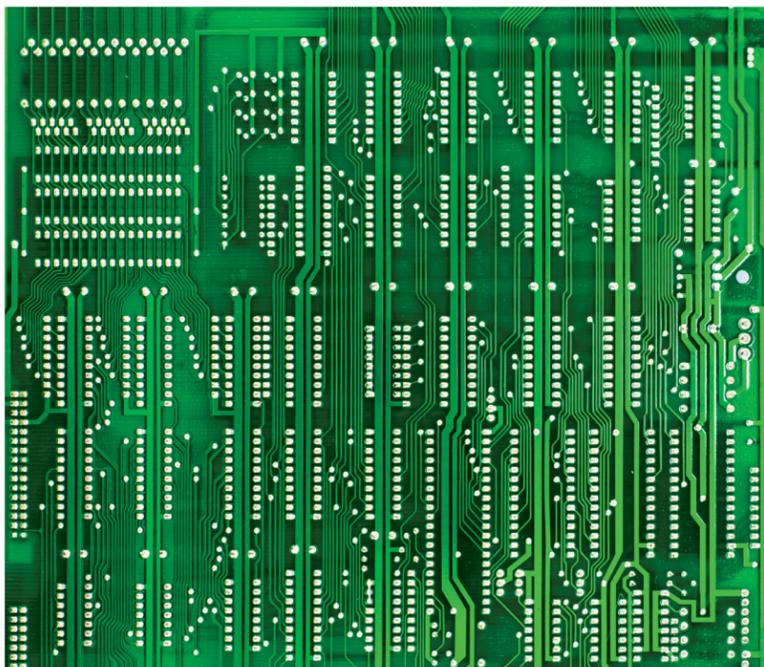




Letter from the Chair and President





ISRI 2017 Annual Report

Institute of Scrap Recycling Industries, Inc.



30th
Anniversary
1987-2017



Mark Lewon | Chair

Utah Metal Works, Inc.
Salt Lake City, UT



Robin Wiener | President

ISRI
Washington, DC

LETTER FROM THE CHAIR AND PRESIDENT

The one constant in the 30 years of ISRI's history is change and 2017 was no different for the recycling industry. ISRI, as the Voice of the Recycling Industry, has helped the industry and its members navigate the sea of changes over the years and in many cases, acted as an agent of change itself.

Many will look back at 2017 as the year China announced its ban on certain scrap imports. While this dramatically alters the landscape of our industry, many other changes are taking place causing the industry evolve as it has so many times in the past. Changes in the Administration in the U.S., shifting global trade policies, new technology, an overhaul of the U.S. tax structure, and more have all impacted business, markets, and trade. Throughout all of this, the one constant has been ISRI working hard to assist and advocate on behalf of ISRI members and the recycling industry.

The year started with a new administration and Congress taking control in Washington, promising change and possible deregulation. In response, ISRI developed a comprehensive advocacy agenda focused on six broad issue areas: taxes and the economy, international trade, energy and the environment, transportation and infrastructure development, workplace safety initiatives, and regulatory policy. Despite the deadlocked Congress and delays in political appointments, ISRI efforts secured some significant victories in Washington, including: the U.S. Mint resuming its mutilated coin redemption program, and a tax reform package that offers significant benefits for the recycling industry.

As part of our ongoing focus on state issues, ISRI once again was a sponsor of the annual Legislative Summit of the National Conference of State Legislatures, held in Boston where ISRI members educated thousands of state legislators and others on the scope of our industry and how recycling is much bigger than the curbside bin. Huge thanks are due to the New England Chapter for representing the industry so well at the event and donating scrap materials to create a vibrant recycling exhibit.

Internationally, ISRI acted on numerous priority issues, including working aggressively to activate the U.S. government and other entities around the world to address China's scrap import ban. As the Trump Administration announced plans to revisit the North American Free Trade Agreement, ISRI took the lead in forming a coalition representing the North American recycling with the goal of protecting the essential, market-based flow of scrap commodities among our countries.

