

UNITED STATES  
SECURITIES AND EXCHANGE COMMISSION  
WASHINGTON, DC 20549

FORM 10-Q

QUARTERLY REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE  
SECURITIES EXCHANGE ACT OF 1934

For the quarterly period ended March 31, 2019

Commission file number 000-33067

**MIDWEST ENERGY EMISSIONS CORP.**

(Exact name of Registrant as Specified in its Charter)

Delaware

(State or other jurisdiction  
of incorporation or organization)

87-0398271

(I.R.S. Employer  
Identification No.)

670 D Enterprise Drive, Lewis Center, Ohio

(Address of principal Executive offices)

43035

(Zip Code)

(614) 505-6115

(Registrant's Telephone Number, Including Area Code)

Not applicable

(Former Name, Former Address and Former Fiscal Year, if Changed Since Last Report)

Indicate by check mark whether the registrant (1) has filed all reports required to be filed by Section 13 or 15(d) of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days. Yes  No

Indicate by check mark whether the registrant has submitted electronically every Interactive Data File required to be submitted pursuant to Rule 405 of Regulation S-T (§232.405 of this chapter) during the preceding 12 months (or for such shorter period that the registrant was required to submit such files). Yes  No

Indicate by check mark whether the registrant is a large accelerated filer, an accelerated filer, a non-accelerated filer, a smaller reporting company or an emerging growth company. See the definition of "large accelerated filer", "accelerated filer", "smaller reporting company" and "emerging growth company" in Rule 12b-2 of the Exchange Act.

Large accelerated filer   
Non-accelerated filer

Accelerated filer   
Smaller reporting company   
Emerging growth company

If an emerging growth company, indicate by check mark if the registrant has elected not to use the extended transition period for complying with any new or revised financial accounting standards provided pursuant to Section 13(a) of the Exchange Act.

Indicate by check mark whether the registrant is a shell company (as defined by Rule 12b-2 of the Exchange Act). Yes  No

Securities registered pursuant to Section 12(b) of the Act: None.

State the number of shares outstanding of each of the Issuer's classes of common stock, as of the latest practicable date: Common, \$.001 par value per share 76,481,297 outstanding as of May 15, 2019.

MIDWEST ENERGY EMISSIONS CORP.

TABLE OF CONTENTS

	<u>Page</u>
<b><u>PART I - FINANCIAL INFORMATION</u></b>	
<u>Item 1.</u> <u>Condensed Consolidated Financial Statements.</u>	4
<u>Item 2.</u> <u>Management's Discussion and Analysis of Financial Condition and Results of Operations.</u>	21
<u>Item 3.</u> <u>Quantitative and Qualitative Disclosures About Market Risk.</u>	26
<u>Item 4.</u> <u>Controls and Procedures.</u>	27
<b><u>PART II - OTHER INFORMATION</u></b>	
<u>Item 1.</u> <u>Legal Proceedings.</u>	28
<u>Item 1A.</u> <u>Risk Factors</u>	28
<u>Item 2.</u> <u>Unregistered Sales of Equity Securities and Use of Proceeds.</u>	28
<u>Item 3.</u> <u>Default upon Senior Securities.</u>	28
<u>Item 4.</u> <u>Mine Safety Disclosures.</u>	28
<u>Item 5.</u> <u>Other Information.</u>	28
<u>Item 6.</u> <u>Exhibits.</u>	29
<b><u>SIGNATURES</u></b>	30

## PART I – FINANCIAL INFORMATION

### Forward-Looking Statements

*This Quarterly Report on Form 10-Q contains “forward-looking statements,” as defined in Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended, that are made pursuant to the safe harbor provisions of the Private Securities Litigation Reform Act of 1995 and reflect our current expectations regarding our future growth, results of operations, cash flows, performance and business prospects, and opportunities, as well as assumptions made by, and information currently available to, our management. Forward-looking statements are generally identified by using words such as “anticipate,” “believe,” “plan,” “expect,” “intend,” “will,” and similar expressions, but these words are not the exclusive means of identifying forward-looking statements. Forward-looking statements in this report are subject to risks and uncertainties that could cause actual events or results to differ materially from those expressed in or implied by the statements. These statements are based on information currently available to us and are subject to various risks, uncertainties, and other factors, including, but not limited to, those discussed under the caption “Risk Factors” in the Company’s 2018 Form 10-K. In addition, matters that may cause actual results to differ materially from those in the forward-looking statements include, among other factors, the gain or loss of a major customer, change in environmental regulations, disruption in supply of materials, capacity factor fluctuations of power plant operations and power demands, a significant change in general economic conditions in any of the regions where our customer utilities might experience significant changes in electric demand, a significant disruption in the supply of coal to our customer units, the loss of key management personnel, availability of capital and any major litigation regarding the Company.*

*Except as expressly required by the federal securities laws, we undertake no obligation to update such factors or to publicly announce the results of any of the forward-looking statements contained herein to reflect future events, developments, or changed circumstances or for any other reason. Investors are cautioned that all forward-looking statements involve risks and uncertainties, including those detailed in the Company’s filings and with the Securities and Exchange Commission.*

**ITEM 1 – FINANCIAL INFORMATION**

**MIDWEST ENERGY EMISSIONS CORP. AND SUBSIDIARIES**

Index to Condensed Consolidated Financial Information  
As of the and for the three months ended March 31, 2019

	<b>Page</b>
<a href="#">Condensed Consolidated Balance Sheets</a>	5
<a href="#">Condensed Consolidated Statements of Operations</a>	6
<a href="#">Condensed Consolidated Statements of Stockholders' Deficit</a>	7
<a href="#">Condensed Consolidated Statements of Cash Flows</a>	8
<a href="#">Notes to Condensed Consolidated Financial Statements</a>	9

[Table of Contents](#)

**MIDWEST ENERGY EMISSIONS CORP. AND SUBSIDIARIES**  
**CONDENSED CONSOLIDATED BALANCE SHEETS**  
**MARCH 31, 2019 AND DECEMBER 31, 2018**  
**(UNAUDITED)**

	<b>March 31, 2019</b>	<b>December 31, 2018</b>
	<b>(Unaudited)</b>	
<b>ASSETS</b>		
<b>Current assets</b>		
Cash	\$ 611,547	\$ 584,877
Accounts receivable	968,165	1,642,126
Inventory	526,377	509,416
Prepaid expenses and other assets	116,499	136,628
Customer acquisition costs, net	-	34,467
<b>Total current assets</b>	<b>2,222,588</b>	<b>2,907,514</b>
Property and equipment, net	2,315,094	2,397,691
Right of use asset	1,245,216	-
Intellectual property, net	2,683,362	2,733,662
<b>Total assets</b>	<b>\$ 8,466,260</b>	<b>\$ 8,038,867</b>
<b>LIABILITIES AND STOCKHOLDERS' DEFICIT</b>		
<b>Current liabilities</b>		
Accounts payable and accrued expenses	\$ 1,987,242	\$ 1,858,326
Current portion of equipment notes payable	64,857	63,424
Current portion of operating lease liability	381,245	-
Accrued interest	51,365	96,902
Customer credits	167,000	167,000
Deferred compensation	676,877	555,877
<b>Total current liabilities</b>	<b>3,328,586</b>	<b>2,741,529</b>
Equipment notes payable, less current portion	87,901	104,226
Operating lease liability	943,814	-
Convertible notes payable, net of discount and issuance costs	1,765,470	1,760,570
Secured note payable	271,686	271,686
Unsecured note payable, net of discount and issuance costs	8,403,968	11,781,952
<b>Total liabilities</b>	<b>14,801,425</b>	<b>16,659,963</b>

**COMMITMENTS AND CONTINGENCIES (Note 11)****Stockholders' deficit**

Preferred stock, \$.001 par value; 2,000,000 shares authorized	-	-
Common stock; \$.001 par value; 150,000,000 shares authorized; 76,246,113 shares issued and outstanding as of March 31, 2019		
76,246,113 shares issued and outstanding as of December 31, 2018	76,246	76,246
Additional paid-in capital	42,785,990	42,785,990
Accumulated deficit	<u>(49,197,401)</u>	<u>(51,483,332)</u>
<b>Total stockholders' deficit</b>	<u>(6,335,165)</u>	<u>(8,621,096)</u>
<b>Total liabilities and stockholders' deficit</b>	<u>\$ 8,466,260</u>	<u>\$ 8,038,867</u>

*The accompanying notes are an integral part of these condensed consolidated financial statements.*

[Table of Contents](#)

**MIDWEST ENERGY EMISSIONS CORP. AND SUBSIDIARIES  
CONSOLIDATED STATEMENTS OF OPERATIONS  
FOR THE THREE MONTHS ENDED MARCH 31, 2019 AND 2018  
(UNAUDITED)**

	<b>For the Three Months Ended March 31, 2019</b>	<b>For the Three Months Ended March 31, 2018</b>
<b>Revenues</b>	\$ 2,787,321	\$ 2,121,112

