

Report from the President/CEO
Darrell K. Smith

Meeting of the Board of Trustees

Virtual

March 2, 2021



PPP Loan Received

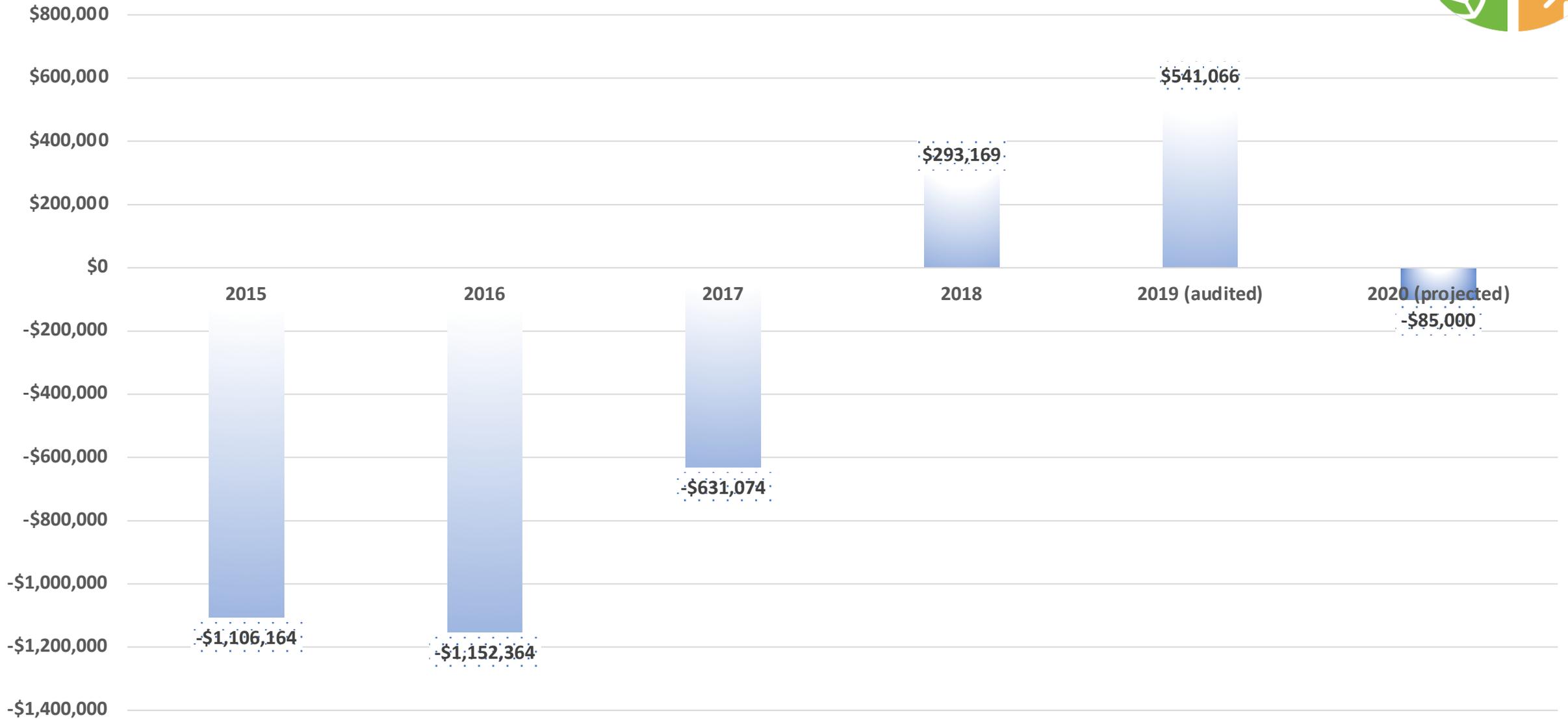
- Good news: We received a PPP loan for 350k this week!
 - Very helpful with cash flow, and if forgiven, very helpful in offsetting potential losses from Waste Expo 2021

