



## Memorandum

**DATE:** May 14, 2020  
**TO:** Chairman and Members of the Board  
**FROM:** Kevin H. Roche, CEO/General Manager  
**SUBJECT:** **Agenda – Full Board of Directors Meeting**

There is an **ecomaine** Board of Directors Meeting scheduled for **Thursday, May 21, 2020 @ 4PM**. The meeting will be held via **Video and Audio Conferencing (Zoom)**.

**LD 2167, 1 M.R.S. §403-A**, authorizes cities and towns to conduct virtual meetings online. “An Act To Implement Provisions Necessary to the Health, Welfare and Safety of the Citizens of Maine in Response to the COVID-19 Public Health Emergency”.

The agenda for this meeting is as follows:

1. Approval of the Minutes (*Attachment A*)
2. Presentation – HM PAYSON – Investment Portfolio
3. Outreach & Recycling Committee Report – Caleb Hemphill, Chair
4. Finance & Audit Committee Report – Erik Street, Chair
  - Final Review & Approval of the FY 21 Budget ([Link](#))
5. Update – Landfill Solar Project
6. Manager’s Report:
  - Update – COVID 19 as it relates to **ecomaine**
  - Update – Recycling Markets

Financial Report – FY 20 YTD

  - 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*)
7. Other Business:
8. **Executive Session: CEO Evaluation Review** – all board members are welcome and encouraged to participate. (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:**

Full Board of Directors	05-21-2020 @ 4pm
Outreach & Recycling Comm.	05-28-2019 @ 4pm
Annual Board of Directors Meeting	06-18-2020 @ 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:** April 28, 2020  
**TO:** Chairman and Members of the Board  
**FROM:** Kevin H. Roche, CEO/General Manager  
**SUBJECT:** Full Board of Directors Meeting Minutes – April 9, 2020

There was a Full Board of Directors Meeting held on the date noted above. The meeting was held via Zoom Video Conferencing. The meeting was called to order by Vice Chairman Mike Shaw.

**Roll Call of Members**

**Present:** Dennis Abbott, Anne Bilodeau, Linda Boudreau, Christopher Branch, Heather Brown, Kate Bruzgo, Dave Durrell, Matthew Frank, Jamie Garvin, James Hager, Caleb Hemphill, Greg L'Heureux, Troy Moon, Rod Regier, Heidi Richards, Bill Shane, Mike Shaw, Erik Street, Matthew Sturgis & Rob Wood

Vice Chairman Shaw requested a change in the order of the agenda, seeing no objections the meeting began with a review from Kevin Roche on the Solar Project.

**Item: # 2: Landfill Solar Project:**

Kevin Roche reviewed the summary provided by CES on the Landfill Solar Project. The review consisted of the assessment performed by CES on the site evaluation at **ecomaine** Landfill properties. The review included a recommendation for possible site development of the project. There was a lengthy discussion.

There was a question & answer period with information provided by Charles Agnew, Director of Energy Services at CES. Areas of discussion included the following:

- Scope of the Project.
- Assessment of properties and value to the project.
- Prospective Developer – EDF Renewables.
- Renewable Credits, Legislation & Net Savings.
- Lease agreements, maintenance & long-term maintenance responsibility.
- Contractual language.

This information was also provided in a summary to the Full Board.

After and lengthy discussion, Matthew Frank motioned to direct staff to move forward with negotiations with the condition that **ecomaine** will not be negatively impacted by the agreement. The motion was second by Mike Shaw. All in favor.

**Item # 3: Update on COVID 19 as it relates to ecomaine**

Kevin Roche briefed the board on the actions taken to date in managing the COVID 19 pandemic at **ecomaine**.

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

Caleb reported that the committee last met on February 13, 2020 and provided the following highlights:

**Recycling & Outreach Highlights:**

- eco-Excellence – 19 Awards were presented at the March 10, 2020 Ceremony.
- Students, teachers, and other outstanding individuals were awarded. Approximately 65 attendees at the event.
- Upcycle2020 & Recycling is a Work of Art Contest are postponed until later this month.
- Educational Outreach reached 50,065 people through March of 2020.

