



School Recycling CLUB



Learning how a landfill works.

The CLUB has done some major overhauling this year to better serve school recycling programs throughout the region! In particular, a **statewide school recycling survey**, a **fully revamped CLUB database**, a **school waste audit program** and a **great new website**.

To effectively help schools initiate, continue and/or expand their recycling programs a comprehensive and up to date database has endless value. In an effort to update our database a survey was sent during the summer to all the principals. We now have 780 records in our database, 693 NH schools and our remaining Co-op members out of state schools. The new CLUB database will provide standard information for technical support to the schools, retrieve school recycling data for reporting purposes and be used for all future mailings to schools.

An exciting aspect of the database is its ability to track economic impact of school recycling. In some cases, schools may have a sense that recycling helps the environment, but they don't see the concrete economic benefits. If the CLUB can show schools how they actually save money by recycling, then they may be more interested in establishing, supporting, and growing their recycling programs. Data from one school shows that it was not only able to generate income from its recycling program, but more significantly was able to save nearly \$4,000 in one year by reducing the amount of waste that had to be hauled away.

A before and after waste audit form allows a school to track how much waste they are taking out of their waste stream and how much money they are saving. This data can help maintain support for school recycling programs from principals, school boards, and PTA associations in this day of strained budgets and increasing costs. The data can also enable schools to learn and leverage the "best practices" being implemented at other schools nearby. The CLUB will not only be providing the tools and technical assistance for school waste audits but will be actively promoting their use throughout the coming year.

The CLUB is currently creating a comprehensive website which will contain the CLUB's forms, resources, "School Waste Audit" information and a new incentive awards program that focuses on all grades. The website will be up and running in November 2006. The new incentive program should have a launch of January 2007.

This is an exciting time for the CLUB; schools are regularly calling for information on how to start or strengthen recycling programs. We look forward to an active and productive year!

Helga Mispelblom, School Recycling CLUB Coordinator



Annual Report

*Your Recycling Cooperative -
Working Together To
Keep Recycling Strong!*

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NH Dept of Environmental Svcs.
Principal Planner / Concord, NH



It doesn't seem possible that the growth curve NRRA has experienced over the past several years could be sustained, but the magical staff at NRRA has seamlessly adapted to the frenzied pace with no letup on the accelerator in sight. The growth became so profound that we outgrew our headquarters and within a very short time secured a new building that will allow NRRA to grow into the foreseeable future. With the departure of our dear friend and valued Trustee Marghie Seymour to law school, the functions of New Hampshire the Beautiful have been integrated into NRRA's services. These changes will cement NRRA's reputation as a "one stop shopping" place for all things recyclable.

I personally thought it was a mistake to move the annual conference from scenic Waterville Valley, but when you're wrong, it's best to admit you're wrong. The change in venue to Nashua attracted new participants and re-energized the already dynamic conference for the better. It's important to keep reaching out to a wider audience, while continuing to accommodate the core members of the Association. The facilities, sessions, vendors, food and networking were all outstanding. If you haven't been in a while, I urge you to consider joining us June 4th & 5th, 2007 in Nashua!

As I wind up my tenure as President of the Board of Trustees I would like to thank everyone for the support they have given me over these past exciting years. All of you give freely of your time and expertise that the Board of Trustees truly provides wise counsel. To the staff, there simply cannot be enough said for how you pour your hearts and souls into making our communities better places to live. To the members, it's not ego-centric to say that it really is all about you. It's your Association. Your success is our success. As we face intensified competition from other marketing services it behooves us all to look at the long-term track record of NRRA and how the Association is there in the good times as well as the not so good times. NRRA seeks to become your first choice not because we are a feel good non-profit, but rather because we offer the best service, the best prices and at the end of the day we all share in our successes.

Lastly, I believe it is critical to continue to support New Frontier Industries. The products they produce speak for themselves. They deserve to succeed.

It has been my pleasure and honor to serve as the President of the Board of Trustees and I turn over the job of President to the next individual with supreme confidence in the health and well-being of the Association.

Duncan P. Watson, President, NRRA Board of Trustees

New Frontier Industries, Inc.

New Frontier Industries, Inc. (NFI) is dedicated to using plastic, otherwise NOT recycled, to manufacture value added products. Our products include *EverQuiet™ Sound Wall* and *Verdura™ Plastic Decking*. September 30th, 2006 marked our third year of operation and our 28th month of sales. Increased sales were the primary accomplishment of the past fiscal year. Net revenue of NFI will fund Research & Development and support environmental programs.

2005-2006 Milestones...

Sales ~ FY '05 showed sales revenue totaling \$400,000. That number increased to \$600,000 in FY '06. Our pipeline of prospective orders is still strong through the summer of next year with \$650,000 in very likely orders already identified. This year we have delivered sound wall to Hawaii, Colorado and Illinois. We have expanded our DOT customers to include Colorado DOT and expect Illinois Tollway in the near future. We anticipate that sales revenue will reach \$900,000 by September of 2007.

