



Memorandum

DATE: May 13, 2021
TO: Chairman and Members of the Board
FROM: Kevin H. Roche, CEO/General Manager
SUBJECT: **Agenda – Executive Committee Meeting**

There is an **ecomaine** Executive Committee Meeting scheduled for **Thursday, May 20, 2021 @ 4PM**. The meeting will be held on the Zoom Platform. The agenda for this meeting is as follows:

1. Approval of the Minutes (*Attachment A*)
2. **Presentation:** Maine Turnpike Authority – Gorham Turnpike Spur
3. Outreach & Recycling Committee Report – Caleb Hemphill, Chair
4. Finance & Audit Committee Report – Bill Shane, Chair
5. Manager’s Report:
 - Update – Legislative – LD 57 & LD 1541
 - Update – Electric Trucks & Wash Bay
 - Update – Landfill Solar Project
 - Update – Recycling Markets

Financial Report – FY 21 – (*Year-To-Date*)

- Financial Summary (*Attachment B1*)
 - Tonnage Summary (*Attachment B2*)
 - Statistical Data (*Attachment B3*)
 - Statement of Revenue & Expenses (*Attachment B4*)
 - Statement of Cash Balances (*Attachment B5*)
 - Summary Analysis of All Tons (*Attachment B6*)
 - Operations & Electrical Generation (*Attachment B7*)
6. **Executive Session: New Member Community Contracts.** (The Executive Committee may wish to go into Executive Session for any of the above items under Section 405(6)(C) of Title 1 of the Maine Revised Statutes.)
 7. Other Business
 8. **Executive Session: Report from the Review Committee on the GM Evaluation.** (The Executive Committee may wish to go into Executive Session for any of the above items under Section 405(6)(A) of Title 1 of the Maine Revised Statutes.)

Future Committee Meetings:

Outreach & Recycling Committee	05-27-2021 @ 4pm
Annual Board of Directors Meeting	06-17-2021 @11:30am

The Board of Directors & Executive Committee may wish to go into Executive Session for any of the above items under Section 405 of Title 1 of the Maine Revised Statutes ([per the following legislative website: http://janus.state.me.us/legis/statutes/1/title1ch13sec0.html](http://janus.state.me.us/legis/statutes/1/title1ch13sec0.html).)

Memorandum

DATE: December 31, 2020
TO: Chairman and Members of the Board
FROM: Kevin H. Roche, CEO/General Manager
SUBJECT: Executive Committee Minutes December 17, 2020

There was an Executive Committee Meeting held on the date noted above. The meeting was called to order by Mike Shaw, Chairman.

Item #1: Approval of the Minutes

Bill Shane motioned to accept the minutes as written. The motion was second by Linda Boudreau. All in favor.

Item #2: Finance & Audit Committee Report – Bill Shane, Chair

Bill Shane reported that the committee had lots of discussion around borrowing and leasing options. The committee approved unanimously to submit borrowing & leasing options to the Executive Committee and to the Full Board if discussions are successful today.

The discussion on borrowing and leasing was turned over to staff (Kevin Roche) for further discussion. Kevin (staff) provided a presentation and reviewed the following:

- Staff reviewed the benefits of borrowing & leasing and how **ecomaine** would benefit from lease financing.
- Staff reviewed a list of capital projects (equipment) that fits well into a leasing program.
- Staff focused on the useful life of the assets under consideration for leasing.
- Equipment has not been bidded out at this time. Some equipment may come in over or under the estimated costs.
- Leasing periods will vary between 5 or 10 years but staff will need some flexibility in negotiations.
- Terms discussed today are estimated and lease rates are unknown at this time. We are looking at an estimated leasing rate of 2% on 2 million for borrowing & leasing.
- Staff provided an estimate on what the cost of leasing will be for **ecomaine**.
- Staff discussed HM Payson's report and estimated a 4% (and 3%) gain in investments, noting that return rate is based on history.
- All projects (for potential leasing) have been approved by the board in the Capital spending plan as part of the FY 21 Budget except for one project listed.
- Staff is researching leasing without prepayment penalty.
- Detail was provided on each item for leasing consideration. There was a lengthy

discussion on board liability and on the non-appropriation clause (if required) and how it may limit our options and the rates we may achieve.

Kevin detailed the voting requirements and outlined that this is our 2nd reading in accordance with our by-laws. Next steps would be approval from the Executive Committee. Bill Shane also requested that (for the Full Board) staff present on how borrowing and leasing will help us be cash positive.

Bill Shane motioned to send the borrowing & leasing plan to the Full Board for approval. The motion was second by Chris Branch. Bill Shane also requested that staff obtain an opinion from our Attorney and a resolution to be reviewed prior to the Full Board Meeting.