Although **ecomaine** has suspended in person education, we continue to provide remote educational opportunities for all ages at home.

Next meeting for the Outreach & Recycling Committee is scheduled for May 28, 2020 @ 4pm. All are invited.

**Item #5: Finance & Audit Committee Report – Erik Street, Chair**

The Finance & Audit Committee last met on November 21, 2019 and reported out to the Full Board on that date. The committee also provided a recap on February 13<sup>th</sup>, 2020 to the Executive Committee.

As reported in February, the Auditor Selection Sub-Committee met with representatives from three CPA firms to evaluate and select an auditor for the FY 20 audit. After meeting with the firms, the Sub-Committee selected Runyon, Kernsteen & Ouellette for FY 20 audit.

**Cash Disbursements**

In preparation for this meeting I reviewed the cash disbursements with staff on April 8, 2020 and found no issues or concerns to report.

Next Meeting – May 21, 2020. The agenda will include the following:

- Presentation from RKO for the FY 20 audit
- FY 20 Year to Date Financials

All are encouraged to attend.

**Item #6: Presentation & Review: Proposed Budget FY 21**

Kevin Roche presented the proposed budget for FY 21. There was a discussion on the budget. KR encouraged board members to reach out if they had questions or concerns. The Budget vote is expected to be on the May 21<sup>st</sup> Full Board of Directors Meeting agenda.

**Item#7:**      **Manager's Report**

Kevin Roche provided a brief update on the recycling market. He also provided an update on the support of legislators on LD 988. This summer the legislators may have a special session to include LD 988 getting back on the table.

**Item#1:**      **Approval of the Minutes**

Matthew Frank motioned to approve the minutes from the Board of Directors Meeting held on October 17, 2019. Linda Boudreau second the motion.

**Roll Call:**      All in Favor.

Dave Durrell motioned to adjourn. The motion was second by Troy Moon. All in favor.

**Guest:**  
Charles Agnew

**Staff:**  
Matt Grondin, Don Hebert, Denise Mungen, Kevin Roche & Trytek

Financial Summary April, 2020 (FY2020)

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	\$84,999	2%	0%	\$187,565	2%	5%
Associate	29,915	2%	1%	28,293	2%	1%
Contract	(99,674)	(4%)	(6%)	17,346	(1%)	3%
Commercial	606,914	6%	6%	525,775	5%	5%
Spot	(89,232)	(29%)	(1%)	(39,481)	(18%)	3%
Recycling	(501,669)	(9%)	(62%)	(29,728)	(7%)	(34%)
Electrical	(114,180)	(6%)	3%	(373,248)	(3%)	(8%)
Overall	(\$73,750)			\$326,520		

Cash Expenses Year-to-Date			
Expense	Status	% of Annual	Notable Items Affecting Expenses Year-to-Date
Total Departmental Costs	\$330,864	83%	<p><b>Favorable</b></p> <ul style="list-style-type: none"> <li>* Temporary Labor: \$201k - Favorable usage, recycling temporary labor was lower than budget</li> <li>* Recycle Material: \$88k - Lower prices on recycled materials due to fiber market</li> <li>* Payroll: \$75k - Unfilled positions in Recycling, Admin for parts of the year; positions filled now</li> <li>* Obsolete Inventory: \$60k - Budgeted write-offs have not occurred yet</li> <li>* Replacement Spare Parts: \$59k - Favorable operation at Recycling</li> <li>* Recycle Baling Wire: \$52k - Less incoming recyclable material, less to bale, less usage</li> <li>* Admin Legal Fees: \$50k - Favorable usage of legal advice</li> <li>* Industrial Cleaning: \$48k - Landfill, timing and sequential cleaning procedures</li> </ul> <p><b>Unfavorable</b></p> <ul style="list-style-type: none"> <li>* Contingent: (\$227k) - MSW bypass tipping fee during fall &amp; spring outage</li> <li>* OPs Major Repairs: (\$82k) - WTE, turbine minor repair</li> <li>* Water &amp; Sewer: (\$65k) - Landfill, wet March &amp; lagoon draining</li> <li>* Chemicals: (\$34k) - WTE, higher usage in January and February</li> <li>* Vehicle Maintenance: (\$38k) - Landfill, unforeseen repairs due to aging equipment</li> <li>* Gas &amp; Electric: (\$31k) - Ops, haul back of wet waste</li> </ul>

