

“I think what you are doing is really important. We need what you do so that our world can be cleaner.”

—Stella, Student  
Caravel Middle School, Carmel



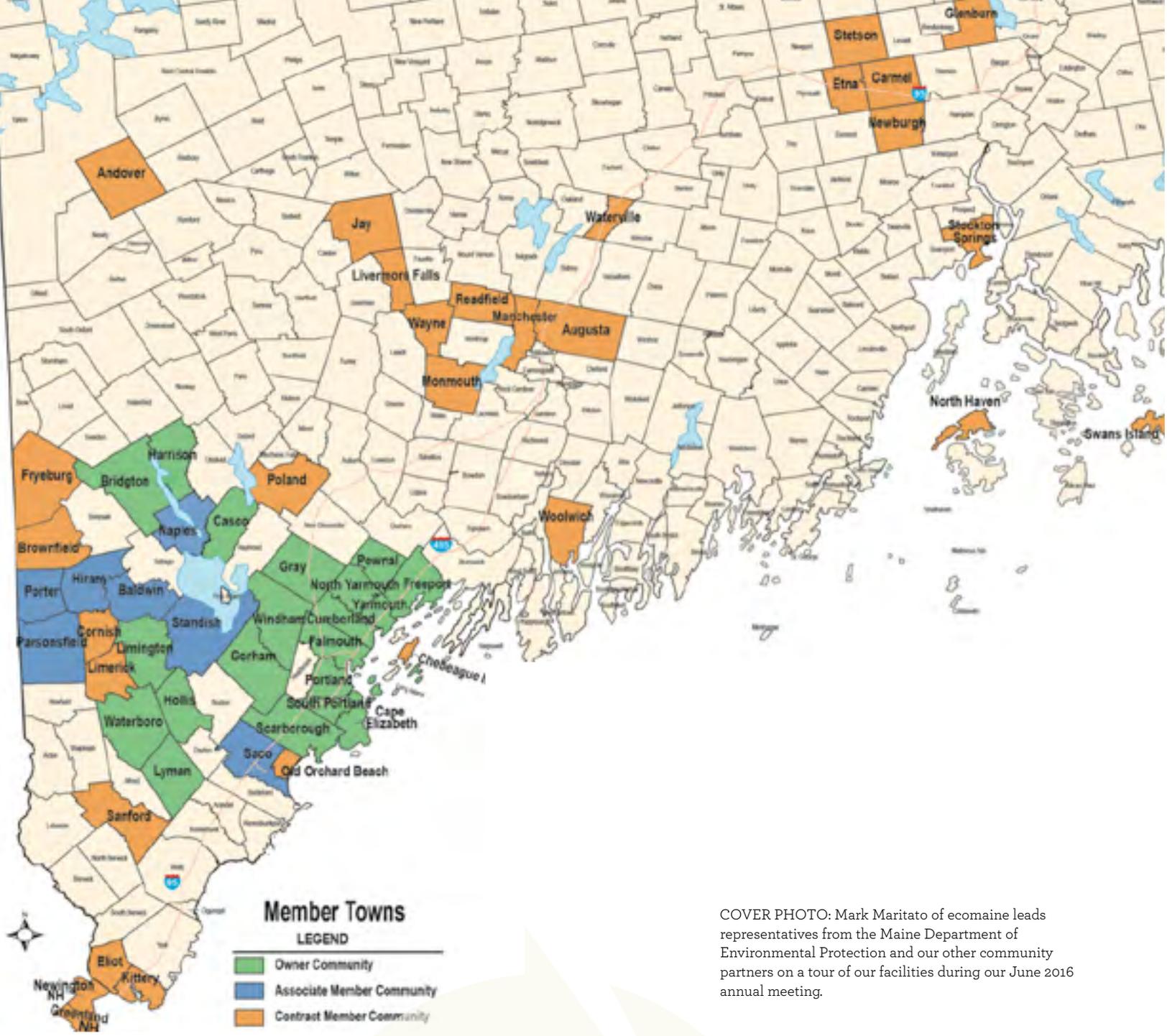
# Supporting Communities

## ANNUAL REPORT

The logo for ecomaine features the word 'ecomaine' in a lowercase, sans-serif font. The 'e' is black, and the 'comaine' is green. A circular arrow graphic is integrated into the 'o', symbolizing a recycling or circular economy process.

FY 2016

64 Blueberry Road, Portland (207) 773-1738 [www.ecomaine.org](http://www.ecomaine.org)



COVER PHOTO: Mark Maritato of ecomaine leads representatives from the Maine Department of Environmental Protection and our other community partners on a tour of our facilities during our June 2016 annual meeting.

# 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.



# Supporting Communities

## ANNUAL REPORT FY 2016

**ecomaine** 64 Blueberry Road, Portland, Maine  
(207) 773-1738 or [info@ecomaine.org](mailto:info@ecomaine.org)  
[www.ecomaine.org](http://www.ecomaine.org)

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# SUPPORTING COMMUNITIES

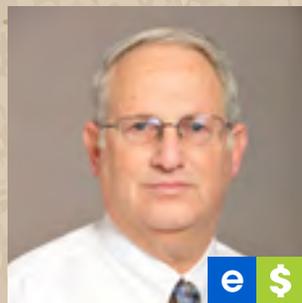
## Board of Directors

### OFFICERS



“At ecomaine, we encourage residents and businesses to reduce the amount of trash they produce, to re-use items, to recycle, and to separate food waste from their trash and compost whenever possible.”

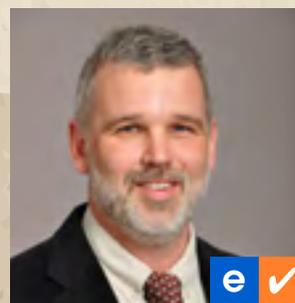
—Troy Moon, Chairman,  
Board of Directors



