

ecomaine

Memorandum

DATE: March 29, 2018

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 April 5, 2018 @ 4:00PM. The agenda for this meeting is as follows:

1. Approval of Minutes (*Attachment A1*)& (*Attachment A2*)
2. Recycling is a Work of Art Contest
 - Judging of submissions
3. Outreach & Education
 - Education & Outreach Data (*Attachment B1*)
 - ecomaine Website & Media Analytics (*Attachment B2*)
4. Update on School Recycling Grants Program
5. Recycling Market Report (C)
6. Communication Manager Recruitment
7. Other

Future Meetings:

Finance Committee	May 17, 2018 @ 3PM
Full Board Meeting	May 17, 2018 @ 4PM (Changed from Executive Comm.)
Recycling Committee	May 24, 2018 @ 4PM (Canceled)
Annual Board Meeting	June 14, 2018 @ 11:30AM

ecomaine

Memorandum

DATE: January 9, 2018

TO: Chair and Members of the Board

FROM: Kevin H. Roche, CEO

SUBJECT: Outreach & Recycling Committee Minutes – November 9, 2017

The **ecomaine** Outreach & Recycling Committee met November 9. The meeting was called to order by Committee Chair Caleb Hemphill.

Attendees: Rob Wood, Caleb Hemphill, Jamie Garvin, Robert Randall, Alan Bradstreet, Maxine Beecher and Maureen McDevitt

1. Approval of Minutes (*Attachment A*)
 - Alan Bradstreet made a motion to approve the September 14 meeting minutes , Rob Wood seconded and all were in favor of approving.
2. Survey Summary of Recycling Open House(*Attachment B*)
 - The committee reviewed the results of the open house feedback and it was requested to have more professionals involved with leading the children’s activities at the next Recycling Open House. It was also requested that the staff consider extending the length of the Open House to get more return on the investment it takes to organize the event.
3. Recycling Grants Program Applications

*Of 18 total grant proposals for more than \$40,000 in funding, the committee selected 15 total recipients, as summarized here (see **attachment for full details**). Alan made the motion to approve the \$20,000 and authorizing the staff to find creative ways to accommodate the remaining \$1,158. Jamie seconded this motion and all approved:*

 - 1) Pond Cove & Cape Elizabeth Middle School, cafeteria recycling containers, Cape Elizabeth
 - 2) Mast Landing School, food waste recycling hauling, Freeport
 - 3) Harold B Emery Junior Elementary School, professional recycling program, Limington
 - 4) Lake Region Middle School, food waste recycling, Naples
 - 5) Deering High School, recycling container shed, Portland
 - 6) East End Community School, tour bussing, Portland
 - 7) King Middle School, cafeteria sorting station, Portland
 - 8) Pownal Elementary School, food waste recycling, Pownal
 - 9) Camden Hills Regional High School, organics waste diversion, Camden
 - 10) Scarborough High School, organics composting system, Scarborough

- 11) Shapleigh Memorial School, bussing, bins and project materials, Shapleigh
- 12) Medomak Middle School, bins and gloves for waste diversion, Waldoboro
- 13) Waterboro Elementary School, bussing, gloves, food waste pick-up, Waterboro
- 14) Albert D Hall School, food waste recycling, Waterville
- 15) Yarmouth High School, food waste recycling expansion, Yarmouth

- The committee and staff worked through each grant request to allocate the funds in the fairest way possible, prioritizing the spending where the lowest recycling rates or most fundamental recycling needs were identified.
- Through our discussions in the committee, we were able to reduce the overall amount of grant funding to \$21,158, which staff has determined can be accommodated.
- The committee believes we should increase the grant budget for next year given the interest and positive return on our investment in this program.

4. Outreach & Education

Due to time constraints, the committee agreed to review to remaining attachments after the meeting.

- Education & Outreach Data (**Attachment C1**)
- ecomaine Website & Media Analytics (**Attachment C2**)
- Advertising & video update

5. Recycling Market Report (**Attachment D**)

6. Meeting adjournment:

- Caleb made a motion to adjourn the meeting, Maxine seconded and all were in favor of adjourning at 6:15 p.m.