Variance	Year-to-Date vs. Budget Year-to-Date		Year-to-Date vs. Prior Year-to-Date	
	Revenue less Expenses		Revenue less Expenses	
	\$881,367	65%	(\$1,081,220)	306%

Cash Position			
	Balance		Notes
Cash on 7/1/2019	\$27,351,217		
Cash Generated	1,716,520		
Non-Operating Income	579,681		
Capital Expenditures	(3,443,788)		
Current Cash Position	\$26,203,630		

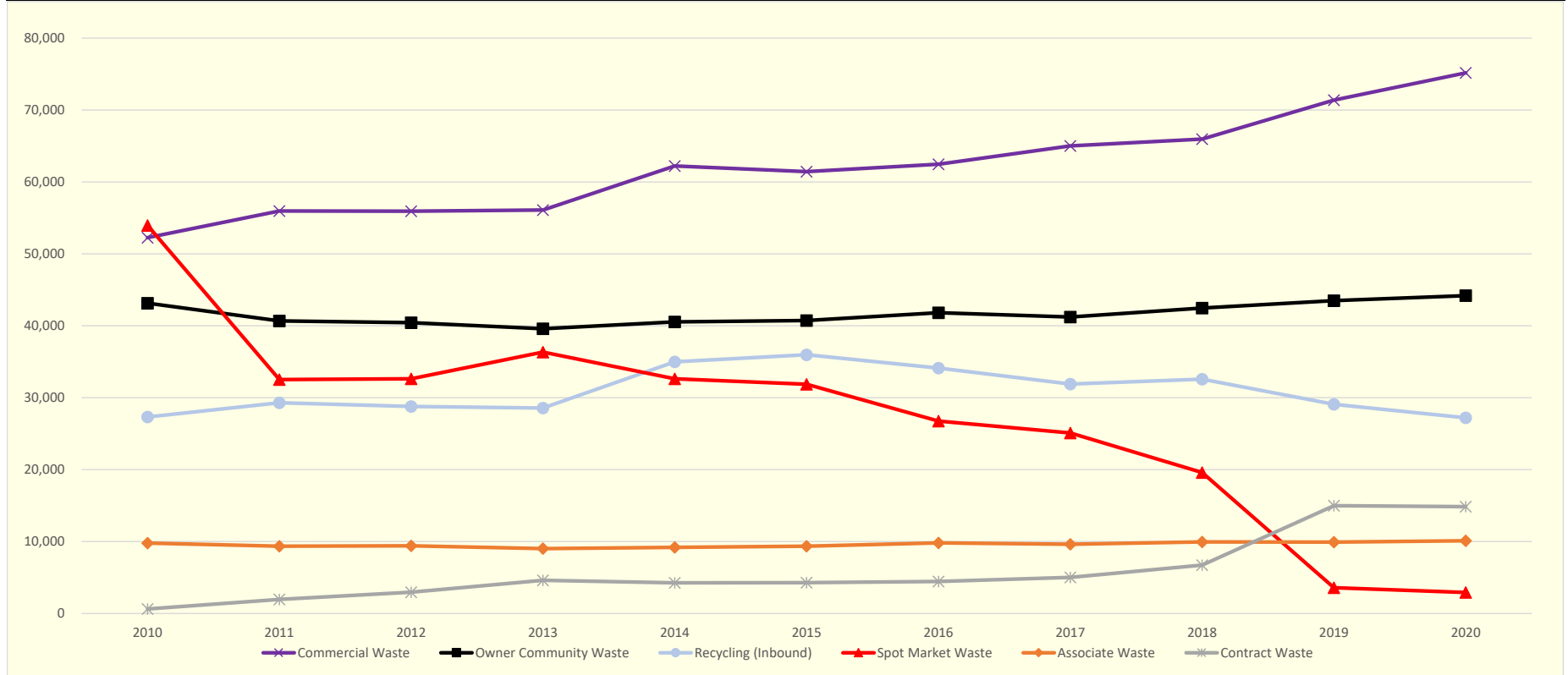
Average WTE Operations				
Month	Power Sold % Capacity	Average Boiler Availability %	Sales - MWHrs	Notes
March	70%	93%	6,261	
April	71%	78%	6,202	