Staffing ~ We continue to use the services of Mike Samson as CEO and William Marcussen as COO. Both deferred wages throughout FY 2006. We also utilize the services of five production workers, one volunteer engineer and two sales people. The five production workers are low to moderate income folks. Two of our production employees have been with us since January of 2005. The remaining production employees have been with us over a year.

Plastic ~ This year we manufactured and sold products using 600,000 pounds of plastic. We have started the process of adding plastic and have secured enough computer scrap for the near future and are still seeking to increase HDPE and PP injection grade plastic. During this past year we brought in about 350,000 pounds of HDPE and PP. We would like to increase this by another 150,000 pounds this coming year.

Break Even ~ We have reached a point where our current revenues will pay our current bills excluding management salaries and the state debt service. If we are able to grow our sales to \$900,000 we will be able to meet all current bills, pay part of the management salaries and pay state debt service. The next challenge is to secure between \$400,000 - \$1,000,000 in new capital to pay old bills and short term loans and provide for at least two months operating capital.

Goals for FY '07 ~ There are four goals: Grow sales to \$900,000; secure at least \$400,000 in new capital; arrange to pay or finance old short term payables; and increase feedstock by 150,000 pounds.

Thanks once again for supporting us, as we grow toward a stronger position.

Mike Samson, CEO



Verdura™ Decking for the Home



Verdura™ Decking at the Lake



EverQuiet™ Wall

New Building Purchase

If you had visited the old NRRA offices recently, you may have noticed how crowded it was. Not only for staff, but many Co-op members wanted monthly Marketing Committee Meetings at the NRRA offices, yet there just wasn't enough space. Parking was always an issue and with the Co-op continuing to grow; it was evident that it was time for a change.

In the Fall of 2005, a NRRA Trustee Building Committee began looking at alternatives. After months of work, a financially sound solution presented itself – an office building in Epsom, NH. Upon a unanimous recommendation of the Building Committee and a unanimous vote of the Trustees, the building was purchased!

The new NRRA offices are wonderful – new office space for all staff, a conference room to accommodate meetings, plenty of parking and a new benefit – an office for our members. If you are in the area or between meetings and need a place to stop, use the phone or computer, have a small meeting, or if you just want to stop in and say hello, we welcome you! There is an office designated for members who have an occasional need for it.

At first glance, it may be surprising that a small non-profit recycling cooperative owns such a wonderful office building. However, when the Trustees and its Building Subcommittee reviewed the economics, the purchase of this building made the most economic sense. The new NRRA office building is very large but that is one of the reasons we were able to purchase it – rental income from the second floor will help pay our mortgage and we still have plenty of room to grow! We hope that if you are in the area you will stop by; it is always fun to provide tours to our members!



2101 Dover Road(NH Route 4), Epsom, NH

25 Years...The NRRA Recycling Conference & Expo...and going strong!

It WAS a Silver Celebration - NRRA's 25th Annual Recycling Conference & Expo. The 25th Conference & Expo had more attendees than in years past, a sold out exhibit Hall, and new Partnerships with SWANA and MassRecycle. The Nashua Sheraton was our home base although a tour of Nashua, NH's award winning closed landfills proved to be a great hit with participants. The ever popular Silent Auction provided great entertainment as well as revenue to help support some of NRRA's "extra" programs such as the School Recycling CLUB. The new "Talk To" Tickets enabled participants to win twice - talking with vendors AND entering a drawing to win \$125! Celebrating 25 years of a unique forum for networking, education and re-energizing - it was a conference that will be well remembered.



Your Recycling
Cooperative -
Working Together to
Keep Recycling Strong!

NRRA Staff

(in alphabetical order)

Elizabeth A. Bedard
Executive Director

Jan Carter
Administrative Assistant

Adam Clark
Member Services/Special Projects

Paula J. Dow
Finance Manager

Bonnie M. Koch
Member Services

Gordon McCown
Member Services

Helga Mispelblom
School Recycling CLUB Coordinator

Kristie Owens
Finance / Graphic Design

Beverly Pfeifer
Finance

www.nrra.net



As your Executive Director it has been an exciting and rewarding year. Always looking for new ways to "dig deeper into the dumpster" this year's **Marine Boat Wrap Recycling Pilot Program** was an interesting challenge. It not only was a new venue for the Co-op but also a new type of membership – Marinas. However, when the *NH Marine Trades Association* approached us to work on this project, it was an easy decision to

make. It was right for NRRA to once again be at the national forefront of recycling. Twelve marinas participated in the program and it was a wonderful success. Consequently, we are already gearing up for next year's project with the goal of doubling the quantity recycled!

This year our member services "crew" spent a lot of time on the road, visiting members, reviewing programs, exchanging ideas, sharing news and keeping the Co-op in touch and responsive to our member's needs. The **Co-op's Technical Assistance Program** is ever evolving - there to always help our members stay on the cutting edge of recycling. If you haven't recently received a site visit but would like one, please give us a call. We are anxious to visit any and all members who want to connect one on one, on site, with Co-op staff.