Future Meetings:

Recycling Committee	November 9, 2017 @ 4PM	Full Board Meeting	March 15, 2018 @ 4PM
Finance Committee	November 16, 2017 @ 3PM	Finance/Budget Workshop	March 22, 2018 @ 4PM
Executive Committee	November 16, 2017 @ 4PM	Audit Committee	April 26, 2018 @ 3PM
Executive Committee	December 21, 2017 @ 4PM	Full Board Meeting	April 26, 2018 @ 4PM
Finance Committee	January 18, 2018 @ 3PM	Finance Committee	May 17, 2018 @ 3PM
Full Board Meeting	January 18, 2018 @ 4PM	Executive Committee	May 17, 2018 @ 4PM
Recycling Committee	January 25, 2018 @ 4PM	Recycling Committee	May 24, 2018 @ 4PM
Executive Committee	February 15, 2018 @ 4PM	Annual Board Meeting	June 14, 2018 @ 11:30AM
Recycling Committee	March 1, 2018 @ 4PM		

ecomaine

Memorandum

DATE: March 28, 2018

TO: Chair and Members of the Board

FROM: Kevin H. Roche, CEO

SUBJECT: Outreach & Recycling Committee Minutes – January 25, 2018

The **ecomaine** Outreach & Recycling Committee met January 25. The meeting was called to order by Committee Chair Caleb Hemphill.

Attendees: Rob Wood, Caleb Hemphill, Robert Randall and Maureen McDevitt

1. Approval of Minutes (*Attachment A*)
 - A quorum was not present therefore the committee was unable to approve the minutes from November 9, 2017.
2. Education & Outreach
 - Caleb proposed changing the flow of the agenda to ensure there was ample time for the Education & Outreach and Recycling Markets updates, which has not been discussed in recent meetings due to time constraints. All approved the change in agenda topic order.
 - Katrina Venhuizen reviewed the Education & Outreach Data (*Attachment B1*) and shared an Instagram post with the committee members, illustrating the [on-court recycling “edutainment” games](#) we are doing as part of the Red Claws sponsorship.
 - Lisa Wolff reviewed the ecomaine Website & Media Analytics (*Attachment B2*).
 - Lisa Wolff also reviewed the Recycling Market Report (*Attachment C*).
3. Eco-Excellence Nominations

The remainder of the meeting was focused on selecting the recipients of 2018 eco-Excellence Awards and determining who the overall winners in the Business, Individual and Community/Non-Profit categories would be.

 - Of 21 nominated individuals, a total of 18 were selected. Three were not selected because they were: (1) outside of our service area, (2) already won last year, or (3) represented a duplication in a category where another nominee was selected.
 - The full list of winners can be found [here](#).
4. Meeting adjournment:
 - Bob Randall made a motion to adjourn the meeting, Maureen McDevitt seconded and all were in favor of adjourning at 5:52 p.m.

ATTACHMENT B1

Education and Outreach Data for FY18													
Program	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	FY18 Total
Tours	51	61	0	341	198	81	43	54	83				912
Virtual tours			575	126	225	10	0	72	160				1168
Presentations	22	45	8	107	18	150	0	36	68				454
Events/Other	195	700	1880	809	680	102	6655	2562	3942				17525
Totals	268	806	2463	1383	1121	343	6698	2724	4253	0	0	0	20059

NOTE: 12,699 Events/Other touch points achieved through 6 Red Claws on-court promos

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		23	167	157	43	3	1741
Virtual tours			80	51			81	84	383	103	424	401	1607
Presentations	130		25	350	49	412		80	232	575	78	79	2010
Events/Other	100	495	960	215	709	150	105	335	415	1160	570	885	6099
Totals	394	600	1177	1275	974	654	186	522	1197	1995	1115	1368	11457

Tours and Presentation Data for the Month of: **January 2018**

	Date	Group/School Name	Ages	Town	Facilities	Notes	Size
Tours	1/12/18	Allagash Brewery	adult	Portland	WTE/REC/landfill	very engaged group, lots of fun	8
Total Individuals Reached:	1/23/18	Portland High School	10th grade	Portland	WTE/REC		8
43	1/23/18	Audubon Nature Group	adult	Portland, etc	WTE/REC		12
	1/29/18	Hannah McCarthy	adult	New Hampshire	WTE/REC/landfill	plus interview about recycling in New England	1
	1/30/18	Department of Environmental Protec	adult	Maine	WTE/REC/landfill		8
	1/31/18	Civilian tour	adult		WTE/REC		5

	Date	Group/School Name	Ages	Town	Facilities	Notes	Size
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Virtual Tours
Total Individuals Reached:
0