Food Waste Year-to-Date Tonnage					
	Food Waste In		Food Waste Out		Food Waste Contaminates
Food Waste Tonnes	4,346		4,128		1,838

Recycling Markets					
Material	FY2019 YTD Average	FY2020 YTD Average	Variance		Next Month Projected Prices
Cardboard	\$82	\$51	(38%)		\$150
Paper	(21)	(38)	(84%)		(5)
Cans	183	96	(48%)		85
#2 Natural Plastic	685	903	32%		700
#2 Colored Plastic	326	265	(19%)		150
#1 PET Plastic	291	159	(45%)		120
Post Burn Metal	93	35	(62%)		35

## ATTACHMENT B2

ecomaine  
**Incoming Tonnage Chart**  
 Fiscal Year-to-Date Comparison as of April 30, 2020 (FY2020)



	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020
<b>Owner Community Waste</b>	43,138	40,678	40,433	39,592	40,556	40,736	41,826	41,230	42,466	43,508	44,191
<b>Associate Waste</b>	9,789	9,354	9,407	9,022	9,192	9,368	9,814	9,626	9,966	9,915	10,112
<b>Contract Waste</b>	629	1,965	2,966	4,624	4,260	4,291	4,442	5,014	6,720	14,989	14,862
<b>Commercial Waste</b>	52,255	55,960	55,931	56,107	62,234	61,435	62,452	65,017	65,968	71,379	75,166
<b>Spot Market Waste</b>	53,966	32,533	32,646	36,336	32,620	31,866	26,749	25,089	19,611	3,586	2,925
<b>Total Waste</b>	159,777	140,490	141,383	145,681	148,862	147,696	145,283	145,977	144,730	143,378	147,257
<b>Recycling (Inbound)</b>	27,317	29,306	28,798	28,581	34,998	35,976	34,125	31,903	32,570	29,076	27,211

