



Corporate Members

Bridgton
Cape Elizabeth
Casco
Cumberland
Falmouth
Freeport
Gorham
Gray
Harrison
Hollis
Limington
Lyman
North Yarmouth
Ogunquit
Portland
Pownal
Scarborough
South Portland
Waterboro
Windham
Yarmouth

Associate Members

Baldwin
Hiram
Naples
Parsonsfield
Porter
Standish
Saco

Contract Members

Andover
Cornish
Jay
Livermore Falls
Manchester
Monmouth
North Haven
Poland
Sanford
Old Orchard Beach
Readfield
Wayne

DATE: May 20, 2011
TO: Recycling Committee
FROM: Kevin Roche, General Manager
SUBJECT: May 25, 2011 Meeting Agenda

There is a meeting of the Recycling Committee scheduled for Wednesday, May 25th, at 4:00PM at **ecomaine**.

AGENDA:

1. Review and approval of the 04/27/11 meeting minutes (**Attachment A**)
2. Catalog Choice Update
3. Recycling Revenue Share for Owner Communities
4. Curbside & Silver Bullet Collection Vs. Curbside Only Collection (**Attachment B**)
5. Legislative Updates
6. Recycling Updates:
 - Discussion of current market conditions
 - Tonnage and marketing reports (**Attachment C & D**)
 - Revenue and expense report (**Attachment E**)
 - Website analytics
 - Outreach and tour report
7. Other

Next Recycling Committee Meeting Date: June 22, 2011 @ 4:00PM.

cc: Board of Directors

(Attachment A)

**ecomaine
Recycling Committee Workshop Minutes
April 27, 2011**

Committee Members present: Dick Brobst, Len Van Gaasbeek, Troy Moon, Susan McGinty, Travis Wagner, Bonnie Rodden, and Sarah Bernier

ecomaine Staff present: Kevin Roche, Shelley Dunn, and Missi Labbe

Agenda Items:

1. Review of 03/23/11 meeting minutes

A motion to accept the minutes was made by Mr. Brobst and seconded by Mr. Van Gaasbeek. The minutes were approved unanimously.

2. Silver Bullet Painting Contest

Ms. Labbe explained that three of the entries felt the project was doable. Silver bullet will be primed and delivered to the school's as soon as weather permits. Prior to commencement of the projects, ecomaine will be asking each school to indemnify ecomaine should any mishaps occur.

3. Catalog Choice Update

Mr. Roche explained that the full Board had approved the budget to include the money needed for one year subscription to Catalog Choice. Ms. Labbe indicated that ecomaine had requested the draft agreement be sent for consideration in preparation for the July 1, 2011, anticipated start date. Ms. Wojcoski indicated that the agreement should stipulate that there is no automatic renewal and the agreement was for only one year's subscription. Ms. Labbe stated that staff would review the agreement carefully to ensure it met ecomaine's requirements.

4. Laura Reading, USM Student, Service Learning Project Review

Laura Reading a USM Student working with Professor Travis Wagner, presented a service learning project in which she looked at the efficiencies of creating silver bullet consolidation points to serve locations in outlying areas. The project plotted potential locations for consolidation under two scenarios which provided for 5 consolidation points and a second scenario that provided for 3 consolidation points. The outcome projected a savings of as much as \$2,800 in overall transportation costs. This study did not take into consideration the capital costs necessary to facilitate a consolidation point and did not look at viability of potential sites used in the study. Mr. Roche indicated that several towns have moved to utilizing compactors instead of silver bullets and the potential for savings on hauling when doing so. The committee discussed the information at length.

5. Discussion on Email Statements

Ms. Labbe explained that ecomaine has offered to begin sending statements via email instead of a printed paper statement. The suggestion was sent out in a letter to all ecomaine customers and also as a note on current statements. The Accounting Department has reported a limited response to the offer. Staff is asking the members of the Recycling Committee to encourage their respective towns to give this option a try. Towns opting in can change their minds and return to printed statements at any time if they should decide email statements do not work well for them. If towns utilize this option it would not only save on postage but would also reduce waste paper. Staff received feedback from the Committee and will work with towns to go paperless.