	Date	Group/School Name	Ages	Town	Facilities	Notes	Size
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Presentations
Total Reached:

	Date	Group/School Name	Ages	Town	Facilities	Notes	Size
Outreach Events/Other	1/11/18	Midcoast meeting in Camden	adult	Camden		meeting about the future of waste services in Midcoast	7
Total Individuals Reached:	1/16/18	Lake Region Middle School	8th grade	Naples	waste audit		12
6655	1/17/18	Red Claws staff training	adult	Portland	REC/WTE	train staff on new recycling bins in addition to trash	10
	1/18/18	Redclaws Game on court activity!	all	Maine	REC	child on court sorting recycling and announcer promoting us	1,591
	1/19/18	Sebago Technics	adult	South Portand	REC	walk through to help start recycling	1
	1/20/18	Redclaws Game on court activity!	all	Maine	REC	child on court sorting recycling and announcer promoting us	2,417
	1/27/18	Home Energy Fair	Adult	Falmouth, Yarmout	REC/WTE/landfill/food		200
	1/28/18	Redclaws Game on court activity!	all	Maine	REC	child on court sorting recycling and announcer promoting us	2417

Tours and Presentation Data for the Month of: **March 2018**

	Date	Group/School Name	Ages	Town	Facilities	Notes	Size
Tours	3/1/18	Shapleigh elementary	5th grade	Shapleigh	REC/WTE virtual and landfill		20
Total Individuals	3/2/18	Hydro International	adult	Portland	REC/WTE		8
Reached:	3/2/18	SMCC tour	college	South Portland	REC/WTE		8
83	3/6/18	Waterboro Elm and Middle	elem and middle	Waterboro	REC/WTE		16
	3/6/18	eco-Excellence tours	adult	numerous	REC/WTE		18
	3/7/18	Kennebunk tour	high school	Kennebunk	REC/WTE		8
	3/12/18	IDEXX tour	adult	Westbrook	REC		5
	Date	Group/School Name	Ages	Town	Facilities	Notes	Size
Virtual Tours	3/15/18	Windham Middle School	7th grade	Windham	REC/WTE/Landfill	alternative energy sources	95
Total Individuals	30-Mar	Caravel School	7th grade	Carmel	REC		65
Reached:							
160							
	Date	Group/School Name	Ages	Town	Facilities	Notes	Size
Presentations	3/19/18	One City Center	adult	Portland	REC	want to recycle	12
Total	3/23/18	Orthopedic Associates	adult	Portland	REC	discussing dangerous waste in REC	6
Reached:	3/28/18	TD Bank	adult	Portland	REC/WTE		20
68	3/29/18	Chelsea Elementary	1-5th grade	Chelsea	REC/WTE		30
	Date	Group/School Name	Ages	Town	Facilities	Notes	Size
Outreach Events/Other	3/6/18	eco-Excellence					85
Total Reached:	3/8/18	Redclaws Game on court activ		Maine	REC	child on court sorting recycling and annou	1,440
3942	3/18/18	Redclaws Game on court activ		Maine	REC	child on court sorting recycling and annou	2,417

Website and Media Analytics

ecomaine Social Media Stats and Earned Media Stats

Jan. 1, 2018 – March 26, 2018

- **Facebook:** 70 new likes from Jan. 1 – March 26 with 1,671 likes
- **Twitter:** Have 574 followers (up 14) and issued 37 tweets for 52,660 tweet impressions. (We boosted our first tweet, which did not seem to make a difference on mentions or profile visits.)
- **Instagram:** Issued 35 posts. Gained 84 new followers at 388 total, due to great success of linking FB boost to Instagram).

ecomaine Earned Media

Otisfield recycling equipment purchases OK'd – *Sun Journal* – March 26, 2018
<http://www.sunjournal.com/otisfield-recycling-equipment-purchases-okd/>

School rewarded for recycling efforts – *Waterboro Reporter*, March 23, 2018



SCHOOL AWARD
(Continued from page 1)

to the awards lunch. Librarian Cheryl Anglin, who submitted the nomination of WES and its garbologists for the eco-Excellence award also attended.

Brady Batson, Calvin Akom, Travis Poirier and Kyle Abbott are the current garbologists, students who are researching, analyzing and making suggestions for strategies on how to continue to improve some of the school's Zero Waste activities. Asked the source of the term garbologist, Leslie shared that last year's students took an interest in a lesson called Ology (the study of something). When faced with an assignment where they had to search define the different "ology" words and careers that went with them, they wanted an ology word that would represent the work they were doing to study the school's garbage with the goal of reducing it. They liked the definition of the term garbology: the study of modern culture through the analysis of what is thrown away as garbage.

