

ecomaine

Provides comprehensive long-term solid waste solutions in a safe, environmentally responsible, economically sound manner, and is a leader in raising public awareness of **sustainable** waste management strategies

“Sustainability drives us. Not only in respect to how we handle the solid waste from our communities, but in how we evolve as an organization... our strong commitment to safe, environmentally responsible long-term solutions places ecomaine in the vanguard of sustainable waste management.

We have demonstrated that a commitment to environmental sustainability does not preclude a commitment to organizational sustainability.”

—Kevin Roche, CEO



ANNUAL REPORT FISCAL YEAR 2014

Sustainability represents an integral part of our mission. We strive each day to honor our commitment to sustainability at every level.



Kevin Roche, CEO (right)

Our Focus on Sustainability

Sustainability represents an integral part of our mission at ecomaine, and we strive each day to honor our commitment to sustainability at every level of our operations.

At ecomaine, we understand that a working definition of sustainability comprises two core components: an environmental aspect, embodied by the Waste Hierarchy, and an organizational perspective, which guides our long-term management of the organization. After all, the most visionary environmental solutions in the world are meaningless if the organization charged with carrying them out cannot achieve sustainability in its day-to-day operations, year over year.

We recognize that sustainability drives our efforts not only with respect to how we handle the solid waste our communities bring to us, but also how we evolve as an organization, working with our community partners to respond to the challenges that emerge as a result of the need to continue to provide mission-critical services in the absence of new revenues.

Sustaining Our Communities

As a result, in Fiscal Year 2013-14, we lowered Assessment Fees and Tipping Fees in order to provide a strong measure of financial relief to our owner communities. Commercial tipping fees were lowered as well, ensuring that ecomaine would remain competitive in an increasingly aggressive market environment.

This year, after extensive analysis, ecomaine went even further and approved the elimination of Assessments altogether.

Taken together, these two actions are expected to save ecomaine owner communities more than \$3.7 million in the coming fiscal year, while at the same time maintaining the strong commitment to safe and environmentally responsible long-term solid-waste solutions that have placed ecomaine in the vanguard of sustainable waste management.

As an agency, ecomaine has demonstrated that a commitment to environmental sustainability does not necessarily preclude a commitment to organizational sustainability. We look forward to working with our owner and contract communities to accomplishing even more in Fiscal Year 2014-15.

★
eliminating
assessment fees

\$
reducing tipping
fees by 20%



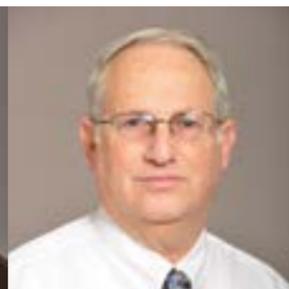
Jim Gailey, South Portland
Chairperson,
Board of Directors

“The Board has made it a priority
to provide financial relief
to communities.”

—Jim Gailey, Chairperson, Board of Directors



Troy Moon, Portland
Vice Chair



Matthew Frank, Harrison
Treasurer



Gary Foster, Gray, Secretary



Erik Street, Yarmouth
Chairperson,
Recycling Committee

ecomaine



Michael McGovern
Cape Elizabeth



David Morton, Casco



Susan McGinty, Cumberland



Caleb Hemphill, Falmouth



Rodney Regier, Freeport



David Cole, Gorham



Len Van Gaasbeek, Hollis



Dennis Doughty, Limington



Richard Brobst,
North Yarmouth



Michael Brobisnky, Portland



Edward Suslovic, Portland



Alan Bradstreet, Pownal



Michael Shaw, Scarborough



Linda Boudreau,
South Portland



Maxine Beecher,
South Portland



Dennis Abbott, Waterboro



Anthony Plante, Windham

NOT PICTURED:

Jamie Wagner, Cape Elizabeth
Maureen McDevitt, Bridgton
George P. Sutton, Lyman
Katharine St. Clair, Scarborough

ecomaine

ecomaine statement of revenue and expenses : FY 2014 (\$000)

| | ACTUAL - PRIOR YEARS | | | CURRENT YEAR BUDGET VARIANCE | | | FY 13 v. FY 14 |
|---|----------------------|----------------|----------------|------------------------------|---------------|----------------|-----------------|
| | 2011 | 2012 | 2013 | Actual | Budget | Variance | Actual-Variance |
| OPERATING REVENUES | | | | | | | |
| Municipal assessments | \$4,679 | \$4,442 | \$3,442 | \$2,942 | \$2,942 | \$0 | \$(500) |
| Owners tipping fees | 4,296 | 4,261 | 4,170 | 3,462 | 3,311 | 151 | (708) |
| Assoc tipping fees | 864 | 886 | 879 | 907 | 1,128 | (221) | 28 |
| Contract tipping fees | 126 | 162 | 272 | 283 | - | 283 | 11 |
| Commercial tipping fees | 5,745 | 5,662 | 5,809 | 5,194 | 4,833 | 361 | (615) |
| Spot market tipping fees | 2,065 | 2,254 | 2,291 | 2,009 | 2,204 | (195) | (282) |
| Electrical generating revenues | 5,788 | 3,707 | 3,752 | 4,570 | 3,642 | 928 | 817 |
| Sales of recycled goods | 3,920 | 3,694 | 2,808 | 3,434 | 2,780 | 654 | 626 |
| Recycling tipping fees | 27 | 42 | 68 | 104 | 48 | 56 | 36 |
| Gorham property assessments | 139 | 157 | 170 | 166 | 159 | 7 | (4) |
| Other operating income | 86 | 86 | 110 | 91 | 94 | (3) | (19) |
| Total operating revenues | 27,736 | 25,355 | 23,772 | 23,163 | 21,141 | 2,022 | (609) |
| OPERATING EXPENSES | | | | | | | |
| Administrative expenses | 2,394 | 2,433 | 2,447 | 2,531 | 2,539 | 8 | (84) |
| Waste-to-energy operating expenses | 8,792 | 8,693 | 9,019 | 9,412 | 9,841 | 429 | (393) |
| Recycling operating expenses | 1,735 | 1,780 | 1,652 | 2,017 | 1,967 | (50) | (365) |
| Landfill/ashfill operating expenses | 1,533 | 1,603 | 1,570 | 1,601 | 1,654 | 53 | (31) |
| Contingency | 1 | - | - | - | 250 | 250 | - |
| Landfill closure & postclosure care costs | 278 | 277 | 258 | 240 | 278 | 39 | 18 |
| Post-retirement benefit- Health Care | 101 | - | - | 95 | 95 | (0) | (95) |
| Depreciation & amortization | 3,918 | 3,808 | 4,015 | 4,195 | 4,300 | 105 | (180) |
| Total operating expenses | 18,753 | 18,594 | 18,961 | 20,092 | 20,925 | 834 | (1,130) |
| NET OPERATING INCOME | 8,984 | 6,761 | 4,811 | 3,071 | 215 | 2,856 | (1,740) |
| NON-OPERATING INCOME (EXPENSE) | | | | | | | |
| Interest income | 151 | 59 | 71 | 43 | 35 | 8 | (27) |
| Interest expense | (429) | (113) | (0) | 1 | - | 1 | 1 |
| Misc. Income / (Expenses) | (730) | 3 | 87 | 54 | 5 | 49 | (34) |
| Net non-operating | (1,008) | (51) | 158 | 98 | 40 | 58 | (60) |
| TOTAL REVENUE LESS EXPENSE | \$7,975 | \$6,710 | \$4,969 | \$3,169 | \$255 | \$2,914 | (1,800) |

ecomaine

FISCAL SUSTAINABILITY



Over the years, ecomaine has established a strong, **sustainable** fiscal position, investing in the long-term maintenance of our facilities and accumulating a cash reserve to provide flexibility to protect against downturns in either the recycling commodities market or electricity prices. FY 2013/14, another successful year, continuing that trend.