Matthew Frank, Harrison  
Vice Chair



Mike Shaw, Scarborough  
Treasurer



Erik Street, Yarmouth  
Secretary



AUDIT  
COMMITTEE



FINANCE  
COMMITTEE



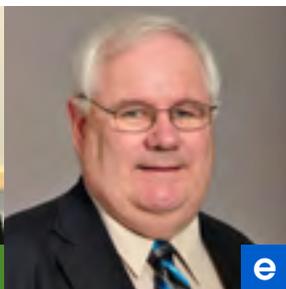
RECYCLING  
COMMITTEE



EXECUTIVE  
COMMITTEE



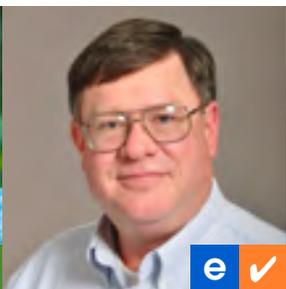
Maureen McDevitt, Bridgton



Michael McGovern,  
Cape Elizabeth



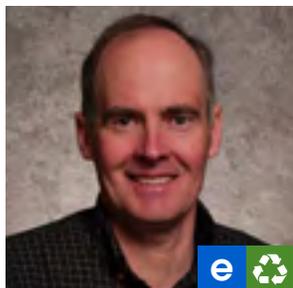
Jamie Garvin,  
Cape Elizabeth



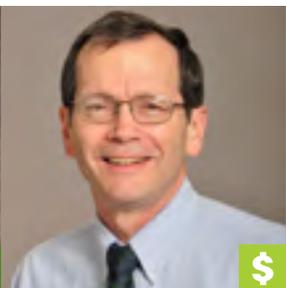
David Morton, Casco



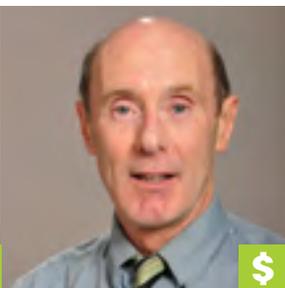
William Shane,  
Cumberland



Caleb Hemphill, Falmouth



Rodney Regier, Freeport



David Cole, Gorham



Deb Cabana, Gray



Len Van Gaasbeek, Hollis



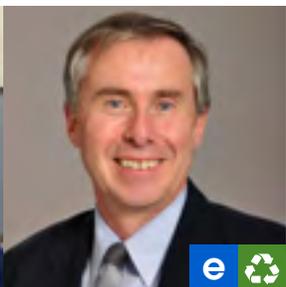
Dennis Doughty, Limington



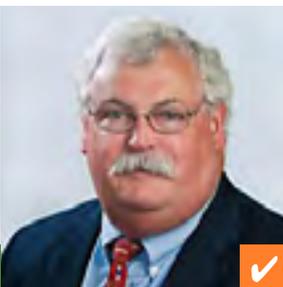
John Tibbetts, Lyman



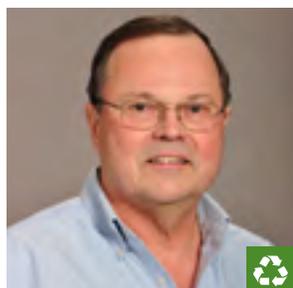
Rob Wood, North Yarmouth



Edward Suslovic, Portland



Christopher Branch, Portland



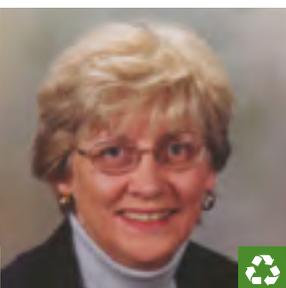
Alan Bradstreet, Pownal



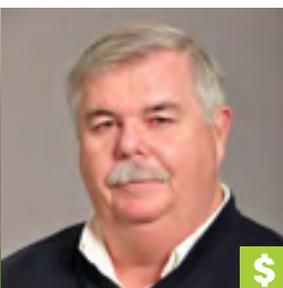
Shawn Babine,  
Scarborough



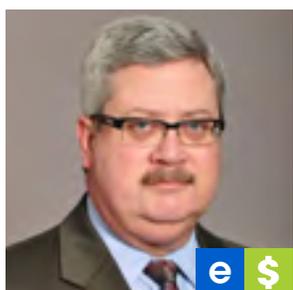
Linda Boudreau,  
South Portland



Maxine Beecher,  
South Portland



Dennis Abbott, Waterboro



Anthony Plante, Windham

NOT PICTURED:  
Matthew Fitzgerald,  
Portland

## SUPPORTING COMMUNITIES

# Change is the Only Constant



Dear Friends:

Fiscal Year 2016 was a milestone year for ecomaine, marking our 10<sup>th</sup> year in operation under the ecomaine mission and name. As I have reflected on these 10 years, I am struck by how cyclical, yet ever-changing this industry is. The markets for our recyclable commodities and energy rates are ever-swinging pendulums, and innovations in technology always push us to stretch and evolve our business.

“Change is the only constant in life.” ~Heraclitus

Our Environmental Manager Anne Hewes recently reminded me of the above famous quote by Heraclitus that her father, the late Dick Hewes, always used to say to her.

The ecomaine as we know it today was created because 10 years ago, it was time for change. That’s why we adopted the mission that we continue to stand by today. It has served us well in upholding the Maine Department of Environmental Protection’s waste management hierarchy, and proactively educating the public to reduce what ends up being stored in landfills.

Speaking of the waste hierarchy, this year we made the bold decisions to move forward with becoming a food waste collection point and sell our Gorham land to be put to good uses for the local community. We look forward to reporting the results of our food waste venture in next year’s annual report!

I am also proud of how ecomaine has consistently grown and measured our outreach to communities in the past three years. We were six people shy of reaching 8,000 people through tours, in-school presentations and events in Fiscal Year 2016. Feedback like the quotes featured on page 19 makes me tremendously proud of every one of ecomaine’s 75 employees. This kind of feedback only happens when all cylinders are working together in harmony. We are fortunate to employ a full-time environmental educator to ensure a constant focus on our outreach. But the cumulative effect is truly a team effort by all the employees, board members and stakeholders of ecomaine.

The gateway into our facilities has to impress. The cleanliness of our plant has to demonstrate our attention to detail. Our safety record must speak for itself. Our environmental commitment has to convince our communities that we are truly committed to doing the right thing for the environment. Our performance measures for operations must provide evidence that we know what we’re doing. And, of course, our financials must be in good order to maintain confidence in our organization.

Only then will ecomaine be able to create a positive impression on those we serve. In FY 2016, we did all these things with and for our member communities. I invite you to read all about these accomplishments in the following pages. And please contact me at 207-773-1738 or [roche@ecomaine.org](mailto:roche@ecomaine.org) if you have any questions, concerns or feedback!