The original garbologists last year were fifth-graders Jack Fournier, Benjamin Tangsay, Logan Allaire, Matthew Leterrier, Zach Labbe, Robert Avery and Clayton Durroop. At that time, some fourth-graders were engaged in math and language activities, as they devised and conducted surveys, learned interviewing, sampling, and other social science skills as well as analyzing results and writing up findings. Now, as fifth-grade garbologists themselves, their Zero Waste work is providing hands-on ways of meeting grade-level learning goals in these subject areas as well as in public speaking.

On Thursday March 15 they presented a slideshow and spoke to the rest of WES students and staff on topics that resulted from their research. They have also presented to school board members, as well as the superintendent and nutrition director. They will be distributing compost pails, donated by ecomaine, to every classroom so that the breakfast, that is eaten in classrooms, can follow the same lunch time waste-reduction routines.

In a group interview, the garbologists were asked what they have learned that has most impressed them in their work; they had a variety of responses. Brady Batson wants to promote efforts that combat the greenhouse effect, saying, "Heat is winning, we need to recover Antarctica from melting." Calvin Akom believes, "Everyone should start a compost bin or a worm farm and grow a garden." Travis Poirier wants everyone, "To realize the hundreds of years it takes for a plastic bottle to decompose and it may harm animals in the process." Kyle Abbott says that, "If each person does their part, it will be an amazing world for the next generations."

Leslie says that part of the rest of this year's work for the garbologists will be to follow the waste stream from the wastebaskets in the school, to the dumpsters outside, to the Waterboro Transfer Station, and on to ecomaine, to see how it is recycled or burned to generate energy. The garbologists' work, as well as all of the schoolwide Zero Waste activities are, in Lesdie's words, "To help students learn the answer to: 'Where does our garbage go?'" One answer to this question comes from fifth-grader Kyle Abbott, impressed by what he heard during the ecomaine tour, "If someone says something is 'throw-away,' it isn't. It never goes away, there is no 'away.'"

Price hike pending for Midcoast Solid Waste yellow trash bags – *Pen Bay Pilot* – March 21, 2018
<http://www.penbaypilot.com/article/price-hike-pending-midcoast-solid-waste-yellow-trash-bags/99031?source=mp>

Lamoine Oks all items during town meeting – *The Ellsworth American* – March 13, 2018
<https://www.ellsworthamerican.com/maine-news/lamoine-oks-items-town-meeting/>

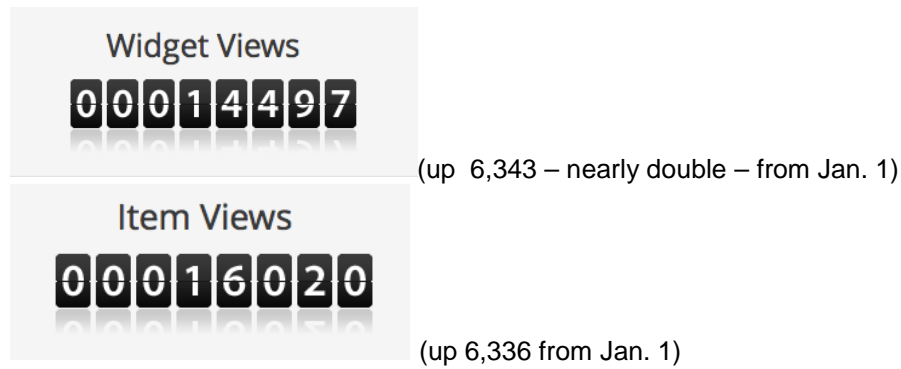
Three honored by ecomaine for environmental commitment – *Portland Press Herald* – March 9, 2018
<https://www.pressherald.com/2018/03/09/three-honored-by-ecomaine-for-environmental-commitment/>

Gray Recycling committee chairman received eco-Excellence Award – *Keep Me Current Lakes Region Weekly* – March 9, 2018
<http://news.keepmeurrent.com/jonathan-hedman-receives-eco-excellence-award/>

LRMS conducts lesson in daily recycling effort – *The Bridgton News* – March 8, 2018 (see clip, right)



