

THE ECOMAINE 2018 ANNUAL REPORT

eco maine



our mission

ecomaine provides comprehensive long-term solid waste solutions in a safe, environmentally responsible, economically sound manner, and is a leader in raising public awareness of sustainable waste management strategies.

Download the ecomaine RECYCLOPEDIA

Save the date for the Annual Recycling Open House (every September)

Take a tour five days a week

Visit ecomaine.org

Call us: 207.773.1738

COVER PHOTO

Know before you throw! Guests at our Open House learned tips and tricks about which bin to put waste in, either recycling or trash. There are just some things that don't belong in the recycling—like kids, despite how funny and cute our friend on the cover is! To request a Do/Don't list for your own home, send an email to info@ecomaine.org.



LEADERSHIP

Guided by Mission, Continuously Improving

It has been an eventful year in the waste management industry, to say the least. Market insecurity around recyclable paper has led to uncertainty about the future of that commodity, and even the outlook for the entire recycling business. At the same time, waste managers in other regions continue to run out of landfill space and are looking for solutions to their future disposal options.

Despite the bleak appearances, ecomaine remains strong, thanks to our communities. In the face of unprecedented realities, ecomaine communities reduced recycling contamination during the last two months of FY18. Our reputation and support for the higher rungs of the waste hierarchy is well-known in the industry. By maintaining our commitment to recycling during these challenging times, ecomaine is well-positioned to continue to manage waste with positive economic and environmental impacts.

Not only that, ecomaine's strength is in its diversity. The Waste-to-Energy plant celebrates 30 years of creating energy for Maine homes this year—not to mention revenue for ecomaine. Our ashfill is on the cusp of a new decade-long project to recover post-burn metals, creating additional space and income. And ecomaine's community outreach is truly what sets us apart,

with more than 25,000 people reached by our tours, programs, and presentations in just one year. These programs create the bedrock on which ecomaine achieves its mission.

Our mission statement is underscored in our work every day. It is the guiding principle that is a part of every decision we make, and will allow ecomaine to thrive for decades to come.

It will never be enough to sit by and wait for our bright future. We all work together to improve solid waste management in Maine every year. ecomaine's Board, staff, and everyone in our communities has a role to play in making this future a reality. Thank you!

Kevin Roche
KEVIN ROCHE, CEO

BOARD OF TRUSTEES



Maureen McDevitt BRIDGTON | Matthew Sturgis CAPE ELIZABETH | Jamie Garvin CAPE ELIZABETH | David Morton CASCO | Rodney Regier FREEPORT



Sherrie Benner GORHAM | Deb Cabana GRAY | Len Van Gaasbeek HOLLIS | Jeff Amatrudo LIMINGTON | Robert Randall LYMAN



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William Shane Vice Chair, Finance Committee CUMBERLAND | Troy Moon Past President PORTLAND

recycling

40,000+

MATERIALS SEARCHED IN THE RECYCLOPEDIA IN ITS FIRST YEAR

In FY18, paper, which ecomaine used to send to China, was certainly the hardest hit of all of ecomaine's recyclables. Fortunately, our cardboard, plastic, glass, and metal is sent domestically and to Canada. But at nearly half of our tonnage, paper proved to be a significant challenge this year.

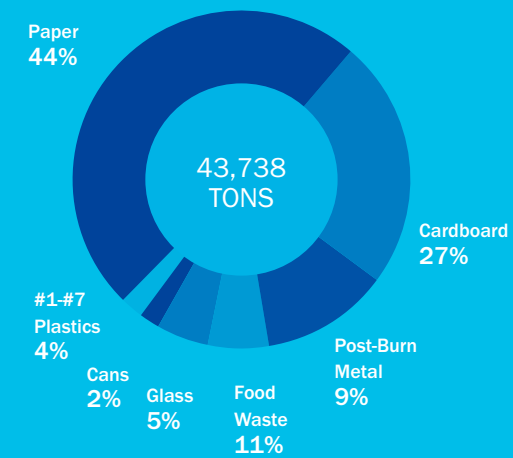
However, ecomaine is focused on the future, too; we are positioning ourselves to benefit upon the recovery of the markets. And we are constantly evaluating new technologies that can help us be more efficient. Because we emphasize our mission and the waste hierarchy in decision-making, we know that recovering materials and keeping them out of landfills is critically important.

