

# ecomaine

## Memorandum

**DATE:** January 18, 2018

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

**FROM:** Kevin H. Roche, CEO

**SUBJECT:** **Agenda for the Outreach & Recycling Committee Meeting**

There is an **ecomaine** Outreach & Recycling Committee scheduled for January 25, 2018 @ 4:00PM. The agenda for this meeting is as follows:

1. Approval of Minutes (*Attachment A*)
2. eco-Excellence Nominations
  - Review & Judging of Nomination
3. Outreach & Education
  - Education & Outreach Data (*Attachment B1*)
  - ecomaine Website & Media Analytics (*Attachment B2*)
4. Recycling Market Report (*C*)
5. Other

### Future Meetings:

<b>Full Board Meeting</b>	<b>February 15, 2018 @ 4PM (Changed from Executive Comm.)</b>
Recycling Committee	March 1, 2018 @ 4PM
Full Board Meeting	March 15, 2018 @ 4PM
Finance/Budget Workshop	March 22, 2018 @ 4PM
Audit Committee	April 26, 2018 @ 3PM
<b>Full Board Meeting</b>	<b>April 26, 2018 @ 4PM (Cancelled)</b>
Finance Committee	May 17, 2018 @ 3PM
<b>Full Board Meeting</b>	<b>May 17, 2018 @ 4PM (Changed from Executive Comm.)</b>
Recycling Committee	May 24, 2018 @ 4PM
Annual Board Meeting	June 14, 2018 @ 11:30AM

# ecomaine

## Memorandum

**DATE:** January 9, 2018

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

**FROM:** Kevin H. Roche, CEO

**SUBJECT:** Outreach & Recycling Committee Minutes – November 9, 2017

The **ecomaine** Outreach & Recycling Committee met November 9. The meeting was called to order by Committee Chair Caleb Hemphill.

Attendees: Rob Wood, Caleb Hemphill, Jamie Garvin, Robert Randall, Alan Bradstreet, Maxine Beecher and Maureen McDevitt

1. Approval of Minutes (*Attachment A*)
  - Alan Bradstreet made a motion to approve the September 14 meeting minutes , Rob Wood seconded and all were in favor of approving.
2. Survey Summary of Recycling Open House(*Attachment B*)
  - The committee reviewed the results of the open house feedback and it was requested to have more professionals involved with leading the children’s activities at the next Recycling Open House. It was also requested that the staff consider extending the length of the Open House to get more return on the investment it takes to organize the event.
3. Recycling Grants Program Applications
 

*Of 18 total grant proposals for more than \$40,000 in funding, the committee selected 15 total recipients, as summarized here (see **attachment for full details**). Alan made the motion to approve the \$20,000 and authorizing the staff to find creative ways to accommodate the remaining \$1,158. Jamie seconded this motion and all approved:*

  - 1) Pond Cove & Cape Elizabeth Middle School, cafeteria recycling containers, Cape Elizabeth
  - 2) Mast Landing School, food waste recycling hauling, Freeport
  - 3) Harold B Emery Junior Elementary School, professional recycling program, Limington
  - 4) Lake Region Middle School, food waste recycling, Naples
  - 5) Deering High School, recycling container shed, Portland
  - 6) East End Community School, tour bussing, Portland
  - 7) King Middle School, cafeteria sorting station, Portland
  - 8) Pownal Elementary School, food waste recycling, Pownal
  - 9) Camden Hills Regional High School, organics waste diversion, Camden
  - 10) Scarborough High School, organics composting system, Scarborough

- 11) Shapleigh Memorial School, bussing, bins and project materials, Shapleigh
- 12) Medomak Middle School, bins and gloves for waste diversion, Waldoboro
- 13) Waterboro Elementary School, bussing, gloves, food waste pick-up, Waterboro
- 14) Albert D Hall School, food waste recycling, Waterville
- 15) Yarmouth High School, food waste recycling expansion, Yarmouth

- The committee and staff worked through each grant request to allocate the funds in the fairest way possible, prioritizing the spending where the lowest recycling rates or most fundamental recycling needs were identified.
- Through our discussions in the committee, we were able to reduce the overall amount of grant funding to \$21,158, which staff has determined can be accommodated.
- The committee believes we should increase the grant budget for next year given the interest and positive return on our investment in this program.

