

ecomaine

Memorandum

DATE: September 7, 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 September 14, 2017 @ 3:00PM. The agenda for this meeting is as follows:

1. Approval of Minutes (*Attachment A1*) & (*Attachment A2*)
2. Recycling Open House
3. Food Waste Recycling Pilot Update (*Attachment B*)
4. School Recycling Grants Program Update (Deadline: October 31)
5. Outreach & Education
 - Education & Outreach Data (*Attachment C1*)
 - ecomaine Website & Media Analytics (*Attachment C2*)
 - Advertising Discussion
 - Plastic Bags & Plastic Film discussion
6. Recycling Market Report (*Attachment D*)
7. Other

Future Meetings:

Recycling Committee:	September 14, 2017 @ 3PM	Executive Committee	February 15, 2018 @ 4PM
Finance Committee	September 14, 2017 @ 4PM	Recycling Committee	March 1, 2018 @ 4PM
Audit Committee	September 21, 2017 @ 3PM	Full Board Meeting	March 8, 2018 @ 4PM
Executive Committee	September 21, 2017 @ 4PM	Finance/Budget Workshop	March 22, 2018 @ 4PM
Full Board Meeting	October 19, 2017@ 4PM	Audit Committee	April 26, 2018 @ 3PM
Recycling Committee	November 9, 2017 @ 4PM	Full Board Meeting	April 26, 2018 @ 4PM
Finance Committee	November 16, 2017 @ 3PM	Finance Committee	May 17, 2018 @ 3PM
Executive Committee	November 16, 2017 @ 4PM	Executive Committee	May 17, 2018 @ 4PM
Executive Committee	December 21, 2017 @ 4PM	Recycling Committee	May 24, 2018 @ 4PM
Finance Committee	January 18, 2018 @ 3PM	Annual Board Meeting	June 14, 2018 @ 11:30AM
Full Board Meeting	January 18, 2018 @ 4PM		
Recycling Committee	January 25, 2018 @ 4PM		



Memorandum

ATTACHMENT A1

DATE: April 11, 2017
TO: Chairman and Members of the Board
FROM: Kevin H. Roche, CEO/General Manager
SUBJECT: Recycling & Outreach Committee Minutes – Feb. 16, 2017

Attendees: Maxine Beecher, Maureen McDevitt, Sarah Bernier, Jamie Garvin and Caleb Hemphill

The **Recycling & Outreach Committee Meeting** met on the rescheduled date of February 16 due to inclement weather. The meeting was called to order by Committee Chair Caleb Hemphill.

Meeting Minutes Approval:

Caleb made a motion to approve the minutes from November 10 and December 6. Maureen McDevitt seconded and all unanimously approved.

2016 School Recycling Grants Update:

As an addendum to the meeting minutes from December and the decision by the committee to invite Peak's Island to further elaborate upon / justify and provide proof that the additional remaining expense for its school dishwasher would be granted by another funder, the committee unanimously approved the \$3,500 grant as requested. The Lion's Club stepped up to provide a matching grant to ensure the project could be realized with ecomaine's \$3,500 grant portion.

2017 eco-Excellence Awards Judging:

The remainder of the meeting focused on reviewing the 2016 eco-Excellence nominations. See attachment for the final list of selected winners. Three overall winners were selected from the total of 17 winners of the 27 nominations received, as follows:

1. Community Leader Award – Wayside Food Programs
2. Business Leadership Award – OceanView at Falmouth
3. Lifetime Achievement Award – Stuart Axelrod

The additional 14 winners were:

- **Alison McKellar**, founder of Waste Watchers & community activist, Camden
- **Laura Summa**, staff member at Chebeague Island School & community activist, Chebeague Island
- **Cathy Nichols**, Recycling and Energy Advisory Committee, Falmouth
- **Celeste Bard & Pamela Moulton**, Portland Greenfest's Upcycled Art, Portland
- **Wynne Wirth**, volunteer at Reiche Community School, Portland
- **B. Kavaliauskas** and the **South Portland High School Beekeepers Club**, South Portland
- **Carrie Gordon**, Maine Medical Center/ Maine Medical Partners, Portland
- **Patti Wininger**, Community H.E.L.P, Bridgton
- **Kari Sawyer** and students, Sacopee Valley Middle School, Hiram
- **Gabriel Nichols**, Gabe's Grab & Go, Portland
- Anna Sommo, Jake Hanin and Chris Malmberg, **Maine Tool Library**, Portland
- **Jennifer Ocean** and students, Manchester Elementary School, Windham
- **Ken Kunin**, Superintendent of South Portland Schools, South Portland
- **Laura Turner**, Wild Birds Unlimited, Scarborough (and Cornish resident)

Next Meeting:

The committee discussed the need to postpone the March 23 meeting given the other demands of the eco-Excellence Awards that month and also given vacation schedules. UPDATE: After further discussion, Caleb Hemphill and Lisa Wolff agreed to cancel the March meeting and to simply proceed with the May 25 meeting as the next meeting of this group.

