ecomaine

Memorandum

DATE: **May 12, 2022**

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 May 19, 2022 @ 4pm.** The meeting will be held on the Zoom Platform in accordance with **ecomaine's** Remote & Hybrid Meeting Policy**.** The agenda for this meeting is as follows:

1. Approval of the Minutes ***(Attachment A)***

2. Outreach & Recycling Committee Report – Caleb Hemphill, Chair

3. Finance & Audit Committee Report – Bill Shane, Chair

4. Discussion of the Remote Hybrid Meeting Policy going Forward

5. Regional Collection Services – MOU ***(Attachment B)***

6. Manager's Report:
   - LD 259 – Landfill Fee Increase Becomes Law
   - Update – Facilities Assessments
   - Update – Recycling Markets ***(Attachment C)***

   Financial Report – FY 22 – ***(Year-To-Date)***
   - Financial Summary ***(Attachment D1)***
   - Tonnage Summary ***(Attachment D2)***
   - Statistical Data ***(Attachment D3)***
   - Statement of Revenue & Expenses ***(Attachment D4)***
   - Statement of Cash Balances ***(Attachment D5)***
   - Summary Analysis of All Tons ***(Attachment D6)***
   - Operations & Electrical Generation ***(Attachment D7)***

7. **Executive Session: Proposal for Land Lease** (The Executive Committee may wish to go into Executive Session for the above item under Section 405(6)(C) of Title 1 of the Maine Revised Statues.)

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 Meeting	05/26/2022 @ 4pm
Annual Board Meeting	06/16/2022 @ 11:30am

The Full Board or the 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.)

5/13/2022

Attachment A

Memorandum

DATE: **February 11, 2022**

TO: **Chairman and Members of the Board**

FROM: **Kevin H. Roche, CEO/General Manager**

SUBJECT: **Executive Committee Meeting Minutes – February 10, 2022**

There was an **Executive Committee Meeting** held on the date noted above via the Zoom Platform in accordance with the **ecomaine** Remote & Hybrid Meeting Policy. The meeting was called to order by Mike Shaw, Chairman.

Item 1 – Approval of the Minutes:

Bill Shane motioned to approve the minutes from December 16, 2021. The motion was second by Matthew Frank.

Roll Call: Anne Bilodeau, Linda Boudreau, Matthew Frank, Caleb Hemphill, Jarrod Maxfield, Troy Moon, Rod Regier, Bill Shane, Mike Shaw – All in favor.

Abstained: Christopher Branch, Erik Street

Present: Rob Wood

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

Bill Shane reported that the Finance & Audit Committee last met on November 18, 2021. He reminded everyone that the MSW rates for FY 23 ($79.50) will begin on July 1, 2022. Bill asked that board members reach out to town staff to remind them of the rate increase, so that it is included in the budget process.

The next Finance & Audit Committee meeting is scheduled for March 24, 2022. This meeting is our annual budget review of the proposed budget for FY 23. The Budget will be presented to the Full Board on March 17, 2022. We anticipate a vote of the budget on April 21, 2022. Board participation at all three meeting is important to the budget process.

The next meeting of the Finance & Audit Committee will be March 24, 2022 @ 3pm. All are welcome to attend.

Item 3 – Outreach & Recycling Committee Report – Caleb Hemphill, Chair:

Caleb Hemphill reported that the committee just met, and he provided the following highlights:

- **P.R. & Education and Outreach** - Through November 2021, staff has reached out to 48,129 people through education outreach.

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- News stories continue to be a strong point for ecomaine, with 107 total mentions for FY 22. Recyclopedia saw more than 50,000 items searched for the month of January.

- **ecomaine's Upcycle Challenge** is underway, this contest asks student to design invention from material that would have been thrown away. This is an opportunity for a chance to win $500 for their school. Entries Upcycle Challenge will be accepted through March 18, 2022.

- The committee evaluated sixteen nominations for the **2022 eco-Excellence Award.** An in-person gathering in March is unlikely and staff is exploring other avenues.

The next meeting of the Outreach & Recycling Committee is April 14, 2022. All are welcome.

Item 4 – Discussion – Insurance Premiums/Deductibles & Terrorism Coverage:

Greg L'Heureux (Staff) led the discussion on insurance premiums and deductibles. He provided a recap of insurance discussions over the last few months. The committee requested staff complete an analysis of the different deductibles for the property insurance.

He reported that quotes had been requested and he prepared an analysis for the property insurance deductibles in the amount of $100 thousand- and $200 thousand-dollar deductibles. He reviewed the summary with the committee.

The two remaining questions are the election of certified or non-certified Terrorism Insurance. In the summary staff provided detailed information on these two types of coverage.

Additionally, staff provided a status update on the application process for Cyber Security Coverage. Staff is still exploring with Systems Engineer on these options and will get back to the committee. Todd Jacobs from USI also provided some additional information on the property insurances, rate increases, and Cyber Security Insurance. There was a lengthy discussion on all insurance policies and deductibles.

There was an additional discussion on Cyber Security and IT Services in general. Several committee members asked questions and provided comments. Bill Shane requested that we continue the discussion on IT and Security at some point in the future. His town switched from Systems Engineering to Ion IT who provides for onsite support as well as remote that requires a higher level of support. Greg said we would need to do a risk/reward analysis to better understand the return as this could be expensive. Staff will provide either the Executive Committee or the Full Board with the status of the Cyber Security Policy in April. Additional discussions on the Cyber Insurance continued. Mike Shaw requested a timeline from staff in getting quotes on the Cyber Security Policy, Todd responded that once the application is in hand and finalized, we would be able to obtain a policy in 30 days. Staff plans to come back to the executive committee or board in April so that it is included in the budget, however he asked for some staff discretion if under $10k.

Rod Regier motioned approval of staff's recommendation to not obtain the certified terrorism coverage, maintain the non-certified terrorism coverage, and continue with the current deductible at $200 thousand. The motion was second by Bill Shane.

Roll Call: Anne Bilodeau, Linda Boudreau, Chris Branch, Matthew Frank, Caleb Hemphill,

Jarrod Maxfield, Troy Moon, Rod Regier, Bill Shane, Mike Shaw & Erik Street. All in favor

Item 5 – Managers Report

- **Update – Facilities Assessment –** HDR Engineering Company has visited the WTE Facility. The project is on schedule. We are anticipating a completed report in May or June time frame. On the Recycling Facility Assessment, we have had two meetings with RRT Design & Construction, they are planning to visit the facility in the next month (March).

- **Update – Regionalization of Solid Waste Services** – There is interest from several towns on the Regionalization efforts. We are in communication with our attorney Mark Bower to develop a letter of understanding, committing their towns interest in pursuing the project. We expect the letter in a few days. The letter will be sent out to towns as an opportunity to participate in this process**.** Kevin has met with Casella and Troiano and they are interested in this process. He plans on meeting with Waste Management and other haulers to solicit their interest. There was a lengthy discussion that followed. Bill Shane recommended that staff begin PR efforts on the Regionalization to solicit other towns interest in this project. He also requested staff to get information out on the Regionalization efforts as soon as possible, these efforts will need to be approved by Town Governments before they can proceed.

- **Update – Update Electric Truck –** Lion has suspended their heavy-duty truck. We are investigating the use of a lighter truck based on the short distance that the truck would travel. More information to follow.

- **Update – Recycling Markets –** Staff reviewed Recycling Markets and discussed the current trends and transportation issues.

- **Financial Summary (Year-to-Date) -** Staff reviewed the Financial Summary.

6. Executive Session: Discussion of labor contracts, proposals and meetings between a public agency and its negotiators. (The Executive Committee may wish to go into Executive Session for any of the above items under 1. M.R.S 405(6)(D) of Title 1 of the Maine Revised Statutes.)

