



## TOWN OF RICHMOND

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### **MEMORANDUM**

TO Selectboard Members  
FROM Jim Chandler, Town Manager *JNC*  
COPY Wil Berdan, Transfer Station  
Laurie Boucher, Finance Director  
DATE December 9, 2025  
REFERENCE: Item 6.1 – Request for Action on CY2026 Transfer Station Fees

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#### **Purpose**

Approval of proposed 2026 Calendar Year Transfer Sticker Prices and related policy changes.

#### **Background**

The Transfer Station operates as a Fee-supported Service for the residents of Richmond and Dresden. Efforts have been made in the past to improve services, offer additional opportunities to accept more items, and maintain reasonable fees to offset the operating costs. This includes initiating infrastructure projects that were well-intentioned; however, were not completed or made operational for a variety of reasons.

The operation is fiscally dependent on residents purchasing stickers intended to be placed on their vehicle to gain access to the Station lot. This practice generates a revenue stream; however, it was not intended to cover the total cost of operations. As a public service to the town's residents, it's appropriate to supplement the operating costs from tax revenues. However, past practices of offering "punch cards" and "additional" discounted stickers are cost negative to the Town and increase the opportunity for fraud and abuse. This is discussed in more detail below, and is the impetus for this proposed action.

#### **Investigation, Alternatives & Justification**

Several site visits, discussions with the Transfer Station Attendant, Wil Berdan, and others confirm that several efforts that have been discussed, some initiated and left unfinished (cardboard bailer) and others that are yet to be attempted – all focused on improving the efficiency of operations.

The Transfer Station is a vital service to the Town and "ripe" for significant improvements, to make it safer and more fiscally efficient. An initial "quick" analysis reveals that while a number of changes are warranted, given the significant increase in real estate taxes that have resulted from the increased costs of operating an independent school department, coupled with the recent revaluation, small steps toward reducing the net operating loss should be taken with a considered approach.

The attached spreadsheet illustrates this concern in detail and is discussed under the Fiscal Impacts section but presents the justification for immediately moving forward with two initial efforts to reduce the opportunities for lost revenue.

My investigation has found that the sale of "punch cards" and the sale of "extra" stickers represent the most immediate opportunities for potential fraud and abuse. Second is the sale of "unverifiable commercial stickers" which is not included in the current proposal but will be addressed in the coming year as I work with the Transfer Station staff to develop practical methods for enforcing any proposed changes that would address this ongoing concern.

### **Fiscal Impact**

The Transfer Station has been operating at an expected net loss; however, the trend is worsening, and as the attached spreadsheet illustrates, the losses have grown in just the past six years from \$26,578.86 in FY2020 to \$44,011.90 in FY2025.

The analysis illustrated is summarized in the table below, with supporting data found in the Trio Reports contained in the attached handout. This analysis shows the Town has consistently increased the *forecasted* budgeted losses each year. In the prior six years this amount has grown significantly, with the actual mean value equaling \$40,927 per year and climbing. This is not a sustainable operating model.

Staff recommendation is to maintain existing costs for single stickers purchased for each household, which remain at \$10.00 for Richmond households and \$25.00 for Dresden households, but increase the cost of the extra stickers from \$2.00 each – to \$10.00 each for Richmond residents and \$25.00 each for Dresden residents. It also eliminates the sale of punch cards (as they are cost-negative and subject to abuse).

Summary Table for the attached year-by-year analysis:

<b>Cost - Loss Analysis for Past 5 Fiscal Years - FY2020 up to FY2025</b>							
<b>Fiscal Year</b>	<b>Budgeted Revenue</b>	<b>Actual Revenue</b>	<b>Rev Net Gain/Loss</b>	<b>Budgeted Exp</b>	<b>Budgeted Loss</b>	<b>Actual Net Loss</b>	
1 FY2020	22,400.00	24,785.60	2,385.60	50,272.00	(27,872.00)	(26,578.86)	
2 FY2021	29,380.00	38,619.55	9,239.55	51,433.00	(22,053.00)	(12,383.16)	
3 FY2022	34,300.00	53,324.20	19,024.20	71,008.00	(36,708.00)	(16,371.60)	
4 FY2023	34,300.00	44,438.20	10,138.20	79,446.00	(45,146.00)	(35,003.36)	
5 FY2024	34,300.00	45,204.20	10,904.20	87,300.00	(53,000.00)	(41,958.92)	
6 FY2025	36,650.00	47,780.45	11,130.45	92,170.00	(55,520.00)	(44,011.90)	
X FY2026 YTD	36,650.00			96,275.00	(59,625.00)		
<b>TOTALS</b>	<b>227,980.00</b>	<b>254,152.20</b>	<b>62,822.20</b>	<b>527,904.00</b>	<b>(299,924.00)</b>	<b>(176,307.80)</b>	
<b>Analysis for Averages</b>							
Totals V	<b>191,330.00</b>	254,152.20	62,822.20	431,629.00	(240,299.00)	(176,307.80)	
FY20-25 Averages	31,888.33	42,358.70	10,470.37	71,938.17	(40,049.83)	(29,384.63)	
FY20-25 Median Value	<b>34,300.00</b>	<b>44,821.20</b>	<b>10,521.20</b>	<b>75,227.00</b>	<b>(40,927.00)</b>	<b>(30,791.11)</b>	

### **Recommendation**

Staff recommend the Selectboard approve the proposed changes to Sticker Costs as presented.

Recommended Motion:

Motion to Approve and Accept Calendar Year 2026 Transfer Station Fees as presented, which raise the cost of extra stickers for Town residents from \$2.00 each to \$10.00 each, and for Dresden residents from \$2.00 to \$25.00 each.

### **Staffing Impact**

None.

### **Regional Impacts**

No direct Regional Impacts beyond the cost of additional “extra” stickers sold to Dresden residents being raised from the current \$2.00 to \$25.00 each.

### **Legal Review**

No legal counsel required.