Faced with an administrative change this summer, the **New Hampshire the Beautiful (NHtB)** Board of Directors approached us asking for assistance – would the Co-op be willing to administer their recycling and litter programs? Since NHtB was incorporated as a non-profit charitable trust to support comprehensive municipal recycling and litter programs, the NRRA Board approved the request. Although both organizations still operate very independently on the Board level, having the activities of both under the same roof has streamlined the connection between our members and the many great NHtB programs.

The Co-op saw a few staff changes this year. After sixteen years of hard work, loyalty and laughter, Kim Bedard stepped down as our Operations Manager to spend more time with her family. Bev Pfeifer quickly settled in on the "finance team". Other **new staff members** also joining the NRRA "family" include Jan Carter, as our Administrative Assistant, and Helga Mispelblom, as the School Recycling CLUB Coordinator. Bev, Jan and Helga have quickly become dedicated Co-op staff who each day help to keep our member's recycling moving forward.

This annual report marks our fiscal year end but certainly the Co-op is a fluid organization with many "irons in the fire". It is a pleasure to take this time to briefly touch upon a few of last year's activities and I look forward to the many new ideas already started for this next coming year. Please join me in helping each one become another Co-op success!

Elizabeth A. Bedard, Executive Director

Treasurer's Report

I have now been treasurer of the NRRA for almost one year and I have to say that it is an exciting time to be the treasurer. The organization is fiscally strong and everyone involved from the Executive Director, the outstanding and dedicated staff and the NRRA Board have the Co-op in the best financial condition in its twenty-five year history. There still, however are many challenges that we will face in the future. Fiscally conservative practices must be adhered to in order to sustain the success that we now enjoy.

The NRRA has been fortunate for three straight years to have a healthy surplus from operations. The Co-op has endured steady growth while working in unfavorable conditions. Inefficiencies and

inadequate office space had to improve. For this reason, the Board voted unanimously to purchase the building and move its operations to Epsom, New Hampshire.

The new NRRA office building is very large and will easily accommodate current and future office needs. The second floor is not needed and will be rented. This revenue stream will go a long way to keeping future operational costs down. The money to cover the cost of retrofitting the new building to accommodate the second floor tenant will come from this year's surplus.

Another exciting and less obvious change that's happening is the computer system upgrading. The upgrade of the File Maker Program, a relational database that maintains

a set of separate and related files and the new accounting program will make it possible for the different software to communicate with each other, thus eliminating the need to input data more than once. These system improvements will make it possible to quickly retrieve information for internal analysis and for reports. The labor savings can free up the finance manager's time to do more productive administrative finance functions, which will increasingly become crucial in this growing organization.

I look forward to being part of the NRRA team and all the challenges that we will face in the coming months.

Gordon Martin, Treasurer

Marketing Committee Report

Again, another strong year for NRRA. Our tonnage is up significantly, and our membership – both municipal and commercial. Attendance at our meetings and activities is also on the increase (just one of the several reasons that we had to move to larger quarters).

Each year the words of this report may be changed, but the message remains the same. This is your organization – a member driven organization. It is the feedback from you – the member out there “in the trenches” that keeps NRRA in the forefront of, and responsive to, changes in the marketplace, technology, and legislation.

As you offer your inputs, NRRA offers its output-marketing advantages, workshops & conferences, forums to meet with suppliers and government officials, and good old-fashioned free advice from our celebrated SWAT (solid waste advisory technician) Team. **And yes, our Team does make house calls!**

So, if you have not yet attended one of our meetings, please try to do so. It will be worth your while. Our meetings are held at our offices on the second Wednesday of the month at 9:30 AM. And if you are unable to attend, give us a call and let us know what we can do for you.

**ALL
Members Invited**
The NRRA Marketing Committee meets on the 2nd Wednesday of every month (except June) from 9:30 to 11:00am at the Co-op's new location at 2101 Dover Road in Epsom, NH.



Respectfully submitted
Dave Krisch, Chair

FY 2005/2006 Budget (by program)

Revenues*		% of Total Expenses
Co-op Program Fees	\$432,628	60.4%
Education	\$ 93,000	13%
Conference	\$ 91,062	12.7%
Dues	\$ 76,373	10.7%
Consulting/Mgmt. Fees	\$ 12,100	1.6%
Interest Income	\$ 6,113	.9%
Miscellaneous	\$ 2,752	.4%
Fundraising/Donations	\$ 2,489	.4%

Total Revenues \$716,517 100%

Expenses*		% of Total Expenses
Co-op Programs	\$ 416,165	72%
Marketing/Purchasing	\$214,972	
Technical Assistance	\$116,511	
Education	\$ 84,682	

Conference \$ 101,018 17%
Admin/Other \$ 65,351 11%

Total Expenses \$ 582,534 100%

Note: Surplus funds will be carried forward to next fiscal year.
*these are preaudited figures



NRRA Marketing Tonnages

10/1/05 thru 9/30/06

In Fiscal Year 2005/2006 the Co-op assisted its Members in recycling over 68,597 Tons!

