

ecomaine

Memorandum

DATE: February 2, 2017

TO: Chair and Members of the Board

FROM: Kevin H. Roche, CEO

SUBJECT: **Agenda for the Outreach & Recycling Committee Meeting**

There is an **ecomaine** Outreach & Recycling Committee scheduled for February 9, 2017 @ 4:00PM. The agenda for this meeting is as follows:

1. Approval of Minutes - November 10, 2016 (*Attachment A*)
2. Approval of Minutes - December 6, 2016 (*Attachment B*)
3. 2016 eco-Excellence Awards - Voting
4. Update on Food Waste Recovery Program Pilots
5. Update on website project
6. Outreach & Education
 - Education & Outreach Data (*Attachment C1*)
 - ecomaine Website & Media Analytics (*Attachment C2*)
 - Advertisement Discussion
7. Recycling Market Report (*Attachment D*)
8. Other

Future Meetings:

Executive Committee:	February 16, 2017 @ 4PM
Full Board of Directors:	March 16, 2017 @ 4PM
Recycling Committee:	March 23, 2017 @ 3PM
Finance/Budget Workshop:	March 23, 2017 @ 4PM
Audit Committee:	April 27, 2017 @ 3PM
Full Board of Directors:	April 27, 2017 @ 4PM
Finance Committee:	May 18, 2017 @ 3PM
Executive Committee:	May 18, 2017 @ 4PM
Recycling Committee:	May 25, 2017 @ 4PM
Annual Meeting:	June 15, 2017 @ 11:30AM



Memorandum

DATE: January 19, 2017
TO: Chairman and Members of the Board
FROM: Kevin H. Roche, CEO/General Manager
SUBJECT: Outreach & Recycling Committee Minutes – Nov. 10, 2016

There was an Outreach & Recycling Committee Meeting held on the date noted above. The meeting was called to order by Committee Chair Caleb Hemphill.

Item #1: - Approval of Sept. 15 Meeting Minutes

Caleb cited the Sept. 15 meeting minutes and asked for a motion to approve the minutes. Ed Suslovic made a motion to approve the minutes. Alan Bradstreet seconded the motion and all unanimously approved.

Item #2: - Food Waste Recovery Program Presentation by Agri-Cycle Energy

- Dan Bell attended the meeting to provide the committee with an in-depth presentation about Agri-Cycle Energy and Exeter Agri-Energy.
- Lisa Wolff agreed to send an invitation for a similar presentation planned at ecomaine on Dec. 6, with the possibility to join a bus tour up to Exeter for a tour immediately following the presentation. All were encouraged to invite your key stakeholders, such as public works directors, recycling committee chairs or transfer station operators to this workshop and tour.

Item # 3: - Recycling Markets Update

- Lisa Wolff referenced the market report and the committee asked about the decision to stop taking plastic bags in the recycling center in light of the fact that we have been paying for #3-7 plastics.
- Lisa handed out an announcement about the plastic bag decision to everyone and the committee asked Lisa to email the announcement to the full board. (**Update:** This was done on Nov. 21, and also posted on the ecomaine website.)

Item #4: - School Recycling Grants

- Lisa referenced the grant summary report from last year's grant recipients and the outcomes and achievements from each of the grant recipients.
- The committee together reviewed the School Recycling Grant applications and Katrina's inputs on each.
- Running out of time, the committee agreed to have Lisa send an email to the whole committee with a deadline to review and submit inputs on each application by Nov. 19.
- In light of the applications, the committee was asked to consider two strategic considerations: (1) should we pay bussing fees for ecomaine tours through the grants program and (2) should we subsidize Garbage to Garden expenses.
- **Update:** Eight committee members submitted input into the judging process, a summary was compiled and a special 30-minute voting meeting was called for Dec. 6 at 7:45 a.m.

Item #5: - Outreach and Education Report

- In the interest of time, Lisa referenced the report included in the agenda packet and noted how strong Katrina Venhuizen has been with bringing in and leading tours to surpass last year's outreach numbers for September and October.

Item # 6: Public Relations: Advertising, Website, Social /Traditional Media Analytics

- The committee ran out of time for this agenda item, so Lisa referenced the reports included in the packet and also mentioned the eco-Monday advertising campaign underway on four Portland Radio Group stations (WCLZ 98.9, Coast 93.1, WPOR and Rewind 100.9) during the morning programs.
- She also referenced the new “super stars” recycling awareness video starring Katrina Venhuizen that is running on WPXT / the CW (posted on the single-sort recycling page of ecomaine.org, too.)
- Lisa also mentioned that the nomination form for 2016 eco-Excellence Awards has been posted to the News & Events page of ecomaine.org, with a digital marketing campaign to follow and additional promotions forthcoming.