4. Outreach & Education

*Due to time constraints, the committee agreed to review to remaining attachments after the meeting.*

- Education & Outreach Data (**Attachment C1**)
- ecomaine Website & Media Analytics (**Attachment C2**)
- Advertising & video update

5. Recycling Market Report (**Attachment D**)

6. Meeting adjournment:

- Caleb made a motion to adjourn the meeting, Maxine seconded and all were in favor of adjourning at 6:15 p.m.

**Future Meetings:**

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

## ATTACHMENT B1

**Education and Outreach Data for FY18**

Program	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	FY18 Total
Tours	51	61	0	341	198	81							
Virtual tours			575	126	225	10							
Presentations	22	45	8	107	18	150							
Events/Other	195	700	1880	809	680	102							
<b>Totals</b>	<b>268</b>	<b>806</b>	<b>2463</b>	<b>1383</b>	<b>1121</b>	<b>343</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>6384</b>

**Education and Outreach Data for FY17**

Program	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	FY17 Total
Tours	164	105	112	659	216	92		23	167	157	43	3	1741
Virtual tours			80	51			81	84	383	103	424	401	1607
Presentations	130		25	350	49	412		80	232	575	78	79	2010
Events/Other	100	495	960	215	709	150	105	335	415	1160	570	885	6099
<b>Totals</b>	<b>394</b>	<b>600</b>	<b>1177</b>	<b>1275</b>	<b>974</b>	<b>654</b>	<b>186</b>	<b>522</b>	<b>1197</b>	<b>1995</b>	<b>1115</b>	<b>1368</b>	<b>11457</b>

**Education and Outreach Data for FY16**

Program	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	FY16 Total
Tours	182	77	220	125	133	67	21	59	178	270	75	37	1444
Presentations	48	24	120	511	247	138	244	300	430	440	1156		3658
Events/Other	187	347	461	145	8	32	116	375	152	323	171	370	2687
<b>Totals</b>	<b>417</b>	<b>448</b>	<b>801</b>	<b>781</b>	<b>388</b>	<b>237</b>	<b>381</b>	<b>734</b>	<b>760</b>	<b>1033</b>	<b>1402</b>	<b>407</b>	<b>7789</b>



Tours and Presentation Data for the Month of: **December 2017**

	<b>Date</b>	<b>Group/School Name</b>	<b>Ages</b>	<b>Town</b>	<b>Facilities</b>	<b>Notes</b>	<b>Size</b>
<b>Tours</b>	12/1/17	Reidfield School	2nd-8th	Reidfield	REC/WTE virtual	would have taken 7th and 8th in WTE but inverter broke	22
Total Individuals	12/11/17	Tour for Eric, freelance writer	adult	Washington DC	REC/WTE/Landfill		1
Reached:	12/14/17	Yarmouth High School	seniors	Yarmouth	REC/WTE		26
<b>81</b>	12/15/17	Kennebunk High School	Juniors and seniors	Kennebunk	REC/WTE		9
	12/18/17	Kennebunk High School	Juniors and seniors	Kennebunk	REC/WTE		23
<b>Virtual Tours</b>	<b>Date</b>	<b>Group/School Name</b>	<b>Ages</b>	<b>Town</b>	<b>Facilities</b>	<b>Notes</b>	<b>Size</b>
Total Individuals	12/19/17	Alere/Abbott Green team	adult	Scarborough	REC/WTE/Food	getting on board for single sort and eventually compost	10
Reached:							
<b>10</b>							
<b>Presentations</b>	<b>Date</b>	<b>Group/School Name</b>	<b>Ages</b>	<b>Town</b>	<b>Facilities</b>	<b>Notes</b>	<b>Size</b>
Total	12/6/17	Aspirations Day at Memorial Middle	7th grade	South Portland	REC/WTE/Food	five classes of 27 and teachers discussing REC and careers	140
Reached:	12/6/17	Midcoast mural painters meeting	middle school and adu	Rockland and MREC		met with group to inspire transfer station mural	10
<b>150</b>							
<b>Outreach Events/Other</b>	<b>Date</b>	<b>Group/School Name</b>	<b>Ages</b>	<b>Town</b>	<b>Facilities</b>	<b>Notes</b>	<b>Size</b>
Total Individuals	12/2/17	Chelsea Kickoff	adult	Chelsea	REC		100
Reached:	12/5/17	Training of Chelsea town hall	adult	Chelsea	REC		2
<b>102</b>							