Present Staff: Lisa Wolff and Katrina Venhuizen

Memorandum

DATE: August 30, 2017
TO: Chairman and Members of the Board
FROM: Kevin H. Roche, CEO/General Manager
SUBJECT: Recycling & Outreach Committee Minutes – May 18, 2017

Attendees: Maxine Beecher, Caleb Hemphill, Alan Bradstreet, Rob Wood

The **Recycling & Outreach Committee Meeting** met on May 18. The meeting was called to order by Committee Chair Caleb Hemphill.

Meeting Minutes Approval:

There was not a quorum for the meeting, therefore the April 11 meeting minutes were not approved.

Update on Food Waste Recycling Pilots:

Lisa provided an update about the Food Waste Recycling pilots underway in Scarborough and South Portland, which had already collected .41 tons and 1.03 tons, respectively, in their first week. Scarborough had estimated a 67% participation rate in the first week and only 10 homes returned their carts of the 260 homes in the pilot. Much media attention has been generated about the pilots (see summary on this page: <http://www.ecomaine.org/recycling-and-waste-disposal/food-waste-recycling/>), and Lisa also referenced the three YouTube videos created for the pilots through volunteer efforts of her husband and Kerry Grantham’s husband. As promised, the link to those videos on You Tube is included here: <https://www.youtube.com/channel/UCf7Apty-rBkxQkyCqIUBbQg> .

Update on website projects:

Lisa and intern Chelsea Malacara shared a demo of the new RECYCLOPEDIA tool, which was planned to be implanted at the Annual Meeting (and did, in fact, launch then). It is accessible at www.ecomaine.org/recyclopedia and is free to download from the android and apple app stores. They also shared an update on the community recycling comparison tool, which was expected to go live with the Recyclopedia (and, in fact, did.) Here is a link to that tool: <http://www.ecomaine.org/recyclingcomparisons/>. The committee was very pleased to see these tools nearing completion.

Recycling is a Work of Art:

Five submissions were entered into this year’s contest. The committee reviewed them and approved all four designs with some specific direction to a few of the artists:

- Sebastian Meade of Freeport – the committee asked to be sure that the word recycling is more legible
- Paige Driscoll of Freeport – the committee asked for the net to look more transparent as to not be confused as a plastic bag, and also asked for the recycling bin to be blue as to not be confused as a trash can.)
- Katherine Morency of Gray – the committee asked that the camouflage design incorporate a more prominent recycling theme.
- Amelia Lebel of Scarborough – the committee asked that the design incorporate a recycling theme – maybe using recycling symbols in place of the raindrops.
- Tricia Jamiol and Lindsay McCracken of South Portland – The committee asked that the blue spot behind the lobster be removed and that the ends include some recycling themed artwork as well.

On the day after the committee met, a late application was received. Lisa circulated it by email to the committee judges and the committee unanimously approved for Matthew Jones of Portland to also be awarded and included, given a strong track record from his participation in the contest last year.

Outreach and Education:

In the interest of time, the committee agreed to read these attachments on their own time. Lisa noted Katrina was well on our way to achieving (or even surpassing) her touch point goal of 10,000 people.

Plastic bag and plastic film discussion:

At Caleb's request, the committee discussed the contamination and concerns they have with confusion around the recyclability of plastic bags and films. Lisa shared a draft design of a new silver bullet poster that is in development and the committee agreed to keep this as a focus area going forward.

Next Meeting:

The next meeting is scheduled for September 14 at 3 p.m.