Item #7: Other business

- Ed Suslovic announced that he will be stepping down from the Portland City Council and thus will be replaced on the ecomaine Recycling Committee. The committee thanked him for his service to ecomaine and to the Recycling Committee.

Item # 8: Meeting adjournment

The committee collectively moved to adjourn the meeting.

The next recycling committee meeting is January 26 2016, at 4:00 p.m.

Present Board Members:

Caleb Hemphill, Sarah Bernier, Ed Suslovic, Jamie Garvin, Maureen McDevitt, Rob Wood and Alan Bradstreet.

Present Staff: Lisa Wolff



Memorandum

DATE: February 2, 2016
TO: Chairman and Members of the Board
FROM: Kevin H. Roche, CEO/General Manager
SUBJECT: Outreach & Recycling Committee Minutes – Dec. 6, 2016

There was a special **Outreach & Recycling Committee Meeting** held on the date noted above to perform the final judging of the 2017 School Recycling Grant applications. The meeting was called to order by Committee Chair Caleb Hemphill.

Caleb referenced the inputs from all committee members and Katrina's final recap of all input that was emailed to the committee on Nov. 23. The key discussion points raised and their resolution follows:

Agenda Item #1: Discuss Key Feedback Themes on Grants

Discussion Point	Resolution
Peak's Island: This grant request concerned the committee because they were not confident that any funding provided by ecomaine for the dishwasher project would not be sufficient to fund the full dishwasher purchase and installation. There were additional concerns that the educational outcomes tied to such a large equipment expense were not clearly understood.	The Committee agreed that, because they believe in the work Peaks Island is aiming to do in the Green School space, they would be willing to entertain a revised grant proposal that meets all four of the grant criteria, and specifically: provides further evidence that the commitment is shared by the school and surrounding community, and further substantiation that the project is likely to succeed and be sustained.
Lake Region Middle School: The committee reviewed the correction that Alan Bradstreet had pointed out to the total award amount, which actually added up to \$900, not \$1,000.	The committee agreed to award the full \$900 amount requested.
Coverage of Bussing Fees: Some committee members voiced that they did not believe bussing fees should be covered by this grant. Others voiced the importance, especially for schools located further away, to offset these costs and be able to leverage this valuable hands-on learning experience.	The committee agreed to approve the bussing expenses because they clearly were linked to larger curriculum initiatives. One idea that the committee would like to revisit before communicating the grants program for next year is to set a threshold of up to \$400 to cover bussing fees.
Food Waste Hauling: The committee discussed the grant requests specifically tied to Garbage to Garden food waste hauling. Now the ecomaine is in the business of handling food waste for its member communities, the committee felt it important that the food waste from grant recipients be delivered to ecomaine and weighed accordingly.	The committee approved the new food waste hauling requests with the stipulation that the schools demand that the food waste be hauled to ecomaine's food waste collection area at 64 Blueberry Road. The schools (Catherine Morrill Day Nursery in Portland and Manchester Elementary in Windham) may pick their preferred hauler with that specific requirement made clear.

Agenda Item #2: Final Approval

The committee unanimously approved the remaining grant amounts adding up to a total of \$16,265.35 of the total \$25,395 requested, as summarized in the final report. **See attachment C for full summary.**

Item # 3: Meeting adjournment

The committee collectively moved to adjourn the meeting.

The next recycling committee meeting is February 9, 2017, at 4:00 p.m.

Present Board Members:

Caleb Hemphill, Sarah Bernier, Maxine Beecher, Jamie Garvin, Dennis Doughty (by phone), Rob Wood and Troy Moon.

Present Staff: Lisa Wolff and Katrina Venhuizen

2017 ecomaine School Recycling Grants Awards Criteria: (1) Project clearly outlined and school commitment is apparent (2) This project can be easily replicated (3) Likely to succeed and be sustained (4) Is a worthwhile initiative that will help to reduce waste and/or conserve energy.