Linda Boudreau motioned to enter Executive Session at 5:20 pm. (Kevin Roche added that the purpose is for the discussion of labor contracts and proposals between ecomaine and the Operating Engineers). The motion was second by Matthew Frank. All in favor.

At 5:55 pm, Bill Shane motioned to exit Executive Session. The motion was second by Erik Street. All in favor.

Adjourn: Caleb Hemphill motioned to adjourn; motion was second by Troy Moon. All in favor.

Guest: Todd Jacobson

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Staff Present: Matt Grondin, Wei Huang, Greg L'Heureux, Denise Mungen, Kevin Roche & Kevin Trytek

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MEMORANDUM OF UNDERSTANDING
REGIONAL WASTE COLLECTION

This Memorandum of Understanding ("MOU"), ~~dated April __, 2022,~~ is by and among the parties signing below and is effective as of the date of the last signature. The purposes of this MOU are (1) to memorialize that the Parties are interested in pursuing a long-term agreement by and among certain owner member municipalities ("Participating Municipalities") and **ecomaine** to provide for the regional collection of municipal solid waste and recyclable materials for transport to **ecomaine**; (2) to provide a general overview of the areas of future discussion between the Parties; and (3) to confirm that the Parties ~~agree~~ intend to negotiate in good faith to accomplish the goal of regionalized waste collection. In furtherance of that goal, the Parties state as follows:

1. **ecomaine** is a nonprofit, quasi-municipal corporation formed pursuant to State law (38 M.R.S.A. § 1304-B) for the purpose of owning and operating a regional solid waste management system for the mutual environmental and civic benefit of its member communities.

2. The various owner members are parties to the Interlocal Solid Waste Agreement dated December 1, 2005, which authorizes **ecomaine** to implement and operate a regional solid waste management system through its Board of Directors on behalf of the owner members for the purpose of providing solid waste disposal services for domestic and commercial solid waste generated within said municipalities.

3. Also under the Interlocal Agreement, the **ecomaine** Board of Directors is required to operate and maintain a solid waste management program and foster, develop and review policies, plans and priorities for such program, in order to ensure effective solid waste system operation, communication and coordination among the owner members.

4. To that end, **ecomaine** conducted a feasibility study on the subject of regional waste collection, and the conclusion of the study was that there is a potential for significant cost savings to owner members that would result from regionalized collection.

5. **ecomaine** is willing to facilitate a regionalized collection program by entering into a Regional Collection Service Agreement with the owner members who have expressed interest in such a program. Such an agreement would include various terms and conditions, and the key terms are identified below:

A. Bid Process. Under the plan that has been discussed, **ecomaine** would conduct a request for proposals (RFP) to find haulers interested in serving the Participating Municipalities through a regional curbside collection program, for a term of at least 10 years. The RFP process and award of bid would be performed by **ecomaine** on behalf of the Participating Municipalities.

B. Term. In order to find a hauler willing to bid on a contract that would result in meaningful cost savings, the Participating Municipalities would need to commit to an initial term of at least 10 years. As such, this would require a long-term commitment to the concept of regional waste collection on the part of Participating Municipalities.

Commented [NP1]: This will likely be May for many communities.

Commented [DWM2]: This could work if ecomaine signs last.

Commented [DWM3]: I think "agree" creates a conflict with the language in Section 6 below. If this not a binding agreement (per Section 6), then we should not state an agreement to negotiate in good faith. An expression that we intend to negotiate in good faith here would be internally consistent with Section 6.

Commented [DWM4]: I have not reviewed this. Not sure if necessary at this point.

Commented [NP5]: We will need legal advice on how best to structure a 10 year agreement. I recall there being some potential hurdles for a local legislative body approving anything more than a 3 year agreement.

Commented [DWM6R5]: See my edit at Section 8 to incorporate local approvals, if any are required by law, charter, or policy.

C. Automated Collection. All haulers are moving in the direction of automated curbside collection of waste and recyclables using a cart-based system (one cart for MSW and a separate cart for recyclables). Therefore, the participating members would each need to convert their solid waste programs to a cart-based system, if they have not done so already. This could mean moving away from a pay-as-you-throw system for MSW, which is difficult to enforce with an automated, cart-based collection system. For Participating Municipalities that do not yet have a cart-based system, **ecomaine** would procure the carts in bulk, and the cost would be a pass-through to the Participating Municipalities.

D. Customer Service. Another aspect of the regional collection program, which would be a further benefit to Participating Municipalities, is that **ecomaine** would be the point of contact for any collection-related issues or complaints. That is, **ecomaine** would field calls from residents in the event of any problems with collection or the hauler, and **ecomaine** would be responsible for contacting the hauler to resolve the issue.

E. Administration Fee. Of course, there would be incremental administrative costs that **ecomaine** would incur in carrying out this program, and those would be expenses that would not benefit all owner members. Therefore, **ecomaine** would charge an administrative fee, in an amount to be determined, that would cover the incremental costs and be passed along to Participating Municipalities pursuant to an agreed-upon formula.

6. This MOU is intended to be a confirmation of interest between the parties in pursuing negotiations for a definitive agreement as described in this MOU and shall not constitute a binding agreement between and among the Participating Municipalities and **ecomaine**. The list of terms outlined above is not exhaustive.

7. Neither party intends, by setting forth in this MOU the terms of a possible future agreement, to create for itself or any other person, any legally binding obligation of liability. No subsequent oral agreement or conduct of the parties, including partial performance, shall be deemed to impose such obligation or liability.

8. No agreement shall be binding unless and until each party has reviewed and approved (in its sole discretion) a future definitive written agreement incorporating all the terms, conditions, and obligations of the parties; has received any required local legislative body approvals;; and has duly executed and delivered such agreement. The legal rights and obligations of each party shall be only those that are set forth in the future definitive written agreement.

9. By signing below, each party confirms that it has been duly authorized by its governing body (Board of Directors; Select Board; Town Council) to sign this MOU, which shall confirm each party's ~~commitment~~ intent to negotiate in good faith and work towards the parties' mutual goal of a regional waste collection program.

10. This MOU will expire if future definitive written agreements are not executed within ___ months of the date of full execution of the same, unless extended by mutual written consent of the parties.

Commented [NP7]: or by I suggest adding the term "future" to ensure no confusion between this MOU (agreement) and a future binding service agreement.

Commented [NP8]: I wont be able to put this on an agenda until early May. If its not binding, how important is it to ecomaine to have governing bodies authorize managers to execute the MOU?

Commented [DWM9R8]: Perhaps ecomaine wants to confirm that there is governing body support for this (and not just a town administrator signing on).