(Attachment A)

6. Legislative Update on Product Stewardship Bills

Mr. Moon updated the Committee on the status of bills currently in front of the Legislature. Currently there is a bill being discussed to include small businesses/small quantity generators in the ewaste laws allowing them to dispose of ewaste for free as residents currently do. ecomaine will be testifying in favor of this bill. Mr. Roche will be testifying neither for nor against a bill that would remove 28oz glass bottles from the bottle bill. Another bill up for consideration addresses medical sharps. Ms. Bernier indicated that sharps are a problem in the two communities she serves, Saco and Scarborough. Mr. Moon indicated the same is true for Portland. There are several bills aimed at changing the bottle bill in one way or another. Mr. Roche testified that he would like to see the inefficiencies of the bottle bill addressed. He indicated that ecomaine will be hosting a debate regarding the bottle bill on June 17th here at ecomaine. More details will be forthcoming.

7. Recycling Updates

Current Market Conditions

Mr. Roche updated the Committee on current conditions of the recycling commodities markets and material movement.

Tonnage and Marketing Reports

Ms. Labbe went over current recycling tonnage for March 2011, which was 2,934.57 tons.

Revenue and Expense Report

Ms. Labbe reviewed the revenue and expense reports for March 2011.

Website Analytics

Ms. Dunn reviewed recent website traffic and statistics.

Outreach and Tour Report

Ms. Labbe updated the Committee on the number of tours done in March and the outreach conducted.

8. Other

none

The meeting was adjourned.

The next meeting will be Wednesday, June 22, 2011 at 4:00PM at ecomaine.

North Yarmouth silver bullet vs curbside only

Month	Tons MSW	Tons Drop Off	Tons Curbside	Total Drop off & Curbside Recycling	Total MSW & Recycling	Recycling Rate
Jul-08	119.11	19.47		19.47	138.58	14.05%
Aug-08	100.80	25.32		25.32	126.12	20.08%
Sep-08	121.69	28.65		28.65	150.34	19.06%
Oct-08	50.43	32.67	15.85	48.52	98.95	49.03%
Nov-08	43.67	11.92	31.02	42.94	86.61	49.58%
Dec-08	56.33	18.96	41.55	60.51	116.84	51.79%
Jan-09	50.86	13.30	30.47	43.77	94.63	46.25%
Feb-09	45.22	12.70	23.08	35.78	81.00	44.17%
Mar-09	48.46	13.98	26.82	40.80	89.26	45.71%
Apr-09	51.91	13.71	30.53	44.24	96.15	46.01%
May-09	45.05	16.34	26.36	42.70	87.75	48.66%
Jun-09	53.28	15.55	36.00	51.55	104.83	49.17%
Jul-09	54.30	11.36	32.31	43.67	97.97	44.57%
Aug-09	53.60	12.18	26.88	39.06	92.66	42.15%
Sep-09	41.65	13.69	34.71	48.40	90.05	53.75%
Oct-09	50.09	12.31	35.22	47.53	97.62	48.69%
Nov-09	43.55	14.05	32.42	46.47	90.02	51.62%
Dec-09	61.52	16.88	39.63	56.51	118.03	47.88%
Jan-10	45.27	10.39	40.29	50.68	95.95	52.82%
Feb-10	40.72		31.46	31.46	72.18	43.59%
Mar-10	46.00		38.20	38.20	84.20	45.37%
Apr-10	50.03		39.91	39.91	89.94	44.37%
May-10	40.28		37.98	37.98	78.26	48.53%
Jun-10	50.82		44.14	44.14	94.96	46.48%
Jul-10	45.36		38.69	38.69	84.05	46.03%
Aug-10	52.26		40.97	40.97	93.23	43.95%
Sep-10	51.30		41.24	41.24	92.54	44.56%
Oct-10	44.29		38.47	38.47	82.76	46.48%
Nov-10	50.30		41.61	41.61	91.91	45.27%
Dec-10	50.32		41.40	41.40	91.72	45.14%
Jan-11	44.11		32.99	32.99	77.10	42.79%
Feb-11	39.77		29.22	29.22	68.99	42.35%
Mar-11	52.89		38.36	38.36	91.25	42.04%