Staying focused on safety, ISRI's core value, ISRI launched a number of new programs and training tools in 2017 to support ISRI members and the recycling industry invest in the health and safety of their employees. This included safety training for powered industrial vehicle operators and hazard recognition. In addition, ISRI revised its safety blueprint, providing more of a safety culture assessment for operations and received approval from OSHA's Susan Harwood grant program to develop a new training program on machine guarding.

ISRI continued to provide the tools and resources needed for the association and its members to advocate and share the economic importance of recycling. Once again, ISRI issued its annual Recycling Industry Yearbook, a top source for industry-specific statistics. We also released our biannual economic impact study showing the job growth, tax revenue, and trade benefit of the industry. ISRI also expanded its library of data resources by creating a custom international trade database to show the flow of recyclables across the globe.

As the industry is truly global in nature, ISRI has increased its international outreach. This includes now offering ISRI's Scrap Specifications Circular in Chinese for the first time. While our specs are the gold-standard in guidelines for buying and trading scrap commodities, having them translated helps facilitate global trade.

ISRI also continues to increase its public outreach through partnerships with other organizations, such as Keep America Beautiful. Together, we hosted a forum on America Recycles Day that specifically addressed key issues facing the plastics recycling industry, and bringing together stakeholders from the recycling industry, government, community organizations, and Fortune 500 corporations, many who had never worked together before.

In 2017, ISRI also moved into a new office location that through its design and construction showcases the commodities, contains an industry education center, and has the ability to host training programs for ISRI members.

Looking forward to 2018, two things are certain: with such a dynamic industry, we will once again witness change, and ISRI will be there to lead the industry through that change.


ROBIN WIENER
PRESIDENT

INSTITUTE OF SCRAP RECYCLING INDUSTRIES, INC.
WASHINGTON, DC


MARK LEWON
CHAIR

UTAH METAL WORKS, INC.
SALT LAKE CITY, UT

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2017-2018 Leadership



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Columbia, PA



About the Recycling Industry... from Stats to Specs

Recycling Yearbook Provides Updated Industry Data

The [2017 Recycling Industry Yearbook](#), released by ISRI in early September, provides the most up-to-date information and statistics about both the U.S. scrap industry and the global scrap market. This annual publication offers a clearer understanding of what the scrap industry is and how it works, along with the tremendous economic, environmental, energy, and trade benefits the industry generates. The 2017 edition included expanded coverage of the global scrap marketplace and international trade of scrap commodities.

Economic Impact Study Released

ISRI released the results of its [2017 Economic Impact Study](#) in April, which revealed that the recycling industry directly and indirectly supports well over 500,000 jobs in the U.S. and generates more than \$116 billion annually in economic activity. The study—conducted by John Dunham & Associates—also found that the industry generates more than \$13.2 billion in federal, state, and local tax revenue annually. Economic impact figures are available at the national, state, congressional, statehouse, and city levels. An interactive map can be found at www.isri.org/jobstudy.

Specifications Updated

ISRI continued to review existing specifications and the need for new specifications or modifications to ensure that [ISRI specifications](#) remain relevant and useful for market participants. In 2017, ISRI added new specifications for glass and inbound mixed recyclables for materials recovery facilities as well as new specifications for rigid PVC plastic recyclables, covering siding, pipe, and window profiles; deleted several expired recovered fiber grades for old newspaper and mixed paper; and amended several existing nonferrous

specifications and added others. ISRI continued to pursue opportunities to expand the global acceptance and usage of its specifications for the entire range of scrap commodities. As part of those global marketing efforts, the ISRI Scrap Specifications Circular was translated into Chinese in 2017 and is available on the [ISRI website](#).

International Trade Database Launched

As part of ISRI's efforts to become the leading source of information on U.S. and global scrap recycling, in 2017 ISRI assembled the first-ever database of international scrap trade flows by major commodity, trading partner, and for the world. The database provides international scrap trade figures going back to 2005 for ferrous scrap, nonferrous scrap, plastic scrap, recovered paper and fiber, and other recycled commodities. As an added benefit, ISRI members can request custom trade reports by scrap commodity, trading partner, volume, and dollar value.