#	ecomaine community	School Name	Award objective	Amount Requested	Amount Granted	Itemized summary
1	Bridgton/Naples/Casco	Lake Region Middle School	Goal is for integrated curriculum about waste and to support this, will build a composting unit on their property and studying recycling intensively, as well as take a tour to ecomaine to cement learning.	\$1,000	\$900	Compost building and tools=\$616 and bussing to ecomaine for tour=\$384
2	Cumberland/North Yarmouth	MSAD #51	Schools are hoping for reimbursment for sorting stations with roller totes in each built by Director of Facilities (researched and decided it was cheaper to build than buy). Shirts for Green Team sorting facilitators	\$4,660	\$4,560	Labor and supplies for four receptacles=\$4,400 Four totes from G2G=160 T-shirts=\$100 (rejected)
3	Falmouth	Falmouth Elementary	Falmouth is constantly trying to reduce waste and their next step is to reduce single-use bottles. Hope is to get one water bottle filling station for hallway and one add-on unit for cafeteria.	\$3,169	\$769	One water bottle filling station=\$2,400 (rejected) One add-on unit for current water fountain=\$769
4	Freeport	Freeport Middle School	Goal is for GreenTeam to create mascot to increase awareness of 3R's in school, implement comprehensive recycling program and understand recycling process further through a field trip to Augusta state house and ecomaine	\$1,000	\$700	Mascot supplies=\$300 (Rejected) Printing materials=\$200 Field trips=\$200, school-wide education=\$300
5	Hiram/SAD 55	Sacopee Valley Middle School	Potential goal is to sort recycling and/or trash and/or compost in order to ensure all is in right bin. Plus a field trip to ecomaine to make a movie to share with school and cement learning.	\$261.46	\$261.46	Gloves=\$41.46 Field Trip to ecomaine =\$220
6	Portland	Howard C. Reiche Community School	Goal is for multi-faceted indoor and outdoor composting systems for collection of snack food waste. Cafeteria food waste is already collected but only if eaten in cafeteria. This new pilot program would allow for much more waste reduction. Would expand to entire school next year. Field trip to ecomaine to cement learning.	\$576.09	\$576.09	In-class composting tools=\$245.50 Outdoor composting bin list=\$110.59 (most of money already raised) Field Trip=\$220
7	Portland	Catherine Morrill Day Nursery	Goal is to launch a comprehensive composting program with education, audits, and much food waste reduction with Garbage to Garden.	\$1,350	\$1,320	Once weekly pickup=\$95/month Depoits for three 32 gal totes=\$150

8	Portland	Peaks Island Elementary School	Desire for a dishwasher so as to reduce and/or eliminate paper and plastic waste (will be moving to reusable trays) in kitchen and cafeteria during lunch and breakfast times. Composting and intense recycling is already occurring on campus.	\$5,000	\$0	Dishwasher=\$3,995 and installation=\$1,005 (Rejected, but invited to re-submit)
9	Saco	Thornton Academy	Goal is to streamline consistency and labeling for recycling process as there are currently numerous types of recycling bins around campus. Environmental club and invested staff will be in charge of monitoring bins.	\$1,549	\$1,549	Six-36 gallon stationary recycling containers valued up to this amount (to be purchased/ provided by ecomaine) = \$1,548.80 with vendor discount
10	South Portland	South Portland High School	Already have solid recycling and compost in place, now want Terracycle for non-recycleables through ecomaine and compostable silverware for second semester.	\$2,020	\$820	\$820 for zero waste boxes, \$1200 for compostable silverware (rejected)
11	Waterboro	Massabesic High School	Students already have a great composting plan in place but want more bins in more accessible places (one in each classroom, office area, etc), a trolley to transport recyclables and biodegradable bags for cans and bottle collection.	\$810	\$810	30 recycling bins=\$210 Trolley=\$500 Biodegradable trash bags=\$100
12	Waterville	Waterville Alternative School	Motivated Green class goal to build outdoor compost bin plus raised bed, inside vermicompost system and set up collection system, in order to reduce food waste.	\$1,000	\$1,000	Worm bin materials=\$185, Sorting inside materials=\$115, Raised beds materials= \$700
13	Windham	Manchester Elementary	No composting or recycling currently happens in cafeteria and goal is to impliment strong program to start both. Bins for sorting will help immensely as well as compost collection.	\$3,000	\$1,320	Garbage to Garden one year contract=\$2000 and bins for Trash-Recycle-Compost=\$1,000 (Granted \$1,140 for 12 months of hauling at the going rate of \$95 per month, and \$180 for hauling toters deposit, invitation to let us know if they need additional trash or recycling bins and <u>we will purchase up to \$1,680 worth of bins</u>)
TOTALS				\$25,395	\$14,585.35	