Average tons per month	46.45
Average tons per month	38.19

Pownal Silver bullet vs Curbside only

Month	Tons MSW	Tons Drop Off	Tons Curbside	Total Drop off & Curbside Recycling	Total MSW & Recycling	Recycling Rate	
Jul-09	32.41	9.37		9.37	41.78	22.43%	
Aug-09	26.27	8.30		8.30	34.57	24.01%	
Sep-09	20.59	11.40	3.80	15.20	35.79	42.47%	Average tons per month 14.20
Oct-09	14.27	5.78	7.86	13.64	27.91	48.87%	
Nov-09	11.73	4.88	7.57	12.45	24.18	51.49%	
Dec-09	14.15	5.09	8.97	14.06	28.21	49.84%	
Jan-10	15.85	2.93	12.73	15.66	31.51	49.70%	
Feb-10	11.80		8.68	8.68	20.48	42.38%	
Mar-10	12.60		9.73	9.73	22.33	43.57%	
Apr-10	16.16		12.79	12.79	28.95	44.18%	
May-10	12.34		9.84	9.84	22.18	44.36%	
Jun-10	14.69		10.40	10.40	25.09	41.45%	
Jul-10	16.39		15.69	15.69	32.08	48.91%	
Aug-10	13.17		12.78	12.78	25.95	49.25%	
Sep-10	12.94		15.48	15.48	28.42	54.47%	
Oct-10	15.76		15.96	15.96	31.72	50.32%	
Nov-10	12.06		10.57	10.57	22.63	46.71%	
Dec-10	17.32		14.60	14.60	31.92	45.74%	
Jan-11	12.95		10.23	10.23	23.18	44.13%	
Feb-11	11.74		9.25	9.25	20.99	44.07%	
Mar-11	12.41		11.01	11.01	23.42	47.01%	

Month	Total Ton Recycling	
Apr-09	19.03	Average tons per month 30.00
May-09	30.20	
Jun-09	40.77	
Jul-09	48.25	Average tons per month 47.71
Aug-09	55.63	
Sep-09	37.24	
Oct-09	49.96	
Nov-09	39.32	
Dec-09	49.12	
Jan-10	40.42	
Feb-10	34.78	
Mar-10	46.33	
Apr-10	53.62	
May-10	51.06	
Jun-10	66.83	

**Owner Communities**

Bridgton
 Cape Elizabeth
 Casco
 Cumberland
 Falmouth
 Freeport
 Gorham
 Gray
 Harrison
 Hollis
 Limington
 Lyman
 North Yarmouth
 Ogunquit
 Portland
 Pownal
 Scarborough
 South Portland
 Waterboro
 Windham
 Yarmouth

Associate Members

Baldwin
 Hiram
 Naples
 Parsonsfield
 Porter
 Saco
 Standish

Contract Members

Andover
 Cornish
 Jay
 Livermore Falls
 Manchester
 Monmouth
 North Haven
 Poland
 Sanford
 Old Orchard Beach
 Readfield
 Wayne

May 5, 2011

Falmouth Town Council
 C/O Tony Payne, Chair
 Town of Falmouth
 271 Falmouth Road
 Falmouth Maine 04105

Dear Tony:

I would like to congratulate Falmouth for deciding to adopt weekly curbside collection of recyclables. This will be a great enhancement of your town's recycling program and a great convenience to your residents. The ecomaine recycling committee has heard, however, that the Town Council may also eliminate or reduce the number of silver bullet recycling containers available to the public. I wanted to reach out to you and share some information that I hope you and your colleagues will consider as you deliberate on this topic.

The ecomaine Recycling Committee has reviewed the recycling programs of our member communities and has found that towns utilizing both curbside and drop off collection have more effective recycling programs than those that rely on curbside collection alone.

For example:

- Pownal instituted curbside recycling in 2009. When they eliminated their silver bullets very soon after, their recycling tonnage fell from an average of 14.86 tons to 11.93 tons. This represents a 20% reduction.
- North Yarmouth moved to curbside recycling in 2008 and eliminated silver bullet use in 2010. They saw a reduction from an average of 45.45 tons of recycling to 38.19 tons when silver bullets were removed from service. This represents an 18% reduction in recycling.

- Old Orchard Beach added silver bullets to its already existing curbside collection service and saw an increase from an average of 30 tons per month to 47.04 tons. That is an increase of 57%.