Just as ecomaine builds its important relationships with our members, we also build and maintain connections with the buyers of our materials, earning their trust for our high-quality recyclable material.

RECYCLABLE SCRAP PRICES FY17 vs FY18



THE RECYCLING TON



Forging Ahead

Fiscal Year 2018 was the most challenging for recycling markets in a decade. Overall recycling revenue dropped by about 40% in the face of China's ban on recyclable materials, and the resulting imbalance of supply and demand.

waste to energy

The 175,000 tons of trash we burn each year generates enough electricity to power all of ecomaine, our electric company car—and about 15,000 homes, too!

Generating waste is as old as humankind. But at ecomaine, we're pleased to have served Maine with our Waste-to-Energy facility for 30 years in 2018.

One "eco-maineiac" who's been here for (almost) all of it is Kevin Trytek, ecomaine's Plant Manager. Who better than him to sit down with and talk ecomaine history? Kevin started as a Utility Operator when our Waste-to-Energy plant opened, and learned along the way, becoming a Control Room Supervisor, and now oversees the operations for all those tons of Maine's trash that generate energy every year.

What's changed in 30 years?

There have been a lot of changes, especially in the Board's evolution and our leadership. It was a different way of doing business back then. There was a lot of debt; it cost the communities a lot of money. It was a big deal when the debt was paid off a few years ago.

It's been a good place to work; I got in at a pretty young age, and I learned a lot from the Board and from our managers over the years. It's been interesting to see how it all works. I've been lucky in that respect.

What about the advances in technology over three decades?

I think the plant, overall, has been kept modern, and I think it runs better now than when it was new. If you think about the technology back then, computers were just coming out. I think we had one computer.

Controls have changed dramatically, and reduced our emissions, too. And there's always been a lot of maintenance to do. There is a lot of replacement work, a lot of work on all our equipment. It's a tough environment for steel.

175,000 tons/year...
~5.25 million tons of trash

equals 2.7 million megawatt hours...
(vs. 270,000 mwh from raw trash, 10%)

powering 450,000 homes
(instead of 45,000 from raw trash, 10%)

What do you see in the future of ecomaine and Waste-to-Energy?

I think you're going to see a lot of turnover in the next 5-7 years. A lot of the people at ecomaine came here pretty early on, and some are getting to retirement age. It's been a place where people stay. You're always learning something. But there's going to be a pretty big change, all at once. We're looking at managing that transition, and getting all our knowledge and information to a place where the next generation can use it. Training is going to be key. A lot of it is training and documenting procedures.

We've come a long way from the days of "incinerator bashing." In the early years, WTE was really looked down upon and opposed by potential neighbors. And it can be expensive. I think it's a hard sell, but there's a brand new one in Palm Beach, Florida, where land is probably at more of a premium, and transportation is an

issue. They have their new one right next to their old one, and they're taking care of a lot of waste. Ten times as much as we do, basically.

What would people be surprised to learn about ecomaine?

Mostly, I hear that people are surprised we're even here. There are really no odors or anything. They didn't realize there was this much happening with their trash and recycling. They might not give it any thought.

Thanks, Kevin, for 30 years!

And it also equals more landfill space—

we saved 90% of total landfill volume over 30 years!



Kevin Trytek, Waste-to-Energy Plant Manager

1976

Regional Waste Systems is founded by Cape Elizabeth, Portland, Scarborough, and South Portland

1978

Regional Waste Systems buys 240 acres of land to establish a jointly-owned landfill

1985

Our regional organization expands to 21 municipalities, including Hollis, Gray, and Yarmouth

1988

Waste-to-Energy plant is built to use waste as fuel to generate electricity into the grid, and to reduce the volume of trash being landfilled

1990

Recycling facility is established using the former waste processing building and existing trash baler