<b>Costs and expenses:</b>		
Cost of sales	2,166,340	1,708,315
Selling, general and administrative expenses	1,140,195	1,781,368
Interest expense & letter of credit fees	529,193	542,501
Gain on debt restructuring	<u>(3,412,204)</u>	<u>-</u>
<b>Total costs and expenses</b>	<u>423,524</u>	<u>4,032,184</u>
<b>Net income (loss)</b>	<u>\$ 2,363,797</u>	<u>\$ (1,911,072)</u>
<b>Net loss per common share - basic and diluted:</b>	<u>\$ 0.03</u>	<u>\$ (0.03)</u>
<b>Weighted average common shares outstanding - basic</b>	<u>76,246,113</u>	<u>75,933,613</u>
<b>Weighted average common shares outstanding - diluted</b>	<u>76,334,167</u>	<u>75,933,613</u>

*The accompanying notes are an integral part of these consolidated financial statements.*

[Table of Contents](#)

**MIDWEST ENERGY EMISSIONS CORP AND SUBSIDIARIES**  
**CONDENSED CONSOLIDATED STATEMENT OF STOCKHOLDERS' DEFICIT**  
**FOR THE THREE MONTHS ENDED MARCH 31, 2019 AND 2018**  
**(UNAUDITED)**

	Three Months Ended March 31, 2019				
	Common Stock		Additional Paid-in Capital	Accumulated (Deficit)	Total
	Shares	Par Value			
<b>Balance - January 1, 2019</b>	76,246,113	\$ 76,246	\$ 42,785,990	\$ (51,483,332)	\$ (8,621,096)
Cumulative effect of change in accounting principle related to accounting for leases	-	-	-	(77,866)	(77,866)
Net income	-	-	-	2,363,797	2,363,797
<b>Balance - March 31, 2019</b>	<u>76,246,113</u>	<u>\$ 76,246</u>	<u>\$ 42,785,990</u>	<u>\$ (49,197,401)</u>	<u>\$ (6,335,165)</u>

**Three Months Ended March 31, 2018**

	<b>Common Stock</b>		<b>Additional Paid-in Capital</b>	<b>Accumulated (Deficit)</b>	<b>Total</b>
	<b>Shares</b>	<b>Par Value</b>			
<b>Balance - January 1, 2018</b>	76,246,113	\$ 76,246	\$ 42,165,620	\$ (46,666,652)	\$ (4,424,786)
Issuance of stock options	-	-	231,165	-	231,165
Vesting of stock issued to non-employees in prior year	-	-	69,375	-	69,375
Net loss	-	-	-	(1,911,072)	(1,911,072)
<b>Balance - March 31, 2018</b>	<u>76,246,113</u>	<u>\$ 76,246</u>	<u>\$ 42,466,160</u>	<u>\$ (48,577,724)</u>	<u>\$ (6,035,318)</u>

*The accompanying notes are an integral part of these condensed consolidated financial statements.*

[Table of Contents](#)

**MIDWEST ENERGY EMISSIONS CORP AND SUBSIDIARIES  
CONDENSED CONSOLIDATED STATEMENTS OF CASH FLOWS  
FOR THE THREE MONTHS ENDED MARCH 31, 2019 AND 2018  
(UNAUDITED)**

	<b>For the Three Months Ended March 31, 2019</b>	<b>For the Three Months Ended March 31, 2018</b>
<b>Cash flows from operating activities</b>		
Net loss	\$ 2,363,797	\$ (1,911,072)
<b>Adjustments to reconcile net loss to net cash used in operating activities:</b>		
Stock based compensation	-	300,540
Amortization of discount of notes payable	303,697	183,856
Amortization of debt issuance costs	7,174	38,160

Amortization of right to use assets	94,353	-
Amortization of customer acquisition costs	34,467	34,467
Amortization of patent rights	50,301	50,301
Depreciation expense	82,597	164,279
Gain on debt restructuring	(3,412,204)	-
<b>Change in assets and liabilities</b>		
Decrease in accounts receivable	673,961	2,090,287
(Increase) decrease in inventory	(16,961)	40,816
Decrease in prepaid expenses and other assets	20,129	40,872
Increase (decrease) in accounts payable and accrued liabilities	(40,690)	(1,550,567)
(Decrease) in operating lease liability	(92,376)	-
(Decrease) in deferred revenue and customer credits	-	(517,060)
<b>Net cash provided by (used in) operating activities</b>	<u>68,245</u>	<u>(1,035,121)</u>
<b>Cash flows used in investing activities</b>		
Purchase of property and equipment	-	(114,508)
<b>Net cash used in investing activities</b>	<u>-</u>	<u>(114,508)</u>
<b>Cash flows from financing activities</b>		
Payment of debt issuance costs	(26,683)	-
Payments of notes payable	(14,892)	(639,215)
<b>Net cash used in financing activities</b>	<u>(41,575)</u>	<u>(639,215)</u>
<b>Net increase (decrease) in cash and cash equivalents</b>	26,670	(1,788,844)
<b>Cash and cash equivalents - beginning of period</b>	<u>584,877</u>	<u>2,418,427</u>
<b>Cash and cash equivalents - end of period</b>	<u>\$ 611,547</u>	<u>\$ 629,583</u>
<b>SUPPLEMENTAL CASH FLOW INFORMATION:</b>		
Cash paid during the period for:		
Interest	<u>\$ 108,928</u>	<u>\$ 287,232</u>
<b>SUPPLEMENTAL DISCLOSURE OF NON-CASH TRANSACTIONS</b>		
Cumulative effect on accumulated deficit of lease accounting change	<u>\$ 77,866</u>	<u>\$ -</u>

*The accompanying notes are an integral part of these condensed consolidated financial statements.*

[Table of Contents](#)

**Midwest Energy Emissions Corp. and Subsidiaries  
Notes to Condensed Consolidated Financial Statements**

***Note 1 - Organization***

*Midwest Energy Emissions Corp.*

Midwest Energy Emissions Corp. (the "Company") is organized under the laws of the State of Delaware with 150,000,000 authorized shares of common stock, par value \$.001 per share and 2,000,000 authorized shares of preferred stock, par value \$0.001 per share.

*MES, Inc.*

MES, Inc. is incorporated in the State of North Dakota. MES, Inc. is a wholly owned subsidiary of Midwest Energy Emissions Corp. and is engaged in the business of developing and commercializing state of the art control technologies relating to the capture and control of mercury emissions from coal fired boilers in the United States and Canada.

***Note 2 - Summary of Significant Accounting Policies***

*Basis of Presentation*

The accompanying unaudited condensed consolidated financial statements have been prepared in accordance with accounting principles generally accepted in the United States of America ("GAAP") and pursuant to the rules and regulations of the United States Securities and Exchange Commission ("SEC") for interim financial information. Accordingly, these financial statements do not include all of the information and footnotes required for complete financial statements and should be read in conjunction with the audited consolidated financial statements and accompanying notes included in the Company's Annual Report on Form 10-K for the year ended December 31, 2018.

In management's opinion, the unaudited condensed consolidated financial statements reflect all adjustments necessary to present fairly the financial position as of March 31, 2019, and results of operations, changes in stockholders' deficit and cash flows for all periods presented. The interim results presented are not necessarily indicative of results that can be expected for a full year.

***Principles of Consolidation***

The consolidated financial statements include the accounts of Midwest Energy Emissions Corp. and its wholly-owned subsidiary, MES, Inc. Intercompany balances and transactions have been eliminated in consolidation.

*Use of Estimates*

The preparation of consolidated financial statements in conformity with accounting principles generally accepted in the United States of America requires

management to make estimates and assumptions that affect the reported amounts of assets and liabilities, valuation of equity issuances and disclosures of contingent assets and liabilities at the date of the consolidated financial statements and the reported amounts of revenue and expenses during the reporting period. The Company uses estimates in accounting for, among other items, revenue recognition, allowance for doubtful accounts, income tax provisions, excess and obsolete inventory reserve and impairment of intellectual property. Actual results could differ from those estimates.

[Table of Contents](#)

*Recoverability of Long-Lived and Intangible Assets*

Long-lived assets and certain identifiable intangibles held and used by the Company are reviewed for impairment whenever events or changes in circumstances indicate that the carrying amount of an asset may not be recoverable. Events relating to recoverability may include significant unfavorable

changes in business conditions, recurring losses or a forecasted inability to achieve break-even operating results over an extended period. The Company evaluates the recoverability of long-lived assets based upon forecasted undiscounted cash flows. Should impairment in value be indicated, the carrying value of the long-lived and or intangible assets would be adjusted, based on estimates of future discounted cash flows. The Company evaluated the recoverability of the carrying value of the Company's equipment. No impairment charges were recognized for the three months ended March 31, 2019 and 2018, respectively.

#### *Leases*

In February 2016, the FASB issued new guidance which requires lessees to recognize a lease liability for the obligation to make lease payments and a right-to-use asset for the right to use the underlying asset for the lease term. The accounting standard, effective January 1, 2019, requires virtually all leases to be recognized on the Balance Sheet. Effective January 1, 2019, we adopted the standard using the modified retrospective method, under which we elected the package of practical expedients and transition provisions allowing us to bring our existing operating leases onto the Condensed Consolidated Balance Sheet without adjusting comparative periods, but recognizing a cumulative-effect adjustment to the opening balance of accumulated deficit on January 1, 2019. Under the guidance, we have also elected not to separate lease and non-lease components in recognition of the lease-related assets and liabilities, as well as the related lease expense.