ECO Maine, d/b/a ecomaine **Dated:**

_____
Kevin Roche, CEO/General Manager

Town of Cumberland **Dated:**

_____
William Shane, Town Manager

Town of Falmouth **Dated:**

_____
Nathan Poore, Town Manager

Town of Gorham **Dated:**

_____
Ephrem Paraschak, Town Manager

Town of North Yarmouth **Dated:**

_____
Diane Barnes, Town Manager

Town of Pownal **Dated:**

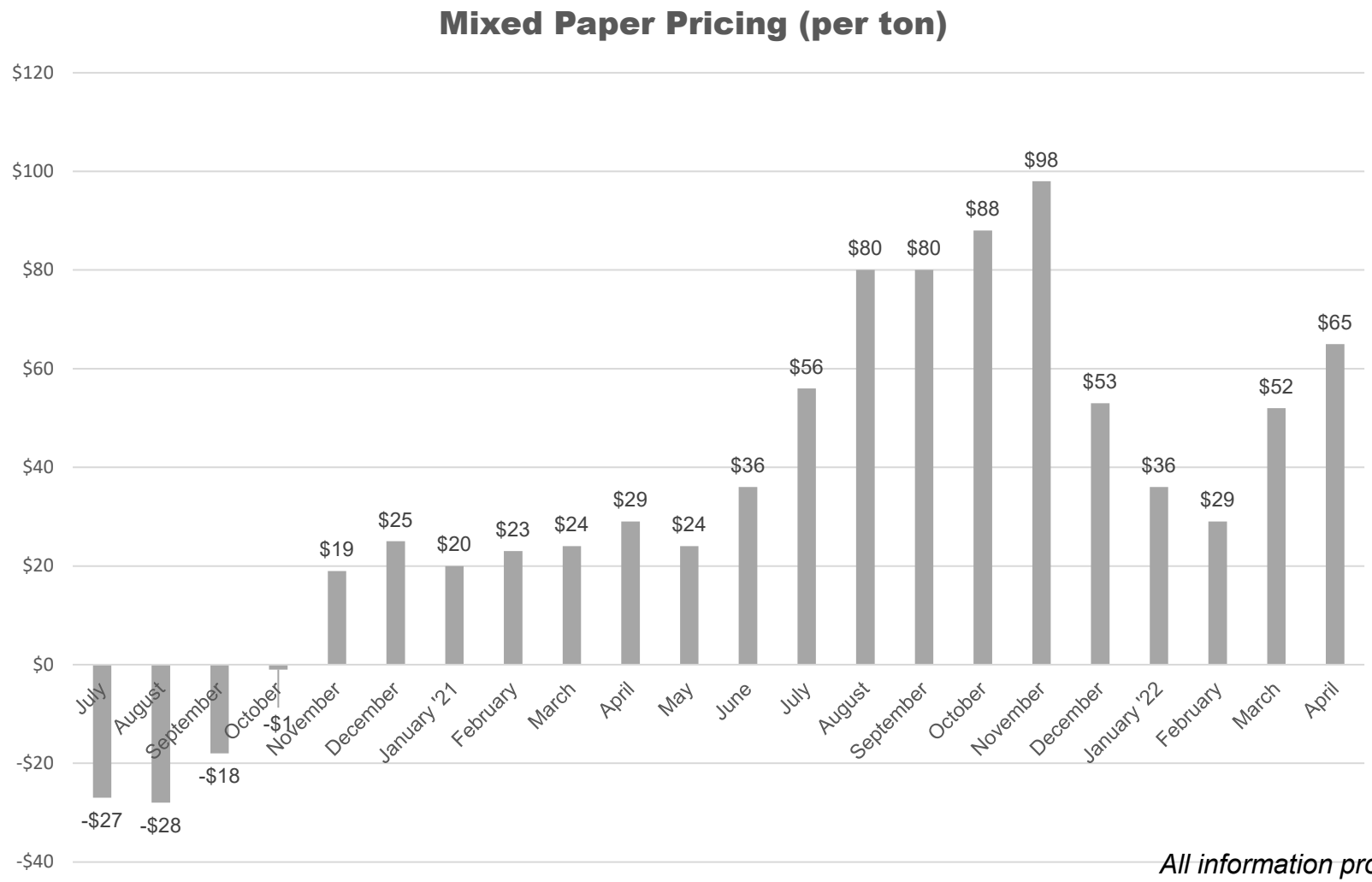
_____
Rebecca Taylor-Chase, Town Administrator

Town of Windham **Dated:**

_____

Barry Tibbetts, Town Manager

Mixed Paper

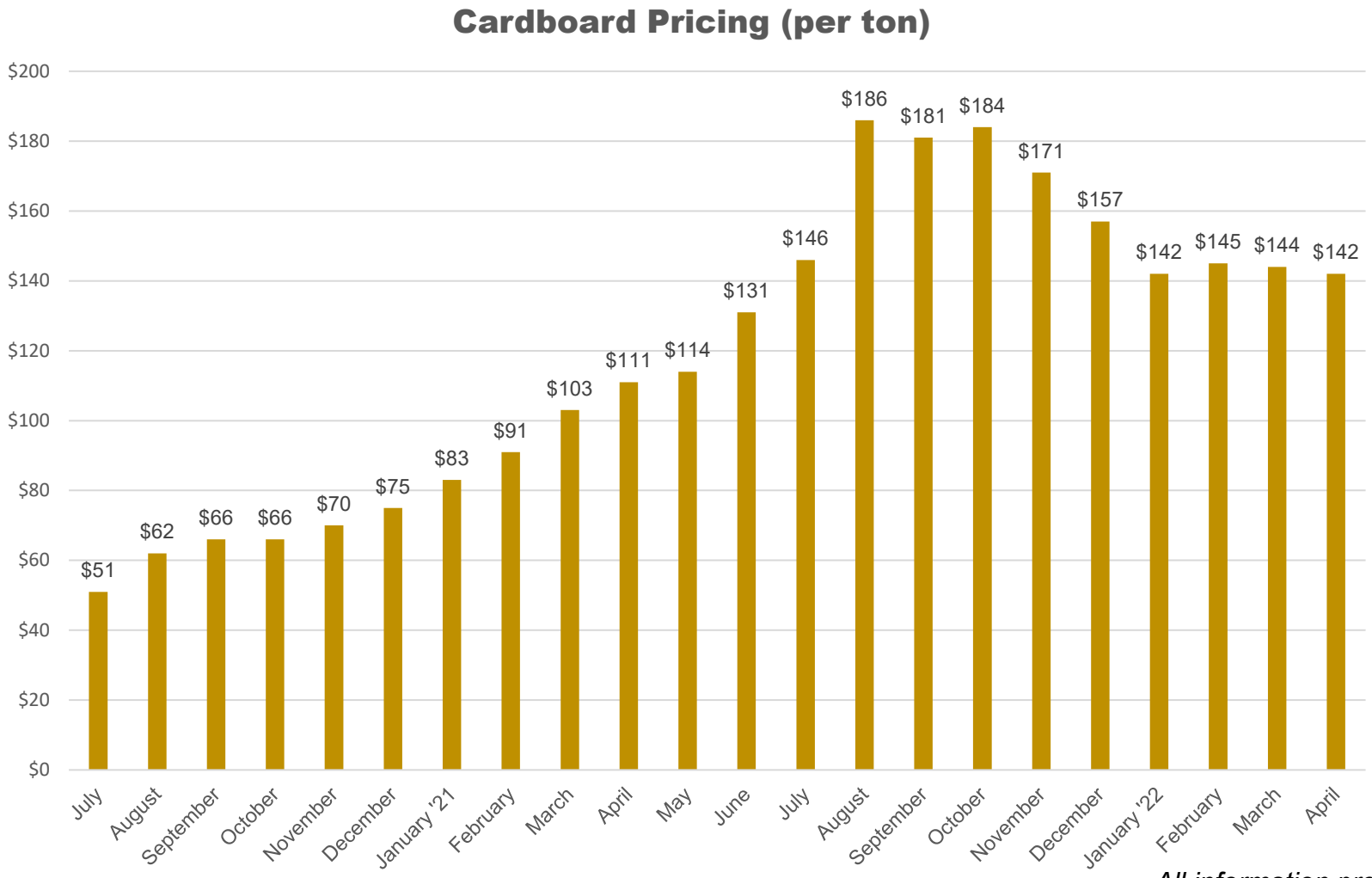


25% increase
(March to April)

Markets & pricing are subject to fluctuation, due to supply & demand and transportation / shipping