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

Nov. 1, 2017 – Jan. 1, 2018

- **Facebook:** nine new likes from Nov.1 – Jan. 1 with 1,601 likes
- **Twitter:** Have 560 followers and issued 25 tweets for 11,305 tweet impressions.
- **Instagram:** Issued 28 posts. Gained 10 news followers at 304 total.

### ecomaine Earned Media

**How to: Recycling correctly – Jan. 7, 2018**

<http://www.pressherald.com/2018/01/07/how-to-recycle-correctly/>

<https://www.centralmaine.com/2018/01/07/how-to-recycle-correctly/> (Kennebec Journal and Morning Sentinel)

**Holidays Prompt Recycler's Warning That Improper e-Waste Disposal Poses Fire Danger – Dec. 26, 2017**

<http://mainepublic.org/post/post-holidays-prompt-recyclers-warning-improper-e-waste-disposal-poses-fire-danger#stream/0>

**Recycling Plant Releases Video of Fire to Discourage Throwing Away Batteries – Dec. 24, 2017**

[https://www.theepochtimes.com/recycling-plant-releases-video-of-fire-to-discourage-throwing-away-batteries\\_2395520.html](https://www.theepochtimes.com/recycling-plant-releases-video-of-fire-to-discourage-throwing-away-batteries_2395520.html)

**ecomaine fire shows why putting lithium-ion batteries in the trash is a really bad idea – Dec. 20, 2017**

<http://www.pressherald.com/2017/12/20/recycler-warns-of-lithium-ion-fire-risk/>

**Otisfield residents hear single-sort recycling presentation – Dec. 13, 2017**

<http://www.sunjournal.com/otisfield-residents-hear-single-sort-recycling-presentation/>

**Otisfield hosts recycling rep at hearing – Dec. 11, 2017**

<http://www.sunjournal.com/otisfield-hosts-recycling-rep-at-hearing/>

**Chelsea plans holiday tree lighting for Saturday – Nov. 30, 2017**

<http://www.centralmaine.com/2017/11/30/chelsea-plans-holiday-tree-lighting-for-saturday/>

**Three towns preparing to sever ties with PERC – Nov. 29, 2017**

<https://knox.villagesoup.com/p/three-towns-preparing-to-sever-ties-with-perc/1707404>

**Rockland councilors to hear recycling presentation, medical marijuana ordinances**

<http://www.penbaypilot.com/article/rockland-councilors-hear-recycling-presentation-medical-marijuana-ordinances/94742>

**Rockland Councilors to talk trash, pot at Wednesday meeting**

<https://knox.villagesoup.com/p/rockland-councilors-to-talk-trash-pot-at-wednesday-meeting/1707007>

**Saco Eyes Makeover – Nov. 16, 2017**

[http://courier.mainelymediallc.com/news/2017-11-16/Front\\_Page/Saco\\_eyes\\_makover.html](http://courier.mainelymediallc.com/news/2017-11-16/Front_Page/Saco_eyes_makover.html)