We have operating leases for office space in two multitenant facilities, which are not recorded as assets and liabilities as those leases do not have terms greater than 12 months. We have an operating leases for a multi-purpose facility and bulk trailers used in operations which is recorded as an asset and liability as the lease has a terms greater than 12 months. Lease-related assets, or right-of-use assets, are recognized at the lease commencement date at amounts equal to the respective lease liabilities, adjusted for prepaid lease payments, initial direct costs, and lease incentives received. Lease-related liabilities are recognized at the present value of the remaining contractual fixed lease payments, discounted using our incremental borrowing rate. Operating lease expense is recognized on a straight-line basis over the lease term, while variable lease payments are expensed as incurred.

Upon adoption of the standard on January 1, 2019, we recorded approximately \$1,339,569 of right of use assets and \$1,417,435 of lease-related liabilities, with the difference charged to accumulated deficit at that date.

For the three months ended March 31, 2019, the Company's lease cost consist of the following components, each of which is included in costs and expenses within the Company's condensed consolidated statements of operations:

	<b>Three Months Ended March 31, 2019</b>
Operatig lease cost	\$ 109,710
Short-term lease cost (1)	6,450
Total lease cost	<u>\$ 116,160</u>

(1) Short-term lease costs includes any lease with a term of less than 12 months

[Table of Contents](#)

*Fair Value of Financial Instruments*

The fair value hierarchy has three levels based on the inputs used to determine fair value, which are as follows:

- *Level 1* — Unadjusted quoted prices available in active markets for the identical assets or liabilities at the measurement date.
- *Level 2* — Unadjusted quoted prices in active markets for similar assets or liabilities, or unadjusted quoted prices for identical or similar assets or liabilities in markets that are not active, or inputs other than quoted prices that are observable for the asset or liability.
- *Level 3* — Unobservable inputs that cannot be corroborated by observable market data and reflect the use of significant management judgment. These values are generally determined using pricing models for which the assumptions utilize management's estimates of market participant assumptions.

The fair value hierarchy requires the use of observable market data when available. In instances where the inputs used to measure fair value fall into different levels of the fair value hierarchy, the fair value measurement has been determined based on the lowest level input significant to the fair value measurement in its entirety. The Company's assessment of the significance of a particular item to the fair value measurement in its entirety requires judgment, including the consideration of inputs specific to the asset or liability.

Cash was the only asset measured at fair value on a recurring basis by the Company at March 31, 2019 and December 31, 2018 and is considered to be Level 1.

Financial instruments include cash, accounts receivable, accounts payable, deferred revenue, customer credits and short-term debt. The carrying amounts of these financial instruments approximated fair value at March 31, 2019 and December 31, 2018 due to their short-term maturities.

The fair value of the promissory notes payable at March 31, 2019 and December 31, 2018 approximated the carrying amount as the notes were issued during the years ended December 31, 2018 and 2017 at interest rates prevailing in the market and interest rates have not significantly changed as of March 31, 2019. The fair value of the promissory notes payable was determined on a Level 2 measurement. Discounts on issued debt, as well as debt issuance costs, are amortized over the term of the individual promissory notes.

[Table of Contents](#)

The following tables present the Company's assets and liabilities that are measured at fair value on a recurring basis and are categorized using the fair value hierarchy.

	Fair Value Measurement as of March 31, 2019			
	Total	Level 1	Level 2	Level 3
Assets:				
Cash	611,547	611,547		
Total Assets	<u>\$ 611,547</u>	<u>\$ 611,547</u>	<u>\$ -</u>	<u>\$ -</u>
Liabilities				
Promissory notes	8,803,968	-	8,803,968	
Total Liabilities	<u>\$ 8,803,968</u>	<u>\$ -</u>	<u>\$ 8,803,968</u>	<u>\$ -</u>

  

	Fair Value Measurement as of December 31, 2018			
	Total	Level 1	Level 2	Level 3
Assets:				
Cash	584,877	584,877		
Total Assets	<u>\$ 584,877</u>	<u>\$ 584,877</u>	<u>\$ -</u>	<u>\$ -</u>
Liabilities				
Promissory notes	13,814,208	-	13,814,208	
Total Liabilities	<u>\$ 13,814,208</u>	<u>\$ -</u>	<u>\$ 13,814,208</u>	<u>\$ -</u>

*Foreign Currency Transactions*

The Company's functional currency is the United States Dollar (the "U.S. Dollar"). Transactions denominated in currencies other than the U.S. Dollar are re-measured to the U.S. Dollar at the period-end exchange rates. Any associated transactional currency re-measurement gains and losses are recognized in current operations. At both March 31, 2019 and December 31, 2018, there were no material gains or losses recognized.

*Revenue Recognition*

The Company records revenue in accordance with ASC 606, Revenue from Contracts with Customers ("ASC 606"). The core principle of the guidance is that an entity should recognize revenue to depict the transfer of promised goods or services to customers in an amount that reflects the consideration to which the entity expects to be entitled in exchange for those goods or services. To achieve that core principle, an entity should apply the following steps:

- Step 1: Identify the contract(s) with a customer.
- Step 2: Identify the performance obligations in the contract.
- Step 3: Determine the transaction price.
- Step 4: Allocate the transaction price to the performance obligations in the contract.
- Step 5: Recognize revenue when (or as) the entity satisfies a performance obligation.

Revenue is recognized when the Company satisfies its performance obligation under the contract by transferring the promised product to its customer that obtains control of the product. A performance obligation is a promise in a contract to transfer a distinct product to a customer. Most of the Company's contracts have a single performance obligation, as the promise to transfer products or services is not separately identifiable from other promises in the contract and, therefore, not distinct.

Revenue is measured as the amount of consideration the Company expects to receive in exchange for transferring products. As such, revenue is recorded net of returns, allowances, customer discounts, and incentives. Sales and other taxes are excluded from revenues. Invoiced shipping and handling costs are included in revenue. The adoption of this standard did not have a material impact on the Company's financial statements.

[Table of Contents](#)

*Disaggregation of Revenue*

The Company generated revenue for the three months ended March 31, 2019 and 2018 by (i) delivering product to its commercial customers, (ii) completing and commissioning equipment projects at commercial customer sites and (iii) performing demonstrations of its technology at customers with the intent of entering into long term supply agreements based on the performance of the Company's products during the demonstrations.

Revenue for product sales is recognized at the point of time in which the customer obtains control of the product, at the time title passes to the customer upon shipment or delivery of the product based on the applicable shipping terms.

Revenue for equipment sales is recognized upon commissioning and customer acceptance of the installed equipment per the terms of the purchase contract.

Revenue for demonstrations and consulting services is recognized when performance obligations contained in the contract have been completed, typically the completion of necessary field work and the delivery of any required analysis per the terms of the agreement.

*Customer Acquisition Costs*

Customer acquisition costs are amortized on a straight-line bases over the life of the initial customer contract. The capitalized balance of customer acquisition costs was \$0 and \$34,467 on March 31, 2019 and December 31, 2018, respectively. Amortization expense for the three months ended March 31, 2019 and 2018 was \$34,467 and \$34,467, respectively and included in cost of sales.

*Basic and Diluted Loss Per Common Share*

Basic net loss per common share is computed using the weighted average number of common shares outstanding. Diluted loss per share reflects the potential dilution from common stock equivalents, such as stock issuable pursuant to the exercise of stock options and warrants. For the three months ended March 31, 2019 basic and diluted earnings per share approximated each other. There were no dilutive potential common shares as of March 31, 2018, because the Company incurred net losses and basic and diluted losses per common share are the same. The following common stock equivalents were excluded from the computation of diluted net loss per share of common stock because they were anti-dilutive. The exercise of these common stock equivalents would dilute earnings per share if the Company becomes profitable in the future.

	<b>March 31</b>	<b>March 31</b>
	<b>2019</b>	<b>2018</b>
Stock Options	8,526,510	9,216,184
Warrants	4,105,398	7,237,763
Convertible debt	3,700,000	3,100,000
Total common stock equivalents excluded from diluted net loss per share	<u>16,331,908</u>	<u>19,553,947</u>

## [Table of Contents](#)

### *Concentration of Credit Risk*

Financial instruments that subject the Company to credit risk consist of cash and equivalents on deposit with financial institutions and accounts receivable. The Company's cash as of March 31, 2019 is maintained at high-quality financial institutions and has not incurred any losses to date.

### *Customer and Supplier Concentration*

For each of the three months ended March 31, 2019 and 2018, 100% of the Company's revenue related to eight customers. At March 31, 2019 and 2018, 100% of the Company's accounts receivable related to seven and eight customers, respectively.

For each of the three months ended March 31, 2019 and 2018, 96% and 95% of the Company's purchases related to two suppliers, respectively. At March 31, 2019 and 2018, 75% and 41% of the Company's accounts payable and accrued expenses related to two vendors, respectively. The Company believes there are numerous other suppliers that could be substituted should the supplier become unavailable or non-competitive.

### *Contingencies*

Certain conditions may exist which may result in a loss to the Company, but which will only be resolved when one or more future events occur or fail to occur. The Company's management and its legal counsel assess such contingent liabilities, and such assessment inherently involves an exercise of judgment. In assessing loss contingencies related to legal proceedings that are pending against the Company, or unasserted claims that may result in such proceedings, the Company's legal counsel evaluates the perceived merits of any legal proceedings or unasserted claims as well as the perceived merits of the amount of relief sought or expected to be sought therein.