Safety

Circle of Safety Excellence™ Provides Members with Important Data and Expands into Canada.

In 2017, 92 ISRI members joined the [Circle of Safety Excellence™](#) (COSE) program, including 15 new members. 2017 also was the first year COSE was open to Canadian ISRI members. In addition, COSE leaders developed a near-miss reporting form so COSE members could share information on such incidents in their operations immediately with other COSE members.

Safety Stand-Down Day Provides Nationwide Awareness

ISRI held its annual [Safety Stand-Down](#) Day on June 14 with ISRI members at more than 125 facilities and 2,500 employees actively participating. In 2017, ISRI partnered with OSHA's Safe and Sound Campaign as part of the Stand-Down Day initiative, which encouraged ISRI members to consider undertaking at least one activity on each of the three core elements of a successful safety and health program: management leadership, worker participation, and a systematic approach to finding and fixing workplace hazards. Participating facilities received a special certificate, and their companies were recognized on the [ISRI-OSHA Alliance Web page](#). ISRI's 2018 Safety Stand-Down Day is planned for June 13.

ISRI Safety and Environmental Council Brings Safety Professionals Together

ISEC conferences attracted more than 100 safety professionals from the ISRI membership in 2017. ISEC held its spring conference in May in Salt Lake City, and included a tour of Metro Group's facility. ISEC held its fall conference in October in Jacksonville, and included a tour

of Gerdau's steel mill and Trademark Metal Recycling's shredder operation. Presentations and discussion topics at both ISEC events touched on goals and standards, transportation safety, source control, radiation concerns, and spill prevention control and countermeasure plans.

ISRI Partners with FMCSA's Our Roads Safety Program

In 2017, ISRI became a partner with the Federal Motor Carrier Safety Administration (FMCSA) as part of the Our Roads Our Safety program. In that program, FMCSA collaborates with public- and private-sector entities to make available education and training resources to drivers of passenger and commercial motor vehicles, bicyclists, and pedestrians on how to safely co-exist on U.S. highways. As a FMCSA partner, ISRI has a voice in regards to the type of content (educational/media) that will be disseminated to the general public, and it will provide ISRI an opportunity to foster a closer relationship with the FMCSA and other transportation industry stakeholders.

This program gives ISRI members' real-time access to commercial motor vehicle (CMV) crash statistics and outreach materials such as tips for CMV drivers, tips for driving safety around CMV's, and tips for bicyclists and pedestrians. Also various types of social media are available for ISRI Members include graphics, post cards, tips sheets, videos, and radio spot announcements. This information can be used for training drivers, management, and other frontline employees.

ISRI Revises Safety Blueprint

ISRI Safety launched a [revised Blueprint](#) in 2017 that provides more of a safety culture

assessment for recycling operations. The Blueprint process now involves a scoring system that provides a facility's management with a definite metric for each safety culture element reviewed at the facility. Additionally, unlike past practices, the blueprint and the element scores can now be left at each facility so the member can do a self-review every year and track safety program improvements.

ISRI Awarded 2nd OSHA Grant focused on Machine Guarding

ISRI secured a \$50,000 grant through OSHA's [Susan Harwood grant program](#) to develop a comprehensive machine guarding program specific to the needs of the recycling industry in 2018. Program tools will include a video, presentations, fact sheets, and checklists for members to use at their facilities. This is the second consecutive year that ISRI has secured a Susan Harwood grant.

New Safety Services & Resources Rolled Out

ISRI developed a number of new safety services in 2017, including: a [DOT Self-audit checklist](#); a powered industrial [vehicle operator safety class](#); and a [hazard recognition in recycling](#) class.

[DOT Self-Audit Checklist](#). The DOT Self-Audit Checklist template provides members with a step-by-step approach to review their DOT programs for compliance with federal regulations, and it can be used as a teaching aid as well to assist in meeting compliance requirements.

