

Green Cart Subscription Program Financials

The City has operated the seasonal organics collection program since 1999. There have been gradual increases in the subscription rate. In 2020, there were 11,182 subscribers (approximately 15% of single-family households). At the November 27, 2019, budget deliberation, City Council directed that the 2020 and 2021 Green Cart Program subscription fees increase to \$65 (from \$55), until April 30 of each year, and that any renewals or new subscriptions paid after April 30 would cost \$85 (from \$75). See Table 1 below on the five-year financials of the Green Cart seasonal subscription program.

The only year where the green cart subscription revenues were sufficient to cover cost was in 2020. This was due primarily to the increment in the subscription rate from \$55/\$75 in previous years to our current rate of \$65/\$85, or 13%. This, combined with increased subscriptions between 2019 (9,718) and 2020 (11,182), significantly increased revenues. Savings in expenditures were achieved due to a lower fuel cost in 2020, and salary costs were reduced as efficiencies were implemented to modify the need for a second person in the truck as a navigator.

Table 1. Five Year Financials of the seasonal subscription Green Cart Program

	2016	2017	2018	2019	2020
Revenues from Subscriptions	(346,365)	(409,293)	(479,230)	(549,068)	(739,823)
Labour and Salary Costs	174,522	265,743	269,376	270,892	141,320
V&E + Fuel	138,467	172,547	223,571	320,750	261,497
Overhead	50,606	68,192	12,303	17,884	21,587
Fixed Asset Purchases (Bin Purchase)		135,947	124,341	115,320	124,000
Tipping fees paid to Compost Depots					151,200
Operating Deficit/(Surplus)	17,230	233,136	150,361	175,778	(40,219)
Was subscription revenue sufficient to cover costs of the program?	NO	NO	NO	NO	YES