If the assessment of a contingency indicates that it is probable that a material loss has been incurred and the amount of the liability can be estimated, the estimated liability would be accrued in the Company's consolidated financial statements. If the assessment indicates that a potentially material loss contingency is not probable but is reasonably possible, or is probable but cannot be estimated, the nature of the contingent liability, together with an estimate of the range of possible loss if determinable and material, would be disclosed.

Loss contingencies considered remote are generally not disclosed unless they arise from guarantees, in which case the guarantees would be disclosed.

### *Recently Issued Accounting Standards*

In June 2018, the FASB issued ASU No. 2018-07, "Compensation — Stock Compensation (Topic 718)" ("ASU 2018-07"). ASU 2018-07 is intended to reduce cost and complexity and to improve financial reporting for nonemployee share based payments. Currently, the accounting requirements for nonemployee and employee share-based payment transactions are significantly different. ASU 2018-07 expands the scope of Topic 718, Compensation — Stock Compensation (which currently only includes share-based payments to employees) to include share-based payments issued to nonemployees for goods or services. Consequently, the accounting for share-based payments to nonemployees and employees will be substantially aligned. This ASU supersedes Subtopic 505-50, Equity — Equity-Based Payments to Nonemployees. The amendments in this ASU are effective for fiscal years beginning after December 15, 2019, and including interim periods within that fiscal year. Early adoption is permitted, but no earlier than a company's adoption date of Topic 606, Revenue from Contracts with Customers. The Company is currently evaluating ASU 2018-07 and its impact on its consolidated financial statements.

## [Table of Contents](#)

In August 2018, the FASB issued ASU No. 2018-13, “Fair Value Measurement (Topic 820): Disclosure Framework—Changes to the Disclosure Requirements for Fair Value Measurement (“ASU 2018-13”). The amendments in ASU 2018-13 modify the disclosure requirements associated with fair value measurements based on the concepts in the Concepts Statement, including the consideration of costs and benefits. The amendments on changes in unrealized gains and losses, the range and weighted average of significant unobservable inputs used to develop Level 3 fair value measurements, and the narrative description of measurement uncertainty should be applied prospectively for only the most recent interim or annual period presented in the initial fiscal year of adoption. All other amendments should be applied retrospectively to all periods presented upon their effective date. The amendments are effective for all entities for fiscal years beginning after December 15, 2019, and interim periods within those fiscal years. Early adoption is permitted, including adoption in an interim period. The Company is currently evaluating ASU 2018-13 and its impact on its consolidated financial statements.

### ***Note 3 – Liquidity and Financial Condition***

Under ASU 2014-15 Presentation of Financial Statements—Going Concern (Subtopic 205-40) (“ASC 205-40”), the Company has the responsibility to evaluate whether conditions and/or events raise substantial doubt about its ability to meet its future financial obligations as they become due within one year after the date that the financial statements are issued. As required by ASC 205-40, this evaluation shall initially not take into consideration the potential mitigating effects of plans that have not been fully implemented as of the date the financial statements are issued. Management has assessed the Company’s ability to continue as a going concern in accordance with the requirement of ASC 205-40.

As reflected in the condensed consolidated financial statements, the Company had \$612,000 in cash on its balance sheet at March 31, 2019. The Company had negative working capital of \$1.1 million and an accumulated deficit \$49.2 million. Additionally, the Company had a net income in the amount of \$2.4 million and cash provided by operating activities of \$68,000 for the three months ended March 31, 2019, respectively.

The accompanying condensed consolidated financial statements as of March 31, 2019 have been prepared assuming the Company will continue as a going concern. During 2018, the Company restructured convertible notes totaling \$560,000 into new loans that mature in 2023. In February 2019, the Company completed the restructuring of its unsecured and secured debt obligations held its largest promissory noteholder, extending the maturity dates of these debts and the remaining convertible notes until 2022 and eliminating quarterly principal payment requirements. Based on the extended maturities the Company negotiated with its note holders, historical sales and gross margin trends with its current customers under contract and the incremental sales and gross margin from the newly announced customer contracts, management believes substantial doubt regarding the Company’s ability to continue as a going concern has been mitigated. The Company believes it will have sufficient working capital to fund operations for at least the next twelve months from the date of issuance of these condensed consolidated financial statements.

### ***Note 4 – Inventory***

The Company held product supply inventory valued at \$278,850 and \$306,651, raw materials inventory valued at \$134,300 and \$87,730 and equipment and parts inventory valued at \$113,227 and \$113,035 as of March 31, 2019 and December 31, 2018, respectively.

[Table of Contents](#)

**Note 5 - Property and Equipment, Net**

Property and equipment at March 31, 2019 and December 31, 2018 are as follows:

	<b>March 31</b>	<b>December</b>
	<b>2019</b>	<b>31</b>
	<b>2018</b>	<b>2018</b>
Equipment	\$ 1,965,659	\$ 1,965,659
Trucking equipment	983,948	983,948
Office equipment	27,155	27,155
Computer equipment and software	117,212	117,212
Total equipment	<u>3,093,974</u>	<u>3,093,974</u>
Less: accumulated depreciation	<u>(2,586,587)</u>	<u>(2,503,990)</u>
Total equipment in use, net	507,387	589,984
Construction in process	<u>1,807,707</u>	<u>1,807,707</u>
Property and equipment, net	<u>\$ 2,315,094</u>	<u>\$ 2,397,691</u>

The Company uses the straight-line method of depreciation over 2 to 5 years. During the three months ended March 31, 2019 and 2018 depreciation expense was \$82,597, and \$164,324.

**Note 6 – Intellectual Property**

On January 15, 2009, the Company entered into an "Exclusive Patent and Know-How License Agreement Including Transfer of Ownership" with the Energy and Environmental Research Center Foundation, a non-profit entity ("EERCF"). Under the terms of the Agreement, the Company has been granted an exclusive license by EERCF for the technology to develop, make, have made, use, sell, offer to sell, lease, and import the technology in any coal-fired combustion systems (power plant) worldwide and to develop and perform the technology in any coal-fired power plant in the world.

On April 24, 2017, the Company closed on the acquisition from EERCF of all patent rights, including all patents and patents pending, domestic and foreign, relating to the foregoing technology. A total of 42 domestic and foreign patents and patent applications were included in the acquisition. In accordance with the terms of the License Agreement, the patent rights were acquired for the purchase price of (i) \$2,500,000 in cash, and (ii) 925,000 shares of common stock of which 628,998 shares were issued to EERCF and 296,002 were issued to the inventors who had been designated by EERCF. The shares issued were valued at \$518,000 (\$0.56 per share), representing the value as of the closing date.

License and patent costs capitalized as of March 31, 2019 and December 31, 2018 are as follows:

	<b>March 31</b>	<b>December</b>
	<b>2019</b>	<b>31</b>
	<b>2018</b>	<b>2018</b>
Patents	\$ 3,068,995	\$ 3,068,995
Less: Accumulated Amortization	<u>(385,633)</u>	<u>(335,333)</u>
License, Net	<u>\$ 2,683,362</u>	<u>\$ 2,733,662</u>

Amortization expense for each of the three months ended March 31, 2019 and 2018 was \$50,300. Estimated annual amortization for each of the next five years is approximately \$201,200.



[Table of Contents](#)

**Note 7 –Notes Payable**

The Company has the following convertible notes payable outstanding as of March 31, 2019 and December 31, 2018:

	<u>2019</u>	<u>2018</u>
Secured convertible promissory notes which mature upon the retirement of the New AC Midwest Secured Debt, bear interest at 10% per annum, and are convertible into one share of common stock, par value \$0.001 per share.	\$ 990,000	\$ 990,000
Unsecured convertible promissory notes which mature on June 15, 2023, bear interest at 12% per annum, and are convertible into one share of common stock, par value \$0.001 per share.	<u>\$ 860,000</u>	<u>\$ 860,000</u>
Total convertible notes payable before discount	1,850,000	1,850,000
Less discounts	<u>(84,531)</u>	<u>(89,430)</u>
Notes payable	<u><u>1,765,469</u></u>	<u><u>1,760,570</u></u>

As of March 31, 2019, scheduled principal payments due on convertible notes payable are as follows:

<b>Twelve months ended March 31,</b>	
2020	\$ -
2021	-
2022	-
2023	990,000
2024	<u>860,000</u>
	<u>\$ 1,850,000</u>

As of March 31, 2019, future amortization of discounts are as follows:

<b>Twelve months ended December 31,</b>		<b>Discounts</b>
2020	\$	19,596
2021		19,596
2022		19,596
2023		19,596
2024		<u>6,147</u>
	\$	<u>84,531</u>

[Table of Contents](#)

**Note 8 - Secured Note Payable**

On November 29, 2016, pursuant to a new restated financing agreement entered with AC Midwest Energy, LLC (“AC Midwest”) on November 1, 2016, the Company closed on a new secured note with AC Midwest (“The New AC Midwest Secured Note”) in the principle amount of \$9,646,686, which was to mature on December 15, 2018. The New AC Midwest Secured Note is guaranteed by MES, is non-convertible and bears interest at a rate of 15.0% per annum, payable quarterly in arrears on or before the last day of each fiscal quarter. The New AC Midwest Secured Note is secured by all of the assets of the Companies. Interest expense for the three months ended March 31, 2019 and 2018 was \$10,188 and \$30,859, respectively. On February 25, 2019, per Amendment No. 3 (“Amendment No. 3”) to the Amended and Restate Financing Agreement, AC Midwest agreed to waive of compliance with a certain financial covenants of the Restated Financing Agreement and strike this covenant in its entirety as of the effective date of the amendment. Also, pursuant to Amendment No. 3, the parties agreed that the maturity date for the remaining principal balance due under the AC Midwest Secured Note would be extended from December 15, 2018 to August 25, 2022. As of March 31, 2019 and December 31, 2018, total principal of \$271,686 and \$271,686 was outstanding on this note.