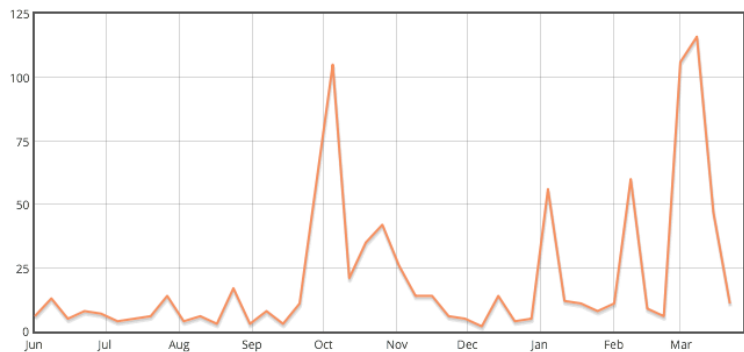
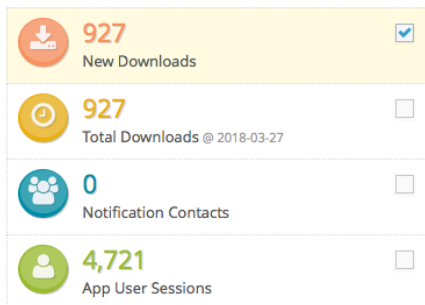
ecomaine website / RECYCLOPEDIA app analytics



Most viewed items:

1. Plastic bag 368 hits
2. Styrofoam 267 hits
3. Batteries 169 hits
4. Milk cartons 146 hits
5. Alkaline batteries 137 hits
6. Almond milk cartons 125 hits
7. Plastic straw 121 hits
8. Aluminum foil 112 hits
9. Hangers (metal, plastic, wood) 102 hits
10. Paper towel 99 hits

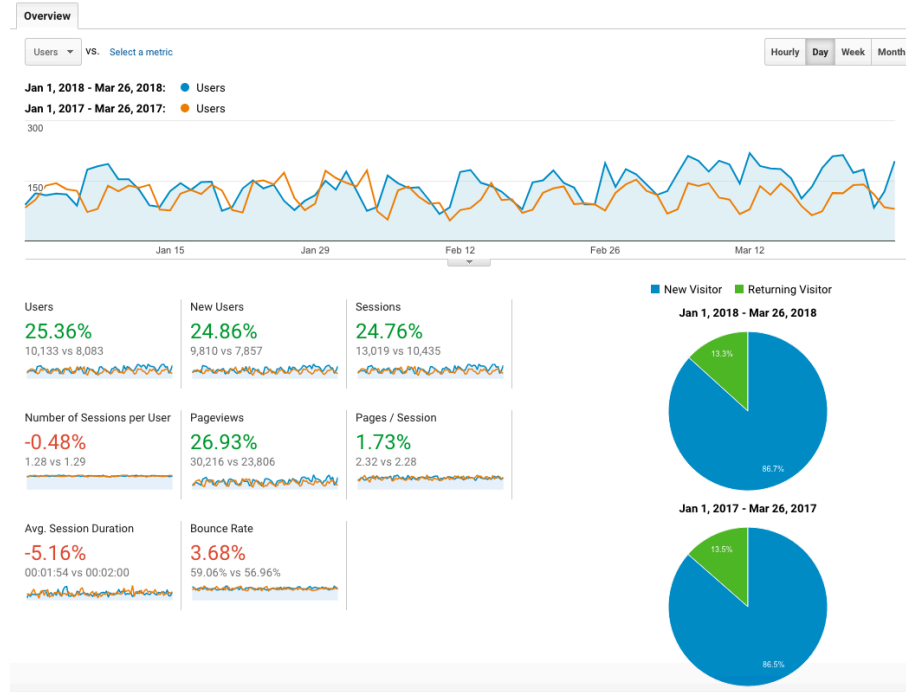
App installations:



Website audience overview

Traffic and usage improved over last period, slightly down from last year:











- Sessions **up 24.86%** compared to last year (9,810 vs. 7,857) and **up 10.27%** from last period
- Users **up 25.36%** compared last year (10,133 vs 8,083) and **up 9.61%** compared to the previous period
- Pageviews up **27%** over last year (30,216 vs. 23,806) and **up 13.04%** from last period
- Bounce rate was **up 3.68%** compared to last year (59.06% vs. 56.96%)