Drop off containers such as the silver bullets make recycling accessible to many people who may not be fully served by the curbside program. These include residents of apartment buildings and condominiums, small businesses and residents who may miss their collection day or who generate a large quantity of recyclables between collections.

The Town of Falmouth has been a leader in waste reduction and recycling since the early 1990s. It was the first town in the region to institute a pay-as-you-throw program – an approach to waste reduction since adopted by several neighboring communities. Even before beginning curbside recycling, Falmouth residents recycled at impressive rate. The ecomaine Recycling Committee commends these achievements.

We hope you will strongly consider the information we have shared with you and decide to maintain your silver bullet program in its current form.

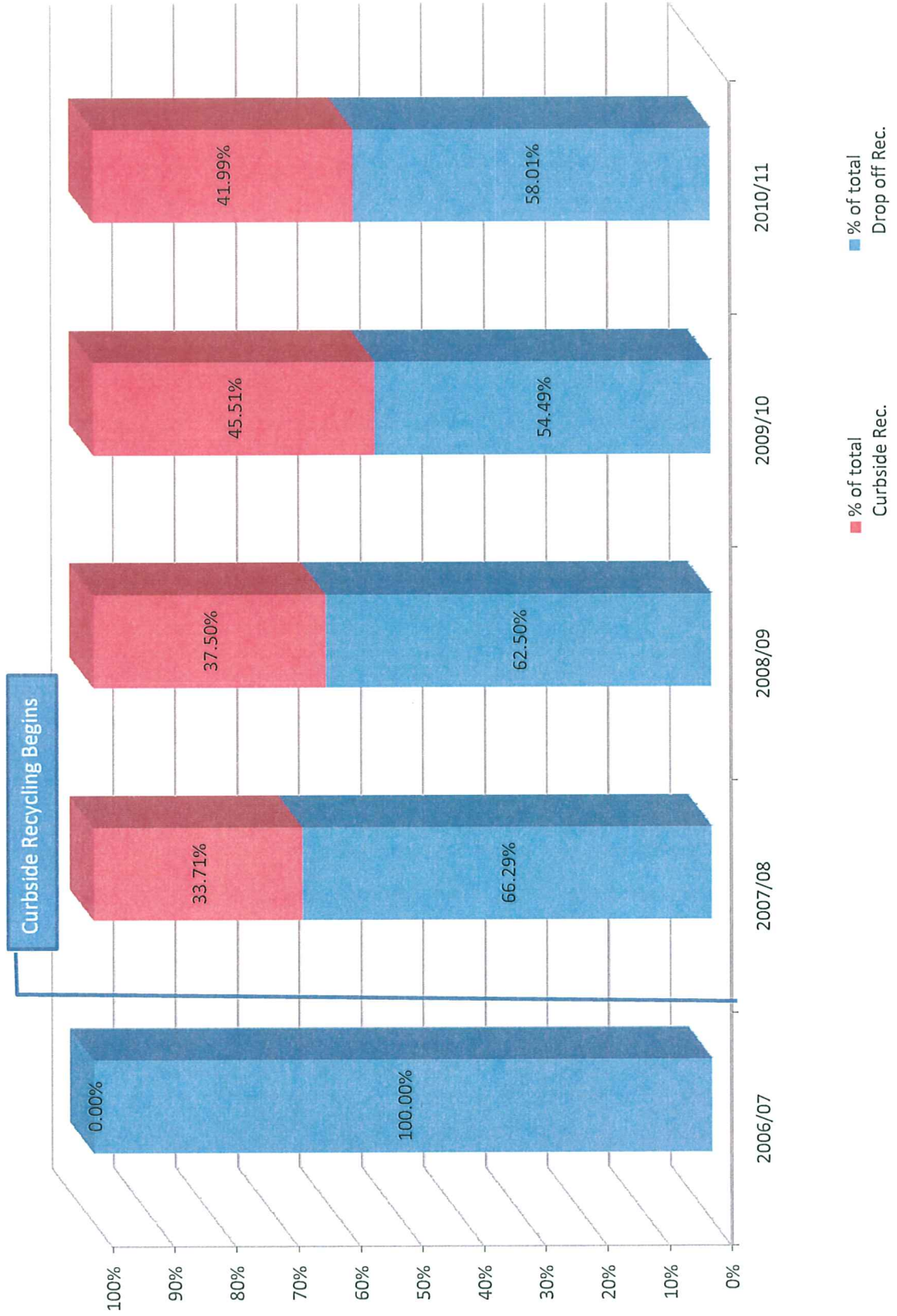
Respectfully,

A handwritten signature in black ink, appearing to read "Troy Moon", with a long horizontal line extending to the right.