ATTACHMENT C1

Education and Outreach Data for FY17

Program	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	FY17 Total
Tours	164	105	112	659	216	92							1348
Virtual tours			80	51			81						212
Presentations	130		25	350	49	412							966
Events/Other	100	495	960	215	709	150	105						2734
Totals	394	600	1177	1275	974	654	186						5260

Education and Outreach Data for FY16

Program	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	FY16 Total
Tours	182	77	220	125	133	67	21	59	178	270	75	37	1444
Presentations	48	24	120	511	247	138	244	300	430	440	1156	165	3823
Events/Other	187	347	461	145	8	32	116	375	152	323	171	370	2687
Totals	417	448	801	781	388	237	381	734	760	1033	1402	572	7954

Education and Outreach Data for FY15

Program	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	FY15 Total
Tours	44	33	186	279	404	115	16	63	120	115	69	93	1537
Presentations	43	58	561	302	257	283	77	514	196	1243	213	87	3834
Events/Other	629	321	158	250	12	0	125	193	254	105	139	229	2415
Totals	716	412	905	831	673	398	218	770	570	1463	421	409	7786

Website and Media Analytics

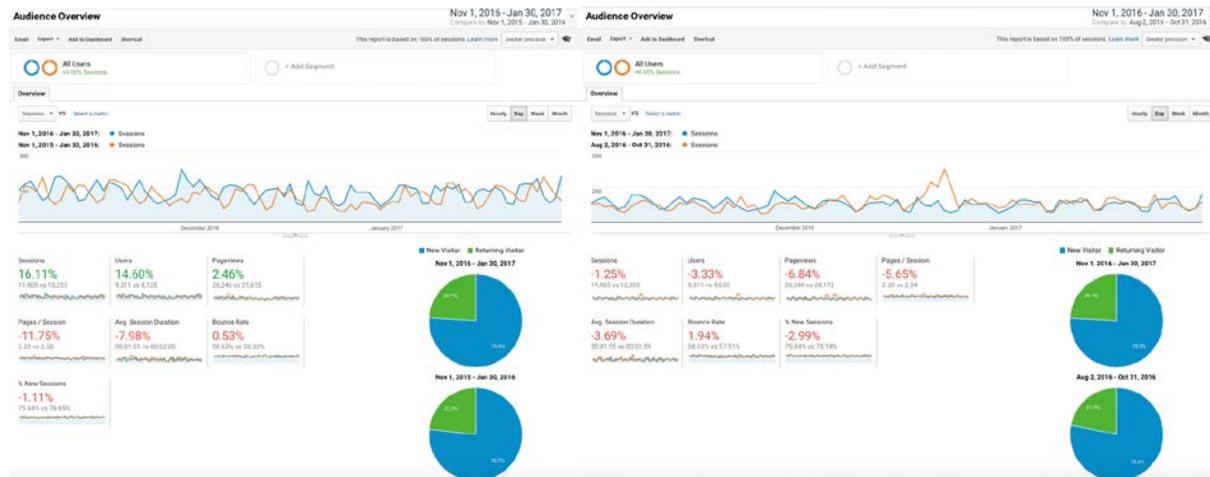
ecomaine website analytics

Nov. 1, 2016 – Jan. 30, 2017

Audience overview

Sessions, users and page views up from last year, down from last period:

- Sessions **up 16.11%** over last year, **down 1.25%** from last period
- Users **up 14.6%** over last year, **down 3.33%** from last period
- Pageviews **up 2.46%** over last year, **down nearly 7%** from last period



By country:

Country ?	Acquisition			Behavior	
	Sessions ? ↓	% New Sessions ?	New Users ?	Bounce Rate ?	Pages / Session ?
	11,905 % of Total: 100.00% (11,905)	75.88% Avg for View: 75.84% (0.04%)	9,033 % of Total: 100.04% (9,029)	58.63% Avg for View: 58.63% (0.00%)	2.20 Avg for View: 2.20 (0.00%)
1. United States	9,242 (77.63%)	74.23%	6,860 (75.94%)	54.85%	2.35
2. Russia	449 (3.77%)	61.47%	276 (3.06%)	69.04%	1.35
3. India	416 (3.49%)	91.83%	382 (4.23%)	68.75%	1.95
4. Canada	172 (1.44%)	81.98%	141 (1.56%)	63.95%	2.17
5. Philippines	123 (1.03%)	73.98%	91 (1.01%)	84.55%	1.31
6. United Kingdom	117 (0.98%)	96.58%	113 (1.25%)	74.36%	1.51
7. Germany	83 (0.70%)	91.57%	76 (0.84%)	43.37%	2.40
8. Malaysia	76 (0.64%)	92.11%	70 (0.77%)	80.26%	1.63
9. Indonesia	65 (0.55%)	87.69%	57 (0.63%)	87.69%	1.26
10. Peru	51 (0.43%)	9.80%	5 (0.06%)	90.20%	1.12