**KEVIN ROCHE**  
Chief Executive Officer



## SUPPORTING COMMUNITIES

# Financial Reports

## REVENUE AND EXPENSES 2013–2016

	ACTUAL - PRIOR YEARS			CURRENT YEAR BUDGET VARIANCE			FY 15 vs. FY 16
	2013	2014	2015	Actual	Budget	Variance	Actual- Variance
<b>OPERATING REVENUES</b>							
Municipal assessments & rebates	\$3,442,109	\$2,942,109	\$(1,000,003)	\$0	\$0	\$0	\$1,000,003
Owners tipping fees	4,170,149	3,462,495	3,455,911	3,543,278	3,475,066	68,212	87,367
Assoc tipping fees	878,519	906,862	944,682	978,906	939,997	38,909	34,223
Contract tipping fees	272,172	283,452	295,585	306,831	294,641	12,190	11,246
Commercial tipping fees	5,809,460	5,193,993	5,114,351	5,263,778	5,159,336	104,422	149,427
Spot market tipping fees	2,291,116	2,008,675	2,008,508	1,728,293	2,123,568	(395,275)	(280,215)
Electrical generating revenues	3,752,470	4,569,868	4,616,876	4,182,191	4,102,190	80,001	(434,684)
Sales of recycled goods	2,807,955	3,434,385	2,956,003	2,369,969	2,502,410	(132,441)	(586,034)
Recycling tipping fees	67,819	104,072	130,981	140,644	99,996	40,648	9,664
Gorham property assessments	170,312	166,230	0	0	0	0	0
Other operating income	110,296	90,900	98,434	103,117	97,740	5,377	4,683
<b>Total operating revenues</b>	<b>23,772,377</b>	<b>23,163,041</b>	<b>18,621,329</b>	<b>18,617,008</b>	<b>18,794,944</b>	<b>(177,936)</b>	<b>(4,321)</b>
<b>OPERATING EXPENSES</b>							
Administrative expenses	2,447,226	2,531,433	2,631,993	2,520,240	2,699,541	179,301	111,753
Waste-to-energy operating expenses	9,018,812	9,412,289	9,222,332	8,946,000	9,954,473	1,008,473	276,333
Recycling operating expenses	1,652,454	2,017,161	2,088,193	2,173,789	2,254,478	80,689	(85,596)
Landfill/ashfill operating expenses	1,569,934	1,600,635	1,802,372	1,641,948	1,629,638	(12,310)	160,424
Contingency	0	0	0	0	119,068	119,068	0
Landfill closure & postclosure care costs	257,852	239,704	259,936	295,483	239,700	(55,783)	(35,547)
Post-retirement benefit- Health Care	0	0	49,730	70,458	70,464	6	(20,728)
Depreciation & amortization	4,015,074	4,194,858	3,804,881	4,201,984	3,987,984	(214,000)	(397,103)
<b>Total operating expenses</b>	<b>18,961,352</b>	<b>19,996,090</b>	<b>19,859,438</b>	<b>19,849,903</b>	<b>20,955,346</b>	<b>1,105,443</b>	<b>9,535</b>
<b>NET OPERATING INCOME</b>	<b>4,811,025</b>	<b>3,166,951</b>	<b>(1,238,109)</b>	<b>(1,232,895)</b>	<b>(2,160,402)</b>	<b>927,507</b>	<b>5,214</b>
<b>NON-OPERATING INCOME (EXPENSE)</b>							
Interest income	70,851	43,376	48,352	35,662	39,996	(4,334)	(12,691)
Investment income	0	0	71,167	141,924	0	141,924	70,757
Interest expense	(304)	683	427	1,983	0	1,983	1,556
Misc. Income / (Expenses)	87,235	53,582	83,015	(70,819)	0	(70,819)	(153,834)
<b>Net non-operating</b>	<b>157,782</b>	<b>97,641</b>	<b>202,961</b>	<b>108,750</b>	<b>39,996</b>	<b>68,754</b>	<b>(94,211)</b>
<b>TOTAL REVENUE LESS EXPENSES</b>	<b>\$4,968,807</b>	<b>\$3,264,593</b>	<b>(\$1,035,148)</b>	<b>(\$1,124,146)</b>	<b>(\$2,120,406)</b>	<b>\$996,260</b>	<b>(\$88,997)</b>

## SUPPORTING COMMUNITIES

## Financial Reports

## STATEMENT OF CASH BALANCES

	2013	2014	2015	BUDGET FY 2016	ACTUAL FY 2016
CASH, BEGINNING OF PERIOD	\$23,928,932	\$23,060,082	\$29,317,000	\$27,388,260	\$26,510,251
<b>CASH FLOWS FROM OPERATING ACTIVITIES</b>					
Net operating income	4,811,025	3,071,498	(1,238,109)	(2,160,849)	(1,232,895)
Add back: depreciation	4,015,074	4,194,858	3,804,881	3,987,979	4,201,984
Add back: landfill closure costs	257,852	239,704	259,936	239,704	295,483
Add back: Post Retirement Benefit	0	95,461	49,730	70,458	70,458
Other working capital changes	(711,375)	670,507	(41,673)	0	(859,134)
<b>Net cash provided</b>	<b>8,372,576</b>	<b>8,272,082</b>	<b>2,834,765</b>	<b>2,137,292</b>	<b>2,475,896</b>
<b>CASH FLOWS FROM CAPITAL AND RELATED FINANCING ACTIVITIES</b>					
Payment of interest	(304)	683	427	0	1,983
Repayment of long-term debt	(4,560,000)	0	0	0	0
Repayment of capital leases	0	0	0	0	0
<b>Net cash used</b>	<b>(4,560,304)</b>	<b>683</b>	<b>427</b>	<b>0</b>	<b>1,983</b>
<b>CASH FLOWS FROM INVESTING ACTIVITIES</b>					
Receipts of interest	70,547	42,693	48,352	40,000	35,662
Investment income	0	0	71,167	0	141,924
Capital expenditures	(4,751,669)	(2,058,485)	(5,761,460)	(5,141,000)	(2,147,288)
Sale of Gorham land	0	0	0	0	1,519,615
<b>Net cash used in investing</b>	<b>(4,681,122)</b>	<b>(2,015,792)</b>	<b>(5,641,941)</b>	<b>(5,101,000)</b>	<b>(450,087)</b>
<b>NET INCREASE (DECREASE)</b>	<b>(868,850)</b>	<b>6,256,919</b>	<b>(2,806,749)</b>	<b>(2,963,708)</b>	<b>2,027,791</b>
<b>CASH, END OF PERIOD</b>	<b>\$23,060,082</b>	<b>\$29,317,000</b>	<b>\$26,510,251</b>	<b>\$24,424,552</b>	<b>\$28,538,043</b>