**Note 9 – Unsecured Note Payable**

On November 29, 2016, pursuant to a new restated financing agreement entered with AC Midwest on November 1, 2016, the Company closed on an unsecured note with AC Midwest (“The AC Midwest Unsecured Note”) in the principle amount of \$13,000,000, which was to mature on December 15, 2020. On February 25, 2019, the Company, entered into an Unsecured Note Financing Agreement (the “Unsecured Note Financing Agreement”) with AC Midwest, pursuant to which AC Midwest issued an unsecured note in the principal amount of \$13,154,930.60 (the “New AC Midwest Unsecured Note”), which represented the outstanding principal and accrued and unpaid interest at closing. The Company recorded a gain of \$3,412,204 on this exchange which is primarily related to the difference in fair value of the notes on the date of the exchange.

The New AC Midwest Unsecured Note, which has been issued in exchange for the AC Midwest Subordinated Note which has now been cancelled, will mature on August 25, 2022 (the “Maturity Date”). It bears a zero cash interest rate.

If the original principal amount is paid in full on or before August 25, 2020 (18 months from issuance), AC Midwest shall be entitled to a profit participation preference equal to 0.5 times the original principal amount, and if the original principal amount is paid in full after August 25, 2020, AC Midwest shall be entitled to a profit participation preference equal to 1.0 times the original principal amount (the “Profit Share”). The Profit Share is “non-recourse” and shall only be derived from and computed on the basis of, and paid from, Net Litigation Proceeds from claims relating to the Company’s intellectual property, Net Revenue Share and Adjusted Free Cash Flow (as such terms are defined in the Unsecured Note Financing Agreement).

The Company shall pay the principal outstanding, as well as the Profit Share, in an amount equal to 60.0% of Net Litigation Proceeds until such time as any litigation funder has been paid in full and, thereafter, in an amount equal to 75.0% of such Net Litigation Proceeds until the Unsecured Note and Profit Share have been paid in full. In addition, and within 30 days following the end of each fiscal quarter, the Company shall pay the principal outstanding and Profit Share in an aggregate amount equal to the Net Revenue Share (which means 60.0% of Net Licensing Revenue (as defined) from licensing the Company’s intellectual property) plus Adjusted Free Cash Flow until the Unsecured Note and Profit Share have been paid in full, provided, however, that such payments shall exclude the first \$3,500,000 of Net Licensing Revenue and Adjusted Free Cash Flow achieved commencing with the fiscal quarter ending March 31, 2019. Any remaining principal balance due on the Unsecured Note shall be due and payable in full on the Maturity Date. The Profit Share, however, if not paid in full on or before the Maturity Date, shall remain subject to Unsecured Note Financing Agreement until full and final payment.

The Company determined that the rate of interest on the New AC Midwest Unsecured Note was a below market rate of interest and determined that a discount of \$11,113,087 should be recorded. This discount is based on an applicable market rate for unsecured debt for the Company of 21% and will be amortized as interest expense over the life of the loan. Amortized discount recorded as interest expense for the quarter ended March 31, 2019 was \$209,428.

[Table of Contents](#)

***Note 10 - Operating Leases***

In 2016, the Company entered into a six year agreement to lease trailers used in the delivery of its products. Monthly payments currently total \$32,820.

On January 27, 2015, the Company entered into a lease for office space in Lewis Center, Ohio, commencing February 1, 2015 which lease as amended expires in February 2020. The lease provides for the option to extend the lease for up to five additional years. Monthly rent is \$1,575 through February 2020.

On July 1, 2015, the Company entered into a five year lease for warehouse space in Corsicana, Texas. Rent is \$3,750 monthly throughout the term of the lease. The Company is also responsible for the pro rata share of the projected monthly expenses for the property taxes. The current pro rata share is \$882.

On September 1, 2018, the Company entered into a one year lease for office space in Grand Forks, North Dakota. Monthly rent is \$575 a month through August 2019.

Future minimum lease payments under these non-cancelable leases are approximately as follows:

<b>For the Twelve Months Ended March 31</b>	
2020	\$ 459,040
2021	401,340
2022	393,840
2023	157,680
<b>Total</b>	<b>1,411,900</b>
Less discount	(66,641)
Less short term leases	(20,200)
<b>Total lease liabilities</b>	<b>1,325,059</b>
Less current portion	(381,245)
<b>Operating lease obligation, net of current portion</b>	<b>\$ 943,814</b>

The weighted average remaining lease term for operating leases is 2.4 years and the weighted average discount rate used in calculating the operating lease asset and liability is 5.0%. For the three months ended March 31, 2019, payments on lease obligations were \$115,931 and amortization on the right of use assets was \$94,353.

#### ***Note 11 – Commitments and Contingencies***

##### *Fixed Price Contract*

The Company's multi-year contracts with its commercial customers contain fixed prices for product. These contracts expire through 2019 and expose the Company to the potential risks associated with rising material costs during that same period. Revenue reported during interim periods were recorded based on the facts and circumstances at the time and any differences noted when the final revenue is determined is considered to be a change in estimate for the period.

##### *Legal proceedings*

The Company is involved in various claims and legal proceedings arising from the normal course of business. While the ultimate liability, if any, from these proceedings is presently indeterminable, in the opinion of management, these matters should not have a material adverse effect on the Company's consolidated financial statements.

[Table of Contents](#)

**Note 12 - Stock Based Compensation**

The Company accounts for stock-based compensation awards in accordance with the provisions of ASC 718, which addresses the accounting for employee stock options which requires that the cost of all employee stock options, as well as other equity-based compensation arrangements, be reflected in the consolidated financial statements over the vesting period based on the estimated fair value of the awards.

A summary of stock option activity for the quarter ended March 31, 2019 is presented below:

	Number of Shares	Weighted Average Exercise Price	Weighted Average Remaining Contractual Life (years)	Aggregate Intrinsic Value
December 31, 2018	9,161,510	1.15	2.0	-
Expirations	(635,000)	-	-	-
March 31, 2019	8,526,510	1.19	1.9	-
Options exercisable at:				
March 31, 2019	8,526,510	1.19	1.9	

**Note 13 - Warrants**

The Company utilized a Black-Scholes options pricing model to value the warrants sold and issued. This model requires the input of highly subjective assumptions such as the expected stock price volatility and the expected period until the warrants are exercised. When calculating the value of warrants issued, the Company uses a volatility factor of 100%, a risk free interest rate and the life of the warrant for the exercise period.

The following table summarizes information about common stock warrants outstanding at March 31, 2019:

Exercise Price	Outstanding			Exercisable		
	Number Outstanding	Weighted Average Remaining Contractual Life (years)	Weighted Average Exercise Price	Number Exercisable	Weighted Average Exercise Price	
0.87	1,303,300	0.11	0.87	1,303,300	0.87	
0.70	860,000	4.30	0.65	860,000	0.65	
0.45	150,000	1.67	0.45	150,000	0.45	
0.35	1,792,098*	1.29	0.35	1,792,098	0.35	
\$0.50 - \$3.30	4,105,398	1.56		4,105,398		

Note \* 916,720 warrants exercisable at \$0.35 contain dilution protections that increase the number of shares purchasable at exercise upon the issuance of securities at a price below the current exercise price.

***Note 14 – Subsequent Events***

On May 14, 2019, Frederick Van Zijl resigned as a director of the Company. In connection with such resignation, the Company has agreed to issue, and Mr. Van Zijl has agreed to accept, an aggregate of 235,184 shares of common stock of the Company in full and complete payment for service on the Board since his appointment in October 2018. Mr. Van Zijl has not been paid any cash director fees since his appointment to the Board.

[Table of Contents](#)

**ITEM 2 – MANAGEMENT’S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS**

The following discussion should be read in conjunction with the unaudited condensed consolidated financial statements and the related notes that appear elsewhere within this report. Certain statements we make under this Item 2 constitute “forward-looking statements” under the Private Securities Litigation Reform Act of 1995. See “Forward-Looking Statements” in “Part I” preceding “Item 1 – Financial Information.” You should consider our forward-looking statements in light of the risks discussed under the heading “Risk Factors” in Item 1A of Part I of our Annual Report on Form 10-K for the year

ended December 31, 2018, as well as our unaudited condensed consolidated financial statements, related notes and other financial information appearing elsewhere in this report and our other filings with the Securities and Exchange Commission.

## Background

Midwest Energy Emissions Corp. (the “Company”, “we”, “us” and “our”) is an environmental services and technology company specializing in mercury emission control technologies, primarily to utility and industrial coal-fired units. We deliver patented and proprietary solutions to the global coal-power industry to remove mercury from power plant emissions, providing performance guarantees, and leading-edge emissions services. We have developed patented technology and proprietary products that have been shown to achieve mercury removal at a significantly lower cost and with less operational impact than currently used methods, while maintaining and/or increasing unit output and preserving the marketability of fly-ash for beneficial use.