2006

Debuts Single-Sort recycling technology under the new company name, **ecomaine**

2018

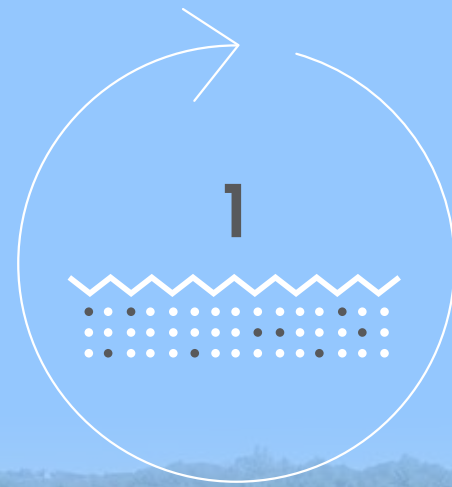
ecomaine includes 74 communities, has eliminated its debt, and holds the Safety (OHSAS 18001) and Environmental (ISO 14001) certification at its three facilities.

landfill

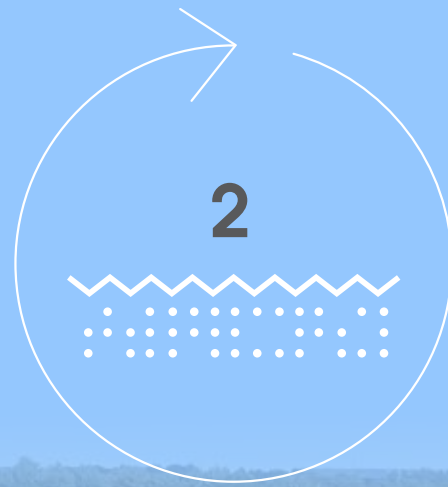
ecomaine is now able to bring back materials that had been landfilled for a while, and use that to create energy at our Waste-to-Energy Plant.

In FY18, it was more than **11,000 tons!**

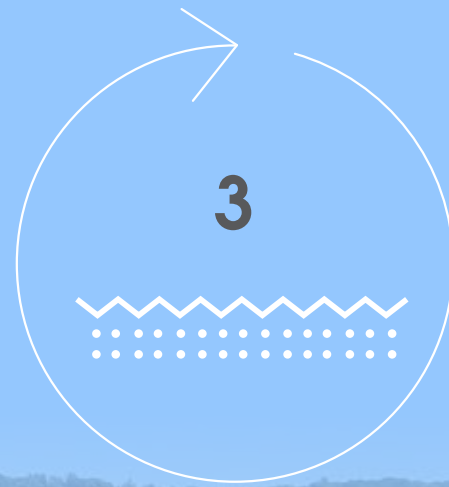
ecomaine



Sometimes, metal makes its way into people's trash bins and into our ashfill, since it doesn't burn up. But it's a valuable resource!



ecomaine partners with a mining company to retrieve the metal from under all that ash, and to recycle it, putting it to use once again.



Recycling metal creates space. Reducing the area needed to store waste is important for the environment and to ecomaine's future!

The waste-to-energy process reduces the material to 10% of its original size, allowing ecomaine decades of space more than if we were storing regular trash. It's a valuable resource so close to Maine's biggest population center, at a time when other cities are desperate for space to store their solid waste.

And the future looks even brighter—this year, ecomaine signed a contract to mine the ashfill for ferrous and non-ferrous metals, which will generate even more space and advantageous revenue.

Remember the Mobro Garbage?

30 years ago, the infamous New York "garbage" spent more than six months sailing the eastern seaboard and Gulf of Mexico, as the City's waste was turned away from port after port. The resulting awareness of landfilling brought about much of the modern recycling movement.



From Trash to Ash

Landfilling is the last resort on the State of Maine's waste hierarchy. The last thing we want for Maine is hills—or barges!—of raw trash. At ecomaine, our ashfill is home to the post-burn ash that used to be our trash.



Lynn Michaels with Health Coach Tammy Perry-Kramarz

SAFETY

Wellness Corner

Lynn Michaels, ecomaine's Accounting and Human Resources Specialist, oversees ecomaine's Wellness Program. ecomaine employees have the opportunity for monthly lunch and learn sessions, to meet with a registered nurse on ecomaine's campus, and receive incentives for improved lifestyle habits. Lynn leads the way, keeping ecomaine employees safe and well!

ecomaine Safety Committee

- Mark Dolloff, Chair
- Mark Maritato, Recording Secretary
- Nate Gerrish
- Matt King
- Kevin Trytek
- Andrew White
- Lynn Michaels
- Ed Caron



On the Safe Side

It's no accident that safety comes first in our mission statement. Safety comes first at ecomaine every day.

ecomaine is a safety leader in the waste management industry, as evidenced by our presentation on lithium ion battery disposal at the Solid Waste Association of North America's Technical Session on safety. And for another year, ecomaine has lost no time to accidents—notable in the fifth-most dangerous line of work in the nation.