## SUPPORTING COMMUNITIES

## Financial Reports

## BALANCE SHEET OVERVIEW 2013–2016

ASSETS	2013	2014	2015	2016
<b>Current Assets</b>				
Balance Operating Cash	\$23,060,385	\$29,316,709	\$6,298,310	\$5,914,305
Cash, Held By Trustee For Debt Payments	0	0	0	0
Accounts Receivable	1,982,809	1,883,790	1,943,169	1,885,906
Inventory	2,362,098	2,554,175	2,487,755	2,641,991
Prepaid Expenses	193,358	232,130	190,326	405,802
<b>Total Current Assets</b>	27,598,650	33,986,803	10,919,380	10,848,004
Property, Plant & Equipment	128,975,755	130,999,240	136,801,702	138,831,131
Less: Accumulated Depreciation	97,792,205	101,917,064	105,721,945	109,792,071
<b>Net Property, Plant &amp; Equipment</b>	31,183,549	29,082,176	31,078,757	29,039,060
Debt Service Reserve	0	0	0	0
Cash Reserve Accounts	0	0	20,212,199	22,623,738
Gorham Property	1,500,000	1,500,000	1,500,000	0
<b>TOTAL ASSETS</b>	<b>60,282,199</b>	<b>64,568,980</b>	<b>63,710,335</b>	<b>62,510,802</b>
<b>LIABILITIES</b>				
<b>Current Liabilities</b>				
Accounts Payable	130,154	597,988	49,687	83,895
Accrued Expenses	496,775	782,002	1,148,099	751,829
Accrued Compensated Absences	901,920	931,343	980,386	901,118
Current Portion of Long Term Debt	0	0	0	0
<b>Total Current Liabilities</b>	1,528,849	2,311,333	2,178,171	1,736,842
Accrued Landfill Close and Post Close Costs	15,951,872	16,191,575	16,451,511	16,746,994
Accrued Retirement Benefits	294,704	390,165	439,894	510,352
<b>TOTAL LIABILITIES</b>	<b>17,775,425</b>	<b>18,893,073</b>	<b>19,069,577</b>	<b>18,994,189</b>
<b>NET ASSETS (EQUITY)</b>				
Restricted - Debt Service Reserve	0	0	0	0
<b>Total Restricted Reserves</b>	0	0	0	0
Capital Reserves	0	0	0	0
Total Designated Reserves	0	0	0	0
Fund Balance (Retained Earnings)	37,537,968	42,506,775	45,675,907	44,640,758
Revenues Less Expenses (Current Year)	4,968,807	3,169,132	(1,035,148)	(1,124,146)
<b>Total Fund Balance (Retained Earnings)</b>	<b>42,506,775</b>	<b>45,675,907</b>	<b>44,640,758</b>	<b>43,516,613</b>
<b>Total Net Assets (Equity)</b>	<b>\$42,506,775</b>	<b>\$45,675,907</b>	<b>\$44,640,758</b>	<b>\$43,516,613</b>

## SUPPORTING COMMUNITIES

# Financial Highlights

## Comparing FY 16 Actuals to FY 15 Actuals

### Record-breaking energy production can't offset lower rates and soft recycling markets

Revenue less expenses was a loss of \$1.1 million for FY 16 and continues the downward trend begun several years ago with the elimination of owner community assessments and the lowering of tipping fees. Total operating revenues for FY 16 of \$18.6 million were flat to FY 15.

In comparing FY 15 to FY 16, it is important to note that the ecomaine Board of Directors approved a total of \$1 million in assessment rebates in FY 15 to provide financial relief to our owner communities. This rebate did not happen again in FY 16.

- Overall FY 16 revenues from MSW tipping fees were flat to FY 15. Inbound MSW volumes were down 2% overall (176,361 tons in FY 16 vs. 180,587 tons in FY 15) while the average tipping fee was up 2% in FY 16. Spot MSW volume was down 15% (5,995 tons) reflecting a tactical decision to reduce spot volume for a period while owner and other tons were up 1% overall (1,769 tons).
- Our Recycling facility processed 41,011 tons of recycle material which was down 6% from FY 15 (a record year). Unfortunately the recycle market remains soft and the market values reflect that fact with average rates down 6% from FY 15. As a result, overall recycling revenue for FY 16 was down \$.6 million (19%) from FY 15 and over \$1.0 million from FY 14.
- The volume of power sold in FY 16 (92,744 MWHs) was a record year for ecomaine exceeding the prior record (established in FY 13) by 3% (2,743 MWHs). The volume was 20% greater than the output in FY 15, when the Turbine /Generator was out of service undergoing a major overhaul. Unfortunately the market value of the power sold was down 24% (averaging \$45.09/MWH compared to \$59.93/MWH in FY 15). As a result, even with a record production year overall, energy revenue was down 9% from FY 15.



### Charlie Dubail, Lead Plant Operator, with ecomaine for 18 years

#### What has changed the most in ecomaine's Recycling Facility?

The amount of material! When I first started, we were lucky to get a truckload of newspaper in a day. Now, we move eight or nine truckloads on a good day.

#### What surprises people the most about your job?

There was one guy who had just cashed his social security check when he lost his wallet in his recycling, and we were able to find it.

#### What has kept you at ecomaine for so many years?

The people. I've had good managers and there are good people at the waste-to-energy plant and here at recycling.

**ecomaine**

FY 2016

## SUPPORTING COMMUNITIES

# Record Setting Energy Production

## REVENUES ON RECYCLABLES, TIPPING FEES AND ENERGY

Volume of power sold in FY 16 was a record year, exceeding prior FY 13 record by 3%.  
Recycling tons have slowed, down 5% from FY 15.

	2013	2014	2015	2016
<b>MSW REVENUE</b>				
Total Tons	175,692	181,309	180,587	176,361
Total Revenue	\$13,421,000	\$11,855,000	\$11,819,000	\$11,821,000
Average \$ / Ton	\$76.39	\$65.39	\$65.45	\$67.03
<b>RECYCLING REVENUE</b>				
Total Inbound Tons	35,141	41,968	43,667	41,011
Total Revenue	\$2,876,000	\$3,538,000	\$3,087,000	\$2,511,000
Average \$ / Ton Outbound (incl. glass / metals)	\$61.59	\$62.22	\$61.84	\$62.45
Average \$ / Inbound - Revenue / Cost Sharing	\$73.78	\$70.18	\$61.63	\$57.72
<b>ENERGY</b>				
MWH's Sold	90,001	86,562	77,551	92,744
Total Revenue	\$3,752,000	\$4,570,000	\$4,617,000	\$4,182,000
Average \$ / MWH	\$41.69	\$52.79	\$59.53	\$45.09



## Testimony touts the waste hierarchy

In FY 2016, ecomaine CEO Kevin Roche defended the waste hierarchy and advocated for renewable energy value that was more in line with what the landfill industry was receiving. LD 273 would have provided better value to the energy produced by waste-to-energy facilities. While LD 273 fell two votes short of passing, LD 313 was signed into law in April 2016—charging the Maine Department of Environmental Protection to develop fees on solid waste consistent with the waste hierarchy and focused on food waste recovery.