Roll Call on motion to send the Borrowing & Leasing Plan to the Full Board for Approval:
Anne Bilodeau, Linda Boudreau, Christopher Branch, John Cloutier, Dave Durrell, Matthew Frank, Jamie Garvin, Jim Hager, Caleb Hemphill, Greg L'Heureux, Bill Shane, & Mike Shaw.
Approved.

The next meeting of the Finance & Audit Committee is scheduled for January 21, 2021.

Item #4: Outreach & Recycling Committee – Caleb Hemphill, Chair

Caleb Hemphill reported out that the committee last met on November 12, 2020 and provided the following highlights:

- Recycling & Tagging Internship ended in November. Staff is putting together data, recommendations and cost benefits of the program.
- eco-Excellence Awards are now being accepted; nominations are due January 31, 2021. We encourage you to submit nominations and do not let your town be left out.
- Staff is at work on a “Certified Master Recycler” curriculum. The program will be similar to the training given interns and they will be sharing more information next month.
- Education & Outreach continues. For the month of October, we have reached 16,000 people despite the pandemic.
- Our online, social media and earned media metrics continue; to include the use of the Recyclopedia.

The next meeting of the Outreach & Recycling Committee is scheduled for January 14, 2021.

Item # 5: Manager’s Report

Legislative Update – Kevin updated the Board on the new representation from our owner communities on the Environment and Natural Resource Committee and encouraged board members to reach out for support LD 57 legislation. Kevin also discussed the importance of reaching out to MMA Policy Committee for support and asked board members to reach out to anyone they feel may help in this legislation being advanced.

Solar Update – Amendment in process because of the infrastructure costs increased which resulted in readjusting the contract. Contract is currently under review by our Attorney.

Electric Truck – Lion continues to work on a solution on our Electric Trucks. New drive alternative being reviewed and anticipate they will have quote by April and trucks by next Fall. We have followed up with the Department of Environmental Protection (DEP) and they recognized that projects may be delayed because of COVID and have extended the grant.

Recycling Market – Demand has improved on many areas of the market.

Financial Statement FY 21 (Year-to-date) - Kevin Roche (staff) reviewed the FY 21 Financial Statements.

Adjourn:

Bill Shane motioned to adjourn. Motioned second by Anne Bilodeau. All in favor.

Present via Zoom:

Anne Bilodeau, Linda Boudreau, Christopher Branch, John Cloutier, Dave Durrell, Matthew Frank, Jamie Garvin, Caleb Hemphill, Greg L'Heureux, Bill Shane & Mike Shaw

Staff:

Matt Grondin, Don Hebert, Denise Mungen, Kevin Roche & Kevin Trytek

Attachment B1

Financial Summary April, 2021 (FY2021)

Revenues Year-to-Date - Compared to Budget and Last Year						
	Compared to Budget			Compared to Prior Year		
	Revenue Year-to-Date	Units	Revenue \$/Units	Revenue Year-to-Date	Units	Revenue \$/Units
Owner	\$316,980	10%	(0%)	\$245,096	7%	1%
Associate	114,526	14%	(1%)	99,991	11%	0%
Contract	396,757	32%	7%	436,879	36%	9%
Commercial	(122,774)	(1%)	(1%)	129,205	(1%)	3%
Spot	(88,460)	(32%)	(2%)	(33,301)	(19%)	4%
Recycling	1,759,025	1%	129%	1,485,956	5%	82%
Electrical	253,487	14%	(5%)	(92,651)	13%	(14%)
Overall	\$2,627,777			\$2,261,567		

Cash Expenses Year-to-Date			
Expense	Status	% of Annual	Notable Items Affecting Expenses Year-to-Date
Total Departmental Costs	\$176,270	84%	<p>Favorable</p> <ul style="list-style-type: none"> *Recy Temporary Labor \$159k: available staffing from agency is insufficient; hard to retain temp laborers *Admin Public Relations \$41k: covid restrictions *WTE Major Repairs \$74k: Timing on Spring shutdown trailer that will be rented for Fire Dept and ND Testing company *WTE Annual Maintenance \$184k: WTE Capital Projects that have been completed have reduced the annual maintenance expenses that were budgeted *Landfill Temporary Labor \$43k: available staffing from agency is insufficient; hard to retain temp laborers <p>Unfavorable</p> <ul style="list-style-type: none"> *Recycling Purchase of Recy Materials (\$64k): low market predictions made prepandemic *WTE Industrial Cleaning (\$54k): Increased frequency of boiler cleanings *Landfill Building & Ground Maintenance (\$19k): unbudgeted rodent control, Roadway shoulder stabilization *Recycling Bailing Wire (\$23k): nation-wide shortage, prices have increased and manufacturerer has limited quantities allowed for purchase