[Powered Industrial Vehicle Operator Safety Train-the-Trainer](#). The Powered Industrial Vehicle Operator Safety Train-the-Trainer class provides training in a one-day classroom and hands-on environment. The program is designed to empower and create trainers in ISRI member companies who can then continue educating employees on powered industrial vehicle safety. This course covers forklifts, skid-steers, and wheel loaders, or any combination of those three.

Hazard Recognition in Recycling Program.

The ISRI Hazard Recognition in Recycling training class covers how to do a PPE hazard assessment, how to recognize the hazards of and safely work around mobile equipment, why proper PPE is important, how to recognize fire hazards, and why it's important to implement good housekeeping practices, control hazardous energy (lock-out/tag-out), and maintain hazard communication programs.



Advocacy & Government Relations

Proactive Advocacy Agenda in 2017 for Activities within the States, in Washington, and Internationally

ISRI prepared a comprehensive [2017 Advocacy Agenda](#) that focused our efforts on six broad issue areas affecting the industry: taxes and the economy; international trade; energy and the environment; transportation and infrastructure development; workplace safety initiatives; and regulatory policy.

Major Victory for Recyclers in Washington: Resumption of Mutilated Coin Redemption Program

With the U.S. Mint resuming the Mutilated Coin Redemption Program on January 19, 2018 after a nearly three-year suspension, ISRI achieved a victory for a top [priority issue](#) in 2017, worth millions of dollars to recyclers. ISRI worked closely with the U.S. Mint, the Department of the Treasury, and members of Congress over the last several years to get the program resumed.

The U.S. Mint's new rules released during the fall of 2017, will once again allow the redemption of mutilated coins, such as those from shredding operations or the recycling of vending machines. The Mint, which suspended its program three years ago due to concerns about fraud, plans to update and improve the redemption process to enhance security, ensure the integrity of the nation's coinage, and update the redemption rates.

Another Major Victory for Recyclers in Washington: Tax Reform

ISRI worked hard to secure provisions in the comprehensive tax reform package that was passed in late 2017. Benefits for the recycling

industry include:

- Offering a 100 percent expensing provision for businesses to immediately write off the full cost of new equipment;
- Lowering the corporate tax rate to 21 percent beginning on January 1, 2018;
- Providing a 20 percent tax deduction that applies to the first \$315,000 of joint income earned by all business organizations as S corporations, partnerships, LLCs, and sole proprietorships;
- Preserving the research & development tax credit;
- Eliminating the corporate alternative minimum tax; and
- Modernizing the international tax system enabling global companies to repatriate their profits back to the U.S.

New Industry Advocate Training Tools

Specialized industry advocacy training continued to assist members in becoming effective industry advocates. ISRI, in partnership with the Congressional Management Foundation, developed a set of tools as part of this training.

Advocacy in the States

Throughout 2017, ISRI - through its combined network of national and chapter resources - tracked and reported on more than 500 state bills and regulations across the nation that impacted the recycling industry, lobbied in State legislatures across the country on behalf of members, and advocated on the industry's behalf before state policymakers, attorneys general, and lieutenant governors. Major recycling-related issues included: state sales

taxes; paper/plastic bag bans or restrictions; recycled rubber/synthetic turf; materials theft; and extended producer responsibility.

ISRI Advocates for Industry Interests with State Legislators

ISRI participated in the 2017 National Conference of State Legislatures' (NCSL) Annual Legislative Summit held in Boston. ISRI and its Chapters sponsored the exhibit hall luncheon for the fifth year in a row, with ISRI's New England Chapter serving as hosts. Members from 16 ISRI chapters came out and participated, with all ISRI commodities represented through displays and volunteers on-site. ISRI participation also yielded several requests for scrap recycling facility tours for legislators across the country. More than 2,000 state legislators attended the event, many of whom visited the ISRI booth and during the lunch visited the ISRI exhibit of scrap recycling industry commodities and equipment.