All information property of ecomaine

Cardboard

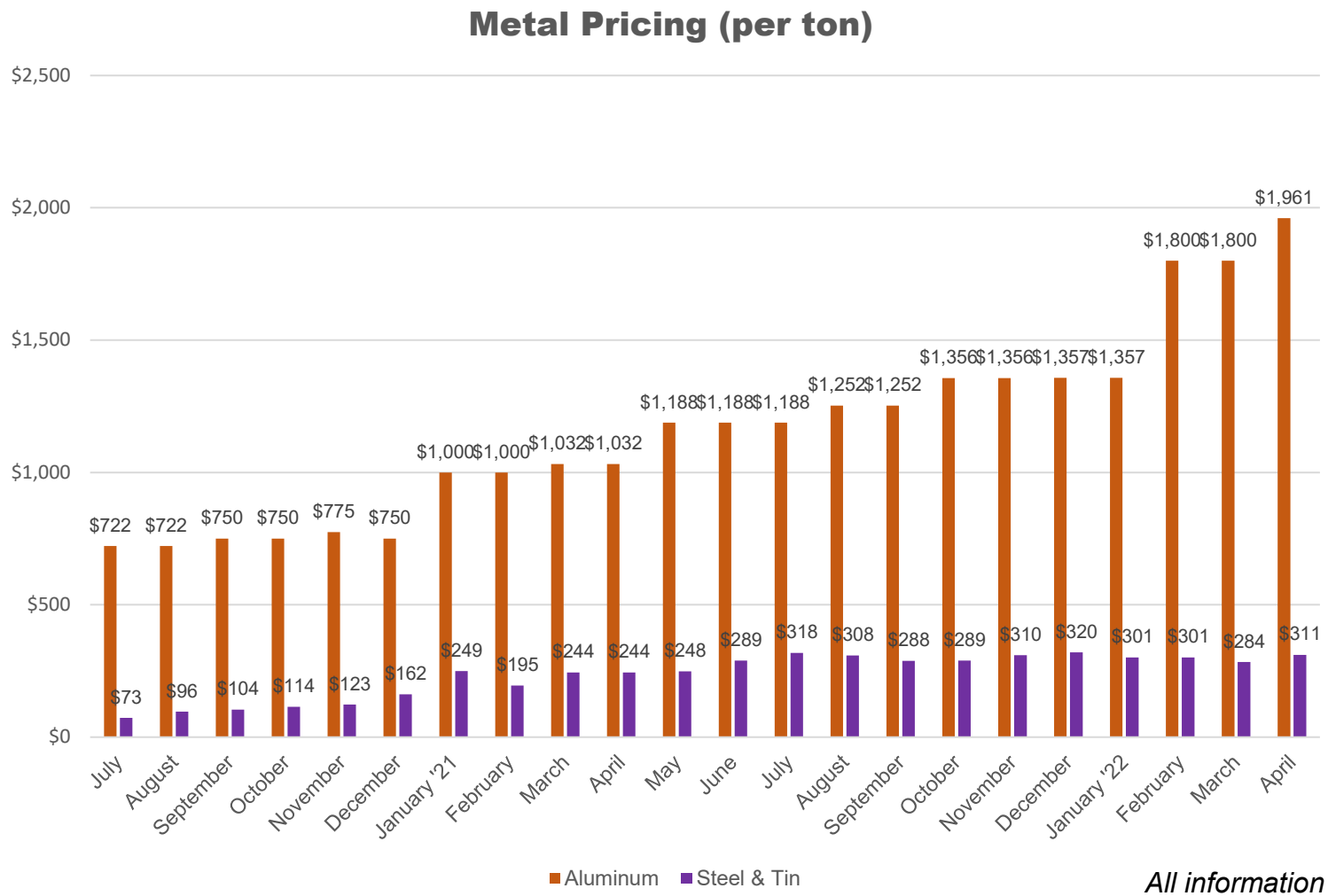


1% decrease
(March to April)

Markets & pricing are subject to fluctuation, due to supply & demand and transportation / shipping

All information property of ecomaine

Metal



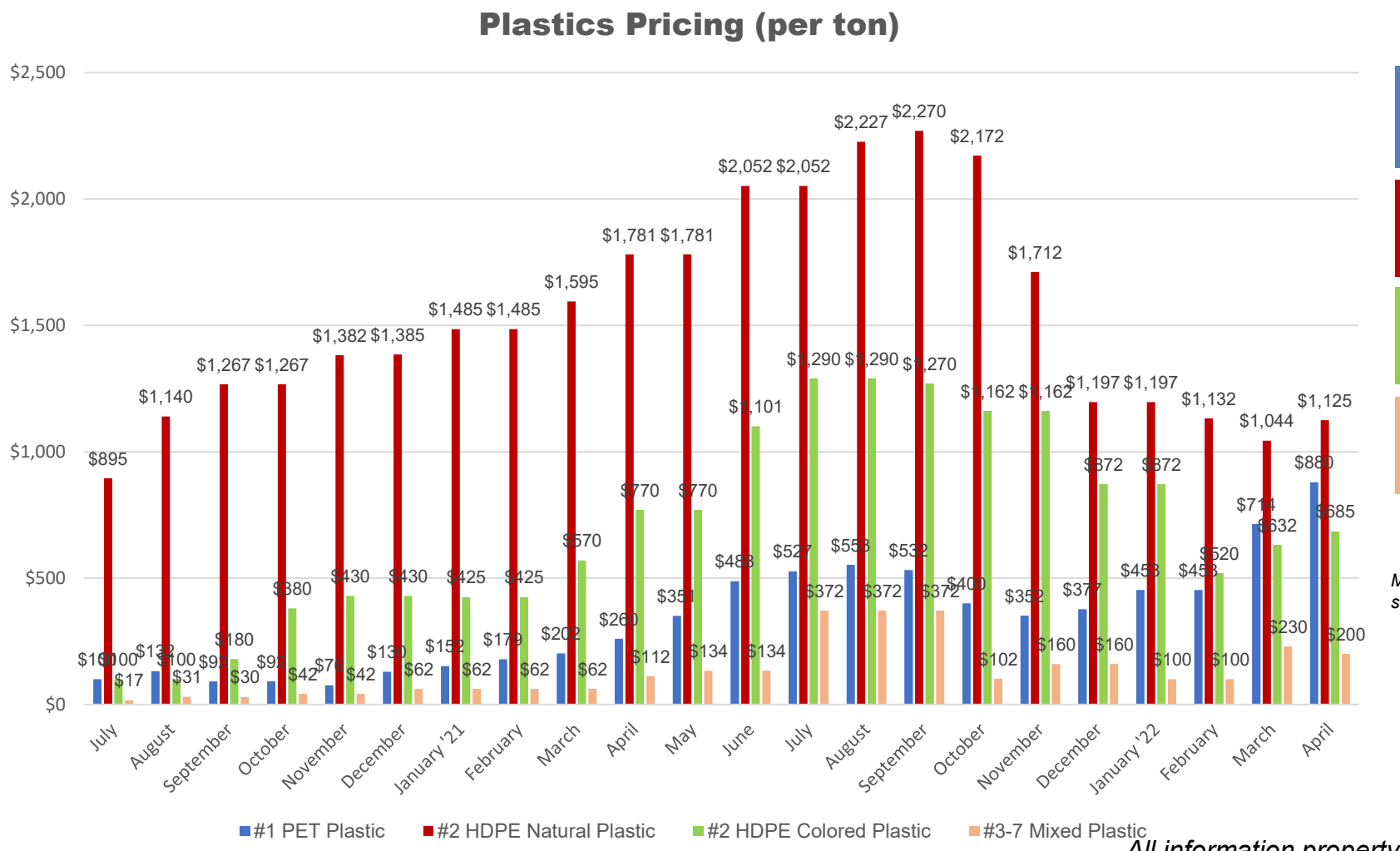
9% increase
(March to April)

10% increase
(March to April)

Markets & pricing are subject to fluctuation, due to supply & demand and transportation / shipping

All information property of ecomaine

Plastics



23% increase (March to April)

12% increase (March to April)

8% increase (March to April)

13% decrease (March to April)

Markets & pricing are subject to fluctuation, due to supply & demand and transportation / shipping

All information property of ecomaine

Financial Summary April, 2022 (FY2022)