EBITDA Comparison			
	Current	Budget	Prior Year
Balances as of 4/30/2021	\$7,760,259	\$672,657	\$1,589,107

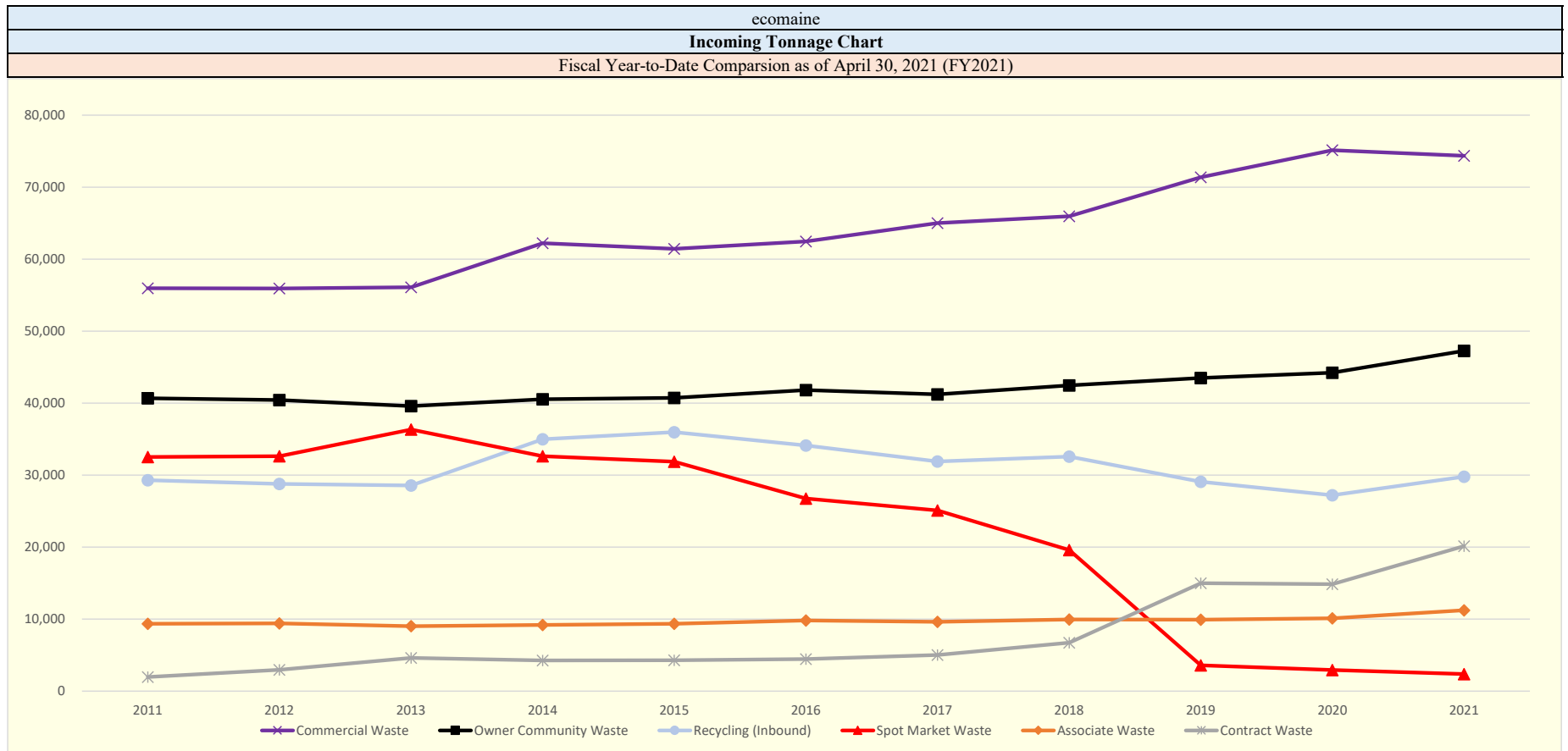
Cash Position			
	Operations	Reserves	Notes
Beginning Cash Balances	\$3,292,237	\$22,445,214	
Cash Generated	2,914,135	0	
Non-Operating Income	0	4,610,511	
Capital Expenditures	(2,478,563)	0	
Ending Cash Balances	\$3,756,279	\$27,027,256	

Average WTE Operations				
Month	Power Sold % Capacity	Average Boiler Availability %	Sales - MWHrs	Notes
March	85%	93%	7,656	
April	73%	79%	6,333	

Food Waste Year-to-Date Tonnage					
	Food Waste In		Food Waste Out		Food Waste Contaminates
Food Waste Tonnages	3,771		3,605		1,532