## SUPPORTING COMMUNITIES

# Financial Highlights

### Comparing FY 16 Actuals to FY 16 Budget

- Total Revenue less Expenses for FY 16 was a loss of \$1.1 million, yet this was favorable to the FY 16 budget by \$1 million, given lower operating costs.
- Total MSW Tipping Fees of \$11.8 million were unfavorable to budget by \$.2 million or 1%. Total inbound MSW volumes were down to 176,361 tons compared to the 181,938 tons budgeted. Volumes in all markets were over budget with the exception of the Spot Market (down 19%—7,702 tons). A tactical decision was made to lower spot volumes to reduce MSW temporarily stored at Landfill. Market rates for MSW in FY 16 averaged \$67.03 per ton, or 2% over the budgeted rate of \$65.92.
- Total inbound recycling at 41,011 tons was 1% under the budgeted 41,608 tons (or down 6% from FY 15). Soft market rates continued bringing recycling revenue down \$.1 million (3%) below budget.
- Electrical revenue was 2% (\$.1 million) favorable to budget reflecting positive volume sold (92,744 MWH's vs 87,442 budget - up 6%) offset in part by unfavorable rates (\$45.09/MWH vs \$46.91/MWH budgeted).
- Total operating expenses of \$19.9 million were favorable to budget by \$1.1 million or 5%. Overall cash costs (including contingency) were down \$1.4 million with waste-to-energy costs down \$1 million (lower payroll, lower gas and chemical usage / price, and lower maintenance costs), and administrative expenses were down \$.2 million (lower payroll and legal fees). Recycling Facility operating costs were up \$.1 million due to higher payroll and landfill costs were down \$.2 million due to lower maintenance costs.
- Less snow and drier weather lowered gas usage in the waste-to-energy facility, while the boilers experienced an availability rating of 93.5%.
- Costly pollution control substances were reduced by over 10% in some areas, saving a total of 47,000 pounds of carbon (\$30,000 in savings), and 200 tons (\$40,000) of lime slurry through operational efficiencies.
- Non-cash costs were unfavorable by \$.3 million, reflecting higher depreciation from capital spending.
- Our budget for capital expenditures was a total of \$5.1 million for FY 16. We actually spent \$2.1 million. Several large WTE projects (Refuse Crane, Boiler Inconel Work, and Locker Room Renovations) were deferred to FY 17.
- As a result, ecomaine's cash balances (including Investment Reserves) increased by \$2 million compared to the \$3 million decline budgeted.



### ecomaine diversifies portfolio with Food Waste Recovery

In FY 2016, ecomaine took bold steps to support its member communities to meet the statewide recycling goal of 50 % by 2021 by deciding to become a consolidation and transfer point for food waste.

ecomaine issued a request for proposal in the Spring of 2016, basing its decision to work with a third-party food waste processor on the results of its Organics Recycling Feasibility study of 2013. ecomaine decided that existing processing capacity in Maine makes it more cost effective to find a private sector partner than to construct a new facility.

With that decision in mind, ecomaine also sold its Gorham land, originally earmarked for potential waste processing endeavors, for community recreation use.

**ecomaine**

FY 2016

## SUPPORTING COMMUNITIES

# Results



Ben Gagnon,  
Scalehouse Operator

**What might surprise people about what you experience in your job?**

"Homeowners often don't even know we are here because we don't smell."



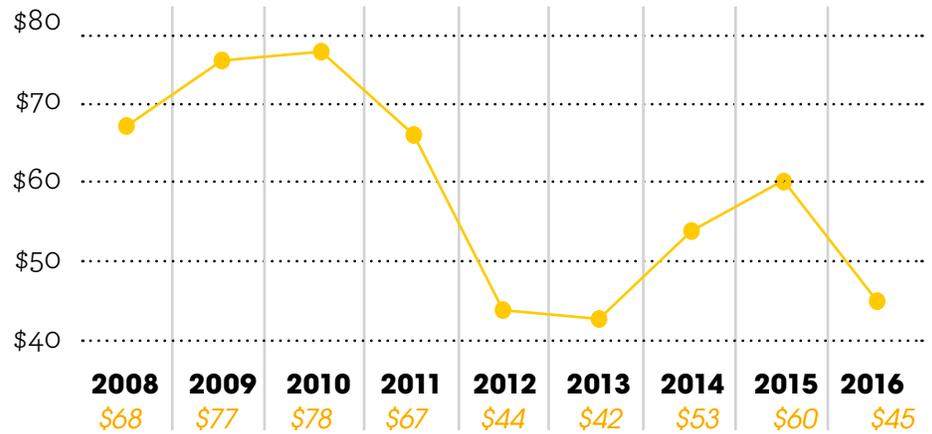
Jessica Locke,  
Scalehouse Trainee

**What is it like to work in the scalehouse?**

"We are the face of ecomaine."

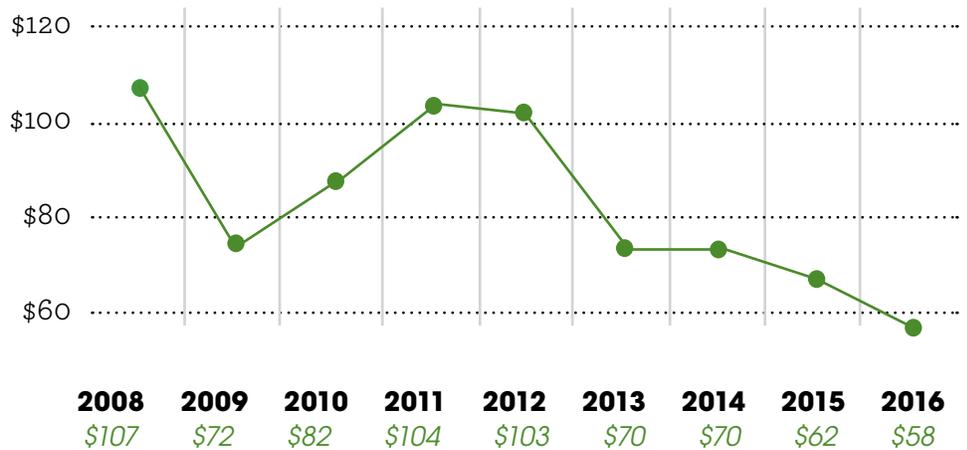
### AVERAGE PRICE PER MWH OF ELECTRICITY

A record year of electricity production was met by a 24% decline in power value.