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	$109,919	3%	(0%)	$159,927	1%	4%
Associate	91,085	6%	4%	59,962	2%	4%
Contract	(7,643)	(13%)	15%	(134,783)	(22%)	15%
Commercial	324,233 [1]	4%	2%	564,491	4%	6%
Spot	99,851	49%	2%	113,380	52%	7%
Recycling	2,516,537 [2]	5%	80%	2,224,827	4%	65%
Electrical	75,949	0%	2%	(238,347)	(15%)	9%
Overall	$3,165,383			$2,755,242		

Cash Expenses Year-to-Date

Expense	Status	% of Annual	Notable Items Affecting Expenses Year-to-Date
Total Departmental Costs*	($1,764,632)	93%	**----- Favorable -----** ***Landfill Payroll $144k:** truck driver position vacancies (offset by landfill temp labor) ***Recycling Temporary Labor $68k:** shortage of sorters due to labor market ***Recycling Replacement Parts $65k:** favorable usage ***Admin Public Relations $55k:** timing on events and cancellation of annual open house **----- Unfavorable -----** ***WTE Waste Disposal ($524k):** bypass due to excess inbound MSW; revenue offset[1] ***Recycling Purchase of Uncontracted Recy Materials ($434k):** recycling commodity market performed better than expected; revenue offset[2] ***Recycling Purchase of Contracted Material ($311k):** recycling contract revenue sharing; revenue offset[2] ***WTE Chemicals ($202k):** unfavorable lime usage and pricing Increase on urea and carbon ***Landfill Temp Labor ($186k):** temp landfill operator and truck driver position vacancies ***WTE Gas & Electric ($137k):** electricity pricing increased, turbine outage extended ***WTE Industrial Cleaning ($89k):** ash pit cleaning, increased cost for sandblasting, deferred bunker cleaning ***Landfill Major Repair ($83k):** emergency bypass internal road access repair ***Landfill Vehicle Maintenance ($63k):** aging ash truck repairs and repairs to excavator ***Admin Computer Maint ($53k):** unbudgeted software purchased, fees, hardware upgrades

*excluding contingency

EBITDA Comparsion

	Current		Budget		Prior Year
Balances as of 4/30/2022	$1,990,919		$2,046,238		$7,760,249

Cash Position

	Operations	Reserves	Notes
Beginning Cash Balances	$4,313,814	$27,393,218	
Cash Generated	3,582,338	0	
Non-Operating Income	20,674	(1,299,544)	
Capital Expenditures (Net Trade ins)	(4,458,079)	0	
Receipts from Financed Capital Leases	2,028,640	0	
Ending Cash Balances	5,487,387	26,093,674	

Average WTE Operations

Month	Power Sold % Capacity	Average Boiler Availability %	Sales - MWHrs	Notes
March	68%	88%	6,138	
April	0%	49%	0	

Food Waste Year-to-Date Tonnage

	Food Waste In		Food Waste Out		Food Waste Contaminates	
Food Waste Tonnages	4,306		4,202		950	

Recycling Markets

Material	FY2020 YTD Average	FY2021 YTD Average	FY2022 YTD Average	Variance		Next Month Projected Prices
Cardboard	$51	$77	$158	107%		$145
Paper	(38)	7	63	769%		65
Cans	96	165	302	84%		215
#2 Natural Plastic	903	1,364	1,601	17%		1,125
#2 Colored Plastic	265	401	876	118%		685
#1 PET Plastic	159	135	545	303%		960
Post Burn Metal	35	77	127	65%		126

Issue Date05/13/2022 11:48 AM

Last Data Merge Date: 05/13/2022 11:48 AM

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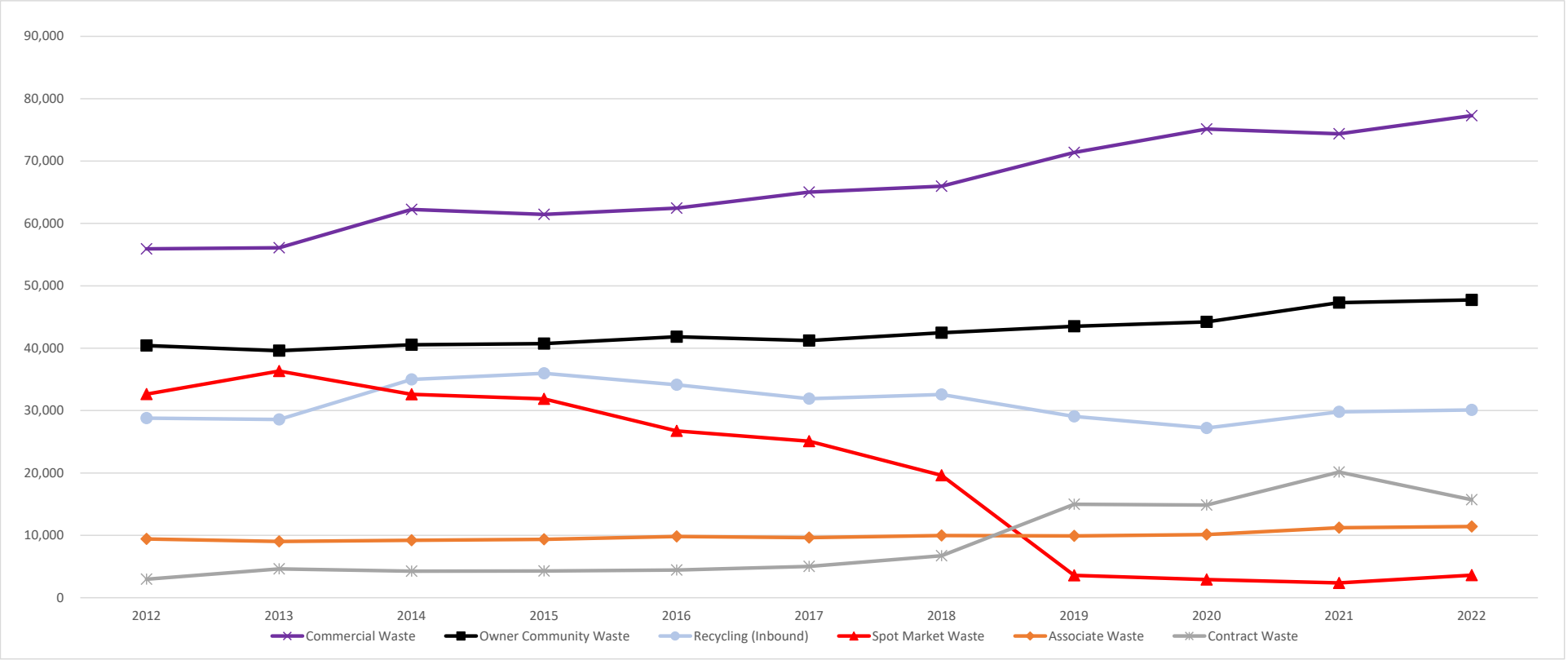
Incoming Tonnage Chart

Fiscal Year-to-Date Comparsion as of April 30, 2022 (FY2022)



	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022
Owner Community Waste	40,433	39,592	40,556	40,736	41,826	41,230	42,466	43,508	44,223	47,298	47,741
Associate Waste	9,407	9,022	9,192	9,368	9,814	9,626	9,966	9,915	10,112	11,236	11,415
Contract Waste	2,966	4,624	4,260	4,291	4,442	5,014	6,720	14,989	14,862	20,145	15,719
Commercial Waste	55,931	56,107	62,234	61,435	62,452	65,017	65,968	71,379	75,134	74,362	77,284
Spot Market Waste	32,646	36,336	32,620	31,866	26,749	25,089	19,611	3,586	2,925	2,375	3,615
Total Waste	141,383	145,681	148,862	147,696	145,283	145,977	144,730	143,378	147,257	155,416	155,773
Recycling (Inbound)	28,798	28,581	34,998	35,976	34,125	31,903	32,570	29,076	27,211	29,787	30,118