High Volume and High Returns

Revenues less expenses for the fiscal year ending June 30, 2014, totaled \$3.2 million – below the \$5 million differential recorded in the previous fiscal year, but a strong showing nonetheless.

With respect to revenues generated, ecomaine saw a strong increase in the volume of materials sold in the recycling market during FY 2013-14, up 22 percent from the previous year. In addition, the rate paid to ecomaine for the electricity generated by the Waste-To-Energy plant increased by 27 percent compared to the previous fiscal year, pursuant to a new, one-year contract that took effect in February, 2014.

Cash generated by operations totaled \$8.3 million for FY 2013-14, down slightly from the \$8.4 million generated the previous year. With no long-term debt payments in FY 2014, which totaled \$4.6 million in the previous fiscal year, ecomaine's cash on hand increased by \$6.3 million by the end of the FY 2013-14.

It is worth noting that in our budget process for FY 15, we continued in a conservative manner, as the power and recycle markets can be notoriously volatile.

Sustaining Our Member Communities

Our Cash Reserve Policy provides that when our financial position permits it, our first priority is to provide financial relief to our owner member communities. Given that our Board of Directors believes our financial condition continues to be sound, our FY 2014-15 budget includes the complete elimination of Owner Member Assessments effective July 1, 2014. This effectively reduces ecomaine revenues but more importantly, lowers owner member costs by about \$3 million this year. Last year, we also lowered tipping fees by 20 percent, further reducing owner costs by another \$.7 million annually.

Taken together, these reductions in fees leave ecomaine well positioned to offer competitive rates to our owner communities and, more importantly, to provide a strong and sustainable measure of financial relief to our owner communities in the years to come.

ecomaine

FISCAL SUSTAINABILITY

ecomaine continued to maintain a commitment to environmental sustainability, working to extend this practice throughout our internal operations and in our work with our community partners.



environmental management system re-certified for ISO 14001

Commitment to Safety and the Environment

Our commitment to providing a safe workplace continues to be recognized as one of the strongest in the nation. In 2014, ecomaine was recertified as an organization in compliance with the rigorous OHSAS 18001 standards. The OHSAS 18001 standard is an internationally accepted means of assessing and auditing occupational health and safety management systems. Developed by leading trade and international standards bodies, it provides a framework for proper and effective management of health and safety in the workplace.

The continued maintenance of the OHSAS 18001 standard benefits ecomaine in many ways, not the least of which are a reduction in workforce accidents and the significant cost savings that result from increased workplace safety.

In addition, ecomaine's Environmental Management System (EMS) was re-certified in 2014 by an independent registrar for the International Organization for Standardizations and recognized as meeting or exceeding the standards for ISO 14001 certification - one of the largest publicly owned and operated integrated waste system in the United States to continue achieving this status.



partnered with the Maine DEP and federal DEA on prescription drug disposal and the USDA and Customs on international waste

Our EMS program is based on continuous improvement, seeking to reduce the impact of our operations on the local ecosystem as much as possible by maintaining complete environmental compliance, dedicating mission-critical resources to meet and exceed permit requirements, prevent pollution and providing environmental and safety-related education for our employees.

As part of this effort, ecomaine upgraded its Continuous Emissions Monitoring Systems, installing new flow analyzers and monitors to ensure that emissions at the ecomaine Waste-To-Energy plant continue to meet or exceed all regulatory standards.



exceeded recycling totals by 22%, raising recycling revenue to \$3.5 million

In addition, in FY 2013-14, we also worked closely with federal agencies on a variety of projects. In October 2013, working in conjunction with the Maine Department of Environmental Protection and the federal Drug Enforcement Agency, we hosted a second round of research in the destruction of expired prescription drugs.

That same month, we also partnered with the U.S. Department of Agriculture and the U. S. Customs and Border Protection Agency to conduct research on the destruction of international waste brought into U.S. jurisdiction via cruise ships and international flights. This research could ultimately lead to ecomaine becoming certified to handle the destruction of waste of this sort.

Recycling, Metals Mining and Mercury Disposal

With respect to recycling, FY 2013-14 was a record year for total inbound tons of recycled materials; we took in 41,986 tons of material - 22 percent more than the amount for which we had budgeted. As a result, even though the recycled commodities market remained soft, recycling revenues increased to \$3.5 million.



received Central Maine Power grant for electric car powered by our own waste-to-energy plant

In addition, our first-in-the-nation metals mining project at our landfill/ashfill also had a strong year. In Fiscal Year 2013-14, the landfill metals mining project recovered 14,860 tons of metal, compared to an estimated recovery of 10,000 tons. The project has recovered 31,031 tons of metal since it began in November 2011.

In FY 2013-14, ecomaine also applied for and received a grant for an electric car awarded by Central Maine Power. The vehicle will be charged with renewable energy generated by ecomaine's Waste-To-Energy plant, and the car will be used by ecomaine staff for routine errands, educational presentations and outreach and other routine work-related transportation needs.

We continue to work closely with the Thermostat Recycling Corporation to facilitate payments to area residents who drop off mercury-containing thermostats. The program continues to greatly reduce the amount of mercury released into the ecosystem, as evidenced by our annual stack tests for mercury. These tests consistently show that the amount of mercury released by ecomaine boilers remains about 60 percent below the state regulatory threshold.





At ecomaine, we believe that our mission to bring about sustainable change extends to the communities we support.

We understand that our operations have an impact not only on the daily lives of residents, but also our local businesses as well. With this in mind, we continually seek opportunities to engage with our community partners and raise awareness about responsible solid waste solutions.

As a result, we have developed and implemented an effective set of communications and outreach tools to target key audience segments and increase awareness of ecomaine's core messaging around sustainability and the Waste Hierarchy. In FY 2013-14, our program of tours, presentations and events reached 5,887 people, including:



5,887 people learned about or visited ecomaine this year

- 1,343 who toured ecomaine facilities,
- 1,405 who attended ecomaine presentations, and
- 3,139 who attended ecomaine events or events where ecomaine had a presence.

To support this effort, last year we installed a new tour platform in the Recycling Facility. This new platform provides visitors with improved visibility and viewpoints of the Recycling Facility's operations and greatly reduces the already minimal chance of accidents involving visitors by removing them from the operational areas that are most likely to be hazardous.



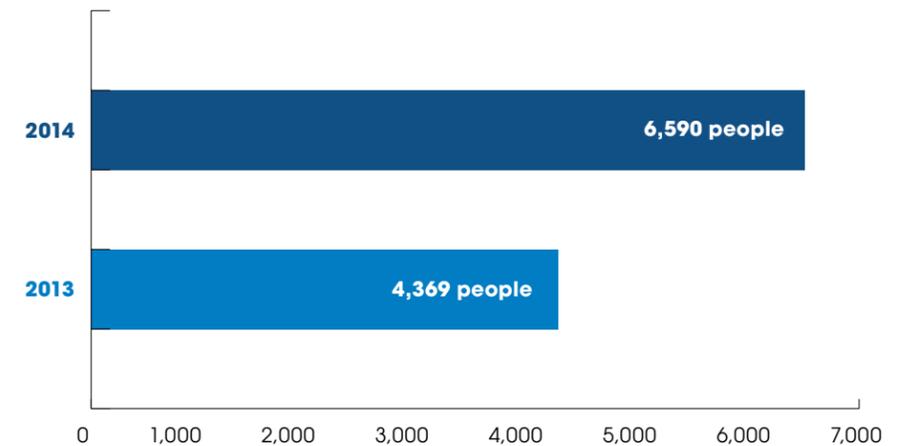
safety upgrades in our recycling facility enhance tours

We have also installed a blast shield on the drum feeder in the Recycling Facility. This new shield will, in the event of an explosive incident in the drum feeder, direct the force of the blast upward, safely away from any employees or visitors who might be in the vicinity during the event.