Recycling Markets						
Material		FY2020 YTD Average	FY2021 YTD Average	Variance		Next Month Projected Prices
Cardboard		\$51	\$77	49%		\$110
Paper		(38)	7	119%		20
Cans		96	165	71%		250
#2 Natural Plastic		903	1,364	51%		1,760
#2 Colored Plastic		265	401	51%		770
#1 PET Plastic		159	135	(15%)		310
Post Burn Metal		35	77	119%		120

Attachment B2



	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021
Owner Community Waste	40,678	40,433	39,592	40,556	40,736	41,826	41,230	42,466	43,508	44,223	47,267
Associate Waste	9,354	9,407	9,022	9,192	9,368	9,814	9,626	9,966	9,915	10,112	11,236
Contract Waste	1,965	2,966	4,624	4,260	4,291	4,442	5,014	6,720	14,989	14,862	20,145
Commercial Waste	55,960	55,931	56,107	62,234	61,435	62,452	65,017	65,968	71,379	75,134	74,366
Spot Market Waste	32,533	32,646	36,336	32,620	31,866	26,749	25,089	19,611	3,586	2,925	2,375
Total Waste	140,490	141,383	145,681	148,862	147,696	145,283	145,977	144,730	143,378	147,257	155,390
Recycling (Inbound)	29,306	28,798	28,581	34,998	35,976	34,125	31,903	32,570	29,076	27,211	29,788

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Attachment B3

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Statistical Data									
as of April 30, 2021 (FY2021)									
Category	Actual Year-to-Date			Year-to-Date FY2021				YTD vs Last YTD	
	2018	2019	2020	Actual	Budget	Variance Fav/(Unfav)		Variance Fav/(Unfav)	
						Units	%	Units	%
MSW - Tons									
Owner	42,466	43,508	44,223	47,267	42,872	4,396	10%	3,044	7%
Associate	9,966	9,915	10,112	11,236	9,825	1,411	14%	1,124	11%
Contract	6,720	14,989	14,862	20,145	15,308	4,837	32%	5,282	36%
Commercial	65,968	71,379	75,134	74,366	74,987	(621)	(1%)	(768)	(1%)
Spot	19,611	3,586	2,925	2,375	3,481	(1,106)	(32%)	(550)	(19%)
Total MSW	144,730	143,378	147,257	155,390	146,472	8,917	6%	8,133	6%
Recycle - Tons									
) Inbound - MRF only	32,570	29,076	27,211	29,788	27,664	2,124	8%	2,577	9%
) Outbound- MRF only including glass	28,871	26,566	24,677	25,987	25,836	151	1%	1,310	5%
Outbound- Post Burn	3,379	3,607	3,054	4,776	3,536	1,240	35%	1,722	56%
Outbound- Landfill Metal Mining	0	0	0	0	0	0	0%	0	0%
Outbound Total	32,251	30,173	27,732	30,764	29,372	1,392	5%	3,032	11%
MSW - Revenue \$/Ton									
Owner	\$69.75	\$70.17	\$73.28	\$73.74	\$73.91	(\$0.17)	(0%)	\$0.47	1%
Associate	84.22	87.15	88.26	88.32	89.35	(1.03)	(1%)	0.07	0%
Contract	53.86	60.52	62.20	67.58	63.01	4.57	7%	5.38	9%
Commercial	69.14	70.53	74.01	76.51	77.51	(1.00)	(1%)	2.50	3%
Spot	56.09	70.37	72.79	75.61	77.00	(1.39)	(2%)	2.83	4%
Total MSW	\$67.88	\$70.52	\$73.55	\$75.35	\$75.72	(\$0.37)	(0%)	\$1.80	2%
Recycle - Revenue \$/Ton									
\$/Ton - MRF Only Revenue	56.64	33.19	38.81	68.14	45.91	22.24	48%	29.33	76%
Energy									
MWH's Sold	68,764	67,238	65,414	74,016	65,026	8,990	14%	8,602	13%
\$/MWH	\$53.53	\$55.11	\$50.94	\$43.77	\$45.92	(\$2.15)	(5%)	(\$7.17)	(14%)
Steam Plant Capacity Factor %	91%	93%	82%	84%					
Average Boiler Availability %	91%	93%	92%	93%	80%				
Steam Plant Capacity Utilization %	100%	100%	89%	90%					
Power Capacity Factor %	78%	77%	74%	84%					
Power Sold - % of Capacity to Sell	78%	76%	74%	84%	79%				

Steam Plant Capacity Factor % - Steam from the two boilers as a % of the total unadjusted capacity (144,000 lbs./hour for time in period with no down time)

Average Boiler Availability % - Percent of hours that boilers are available to burn MSW during period - reflects time out of service for boilers due to equipment problems

Steam Plant Capacity Utilization % - Steam from the two boilers as a % of the adjusted capacity (144,000 lbs./hour for time in period less time not on MSW)