### AVERAGE PRICE PER TON IN RECYCLING MARKET

Down 46 % from peak in FY 08

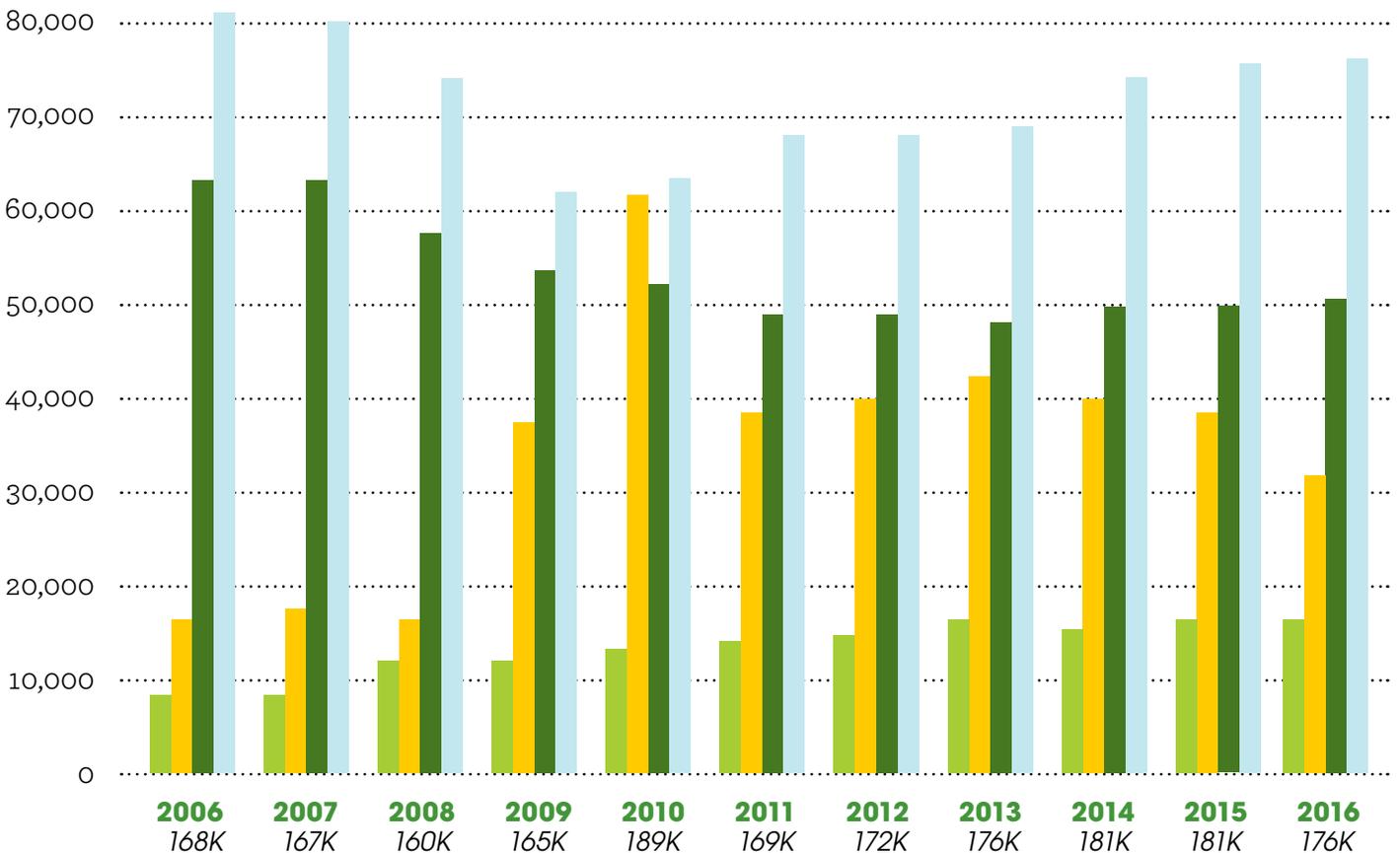


## SUPPORTING COMMUNITIES

# Tons

### Waste Tonnage Totals 2006–2016

We have intentionally backed down on spot tons to reduce the solid waste temporarily stored at our landfill.



#### Spot Market

**32,422 tons in FY 16**

We intentionally reduced spot tonnage by 5,000 tons in FY 16.



#### Owner Community

**50,659 tons in FY 16**

Owner Community tons were up slightly in FY 16, while tons are down 20% over the last ten years, tonnage is leveling out.



#### Commercial

**76,072 tons in FY 16**

Commercial tons increased slightly in FY 16, up 23% since 2009.



#### Associate/Contract

**17,214 tons in FY 16**

Associate and Contract tons increased slightly, up nearly 10,000 tons over the past 10 years.

## SUPPORTING COMMUNITIES

# Assessments and Tipping Fees



## Innovations save on water treatment costs

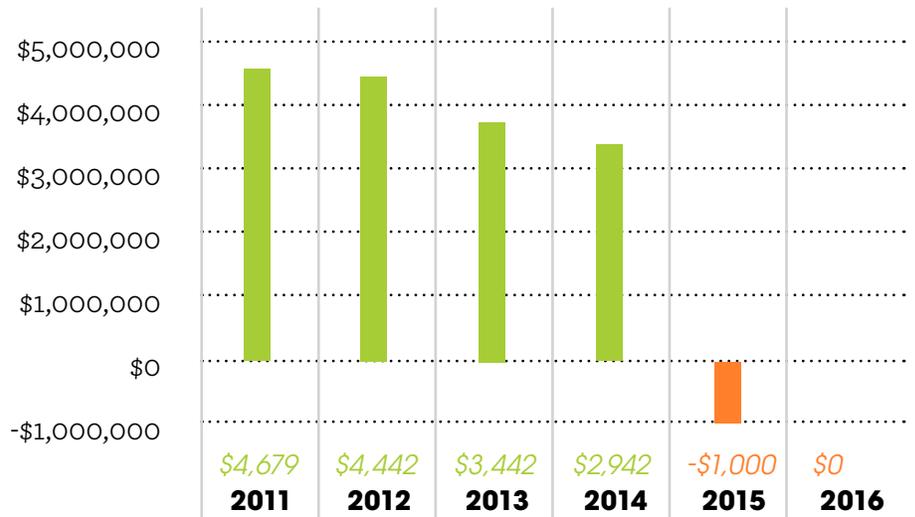
ecomaine employees Paul Debuque and Joe Roderiques, pictured above, installed a cooling tower conductivity controller in March 2016 to improve the efficiency of water treatment chemical usage.

Their work has kept costs low for member communities by reducing the amount of chemicals we need to use to treat the cooling tower water. The cooling tower condenses the steam back into water to be used in our boilers.

**ecomaine**

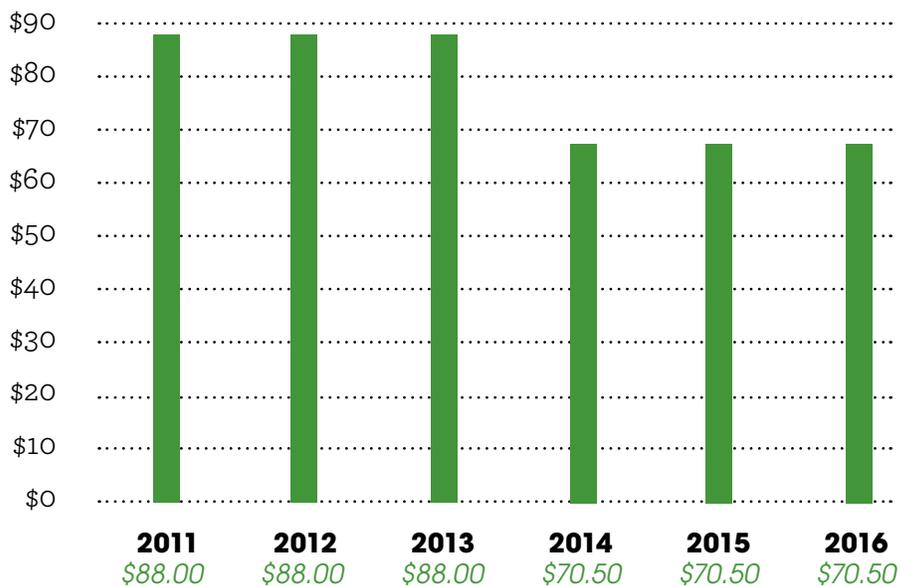
## REBATES AND ASSESSMENTS

Eliminating assessment fees and rebates reduced owner community costs by \$4.7 million in FY 16 compared to FY11.