But it's no time to be complacent. In fact, ecomaine's dedicated Safety Committee is hard at work for all of our employees, committing to the installation of an all-new fire suppression system, updating its tour safety procedures, and maintaining its accreditation in OHSAS 18001, the rigorous international workplace safety standard.



RESPONSIBILITY

Good Neighbors

At ecomaine, we try to be good neighbors—the kind you can't hear, see, or smell. We also work on protecting our communities from those things that you can't always see or smell—sulfur dioxide, heavy metals, or particulates that don't belong in the air.

One of those things, heavy metals, is mitigated by the injection of carbon. The higher the amount of metals, the more carbon we have to use. But in the last year, ecomaine reduced the carbon injection rate from 17 pounds/hour to 12. Better for the environment and better for the bottom line, too!

ecomaine's Environmental Management System (EMS) is based on international standards, and is even moving from the ISO 14001 to the even more-rigorous ISO 45001 this year! The EMS Work Group meets monthly to continuously improve ecomaine's procedures that help keep Maine clean.

“Not only is ecomaine good for our environment as a whole, they're good for our neighborhood environment!”

Being across the street from a large waste management plant could get messy, loud, and smelly. but we see ecomaine always cleaning Blueberry Road and their own yard. They are committed to keeping our streets, water, and air clean. It's very convenient and a pleasure to be their neighbor.”

—TOM LIBBY, BUILDING MANAGER, RUTH'S REUSABLE RESOURCES





“What matters most to me is making sure I put the right things in the recycling bin.”

SAVANNAH, GREELY HIGH SCHOOL JUNIOR



Scott Ames, 19 Years

“I’m so glad

we have ecomaine, and thankful for the job that you do. Keep recycling!”

GERARD LABBE, AUGUSTA



“Having you

at the Fair is such a welcome addition. It demonstrates that MOFGA not only talks the sustainability talk, we walk the walk, and recycle as much of our waste as we possibly can.”

APRIL BOUCHER, COMMON GROUND COUNTRY FAIR DIRECTOR, MOFGA

“I love to recycle.”

ELIZABETH, GRADE 2, SOUTH PORTLAND



Wayne Butler, 1 Year

“You burn trash

so it gets smaller and then you don’t have as much trash.”

LUCAS, GRADE 2, SOUTH PORTLAND



Bill Cote, 2 Years

“Your hard work in all you do brings out the best in us and inspires us even further.”

TERRI EDDY, ECOLOGY CLUB OF SCARBOROUGH HIGH SCHOOL



“We’ve learned so much from ecomaine.

We can do the right thing. It’s easy!”

JENNIFER, GRADE 5 TEACHER, MANCHESTER SCHOOL, WINDHAM



Phil Thomas, 10 years

“We’re lucky to have ecomaine!”

DEBBIE JORDAN, PEAKS ISLAND



Rick Robinson, 30 Years

“As I looked at the landfill,

it occurred to me just how much waste we produce and what it will do to the world when there is no room left for it.”

