

## **Agreement Amongst AVCOG, Member Municipalities and Agri-Cycle Energy**

Androscoggin Valley Council of Government, hereinafter referred to as AVCOG, the undersigned municipalities, hereinafter referred to as Participating Municipalities, and Agri-Cycle Energy, hereinafter referred to as the Contractor, mutually agree to the following terms in execution of the Proposal provided to AVCOG and resulting in this agreement, hereinafter referred to as the Organics Recovery Agreement.

AVCOG will serve as a third party to the Municipal Agreements in order to ensure the best possible performance of the Contractor and to ensure that the Participating Municipalities perform in an acceptable manner in order that the group receives the lowest possible pricing on any further agreements that may provide opportunities for further savings.

In this role, AVCOG shall

- monitor performance of the Contractor and Participating Municipalities to ensure that all parties are performing in compliance with their Municipal Agreements including billing rates and collections by the Contractor, and conduct an annual review between March 1 and April 15 of each year.
- inform Participating Municipalities of any problems or issues encountered by Participating Municipalities or the Contractor
- work with Participating Municipalities to act as a group should there be any substantial non-performance of the Municipal Agreements by the Contractor
- act as a third party in reviewing complaints by Participating Municipalities against the Contractor or by the Contractor against Participating Municipalities
- facilitate negotiation between Participating Municipalities and the Contractor should a dispute arise
- hold a copy of each agreement between the Contractor and the Participating Municipality.

Participating Municipalities shall assist with publicity and public information and provide ample opportunity for residents to participate in the organics recovery program. They shall make such records as AVCOG needs to ensure compliance with this agreement available to AVCOG either through e-mail or hard copy delivered to AVCOG.

Agri-Cycle Energy shall perform in accordance with the proposal provided to AVCOG, specifically forms A, B, & C.

AVCOG agrees and acknowledges that any information it receives from Participating Municipalities and Contractor that is marked Confidential Business Information is to be treated as such, and held in strict confidence by AVCOG.

This Agreement shall be in effect from August 1, 2016, through July 31, 2017, and can be extended for additional one year terms upon mutual agreement of the parties.

**For Town of \_\_\_\_\_** which acted at a selectmen's meeting on  
\_\_\_\_\_ 2018.

Signed: \_\_\_\_\_  
Printed Name: \_\_\_\_\_  
Title: \_\_\_\_\_

Date: \_\_\_\_\_

**For AVCOG**

Signed: \_\_\_\_\_  
Printed Name: \_\_\_\_\_  
Title: \_\_\_\_\_

Date: \_\_\_\_\_

**For Agri-Cycle Energy**

Signed: 

Date: 7/20/2018

Printed Name: Dan Bell

Title: General Manager

**FORM A**  
**COST PROPOSAL**  
**PRICE PER VOLUME**

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**COMPANY NAME:** Agri-Cycle Energy / Pine Tree Waste, Inc.

This proposal must be completed for purposes of determining the proposed collection cost for 2016-2017 (one year from start date of contract). On this form submit: the price per unit of Organics recovery and transportation charges, if any, material charges, if any, and any other charges.

When proposing alternatives, the proposal shall fully respond to this RFP by completing this Form and shall then detail the alternative and why the alternative benefits AVCOG and facilities.

Submitted by: Agri-Cycle Energy

Address: 73 Bell Street, Portland, Maine 04103

Please provide the **name and email** for a Primary Contact Person for this proposal, any future questions or negotiations and the administration of the service:

Greg Williams, [greg@agricycleenergy.com](mailto:greg@agricycleenergy.com) or Dan Bell, [dan@agricycleenergy.com](mailto:dan@agricycleenergy.com)

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Contact and email for Service if different:

**FORM A**  
**COST PROPOSAL**

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If more than one Collection Route is proposed, please complete a separate Form A for each Route.

**ROUTE NUMBER 1**

Attach map or describe Route: Agri-Cycle Energy will build on its existing commercial route within the AVCOG region, which is anchored by our relationship with Hannaford supermarkets. Other major partners within the region include Good Shepherd Food Bank and Bates College. Agri-Cycle Energy will also work closely with our partner on this proposal, Pine Tree Waste, to further develop the route's commercial and institutional customer base, including schools, groceries, resorts, restaurants, hotels, and other entities.

For this proposal, Agri-Cycle Energy and Pine Tree Waste, Inc. are prepared to provide weekly Transfer Station services using a 64-gallon roll cart system for each of the following locations as they are ready to begin or resume an organics program: 1) Lewiston, 2) Poland, 3) Mechanic Falls, 4) Oxford, 5) Norway / S. Paris, 6) West Paris, 7) Greenwood / Woodstock, and 8) Tri-Town (Bethel, Hanover, and Newry) and other municipalities as mutually agreed upon. Pine Tree Waste and Agri-Cycle Energy team members will work closely with Transfer Station staff at these locations to ensure a smooth and successful launch.

