



ORANGEDROP

Oil Containers and Oil Filters

Updated to Reflect Year-End
Adjustments
April 26, 2012



ORANGEDROP

Oil Containers



Accumulated Deficit

| Year | Revenue | Total Costs | Surplus (Deficit) | Accumulated Surplus (Deficit) |
|-----------------------------------|-----------|-------------|-------------------|-------------------------------|
| July 2008 - Dec 2009 | 4,525,611 | 3,200,521 | 1,325,090 | |
| 2010 | 3,212,013 | 5,619,448 | -2,407,435 | -1,082,345 |
| 2011 | 3,325,975 | 6,494,362 | -3,168,387 | -4,250,732 |
| Total at December 31, 2011 | | | | -4,250,732 |



Deficit Recovery

\$4,250,732

÷ 12 =

\$354,227

÷ 174

Steward
Proportionate
Share



ORANGEDROP

Oil Filters



Accumulated Surplus

| Year | Revenue | Total Costs | Surplus (Deficit) | Accumulated Surplus (Deficit) |
|-----------------------------------|------------|-------------|-------------------|-------------------------------|
| July 2008 - Dec 2009 | 14,951,368 | 11,558,669 | 3,392,699 | |
| 2010 | 11,745,436 | 8,329,234 | 3,416,202 | 6,808,901 |
| 2011 | 10,323,807 | 7,687,457 | 2,636,350 | 9,445,251 |
| Total at December 31, 2011 | | | | 9,445,251 |

- » Some surplus used to temporarily fund overall program deficit, but surplus has been carefully accounted for in full for oil filter stewards.
- » Oil filter stewards will begin being credited with their surplus in Q3, 2012.
- » In meantime, stewards will be charged actual costs beginning in Q2, 2012.
- » In the event that some stewards pay their deficit in a lump sum, we may be able to accelerate providing credits to oil filter stewards.