EVAN, JUNIOR, GREELY HIGH SCHOOL



Chuck Davis, 31 Years

REVENUE AND EXPENSES

	ACTUAL - PRIOR YEARS			FY 18 BUDGET VARIANCE			FY 18 vs.
	2015	2016	2017	Actual	Budget	Variance	FY 17 Actual Variance
Operating Revenues							
Municipal assessments & rebates	\$(1,000,003)	-	-	-	-	-	-
Owners tipping fees	3,455,911	3,543,278	3,554,488	3,610,889	3,502,256	108,632	56,401
Assoc tipping fees	944,682	978,906	982,194	1,024,419	976,197	48,223	42,226
Contract tipping fees	295,585	306,831	357,524	574,321	330,724	243,597	216,797
Commercial tipping fees	5,114,351	5,263,778	5,649,092	5,636,624	5,104,080	532,544	(12,468)
Spot market tipping fees	2,008,508	1,728,293	1,687,510	1,170,268	1,549,571	(379,304)	(517,242)
Electrical generating revenues	4,616,876	4,182,191	3,715,051	4,257,098	3,695,607	561,491	542,047
Sales of recycled goods	2,956,003	2,369,969	3,806,555	2,165,413	2,668,767	(503,354)	(1,641,142)
Recycling tipping fees	130,981	140,644	29,296	269,741	104,908	164,834	240,446
Other operating income	98,434	103,117	101,695	103,401	101,955	1,446	1,706
TOTAL OPERATING REVENUES	\$18,621,329	\$18,617,008	\$19,883,404	\$18,812,174	\$18,034,065	\$778,110	\$(1,071,230)
Operating Expenses							
Administrative expenses	\$2,631,993	\$2,520,240	\$2,518,887	\$2,740,466	\$2,702,057	\$(38,409)	\$(221,579)
Waste-to-energy operating expenses	9,222,332	8,946,000	9,371,777	9,717,360	9,994,480	277,120	(345,583)
Recycling operating expenses	2,088,193	2,173,789	2,203,746	2,490,994	2,422,716	(68,278)	(287,248)
Landfill/ashfill operating expenses	1,802,372	1,641,948	1,931,544	1,794,473	1,750,173	(44,300)	137,071
Contingency	0	0	0	0	200,000	200,000	0
Landfill closure & post-closure care costs	259,936	295,483	(2,182,480)	254,884	300,000	45,116	(2,437,364)
Post-retirement benefit - health Care	49,730	70,458	60,244	42,601	85,000	42,399	17,643
Depreciation & amortization	3,804,881	4,201,984	4,177,307	4,316,892	4,348,113	31,221	(139,585)
TOTAL OPERATING EXPENSES	\$19,859,438	\$19,849,903	\$18,081,024	\$21,357,670	\$21,802,539	\$444,869	\$(3,276,645)
Net Operating Income	\$(1,238,109)	\$(1,232,895)	\$1,802,379	\$(2,545,496)	\$(3,768,474)	\$1,222,978	\$(4,347,875)
Non-Operating Income (Expense)							
Non Investment Interest	\$48,352	\$35,662	\$36,584	\$49,340	\$33,820	\$15,520	\$12,756
Investment Income Net of Expenses	71,167	141,924	1,164,205	1,205,691	0	1,205,691	41,486
Misc. Income / (Expenses)	83,442	(68,836)	65,532	51,649	0	51,649	(13,883)
NET NON-OPERATING	\$202,961	\$108,750	\$1,266,321	\$1,306,680	\$33,820	\$1,272,860	\$40,359
Total Revenue Less Expenses	\$(1,035,148)	\$(1,124,146)	\$3,068,700	\$(1,238,816)	\$(3,734,654)	\$2,495,838	\$(4,307,516)

STATEMENT OF CASH BALANCES

	2015	2016	2017	ACTUAL FY 18	BUDGET FY 18
Cash, Beginning Of Period	\$29,317,000	\$26,510,251	\$28,538,043	\$30,861,320	\$28,131,027
Cash Flows From Operating Activities					
Net operating income	(1,238,109)	(1,232,895)	1,802,379	(2,545,496)	(3,768,567)
Add back: depreciation	3,804,881	4,201,984	4,177,307	4,316,892	4,348,113
Add back: landfill closure costs	259,936	295,483	(2,182,480)	254,884	300,000
Add back: post retirement benefit	49,730	70,458	60,244	49,088	85,000
Other working capital changes	(41,673)	(859,134)	388,720	204,613	
NET CASH PROVIDED	\$2,834,765	\$2,475,896	\$4,246,170	\$2,279,981	\$964,546
Cash Flows From Capital And Related Financing Activities					
Payment of interest	\$427	\$1,983	-	-	-
Repayment of long-term debt	-	-	-	-	-
Repayment of capital leases	-	-	-	-	-
NET CASH USED	\$427	\$1,983	-	-	-
Cash Flows From Investing Activities					
Receipts of interest	\$48,352	\$35,662	\$ 36,584	49,340	\$ 33,820
Investment income	71,167	141,924	1,164,205	1,205,691	-
Capital expenditures	(5,761,460)	(2,147,288)	(3,123,683)	(4,060,755)	(4,512,950)
Sale of Gorham Property	-	1,519,615	-	-	-
NET CASH USED IN INVESTING	\$(5,641,941)	\$(450,087)	\$(1,922,894)	\$(2,805,724)	\$(4,479,130)
NET INCREASE (DECREASE) IN CASH	(2,806,749)	2,027,791	2,323,277	(525,743)	(3,514,584)
Cash, End Of Period	\$26,510,251	\$28,538,043	\$30,861,320	\$30,335,576	\$24,616,443

Despite the unpredictability in worldwide recycling markets, ecomaine is well-positioned to weather the storm and thrive in the future.