## TIPPING FEES: A DOWNWARD TREND

Despite flat markets, ecomaine kept fees for owner communities at the reduced rate instituted in 2014.



## SUPPORTING COMMUNITIES

# Behind the Numbers



### Adding services that add value for members

ecomaine's pharmaceutical waste solution simplifies disposal and saves member communities money. Based on research conducted with the Maine Department of Environmental Protection (MDEP) and the Federal Drug Enforcement Agency (DEA), ecomaine's Environmental Department procured a license to combust unused pharmaceuticals and personal care products (PPCD) as part of daily business at its waste-to-energy facility.

Formerly, our member communities paid more than \$5,000 for Clean Harbors transport PPCP to their licensed hazardous waste mass-burn facilities in the south and midwest.

As a result, the amount of pharmaceuticals combusted by ecomaine increased to 31,960 pounds in April 2016 as compared to 23,500 pounds in April 2015.



ecomaine added four new member communities in FY 16

*"Woolwich starts new chapter in recycling ... ecomaine offers recycling tips to residents"*

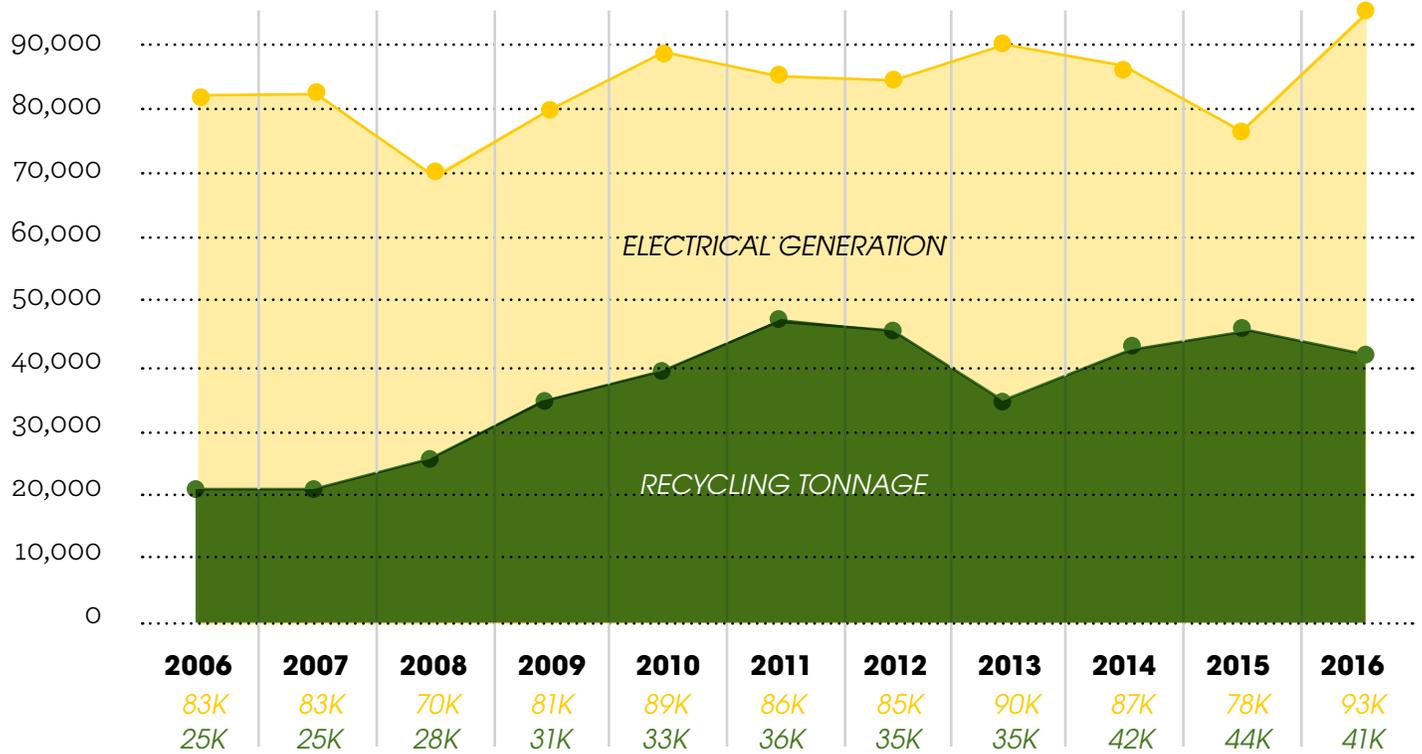
WISCASSET NEWSPAPER - JULY 18, 2016

ecomaine expanded its western foothills, midcoast and island presence with the signing of four new communities in FY 2016. ecomaine contracted with Brownfield and Fryeburg for recycling services, and added Chebeague Island and Woolwich for recycling and municipal solid waste.

# Record Year for Energy Production

## ANNUAL ELECTRICITY and RECYCLING VOLUMES

Volume of power sold in FY 16 was a record year, exceeding prior FY 13 record by 3%. Recycling tons have slowed, down 5% from FY 15.



### Our company car runs on trash!

Our waste-to-energy facility generates enough electricity to power our steam plant operations, recycling facility, and our company's electric vehicle pictured here, while selling the remaining 90% of electric power to the grid. We produce enough electricity to power up to 15,000 homes annually.

## SUPPORTING COMMUNITIES

# Education and Outreach

**Nearly 8,000 people learned about or visited ecomaine in FY 16.**



**We continue to raise awareness and promote sustainability in our member communities and all across Maine.**

Through a combination of television, radio and social media advertising, we have increased both traffic and users of our website by about 25% at 50,377 visits compared to 40,390 in FY 15. Visitors viewed nearly 15% more pages on our website seeking, first and foremost, advice on how to recycle right. Use of our single sort recycling guide content increased by more than 1,600%, gaining more than 5,700 visits compared with 333 visits in FY 15.

Our recycling drop-off locations page received the second greatest increase in traffic at nearly 4,000 pageviews, an increase of nearly 84%.