Troy Moon
ecomaine Recycling Committee Chairman

CC: Nathan Poore, Town Manager
Bonny Rodden, ecomaine Board Member

Falmouth Analysis of Percent of Recycling from Curbside Collection vs. Drop Off



ecomaine
RECYCLING TOTALS

	1991/92	1992/93	1993/94	1994/95	1995/96	1996/97	1997/98	1998/99	1999/00	2000/01	2001/02	2002/03	2003/04	2004/05	2005/06	2006/07	2007/08	2008/09	2009/10	2010/11
July	287.96	323.48	496.67	533.59	593.37	667.46	666.77	732.22	1,085.76	1,174.28	1,439.83	1,392.49	1,670.01	1,556.03	1,801.55	1,963.92	2,212.79	2,776.35	2,743.86	3,211.52
YTD	287.96	323.48	496.67	533.59	593.37	667.46	666.77	732.22	1,085.76	1,174.28	1,439.83	1,392.49	1,670.01	1,556.03	1,801.55	1,963.92	2,212.79	2,776.35	2,743.86	3,211.52
August	283.48	349.92	507.49	632.76	669.37	716.80	631.03	681.37	1,160.65	1,335.45	1,549.36	1,380.26	1,611.16	1,725.95	2,157.27	2,285.15	2,394.69	2,729.66	2,605.20	3,219.21
YTD	571.44	673.40	1004.16	1166.35	1262.74	1,384.26	1,297.80	1,413.59	2,346.41	2,509.73	2,989.19	2,772.75	3,281.17	3,281.98	3,958.82	4,249.07	4,607.48	5,506.01	5,349.06	6,430.73
September	281.94	374.41	546.27	606.30	660.45	682.07	741.43	827.63	1,175.35	1,217.37	1,474.21	1,420.08	1,836.76	1,742.24	2,117.62	2,078.68	2,045.61	2,868.29	2,718.77	3,097.71
YTD	853.38	1047.81	1550.43	1772.65	1923.19	2,066.33	2,039.23	2,241.22	3,421.76	3,727.10	4,463.40	4,192.83	5,117.93	5,004.22	6,076.44	6,327.75	6,653.09	8,374.30	8,067.83	9,528.44
October	325.51	339.49	516.48	608.88	677.03	730.60	693.07	772.33	1,013.54	1,290.35	1,998.15	1,667.28	1,800.58	1,593.15	1,993.01	2,294.74	2,357.24	2,783.06	2,796.23	3,015.68
YTD	1178.89	1387.30	2066.91	2381.53	2600.22	2,796.93	2,732.30	3,013.55	4,435.30	5,017.45	6,461.55	5,860.11	6,918.51	6,597.37	8,069.45	8,622.49	9,010.33	11,157.36	10,864.06	12,544.12
November	281.68	337.00	543.15	626.32	688.18	688.07	621.13	824.11	1,146.92	1,316.17	1,750.31	1,596.47	1,483.24	1,744.19	2,198.55	2,277.91	2,256.00	2,333.81	2,662.58	3,050.05
YTD	1460.57	1724.30	2610.06	3007.85	3288.40	3,485.00	3,353.43	3,837.66	5,582.22	6,333.62	8,211.86	7,456.58	8,401.75	8,341.56	10,268.00	10,900.40	11,266.33	13,491.17	13,526.64	15,594.17
December	321.02	388.94	514.09	599.10	683.42	806.53	795.31	834.70	1,178.45	1,341.32	1,764.33	1,841.63	1,919.08	1,936.94	2,256.75	2,166.13	2,362.55	2,937.11	3,158.21	3,139.40