Power Capacity Factor % - Actual power produced (MWH's) by the turbine as a % of the rated capacity (14.1 MW's) for all hours in the period

Power Sold - % of Capacity to Sell - Power sold (MWH's) on grid as a % of the power available to sell (generation net of internal load -- 12.1 MW's) for the given time period

Attachment B4

ecomaine							
Statement of Revenue & Expenses							
as of April 30, 2021 (FY2021)							
Category	Fiscal Year Actuals on 04/30			Current Year To Date			FY21 & FY20
	2018	2019	2020	Actual	Budget	Variance	Variance
Operating Revenues							
Owner Member Tipping Fees	\$2,961,930	\$3,052,932	\$3,240,497	\$3,485,593	\$3,168,613	\$316,980	\$245,096
Associate Member Tipping Fees	839,327	864,127	892,420	992,412	877,886	114,526	99,991
Contract Member Tipping Fees	361,909	907,115	924,461	1,361,340	964,583	396,757	436,879
Commercial Tipping Fees	4,560,861	5,034,587	5,560,362	5,689,568	5,812,342	(122,774)	129,205
Spot Market Tipping Fees	1,099,953	252,359	212,879	179,577	268,037	(88,460)	(33,301)
Electrical Power Revenues	3,680,935	3,705,353	3,332,105	3,239,454	2,985,967	253,487	(92,651)
Sales of Recycled Goods	2,085,747	1,232,378	577,814	1,889,246	299,514	1,589,732	1,311,432
Recycling Tipping Fees	183,836	423,947	1,048,783	1,223,307	1,054,014	169,293	174,524
Other Operating Income	85,792	88,138	98,135	88,527	90,290	(1,763)	(9,609)
Total Operating Revenues	\$15,860,291	\$15,560,936	\$15,887,456	\$18,149,023	\$15,521,246	\$2,627,777	\$2,261,567
Operating Expenses							
Administrative Expenses	2,205,110	2,298,818	2,498,216	2,500,070	2,527,449	27,379	(1,854)
Waste-to-Energy Expenses	8,186,786	8,081,413	8,742,226	9,113,766	9,096,942	(16,824)	(371,540)
Recycling Expenses	1,997,737	1,978,384	1,717,561	1,803,480	1,936,383	132,903	(85,919)
Landfill Expenses	1,482,655	1,594,066	1,496,073	1,505,790	1,538,602	32,812	(9,717)
Contingency	0	0	435,477	101,721	208,330	106,609	333,756
Total Operating Expenses	\$13,872,288	\$13,952,682	\$14,889,552	\$15,024,826	\$15,307,706	\$282,879	(\$135,274)
Net Operating Income	\$1,988,003	\$1,608,254	\$997,904	\$3,124,197	\$213,540	\$2,910,657	\$2,126,293
Non-Operating Income (Expense)							
Non Investment Interest	40,734	36,661	65,584	28,469	38,280	(9,811)	(37,115)
Investment Income Net of Expenses	811,070	1,376,316	514,097	4,582,042	416,667	4,165,376	4,067,945
Misc. Income / (Expenses)	22,940	23,160	11,523	25,550	4,170	21,380	14,027
Net Non-Operating	\$874,745	\$1,436,136	\$591,204	\$4,636,062	\$459,117	\$4,176,945	\$4,044,858
Net Income (EBITDA)	\$2,862,748	\$3,044,390	\$1,589,107	\$7,760,259	\$672,657	\$7,087,602	\$6,171,151

Note: Budget column could change for some departments due to monthly allocation of expenses

