

# ISRI Board of Directors Summer Meeting

July 21, 2014

Minneapolis, Minnesota

## BOARD OVERVIEW

- safety will be the emphasis over the next two years
- the Circle of Safety Excellence will be our guiding light during the next two years

## MEMBERSHIP COMMITTEE

- 1,579 total members now
- 137 new members
- collected \$7.2 million in dues this year which is above budget
- membership coupon: 1st year membership coupon of \$600 for 25 members for RIOS certification if you just join ISRI...this discount is a result of merging membership categories...
- unified membership application: now there are four applications and looking to reduce it to ONE combined document
- a telemarketer for renewal of membership was used this year: feedback was good...40% of those he spoke to renewed and accounted for approximately \$180,000 in additional ISRI revenue...ISRI paid a flat fee for the calls of only \$240!
- membership training: considering a chapter membership chair's training session stressing recruitment, reaching out to existing members, dues categories and benefits of ISRI

## PAPER DIVISION

- economic update: jobs situation is improving...Economic growth has contracted and there is a weakness in the overall economy...weather, consumer consumption, etc. has caused the difficulty...inflation is below 2%...our recovery is still not complete...as the dollar strengthens recovered fiber pricing decreases...outlook: 2.1% - 2.3 % economic growth going forward...geo-political events prevent investment in commodities
- Dirty MRF's: issue of the new MRF in Indianapolis where a mixed waste processing facility (one bin system) where all trash and recyclables are placed together with no separation. This material is then sent to a MRF to generate recyclable materials through a combination of labor intensive manual and mechanical sorting...this concept would not be advantageous to our membership; as a result, ISRI has issued a policy statement in opposition to the dirty MRF concept

## PLASTICS DIVISION

- health care plastics recycling coalition: their focus is on the recycling of plastics in the healthcare industry...6,000 hospitals generate 14000 tons per day of waste and 25% is plastic and recoverable...currently, most of this material goes to landfills...there could be a tremendous opportunity for plastic recycling in the healthcare industry...exposure of material from operating rooms has been considered and this material is not being considered for recycling...they are looking to set up a pilot program at six hospitals...

## DESIGN FOR RECYCLING (DfR)

- discussed the progress ISRI has had with the auto manufacturers in Detroit to increase the amount of recyclables that are engineered into the cars they are making
- creation of a new DfR plaque award: there appears to now be reluctance to changing the award...we will have a "go or no go" position hopefully by the October BOD meeting...

## EDUCATION & TRAINING COMMITTEE

- the scrap industry management training program in Austin, Texas cost \$2,795 per registration, 22 registered, most attendees were in the business for several years...the feedback was very positive...a major goal of the training schedule was to network for best practices...the portal for the event was on-line...budget vs act, we fell short by \$6,000...the program was marketed on-line, at the general session of the ISRI National Convention and at other venues
- the maintenance and transportation sections of the course could have been better with hands on information rather than the theoretical approach that was presented by the Professor

## RECYCLING RESEARCH FOUNDATION

- committee chairs were appointed for the following committees: Silent Auction, Grants, Graduate Scholarships and Veterans Stipend
- with the awarded scholarships just approved, the Recycling Research Foundation has awarded almost \$1 million in scholarships since 2002!

## CONVENTION COMMITTEE

- report from Vancouver...mentioned the various non-stop airports from the U S for convenience...remember your passports and ensure that they are good for at least six months, if not get them renewed...taxi will cost \$35/\$40 from the airport to hotels...make your hotel reservations early...Fairmont Pacific Rim and Pan Pacific are the closest hotels followed by Renaissance Vancouver and Marriott...beware that it could rain so be prepared with umbrellas and raincoats...check health insurance coverage while traveling in Canada...exhibit space seems to be filled out...final night entertainment should be spectacular with a fireworks display...hotel prices (\$189 - \$300/night)...get a "global entry network pass" for entry into and out of Canada...[www.cpb.gov/global-entry](http://www.cpb.gov/global-entry)...this will speed up considerably your entry into and out of Canada
- recap on 2014 convention: made budget...there were 5,751 registrations, which makes it the third largest attended convention ever!

## COMMUNICATIONS COMMITTEE

- purpose of the committee: meeting member needs, safety communications, advise on ISRI outreach projects and member strategies
- messaging is a key function, website updates, partnerships to assist ISRI in sending out its message, media calls, news releases, program initiatives
- always think/talk about the four E's: Environment, Economy, Employee Safety, and Health & Energy as the scrap industry impacts each of these items when we sell the industry to legislators and the public at large
- website of Scrap Magazine has been updated to be more user friendly...

## **PARTNERSHIPS**

- Jason Learning Project: is moving ahead nicely and providing key deliverables for our industry regarding recycling lesson plans....
- Earth 911: reaches out to the public based on the four "E's"...
- 1-800-Recycling: newest partnership is a website for those interested in Recycling...our members will be listed in their data base as Recyclers...
- Keep America Beautiful: working with them on an environmental message

## **INITIATIVE MESSAGES**

- material theft: we are becoming a one stop shop for information regarding material theft issues as legislators become more and more engaged in this issue
- safety: developing safety brochures, Circle of Safety Excellence information, safety logos etc...
- scrap magazine: revenue is just about on budget...next issue will focus on Safety...received an award for their commentary column
- social media: our contact numbers have increased dramatically

## **SAFETY & OPERATIONS COMMITTEE**

- started with identifying a person for CPR, Calling Downstairs at the hotel and calling police if necessary, referenced the emergency exits, etc.
- The Newark Group presented their safety program that was rather extensive
- safety working group: they have identified eight problems that needed to be addressed (safe industry? apathy, safety creep, management commitment, lack of stats, lack of strong external driver, communications and fear of sharing safety metrics), success would be defined as: one of the deadliest industries caption would be removed from our industry, outliers would be flipped, continuous improvement, safety absolutes, lead by example, establish industry safety benchmarks, metrics leading to solutions, communicate safety messages and safety on par with other disciplines at your plant...Circle of Safety Excellence: open to all members committed to safety, sharing data and establishing benchmarking, etc...
- ISEC: meetings will be moved to different cities...looking for future topics...
- safety update: heads up regarding the safety data sheets
- ISRI transportation department: they provide assessments for members in the following areas: general trucking issues, driver compliance, operational issues, vehicle inspections, hazmat and accident factors

## **GOVERNMENT RELATIONS COMMITTEE**

- fly-ins will be enhanced by establishing regional groups...there will be a "back home" component and a Washington, DC component to the strategy

## **FINANCE COMMITTEE**

- \$2.6 million ahead of budget with \$1 million coming from the investment account...
- investment account: 5.75% return YTD...there is \$18 million in the account now to cover just over one year's budget in case of a worst case scenario where ISRI activities cannot be covered through the normal budget process
- 2014 forecast: the estimate is \$120,000 surplus at this point in time
- 2015 budget assumptions: 85% retention in membership, new members estimated to be 150...5,500 attendees estimated for the 2015 annual conference...other assumptions are being worked