## ATTACHMENT B3

ecomaine									
Statistical Data									
as of April 30, 2020 (FY2020)									
Category	Actual Year-to-Date			Year-to-Date FY2020				YTD vs Last YTD	
	2017	2018	2019	Actual	Budget	Variance Fav/(Unfav)		Variance Fav/(Unfav)	
						Units	%	Units	%
<b>MSW - Tons</b>									
Owner	41,230	42,466	43,508	44,191	43,226	965	2%	683	2%
Associate	9,626	9,966	9,915	10,112	9,873	239	2%	197	2%
Contract	5,014	6,720	14,989	14,862	15,482	(620)	(4%)	(127)	(1%)
Commercial	65,017	65,968	71,379	75,166	70,804	4,362	6%	3,787	5%
Spot	25,089	19,611	3,586	2,925	4,111	(1,186)	(29%)	(662)	(18%)
Total MSW	145,977	144,730	143,378	147,257	143,496	3,761	3%	3,878	3%
<b>Recycle - Tons</b>									
Inbound - MRF only	31,903	32,570	29,076	27,211	30,486	(3,275)	(11%)	(1,865)	(6%)
Outbound- MRF only including glass	28,891	28,871	26,566	24,677	26,972	(2,295)	(9%)	(1,889)	(7%)
Outbound- Post Burn	3,848	3,379	3,607	3,054	3,219	(165)	(5%)	(553)	(15%)
Outbound- Landfill Metal Mining	0	0	0	0	0	0	0%	0	0%
Outbound Total	32,739	32,251	30,173	27,732	30,191	(2,460)	(8%)	(2,441)	(8%)
<b>MSW - Revenue \$/Ton</b>									
Owner	\$70.20	\$69.75	\$70.17	\$73.33	\$73.00	\$0.33	0%	\$3.16	5%
Associate	83.34	84.22	87.15	88.26	87.36	0.90	1%	1.10	1%
Contract	57.86	53.86	60.52	62.20	66.15	(3.95)	(6%)	1.68	3%
Commercial	70.34	69.14	70.53	73.97	69.96	4.01	6%	3.44	5%
Spot	55.37	56.09	70.37	72.79	73.49	(0.70)	(1%)	2.42	3%
Total MSW	\$68.16	\$67.88	\$70.52	\$73.55	\$71.76	\$1.79	2%	\$3.03	4%
<b>Recycle - Revenue \$/Ton</b>									
\$/Ton MRF Only Revenue	92.90	56.64	33.19	21.97	58.59	(36.62)	(62%)	(11.21)	(34%)
<b>Energy</b>									
MWH's Sold	71,812	68,764	67,238	65,414	69,877	(4,464)	(6%)	(1,825)	(3%)
\$/MWH	\$44.58	\$53.53	\$55.11	\$50.94	\$49.32	\$1.62	3%	(\$4.17)	(8%)
Steam Plant Capacity Factor %	90%	91%	93%	82%					
Average Boiler Availability %	83%	77%	96%	78%	91%				
Steam Plant Capacity Utilization %	99%	102%	103%	93%					
Power Capacity Factor %	73%	70%	77%	71%					
Power Sold - % of Capacity to Sell	74%	69%	72%	71%	81%				

**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, 2020 (FY2020)							
Category	Fiscal Year Actuals on 04/30			Current Year To Date			FY20 & FY19
	2017	2018	2019	Actual	Budget	Variance	Variance
<b>Operating Revenues</b>							
Owner Member Tipping Fees	\$2,894,231	\$2,961,930	\$3,052,932	\$3,240,497	\$3,155,498	\$84,999	\$187,565
Associate Member Tipping Fees	802,286	839,327	864,127	892,420	862,505	29,915	28,293
Contract Member Tipping Fees	290,131	361,909	907,115	924,461	1,024,134	(99,674)	17,346
Commercial Tipping Fees	4,573,563	4,560,861	5,034,587	5,560,362	4,953,448	606,914	525,775
Spot Market Tipping Fees	1,389,195	1,099,953	252,359	212,879	302,111	(89,232)	(39,481)
Electrical Power Revenues	3,201,372	3,680,935	3,705,353	3,332,105	3,446,285	(114,180)	(373,248)
Sales of Recycled Goods	3,121,241	2,085,747	1,232,378	577,814	1,191,658	(613,844)	(654,564)
Recycling Tipping Fees	24,458	183,836	423,947	1,048,783	936,608	112,174	624,836
Other Operating Income	84,537	85,792	88,138	98,135	88,958	9,177	9,998
<b>Total Operating Revenues</b>	<b>\$16,381,014</b>	<b>\$15,860,291</b>	<b>\$15,560,936</b>	<b>\$15,887,456</b>	<b>\$15,961,206</b>	<b>(\$73,750)</b>	<b>\$326,520</b>
<b>Operating expenses</b>							
Administrative expenses	2,058,815	2,205,110	2,298,818	2,498,216	2,541,863	43,648	(199,398)
Waste-to-energy operating expenses	7,758,406	8,186,786	8,081,413	8,742,226	8,500,354	(241,872)	(660,813)
Recycling operating expenses	1,804,136	1,997,737	1,978,384	1,717,561	2,271,957	554,396	260,823
Landfill/ashfill operating expenses	1,463,528	1,482,655	1,594,066	1,496,073	1,470,765	(25,308)	97,993
Contingency	0	0	0	435,477	208,330	(227,147)	(435,477)
<b>Total operating expenses</b>	<b>\$13,084,884</b>	<b>\$13,872,288</b>	<b>\$13,952,682</b>	<b>\$14,889,552</b>	<b>\$14,993,270</b>	<b>\$103,718</b>	<b>(\$936,871)</b>
<b>Net operating income</b>	<b>\$3,296,130</b>	<b>\$1,988,003</b>	<b>\$1,608,254</b>	<b>\$997,904</b>	<b>\$967,936</b>	<b>\$29,968</b>	<b>(\$610,350)</b>
<b>Non-operating income (expense)</b>							
Non Investment Interest	30,506	40,734	36,661	65,584	42,040	23,544	28,923
Investment Income Net of Expenses	980,043	811,070	1,376,316	514,097	416,670	97,427	(862,219)
Misc. Income / (Expenses)	8,593	22,940	23,160	11,523	20,830	(9,307)	(11,637)
<b>Net non-operating</b>	<b>\$1,019,142</b>	<b>\$874,745</b>	<b>\$1,436,136</b>	<b>\$591,204</b>	<b>\$479,540</b>	<b>\$111,664</b>	<b>(\$844,932)</b>
<b>Net Income (EBITDA)</b>	<b>\$4,315,272</b>	<b>\$2,862,748</b>	<b>\$3,044,390</b>	<b>\$1,589,107</b>	<b>\$1,447,476</b>	<b>\$141,632</b>	<b>(\$1,455,282)</b>