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Attachment B5

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Statement of Cash Balances								
as of April 30, 2021 (FY2021)								
Category	12 Month Actuals @ 6/30				Actual FY2021 @ 4/30/21	Budget FY2021 @ 6/30/21	Reserves per policy	Reserve Target
	2017	2018	2019	2020				
Cash & Reserves - Beginning of Period	\$28,538,043	\$30,861,320	\$30,335,576	\$27,351,217	\$25,737,451	\$24,841,816		
Cash Flows from Operating Activities:								
Net Operating Income	3,857,450	2,068,881	2,416,638	1,503,531	3,124,197	1,281,779		
Other Working Capital Changes	388,900	323,100	40,642	(216,447)	(210,062)	0		
Net Cash Provided by Operating Activities	<u>\$4,246,350</u>	<u>\$2,391,981</u>	<u>\$2,457,280</u>	<u>\$1,287,084</u>	<u>\$2,914,135</u>	<u>\$1,281,779</u>		
Cash Flows from Capital and related Financing Activities:								
Payment of Interest	(180)	0	0	0	0	0		
Repayment of Long-Term Debt	0	0	0	0	0	0		
Repayment of Capital Leases	0	0	0	0	0	0		
Net Cash Used in Capital and related Financing	<u>(\$180)</u>	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>		
Cash Flows from Investing Activities:								
Receipts of Non Investment Interest	36,584	49,340	68,278	73,622	28,469	90,938		
Investment Income Net of Expenses	1,164,205	1,205,691	1,485,070	1,266,510	4,582,042	500,000		
Capital Expenditures	(3,123,683)	(4,172,755)	(6,994,987)	(4,240,982)	(2,478,563)	(4,975,900)		
Sale of Gorham Property								
Net Cash Used in Investing Activities	<u>(\$1,922,894)</u>	<u>(\$2,917,724)</u>	<u>(\$5,441,639)</u>	<u>(\$2,900,849)</u>	<u>\$2,131,949</u>	<u>(\$4,384,962)</u>		
Net Increase (Decrease) in Cash	2,323,277	(525,743)	(2,984,359)	(1,613,766)	5,046,084	(3,103,183)		
Cash & Reserves - End of Period	<u><u>\$30,861,320</u></u>	<u><u>\$30,335,576</u></u>	<u><u>\$27,351,217</u></u>	<u><u>\$25,737,451</u></u>	<u><u>\$30,783,535</u></u>	<u><u>\$21,738,633</u></u>		

Statement of Cash Balances								
Operating Cash Reserve	\$8,290,518	\$8,301,636	\$4,368,193	\$3,441,400	\$3,452,496	\$2,792,462	\$3,452,496	\$3,452,496
Landfill Closure Reserve	301,736	301,753	309,601	314,820	314,722	2,097,777	314,722	314,722
Discretionary Landfill Closure Reserve	7,712,419	9,789,027	10,546,784	11,257,570	14,290,079	3,000,000	14,290,079	22,217,000
Long Term Capital Reserve	4,520,183	4,984,354	5,356,350	5,724,959	7,260,134	10,546,784	7,260,134	7,260,134
Recycling Revenue & Cost Sharing	502,847	0	0	0	0	301,610	0	0
Short Term Capital Reserve	3,310,239	3,316,864	2,597,777	1,706,465	1,709,824	0	1,709,824	1,709,824
Operating Cash	6,223,377	3,641,942	4,172,513	3,292,237	3,756,279	3,000,000		
Total	<u><u>\$30,861,320</u></u>	<u><u>\$30,335,576</u></u>	<u><u>\$27,351,217</u></u>	<u><u>\$25,737,451</u></u>	<u><u>\$30,783,535</u></u>	<u><u>\$21,738,633</u></u>	<u><u>\$27,027,256</u></u>	<u><u>\$34,954,177</u></u>

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Summary Analysis of All Tons (Waste/Food Waste - Bulky - Recycle)