**Otisfield Signs Contracts for Recyclables – Nov. 8, 2017**

<http://www.sunjournal.com/otisfield-signs-contracts-for-recyclables/>

**Seacoastonline - Oct 27**

<http://www.fosters.com/news/20171027/eliot-select-board-appoints-members-to-aging-in-place-committee>

**Penobscot Pilot - Oct 18**

<http://www.penbaypilot.com/article/changing-international-markets-result-new-midcoast-plastic-disposal-trends/93486>

**Portland Press Herald - Oct 8**

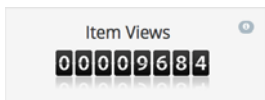
<http://www.pressherald.com/2017/10/08/trash-talks-in-sculpture-show-at-speedwell-projects/>

**Village Soup - Oct 6**

<https://knox.villagesoup.com/p/burning-plastic-recyclables-is-last-resort/1691610>

## ecomaine website / RECYCLOPEDIA app analytics

ecomaine RECYCLOPEDIA



(up 2,620 from Nov. 1)

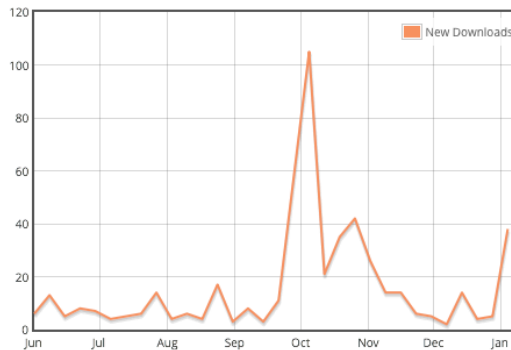
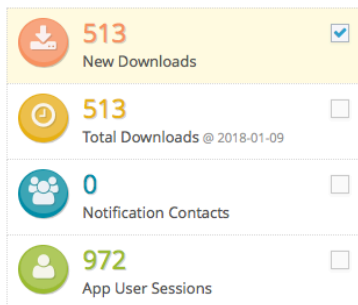


(up 4,140 – nearly double – from Nov. 1)

Which items are most viewed?

1. Plastic bag 201 hits
2. Styrofoam 157 hits
3. Batteries 114 hits
4. Alkaline batteries 93 hits
5. Milk cartons 91 hits
6. Plastic straw 75 hits
7. Hangers (metal, plastic, wood) 65 hits
8. Paper towel 64 hits
9. Almond milk cartons 64 hits
10. Aluminum foil 59 hits

### App installations:

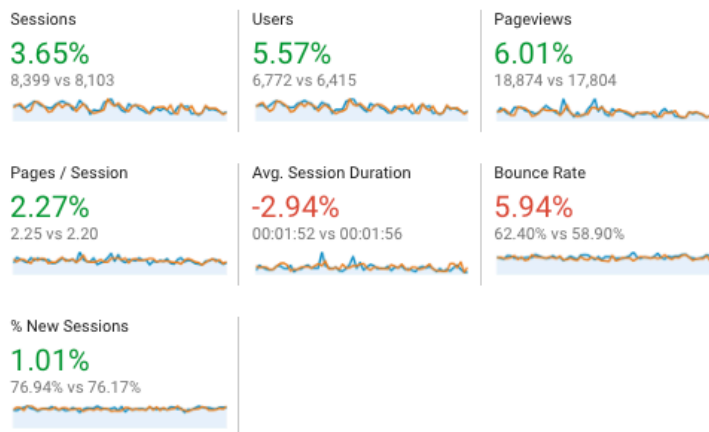
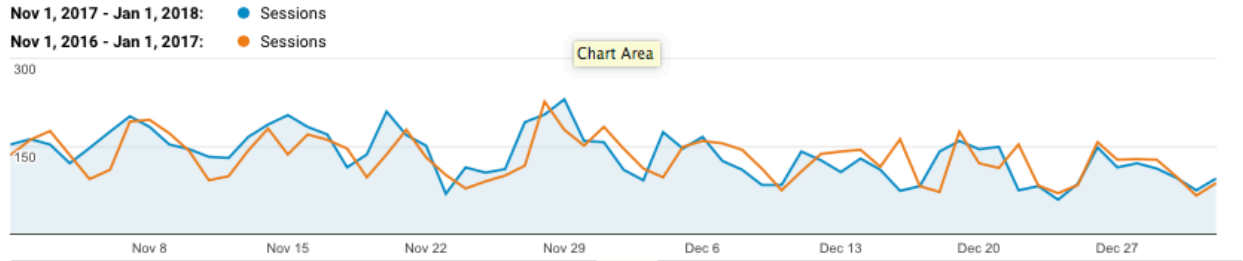