To accommodate individuals who may not be able to participate in tours of the Recycling Facility in person, we also reconfigured the remote cameras the provide views of each of the facility's key



people reached by ecomaine outreach FY 2014



remote cameras to provide views of each of the facility's key operations areas. We are in the process of integrating these new camera views into a presentation that will allow individuals who cannot take a tour in person to see how the materials are sorted via remote view.

With respect to our external communications efforts, we also completely redeveloped our program, with the goal of updating our efforts to incorporate new social and electronic media tools that are now available. This effort included a redevelopment and relaunch of the ecomaine website. The new site, which is optimized for display on mobile devices such as smartphones and tablets, features a design that is easier to navigate and seamlessly integrates social media tools. As a result, since the new site came on line in January 2014, traffic to our site has increased by 20 percent, from 2,500 visits per month to 3,000 visits per month.

In addition, we established a strong presence on select social media platforms. Today, ecomaine has a robust social media program, including a Facebook page, a Twitter feed, a YouTube channel, a Google Plus page and a blog. We have successfully used these tools to engage with thousands of people within our service area, many of whom – particularly in the younger

demographic – we would not be able to reach via traditional media efforts.

Finally, we also evaluated our approach to traditional media and, as a result, placed a renewed emphasis on earned media; that is, the stories we see every day in the newspaper and on television newscasts. These stories remain important opportunities to tell our story because, while the traditional media audience may be dwindling, the content providers also distribute the material to wider audiences via social media tools such as Facebook and Twitter. Our audience on these social media platforms, which was nonexistent in the beginning of the fiscal year, is growing exponentially.

Perhaps more importantly, during the past year, we have reinforced working relationships with media outlets throughout our service area. As a result, during the course of FY 2013-14, we generated 60 clips in print, television and radio outlets about ecomaine, including a number of stories driven by events hosted by ecomaine, such as our annual School Grants Program and eco-Excellence Awards. No less importantly, we also were able to make sure that our voice emerged clearly and with conviction in stories that are driven by external circumstances.



ecomaine statement of cash balances: June 2014 (\$000)

| | 2011 | 2012 | 2013 | BUDGET FY 2014 | ACTUAL FY 2014 |
|---------------------------|----------|----------|----------|-------------------|-------------------|
| CASH, BEGINNING OF PERIOD | \$18,424 | \$21,968 | \$23,928 | \$22,350 | \$23,060 |

| CASH FLOWS FROM OPERATING ACTIVITIES | | | | | |
|--------------------------------------|---------------|---------------|--------------|--------------|--------------|
| Net operating income | 9,092 | 6,761 | 4,811 | 215 | 3,071 |
| Add back: depreciation | 3,918 | 3,808 | 4,015 | 4,300 | 4,195 |
| Add back: landfill closure costs | 278 | 277 | 258 | 278 | 240 |
| Add back: Post Retirement Benefit | 101 | - | - | 95 | 95 |
| Other working capital changes | 56 | 385 | (711) | - | 669 |
| Net cashed provided | 13,445 | 11,231 | 8,373 | 4,888 | 8,271 |

| CASH FLOWS FROM CAPITAL AND RELATED FINANCING ACTIVITIES | | | | | |
|--|-----------------|----------------|----------------|----------|----------|
| Bank loan | (750) | - | - | - | - |
| Payment of interest | (429) | (113) | - | - | 1 |
| Repayment of long-term debt | (10,450) | (6,630) | (4,560) | - | - |
| Repayment of capital leases | (1,580) | - | - | - | - |
| Net cashed used | (13,209) | (6,743) | (4,560) | - | 1 |

| NET INCREASE (DECREASE) IN CASH | | | | | |
|---------------------------------|----------------|----------------|----------------|----------------|----------------|
| Receipts of interest | 42 | 59 | 71 | 35 | 43 |
| Capital expenditures | (1,286) | (2,587) | (4,752) | (3,236) | (2,058) |
| Net cashed used | (1,244) | (2,528) | (4,681) | (3,201) | (2,015) |

| | | | | | |
|----------|---------|-------|-------|-------|-------|
| NET CASH | (1,007) | 1,960 | (868) | 1,687 | 6,256 |
|----------|---------|-------|-------|-------|-------|

| | | | | | |
|----------------------------|---------------|---------------|---------------|---------------|---------------|
| CASH, END OF PERIOD | 21,968 | 23,928 | 23,060 | 24,037 | 29,317 |
|----------------------------|---------------|---------------|---------------|---------------|---------------|

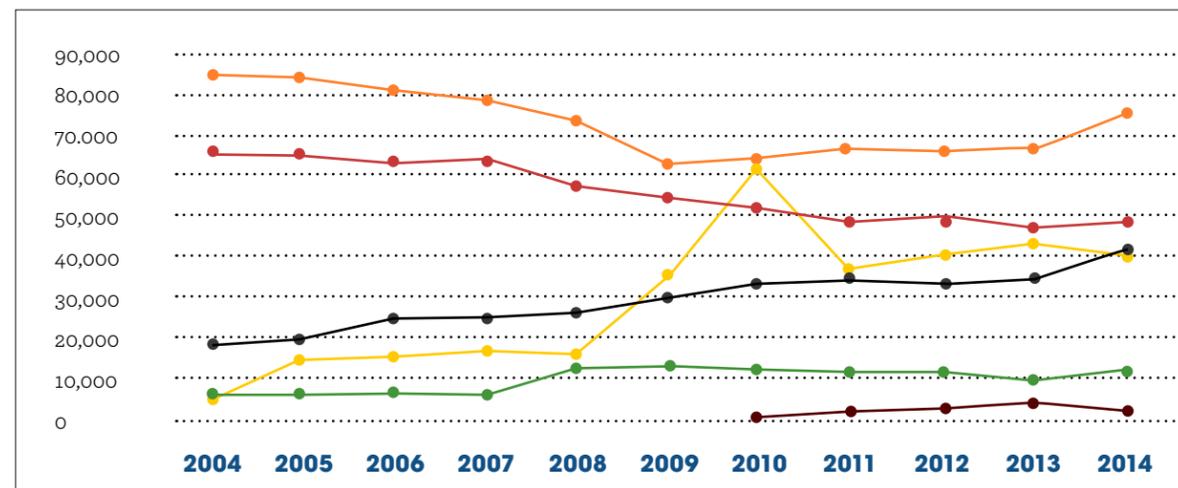
ecomaine balance sheet summary: June 2014 (\$000)