ISRI was also invited to attend the NCSL Symposium for Legislative Leaders in October, an program designed to give state legislative leaders high-caliber training, timely public policy briefings, and innovative ideas to effectively guide state legislative chambers. ISRI engaged with the leaders directly in a close-knit environment that allowed for quality interaction and the opportunity to build positive impressions and friendships for the industry. ISRI has a seat on the Board of Directors of the NCSL Foundation of State Legislatures which hosted the Symposium.

ISRI-Supported Resolution on Recycled Rubber Adopted by CSG

The Council of State Governments (CSG) adopted a resolution offered by ISRI supporting science-based evidence on the use of recycled tire crumb rubber in artificial turf and playgrounds. The resolution recognized the benefits of recycling tires and the importance of relying on sound science over emotion in this policy discussion. It called on the federal government to place a priority on completing its study. ISRI is a private-sector CSG Associates advisory member.

ISRI Addresses State Lieutenant Governors and Attorneys General on Key Recycling Issues

In March, ISRI addressed state lieutenant governors as part of a National Lieutenant Governors Association discussion panel on the economic and environmental benefits the recycling industry brings to the states. Then, in June, ISRI participated in the National Association of Attorneys General summer meeting, elevating the issue of electronic reporting mandates through private third-party database companies, and the impact such mandates have on recyclers.



Advocacy Across the Globe

ISRI Actively Works to Mitigate Chinese Scrap Ban

From the moment rumors began circulating in May that China was considering banning certain scrap imports and severely restricting others, ISRI worked aggressively to activate the U.S. Government and other entities around the world about the serious challenges the proposed measures would create for the recycling industry. ISRI staff worked closely with the White House, the U.S. Department of Commerce, the Office of the U.S. Trade Representative, and members of Congress to elevate the issue to one of the highest priorities in the U.S.-China trade relationship. ISRI was frequently sourced in trade press and international media outlets, including *The Economist*, *CNN*, *BBC*, and the *Wall Street Journal*. And in outreach to the Chinese government, ISRI pledged to



support their environmental efforts with offers to share information on best practices while also seeking clarity on certain aspects of the ban through engagements with the Chinese Embassy in Washington and comments submitted to the Chinese government directly and through the WTO.

ISRI met a number of times with Chinese government officials in both Beijing and Washington, as well as with representatives of Chinese recycling organizations to: highlight key problems with the ban and offer alternatives; gain further understanding of the government's plans, expectations, and rationale; and seek to mitigate the ban's effect on international scrap traders. At year's end, ISRI submitted additional comments to the WTO with specific information about the industry, including details on the various grades of scrap traded globally, suggestions on quality standards, and specific questions to get as much clarity and guidance as possible to help members with their compliance.

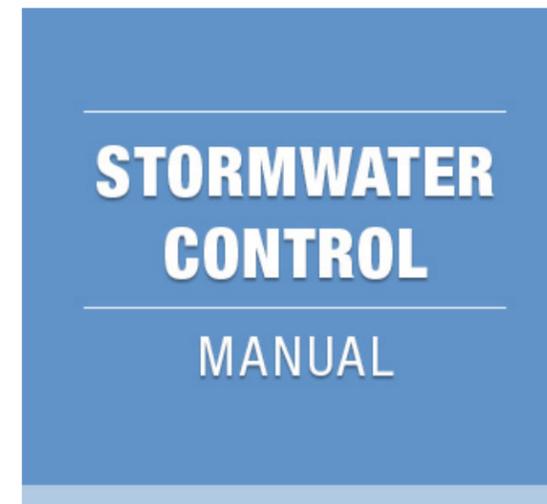
ISRI Develops Guidance for New NAFTA

As the United States, Canada, and Mexico began negotiations on a new North American Free Trade Agreement in mid-August, ISRI led the development of a joint North American recycling industry strategy and policy statement with the Canadian Association of Recycling Industries (CARI) and Mexico's National Institute for Recyclers (INARE) with the goal of protecting the essential, market-based flow of scrap commodities among our countries. The priorities for our industry are to prevent any disruption in the significant movement of scrap between the U.S., Canada, and Mexico; promote ISRI specifications as the standard for recyclables; and improve customs procedures at border crossings.