July 1, 2020 to April 30, 2021

Community	Waste/ Food Waste			Bulky/Other			Recycle		
	FY20	FY21	over/(under)	FY20	FY21	over/(under)	FY20	FY21	over/(under)
BRIDGTON	2,029	1,760	(269)	85	-	(85)	423	437	14
CAPE ELIZABETH	1,875	1,939	64	455	405	(50)	723	771	48
CASCO	737	804	68	-	-	-	151	167	16
CUMBERLAND	1,263	1,375	111	100	146	46	656	655	(2)
FALMOUTH	1,779	1,945	166	109	148	39	1113	1189	77
FREEPORT	1,333	1,469	136	-	-	-	641	692	51
GORHAM	2,531	2,439	(92)	2	-	(2)	850	1160	310
GRAY	2,299	2,420	121	-	-	-	-	-	-
HARRISON	808	865	58	-	-	-	149	173	24
HOLLIS	1,011	1,103	92	-	-	-	218	225	7
LIMINGTON	1,134	1,217	83	-	-	-	81	87	6
LYMAN	1,232	1,355	122	216	278	63	180	173	(7)
NORTH YARMOUTH	580	659	78	-	-	-	315	354	39
PORTLAND	7,522	7,946	424	-	-	-	4137	4476	339
POWNAI	211	224	13	-	-	-	99	113	14
SCARBOROUGH	4,648	5,323	675	-	-	-	1736	1790	54
SOUTH PORTLAND	4,771	5,149	378	851	716	(136)	1829	1903	74
WATERBORO	1,841	2,142	301	294	479	185	310	306	(3)
WINDHAM	2,217	2,433	215	3	3	-	1111	1162	51
YARMOUTH	1,763	1,995	232	530	532	2	630	677	47
Owner Member Total	41,586	44,561	2,975	2,645	2,707	62	15,354	16,510	1,156
NAPLES	910	1,057	148	-	-	-	182	209	27
PARSONFIELD	561	643	83	12	8	(4)	58	71	12
SACO	4,603	4,917	314	-	-	-	1,326	1,439	113
STANDISH	2,365	2,692	327	70	129	59	375	390	15
TRI-TOWN (BALDWIN, HIRAM & PORTER)	1,525	1,749	224	67	45	(22)	146	143	(3)
BALDWIN	508	583	75	22	15	(7)	49	48	(1)
HIRAM	508	583	75	22	15	(7)	49	48	(1)
PORTER	508	583	75	22	15	(7)	49	48	(1)
Associate Member Total	9,963	11,058	1,095	149	182	33	2,087	2,251	164
AUGUSTA	-	-	-	-	-	-	255	235	(20)
BROWNFIELD	349	399	49	-	-	-	47	84	37
CARMEL	-	-	-	-	-	-	17	-	(17)
CHEBEAGUE ISLAND	199	164	(35)	-	-	-	32	31	(1)
CHELSEA	-	-	-	-	-	-	27	26	(1)
CORNISH	-	-	-	-	-	-	40	45	4
DENMARK	-	276	276	-	-	-	-	23	23
ELIOT	348	319	(29)	176	202	26	-	-	-
FRYE ISLAND	61	107	46	-	-	-	15	23	8
FRYEBURG	-	-	-	-	-	-	180	265	85
GLENBURN	-	-	-	-	-	-	73	-	(73)
GREENLAND, NH	-	-	-	-	-	-	287	302	15
KENNEBUNKPORT RECYCLING	-	-	-	-	-	-	-	85	85
KITTERY	1,500	1,607	107	-	-	-	-	-	-
LIMERICK	1,201	1,291	90	65	111	46	67	78	11
LIVERMORE FALLS	410	452	42	-	-	-	65	70	5
MIDCOAST	4,614	4,854	239	-	-	-	-	-	-
MONMOUTH	-	-	-	-	-	-	213	221	8
MOUNT VERNON	-	-	-	-	-	-	-	44	44
NEWBURGH	-	-	-	-	-	-	30	-	(30)
NEWINGTON	-	-	-	-	-	-	71	72	1
NORTH HAVEN	155	122	(32)	-	-	-	58	48	(9)
OHSTT	2,571	2,657	86	-	-	-	110	106	(5)
OLD ORCHARD	-	-	-	1	-	(1)	471	490	19
OTISFIELD	-	-	-	-	-	-	46	61	15
READFIELD/WAYN	-	-	-	-	-	-	235	223	(12)
ROCKLAND	1,547	1,744	197	-	-	-	287	295	8
SANFORD	-	-	-	13	62	49	1,041	1,101	60
SHAPLEIGH	-	-	-	-	-	-	100	104	4
STETSON	-	-	-	-	-	-	21	-	(21)
TRI-COUNTY	815	878	64	-	-	-	-	-	-
VINALHAVEN	-	-	-	-	-	-	113	121	8
WATERVILLE	-	-	-	-	-	-	454	364	(90)
WESTBROOK	-	3,999	3,999	-	-	-	-	1,238	1,238
WOOLWICH	837	901	64	-	-	-	169	174	5
Contract Member Total	14,608	19,769	5,162	255	376	121	4,525	5,928	1,404
Commercial Total	68,772	67,783	(989)	6,365	6,586	220	5,245	5,099	(146)
Spot Market Total	2,925	2,375	(550)	-	-	-	-	-	-
Grand Totals	137,853	145,546	7,693	9,414	9,850	436	27,211	29,788	2,577