Financial Summary from Vault

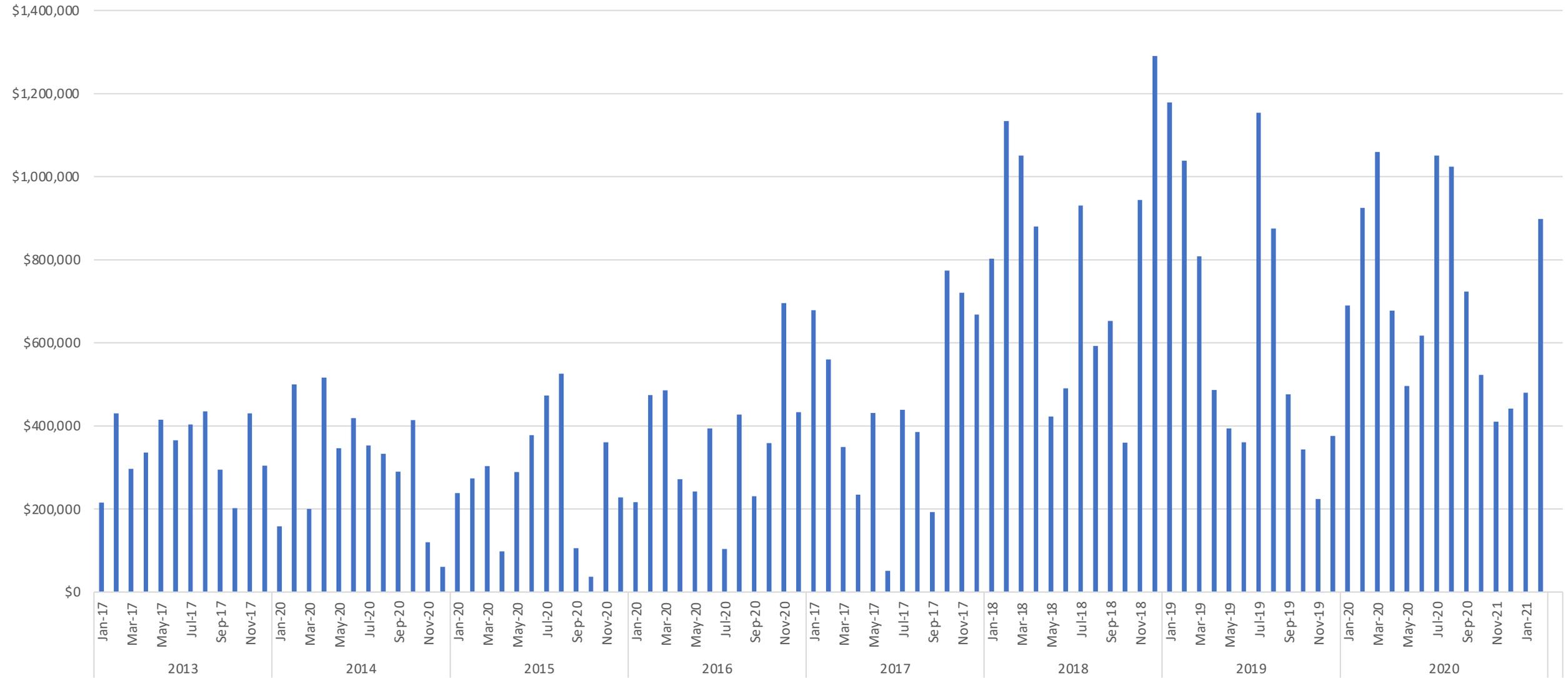


- **Summary Statement of Activities (Income & Expenses):**
 - At the end of 2020, overall revenue and expense numbers have come in very closely to the mid-year forecast.
 - We have reached 88% of budgeted membership dues revenue in 2020. Membership revenue was forecast down at mid-year due to the format change of Waste Expo. We exceeded the mid-year forecast by \$73K.
 - We are waiting on Informa to provide us with the In-kind advertising allowance for 2020. We normally receive this information in the spring before the audit.
 - Expenses are on par with the mid-year forecast, and lower overall when compared to 2019.
 - Expenses related to travel are down due to the pandemic, Membership expenses are up due to a new consultant, and Waste Expo expenses are down due to event's change in format.
 - The restricted fund balances have decreased by \$67K. Combined, these funds still maintain a restricted fund balance of over \$1.4M at the end of 2020.
- **Summary Results:**
 - As predicted at the mid-year meeting, the association did see a decrease in its normal operational surplus due to the changes related to WasteExpo and other events. Because expenses lowered along with revenues, the association did not need to draw on a line-of-credit to deal with cash flow.