YTD	1781.59	2113.24	3124.15	3606.95	3971.82	4,291.53	4,148.74	4,672.36	6,760.67	7,674.94	9,976.19	9,298.21	10,320.83	10,278.50	12,524.75	13,066.53	13,628.88	16,428.28	16,684.85	18,733.57
January	271.05	359.99	444.28	557.29	608.08	632.55	606.67	673.01	909.51	1,367.61	1,707.27	1,765.43	1,467.16	1,657.08	2,114.52	2,068.29	2,564.76	2,441.23	2,685.89	2,572.04
YTD	2052.64	2473.23	3568.43	4164.24	4579.90	4,924.08	4,755.41	5,345.37	7,670.18	9,042.55	11,683.46	11,063.64	11,787.99	11,935.58	14,639.27	15,134.82	16,193.64	18,869.51	19,370.74	21,305.61
February	244.13	310.62	464.59	451.68	523.30	619.28	605.88	616.02	945.88	1,084.71	1,547.84	1,395.61	1,394.75	1,497.44	1,689.38	1,633.72	2,139.22	2,078.44	2,286.95	2,330.20
YTD	2296.77	2783.85	4033.02	4615.92	5103.20	5,543.36	5,361.29	5,961.39	8,616.06	10,127.26	13,231.30	12,459.25	13,182.74	13,433.02	16,328.65	16,768.54	18,332.86	20,947.95	21,657.69	23,635.81
March	275.97	436.63	512.53	570.16	584.39	616.62	671.88	751.34	1,062.77	1,098.41	1,459.30	1,572.04	1,629.24	1,774.99	2,016.88	1,823.79	2,258.34	2,354.49	2,907.84	2,934.57
YTD	2572.74	3220.48	4545.55	5186.08	5687.59	6,159.98	6,033.17	6,712.73	9,678.83	11,225.67	14,690.60	14,031.29	14,811.98	15,208.01	18,345.53	18,592.33	20,591.20	23,302.44	24,565.53	26,570.38
April	319.29	517.14	549.15	538.63	667.71	676.79	671.45	752.00	1,000.57	1,220.48	1,638.89	1,710.90	1,524.35	1,627.25	1,831.65	1,871.62	2,363.75	2,395.67	2,875.88	2,694.71
YTD	2892.03	3737.62	5094.70	5724.71	6355.30	6,836.77	6,704.62	7,464.73	10,679.40	12,446.15	16,329.49	15,742.19	16,336.33	16,835.26	20,177.18	20,463.95	22,954.95	25,698.11	27,441.41	29,265.09
May	315.59	488.88	547.91	671.66	698.84	639.03	707.09	765.11	1,193.95	1,311.08	1,714.14	1,732.85	1,576.35	1,877.96	2,224.46	2,279.00	2,516.52	2,279.50	2,791.10	0.00
YTD	3207.62	4226.50	5642.61	6396.37	7054.14	7,475.80	7,411.71	8,229.84	11,873.35	13,757.23	18,043.63	17,475.04	17,912.68	18,713.22	22,401.64	22,742.95	25,471.47	27,977.61	30,232.51	29,265.09
June	352.14	523.69	583.87	654.97	624.78	660.55	752.80	807.31	1,234.16	1,348.20	1,453.10	1,793.82	1,683.84	2,020.91	2,207.89	2,140.94	2,459.61	2,727.78	3,167.65	0.00
Total	3,559.76	4,750.19	6,226.48	7,051.34	7,678.92	8,136.35	8,164.51	9,037.15	13,107.51	15,105.43	19,496.73	19,258.86	19,596.52	20,734.13	24,609.53	24,883.89	27,931.08	30,705.39	33,400.16	29,265.09