| | 2011 | 2012 | 2013 | 2014 | RESERVES PER POLICY | TARGET |
|--|-----------------|-----------------|-----------------|-----------------|------------------------|--------|
| Assets | | | | | | |
| Current Assets | | | | | | |
| Balance Operating Cash | \$11,801 | \$3,580 | \$6,602 | \$10,844 | \$- | \$- |
| Cash Reserve, Operating | - | 7,500 | 7,500 | 8,160 | 8,160 | 8,160 |
| Cash Reserve, Short Term Capital | - | 3,251 | 3,253 | 3,255 | 3,255 | 3,250 |
| Cash Reserve, Long Term Capital | - | 4,001 | 4,004 | 4,006 | 4,006 | 4,000 |
| Cash Reserve, Landfill Close/Post Close | - | 850 | 1,701 | 3,052 | 3,052 | 22,217 |
| Cash, Held By Trustee For Debt Payments | 6,875 | 2,947 | - | - | | |
| Accounts Receivable | 2,317 | 2,274 | 1,983 | 1,884 | | |
| Inventory | 2,029 | 2,128 | 2,362 | 2,554 | | |
| Prepaid Expenses | 186 | 244 | 193 | 232 | | |
| Total Current Assets | 23,208 | 26,775 | 27,599 | 33,987 | | |
| Property, Plant & Equipment | 121,879 | 124,466 | 128,976 | 130,999 | | |
| Less: Accumulated Depreciation | 90,242 | 94,050 | 97,792 | 101,917 | | |
| Net Property, Plant & Equipment | 31,637 | 30,416 | 31,184 | 29,082 | | |
| Debt Service Reserve | 3,292 | 1,800 | - | - | | |
| Gorham Property | 1,500 | 1,500 | 1,500 | 1,500 | | |
| Total Assets | 59,637 | 60,492 | 60,282 | 64,569 | | |
| Liabilities | | | | | | |
| Current Liabilities | | | | | | |
| Accounts Payable | 661 | 894 | 130 | 598 | | |
| Accrued Expenses | 472 | 681 | 497 | 782 | | |
| Accrued Compensated Absences | 774 | 830 | 902 | 931 | | |
| Current Portion of Long Term Debt | 6,630 | 4,560 | - | - | | |
| Current Portion of Capital Leases | - | - | - | - | | |
| TD Bank Term Loan | - | - | - | - | | |
| Total Current Liabilities | 8,537 | 6,965 | 1,529 | 2,311 | | |
| Other Liabilities | | | | | | |
| Bonds - Long-Term | 4,560 | - | - | - | | |
| Capital Leases - Long Term Accrued Landfill Close & Post Close costs | 15,417 | 15,694 | 15,952 | 16,192 | | |
| Accrued Post-Retirement Benefit - Health Care | 295 | 295 | 295 | 390 | | |
| Total Liabilities | 28,809 | 22,954 | 17,775 | 18,893 | | |
| Net Assets (Equity) | | | | | | |
| Restricted - Debt Service Reserve | 3,291 | 1,800 | - | - | | |
| Total Restricted Reserves | 3,291 | 1,800 | - | - | | |
| Capital Reserves | 2,384 | - | - | - | | |
| Total Designated Reserves | 2,384 | - | - | - | | |
| Fund Balance (Retained Earnings) | 17,178 | 29,028 | 37,538 | 42,507 | | |
| Revenues Less Expenses (Current Year) | 7,975 | 6,710 | 4,969 | 3,169 | | |
| Total Fund Balance (Retained Earnings) | 25,153 | 35,738 | 42,507 | 45,676 | | |
| Total Net Assets (Equity) | \$30,828 | \$37,538 | \$42,507 | \$45,676 | | |

ecomaine revenues on recyclables and energy FY 2014

| | 2011 | 2012 | 2013 | 2014 |
|---|---------|---------|---------|---------|
| RECYCLE - REVENUE \$ | | | | |
| \$/Ton Outbound (Includes glass/metals) | \$114 | \$99 | \$62 | \$62 |
| \$/Ton Inbound- Rev/Cost Sharing | \$110 | \$107 | \$74 | \$70 |
| TOTAL RECYCLING REVENUE (\$000) | \$3,947 | \$3,736 | \$2,876 | \$3,538 |
| ENERGY | | | | |
| MWH's Sold | 86,396 | 84,762 | 90,001 | 86,562 |
| \$/MWH | \$67 | \$44 | \$42 | \$53 |
| Average Boiler Availability % | 94% | 94% | 94% | 93% |

ecomaine tonnage data FY 2014



| | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 |
|-------------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| ● Owner Community Waste | 67,130 | 66,834 | 62,905 | 62,631 | 57,514 | 53,722 | 51,775 | 49,463 | 49,093 | 48,021 | 49,519 |
| ● Associate Waste | 6,965 | 7,104 | 7,366 | 7,193 | 12,076 | 11,842 | 11,746 | 11,349 | 11,264 | 10,902 | 11,175 |
| ● Contract Waste | - | - | - | - | - | - | 920 | 2,661 | 3,557 | 5,613 | 5,184 |
| ● Commercial Waste | 85,597 | 85,127 | 81,336 | 79,548 | 73,581 | 61,916 | 63,179 | 68,021 | 67,705 | 68,824 | 75,201 |
| ● Spot Market Waste | 6,248 | 14,141 | 16,736 | 18,038 | 17,138 | 37,176 | 61,233 | 37,541 | 40,292 | 42,332 | 40,236 |
| ● Recycling | 19,597 | 20,734 | 24,610 | 24,884 | 27,931 | 30,723 | 33,286 | 35,598 | 34,928 | 35,141 | 41,968 |

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A View to the Future

In conclusion, FY 14 emerged as a strong year for ecomaine. We were able to achieve a number of positive objectives, including one of our highest priorities: providing financial relief to our owner communities through the elimination of Assessment Fees and lowering of tipping fees.

We also positively positioned ourselves for strong performance in the coming years, strengthening our position to continue providing safe, environmentally responsible, economically sound and sustainable municipal solid waste solutions.

As a result, we look forward in the coming Fiscal Year to further strengthen our commitment to our mission, with a strong emphasis on fiscal responsibility and environmental sustainability that implements the guidance provided by the waste hierarchy.



ecomaine

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Annual Report Presentation
Fiscal Year 2013-14

A Focus On Sustainability



Our Mission

provides comprehensive long-term solid waste solutions in a safe, environmentally responsible, economically sound manner, and is a leader in raising public awareness of sustainable waste management strategies.



Our focus on sustainability rests on two core components:

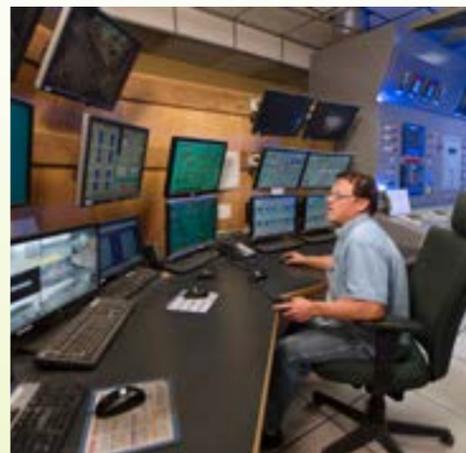
Environmental Sustainability



Maintained our commitment to excellence:

- **Safety Certification**
- **Environment Certification**
- **Outreach & Education**

Organizational Sustainability



Provided Financial Relief To Owner Communities

- **Reduced Tipping Fees**
- **Eliminated Assessments**

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As a result, in FY 2013-14, we achieved a strong record of success:

- Produced more than 100,000 MWH's of electricity
- Processed a record amount of recyclable materials: 41,968 tons – up 19% from last year.
- Improved and expanded education and outreach efforts, reaching 50% more people, from 4,369 in FY13 to 6590 in FY14 .
- Retained environmental and occupational safety certifications.



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Continuing to focus on the Waste Hierarchy.