ASSETS AND LIABILITIES

Assets	2015	2016	2017	2018
Current Assets				
Balance Operating Cash	\$6,298,130	\$5,914,305	\$6,223,377	\$3,641,942
Accounts Receivable	1,943,169	1,885,906	2,135,332	1,702,101
Inventory	2,487,755	2,641,991	2,808,335	2,801,314
Prepaid Expenses	190,326	405,802	197,485	241,659
Total Current Assets	\$10,919,380	\$10,848,004	\$11,364,529	\$8,387,016
Property, Plant & Equipment	\$136,800,702	\$138,831,131	\$141,863,509	\$145,827,536
Less: Accumulated Depreciation	105,721,945	109,792,071	113,825,748	118,008,753
Net Property, Plant and Equipment	\$31,078,757	\$29,039,060	\$28,037,761	\$27,818,784
Investments – cash	\$4,664,284	\$2,926,077	\$1,312,126	\$142,751
Investments – reserves	15,547,915	19,697,661	23,325,817	26,550,883
Gorham Property	1,500,000	-	-	-
TOTAL ASSETS	\$63,710,335	\$62,510,802	\$64,040,233	\$62,899,434
Deferred Outflows Of Resources – OPEB	-	-	-	6,487
Liabilities				
Current Liabilities				
Accounts Payable	\$1,027,087	\$565,208	\$1,161,369	836,621
Accrued Expenses	170,698	270,516	165,317	266,971
Accrued Compensated Absences	980,385	901,118	993,122	1,016,748
TOTAL CURRENT LIABILITIES	\$2,178,171	\$1,736,842	\$2,319,808	\$2,120,340
Accrued Landfill Close and Post Close costs	\$16,451,511	\$16,746,994	\$14,564,514	14,819,398
Accrued Post Retirement Benefit – Health Care	439,894	510,352	570,596	780,235
TOTAL LIABILITIES	\$19,069,577	\$18,994,189	\$17,454,918	\$17,719,973
Net Assets (Equity)				
Fund Balance (Retained Earnings)	\$45,675,907	\$44,640,758	\$43,516,613	\$46,424,763
Revenues Less Expenses (Current Year)	(1,035,148)	(1,124,146)	3,068,702	(1,238,816)
TOTAL NET POSITION (EQUITY)	\$44,640,758	\$43,516,613	\$46,585,314	\$45,185,947

outreach

While the downturn in the markets presented a challenge to all of us, it gave ecomaine the chance to show what sets us apart—our educational programming.

Which bin does it go in?

In order to lower contamination rates, ecomaine’s CEO and staff created opportunities for education in all sorts of ways. ecomaine held education sessions for town and transfer station staff. We presented in front of numerous city and town councils and select boards. We continue to offer tours five days a week. And ecomaine staff supported our members by providing information and resources at transfer stations and events around the state.

ecomaine was in the news! More than 80 times, people read, saw, or clicked on news stories in which ecomaine provided expertise, insight, and information about sustainable waste management. This includes everything from statewide radio and television to the community papers so many of us depend on.

We entered Year 2 of our Recyclopeda, with more than 40,000 material views and 800+ items (and growing) for our users to look up and see which bin they should put it in. And we gave away tens of thousands of our popular Do / Don’t cards to help Maine recycle right.





Camden

Camden Hills Regional High School took on an ambitious project to compost all cafeteria waste. Through a collaboration between students, teachers, and maintenance workers, they collected organic material, shredded it, and buried it in horse manure to compost it. Now, students learn about the process of breaking down compostable waste, and with guidance, they are ensuring that their recycling, trash, and compost each end up in the right waste stream.



The Lakes Region

Lake Region Middle School in Naples discovered the power of public awareness through their grant. As they conducted a waste audit and built their own composting program, they created posters, videos, and artwork to share information and data about their initiative, educating their peers and teachers.