## Website audience overview

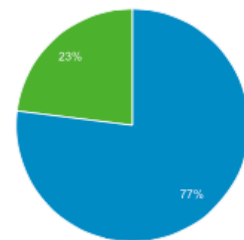
Traffic and usage improved over last period, slightly down from last year:

- Sessions **down 6.12%** compared to last year (8,399 vs. 8,947) and **up 3.65%** from last period
- Users **up 3.65%** compared last year (6,772 vs. 6,415) and **down .63%** compared to the previous period
- Pageviews up **6.01%** over last year (20,355 vs. 20,580) and **down 6.12%** from last period
- Bounce rate was **up 5.94%** compared to last year (62.4% vs. 58.9%)

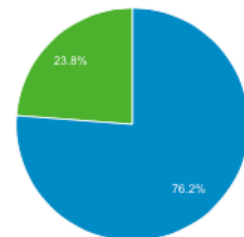


■ New Visitor ■ Returning Visitor

Nov 1, 2017 - Jan 1, 2018



Nov 1, 2016 - Jan 1, 2017



Usage by town:

City ?	Acquisition			Behavior		
	Sessions ? ↓	% New Sessions ?	New Users ?	Bounce Rate ?	Pages / Session ?	Avg. Session Duration ?
	<b>4,593</b> % of Total: 54.69% (8,399)	<b>70.30%</b> Avg for View: 76.94% (-8.62%)	<b>3,229</b> % of Total: 49.97% (6,462)	<b>53.17%</b> Avg for View: 62.40% (-14.80%)	<b>2.68</b> Avg for View: 2.25 (19.37%)	<b>00:02:26</b> Avg for View: 00:01:52 (29.74%)
1. <a href="#">Portland</a>	<b>1,440</b> (31.35%)	<b>61.32%</b>	<b>883</b> (27.35%)	<b>49.31%</b>	<b>2.92</b>	<b>00:02:56</b>
2. <a href="#">South Portland</a>	<b>226</b> (4.92%)	<b>69.91%</b>	<b>158</b> (4.89%)	<b>51.77%</b>	<b>2.48</b>	<b>00:02:34</b>
3. <a href="#">Scarborough</a>	<b>208</b> (4.53%)	<b>72.12%</b>	<b>150</b> (4.65%)	<b>48.08%</b>	<b>2.96</b>	<b>00:02:53</b>
4. <a href="#">Cape Elizabeth</a>	<b>189</b> (4.11%)	<b>52.91%</b>	<b>100</b> (3.10%)	<b>39.15%</b>	<b>1.97</b>	<b>00:00:46</b>
5. <a href="#">Falmouth</a>	<b>173</b> (3.77%)	<b>75.72%</b>	<b>131</b> (4.06%)	<b>53.76%</b>	<b>2.63</b>	<b>00:01:54</b>
6. <a href="#">Brunswick</a>	<b>170</b> (3.70%)	<b>92.35%</b>	<b>157</b> (4.86%)	<b>80.00%</b>	<b>1.49</b>	<b>00:00:20</b>
7. <a href="#">Gorham</a>	<b>154</b> (3.35%)	<b>59.74%</b>	<b>92</b> (2.85%)	<b>37.01%</b>	<b>4.59</b>	<b>00:07:04</b>
8. <a href="#">Yarmouth</a>	<b>137</b> (2.98%)	<b>63.50%</b>	<b>87</b> (2.69%)	<b>51.09%</b>	<b>2.64</b>	<b>00:01:48</b>
9. <a href="#">Westbrook</a>	<b>116</b> (2.53%)	<b>80.17%</b>	<b>93</b> (2.88%)	<b>43.10%</b>	<b>3.15</b>	<b>00:02:41</b>
10. <a href="#">Lewiston</a>	<b>91</b> (1.98%)	<b>82.42%</b>	<b>75</b> (2.32%)	<b>54.95%</b>	<b>3.11</b>	<b>00:03:22</b>