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Most significantly, overall revenues up over budget 10 percent to \$23.2 million, reflecting favorable volumes for:

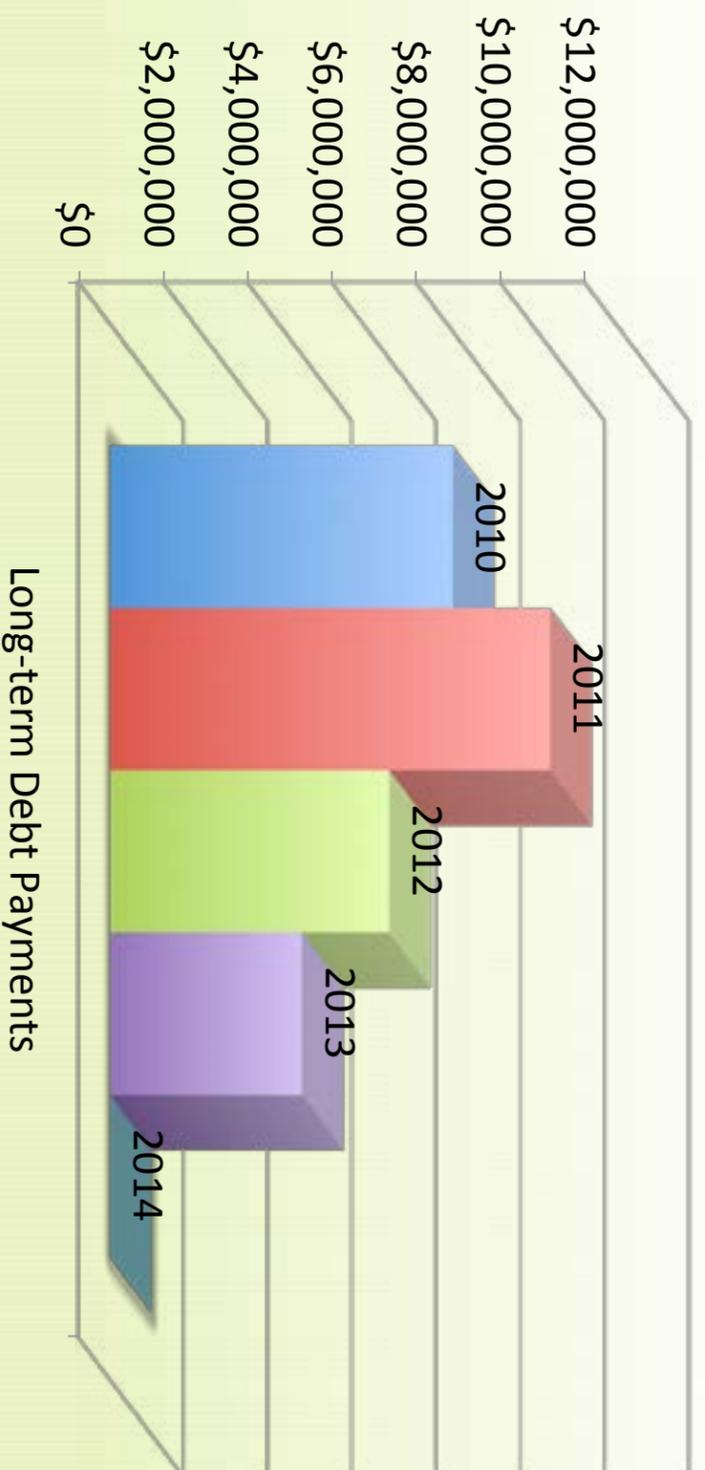
- MSW – up 6% over budget
- Recycling – up 24% over budget
- Power sold – up 6% over budget



Text

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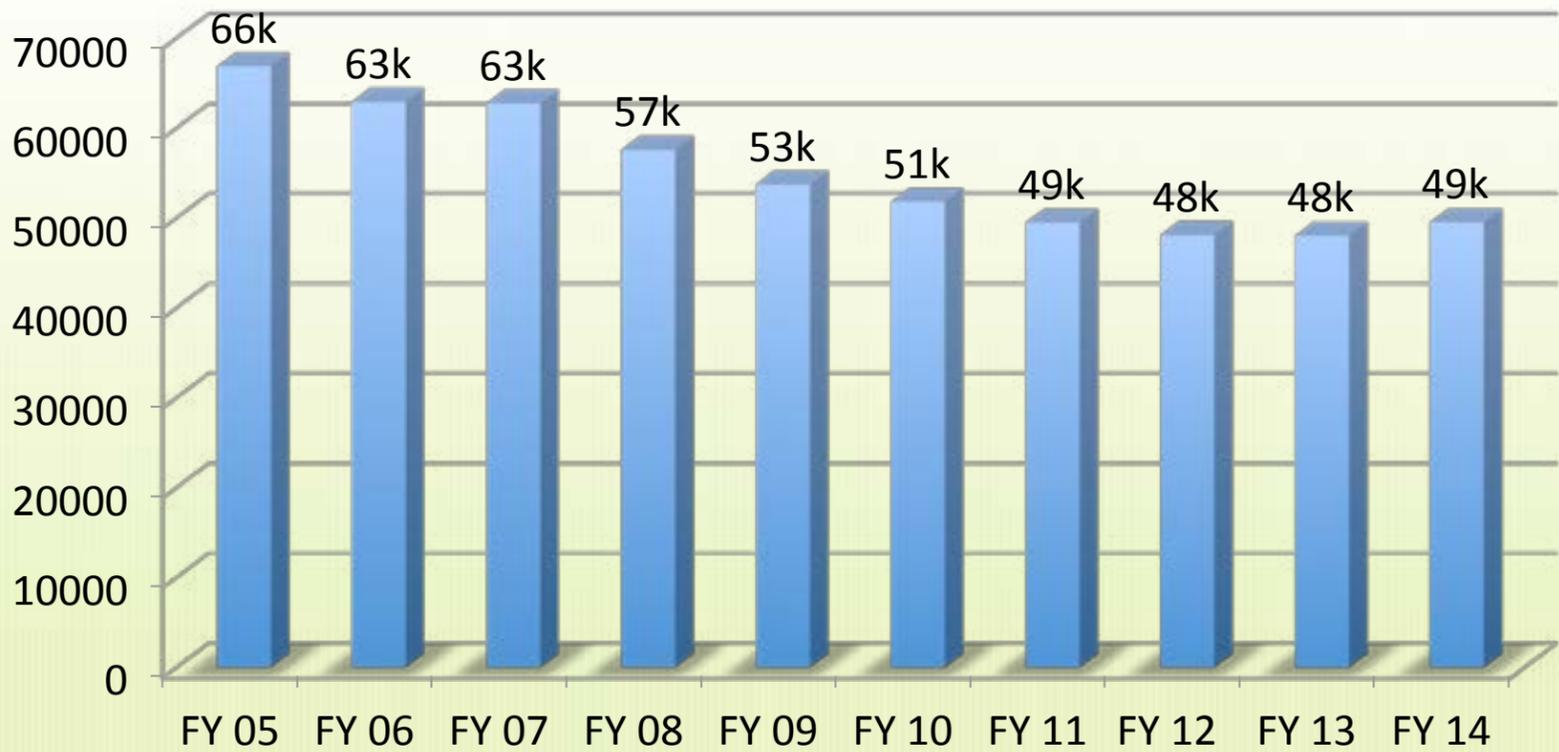
Long-Term Debt Retired Ahead of Schedule



With no long-term debt payments, our cash on hand increased \$6.3 during FY14.