Compliance

Stormwater Control Manual Completed

In the fourth quarter of 2017, ISRI's Stormwater Task Force approved the Stormwater Control Manual, the last of its Phase II deliverables. ISRI's Phase II research sought to identify appropriate and effective stormwater controls for current industry operations for inclusion in a stormwater control guidance manual for members. Phase II included a preliminary recycling facility review and a separate multi-year stormwater study. All Phase I and Phase II documents are available to ISRI members and are posted within the member pages of the ISRI website.



ISRI Advocates for Regulatory Reform at EPA to Reduce the Regulatory Burden on Recyclers

Through discussions with EPA's leadership and submission of formal written comments detailing the major regulations that negatively impact recycling operations and that are in need of repeal, replacement, or modification, ISRI raised the following major regulatory issues:

- Need to pull all scrap commodities out of waste definitions wherever they appear;
- Alignment of benchmarking monitoring in stormwater permits with performance potential of control measures;
- Elimination of chemical data reporting requirements for scrap metal imported for recycling; and
- Need for clarification of the CFC regulations to more properly reflect the original intent of Congress and remove the ultimate burden currently on recyclers.

ISRI also recommended that EPA's Office of Policy coordinate rulemaking activities across EPA's program offices to reduce the likelihood that a proposed regulation by one office will create challenges.



External Outreach & Partnerships



ISRI Hosts State of Recycling Forum on Plastics Recycling

On November 15--America Recycles Day—ISRI hosted the third annual **State of Recycling Forum** at its offices in Washington, DC, attracting 75 stakeholders from around the country with an additional 191,000 impressions via online simulcast. The forum, a joint program of ISRI and Keep America Beautiful, provides an overview of the current opportunities and challenges facing recycling in the United States and addresses critical topics that impact and can be influenced by industry stakeholders, government, and individuals. This year's forum theme was Plastics Recycling: Improving Quality. Driving Demand. The event featured ISRI President Robin Wiener and 15 other speakers/moderators who addressed a range of plastic recycling issues, including China's import ban on postconsumer plastics, plastic sortation technology, quality challenges, and engaging consumers in plastic recycling. The 2017 forum was presented in partnership with Keurig/Green Mountain.

ISRI Celebrates 30th Anniversary

2017 marked **ISRI's 30th anniversary**, and the association recognized that milestone in numerous ways throughout the year. Efforts included a series of six "ISRI at 30" articles in *Scrap* magazine that examined ISRI's key changes and accomplishments in its history; weekly "ISRI Time Capsule" historical items and graphics in Leadership Update; 32 kiosk panels on ISRI's history displayed at the ISRI2017 convention in New Orleans; a special ISRI website page highlighting accomplishments during ISRI's first 30 years; a new "*Scrap* Extras" section on the *Scrap* website that provides additional content on ISRI historical issues/graphics; and video interviews with past ISRI chairs on association history and their ISRI memories.



Momentum Continues through Youth Outreach Initiatives

ISRI released an **updated recycling curriculum** reaching thousands of educators across the country and hosted its fifth annual youth video & poster contest with JASON Learning in 2017. In addition, four new lesson plans were created entitled Nature Recycles Too, The Crumb Rubber Debate; Paper Recycling: Keep it Clean!; and Deconstruction. With the theme of Recycling is Bigger than the Bin, the **2017 grand prize** winner was seventh grade student Jacob Folwell from Caldwell, ID, in the video category.



Outreach Analytics

ISRI continued its progress in reaching its stakeholders through its website, social media and earned (news) media.

Websites

In 2017, ISRI websites saw visitor sessions increase by 14 percent over 2016 to nearly 850,000.



