70	\$ 165.60	21.34%
9	\$ 16.17	\$ 145.53	\$ 19.60	\$ 176.40	21.21%
10	\$ 15.47	\$ 154.70	\$ 20.30	\$ 203.00	31.22%
11	\$ 14.89	\$ 163.79	\$ 19.55	\$ 215.00	31.27%
12	\$ 14.41	\$ 172.92	\$ 18.90	\$ 226.80	31.16%
13	\$ 14.00	\$ 182.00	\$ 18.25	\$ 237.25	30.36%
14	\$ 13.65	\$ 191.10	\$ 17.75	\$ 248.51	30.04%
15	\$ 13.34	\$ 200.10	\$ 17.35	\$ 260.25	30.06%
16	\$ 13.08	\$ 209.28	\$ 16.90	\$ 270.40	29.20%
17	\$ 13.08	\$ 222.36	\$ 16.90	\$ 287.30	29.20%
18	\$ 13.08	\$ 235.44	\$ 16.90	\$ 304.20	29.20%
19	\$ 13.08	\$ 248.52	\$ 16.90	\$ 321.10	29.20%
20	\$ 13.08	\$ 261.60	\$ 16.90	\$ 338.00	29.20%
60	\$ 13.08	\$ 784.80	\$ 16.25	\$ 974.85	24.22%
75	\$ 13.08	\$ 981.00	\$ 16.25	\$ 1,218.75	24.24%
90	\$ 13.08	\$ 1,177.20	\$ 16.25	\$ 1,462.50	24.24%

Proposed Rates for 35 or 48 Gallon Tub

# of units	Current Rates	Total Cost	Proposed Per U Rate	Proposed Revenue	Proposed Increase%
1	\$ 47.75	\$ 47.75	\$ 58.75	\$ 66.00	23.04%
2	\$ 32.40	\$ 64.80	\$ 39.85	\$ 79.70	22.99%
3	\$ 27.28	\$ 81.84	\$ 33.55	\$ 100.66	22.99%
4	\$ 24.18	\$ 96.72	\$ 29.50	\$ 118.01	22.02%
5	\$ 22.31	\$ 111.55	\$ 27.25	\$ 136.25	22.14%
6	\$ 20.70	\$ 124.20	\$ 25.30	\$ 151.80	22.22%
7	\$ 19.55	\$ 136.85	\$ 23.70	\$ 165.90	21.23%
8	\$ 18.41	\$ 147.28	\$ 22.30	\$ 178.40	21.13%
9	\$ 17.53	\$ 157.77	\$ 21.25	\$ 191.25	21.22%
10	\$ 16.82	\$ 168.20	\$ 22.10	\$ 221.00	31.39%
11	\$ 16.24	\$ 178.64	\$ 21.30	\$ 234.30	31.16%
12	\$ 15.76	\$ 189.12	\$ 20.65	\$ 247.80	31.03%
13	\$ 15.35	\$ 199.55	\$ 20.00	\$ 260.00	30.29%
14	\$ 15.00	\$ 210.00	\$ 19.50	\$ 272.96	29.98%
15	\$ 14.70	\$ 220.50	\$ 19.10	\$ 286.50	29.93%
16	\$ 14.43	\$ 230.88	\$ 18.60	\$ 297.60	28.90%
17	\$ 14.43	\$ 245.31	\$ 18.60	\$ 316.20	28.90%
18	\$ 14.43	\$ 259.74	\$ 18.60	\$ 334.80	28.90%
19	\$ 14.43	\$ 274.17	\$ 18.60	\$ 353.40	28.90%
20	\$ 14.43	\$ 288.60	\$ 18.60	\$ 372.00	28.90%
60	\$ 14.12	\$ 847.20	\$ 17.10	\$ 1,026.00	21.10%
75	\$ 13.87	\$ 1,040.25	\$ 16.85	\$ 1,263.75	21.49%
90	\$ 13.62	\$ 1,225.80	\$ 16.55	\$ 1,489.50	21.51%