Issue Date05/13/2022 11:48 AM

Last Data Merge Date: 05/13/2022 11:48 AM

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Statistical Data

as of April 30, 2022 (FY2022)

Category	Actual Year-to-Date			Year-to-Date FY2022		Variance Fav/(Unfav)		YTD vs Last YTD Variance Fav/(Unfav)	
	2019	2020	2021	Actual	Budget	Units	%	Units	%
MSW - Tons									
Owner	43,508	44,223	47,298	47,741	46,217	1,524	3%	443	1%
Associate	9,915	10,112	11,236	11,415	10,801	614	6%	179	2%
Contract	14,989	14,862	20,145	15,719	18,150	(2,431)	(13%)	(4,426)	(22%)
Commercial	71,379	75,134	74,362	77,284	74,589	2,695	4%	2,922	4%
Spot	3,586	2,925	2,375	3,615	2,429	1,186	49%	1,240	52%
Total MSW	143,378	147,257	155,416	155,773	152,185	3,588	2%	358	0%
Recycle - Tons									
Inbound - MRF only	29,076	27,211	29,787	30,118	29,040	1,078	4%	331	1%
Outbound- MRF only including glass	26,566	24,677	25,987	27,070	25,817	1,253	5%	1,083	4%
Outbound- Post Burn	3,607	3,054	4,776	3,475	4,159	(684)	(16%)	(1,301)	(27%)
Outbound- Landfill Metal Mining	0	0	0	0	0	0	0%	0	0%
Outbound Total	30,173	27,732	30,764	30,545	29,976	569	2%	(218)	(1%)
MSW - Revenue $/Ton									
Owner	$70.17	$73.28	$73.69	$76.36	$76.50	($0.14)	(0%)	$2.67	4%
Associate	87.15	88.26	88.32	92.19	89.00	3.19	4%	3.87	4%
Contract	60.52	62.20	67.58	78.03	68.00	10.03	15%	10.45	15%
Commercial	70.53	74.01	76.51	80.92	79.50	1.42	2%	4.41	6%
Spot	70.37	72.79	75.61	81.05	79.50	1.55	2%	5.43	7%
Total MSW	$70.52	$73.55	$75.34	$80.06	$77.89	$2.17	3%	$4.72	6%
Recycle - Revenue $/Ton									
All Revenue, net of rebates, per inbound tons		$58.76	$100.90	$151.48		$151.48	0%	$50.58	50%
All Revenue, net of rebates, per outbound tons		$57.64	$96.73	$147.58		$147.58	0%	$50.85	53%
S.S. Revenue, net of rebates, per inbound tons		$54.52	$88.24	$130.95		$130.95	0%	$42.71	48%
S.S. Revenue, net of rebates, per outbound tons		$61.14	$102.64	$147.69		$147.69	0%	$45.04	44%
S.S. Material Sold, per outbound tons		$14.97	$53.92	$134.46		$134.46	0%	$80.54	149%
All Recy. Material Sold, per outbound tons		$18.60	$56.94	$138.84		$138.84	0%	$81.90	144%
S.S. Average Commodity Revenue		$4.91	$33.10	$107.49		$107.49	0%	$74.39	225%
Energy									
MWH's Sold	67,238	65,400	74,590	63,229	62,954	275	0%	(11,361)	(15%)
$/MWH	$55.11	$50.95	$43.43	$47.46	$46.47	$1.00	2%	$4.03	9%
Steam Plant Capacity Factor %	93%	83%	88%	87%					
Average Boiler Availability %	93%	92%	93%	90%	40%				
Steam Plant Capacity Utilization %	100%	89%	95%	96%					
Power Capacity Factor %	77%	75%	85%	72%					
Power Sold - % of Capacity to Sell	76%	74%	84%	72%	91%				

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

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Statement of Revenue & Expenses							
as of April 30, 2022 (FY2022)							
	Fiscal Year Actuals on 04/30			**Current Year To Date**			**FY22 & FY21**
Category	**2019**	**2020**	**2021**	**Actual**	**Budget**	**Variance**	**Variance**
Operating Revenues							
Owner Member Tipping Fees	$3,052,932	$3,240,497	$3,485,593	$3,645,520	$3,535,601	$109,919	$159,927
Associate Member Tipping Fees	864,127	892,420	992,412	1,052,374	961,289	91,085	59,962
Contract Member Tipping Fees	907,115	924,461	1,361,340	1,226,557	1,234,200	(7,643)	(134,783)
Commercial Tipping Fees	5,034,587	5,560,362	5,689,568	6,254,059	5,929,826	324,233	564,491
Spot Market Tipping Fees	252,359	212,879	179,577	292,957	193,106	99,851	113,380
Electrical Power Revenues	3,705,353	3,332,105	3,239,454	3,001,108	2,925,159	75,949	(238,347)
Sales of Recycled Goods	1,232,378	577,814	1,889,246	4,238,465	1,444,197	2,794,268	2,349,219
Recycling Tipping Fees	423,947	1,048,783	1,223,307	1,098,915	1,376,646	(277,731)	(124,392)
Other Operating Income	88,138	98,135	88,527	94,312	138,860	(44,548)	5,786
Total Operating Revenues	$15,560,936	$15,887,456	$18,149,023	$20,904,265	$17,738,882	$3,165,383	$2,755,242
Operating Expenses							
Administrative Expenses	2,298,818	2,498,216	2,500,070	2,606,215	2,663,094	56,879	(106,145)
Waste-to-Energy Expenses	8,081,413	8,742,226	9,113,766	10,428,052	9,577,129	(850,923)	(1,314,287)
Recycling Expenses	1,978,384	1,717,561	1,803,480	2,779,758	2,089,941	(689,817)	(976,278)
Landfill Expenses	1,594,066	1,496,073	1,505,790	1,915,706	1,634,935	(280,771)	(409,916)
Contingency	0	435,477	101,721	0	208,333	208,333	101,721
Total Operating Expenses	$13,952,682	$14,889,552	$15,024,826	$17,729,732	$16,173,433	($1,556,299)	($2,704,905)
Net Operating Income	$1,608,254	$997,904	$3,124,197	$3,174,534	$1,565,449	$1,609,085	$50,337
Non-Operating Income (Expense)							
Non Investment Interest	36,661	65,584	28,469	20,674	43,288	(22,614)	(7,795)
Investment Income Net of Expenses	1,376,316	514,097	4,582,042	(1,299,544)	416,667	(1,716,211)	(5,881,586)
Misc. Income / (Expenses)	23,160	8,271	25,541	95,255	20,833	74,422	69,715
Net Non-Operating	$1,436,136	$587,952	$4,636,052	($1,183,615)	$480,788	($1,664,403)	($5,819,666)
Net Income (EBITDA)	$3,044,390	$1,585,856	$7,760,249	$1,990,919	$2,046,238	($55,318)	($5,769,330)
Landfill closure & post-closure care costs	212,403	219,483	219,811	227,087	220,833	(6,254)	(7,277)
Post-retirement benefit - health Care	70,830	70,830	70,830	70,830	70,833	3	0
Depreciation & amortization	3,286,006	2,904,865	3,052,304	2,834,069	3,500,000	665,931	218,236
Total Revenue Less Expenses	($524,850)	($1,609,322)	$4,417,304	($1,141,067)	($1,745,429)	$604,362	($5,558,371)

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

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Statement of Cash Balances

as of April 30, 2022 (FY2022)