Size of Container (1) 64-gallon roll cart      Price per Container

Size of Container (2) 32-gallon roll cart      Price per Container

Price per Collection Stop: An all-in fee of \$78 per month per Transfer Station, which includes once weekly service of 64-gallon roll carts that are lined and re-lined each time they are emptied. If preferred, Agri-Cycle Energy can supply 32-gallon collection carts. The number to be supplied will match volume demands per location. If necessary, Agri-Cycle Energy is willing to provide twice weekly collection at individual locations, though the preference is weekly.

Minimum Number of Stops for stated: No. It is our preference, however, to launch programs at as many locations as possible initially.

Maximum Number of Stops for stated: No.

State any changes in cost should a facility terminate service: None

State any changes in cost if facilities are added: An additional \$78 per month per new location

**FORM B**  
**GENERAL CONSIDERATIONS**  
**And**  
**ALTERNATIVE PROPOSAL(S)**

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The above costs for containers and collection include the complete costs for a complete organic collection service at facilities that are parties to this agreement. The service includes but is not limited to

- Furnishing containers suitable for the collection of organics at participating facilities including, but not limited to size, shape, and water, weather and rodent/animal proof.
- Cleaning containers as needed to prevent odors and vectors.
- Collection of containers as requested by facilities and as agreed upon by Contractor. Collection frequency shall be adequate to prevent the development of odors, vectors, and aesthetic, environmental or health hazards.
- Processing of materials collected for reuse either as compost or otherwise.
- Disposal, including recycling or reuse, of any residual.

Provide information on what constitutes unacceptable organics that might be collected in containers on an attached sheet. Also state any penalties or remedies that the Contractor will impose or offer should contamination be a persistent problem.

**State any additional costs that the Contractor proposes for any service**

There will be no penalties or additional charges.

**State how end products will be used.**

Agri-Cycle Energy offers a sustainable, state-of-the-art organics collection and processing solution to the region, as well as a compelling story in its relationship with Stonyvale Farm, a fifth-generation dairy operation. The food waste collected from the AVCOG communities will be converted into renewable energy, animal bedding, and soil amendment at the Exeter Agri-Energy anaerobic digestion facility, located at the Stonyvale Farm in Exeter, Maine. A portion of the material will also be processed within the AVCOG community at the Lewiston-Auburn Water Pollution Control Authority in Lewiston. Agri-Cycle Energy has had a successful working partnership with this facility for over a year, serving as a sourcing company for slurried food waste that is then processed into energy. Anaerobic digestion is a proven technology that is widely praised for its greenhouse gas (GHG) destruction, renewable energy production, and sustainable solid waste management capabilities. At Exeter, the organic materials brought in are converted into environmentally friendly products, including electricity, bedding for the dairy

cows, and soil amendment for the croplands on the Stonyvale Farm. Independent analyses show that the Exeter digesters generate sufficient energy to power nearly 1,000 Maine households and remove more than 6,000 passenger vehicles from the roads through destruction of GHG emissions. By comparison, AD is widely considered to be more environmentally friendly than commercial-scale composting due to this GHG destruction capability. Future plans in Exeter include co-location of a commercial greenhouse operation, using the captured carbon dioxide and heat from the process on a year-round basis. Another primary goal for the future is the capture and compression of the methane gas from the digestion process for use as fuel in our vehicles, resulting in a collection system with a significantly reduced carbon footprint.

**State expected amount of residuals and how they will be handled/reused/recycled/disposed.**

Agri-Cycle Energy offers state-of-the-art depackaging capabilities that are unique in the State of Maine, and provide a significant value added service when working with residential food waste, which can yield high levels of contamination as a program grows beyond the early adopters. While it is important to educate and encourage the public to properly source separate their organics and recyclables, our system has the ability to handle greater percentages of unwanted materials than a commercial composter. For example, residents may leave their food scraps in plastic bags when placing them in the collection cart. Once brought to the Exeter Agri-Energy facility, the food waste passes through this depackaging technology prior to being slurried and pumped into the anaerobic digesters. The bypass contamination is consolidated and hauled to the PERC waste-to-energy plant in Orrington, ME. When viable, Agri-Cycle Energy will choose to recycle the material, rather than send to PERC.