Top 10 Landing Pages:

Page	Pageviews	Unique Pageviews	Avg. Time on Page	Entrances	Bounce Rate	% Exit
	26,246 % of Total: 100.00% (26,246)	20,920 % of Total: 100.00% (20,920)	00:01:35 Avg for View: 00:01:35 (0.00%)	11,899 % of Total: 100.00% (11,899)	58.63% Avg for View: 58.63% (0.00%)	45.34% Avg for View: 45.34% (0.00%)
1. /	5,020 (19.13%)	3,786 (18.10%)	00:01:31	3,572 (30.02%)	31.61%	33.11%
2. /our-facility/waste-to-energy-plant/	3,580 (13.64%)	3,107 (14.85%)	00:03:55	2,811 (23.62%)	80.90%	75.75%
3. /recycling-and-waste-disposal/single-sort-guide/	1,791 (6.82%)	1,369 (6.54%)	00:02:32	722 (6.07%)	68.88%	60.47%
4. /recycling-and-waste-disposal/	1,771 (6.75%)	1,389 (6.64%)	00:01:01	286 (2.40%)	37.41%	22.36%
5. /about-ecomaine/	1,355 (5.16%)	1,026 (4.90%)	00:00:44	90 (0.76%)	24.44%	15.06%
6. /job-opportunities/	1,229 (4.68%)	906 (4.33%)	00:01:53	377 (3.17%)	51.98%	54.68%
7. /recycling-and-waste-disposal/drop-off-locations/	1,037 (3.95%)	893 (4.27%)	00:02:28	695 (5.84%)	76.40%	70.11%
8. /our-facility/	955 (3.64%)	740 (3.54%)	00:00:34	60 (0.50%)	41.67%	15.60%
9. /recycling-and-waste-disposal/special-waste-disposal-options/	584 (2.23%)	509 (2.43%)	00:02:11	366 (3.08%)	78.69%	67.98%
10. /our-facility/recycling-facility/	564 (2.15%)	491 (2.35%)	00:01:57	331 (2.78%)	56.50%	49.11%

Note: we received 43 new “Will it recycle?” questions via the web form on our website during this period, almost 4 times the number of entries from the previous period.

ecomaine Social Media Stats and Earned Media Stats

Nov. 1, 2016 – Jan. 30, 2017

Facebook:

Followers up by 52 since Nov. 1, at 1,242.

Top 10 2016 facebook posts



Twitter:

gained 23 new followers, issued 12 tweets, received 5,735 tweet impressions, and 483 profile visits from Nov. 1 – Jan. 30.

Instagram:

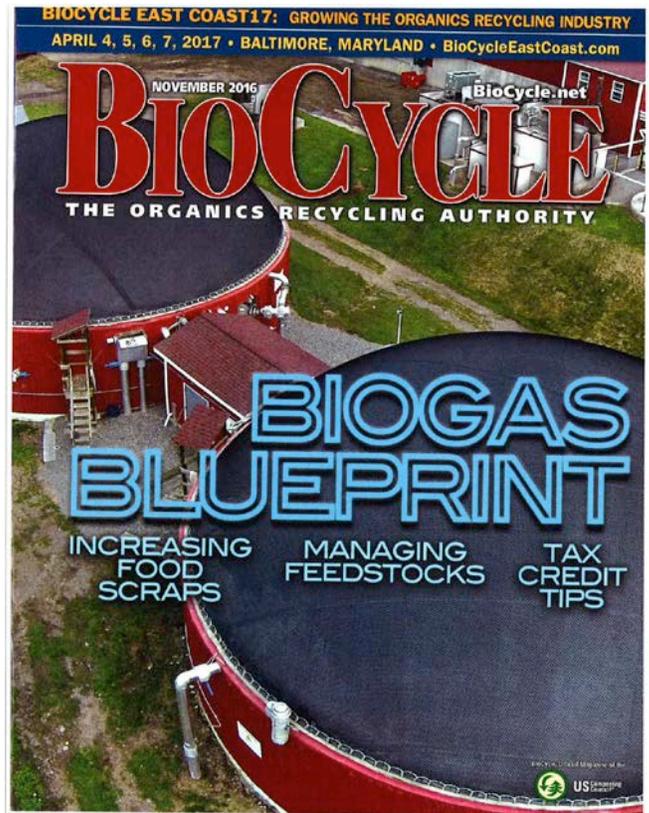
8 posts (of 35 total to date) getting 143 likes/comments
207 followers and following 147