Category	12 Month Actuals @ 6/30				Actual FY2022 @ 4/30/22	Budget FY2022 @ 6/30/22	Reserves per policy	Reserve Target
	2018	2019	2020	2021				
Cash & Reserves - Beginning of Period	$30,861,320	$30,335,576	$27,351,217	$25,737,451	$31,707,032	$27,897,863		
Cash Flows from Operating Activities:								
Net Operating Income	2,068,881	2,416,638	1,503,531	3,920,810	3,174,534	1,767,646		
Other Working Capital Changes	285,941	40,642	(216,447)	(533,392)	447,559	0		
Net Cash Provided by Operating Activities	$2,354,821	$2,457,280	$1,287,084	$3,387,418	$3,622,092	$1,767,646		
Cash Flows from Capital and related Financing Activities:								
Payment of Interest	0	0	0	(7,951)	(39,755)	0		
Repayment of Long-Term Debt	0	0	0	0	0	0		
Receipts from Financed Capital Leases	0	0	0	440,480	2,028,640	3,258,000		
Repayment of Capital Leases	0	0	0	0	0	(372,033)		
Net Cash Used in Capital and related Financing	$0	$0	$0	$432,529	$1,988,885	$2,885,967		
Cash Flows from Investing Activities:								
Receipts of Non Investment Interest	49,340	68,278	73,622	43,645	20,674	76,946		
Investment Income Net of Expenses	1,205,691	1,485,070	1,266,510	4,948,004	(1,299,544)	500,000		
Capital Expenditures	(4,172,755)	(6,994,987)	(4,240,982)	(2,842,016)	(4,578,577)	(4,757,000)		
Receipt from Sale of Capital Assets	37,160	0	0	0	120,498	0		
Net Cash Used in Investing Activities	($2,880,565)	($5,441,639)	($2,900,849)	$2,149,634	($5,736,949)	($4,180,054)		
Net Increase (Decrease) in Cash	(525,743)	(2,984,359)	(1,613,766)	5,969,581	(125,971)	473,559		
Cash & Reserves - End of Period	$30,335,576	$27,351,217	$25,737,451	$31,707,032	$31,581,061	$28,371,422		

Statement of Cash Balances

Operating Cash Reserve	$8,301,636	$4,368,193	$3,441,400	$3,457,081	$3,352,579	$3,812,331	$3,352,579	$3,352,579
Short Term Cap Reserve	3,316,864	2,597,777	1,706,465	1,712,003	1,664,885	1,890,397	1,664,885	1,664,885
Long Term Cap Reserve	4,984,354	5,356,350	5,724,959	7,378,956	7,007,077	6,342,024	7,007,077	7,007,077
Discretionary Landfill Closure Reserve	9,789,027	10,546,784	11,257,570	14,530,682	13,767,974	12,470,967	13,767,974	22,217,000
Required Landfill Closure Reserve	301,753	309,601	314,820	314,497	301,159	348,753	301,159	301,159
Recycle Revenue & Cost Sharing Reserve	0	0	0	0	0	0	0	0
Operating Cash Account	3,641,942	4,172,513	3,292,237	4,313,814	5,487,387	3,506,949		
Total	$30,335,576	$27,351,217	$25,737,451	$31,707,032	$31,581,061	$28,371,422	$26,093,674	$34,542,701

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

July 1, 2021 to April 30, 2022

Community	Waste/ Food Waste			Bulky/Other			Recycle		
	FY21	FY22	over/(under)	FY21	FY22	over/(under)	FY21	FY22	over/(under)
BRIDGTON	1,760	2,117	357	-	-	-	437	424	(13)
CAPE ELIZABETH	1,939	1,817	(123)	405	456	51	771	727	(44)
CASCO	804	779	(26)	-	-	-	167	136	(31)
CUMBERLAND	1,375	1,453	79	146	124	(21)	655	559	(96)
FALMOUTH	1,945	1,883	(62)	148	154	6	1189	1121	(68)
FREEPORT	1,469	1,426	(42)	-	384	384	692	642	(50)
GORHAM	2,439	2,367	(72)	-	-	-	1160	1126	(33)
GRAY	2,420	2,439	20	-	-	-	-	-	-
HARRISON	865	843	(22)	-	-	-	173	162	(11)
HOLLIS	1,103	1,101	(2)	-	-	-	225	237	12
LIMINGTON	1,217	1,265	48	-	-	-	87	75	(12)
LYMAN	1,355	1,382	27	278	220	(58)	173	148	(25)
NORTH YARMOUTH	659	644	(15)	-	-	-	354	336	(17)
PORTLAND	7,946	7,748	(198)	-	-	-	4476	4303	(173)
POWNAL	224	234	9	-	-	-	113	114	1
SCARBOROUGH	5,323	5,541	218	-	-	-	1790	1675	(114)
SOUTH PORTLAND	5,149	4,930	(219)	716	789	73	1903	1873	(30)
WATERBORO	2,142	2,006	(136)	479	776	298	306	303	(4)
WINDHAM	2,433	2,463	31	3	-	(3)	1162	1115	(47)
YARMOUTH	1,997	1,887	(110)	532	470	(62)	677	624	(52)
Owner Member Total	44,563	44,325	(238)	2,707	3,373	666	16,510	15,703	(807)
NAPLES	1,057	1,037	(21)	-	-	-	209	167	(42)
PARSONFIELD	643	665	22	8	8	-	71	77	6
SACO	4,913	4,931	17	-	-	-	1,439	1,286	(153)
STANDISH	2,692	2,857	165	129	143	14	390	368	(22)
TRI-TOWN (BALDWIN, HIRAM & PORTER)	1,749	1,673	(75)	45	101	56	143	134	(9)
BALDWIN	583	558	(25)	15	34	19	48	45	(3)
HIRAM	583	558	(25)	15	34	19	48	45	(3)
PORTER	583	558	(25)	15	34	19	48	45	(3)
Associate Member Total	11,054	11,163	108	182	252	71	2,251	2,032	(219)
AUGUSTA	-	-	-	-	-	-	235	292	57
BROWNFIELD	399	455	56	-	-	-	84	74	(10)
CHEBEAGUE ISLAND	164	191	28	-	-	-	31	37	6
CHELSEA	-	-	-	-	-	-	26	30	4
CONTRACT BEGINS 11-1-2021	-	463	463	-	-	-	-	77	77
CORNISH	-	-	-	-	-	-	45	46	1
CUSHMAN&WAKEFIELD-UNUM RECYCLE	-	-	-	-	-	-	9	12	2
DENMARK	276	564	289	-	-	-	23	22	(1)
DM&J RECYCLING	-	-	-	-	-	-	344	439	95
ELIOT	319	313	(6)	202	202	-	-	-	-
FRYE ISLAND	107	116	9	-	-	-	23	26	3
FRYEBURG	-	-	-	-	-	-	265	234	(31)
GREENLAND, NH	-	-	-	-	-	-	302	267	(36)
KENNEBUNKPORT RECYCLING	-	-	-	-	-	-	85	310	225
KITTERY	1,607	1,496	(111)	-	-	-	-	-	-
LIMERICK	1,291	1,290	(2)	111	174	63	78	66	(12)
LIVERMORE FALLS	452	416	(36)	-	-	-	70	70	-
MAINE MEDICAL RECYCLE	-	-	-	-	-	-	184	163	(21)
MIDCOAST	4,854	-	(4,854)	-	-	-	-	-	-
MONMOUTH	-	-	-	-	-	-	221	212	(9)
MOUNT VERNON	-	-	-	-	-	-	44	70	26
NEWINGTON	-	-	-	-	-	-	72	68	(3)
NORTH HAVEN	122	-	(122)	-	-	-	48	46	(3)
NRRA RECYCLE	-	-	-	-	-	-	170	145	(25)
OHSTT	2,657	2,669	12	-	-	-	106	191	85
OLD ORCHARD	-	-	-	-	-	-	490	536	46
OTISFIELD	-	-	-	-	-	-	61	58	(2)
READFIELD/WAYN	-	-	-	-	-	-	223	209	(14)
ROCKLAND	1,744	1,691	(53)	-	-	-	295	302	7
SANFORD	-	-	-	62	141	79	1,101	1,095	(6)
SHAPLEIGH	-	-	-	-	-	-	104	99	(5)
TRI-COUNTY	878	840	(39)	-	-	-	-	-	-
USM GORHAM RECYCLE PO 61005053	-	-	-	-	-	-	21	30	9
USM PORTLAND RECYCLE	-	-	-	-	-	-	9	44	35
VINALHAVEN	-	-	-	-	-	-	121	126	5
WATERVILLE	-	-	-	-	-	-	364	359	(5)
WESTBROOK	3,999	3,823	(175)	-	-	-	1,238	1,280	42
WOOLWICH	901	875	(26)	-	-	-	174	162	(12)
YORK HOSP RECYCLE	-	-	-	-	-	-	38	30	(8)
Contract Member Total	19,769	15,201	(4,568)	376	517	142	6,704	7,228	524
Commercial Total	67,781	70,429	2,648	6,586	6,875	289	4,361	5,155	794
Spot Market Total	2,375	3,615	1,240	-	-	-	-	-	-