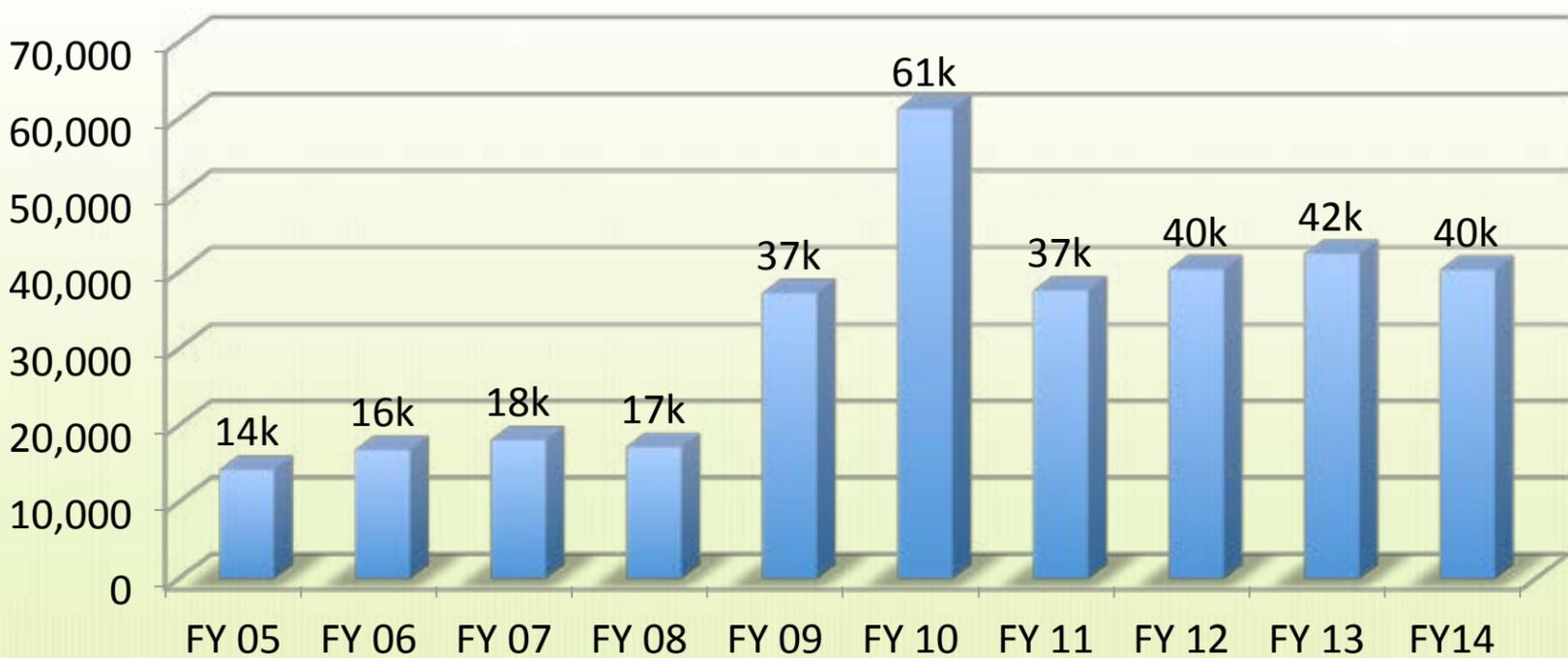
Owner Community Tons



Slight increase (up 3%) in tons from owner communities in FY 14, but still down 26% over last 10 years.



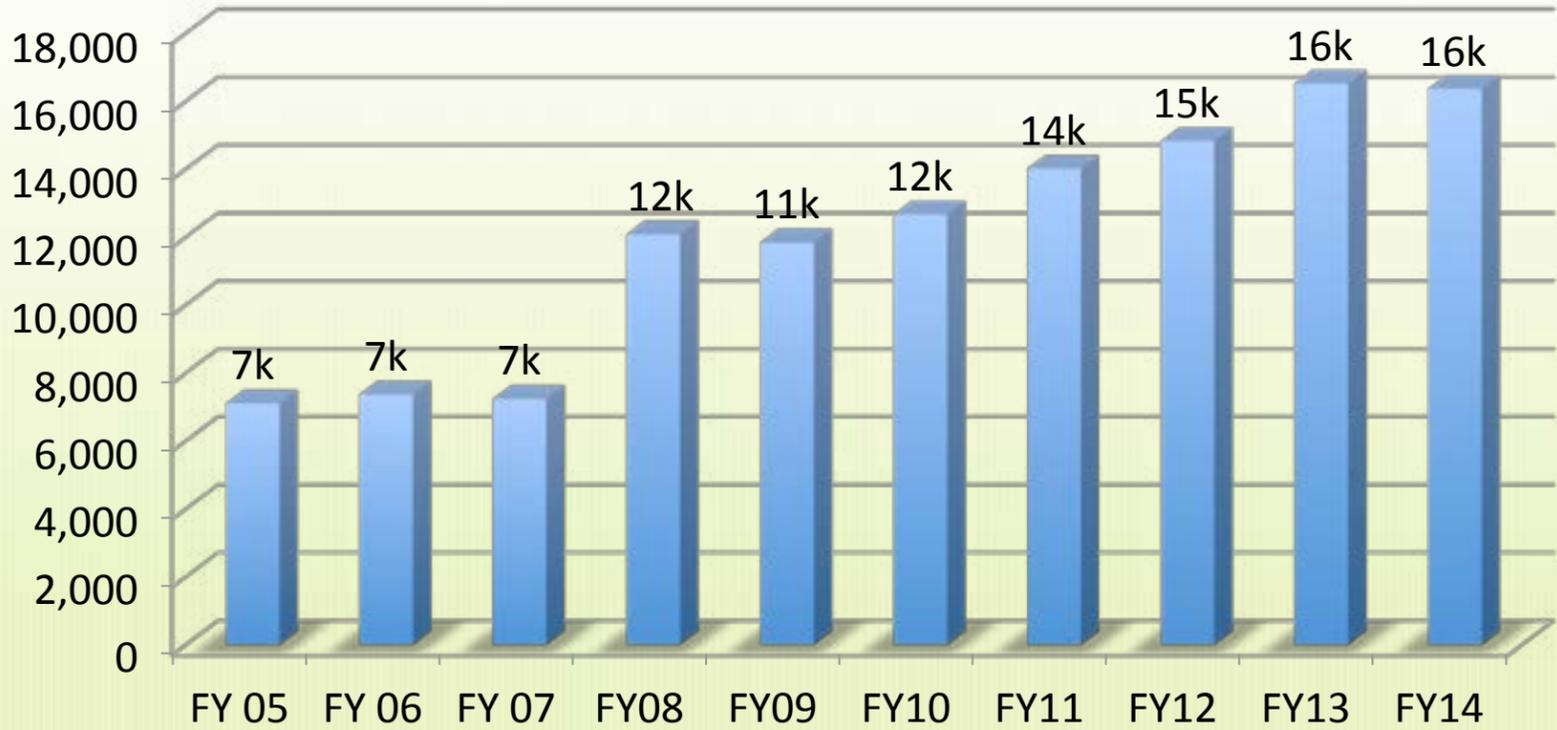
Spot Market Tons



Spot market tons decreased by nearly 5 percent but have increased by 185% since FY 05.