Usage by town:

City ?	Acquisition			Behavior		
	Users ? ↓	New Users ?	Sessions ?	Bounce Rate ?	Pages / Session ?	Avg. Session Duration ?
	5,008 % of Total: 49.42% (10,133)	4,713 % of Total: 48.04% (9,810)	6,880 % of Total: 52.85% (13,019)	47.89% Avg for View: 59.06% (-18.91%)	2.74 Avg for View: 2.32 (17.87%)	00:02:28 Avg for View: 00:01:54 (29.53%)
1. Portland	1,406 (27.38%)	1,282 (27.20%)	2,139 (31.09%)	46.24%	2.93	00:03:06
2. South Portland	287 (5.59%)	263 (5.58%)	391 (5.68%)	46.29%	3.12	00:02:56
3. Scarborough	247 (4.81%)	223 (4.73%)	350 (5.09%)	44.57%	3.08	00:03:32
4. Falmouth	213 (4.15%)	197 (4.18%)	256 (3.72%)	49.61%	2.57	00:01:52
5. Cape Elizabeth	167 (3.25%)	159 (3.37%)	316 (4.59%)	35.76%	1.99	00:00:52
6. Westbrook	148 (2.88%)	134 (2.84%)	195 (2.83%)	44.10%	2.95	00:02:01
7. Augusta	143 (2.78%)	132 (2.80%)	181 (2.63%)	50.83%	2.55	00:01:57
8. Windham	138 (2.69%)	131 (2.78%)	154 (2.24%)	52.60%	2.54	00:01:45
9. Lewiston	136 (2.65%)	126 (2.67%)	172 (2.50%)	48.26%	2.42	00:02:11
10. Freeport	135 (2.63%)	125 (2.65%)	172 (2.50%)	51.74%	2.47	00:01:45

Top 10 Landing Pages:

Page ?	Pageviews ? ↓	Unique Pageviews ?	Avg. Time on Page ?	Entrances ?	Bounce Rate ?	% Exit ?
	30,216 % of Total: 100.00% (30,216)	23,803 % of Total: 100.00% (23,803)	00:01:26 Avg for View: 00:01:26 (0.00%)	13,015 % of Total: 100.00% (13,015)	59.06% Avg for View: 59.06% (0.00%)	43.07% Avg for View: 43.07% (0.00%)
1. / 	5,055 (16.73%)	3,846 (16.16%)	00:00:58	3,606 (27.71%)	26.03%	28.13%
2. /recycling-and-waste-disposal/single-sort-guide/ 	2,642 (8.74%)	2,024 (8.50%)	00:02:02	1,512 (11.62%)	73.81%	65.10%
3. /recycling-and-waste-disposal/ 	2,535 (8.39%)	1,899 (7.98%)	00:00:53	478 (3.67%)	41.00%	20.79%
4. /our-facility/waste-to-energy-plant/ 	2,047 (6.77%)	1,593 (6.69%)	00:03:13	1,391 (10.69%)	72.68%	65.46%
5. /recyclopeda/ 	1,814 (6.00%)	1,475 (6.20%)	00:02:32	894 (6.87%)	69.46%	59.15%
6. /job-opportunities/ 	1,479 (4.89%)	1,141 (4.79%)	00:02:09	428 (3.29%)	74.30%	58.55%
7. /about-ecomaine/ 	1,442 (4.77%)	1,040 (4.37%)	00:00:42	92 (0.71%)	35.87%	14.42%
8. /recycling-and-waste-disposal/drop-off-locations/ 	1,205 (3.99%)	1,019 (4.28%)	00:01:51	664 (5.10%)	68.07%	58.26%
9. /our-facility/ 	857 (2.84%)	644 (2.71%)	00:00:25	33 (0.25%)	40.62%	11.55%
10. /commercial-and-contractor-information/requests-for-proposals/ 	720 (2.38%)	710 (2.98%)	00:01:26	674 (5.18%)	99.41%	94.44%