## Top 10 Landing Pages:

Page ?	Pageviews ? ↓	Unique Pageviews ?	Avg. Time on Page ?
	<b>18,874</b> % of Total: 100.00% (18,874)	<b>15,042</b> % of Total: 100.00% (15,042)	<b>00:01:30</b> Avg for View: 00:01:30 (0.00%)
1. <a href="#">/</a>	<b>3,169</b> (16.79%)	<b>2,372</b> (15.77%)	<b>00:01:05</b>
2. <a href="#">/recycling-and-waste-disposal/single-sort-guide/</a>	<b>1,737</b> (9.20%)	<b>1,362</b> (9.05%)	<b>00:02:19</b>
3. <a href="#">/recycling-and-waste-disposal/</a>	<b>1,716</b> (9.09%)	<b>1,253</b> (8.33%)	<b>00:00:53</b>
4. <a href="#">/our-facility/waste-to-energy-plant/</a>	<b>1,248</b> (6.61%)	<b>1,002</b> (6.66%)	<b>00:03:48</b>
5. <a href="#">/news-and-events/ecomaine-invites-applications-for-201718-school-recycling-grants/</a>	<b>1,110</b> (5.88%)	<b>990</b> (6.58%)	<b>00:01:21</b>
6. <a href="#">/about-ecomaine/</a>	<b>1,003</b> (5.31%)	<b>718</b> (4.77%)	<b>00:00:42</b>
7. <a href="#">/recycling-and-waste-disposal/drop-off-locations/</a>	<b>836</b> (4.43%)	<b>722</b> (4.80%)	<b>00:02:00</b>
8. <a href="#">/job-opportunities/</a>	<b>676</b> (3.58%)	<b>513</b> (3.41%)	<b>00:01:32</b>
9. <a href="#">/our-facility/</a>	<b>633</b> (3.35%)	<b>476</b> (3.16%)	<b>00:00:30</b>
10. <a href="#">/recyclopedia/</a>	<b>549</b> (2.91%)	<b>479</b> (3.18%)	<b>00:02:11</b>