We earned more than 50 mentions in media outlets across Maine, ranging in topics from organics recovery and flat recycling markets to our outreach and education programming. And engagement in social media has also grown, especially on facebook, where we increased followership to 1,078 people from 800 at the end of FY 2015.

On the following page, you will find a few of the comments from the nearly 8,000 members of the public we have reached through tours, events and presentations in schools in FY 2016. We've opened our doors to more than 1,500 of those people through tours and events.





"A gigantic thank you for such an incredible event, so well done, so well organized. It will be a much-cherished lifetime memory for us! So inspiring hearing so many great stories of what others have done ... The extra award/rocking chair was an outrageous surprise! I can't even begin to tell you how exciting that was! The kids played, sang to Queen's 'We are the Champions' on the bus ride home! Their excitement continued as they proudly carried the plaque and chair into the school!"

—Terri Eddy, Teacher/Advisor, Environmental Club of Scarborough (ECOS), 2016 eco-Excellence Award, Community Category



"Many thanks to ecomaine for the grant award to Cheverus in support of our recycling program ... Your award serves to sustain the school's uncompromising educational value and affords our students the educational opportunities that will prepare them for college and leadership in the 21st Century."

—Fr. George E. Collins, S.J.,  
President, Cheverus, Portland

"You are very good at what you do. I watched with interest how you engaged the folks as they passed the booth. ecomaine has some very talented employees."

—Bill Flynn, Selectman, Brownfield

"Since the tour, I have noticed the students' efforts to make a change and be more conscious of their recycling habits."

—Mary Beth Neault, Teacher,  
Yarmouth High School



# Environmental and Occupational Safety

**In FY16, ecomaine once again successfully retained its ISO 14001 certification and OHSAS 18001 re-registration at all three facilities (waste-to-energy, recycling and landfill/ashfill).**

ecomaine's Environmental Team demonstrated compliance with all conditions of the Waste-To-Energy Title V air permit, Annual Air Emissions Inventory and the EPA's Mandatory Reporting of greenhouse gases, as articulated in the following submitted air reports: Quarterly Air Emissions Reports; Semi-Annual Air Emissions Reports; and Annual Compliance Certification.

## 89.5%: WELL BELOW THE DEP LIMIT

The proportion below the allowable combined emission levels of common heavy metals mercury, particulate matter, cadmium and lead emitted by ecomaine's waste-to-energy facility in 2015 was 89.5%. Specifically, ecomaine was 90 % below the legal limit of mercury emissions, 84 % below the legal limit on particulate matter, 90 % below the legal limit of cadmium emissions, and 94 % below the legal limit on lead emissions. These results were measured through the annual compliance stack test conducted by the Environmental Department in November 2015.

DEP-regulated emission types	Maine DEP Chapter 121 rules per boiler emission limit	ecomaine's 2015 average waste-to-energy emissions	Percentage favorable to Maine DEP standard
Mercury (Hg)	28 mg/dscm	2.68 ug/dscm	90%
Particulate Matter (dust, PM10)	24 mg/dscm	3.85 mg/dscm	84%
Cadmium (Cd)	35 ug/dscm	3.3 ug/dscm	90%
Lead (Pb)	400 ug/dscm	25.15 ug/dscm	94%
			89.5%



## Governor's Award for Environmental Excellence

The Bureau of Air Quality recognized ecomaine with a Governor's Award for Environmental Excellence in October 2015 for collaboration on the Pharmaceutical Disposal Project along with the Federal DEA and Maine Sheriffs Association.

*L-R: Leslie Anderson, Director BRWM; Michael Wardrop, Resident Agent Fed DEA; Sheriff Kevin Joyce, Cumberland County; Kevin Roche; Deputy Tom Barnes York County; and Marc Cone, Director BAQ*

## Mercury thermostat collection rising

In FY 16, ecomaine continued to work closely with the Thermostat Recycling Corporation (TRC) to collect mercury thermostats. As of August 2016, ecomaine has collected 4,482 mercury thermostats since its first collection in August 2011, effectively removing 39.53 pounds of mercury to date.



Tony Dicentes  
in the 1990s ...  
and today!



## Teeming with tenure

Longstanding employee Tony Dicentes celebrated 37 years at ecomaine (see above).

Like many employers across the country, ecomaine experienced the national trend of aging baby boomers with six long-standing employees retiring in FY 16:

- Allan Davis, 26 years
- Jay Dicentes, 22 years
- Cedomir Novkovic, 17 years
- Timothy Maloy, 14 years
- Herbert Waldron, 11 years
- Tom Raymond, 9 years

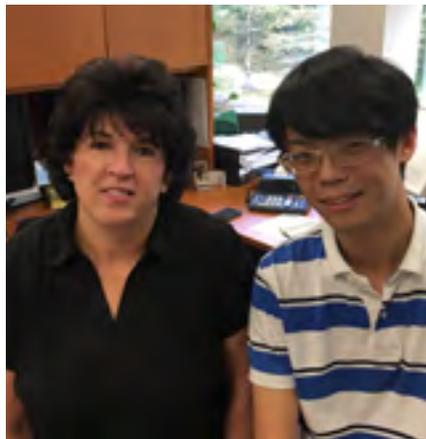
## SUPPORTING COMMUNITIES

# Investing in People

**Recognizing the importance of succession planning and continuing to invest in our talented workforce of more than 70 employees, ecomaine paid \$20,000 toward employees' continuing education and license certifications in FY 16.**



Matt Hebert passed his QRO provisional operator license exam, and Win Pillsbury passed the site-specific QRO license exam. ecomaine is supporting other employees to continue their education as well, including Ed Scott, who is working toward a degree in Business Administration, and Andrew White and Matt DiBiase (pictured at left), who are both enrolled in boiler operator courses.



Within the Administrative staff, Missi Labbe, Finance Manager (pictured far left) is pursuing her Master's Degree in Business Administration, and Wei Po Huang, Accountant II (pictured at left) took courses in FY 2016 to study for his GMAT exam, which he passed to enroll in a Master's program at University of Southern Maine.



ecomaine's Recycling Facility Manager John Morin (pictured at left) was able to provide 155 days of work for Cumberland County inmates in FY2016, which is an important service to helping these inmates transition back into productive lives in the community after they have served their sentences.

**ecomaine**

FY 2016

## SUPPORTING COMMUNITIES

# The Road Ahead



### A new frontier in FY 2017

In summary, FY 16 was a year of making bold decisions toward changes for the better. We have secured new paths to ensure we continue to be a leader in sustainable waste management strategies for our member communities.

A big part of that focus in FY 2017 will be on further developing and innovating the Food Waste Recovery Program.

*PHOTO: ecomaine officially launched its Food Waste Recovery Program September 7, 2016 during a press conference involving Board Chair Troy Moon, Agri-Cycle Energy Partner/ General Manager Dan Bell, and ecomaine CEO Kevin Roche.*



# ecomaine

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