Present Staff: Lisa Wolff and Chelsea Malacara

Food Waste Recycling Pilots Tonnage Report

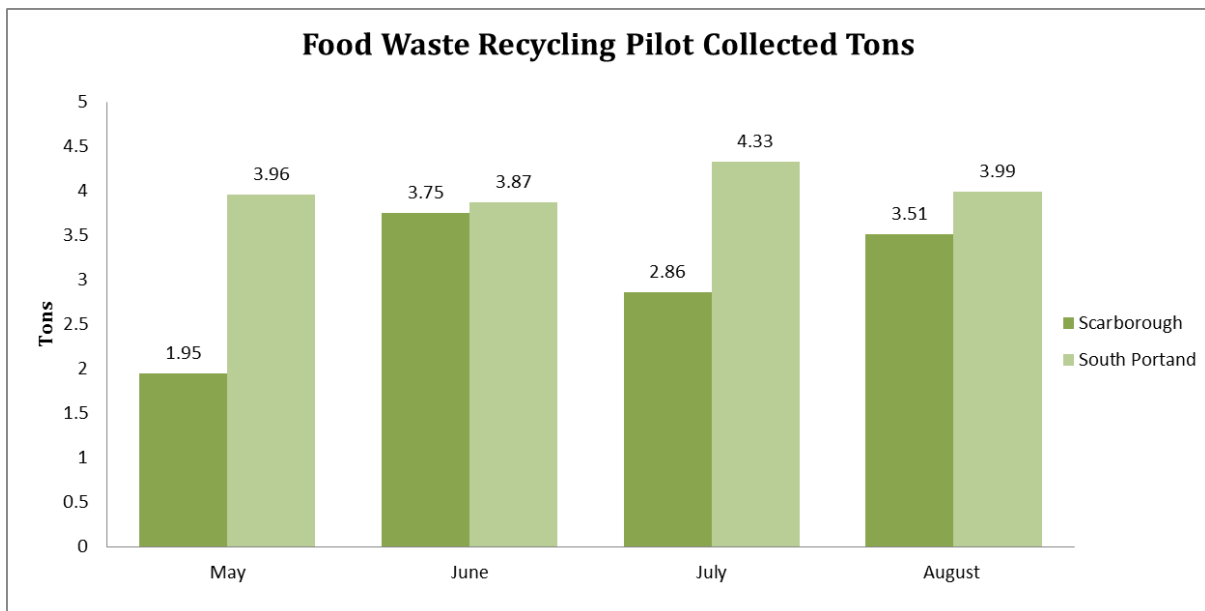
May – August 2017

- From May – August, Scarborough and South Portland collected a total of 56,440 pounds (28.2 tons) of food waste at the curb.
- In South Portland, the largest increase in tonnage collected was from June to July with a 12% increase. In Scarborough, May to June saw a 92% increase in tonnage collected.

Scarborough Highlights

- Having gathered enough data and listening to the feedback that every other week collection proved difficult for some pilot community residents, Scarborough decided to conclude its pilot on Sept. 7, 2017.
- The average weight of food waste collected per participating household was 16.2 lbs.
- Participation rates varied, the mean weekly set-out rate was 43.7% ranging from a high of 68.9% to a low of 29.5%.ⁱ
- The diversion/recovery rate for food waste was 15.96%.ⁱⁱ
- Drop-off locations in Scarborough also had an increase during the duration of the pilot. Comparing June 2016 tonnage to June 2017 tonnage, there was a 22.6% increase.

South Portland highlights were still being compiled at the time of this report.



ⁱ It should be noted that 4 weeks of data were missing due to RFID reader malfunctions.

ⁱⁱ During the pilot period, 64.66 tons of materials were collected: 10.32 tons of food waste, 36.17 tons of trash, and 18.17 tons of recycling.

Education and Outreach Data for **FY18**

Program	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	FY18 Total
Tours	51	61											
Virtual tours													
Presentations	22	44											
Events/Other	195	700											
Totals	268	805	0	0	0	0	0	0	0	0	0	0	0

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

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		3658
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	407	7789

Tours and Presentation Data for the Month of: 6/17

Date	Group/School Name	Ages	Town	Facilities	Notes	Size
6/3/17	Maine Med tour	adult	Portland	WTE/REC	trying to get Maine Med on board for REC	3

Tours

Total Individuals Reached:

3

Date	Group/School Name	Ages	Town	Facilities	Notes	Size
6/1/17	Windham Primary School	2nd grade	Windham	REC	paper making	80
9-Jun	Scarborough Middle School	6-8th grade	Scarborough	REC/WTE/Landfill		300
14-Jun	Old Orchard Beach Adult Ed	adult	OOB	Rec		1
6/22/17	Alere Company lunch and learn	adult	Scarborough	REC/WTE		20