**ATTACHMENT B5**

ecomaine								
Statement of Cash Balances								
as of April 30, 2020 (FY2020)								
Category	12 Month Actuals @ 6/30				Budget FY2020 @ 6/30/20	Actual FY2020 @ 4/30/20	Reserves per policy	Reserve Target
	2016	2017	2018	2019				
Cash & Reserves - beginning of period	\$26,510,251	\$28,538,043	\$30,861,320	\$30,335,576	\$26,423,615	\$27,351,217		
Cash flows from operating activities:								
Net operating income	(1,232,895)	1,802,380	(2,623,561)	(1,791,158)	(3,093,680)	(2,197,274)		
Add back: depreciation	4,201,984	4,177,307	4,316,892	3,859,420	4,361,892	2,904,865		
Add back: landfill closure costs	295,483	(2,182,480)	224,814	263,379	275,000	219,483		
Add back: Post Retirement Benefit	70,458	60,244	70,458	78,509	85,000	70,830		
Other working capital changes	(859,134)	388,720	194,650	47,129	0	718,616		
Net cash provided by operating activities	\$2,475,896	\$4,246,170	\$2,183,253	\$2,457,280	\$1,628,212	\$1,716,520		
Cash flows from capital and related financing activities:								
Payment of interest	1,983	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	\$1,983	\$0	\$0	\$0	\$0	\$0		
Cash flows from investing activities:								
Receipts of Non Investment Interest	35,662	36,584	49,340	68,278	50,447	65,584		
Investment Income Net of Expenses	141,924	1,164,205	1,205,691	1,485,070	500,000	514,097		
Capital expenditures	(2,147,288)	(3,123,683)	(3,964,027)	(6,994,987)	(7,192,000)	(3,443,788)		
Sale of Gorham Property	1,519,615							
Net cash used in investing activities	(\$450,087)	(\$1,922,894)	(\$2,708,996)	(\$5,441,639)	(\$6,641,553)	(\$2,864,107)		
Net increase (decrease) in cash	2,027,792	2,323,277	(525,744)	(2,984,359)	(5,013,341)	(1,147,587)		
Cash & Reserves - end of period	\$28,538,043	\$30,861,320	\$30,335,576	\$27,351,217	\$21,410,275	\$26,203,630		