ATTACHMENT C

ecomaine																				
Recycling Market Report FY18																				
Month	Element	Plastic				Other							Rec Facilities Total	WTE / Landfill Metal		Food Waste	Total ecomaine	Residue & Revenue Sharing Calc		
		#3-7 & Mixed Ridged	Colored HDPE	No 2 Nat HDPE	No 1 PET	Paper	Cardboard	Cans	Alum	Loose Metal	Mixed Paper	Glass		Post Burn	Mined (net of ash)	Food Waste		Tons Residue	Inbound Recycle Inc Tipping Fees*	% Residue
July	Tons	80	22	-	21	1,690	949	62	16	12	194	3,046.07	301	-	394	3,741	241	3,364	7.18%	
	Revenue/Ton	\$10	\$310	-	\$300	\$107	\$190	\$144	\$400	\$135	-	\$129	\$61	-	-\$45	\$110	\$44	\$116.52		
Aug	Tons	61	-	21	21	1,783	1,053	28	-	39	-	211	3,217	435	417	4,069	266	3,606	7.37%	
	Revenue/Ton	\$13	-	\$580	\$285	\$77	\$185	\$165	-	\$164	\$0	\$113	\$62	-	-\$45	\$96	\$44	\$100.65		
Sept	Tons	22	23	-	-	1,687	888	62	-	25	-	184	2,890	291	395	3,577	202	3,128	6.46%	
	Revenue/Ton	\$20	\$350	-	-	\$23	\$180	\$165	-	\$160	-	\$77	\$69	-	-\$45	\$68	\$44	\$71.13		
Oct	Tons	84	-	20	22	1,759	848	83	-	12	194	3,022	308	-	411	3,741	233	3,271	7.11%	
	Revenue/Ton	\$3	-	\$659	\$300	\$5	\$120	\$136	-	\$146	-	\$48	\$57	-	-\$45	\$43	\$44	\$46.48		
Nov	Tons	45	-	-	23	1,542	1,262	43	-	19	181	3,115	356	-	382	3,853	239	3,740	6.39%	
	Revenue/Ton	-	-	-	\$255	\$11	\$120	\$139	-	\$140	-	\$59	\$57	-	-\$45	\$53	\$44	\$50.13		
Dec	Tons	43	22	-	-	1,821	756	85	-	5	167	2,898	324	-	356	3,578	325	3,053	10.65%	
	Rev	102	8,674	-	-	(572)	88,928	13,375	-	713	-	111,218.74	19,632	-	\$130,851	\$14,310	\$8,400			
	Revenue/Ton	\$2	\$390	-	-	\$0	\$118	\$157	-	\$150	-	\$38	\$61	-	-\$45	\$37	\$44	\$24.84		
	Market Proj	10	350	650	245	(8)	118	190	-	150	-	-	61	-	(45)	-	-	-		
Jan	Tons	-	-	-	-	-	-	-	-	-	-	-	-	-	-	\$0	\$0	-	-	
	Rev	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
	Revenue/Ton	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
	Market Proj	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Feb	Tons	-	-	-	-	-	-	-	-	-	-	-	-	-	-	\$0	\$0	-	-	
	Rev	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
	Revenue/Ton	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
	Market Proj	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Mar	Tons	-	-	-	-	-	-	-	-	-	-	-	-	-	-	\$0	\$0	-	-	
	Rev	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
	Revenue/Ton	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
	Market Proj	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
April	Tons	-	-	-	-	-	-	-	-	-	-	-	-	-	-	\$0	\$0	-	-	
	Rev	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
	Revenue/Ton	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
	Market Proj	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
May	Tons	-	-	-	-	-	-	-	-	-	-	-	-	-	-	\$0	\$0	-	-	
	Rev	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
	Revenue/Ton	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
	Market Proj	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
June	Tons	-	-	-	-	-	-	-	-	-	-	-	-	-	-	\$0	\$0	-	-	
	Rev	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
	Revenue/Ton	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
	Market Proj	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
YTD	Tons	334.41	67.48	40.33	87.45	10,280.60	5,755.79	363.02	16.11	111.90	-	1,131.31	18,188.40	2,014.07	2,355.66	22,558.13	1,506.32	20,535.35	7.34%	
	% Total Tons	2%	0%	0%	0%	57%	32%	2%	0%	1%	-	6%	100%	-	-	-	-	-	-	
	Revenue	\$2,342	\$23,622	\$24,951	\$24,876	\$382,358	\$876,747	\$54,393	\$6,447	\$17,169	\$0	\$0	\$1,412,906	\$122,870	\$0	(\$18,490)	\$1,535,776	\$66,278	\$23,748	
	% Total Revenue	0%	2%	2%	2%	27%	62%	4%	0%	1%	-	0%	100%	-	-	-	-	-	-	
	Revenue/Ton	\$7	\$350	\$619	\$284	\$37	\$152	\$150	\$400	\$153	\$0	\$0	\$77.68	\$61	\$0	(\$8)	\$68.08	\$69.96		