Virtual Tours

Total Individuals Reached:

401

Date	Group/School Name	Ages	Town	Facilities	Notes	Size
6/21/17	Whole Foods Green Team	adult	Portland	REC/WTE	future partnership for improved diversion	9
6/29/17	Ruth's Reusable Resources conference	adult	Portland	waste hierarchy		40
6/29/17	Food Waste/recovery workshop	adult	Portland	food waste		30

Presentations

Total Reached:

79

Date	Group/School Name	Ages	Town	Facilities	Notes	Size
6/2/17	Cape Elizabeth Festival of Curiosities	6th-8th	Cape Elizabeth	REC	papermaking	200
6/7/17	Monmouth Farm Day	K-4th	Monmouth	REC		240
6/8/17	Farmers Market	adult	South Portland	food waste	bin handout and Recyclopeda promotion	30
6/13/17	Brown and Dyer Elementary Schools	2nd grade	South Portland	anti-litter	Beach trash day in Cape Elizabeth	115
6/17/17	Kittery Block Party	adult and kid	Kittery and beyond	WTE	sharing table with Public Works	200
6/22/17	Ford Food Lab Festival	adult and kid	Portland		we will have a kids table and info for adults	100

Outreach Events/Other

Total Individuals Reached:

885

Tours and Presentation Data for the Month of: 7/16

	Date	Group/School Name	Ages	Town	Facilities	Notes	Size
Tours	7/7/16	Landfill Action Group	Adult	Portland	REC/vrWTE		12
	7/12/16	Compost students	Adult	Portland	REC/WTE		2
Total Individuals	7/19/16	Ocean Ave Field Trip	Elementary	Portland	REC		30
Reached:	7/20/16	National Rural Electric Cooperative Association	Adult	Assorted - National Association	REC/WTE		15
164	7/24/16	Ocean Ave Field Trip Part II	Elementary	Portland	REC		30
	7/26/16	E2Tech	Adult	UMO/various African nations	all 3		34
	7/27/16	ecomaine Board Member Orientation	Adult	Yarmouth	REC/WTE	Rob Wood	1
	7/28/16	East End School Field Trip	Elementary	Portland	REC		40

Presentations	7/13/16	Portland Adult Ed ESOL	Adult	Portland			60
	7/18/16	Ocean Ave Learning Works Pre-Trip	Elementary	Portland			30
Total Individuals	7/28/16	East End Community School Pre-Trip	Elementary	Portland			40
Reached:							
130							

Outreach Events/Other	7/16/16	Woolwich Kickoff Event	All ages	Woolwich			100
Total Individuals							
Reached:							
100							

Tours and Presentation Data for the Month of: 8/17

	Date	Group/School Name	Ages	Town	Facilities	Notes	Size
Tours	8/1/17	New Beginings	adult	Lewiston	REC/WTE	at risk youth	5
	8/4/17	Thornton Academy	high school and adult	saco and Asia	REC/WTE	ESL	34
	8/15/17	Coca Cola tour	adult	South Portland	REC/WTE		3
	8/23/17	STRIVE tour	high school and adult	South Portland	REC/WTE	special needs camp	19
Total Individuals Reached:							

61

Virtual Tours
Total Individuals Reached:

0

	Date	Group/School Name	Ages	Town	Facilities	Notes	Size
Presentations	8/11/17	Rippleeffect	high school	Cow Island	REC/WTE	community members at camp	12
	8/28/17	Education Session	adult	numerous	REC/WTE		22
Total Reached:							

44

	Date	Group/School Name	Ages	Town	Facilities	Notes	Size
Outreach Events/Other	8/2/17	Taste of Waterville	adult	Waterville		tabling	100
	8/5/17	Fayette Kickoff at Reidfield	adult	Reidfield	REC	REC outreach	300
	8/12/17	Blueberry Festival	all	Gray	WTE		75
	8/12/17	Brownfield Days	all	Brownfield			25
	8/12/17	Pirate Festival	all	Hollis	WTE/REC		60
	8/18/17	Scarborough Festival	all	Scarborough			35
	8/19/17	Ruth's Opening Day	adult	all	all	outreach ed for teachers	70
	8/24/17	Ruth's	adult	all	all	outreach ed for teachers	35

700

Website and Media Analytics **ecomaine Social Media Stats and Earned Media Stats**

June 1 – Aug. 31, 2017

Facebook: Followers up by 64 since June 1, at 1,420.