North America is currently the largest market for our technology. The U.S. EPA MATS (Mercury and Air Toxics Standards) rule requires that all coal and oil-fired power plants in the U.S., larger than 25MWs, must limit mercury in its emissions to below certain specified levels, according to the type of coal burned. Power plants were required to begin complying with MATS on April 16, 2015, unless they were granted a one-year extension to begin to comply. MATS, along with many state and provincial regulations, form the basis for mercury emission capture at coal fired plants across North America. Under the MATS regulation, Electric Generating Units (“EGUs”) are required to remove about 90% of the mercury from their emissions. We believe that we continue to meet the requirements of the industry as a whole and our technologies have been shown to achieve mercury removal levels compliant with all state, provincial and federal regulations at a lower cost and with less plant impact than our competition.

As is typical in this market, we are paid by the EGU based on how much of our material is injected to achieve the needed level of mercury removal. Our current clients pay us as material is delivered to their facility. Clients will use our material whenever their EGUs operate, although EGUs are not always in operation. EGUs typically may not be in operation due to maintenance reasons or when the price of power in the market is less than their cost to produce power. Thus, our revenues from EGU clients will not typically be a consistent stream but will fluctuate, especially seasonally as the market demand for power fluctuates.

The MATS regulation has been subject to legal challenge, and in June 2015, the U.S. Supreme Court held that the EPA unreasonably failed to consider costs in determining whether it is “appropriate and necessary” to regulate hazardous air pollutants, including mercury, from power plants. The Court remanded the case back to the U.S. Court of Appeals for the District of Columbia Circuit for further proceedings, but left the rule in place. In December 2015, the D.C. Circuit remanded the rule back to the EPA for further consideration while allowing MATS to remain in effect pending the EPA’s finding; the Supreme Court later denied a petition challenging the lower court’s decision to remand without vacating. On April 14, 2016, EPA issued a final supplemental finding reaffirming the MATS rule on the ground that it is supported by the cost analysis the Supreme Court required. That supplemental finding is under review by the D.C. Circuit, and the Company is unable to predict with certainty the outcome of these proceedings. On April 18, 2017, EPA asked the court to place that litigation in abeyance, stating that the Agency is reviewing the supplemental finding to determine whether it should be reconsidered in whole or in part. The court granted EPA’s abeyance request on April 27, 2017, and ordered EPA to file 90-day status reports starting July 26, 2017. In February 2019, the EPA published its proposed revised supplemental cost-benefits finding for MATS which concludes that the 2016 supplemental finding was flawed in part due to its reliance on co-benefits to justify MATS. Nevertheless, the EPA is proposing to leave the MATS rule in place. EPA requested public comment, however, on whether MATS may or must be rescinded if EPA reverses its earlier conclusion that it is “appropriate and necessary” to regulate power plant emissions of mercury and other hazardous air pollutants under the statutory provision authorizing MATS. The public comment period ended April 17, 2019. As of the date of the filing of this report, we are unable to predict whether the proposed supplemental cost-benefits finding will be finalized in substantially the form as proposed, or finalized at all. Any such final action will almost certainly be challenged in the courts, which could extend uncertainty over the status of MATS for a number of years. Investors should note that any changes to the MATS rule could have a negative impact on our business.

## [Table of Contents](#)

### **Executive Overview**

We remain focused on positioning the Company for short and long-term growth. During 2018, we focused on execution at our customer sites and on continual operation improvement. We continue to make refinements to all of our key products, as we continue to focus on the customer and its operations. As part of our overall strategy, we have a number of initiatives which we believe will be able to drive our short and long-term growth:

- Our acquisition of all the patent rights, including all patents and patents pending, domestic and foreign, which forms the basis of our mercury control technology, which acquisition was completed in April 2017 positions us to license systems using a two-part mercury control process. In this regard, we anticipate being able, and have begun efforts, to license our technologies to utilities and others across North America, Europe and elsewhere.
- In the United States, we continue to seek new utility customers for our technology in order for them to meet the MATS requirements as well as maintaining our contractual arrangements with our current customers. In this regard, in October 2018, we secured a supply contract extension with our largest customer and also expanded into this customer's fleet by securing two additional coal-fired boilers to which we supply our technology and products. In March 2019, we secured two additional coal-fired boilers within this customer's fleet. In addition, in March 2019, we secured a contract renewal with another long-term customer and entered into an agreement with a new utility customer to supply our technology and products. In May 2019, we announced that we had signed a multi-year contract renewal with a long-term customer located in the U.S. Southwest.
- In Europe, we are working to penetrate this market through our licensing agreement entered into in March 2018 with one of our primary suppliers. We believe such arrangement will make our technology more marketable throughout Europe and which will benefit the Company from such supplier's knowledge and operations in the region.
- On February 25, 2019, we were able to complete the restructuring of our unsecured and secured debt obligations held by AC Midwest Energy LLC extending the maturity dates of these debts until 2022 and eliminating quarterly principal payment requirements. This restructuring reflects the commitment of our financial partner in our efforts to attract new business, manage our present customers and monetize our patent portfolio.

Although we face a host of challenges and risks, we are optimistic about our future and expect our business to grow substantially.

### **Results of Operations**

The Company saw an increase in sales in the three months ended March 31, 2019 as compared to the same period in 2018. The increase in product sales is primarily due to the recently announced new customer EGU's noted above.

[Table of Contents](#)

**Revenues**

*Sales* - We generated revenues of approximately \$2,787,000 and \$2,121,000 for the three months ended March 31, 2019 and 2018, respectively. Total sorbent product sales for the three months ended March 31, 2019 and 2018 were \$2,758,000 and \$2,060,000, respectively. The increase from the prior year is primarily due to the increase in customer EGU's.

Equipment sales and other revenues for the three months ended March 31, 2019 and 2018 were \$29,000 and \$61,000, respectively. This decrease is primarily associated with decreased demonstration revenues in 2018.

**Costs and Expenses**

*Costs and expenses* were \$424,000 and \$3,490,000 during the three months ended March 31, 2019 and 2018, respectively. The decrease in costs and expenses from the prior year is primarily attributable to a non-cash, one time gain on debt restructuring recognized in the quarter as well as decrease in administrative overhead costs, offset by an increase in material costs associated with the increase in sales.

*Costs of sales* were \$2,164,000 and \$1,708,000 for the three months ended March 31, 2019 and 2018, respectively. The increase in cost is primarily attributable to the increase in product sales in 2019. Gross margin increased to 22% in 2019 from 19% due to lower overhead costs applied per sales dollar.

*Selling, general and administrative expenses* were \$1,140,000 and \$1,781,000 for the three months ended March 31, 2019 and 2018, respectively. The decrease in selling, general and administrative expenses is primarily attributed to a decrease in stock based compensation and sales compensation compared to 2018.

Interest expense related to the financing of capital was \$320,000 and \$514,000 for the three months ended March 31, 2019 and 2018, respectively. This decrease is primarily related to the decrease in secured debt from the same period in the prior year and the new interest rates associated with the restructuring of debt, which occurred in February 2019.

**Net Income (Loss)**

For the quarter ended March 31, 2019 we had net income of approximately \$2,364,000 and for the quarter ended March 31, 2018 we had a net loss of approximately \$1,911,000. The change in net income is primarily due to the non-cash, one time gain on debt restructuring recognized during the quarter as well as increased sales, improved gross margin and decreased selling, general and administrative costs.

**Liquidity and Capital Resources**

The Company had \$612,000 in cash on its balance sheet at March 31, 2019. The Company had working capital deficit of \$1.1 million and an accumulated deficit \$49.2 million. Additionally, the Company had a net income in the amount of \$2.4 million and cash provided by operating activities of \$68,000 for the three months ended March 31, 2019.

During 2018, the Company restructured convertible notes totaling \$560,000 into new loans that mature in 2023. In February 2019, the Company completed the restructuring of its unsecured and secured debt obligations held by its largest promissory noteholder, extending the maturity dates of these debts and the remaining convertible notes until 2022 and eliminating quarterly principal payment requirements. Based on the extended maturities the Company negotiated with its note holders, historical sales and gross margin trends with its current customers under contract and the incremental sales and gross margin from the newly announced customer contracts, management believes substantial doubt regarding the Company's ability to continue as a going concern has been mitigated. The Company believes it will have sufficient working capital to fund operations for at least the next twelve months from the date of issuance of these financial statements.

### [Table of Contents](#)

*Total assets* were \$8,492,000 at March 31, 2019 versus \$8,039,000 at December 31, 2018. The change in total assets is primarily attributable to the increase in right of use assets.

*Total liabilities* were \$14,801,000 at March 31, 2019 versus \$16,660,000 at December 31, 2018. The decrease is primarily attributable to the decrease in the fair value of long term debt and is offset by the increase in operating lease liabilities.

*Operating activities* provided \$68,000 and used \$1,035,000 of cash during the three months ended March 31, 2019 and 2018, respectively. The decrease in cash used in operating activities is primarily attributable to an increase in net income and is offset by the non-cash gain on debt restructuring recognized in the current quarter.

*Investing activities* used \$0 and \$115,000 during the three months ended March 31, 2019 and 2018, respectively.

*Financing activities* used \$42,000 and \$639,000 during the three months ended March 31 2019 and 2018, respectively. In 2019, \$15,000 was used to make principal payments on notes payable versus \$639,000 in 2018.