Attachment B7

Historical Generation Summary

Month / Year	Facility Availability	On Peak KWHs	Off Peak KWHs	Total KWHs	On Peak Rate	Off Peak Rate	Electricity Revenues	ISONE Market Revenues	ISONE Day Ahead Energy	Avg Price per KWH
Apr-18	77%	2,793,025	3,186,637	5,979,662	\$0.03281	\$0.02437	\$248,521	\$331,482	\$252,259	
May-18	99%	3,989,257	4,303,506	8,292,763	\$0.02829	\$0.01983	\$280,656	\$270,662	\$188,200	
Jun-18	93%	3,420,182	4,066,778	7,486,960	\$0.02928	\$0.01989	\$295,386	\$312,080	\$197,726	
Jul-18	96%	3,403,155	4,226,642	7,629,797	\$0.03509	\$0.02258	\$329,409	\$360,694	\$246,140	
Aug-18	98%	3,689,400	4,003,175	7,692,575	\$0.03523	\$0.02274	\$335,652	\$409,462	\$294,819	
Sep-18	95%	2,919,959	4,408,745	7,328,704	\$0.02931	\$0.01950	\$285,688	\$356,465	\$242,332	
Oct-18	83%	2,923,391	3,300,855	6,224,246	\$0.03025	\$0.02043	\$277,764	\$354,742	\$232,847	
Nov-18	86%	2,862,852	3,334,312	6,197,164	\$0.03567	\$0.02688	\$298,322	\$474,364	\$367,786	
Dec-18	97%	3,020,165	4,274,569	7,294,734	\$0.05324	\$0.04246	\$450,406	\$452,040	\$343,925	
Jan-19	99%	3,180,011	3,758,285	6,938,296	\$0.07783	\$0.05982	\$583,406	\$496,681	\$385,596	
Feb-19	99%	2,651,508	3,201,561	5,853,069	\$0.06164	\$0.05207	\$435,855	\$311,578	\$205,866	
Mar-19	83%	2,352,101	3,338,400	5,690,501	\$0.05240	\$0.04332	\$372,885	\$323,855	\$218,840	
Apr-19	96%	3,016,138	3,336,683	6,352,821	\$0.03816	\$0.02902	\$313,740	\$269,096	\$167,282	
May-19	98%	3,349,328	3,970,309	7,319,637	\$0.02840	\$0.02066	\$284,189	\$280,308	\$173,267	
Jun-19	100%	3,092,847	3,965,086	7,057,933	\$0.03107	\$0.02277	\$293,094	\$261,255	\$154,541	
Jul-19	98%	3,203,793	3,791,318	6,995,111	\$0.03947	\$0.02537	\$308,678	\$288,044	\$202,006	
Aug-19	97%	3,291,162	3,712,705	7,003,867	\$0.03647	\$0.02256	\$289,837	\$266,347	\$180,298	
Sep-19	98%	2,999,562	4,030,099	7,029,661	\$0.03183	\$0.02154	\$276,122	\$240,282	\$146,445	
Oct-19	80%	2,719,789	3,169,725	5,889,514	\$0.03072	\$0.02213	\$253,078	\$223,975	\$124,595	
Nov-19	90%	2,805,521	3,946,557	6,752,078	\$0.03989	\$0.03048	\$315,246	\$299,707	\$216,664	
Dec-19	93%	3,019,503	3,776,011	6,795,514	\$0.06051	\$0.05137	\$459,781	\$356,630	\$273,534	
Jan-20	99%	3,029,412	3,634,291	6,663,703	\$0.07682	\$0.06574	\$575,946	\$279,148	\$174,840	
Feb-20	99%	2,600,383	3,220,981	5,821,364	\$0.04909	\$0.03961	\$342,063	\$221,574	\$134,747	
Mar-20	93%	2,783,551	3,477,223	6,260,774	\$0.03776	\$0.03150	\$302,389	\$194,401	\$106,651	
Apr-20	78%	2,956,571	3,245,366	6,201,937	\$0.03067	\$0.02421	\$243,851	\$184,885	\$110,283	
May-20	97%	3,355,560	4,538,451	7,894,010	\$0.02369	\$0.01825	\$236,922	\$197,929	\$123,327	
Jun-20	97%	3,587,558	4,072,207	7,659,765	\$0.02455	\$0.01798	\$235,895	\$224,401	\$149,799	
Jul-20	98%	3,827,168	4,080,081	7,907,249	\$0.03225	\$0.02108	\$284,037	\$261,116	\$186,514	
Aug-20	96%	3,374,794	4,486,063	7,860,857	\$0.02901	\$0.02027	\$244,943	\$243,457	\$187,349	
Sep-20	98%	3,606,520	3,826,662	7,433,182	\$0.02575	\$0.01791	\$244,943	\$239,608	\$156,068	
Oct-20	97%	3,856,508	4,372,996	8,229,504	\$0.02555	\$0.01826	\$230,968	\$251,410	\$198,826	
Nov-20	75%	2,618,837	3,207,054	5,825,891	\$0.03783	\$0.03061	\$249,822	\$205,488	\$152,904	
Dec-20	97%	3,681,529	4,467,093	8,148,613	\$0.05132	\$0.04397	\$440,813	\$380,749	\$325,289	
Jan-21	98%	3,324,004	4,719,967	8,043,971	\$0.06776	\$0.05832	\$555,963	\$395,750	\$340,290	
Feb-21	94%	3,025,842	3,552,268	6,578,110	\$0.04100	\$0.03500	\$303,848	\$542,626	\$487,167	
Mar-21	93%	3,637,068	4,018,641	7,655,709	\$0.03838	\$0.03223	\$347,538	\$348,376	\$269,950	
Apr-21	79%	3,167,462	3,165,373	6,332,835	\$0.02977	\$0.02493	\$247,666	\$236,934	\$162,476	
May-21					\$0.02448	\$0.02018				
Total for contract period							\$595,204	\$585,311		