Twitter: Gained 16 new followers and issued 42 tweets for 10,487 tweet impressions.

Instagram: Issued 35 posts getting 790 likes/comments. Gained 18 news followers at 273 total.

ecomaine Earned Media

June 1 – Aug. 31, 2017

Scarborough Leader – Sept. 1

[Survey says: Residents interested in composting](#)

Waste 360 – Aug. 11

[Two Maine Towns Test Food Waste Strategies in Pilot](#)

South Portland- Cape Sentry – Sept. 1

[Foam ban: Cape follows suit](#)

Waste Dive – Aug. 28

[Construction of Fiberight project moves forward after financial close](#)

Scarborough Leader – Sept. 25

[Food Waste Pilot Ends On Sept. 7](#)

Stories about Woolwich hearing to extend ecomaine contract

- **Wiscasset Newspaper – Aug. 15**
- <http://www.wiscassetnewspaper.com/article/woolwich-weigh-extending-ecomaine-contract/90567>
- **Times Record – Aug. 11**
- <http://www.timesrecord.com/news/2017-08-11/Front Page/Woolwich to hold meeting ahead of ecomaine decisio.html>

Scarborough Leader – Aug 4

<http://leader.mainelymediallc.com/news/2017-08-04/In the Know/SummerFest is right around the corner.html>

Seacoast Online-Jul 14

<http://www.seacoastonline.com/news/20170714/eliot-select-board-dissolves-harbor-commission>

Times Record – July 13

<http://www.timesrecord.com/news/2017-07-13/Front Page/Woolwich delays meeting.html>

Wiscasset News - July 11

<http://www.wiscassetnewspaper.com/article/woolwich-may-cancel-special-town-meeting/88990>

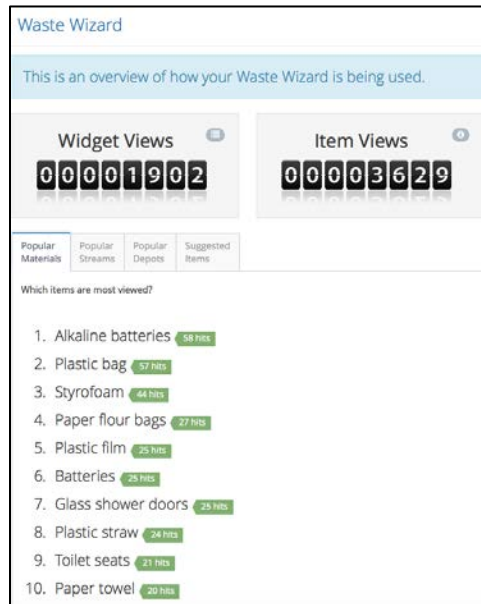
Nerej-June 16

<http://nerej.com/jewett-construction-selected-for-ecomaine-scale-house-project>

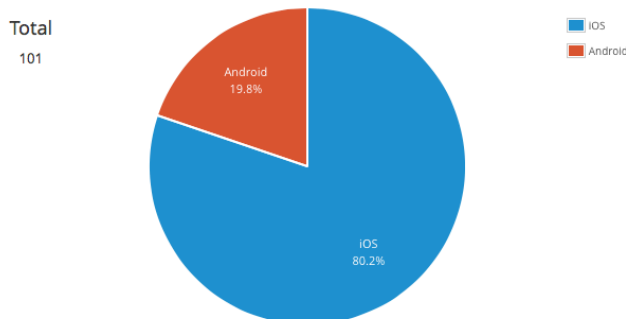
ecomaine website analytics

June 1 – Aug. 31, 2017

NEW ecomaine RECYCLOPEDIA:



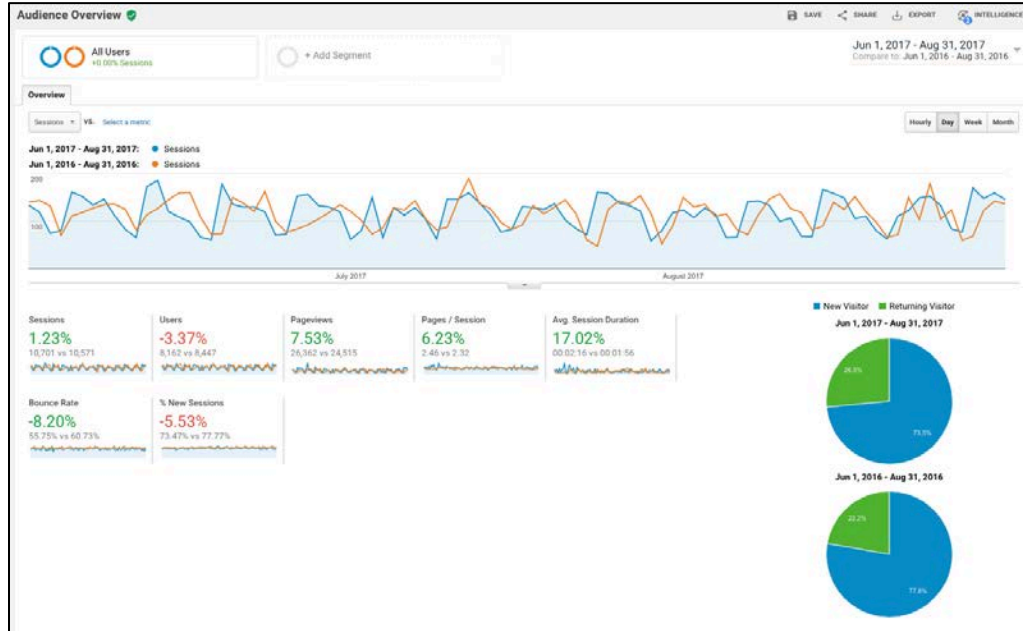
App installations:



Website audience overview

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











- Sessions were **up 1.23%** compared to last year (10,701 vs. 10,571)
- Users **down 3.37%** compared last year (8,162 vs. 8,447)
- Pageviews **up 7.53%** over last year (26,362 vs. 24,515)
- Bounce rate was **down 8.2%** compared to last year ((50.75% vs. 60.73%)



By town:

City	Acquisition			Behavior		
	Sessions	% New Sessions	New Users	Bounce Rate	Pages / Session	Avg. Session Duration
	5,435 % of Total: 50.79% (10,701)	66.75% Avg for View: 73.47% (-9.14%)	3,628 % of Total: 46.15% (7,862)	44.27% Avg for View: 55.75% (-20.60%)	2.98 Avg for View: 2.46 (20.82%)	00:03:07 Avg for View: 00:02:16 (37.38%)
1. Portland	2,008(36.95%)	54.33%	1,091(30.07%)	38.89%	3.55	00:04:51
2. South Portland	366(6.73%)	71.86%	263(7.25%)	48.91%	2.40	00:01:51
3. Cape Elizabeth	292(5.37%)	52.05%	152(4.19%)	40.07%	1.91	00:00:57
4. Scarborough	251(4.62%)	76.10%	191(5.26%)	41.43%	2.43	00:02:06
5. Saco	171(3.15%)	61.40%	105(2.89%)	63.74%	2.20	00:02:39
6. Falmouth	170(3.13%)	72.94%	124(3.42%)	42.35%	3.09	00:02:15
7. Westbrook	169(3.11%)	79.88%	135(3.72%)	42.60%	2.96	00:01:59
8. Augusta	131(2.41%)	83.97%	110(3.03%)	42.75%	2.83	00:02:44
9. Windham	125(2.30%)	74.40%	93(2.56%)	48.00%	2.71	00:02:24
10. Gorham	97(1.78%)	72.16%	70(1.93%)	51.55%	2.29	00:01:23

Top 10 Landing Pages:

Page ?	Pageviews ? ↓	Unique Pageviews ?	Avg. Time on Page ?
	26,362 % of Total: 100.00% (26,362)	20,295 % of Total: 100.00% (20,295)	00:01:33 Avg for View: 00:01:33 (0.00%)
1. / 	4,931 (18.70%)	3,657 (18.02%)	00:01:16
2. /recycling-and-waste-disposal/ 	2,521 (9.56%)	1,857 (9.15%)	00:00:48
3. /recycling-and-waste-disposal/single-sort-guide/ 	1,929 (7.32%)	1,499 (7.39%)	00:02:14
4. /our-facility/waste-to-energy-plant/ 	1,798 (6.82%)	1,482 (7.30%)	00:03:26
5. /recyclopedia/ 	1,566 (5.94%)	1,201 (5.92%)	00:02:56
6. /recycling-and-waste-disposal/drop-off-locations/ 	1,451 (5.50%)	1,235 (6.09%)	00:02:28
7. /about-ecomaine/ 	1,195 (4.53%)	876 (4.32%)	00:00:29
8. /job-opportunities/ 	942 (3.57%)	774 (3.81%)	00:01:43
9. /our-facility/ 	843 (3.20%)	658 (3.24%)	00:00:22
10. /commercial-and-contractor-information/ 	523 (1.98%)	437 (2.15%)	00:00:21