Published	Post	Type	Targeting	Reach	Engagement	Promote
01/06/2017 4:31 pm	Who is the best reducer, re-user or recycler you know? ecomaine	Image	Targeted	9.2K	366 227	Boosted: \$133.64
12/13/2016 11:27 am	As handler of a third of Maine's recyclables and solid waste, we s	Image	Targeted	1.2K	94 57	Boost Post
12/21/2016 1:53 pm	Word to the wise #maine #recycl er, giant #hexagon pipe is not #r	Image	Targeted	917	75 9	Boost Post
01/08/2017 9:51 am	What are your strategies for livin g with less plastic? #reduce #re	Image	Targeted	791	43 26	Boost Post
11/04/2016 10:34 am	We are pleased to be hosting stu dent visitors and journalists from	Image	Targeted	769	14 6	Boost Post
01/28/2017 11:24 am	Hey #maine do you have plans t oday? Do you need any informat	Image	Targeted	656	57 42	Boost Post
12/21/2016 11:20 am	Do you know someone, a busine ss, or group of special someones	Image	Targeted	643	42 17	Boost Post
11/05/2016 11:41 am	Today, we're getting word out to t he Mid-Coast Solid Waste Corpo	Image	Targeted	587	10 4	Boost Post
01/20/2017 4:13 pm	Hey #maine do you have plans n ext Saturday? Do you need any i	Image	Targeted	552	16 8	Boost Post
01/18/2017 4:28 pm	Even on super #snowy days, #ec omaine is chugging along, #recy	Image	Targeted	544	12 5	Boost Post
12/13/2016 8:00 pm	Did you hear ecomaine's Commu nications Manager Lisa Wort on	Image	Targeted	530	51 37	Boost Post
01/05/2017 1:58 pm	Hey #portlandmaine, do you still have your #christmastree? We a	Image	Targeted	479	37 10	Boost Post

ecomaine Earned Media

Nov. 1, 2016 – Jan. 31, 2017

- **Keep Me Current (Jan. 20)**
<http://news.keepmecurrent.com/local-schools-receive-ecomaine-recycling-grants/>
- **The Forecaster (Jan. 16)**
<http://www.theforecaster.net/portland-area-schools-receive-ecomaine-recycling-grants/>
- **Scarborough Leader (Dec. 23)**
<http://news.keepmecurrent.com/local-schools-receive-ecomaine-recycling-grants/>
- **WasteDive (Dec. 14)**
<http://www.wastedive.com/news/inside-ecomaine-the-nonprofit-taking-a-unique-approach-to-managing-maines/432305/>
- **WGAN/ Coast 93.1, WCLZ, WPOR, Rewind 100.9 (Dec. 11)**
<http://wgan.com/podcasts/maine-points-lisa-wolff/>
- **Kennebec Journal (Nov. 28)**
<http://www.centralmaine.com/2016/11/28/waterville-residents-may-no-longer-put-plastic-retail-and-grocery-bags-in-curbside-recycling-bins/>
- **Portland Press Herald (Nov. 28)**
<http://www.pressherald.com/2016/11/28/ecomaine-asks-waterville-residents-to-stop-putting-recyclables-in-plastic-bags/>
- **South Portland Sentry (Nov. 18)**
http://ms.mainelymediallc.com/news/2016-11-18/Front_Page/Compost_pickup_to_be_tried_in_city.html#.WDBjxbU8KaM
- **The Forecaster (Nov. 16)**
<http://www.theforecaster.net/some-south-portland-residents-may-be-asked-to-recycle-food-waste/>
- **Scarborough Leader (Nov. 21)**
http://ml.mainelymediallc.com/news/2016-10-21/Front_Page/Compost_program_is_in_the_works.html#.WAp6ylb3aaM
- **Pen Bay Pilot (Nov. 9)**
<http://m.penbaypilot.com/article/support-apparent-ecomaine-and-mid-coast-solid-waste-contract/78485>
- **Knox Village Soup (Nov. 9)**
<http://knox.villagesoup.com/p/ecomaine-short-term-contract-approved/1590121>



Agri-Cycle and ecomaine got Nov. cover of Biocycle!