**Describe how containers are generally handled at the collection facility.**

Agri-Cycle Energy proposes a 64-gallon tote collection model, with the understanding that container sizes and types may need to be adjusted to meet preferences and/or growing demands within the AVCOG region. The tote model (32-gal / 64-gal) has been successfully used in a variety of residential and commercial applications, including Agri-Cycle Energy's own route systems. Clients with whom we use this model include large entities such as Hannaford, Colby College, Whole Foods, Amazon Fresh, Mass General Hospital, and Husson University, as well as smaller operations including restaurants such as Fore Street, Street & Co, Scales, Legal Seafoods, Lois' Natural Marketplace and many others. The number of totes per location will be determined based on estimated incoming volumes resulting from the program. The totes will be lined to minimize build up of residues and to minimize potential odor and vector nuisances. Those residents not wanting to be left with soiled bags to deal with after dumping their food scraps may avoid that step and place their organics and the bag together into the cart. During each weekly stop, the totes will be emptied into our collection vehicle and the liners will be replaced. Agri-Cycle Energy proposes this form of collection at the outset due to its simplicity and to meet the needs of initial volumes anticipated from the program. However, Agri-Cycle

Energy is comfortable working with clients and partners on a variety of collection methods, including palletized waste at the Good Shepherd Food Bank in Auburn and liquid waste collection at Bates College in Lewiston and Advance Pierre / Barber Foods in Portland. In addition, our partner on this proposal, Pine Tree Waste, has significant additional collection resources in the form of vehicles and container options, ranging from totes to small dumpsters to roll offs, to meet the growing demands of a successful organics program in the AVCOG region. This depth and range of our combined collection capabilities is a real advantage for the long-term growth and success of a region-wide organics program with diverse resident homeowners, businesses, and institutions.

**FORM C**  
**TRAINING AND PUBLICITY**

**Provide a description of how training of facility operators will be accomplished to ensure that the organics collected will be suitable for your processing methods.**

Food waste diversion is new to many people, and successful programs must provide thoughtful education to drive awareness and behavior change. Agri-Cycle Energy and Pine Tree Waste work closely with their respective customers to develop customized signage, bin configurations, and training programs for food waste. Participating AVCOG communities will be no different. Pine Tree Waste has well-established relationships within the region and, together with Agri-Cycle Energy, will provide professional on-site training at participating transfer stations, assisting staff with handing out flyers and speaking directly with the residents of each community. Furthermore, with offices conveniently located in Bethel and Mechanic Falls, Pine Tree Waste is available for backup collection services and resources should Agri-Cycle Energy and the AVCOG communities choose to use them as the program develops and grows.

**Provide a description of any educational and/or promotional material or efforts that the Contractor will provide. Attach copies if desired.**

Agri-Cycle Energy and Pine Tree Waste will work with communities in designed and producing strategic outreach and education materials to maximize participation and overall program success. We will also work with transfer station staff to make sure they are properly informed and trained to assist residents bringing their food scraps on site. Pine Tree Waste already works closely with these transfer station staff members and has a good understanding of their needs and constraints. Clear, concise, and compelling signage for what is acceptable and what is not acceptable will also be provided. In addition, Agri-Cycle Energy is currently working on several outreach projects, including short videos of the digestion facility that could be shared with the AVCOG communities as part of a broader outreach initiative. See attached examples of outreach materials.

## Collection of Organics Waste at Transfer Stations



AVCOG: Take your recycling program to the next level by adding organics collection service. Whether you're looking to improve your environmental impact, comply with new regulations, or just reduce your waste, we're here to help.

### IN PARTNERSHIP WITH:

Agri-Cycle Energy: The most important thing to know about organic waste is that: ***we take it.*** We are fully permitted to accept all forms of digestible organic materials. This includes liquids, solids, and a range of slurry products including grease trap waste, a key competitive advantage. Additionally, we have designed several back-up features into the system, so you never have to worry about reliability. This super-efficient process wastes nothing at all and keeps the environment clean. What's more, our superior operations team can help you with a variety of reliable and cost-effective transportation solutions, using our internal trucking fleet and close relationship with third party haulers. We can even deploy qualified resources to design an efficient handling protocol at your waste generation site. We are actively seeking business relationships with large food companies, seafood processors, restaurants, educational institutions, hospitals, solid waste trucking companies, etc.



Pine Tree Waste, Inc.: Food waste diversion is new to many people, and successful programs must provide thoughtful education to drive awareness and behavior change. We work closely with our customers to develop customized signage, bin configurations, and training programs for food waste. You will get professional on-site training at your Transfer Station, a Representative to assist with handing out flyers and speaking directly with the Residents of your Community. With Offices conveniently located in Bethel and Mechanic Falls, we are available as a back-up for the collection services, should they be needed.