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	Paper	Cardboard	Cans	Alum	Loose Metal	Mixed Paper	Glass		Post Burn	Mined (net of ash)			Tons Residue	Inbound Recycle Inc Tipping Fees*	% Residue
July	Tons	34	23	17	20	1,617	913	61	-	19	211	2,915.37	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	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	3,644	240	3,347	7.18%	
	Revenue/Ton	\$20	-	\$540	\$180	\$95	\$114	\$125	-	\$120	-	\$100	\$28	-	-\$45	\$88	\$44	\$93.89		
Jan	Tons	61	-	-	23	1,806	901	64	-	9	166	3,030	552	-	245	3,826	306	3,358	9.12%	
	Revenue/Ton	\$20	-	-	\$184	\$110	\$137	\$153	-	\$121	-	\$112	\$94	-	-\$45	\$102	\$44	\$102.19		
Feb	Tons	-	19	21	20	1,201	590	41	-	6	115	2,013	358	-	206	2,577	227	2,447	9.28%	
	Revenue/Ton	-	\$341	\$533	\$200	\$123	\$153	\$138	-	\$110	-	\$132	\$58	-	-\$45	\$111	\$44	\$108.80		
Mar	Tons	83	-	-	21	1,628	785	64	19	4	224	2,828	525	-	281	3,634	157	2,885	5.45%	
	Revenue/Ton	\$20	-	-	\$235	\$105	\$194	\$165	\$410	\$130	-	\$124	\$69	-	-\$45	\$106	\$44	\$121.35		
April	Tons	23	22	20	-	1,658	789	63	-	30	160	2,765	270	-	-	3,035	194	2,965	6.56%	
	Revenue/Ton	\$20	\$370	\$720	-	\$40	\$173	\$147	-	\$130	-	\$86	\$65	-	-	\$84	\$44	\$80.57		
May	Tons	43	-	-	22	1,945.99	794.30	44	-	15	175	3,039	311	-	-	3,350	235	3,390	6.93%	
	Revenue/Ton	\$20	-	-	\$260	\$56	\$160	\$150	-	\$130	-	\$83	\$62	-	-	\$81	\$44	\$74.43		
June	Tons	23	-	19	21	1,889	1,019	64	-	20	175	3,230	670	-	-	3,900	269	3,345	8.05%	
	Revenue/Ton	-	-	-\$620	\$270	\$88	\$174	\$150	-	\$130	-	\$116	\$62	-	-	\$106	\$44	\$111.87		
	Market Proj	\$	\$ 310	\$ 620	\$ 300	\$ 85	\$ 170	\$ 150	\$ 400	\$ 130	\$	\$	\$ 62	\$	\$					
		\$0	\$6,752			\$166,241	\$173,266	\$3,300		\$2,581										
YTD	Tons	512.56	105.08	117.23	252.31	20,799.61	10,294.89	701.34	31.51	183.37	4.99	2,157.76	35,160.65	4,827.99	-	1,666.80	41,655.44	2,928.98	38,637.44	7.58%
	% Total Tons	1%	0%	0%	1%	59%	29%	2%	0%	1%	0%	6%	100%							
	Revenue	\$1,629	\$36,318	\$72,587	\$50,489	\$1,848,895	\$1,426,657	\$87,390	\$12,552	\$25,461	\$288	\$0	\$3,562,267	\$244,311	\$0	(\$21,561)	\$3,806,578	\$128,875	\$25,968	
	% Total Revenue	0%	1%	2%	1%	52%	40%	2%	0%	1%	0%	0%	100%							
	Revenue /Ton	\$3	\$346	\$619	\$200	\$89	\$139	\$125	\$398	\$139	\$58	\$0	\$101.31	\$51	\$0	(\$13)	\$91.38		\$92.87	