ATTACHMENT D

ecomaine																				
Recycling Market Report FY17																				
Month	Element	Plastic				Other							Rec Facilities Total	WTE / Landfill Metal		Food Waste	Total ecomaine	Residue & Revenue Sharing Calc		
		#3-7 & Mixed Ridged	Colored HDPE	No 2 Nat HDPE	No 1 PET	ONP	OCC	Cans	Alum	Loose Metal	Mixed Paper	Glass		Post Burn	Mined (net of ash)	Food Waste		Tons Residue	Inbound Recycle Inc Tipping Fees*	% Residue
July	Tons	34	23	17	20	1,617	913	61	-	19		211	2,915	215	-	9	3,140	263	3,275	8.04%
	Revenue/Ton	\$10	\$350	\$760	\$215	\$78	\$108	\$116	-	\$100		-	\$89	\$39	-	-\$45	\$85	\$44	\$80.51	
Aug	Tons	63	20		42	1,833	976	43	12	12		247	3,247	564		71	3,882	280	3,695	7.59%
	Revenue/Ton	-	\$325	-	\$205	\$99	\$121	\$95	\$380	\$100		-	\$100	\$26	-	-\$45	\$88	\$44	\$89.42	
Sept	Tons	19		20		1,831	953	66		9	5	171	3,074	380		191	3,646	245	3,312	7.40%
	Revenue/Ton	\$20	-	\$570	-	\$96	\$110	\$87	-	\$100	\$25	-	\$97	\$26	-	-\$45	\$85	\$44	\$91.34	
Oct	Tons	62			43	1,716	842	63		30		180	2,936	403		181	3,520	251	3,198	7.84%
	Revenue/Ton	\$2	-	-	\$144	\$93	\$118	\$80	-	\$208		-	\$94	\$26	-	-\$45	\$82	\$44	\$87.46	
Nov	Tons	81	22		22	1,754	797	70		17		176	2,939	307		255	3,501	260	3,422	7.61%
	Revenue/Ton	-\$48	\$340	-	\$160	\$93	\$115	\$96	-	\$173		-	\$92	\$18	-	-\$45	\$79	\$44	\$79.75	
Dec	Tons	21		21	19	1,921	935	59		12	-	156	3,144	272		228	3,643	240	3,347	7.18%
	Revenue/Ton	\$20	-	\$540	\$180	\$95	\$114	\$125	-	\$120		-	\$100	\$28	-	-\$45	\$88	\$44	\$93.89	
	Market Proj	\$ 20	\$ 280	\$ 480	\$ 180	\$ 95	\$ 124	\$ 150		\$ 120		\$ -	\$ 28							
Jan	Tons Rev																			
	Revenue/Ton	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Feb	Tons Rev																			
	Revenue/Ton	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Mar	Tons Rev																			
	Revenue/Ton	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
April	Tons Rev																			
	Revenue/Ton	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
May	Tons Rev																			
	Revenue/Ton	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
June	Tons Rev																			
	Revenue/Ton	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
YTD	Tons	280	64	57	145	10,672	5,417	362	12	99	5	1,142	\$18,255	2,143	-	935	21,333	1,540	20,248.29	7.60%
	% Total Tons	2%	0%	0%	1%	58%	30%	2%	0%	1%	0%	6%	100%							
	Revenue	(\$2,567)	\$21,839	\$35,266	\$25,910	\$988,985	\$619,713	\$35,978	\$4,655	\$14,709	\$125	\$0	\$1,744,613	\$57,052	\$0	(\$21,561)	\$1,801,665	\$67,752	\$18,803	
	% Total Revenue	0%	1%	2%	1%	57%	36%	2%	0%	1%	0%	0%	100%							
	Revenue /Ton	(\$9)	\$339	\$616	\$178	\$93	\$114	\$100	\$380	\$148	\$25	\$0	\$95.57	\$27	\$0	(\$23)	\$84.46		\$87.09	