Community	Waste/ Food Waste			Bulky/Other			Recycle		
	FY21	FY22	over/(under)	FY21	FY22	over/(under)	FY21	FY22	over/(under)
Grand Totals	145,542	144,732	(810)	9,850	11,018	1,168	29,826	30,118	291

Attachment D7

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
Jan-18	98%	3,547,121	3,934,352	7,481,473	$0.07706	$0.05839	$590,632	$857,337
Feb-18	99%	3,193,218	3,680,503	6,873,721	$0.08393	$0.06922	$597,309	$340,323
Mar-18	86%	2,497,017	3,203,098	5,700,115	$0.05411	$0.04482	$357,387	$281,187
Apr-18	77%	2,793,025	3,186,637	5,979,662	$0.03281	$0.02437	$248,521	$331,482
May-18	99%	3,989,257	4,303,506	8,292,763	$0.02829	$0.01983	$280,656	$270,662
Jun-18	93%	3,420,182	4,066,778	7,486,960	$0.02928	$0.01989	$295,386	$312,080
Jul-18	96%	3,403,155	4,226,642	7,629,797	$0.03509	$0.02258	$329,409	$360,694
Aug-18	98%	3,689,400	4,003,175	7,692,575	$0.03523	$0.02274	$335,652	$409,462
Sep-18	95%	2,919,959	4,408,745	7,328,704	$0.02931	$0.01950	$285,688	$356,465
Oct-18	83%	2,923,391	3,300,855	6,224,246	$0.03025	$0.02043	$277,764	$354,742
Nov-18	86%	2,862,852	3,334,312	6,197,164	$0.03567	$0.02688	$298,322	$474,364
Dec-18	97%	3,020,165	4,274,569	7,294,734	$0.05324	$0.04246	$450,406	$452,040
Jan-19	99%	3,180,011	3,758,285	6,938,296	$0.07783	$0.05982	$583,406	$496,681
Feb-19	99%	2,651,508	3,201,561	5,853,069	$0.06164	$0.05207	$435,855	$311,578
Mar-19	83%	2,352,101	3,338,400	5,690,501	$0.05240	$0.04332	$372,885	$323,855
Apr-19	96%	3,016,138	3,336,683	6,352,821	$0.03816	$0.02902	$313,740	$269,096
May-19	98%	3,349,328	3,970,309	7,319,637	$0.02840	$0.02066	$284,189	$280,308
Jun-19	100%	3,092,847	3,965,086	7,057,933	$0.03107	$0.02277	$293,094	$261,255
Jul-19	98%	3,203,793	3,791,318	6,995,111	$0.03947	$0.02537	$308,678	$288,044
Aug-19	97%	3,291,162	3,712,705	7,003,867	$0.03647	$0.02256	$289,837	$266,347
Sep-19	98%	2,999,562	4,030,099	7,029,661	$0.03183	$0.02154	$276,122	$240,282
Oct-19	80%	2,719,789	3,169,725	5,889,514	$0.03072	$0.02213	$253,078	$223,975
Nov-19	90%	2,805,521	3,946,557	6,752,078	$0.03989	$0.03048	$315,246	$299,707
Dec-19	93%	3,019,503	3,776,011	6,795,514	$0.06051	$0.05137	$459,781	$356,630
Jan-20	99%	3,029,412	3,634,291	6,663,703	$0.07682	$0.06574	$575,946	$279,148
Feb-20	99%	2,600,383	3,220,981	5,821,364	$0.04909	$0.03961	$342,063	$221,574
Mar-20	93%	2,783,551	3,477,223	6,260,774	$0.03776	$0.03150	$302,389	$194,401
Apr-20	78%	2,956,571	3,245,366	6,201,937	$0.03067	$0.02421	$243,851	$184,885
May-20	97%	3,355,560	4,538,451	7,894,010	$0.02369	$0.01825	$236,922	$197,929
Jun-20	97%	3,587,558	4,072,207	7,659,765	$0.02455	$0.01798	$235,895	$224,401
Jul-20	98%	3,827,168	4,080,081	7,907,249	$0.03225	$0.02108	$284,037	$261,116
Aug-20	96%	3,374,794	4,486,063	7,860,857	$0.02901	$0.02027	$244,943	$243,457
Sep-20	98%	3,606,520	3,826,662	7,860,857	$0.02575	$0.01791	$244,943	$239,608
Oct-20	97%	3,856,508	4,372,996	8,229,504	$0.02555	$0.01826	$230,968	$251,410
Nov-20	75%	2,618,837	3,207,054	5,825,891	$0.03783	$0.03061	$249,822	$205,488
Dec-20	97%	3,681,529	4,467,093	8,148,613	$0.05132	$0.04397	$440,813	$380,749
Jan-21	98%	3,324,004	4,719,967	8,043,971	$0.06776	$0.05832	$555,963	$395,750
Feb-21	94%	3,025,842	3,552,268	6,578,110	$0.04100	$0.03500	$303,848	$542,626
Mar-21	93%	3,637,068	4,018,641	7,655,709	$0.03838	$0.03223	$347,538	$348,376
Apr-21	79%	3,167,462	3,165,373	6,332,835	$0.02977	$0.02493	$247,666	$236,934
May-21	97%	3,558,279	4,299,048	7,857,327	$0.02448	$0.02018	$252,146	$271,143
Jun-21	99%	3,754,920	4,028,582	7,783,502	$0.02671	$0.02021	$260,522	$363,456
Jul-21	99%	3,525,061	4,092,697	7,617,758	$0.03434	$0.02439	$295,638	$353,895
Aug-21	99%	3,538,586	4,193,064	7,731,650	$0.03284	$0.02342	$289,517	$450,994
Sep-21	96%	3,272,074	4,011,355	7,283,429	$0.02795	$0.01973	$244,362	$411,685
Oct-21	89%	3,076,541	3,896,697	6,973,238	$0.02736	$0.02061	$237,318	$462,134
Nov-21	89%	3,071,082	3,754,222	6,825,304	$0.03664	$0.03030	$296,374	$453,836
Dec-21	97%	3,569,213	3,901,393	7,470,606	$0.05091	$0.04109	$414,050	$575,306
Jan-22	99%	3,246,438	4,011,852	7,258,290	$0.06250	$0.05177	$481,992	$1,132,385
Feb-22	100%	5,931,050	2,800,780	3,130,270	$0.06020	$0.04945	$390,813	$601,748
Mar-22	88%	2,894,187	3,243,794	6,137,981	$0.04251	$0.03402	$301,421	$455,995
Apr-22	49%	0	0	0	$0.03023	$0.02167	$49,621	$49,621
May-22					$0.02372	$0.01818		
					Total for contract period		$4,108,979	$6,167,511