Limington

The Harold B. Emery, Jr. Elementary School in Limington is putting its grant to use by implementing an on-site single-sort recycling program. Previously, teachers have taken it upon themselves to transport recyclables to Limington's transfer station. Now, recycling can be a part of the school's daily life, providing educational opportunities for all!



Model U.N.

Kevin Roche captivated more than 200 students at the University of Southern Maine at its 2018 Model U.N. Conference by addressing issues of global and local waste management and sustainability.

Membership On The Move

ecomaine celebrated its easternmost community when Lamoine came on board in FY18. On a snowy day, ecomaine kicked off Lamoine's status as our newest member by promoting single-stream recycling at the ecomaine silver bullet, with blue ecomaine recycling totes, and by inviting residents to join us in the celebration.

Recycling is a Work of Art

Making recycling work takes all of us. But in 2018, making recycling beautiful was the work of six eco-minded artists from Gorham, Jay, South Portland, Portland, Saco, and Cape Elizabeth. As part of our Recycling is a Work of Art contest, a handful of lucky 30-yard recycling containers became canvases for winning designs!



outreach

eco-Excellence Awards

Allagash Brewing Company, Ruth's Reusable Resources, and Massabesic Middle School's David Pope received top eco-Excellence Award honors in the Business, Community/Non-Profit, and Individual Leadership categories, respectively, at the 2018 ecomaine eco-Excellence Awards ceremony in March. The top winners were selected among 18 award recipients in total, from 11 member communities.



eco-Excellence Award winner Allagash Brewing Company was represented by Tom Halstead, Luke Truman, Meg Sweet, and Eric Meader, with ecomaine Board members Troy Moon, Caleb Hemphill, and CEO Kevin Roche.

Board Commitment to Better Bales

Thanks to the work of our Board, member communities, and staff, contamination in incoming recycling loads is being reduced in towns across Maine. Thank you!



Bob Wheaton Warehouse Head Clerk (39 Years)

Back at the beginning, we were only a trash baling station—“ecomaine” didn’t exist. There were only nine of us, and we had a bigger baler, just baling garbage, about one-and-a-half tons at a time, and piling it in a landfill.

I’ve been here almost 40 years, and there are still people who don’t know where their trash goes, even though it’s been going to the same place all this time. We take care of a problem – trash – but a lot of people don’t give it much of a second thought.

Now, instead of just burying raw trash, we’re generating power from it. This makes it easier to keep up with more and more trash with less volume in the landfill. ecomaine’s operation, and

what we do every day, is really interesting, especially the science that goes into our emissions controls. ecomaine’s always been ahead of the grade on environmentalism, like taking care of mercury and heavy metals before it was mandated, or adding in pollution controls and measurement before leachate from the landfill goes to the water treatment plant in Portland. We do a good job keeping up with the pace of environmental changes. And we make a really clean type of energy!

It’s always been a good place to work. I like the people and I like my job. ecomaine is very safety conscious, and it’s given me the pay and benefits to raise a family.

recycling knowledge

We know waste is capable of transforming into something new or generating power. Our institutional knowledge, running from one dedicated employee to another, does both.

Vanessa Berry Environmental Educator (1 Year)

Since joining ecomaine, I have been able to see the work that happens behind the scenes after materials go out to the curb. I never realized how important it was to have effective communication and transparency with everyone involved; we communicate with the haulers that drop off the materials; we communicate with towns to help them succeed; and we communicate with each other within the organization. This all happens naturally throughout the day!

Transparency is something that we value in our daily operations, and we do our best to keep those lines open through tours, presentations, and answering all kinds of questions. It makes me feel proud to work in a place that, despite a downturn in the global recycling markets this year, still recovered recyclable materials, rather than automatically going with the cheaper option at the moment.

When people visit our facilities, many of them are surprised to see the sheer amount of material that we receive every day. Seeing the mountains of trash and recycling leaves a real impression during the tour, and it also gives our residents a new perspective on what they contribute to the waste stream.

As an educator, there is something very powerful about sharing those values of environmental stewardship with others. If you can create a genuine culture of recycling with your target audience, they will apply those values in their everyday lives.

