

NRC Board of Directors Meeting - August MINUTES

- 2:00
1. Welcome / Introductions / Roll Call Chair Skumatz
 2. Approval of Agenda Chair Skumatz
Motion: To approve without Strategic Plan Susie, 2nd Bantillo

 3. Approval of Minutes Chair Skumatz
Lisa - moved to later in agenda, will re-circulate minutes that were sent earlier, but not in today's Board packet.

 4. Treasurer's Report & Finance Committee Report Treasurer Pitt

Treasurer's Report

Marjie – Revenues through June: \$3,555; Expenses: \$4638. Loss in June. April thru June – Net income, \$1192. 1st Quarter of Financial year.

Now into 2nd Quarter. Not many changes in numbers.

\$6,000 of membership dues – from deferred income.

Important for all of us to pay attention to these numbers. Need to increase and improve numbers.

Kerrin - % Budget to date, 14% of what expected, 25% of year?

17% of all net revenue. If don't meet membership revenue numbers, we could be in trouble.

Do you think budget for this year is realistic? Will members not stay with us through the year.

Membership dues comes in throughout the year. Correct?

Marjie – Correct. Most of what we depend upon are from RO affiliates. Haven't seen new or renewing members in our fiscal year. To be financially stable, we need that continued membership and to increase that base. Doesn't cost us a lot to do, to get membership \$ in. Important piece for NRC financial health.

Kerrin – are there lapsed members that we can help attract back to organization while we're working to grow membership.

Marjie – yes. Possibly. Moved over to new Member Clicks. Still trying to work with them to figure out.

Doesn't appear that some of the members that were direct members have kept their initial join date. Looks like that those dates were transferred to one date in Member Clicks. Either we have to research when they joined, or we'll have a big lump. Less than 40 direct members. Lot were students who received scholarships. Want to get business, government, college, members.

Important

Gary – ROs membership status?

Marjie – Big issue is not ROs. Do deferred income for ROs. % we take every month, due to IRS regulations and nature of transactions. A couple of ROs are a little behind. Sent out notices to all of them. OK on that side of things.

Gary – what outreach has been done with non-affiliated ROs?

Marjie – Membership committee talked about last month. Taking a little bit of time to finalize and to get plan of action in place. Needs to keep moving.

Lisa – any help needed for that?

Susie – Didn't have meeting this month. Believe that there's still outreach that needs to be done. This is a temporary offer to attract in ROs who haven't been members.

Justin – Correct. Dave and I were trying to get together this week on RO relationship and what to do long-haul. That is what was voted on last meeting as a bridge strategy. Developing and proposing a longer term strategy.

Susie – definitely could use help with certain ROs.

Lisa – if you have good relationship with ROs not affiliated, let us know.

Dave – Our fixed expenses are \$5K/month. \$50,000 in reserves. Without any new income, 10 months of funding available to keep operating. Need additional ROs to join, get in dues from affiliated ROs and more direct members. If you are NRC member through RO, consider also being direct member with NRC. Also need to work on sponsors: for fundraiser at RR Conference and Regional Market Development Workshops.

Wayne – Trade Associations – last year got \$13K. This year \$0. Were those one-time sponsorships? Have we gone back to them?

Marjie – We will be sending renewal notices this month. September for one and October for 2nd. Hope to get both of those (two at \$5K each). That will help somewhat.

Turley – still waiting to get my invoice. My membership was up in March.

Marjie – that's probably one of the ones that got transferred to Member Clicks. Will get out to you right away.

Turley – that's one of the reasons we dropped Member Clicks at CDRA.

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| 5. | Executive Director Report | Executive Director Griek |
| | <ul style="list-style-type: none">• Update on Atlanta Markets Meeting and Chicago• Update on PayZone proposal• Discussion of Strategic Plan review | |

Executive Director Report

Marjie – Atlanta Workshop went well. Received lot of verbal feedback that day. Did not get as many attendees as hoped. Lot had to do with lateness with getting location and date nailed down. Part of that

was me – had something personal at end of June, beginning of July, took me away from NRC focus. About 70 people attended. Very good speakers. Lot of end market folks attended. Different focus. Lots of markets in SE, can't get materials they want. What's up with that? State of GA feeling that State government is not particularly supportive of recycling – cut programs and funding. Gloria Hardegree working hard with state and local end markets to get more state support for recycling. Brought in speakers from other states to describe what they had accomplished. Identified issues and potential solutions.

Building on NRC being a strong player in this field in markets development. Bob Bylone said this is a process of discovery.

Bob B – on call prior to this call, we're mutually in discovery phase, both for NRC and regions. As we curate the info we get region to region, and at RR Conference, then have set of deliverables we can distill. ID top concerns. Pitch that to EPA or others for funding. Until we see similarities and differences, can't intelligently do that.

Marjie – short on financial side, due to shortage of attendees. Didn't meet

\$2500 from Strategic Materials, \$2500 from Pratt, \$1000 from KAB, and \$500 from SERA.

Higher level members (ISRI and SRI) also listed as sponsors.

Met other potential sponsors there and people interested in getting involved with NRC.

Overall, we're doing well in presenting ourselves and positioning ourselves to be participating on the national level in this arena of markets development.

Kerrin – Say more about RRS involvement. Was it helpful?

Marjie – RRS created series of roundtables. We started by doing electronic poll to ID top issues facing in SE. Those were: contamination, transportation, quality, supply/demand disconnect. There were table topics for each of those. There were resident experts and people moved around the room. Focused on potential solutions to those issues. RRS is currently working on bringing that info together and formatting in a way that is useful.

Next phase, we will be hosting a session at RR Conference. We have 1.5 hours for Markets Town Hall. Not enough time to do a workshop there. Missing out on national audience. Will use that time to build the appetite for the next workshop.

RR Town Hall – will have RRS there to report out about what we learned. Will focus on top potential solutions. For next workshop will talk more about solutions that have risen to the top and figure out if that would work in that region.

Bob B – agreed. Facilitated discussion on what type of issues may have evolved since Portland, and use that info to stimulate discussion in Chicago.

Lisa – how much under budget for Atlanta?

Marjie – don't have all the numbers plugged in yet. Probably about \$2,000.

Kerrin – interested in seeing financial report of each workshop. When I look at Financial Report. Accomplished 50% of revenues for workshops. Whole picture of workshop needed.

Marjie – Kathy (our bookkeeper will be doing that). Will get with next financial report.

Dave – Couple Board members expressed concern about lack of planning time between workshops. Also wanted to throw myself under bus – delay in Atlanta was on me. Tried to get Coca Cola to donate space for the workshop. They finally agreed, but wanted to charge full costs for food and beverage.

Gary – explore possibility of not providing lunch.

Dave – could explore

Chicago

Marjie – Had talked about doing workshop in September in Chicago. Too soon. Too many conflicts with other events. Put idea off until November. Discussed with IRA doing in November. Kris Kaar, IRA initially thought at RR Conference would have full workshop. Didn't make sense to do in Chicago.

Kris needs to have an Annual Members Meeting for IRA. Picked 2 dates in November: 11/14 (preferred); 11/8. 11/13 day before Greenbuild. Could promote to Greenbuild audience. Will look for venue. Will meet with Board next week and propose their Annual Members Meeting. Will be a nice fit.

Dave – 11/14 exhibit hall opens at Greenbuild. 11/8 is NY State assn. for RRR in Cooperstown. SERDC Summit is beginning of that week 11/12-14.

Marjie – can't avoid all of them.

Gary – room rates will be inflated.

Marjie – in conversation with Stephanie

IRA doesn't want it in Chicago. Rosemont, Oak Brook, or St. Charles