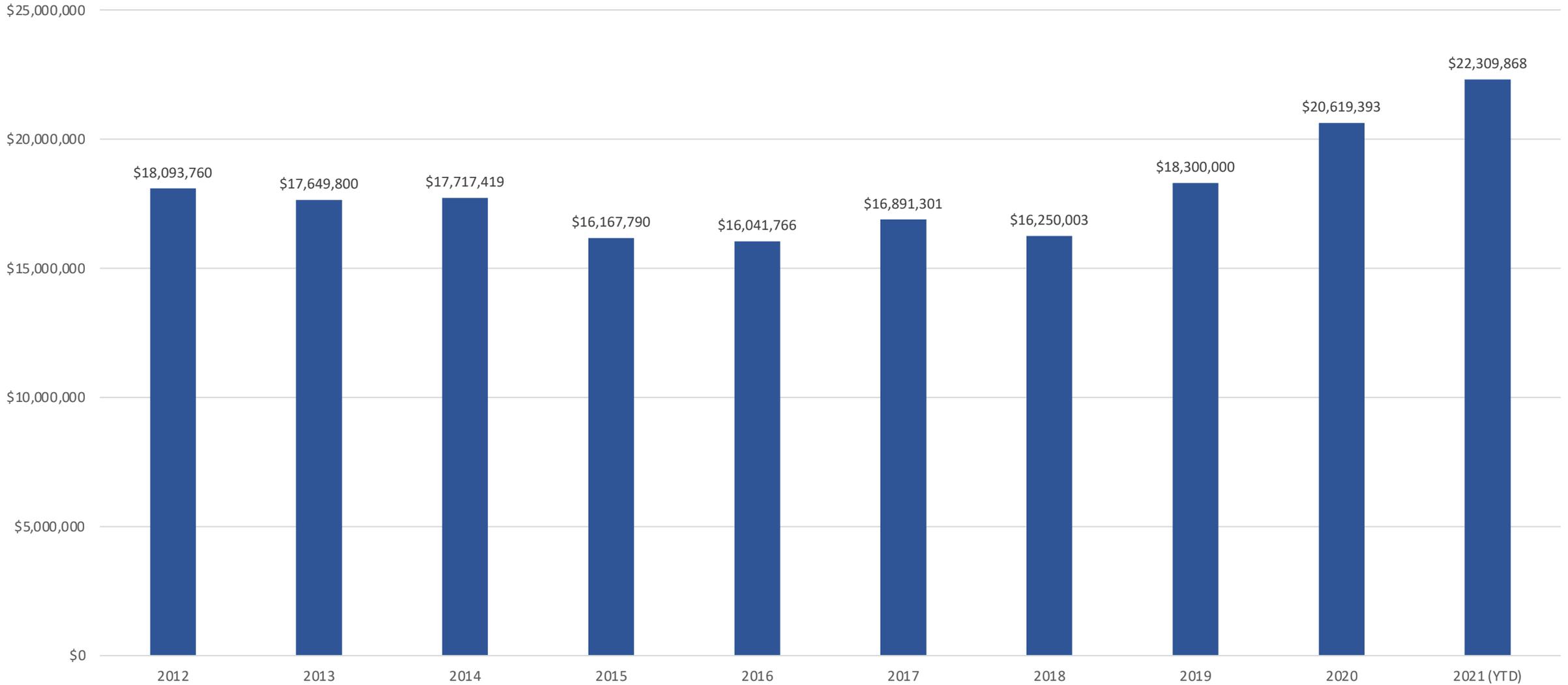
Net Operating Income



NWRA Monthly Cash Balance



NWRA Reserves Account Balance



Upcoming Events (Maybe)

- WasteExpo
 - June 28-30, 2021
 - Las Vegas, NV
- ELRT
 - October 26-28
 - Tucson, AZ
- Chapter Events
 - Still virtual except for golf

Recent Accomplishments

- Waste and Recycling Industry Represented on FMCSA Advisory Committee
- Waste and Recycling Industry Sees Decline in Rate of Fatalities
- Quality of Safety Monday Improved
- Safety products are now free to the industry
- Commented on Interim PFAS Guidance from EPA
- Released 2021 Federal Legislative & Regulatory Agenda
- New NWRA Website Launched
- Collaborated with GAO on Study to Reduce Roadside Crashes
- Congratulated new members of administration
- Healthcare Waste Institute Released COVID-19 Vaccine Waste Management Guidance Document
- NWRA Released State COVID-19 Vaccine Distribution Tracker
- NWRA's Riley Recognized as One of The Hill's Top Lobbyists 2020, Again!
- NWRA Files Commented on EPA's National Recycling Strategy
- NWRA Urged Congressional Leaders to Support Second Round of PPP Funding
- NWRA Recognized Veterans for Military Service

National Safety Council Partnership

- Progress in Safety: Now 6th Most Dangerous
- We want to capitalize on our momentum
- We want to do something new
- We want to bring in some big guns
- First of its kind program
- Will demonstrate NWRA's serious commitment to safety
- Inline with our new philosophy to offer all safety products for free to the industry

National Safety Council Partnership

- **Industry benchmarking**
 - Gather industry-level intelligence on employee perceptions of their company's safety efforts
 - Provides a baseline by which improvements can be measured over time
 - Gives direction for future product development and program component buildout
- **Safety education and awareness**
 - Provide educational opportunities for leadership, safety practitioners, front line supervisors, workers/drivers, and the general public
 - Education is a combination of virtual instructor-led classroom, online, live and recorded webinar programming
 - Communications aimed at promotion of workplace safety, employee health and wellbeing, industry insights from NWRA benchmarking activities, and success stories along the way
- **Safety toolkit**
 - Industry insights
 - How-to's for safety program development
 - Best practices, sample forms and checklists to combat common risks within the industry
 - Toolbox talks, tip sheets, and other media to use in education of frontline workers
- **NSC membership for 150 companies**

National Safety Council Partnership

Program Initiation, Development, and Year 1 Fees

Initiative	Fees (\$)
Perception survey for 25 companies to serve as industry index	125,000
NSC membership for NWRA and 150 of its members*	97,000
Safety education and communications**	300,000
Safety toolkit development***	128,000
Program administration, project management, reporting	38,000
TOTAL:	\$688,000

Annual Program Fees Year 2+ (estimated)

Initiative	Fees (\$)
Perception survey for 25 companies (only in Years 3, 5, 7, etc.)	125,000
NSC membership for NWRA and 150 of its members*	97,000
Safety education and communications**	283,000
Safety toolkit updates	20,000
Program administration, project management, reporting	28,000
TOTAL:	\$553,000

Note: Using funds in reserves will amount to an expense and will impact our bottom line.