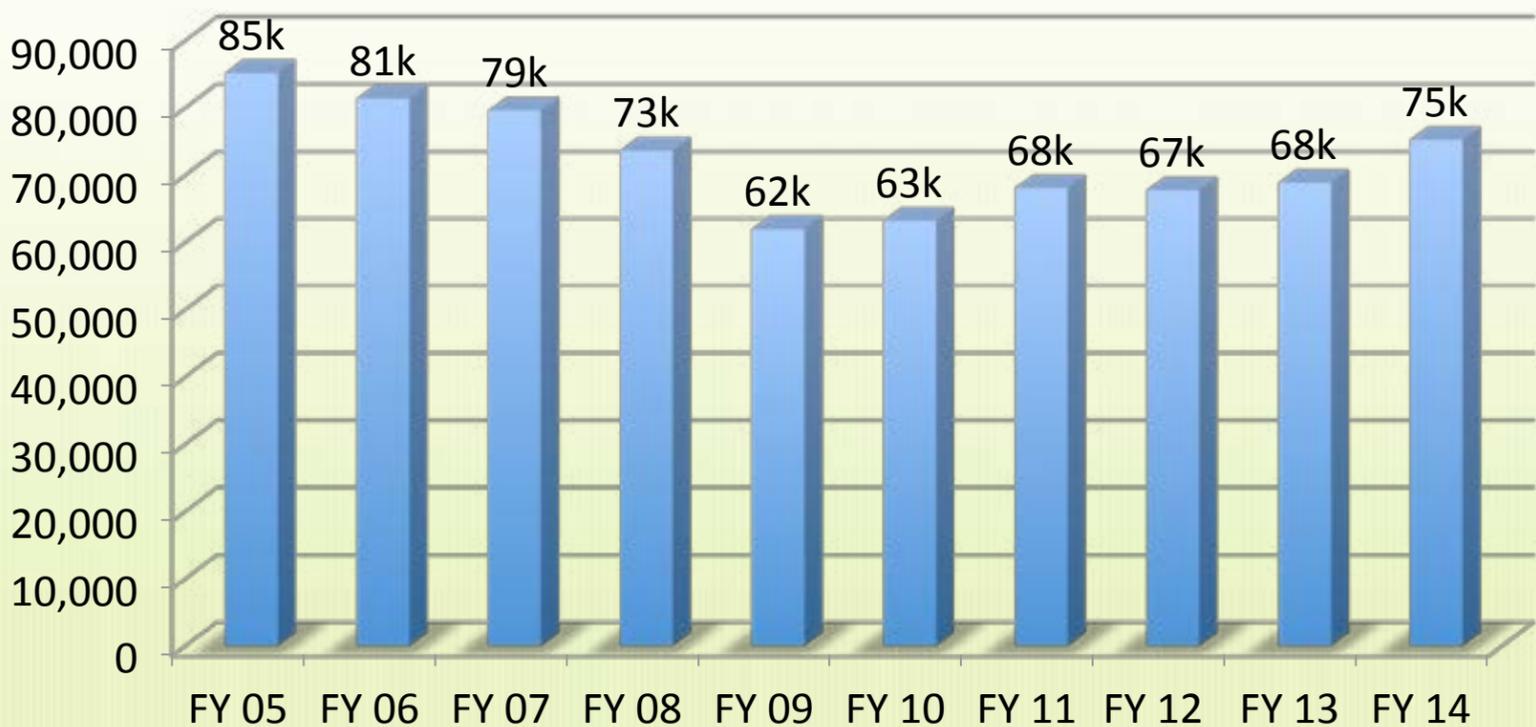
Associate and Contract Tons



Associate and Contract Tons Remained Relatively Steady.



Commercial Tons



Commercial tons up by 9 percent from last year, but still down 12% from FY 05 .



Recycling Market Average Price Per Ton



Recycling markets continued to see downward pressure.



Overall Solid Waste Tons

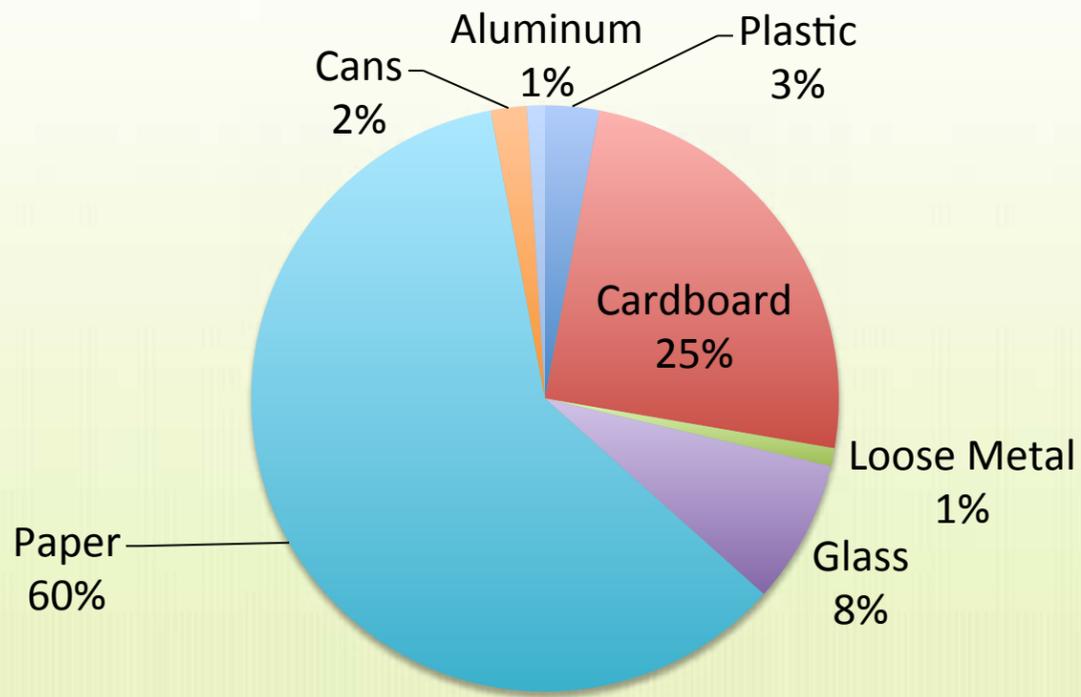


Overall solid waste tons increased for 4th straight year.



FY Outbound Recycling Commodities

Total: 37,469 tons sold



In FY 14, the total tons of material sold by the Recycling Facility increased by nearly 20 percent, from 31k tons to 37k tons.



Inbound Recycling Tons



Inbound recycling tons up 19 percent from previous year and 110% from FY 05.