### **Off-Balance Sheet Arrangements**

We do not have any off balance sheet arrangements that are reasonably likely to have a current or future effect on our financial condition, revenues, and results of operations, liquidity or capital expenditures.

### **Critical Accounting Policies and Estimates**

Our discussion and analysis of our financial conditions and results of operation are based upon the accompanying consolidated financial statements which have been prepared in accordance with the generally accepted accounting principles in the U.S. The preparation of the consolidated financial statements requires that we make estimates and assumptions that affect the amounts reported in assets, liabilities, revenues and expenses. Management evaluates on an on-going basis our estimates with respect to the valuation allowances for accounts receivable, income taxes, accrued expenses and equity instrument valuation, for example. We base these estimates on various assumptions and experience that we believe to be reasonable. The following critical accounting policies are those that are important to the presentation of our financial condition and results of operations. These policies require management's most difficult, complex, or subjective judgments, often as a result of the need to make estimates of matters that are inherently uncertain.

The following critical accounting policies affect our more significant estimates used in the preparation of our consolidated financial statements. In particular, our most critical accounting policies relate to the recognition of revenue, and the valuation of our stock-based compensation.

### **Accounts Receivable**

Trade accounts receivable are stated at the amount the Company expects to collect. The Company maintains allowances for doubtful accounts for estimated losses resulting from the inability of its customers to make required payments. Management considers the following factors when determining the collectability of specific customer accounts: customer credit-worthiness, past transaction history with the customer, current economic industry trends, and changes in customer payment terms. Past due balances over 90 days and other higher risk amounts are reviewed individually for collectability. If the financial condition of the Company's customers were to deteriorate, adversely affecting their ability to make payments, additional allowances would be required. Based on management's assessment, the Company provides for estimated uncollectible amounts through a charge to earnings and a credit to a valuation allowance. Balances that remain outstanding after the Company has used reasonable collection efforts are written off through a charge to the valuation allowance and a credit to accounts receivable.

[Table of Contents](#)

**Revenue Recognition**

The Company records revenue in accordance with ASC 606, Revenue from Contracts with Customers (“ASC 606”). The Company’s revenues are primarily comprised of sales of products. Revenue is recognized when the Company satisfies its performance obligation under the contract by transferring the promised product to its customer that obtains control of the product. A performance obligation is a promise in a contract to transfer a distinct product to a customer. Most of the Company’s contracts have a single performance obligation, as the promise to transfer products or services is not separately identifiable from other promises in the contract and, therefore, not distinct.

Revenue is measured as the amount of consideration the Company expects to receive in exchange for transferring products. As such, revenue is recorded net of returns, allowances, customer discounts, and incentives. Sales and other taxes are excluded from revenues. Invoiced shipping and handling costs are included in revenue.

The Company generated revenue for the years ended December 31, 2018 and 2017 by (i) delivering product to its commercial customers, (ii) completing and commissioning equipment projects at commercial customer sites and (iii) performing demonstrations of its technology at customers with the intent of entering into long term supply agreements based on the performance of the Company’s products during the demonstrations.

Revenue for product sales is recognized at the point of time in which the customer obtains control of the product, at the time title passes to the customer upon shipment or delivery of the product based on the applicable shipping terms.

Revenue for equipment sales is recognized upon commissioning and customer acceptance of the installed equipment per the terms of the purchase contract.

Revenue for demonstrations and consulting services is recognized when performance obligations contained in the contract have been completed, typically the completion of necessary field work and the delivery of any required analysis per the terms of the agreement.

**Stock-Based Compensation**

Share-based payments be reflected as an expense based upon the grant-date fair value of those grants over their vesting period. Accordingly, the fair value of each option grant, non-vested stock award and shares issued under our employee stock purchase plan, were estimated on the date of grant. We estimate the fair value of these grants using the Black-Scholes model which requires us to make certain estimates in the assumptions used in this model, including the expected term the award will be held, the volatility of the underlying common stock, the discount rate, dividends and the forfeiture rate. The expected term represents the period of time that grants and awards are expected to be outstanding. Expected volatilities were based on historical volatility of our stock. The risk-free interest rate approximates the U.S. treasury rate corresponding to the expected term of the option. Dividends were assumed to be zero. Forfeiture estimates are based on historical data. These inputs are based on our assumptions, which we believe to be reasonable but that include complex and subjective variables. Other reasonable assumptions could result in different fair values for our stock-based awards. Stock-based compensation expense, as determined using the Black-Scholes option-pricing model, is recognized on a straight-line basis over the service period, net of estimated forfeitures. To the extent that actual results or revised estimates differ from the estimates used, those amounts will be recorded as an adjustment in the period that estimates are revised.

[Table of Contents](#)

**Non-GAAP Financial Measures**

*Adjusted EBITDA*

To supplement our consolidated financial statements presented in accordance with GAAP and to provide investors with additional information regarding our financial results, we consider and are including herein Adjusted EBITDA, a Non-GAAP financial measure. We view Adjusted EBITDA as an operating performance measure and, as such, we believe that the GAAP financial measure most directly comparable to it is net income (loss). We define Adjusted EBITDA as net income adjusted for interest and financing fees, income taxes, depreciation, amortization, stock based compensation, and other non-cash income and expenses. We believe that Adjusted EBITDA provides us an important measure of operating performance because it allows management, investors, debtholders and others to evaluate and compare ongoing operating results from period to period by removing the impact of our asset base, any asset disposals or impairments, stock based compensation and other non-cash income and expense items associated with our reliance on issuing equity-linked debt securities to fund our working capital.

Our use of Adjusted EBITDA has limitations as an analytical tool, and this measure should not be considered in isolation or as a substitute for an analysis of our results as reported under GAAP, as the excluded items may have significant effects on our operating results and financial condition. Additionally, our measure of Adjusted EBITDA may differ from other companies' measure of Adjusted EBITDA. When evaluating our performance, Adjusted EBITDA should be considered with other financial performance measures, including various cash flow metrics, net income and other GAAP results. In the future, we may disclose different non-GAAP financial measures in order to help our investors and others more meaningfully evaluate and compare our future results of operations to our previously reported results of operations.

We prepare and publicly release quarterly unaudited financial statements prepared in accordance with GAAP. The following table shows our reconciliation of Net Income to Adjusted EBITDA for the quarters ended March 31, 2019 and 2018, respectively:

	<b>Quarter Ended March 31,</b>	
	<b>2019</b>	<b>2018</b>
	(In thousands)	
Net income (loss)	\$ 2,364	\$ (1,911)
Non-GAAP adjustments:		
Depreciation and amortization	262	249
Interest	529	514
Gain on debt restructuring	(3,412)	-
Stock based compensation	-	301
Adjusted EBITDA	\$ (257)	\$ (847)

**ITEM 3 - QUANTITATIVE AND QUALITATIVE DISCLOSURES ABOUT MARKET RISK**

We are a smaller reporting company as defined by Rule 12b-2 of the Securities Exchange Act of 1934 and are not required to provide the information under this item.

[Table of Contents](#)

**ITEM 4 – CONTROLS AND PROCEDURES**

Under the supervision and with the participation of our management, including our principal executive officer and principal financial officer, we have evaluated the effectiveness of our disclosure controls and procedures (as defined in Rule 13a-15(e) and Rule 15d-15(e) of the Exchange Act) as of the end of the period covered by this report. Disclosure controls and procedures are designed to ensure that information required to be disclosed in reports filed or submitted under the Exchange Act is recorded, processed, summarized and reported within the time periods specified in the Securities and Exchange Commission's rules and forms, and that such information is accumulated and communicated to management, including our principal executive officer and principal financial officer, to allow timely decisions regarding required disclosure. Based on that evaluation, our principal executive officer and principal financial officer concluded, as of the end of the period covered by this report, that the Company's disclosure controls and procedures were not effective as a result of material weaknesses in our internal control over financial reporting. The ineffectiveness of our disclosure controls and procedures was due to the following material weaknesses in our internal control over financial reporting, which are common to many small companies: (i) lack of a sufficient complement of personnel commensurate with the Company's reporting requirements; and (ii) insufficient written documentation or training of our internal control policies and procedures which provide staff with guidance or framework for accounting and disclosing financial transactions.

Despite the existence of the material weaknesses above, we believe that the condensed consolidated financial statements contained in this Form 10-Q fairly present our financial position, results of operations and cash flows as of and for the periods presented in all material respects.

***Changes in Internal Control over Financial Reporting***

There have been no changes in our internal control over financial reporting (as such term is defined in Rules 13a-15(f) and 15d-15 (f) under the Exchange Act) during the fiscal quarter covered by this report that have materially affected, or are reasonably likely to materially affect, our internal control over financial reporting except the updated business processes and internal controls made in support of the adoption of the new lease accounting standard. Certain actions have been taken to address certain aspects of the material weaknesses disclosed above. We continue to actively plan for and implement additional control procedures to improve our overall control environment and expect these efforts to continue throughout 2019 and beyond. Due to the nature of the remediation process, the need to have sufficient resources (cash or otherwise) to devote to such efforts, and the need to allow adequate time after implementation to evaluate and test the effectiveness of the controls, no assurance can be given as to the timing of achievement of remediation.