It is incredibly important to me to work somewhere that shares the same values that I do, and strives to make the world a better place. ecomaine wholeheartedly advocates for a “waste not” mentality, and aims to reduce the amount of waste that is created in the first place, one trash can at a time.





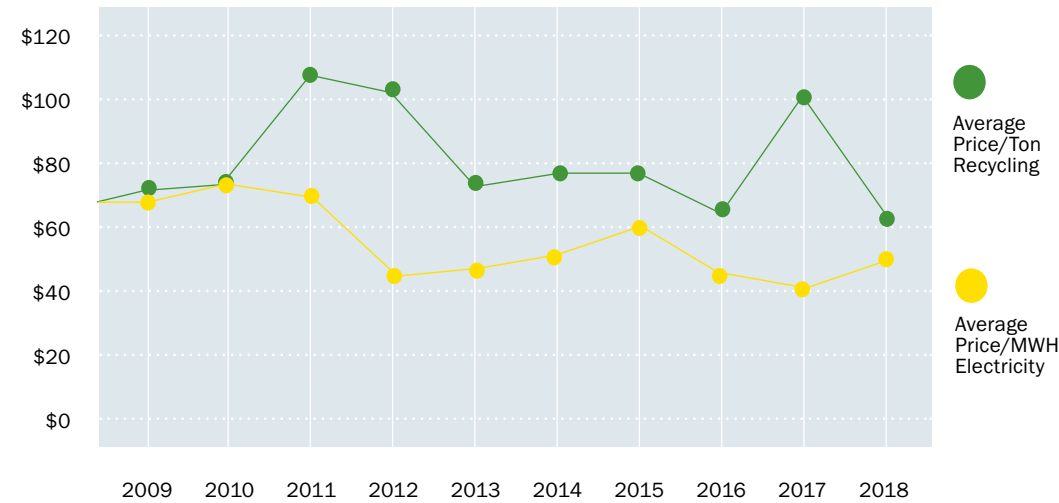
Missi Labbe has her fingerprints all over ecomaine's success.

Back in 2001, Missi started as the Recycling Coordinator, and over the years, she's been promoted to Program Development Manager, and then she moved into the finance world, first as ecomaine's Finance Accountant, and now our Finance Manager.

She not only administers the dollars and cents of our programs, but she's also deeply involved with our communities and hauling companies, and knows the industry and its players.

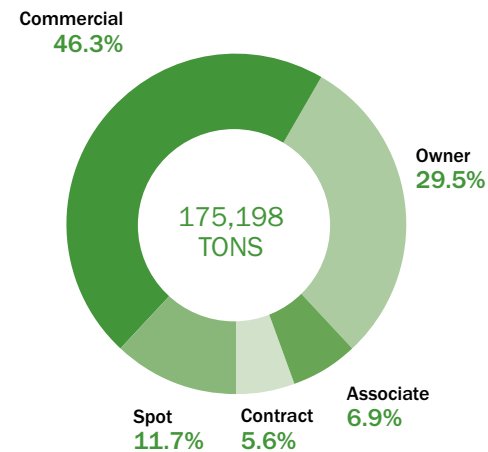
We are proud and grateful to have Missi at the center of our business!

AVERAGE PRICE FOR ELECTRICITY AND RECYCLING FY09-FY18



Richard Vincent, 10 years

WASTE TONNAGE RECEIVED FY18



what's next?

ecomaine is fortunate to have great communities with a receptive audience.

People in Maine know what's at stake. They know that we're looking at a more sustainable future with ecomaine than one in which our recycling and trash is stored indefinitely in ever-growing landfills.

Every day, residents get in touch with ecomaine and ask how they can do their part. We can't ask for much more than that.

—MATTHEW FRANK (HARRISON), CHAIR
ECOMAINE BOARD OF DIRECTORS



The future of waste management presents many challenges.

Think of 10 years ago, when most of our recycling was newspaper. Now, delivery services mean more cardboard. Packaging is more flexible plastics than plastic jugs. There are so many moving parts to every challenge in this industry, but under Kevin and Matthew's leadership, I have every confidence that ecomaine will continue to rise to meet the needs of our communities each and every year.

—TROY MOON (PORTLAND), OUTGOING CHAIR
ECOMAINE BOARD OF DIRECTORS



Do you remember
the Mobro garbage?

Turn to page 8!

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