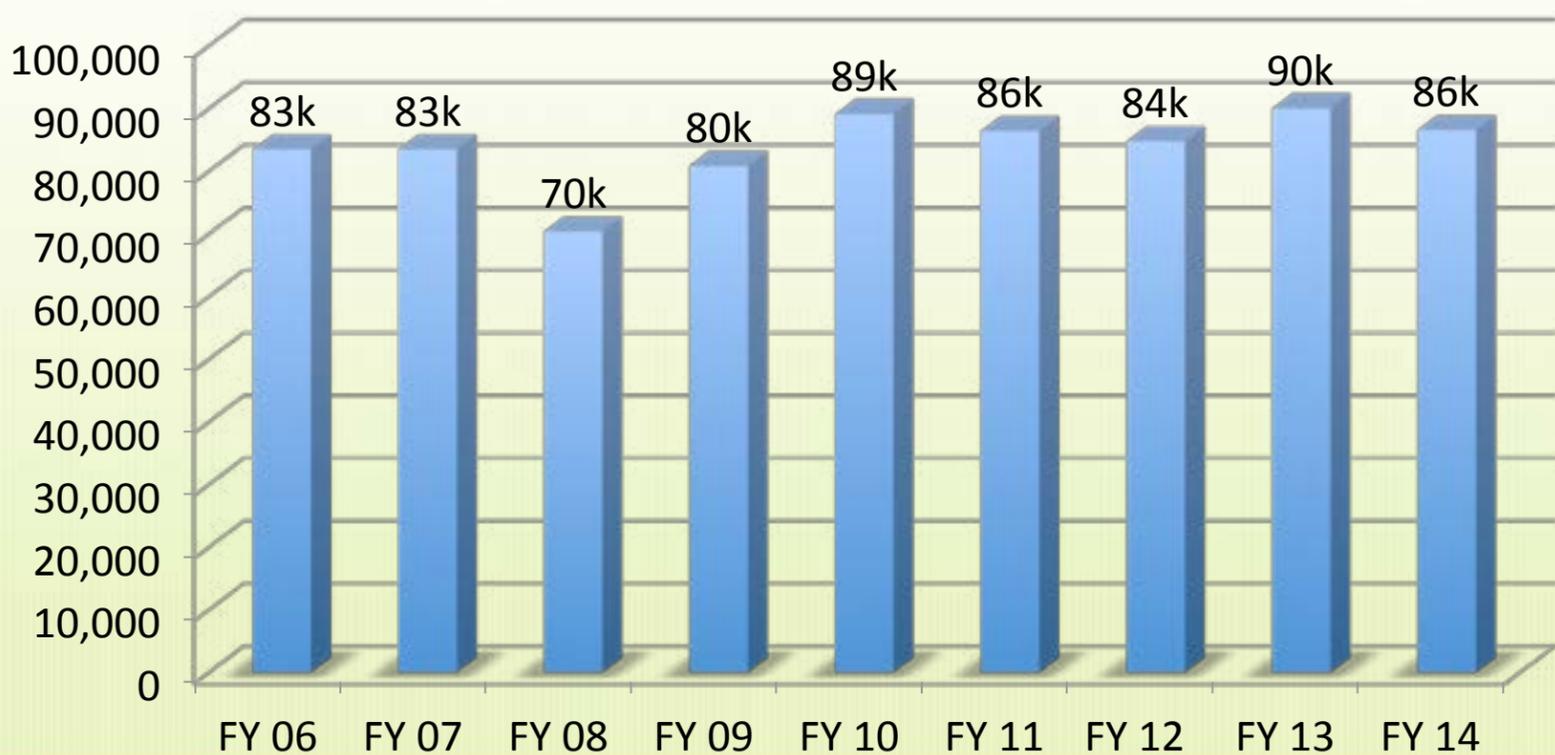
Electricity Price Per MWH, Annually



Decline in volume was more than offset by increase in rate, though: up 26% per MWH.



Electricity Sold Annually



The amount of electricity sold in FY 2014 declined slightly.



Assessment Fees Eliminated for Owner Communities (in \$000's)



Eliminating Assessment Fees reduces Owner Community Costs by nearly \$3 million.



Annual Tipping Fees



As a result, we were able to lower Tipping Fees for Owner Communities by 20 percent.



Safety

- All ecomaine facilities certified in compliance with OHSAS 18001 for occupational safety excellence.

Environmental Sustainability

- All ecomaine facilities certified in compliance with ISO 14001 for operational environmental excellence.
- Upgraded Continuous Emissions Monitoring Systems (CEMS), installing new flow analyzers and monitors to ensure emissions meet or exceed all regulatory standards.



**ecomaine Environmental Manager
Anne Hewes**

Environmental Sustainability



**Taken together,
the reduction in
Tipping Fees
and the
elimination of
Assessments
saved ecomaine
communities a
total of \$3.7
million in FY 14.**



Conclusion

FY 14 emerged as a strong year for ecomaine. We were able to achieve a number of positive objectives, including our highest priority:

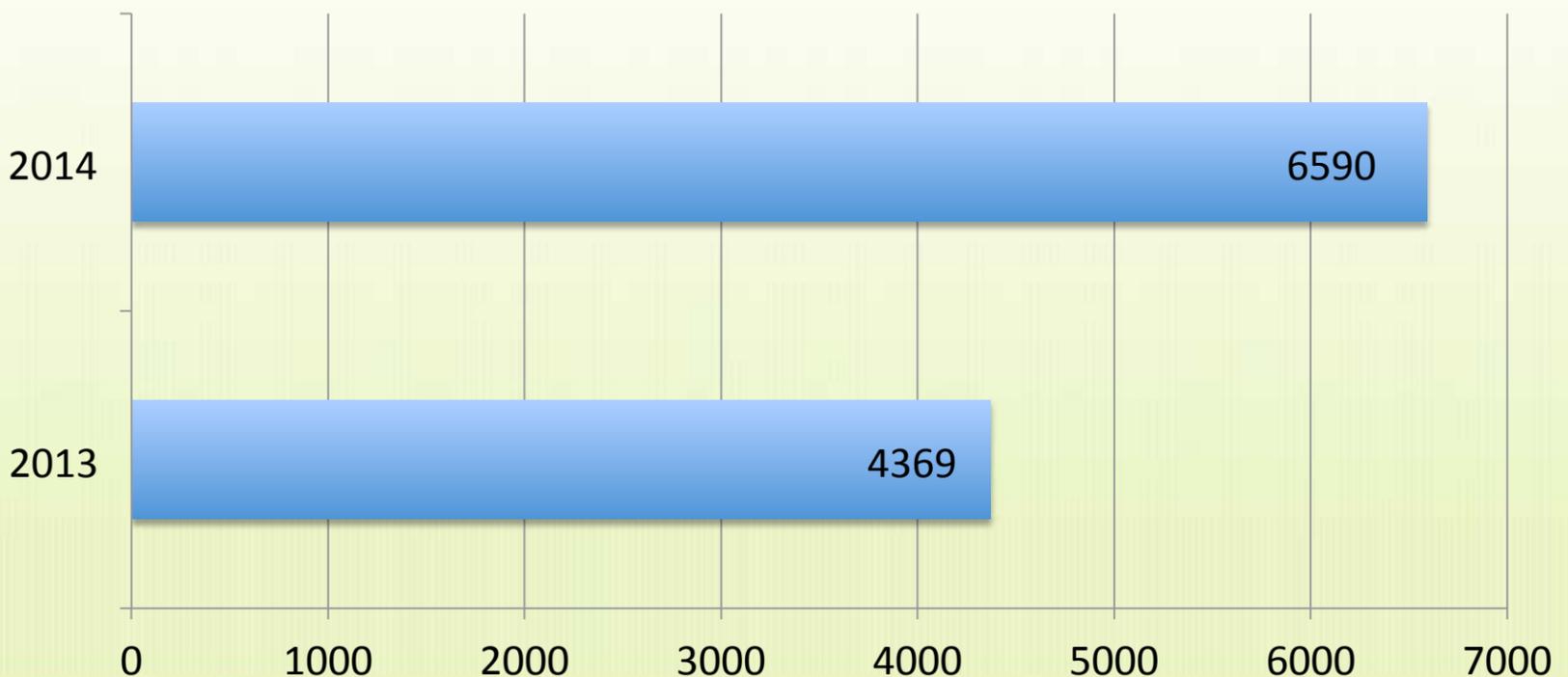
Providing Financial Relief To Our Owner Communities.

| | FY 2011 | FY 2015 |
|--------------|-------------|---------------|
| Assessments | \$4,678,654 | (\$1,000,000) |
| Tipping Fees | \$4,248,502 | \$3,403,629 |
| Total | \$8,927,156 | \$2,403,629 |

In the coming fiscal year, we look forward to further strengthening our commitment to our mission and reducing fees paid by our owner communities by 73%, with a continued emphasis on environmental sustainability.



Number of People Reached FY 13 v FY 14 via Tours, Events, Presentations



Education and Outreach

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ecomaine

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