[Table of Contents](#)

**PART II – OTHER INFORMATION**

**ITEM 1 – LEGAL PROCEEDINGS**

None

**ITEM 1A – RISK FACTORS**

We are a smaller reporting company as defined by Rule 12b-2 of the Securities Exchange Act of 1934 and are not required to provide the information under this item.

**ITEM 2 - UNREGISTERED SALES OF EQUITY SECURITIES AND USE OF PROCEEDS**

None

**ITEM 3 - DEFAULT UPON SENIOR SECURITIES**

Not applicable.

**ITEM 4 - MINE SAFETY DISCLOSURES**

Not applicable.

**ITEM 5 - OTHER INFORMATION**

None

[Table of Contents](#)

**ITEM – 6 EXHIBITS**

<b>Exhibit Number</b>	<b>Description</b>
<a href="#">31.1*</a>	<a href="#">Certification by Chief Executive Officer, required by Rule 13a-14(a) or Rule 15d-14(a) of the Exchange Act</a>
<a href="#">31.2*</a>	<a href="#">Certification by Chief Financial Officer, required by Rule 13a-14(a) or Rule 15d-14(a) of the Exchange Act</a>
<a href="#">32.1*</a>	<a href="#">Certification by Chief Executive Officer, required by Rule 13a-14(b) or Rule 15d-14(b) of the Exchange Act and Section 1350 of Chapter 63 of Title 18 of the United States Code</a>
<a href="#">32.2*</a>	<a href="#">Certification by Chief Financial Officer, required by Rule 13a-14(b) or Rule 15d-14(b) of the Exchange Act and Section 1350 of Chapter 63 of Title 18 of the United States Code</a>
101*	The following financial information from our Quarterly Report on Form 10-Q for the three months ended March 31, 2019 formatted in Extensible Business Reporting Language (XBRL): (i) the Condensed Consolidated Balance Sheets, (ii) the Condensed Consolidated Statements of Operations, (iii) the Condensed Consolidated Statements of Stockholders' Deficit, (iv) the Condensed Consolidated Statements of Cash Flows, and (v) Notes to Condensed Consolidated Financial Statements

\* Filed herewith.

[Table of Contents](#)

**SIGNATURES**

Pursuant to the requirements of the Securities Exchange Act of 1934, the Registrant has duly caused this report to be signed on its behalf by the undersigned thereunto duly authorized.

**MIDWEST ENERGY EMISSIONS CORP.**

Dated: May 15, 2019

By: /s/ Richard MacPherson  
Richard MacPherson  
President and Chief Executive Officer  
(Principal Executive Officer)

Dated: May 15, 2019

By: /s/ Richard H. Gross  
Richard H. Gross  
Chief Financial Officer  
(Principal Financial Officer)

## CERTIFICATION

I, Richard MacPherson, certify that:

1. I have reviewed this quarterly report on Form 10-Q of Midwest Energy Emissions Corp.;
2. Based on my knowledge, this report does not contain any untrue statements of a material fact or omit to state a material fact necessary to make the statements made, in light of the circumstances under which such statements were made, not misleading with respect to the period covered by this report;
3. Based on my knowledge, the financial statements, and other financial information included in this report, fairly present in all material respects the financial condition, results of operations and cash flows of the registrant as of, and for, the periods presented in this report;
4. The registrant's other certifying officers and I are responsible for establishing and maintaining disclosure controls and procedures (as defined in Exchange Act Rules 13a-15(e) and 15d-15(e)) and internal control over financial reporting (as defined in Exchange Act Rules 13a-15(f) and 15d-15(f)) for the registrant and have:
  - (a) Designed such disclosure controls and procedures, or caused such disclosure controls and procedures to be designed under our supervision, to ensure that material information relating to the registrant, including its consolidated subsidiaries, is made known to us by others within those entities, particularly during the period in which this report is being prepared;
  - (b) Designed such internal control over financial reporting, or caused such internal control over financial reporting to be designed under our supervision, to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with generally accepted accounting principles;
  - (c) Evaluated the effectiveness of the registrant's disclosure controls and procedures and presented in this report our conclusions about the effectiveness of the disclosure controls and procedures, as of the end of the period covered by this report based on such evaluation;
  - (d) Disclosed in this report any change in the registrant's internal control over financial reporting that occurred during the registrant's most recent fiscal quarter (the registrant's fourth fiscal quarter in the case of an annual report) that has materially affected, or is reasonable likely to materially affect, the registrant's internal control over financial reporting; and
5. The registrant's other certifying officer(s) and I have disclosed, based on our most recent evaluation of internal control over financial reporting, to the registrant's auditors and the audit committee of the registrant's board of directors (or persons performing the equivalent functions):
  - (a) All significant deficiencies and material weaknesses in the design or operation of internal control over financial reporting which are reasonably likely to adversely affect the registrant's ability to record, process, summarize and report financial information; and
  - (b) Any fraud, whether or not material, that involves management or other employees who have a significant role in the registrant's internal control over financial reporting.

Dated: May 15, 2019

By: /s/ Richard MacPherson  
Richard MacPherson,  
President and Chief Executive Officer  
(Principal Executive Officer)

## CERTIFICATION

I, Richard H. Gross, certify that:

1. I have reviewed this quarterly report on Form 10-Q of Midwest Energy Emissions Corp.;
2. Based on my knowledge, this report does not contain any untrue statements of a material fact or omit to state a material fact necessary to make the statements made, in light of the circumstances under which such statements were made, not misleading with respect to the period covered by this report;
3. Based on my knowledge, the financial statements, and other financial information included in this report, fairly present in all material respects the financial condition, results of operations and cash flows of the registrant as of, and for, the periods presented in this report;
4. The registrant's other certifying officers and I are responsible for establishing and maintaining disclosure controls and procedures (as defined in Exchange Act Rules 13a-15(e) and 15d-15(e)) and internal control over financial reporting (as defined in Exchange Act Rules 13a-15(f) and 15d-15(f)) for the registrant and have:
  - (a) Designed such disclosure controls and procedures, or caused such disclosure controls and procedures to be designed under our supervision, to ensure that material information relating to the registrant, including its consolidated subsidiaries, is made known to us by others within those entities, particularly during the period in which this report is being prepared;
  - (b) Designed such internal control over financial reporting, or caused such internal control over financial reporting to be designed under our supervision, to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with generally accepted accounting principles;
  - (c) Evaluated the effectiveness of the registrant's disclosure controls and procedures and presented in this report our conclusions about the effectiveness of the disclosure controls and procedures, as of the end of the period covered by this report based on such evaluation;
  - (d) Disclosed in this report any change in the registrant's internal control over financial reporting that occurred during the registrant's most recent fiscal quarter (the registrant's fourth fiscal quarter in the case of an annual report) that has materially affected, or is reasonable likely to materially affect, the registrant's internal control over financial reporting; and
5. The registrant's other certifying officer(s) and I have disclosed, based on our most recent evaluation of internal control over financial reporting, to the registrant's auditors and the audit committee of the registrant's board of directors (or persons performing the equivalent functions):
  - (a) All significant deficiencies and material weaknesses in the design or operation of internal control over financial reporting which are reasonably likely to adversely affect the registrant's ability to record, process, summarize and report financial information; and
  - (b) Any fraud, whether or not material, that involves management or other employees who have a significant role in the registrant's internal control over financial reporting.

Dated: May 15, 2019

By: /s/ Richard H. Gross  
Richard H. Gross  
Chief Financial Officer  
(Principal Financial Officer)

**CERTIFICATION PURSUANT TO  
18 U.S.C. SECTION 1350,  
AS ADOPTED PURSUANT TO  
SECTION 906 OF THE  
SARBANES-OXLEY ACT OF 2002**

In connection with the Quarterly Report of Midwest Energy Emissions Corp. (the "Company") on Form 10-Q for the period ended March 31, 2019, as filed with the Securities and Exchange Commission (the "Report"), the undersigned certifies, pursuant to 18 U.S.C. Section 1350, as adopted pursuant to Section 906 of the Sarbanes-Oxley Act of 2002, to the best of the undersigned's knowledge, that:

- (1) The Report fully complies with the requirements of Section 13(a) or 15(d) of the Securities Exchange Act of 1934; and
- (2) The information contained in the Report fairly presents, in all material respects, the financial condition and results of operations of the Company.

Dated: May 15, 2019

By: /s/ Richard MacPherson  
Richard MacPherson,  
President and Chief Executive Officer  
(Principal Executive Officer)

**CERTIFICATION PURSUANT TO  
18 U.S.C. SECTION 1350,  
AS ADOPTED PURSUANT TO  
SECTION 906 OF THE  
SARBANES-OXLEY ACT OF 2002**

In connection with the Quarterly Report of Midwest Energy Emissions Corp. (the "Company") on Form 10-Q for the period ended March 31, 2019, as filed with the Securities and Exchange Commission (the "Report"), the undersigned certifies, pursuant to 18 U.S.C. Section 1350, as adopted pursuant to Section 906 of the Sarbanes-Oxley Act of 2002, to the best of the undersigned's knowledge, that:

- (1) The Report fully complies with the requirements of Section 13(a) or 15(d) of the Securities Exchange Act of 1934; and
- (2) The information contained in the Report fairly presents, in all material respects, the financial condition and results of operations of the Company.

Dated: May 15, 2019

By: /s/ Richard H. Gross

Richard H. Gross  
Chief Financial Officer  
(Principal Financial Officer)