Statement of Cash Balances								
Operating Cash Reserve	\$8,249,690	\$8,290,518	\$8,301,636	\$4,368,193	\$3,502,080	\$4,078,852	\$4,078,852	\$4,078,852
Landfill Closure Reserve	300,941	301,736	301,753	309,601	300,223	315,061	315,061	315,061
Discretionary Landfill Closure Reserve	6,214,445	7,712,419	9,789,027	10,546,784	8,138,790	10,766,434	10,766,434	22,217,000
Long Term Capital Reserve	4,057,653	4,520,183	4,984,354	5,356,350	3,178,678	5,480,522	5,480,522	5,480,522
Recycling Revenue & Cost Sharing	502,516	502,847	0		0	0	0	0
Short Term Capital Reserve	3,298,492	3,310,239	3,316,864	2,597,777	3,290,504	2,051,933	2,051,933	2,051,933
Balance Operating Cash	5,914,305	6,223,377	3,641,942	4,172,513	3,000,000	3,510,829		
Total	\$28,538,043	\$30,861,320	\$30,335,576	\$27,351,217	\$21,410,275	\$26,203,630	\$22,692,801	\$34,143,367

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

July 1, 2019 to April 30, 2020

Community	Waste/ Food Waste Bulky/Other			Recycle						
	FY19	FY20	over/(under)					FY19	FY20	over/(under)
BRIDGTON	2,030.16	2,114.34	84.18					437.67	422.89	(14.78)
CAPE ELIZABETH	2,073.55	2,330.63	257.08					787.46	723.23	(64.23)
CASCO	749.04	736.57	(12.47)					299.91	266.45	(33.46)
CUMBERLAND	1,286.45	1,363.04	76.59					695.47	656.20	(39.27)
FALMOUTH	1,863.99	1,888.15	24.16					1,103.21	1,112.69	9.48
FREEPORT	1,301.35	1,332.61	31.26					691.22	641.32	(49.90)
GORHAM	2,384.03	2,533.76	149.74					863.20	849.80	(13.40)
GRAY	2,244.32	2,298.70	54.38					-	-	-
HARRISON	771.79	807.82	36.04					139.26	149.30	10.04
HOLLIS	979.38	1,011.45	32.07					212.08	218.25	6.17
LIMINGTON	1,357.10	1,133.72	(223.38)					63.60	81.06	17.46
LYMAN	1,355.21	1,447.70	92.49					170.72	179.74	9.02
NORTH YARMOUTH	574.94	580.31	5.37					312.32	314.58	2.26
PORTLAND	7,252.38	7,522.15	269.77					4,430.02	4,136.80	(293.23)
POWNAI	204.55	211.10	6.55					105.19	99.48	(5.71)
SCARBOROUGH	4,718.35	4,607.75	(110.60)					1,865.44	1,735.89	(129.55)
SOUTH PORTLAND	5,706.58	5,621.89	(84.69)					1,878.59	1,828.72	(49.88)
WATERBORO	2,368.45	2,135.05	(233.40)					290.37	309.71	19.35
WINDHAM	2,084.35	2,220.46	136.11					1,155.33	1,110.53	(44.80)
YARMOUTH	2,202.15	2,282.67	80.52					770.01	629.69	(140.32)
<b>Owner Member Total</b>	<b>43,508.11</b>	<b>44,179.86</b>	<b>671.75</b>					<b>16,271.04</b>	<b>15,466.30</b>	<b>(804.74)</b>
NAPLES	899.63	909.53	9.91					-	69.80	69.80
PARSONFIELD	593.93	572.76	(21.17)					56.56	58.30	1.74
SACO	4,470.13	4,603.21	133.08					1,331.59	1,326.15	(5.44)
STANDISH	2,519.49	2,434.87	(84.62)					459.81	374.58	(85.23)
TRI-TOWN (BALDWIN, HIRAM & PORTER)	1,431.81	1,591.39	159.58					129.85	145.94	16.09
BALDWIN	477.27	530.46	53.19					43.28	48.65	5.36
HIRAM	477.27	530.46	53.19					43.28	48.65	5.36