Projected year end total
35,402.00

**ecomaine Neighborhood Recycling Monthly Totals For
April 01, 2011 Through April 30, 2011**

	Pop.	Town Tons- MSW Month	Town Tons-Rec Drop-off - Month	Town Tons-Rec Curb- month	Town Tons-Rec Monthly Total	Town MSW + Rec Monthly Total	Town % Rec Month
Bridgton	5,516	157.94	33.41		33.41	191.35	17.46%
Cape Elizabeth	8,806	199.35	87.91		87.91	287.26	30.60%
Casco	3,816	70.69	14.39		14.39	85.08	16.91%
Cumberland	7,627	101.69	0.00	53.45	53.45	155.14	34.45%
Falmouth	10,823	171.38	82.02	67.96	149.98	321.36	46.67%
Freeport	8,304	119.08	46.87		46.87	165.95	28.24%
Gorham	15,709	163.08	18.03	80.10	98.13	261.21	37.57%
Harrison	2,448	62.38	13.75		13.75	76.13	18.06%
Hollis	4,630	77.94	0.00	23.90	23.90	101.84	23.47%
Limington	3,897	133.64	10.72		10.72	144.36	7.43%
Livermore Falls	3,129	71.35	17.33		17.33	88.68	19.54%
Lyman	4,231	86.43	18.43		18.43	104.86	17.58%
Naples	3,720	86.23	17.59		17.59	103.82	16.94%
No. Yarmouth	3,596	41.31	0.00	32.32	32.32	73.63	43.90%
Ogunquit	1,256	22.52	12.15		12.15	34.67	35.04%
Parsonsfield	1,730	53.33	0.00	5.75	5.75	59.08	9.73%
Portland	63,008	750.10	86.45	347.70	434.15	1184.25	36.66%
Pownal	1,630	16.37	0.00	12.18	12.18	28.55	42.66%
Saco	18,204	390.17	12.12	131.30	143.42	533.59	26.88%
Scarborough	19,239	396.28	53.14	152.52	205.66	601.94	34.17%
S. Portland	23,976	509.27	23.66	167.80	191.46	700.73	27.32%
Standish	9,988	235.98	46.10		46.10	282.08	16.34%
Tri-Town	4,462	124.35	8.28		8.28	132.63	6.24%
Waterboro	7,315	143.73	26.53		26.53	170.26	15.58%
Windham	16,901	160.83	5.55	103.12	108.67	269.50	40.32%
Yarmouth	8,142	185.85	79.92		79.92	265.77	30.07%
	262,103						
		4,531.27	714.35	1,178.10	1,892.45	6,423.72	29.46%

**ecomaine Neighborhood Recycling Year to Date Totals For
July 1, 2010 Through April 30, 2011**

Town	Town Tons-MSW To Date	Town Tons-Rec Drop off To Date	Town Tons-Rec Curb To Date	Town Tons-Rec Total To Date	Town Total MSW+Rec	Town % Rec To Date
Bridgton	1880.74	505.01	0.00	505.01	2385.75	21.17%
Cape Elizabeth	2099.28	1047.59	0.00	1047.59	3146.87	33.29%
Casco	750.22	172.64	0.00	172.64	922.86	18.71%
Cumberland	1253.58	0.00	695.06	695.06	1948.64	35.67%
Falmouth	1660.24	832.06	621.03	1453.09	3113.33	46.67%
Freeport	1360.46	457.08	0.00	457.08	1817.54	25.15%
Gorham	1770.95	190.98	842.12	1033.10	2804.05	36.84%
Harrison	760.32	168.21	0.00	168.21	928.53	18.12%
Hollis	786.51	0.00	250.51	250.51	1037.02	24.16%
Limington	1279.80	92.78	0.00	92.78	1372.58	6.76%
Livermore Falls	676.62	175.93	0.00	175.93	852.55	20.64%
Lyman	907.08	190.29	0.00	190.29	1097.37	17.34%
Naples	915.29	210.99	0.00	210.99	1126.28	18.73%
No. Yarmouth	471.91	0.00	375.27	375.27	847.18	44.30%
Ogunquit	474.97	79.38	0.00	79.38	554.35	14.32%
Parsonsfield	567.03	5.90	64.67	70.57	637.60	11.07%
Portland	8085.43	989.85	3392.02	4381.87	12467.30	35.15%
Pownal	141.11	0.00	127.75	127.75	268.86	47.52%
Saco	4130.24	98.39	1376.97	1475.36	5605.60	26.32%
Scarborough	4373.19	588.20	1682.85	2271.05	6644.24	34.18%
S. Portland	5116.08	244.94	1801.85	2046.79	7162.87	28.57%
Standish	2436.25	518.21	0.00	518.21	2954.46	17.54%
Tri-Town	1289.61	84.94	0.00	84.94	1374.55	6.18%
Waterboro	1498.34	426.44	0.00	426.44	1924.78	22.16%
Windham	1756.81	95.24	1180.34	1275.58	3032.39	42.07%
Yarmouth	1816.53	860.56	0.00	860.56	2677.09	32.15%
	48,258.59	8,035.61	12,410.44	20,446.05	68,704.64	29.76%