ATTACHMENT C

ecomaine																				
Recycling Market Report FY18																				
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	Paper	Cardboard	Cans	Alum	Loose Metal	Mixed Paper	Glass		Post Burn	Mined (net of ash)	Outbound Food Waste		Tons Residue	Inbound Recycle Inc Tipping Fees*	% Residue
July	Tons	80	22	-	21	1,690	949	62	16	12	194	3,046.07	301	-	394	3,741	241	3,364	7.18%	
	Revenue/Ton	\$10	\$310	-	\$300	\$107	\$190	\$144	\$400	\$135	-	\$129	\$61	-	-\$45	\$110	\$44	\$116.52		
Aug	Tons	61	-	21	21	1,783	1,053	28	-	39	-	211	3,217	435	417	4,069	266	3,606	7.37%	
	Revenue/Ton	\$13	-	\$580	\$285	\$77	\$185	\$165	-	\$164	\$0	-	\$113	\$62	-\$45	\$96	\$44	\$100.65		
Sept	Tons	22	23	-	-	1,687	888	62	-	25	-	184	2,890	291	395	3,577	202	3,128	6.46%	
	Revenue/Ton	\$20	\$350	-	-	\$23	\$180	\$165	-	\$160	-	-	\$77	\$69	-\$45	\$68	\$44	\$71.13		
Oct	Tons	84	-	20	22	1,759	851	83	-	12	-	194	3,025	308	411	3,744	233	3,271	7.11%	
	Revenue/Ton	\$3	-	\$659	\$300	\$5	\$120	\$136	-	\$146	-	-	\$48	\$57	-\$45	\$43	\$44	\$46.48		
Nov	Tons	45	-	-	23	1,542	1,262	43	-	19	-	181	3,115	356	382	3,853	239	3,740	6.39%	
	Revenue/Ton	-	-	-	\$255	\$11	\$120	\$139	-	\$140	-	-	\$59	\$57	-\$45	\$53	\$44	\$50.13		
Dec	Tons	43	22	-	-	1,821	756	85	-	5	-	167	2,898	324	356	3,578	325	3,047	10.67%	
	Revenue/Ton	\$2	\$390	-	-	\$0	\$118	\$157	-	\$150	-	-	\$38	\$61	-\$45	\$37	\$44	\$24.89		
Jan	Tons	86	-	21	22	1,403	1,224	81	-	10	-	177	3,025	340	417	3,782	261	3,144.20	8.30%	
	Revenue/Ton	\$7	-	\$720	\$245	-\$2	\$116	\$187	-	\$273	-	-	\$59	\$92	-	\$56	\$44	\$48.42		
Feb	Tons	44	-	-	45	1,444	1,004	62	-	9	-	115	2,722	455	312	3,489	232	2,473.41	9.38%	
	Rev	435	-	-	11,634	(33,980)	102,549	11,231	-	1,450	-	-	93,320.50	43,328	-	\$136,649	\$10,204	\$14,740		
	Revenue/Ton	\$10	-	-	\$257	-\$24	\$102	\$182	-	\$170	-	-	\$34	\$95	-	\$39	\$44	\$35.28		
	Market Proj	10	360	750	260	(28)	111	195	440	170	-	-	-	-	-	-	-	-		
Mar	Tons	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	\$0	\$0	-	
	Rev	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
	Revenue/Ton	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
	Market Proj	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
April	Tons	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	\$0	\$0	-	
	Rev	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
	Revenue/Ton	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
	Market Proj	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
May	Tons	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	\$0	\$0	-	
	Rev	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
	Revenue/Ton	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
	Market Proj	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
June	Tons	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	\$0	\$0	-	
	Rev	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
	Revenue/Ton	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
	Market Proj	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
YTD	Tons	464.24	67.48	61.71	154.87	13,126.86	7,986.44	505.92	16.11	130.33	-	1,423.98	23,937.94	2,809.60	-	3,084.21	29,831.75	1,999.12	26,728.75	7.48%
	% Total Tons	2%	0%	0%	1%	55%	33%	2%	0%	1%	-	6%	100%	-	-	-	-	-	-	
	Revenue	\$3,413	\$23,622	\$40,345	\$41,940	\$346,195	\$1,121,253	\$80,808	\$6,447	\$21,318	\$0	\$0	\$1,685,342	\$197,552	\$0	(\$18,490)	\$1,882,894	\$87,961	\$55,479	
	% Total Revenue	0%	1%	2%	2%	21%	67%	5%	0%	1%	-	0%	100%	-	-	-	-	-	-	
	Revenue/Ton	\$7	\$350	\$654	\$271	\$26	\$140	\$160	\$400	\$164	\$0	\$0	\$70.40	\$70	\$0	(\$6)	\$63.12	\$65.13		

* paper revenue includes transportation cost that will be booked in the recycling cost center when invoiced