PORTER	477.27	530.46	53.19					43.28	48.65	5.36
<b>Associate Member Total</b>	<b>9,914.98</b>	<b>10,111.76</b>	<b>196.77</b>					<b>1,977.81</b>	<b>1,974.77</b>	<b>(3.04)</b>
ANDOVER	-	-	-					36.58	37.45	.87
AUGUSTA	-	-	-					288.01	255.01	(33.00)
BROWNFIELD	199.88	349.35	149.47					52.20	47.03	(5.17)
CARMEL	-	-	-					41.29	17.47	(23.81)
CHEBEAGUE ISLAND	192.44	199.24	6.80					39.34	32.12	(7.22)
CHELSEA	-	-	-					19.16	27.16	8.00
CORNISH	-	-	-					35.74	40.46	4.72
ELIOT	541.14	524.13	(17.01)					-	-	-
FRYE ISLAND RECYCLING	-	-	-					-	14.99	14.99
FRYE ISLAND WASTE	-	61.21	61.21					-	-	-
FRYEBURG	-	-	-					203.81	179.82	(23.99)
GLENBURN	-	-	-					58.34	72.88	14.55
GREENLAND, NH	-	-	-					298.74	287.36	(11.38)
JAY	-	-	-					152.72	-	(152.72)
KITTERY	1,512.79	1,499.68	(13.11)					-	-	-
LIMERICK	1,235.34	1,266.64	31.30					73.36	67.47	(5.89)
LIVERMORE FALLS	366.93	409.86	42.93					76.17	64.98	(11.19)
MANCHESTER	-	-	-					50.07	-	(50.07)
MIDCOAST	4,674.75	4,614.29	(60.46)					-	-	-
MONMOUTH	-	-	-					206.44	212.88	6.44
NEWBURGH	-	-	-					16.79	29.63	12.84
NEWINGTON	-	-	-					94.39	70.75	(23.64)
NORTH HAVEN	168.82	154.53	(14.29)					51.15	57.64	6.49
OHSTT	2,660.88	2,571.40	(89.48)					118.01	110.36	(7.65)
OLD ORCHARD	.36	.77	.41					432.94	471.47	38.53
OTISFIELD	-	-	-					51.81	45.59	(6.22)
POLAND	-	-	-					255.65	-	(255.65)
READFIELD/WAYN	-	-	-					232.55	234.86	2.31
ROCKLAND	1,650.09	1,547.08	(103.01)					-	287.20	287.20
SANFORD	193.80	13.00	(180.80)					1,124.82	1,040.66	(84.16)
SHAPLEIGH	-	-	-					106.21	100.33	(5.88)
STETSON	-	-	-					17.58	21.24	3.66
SWANS ISLAND	-	-	-					51.78	-	(51.78)
TRI-COUNTY	827.85	814.71	(13.14)					-	-	-
VINALHAVEN - RECYCLE	-	-	-					63.66	112.62	48.96
WATERVILLE	-	-	-					305.94	453.79	147.85
WOOLWICH	764.23	836.58	72.35					179.12	168.78	(10.34)
<b>Contract Member Total</b>	<b>14,989.30</b>	<b>14,862.47</b>	<b>(126.83)</b>					<b>4,734.36</b>	<b>4,562.00</b>	<b>(172.36)</b>
<b>Commercial Total</b>	<b>71,379.50</b>	<b>75,177.81</b>	<b>3,798.32</b>					<b>6,079.15</b>	<b>5,207.56</b>	<b>(871.59)</b>
<b>Spot Market Total</b>	<b>3,586.25</b>	<b>2,924.64</b>	<b>(661.61)</b>					<b>-</b>	<b>-</b>	<b>-</b>
<b>Grand Totals</b>	<b>143,378.14</b>	<b>147,256.55</b>	<b>3,878.41</b>					<b>29,062.36</b>	<b>27,210.64</b>	<b>(1,851.72)</b>

Historical Generation Summary

ATTACHMENT B7

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	\$279,249
Feb-20	99%	2,600,383	3,220,981	5,821,364	\$0.04909	\$0.03961	\$342,063	\$205,305
Mar-20	93%	2,783,551	3,477,223	6,260,774	\$0.03776	\$0.03150	\$302,389	\$191,897
Apr-20		2,956,571	3,245,366	6,201,937	\$0.03067	\$0.02421	\$243,851	\$180,536
May-20					\$0.02369	\$0.01825		
Total for contract period							\$888,303	\$577,738