Earned Media

For the full 2017 year, ISRI garnered 4,783 media hits covering topics such as China's import ban on certain types of scrap, market conditions, and metals theft. This earned media had a potential reach of more than 1 billion people and was the equivalent of nearly \$10 million in paid media.

Scrap Magazine

Scrap Magazine offered readers around the globe 880 pages of quality content on issues impacting the scrap recycling industry within its six 2017 issues. *Scrap* continued to be recognized for its quality content, with three editorial staff members—Kent Kiser, Rachel H. Pollack, and Megan Quinn—receiving AZBEE Awards for their writing work from the American Society of Business Publication Editors, Mid-Atlantic Region.

Social Media

- **Twitter: 7,850 followers** (21.4% increase over 2016);
- **Facebook: 3,915 fans** (11.2% increase over 2016);
- **LinkedIn "Company" Page: 4,543 followers** (20.3% increase over 2016);
- **YouTube: 230,765 views** channel views (through January 19, 2018) (18% increase since October 2017);
- **Instagram: 443 followers** (77.2% increase over 2016).

ISRI Convention and Annual Awards



ISRI2017 Annual Convention and Exposition

The ISRI2017 Annual Convention and Exposition was held in April in New Orleans and attracted 4,298 attendees, bringing together scrap recycling professionals, industry experts, and manufacturers from all 50 states and more than 40 countries to discuss the latest in the global scrap recycling business. ISRI2017 featured dozens of educational workshops and welcomed Mike Rowe, executive producer and host of Dirty Jobs, as the keynote speaker for the closing general session, and Amy Herman, acclaimed author and speaker for the opening general session.



Lifetime Achievement Awards

Lifetime Achievement Awards were presented to [Herschel Cutler](#) and [Crawford Carpenter](#).



Design for Recycling Award

The Design for Recycling Award was presented to [EcoStrate](#).



Transportation Safety Awards

Transportation Safety Awards, including the [Safe Driver of the Year](#), [Vehicle Safety](#), and [Golden Wrench](#) Awards, were presented to ISRI members that demonstrated a strong commitment to the safety of their employees.

Education, Training & Professional Development

Commodities Roundtable Offers Networking and Market Info

The 2017 Commodities Roundtable Forum attracted more than 620 attendees in Chicago. Speakers addressed issues such as transportation challenges; the likely impacts of Hurricanes Harvey and Irma on scrap markets; the outlook for overseas demand for scrap; the effects of recent trade cases on the domestic manufacturing industry; how the changing political landscape in Washington is affecting business sentiment; and how scrap processors are mitigating the risks posed by price, logistical, and foreign exchange uncertainty.

Online Learning Center Educated Hundreds of ISRI Members

ISRI hosted 27 webinars through its online learning center in 2017, addressing a range of important and educational issues, from China's import ban to Superfund liability protection. More than 400 ISRI members attended an ISRI webinar during the year, which are available [on demand](#) at any time to ISRI members.

Bringing Together the Next Generation of Recycling Professionals

The ISRI Northern Ohio Chapter held its highly successful Best Young and Brightest 2017 (BYAB) event in [Cleveland](#).

Shredder Operations Forum Sells Out

Held in October in Indianapolis, the 2017 Shredder Operations Forum was sold out, with more than 150 attendees and exhibitors on hand for the two-day event. The Forum started with a tour of an OmniSource Corp. yard and then transitioned into classroom education, which focused on safety, hammer maintenance and operation, infrared cameras, ASR recovery, and other topics. The Forum also featured a separate track on single- and dual-shaft shredders typically used in tire, plastic, paper, and nonferrous operations.



Industry Leadership Training Program Provides Guidance

The sold-out 2017 event was held in November at ISRI's offices in Washington, DC, attracting 32 attendees, trainers, and staff. The program covered the many aspects of operating a recycling facility successfully, addressing safety, finance/accounting, environmental regulations, human resources, advocacy, and more.



Materials Theft

ISRI Law Enforcement Outreach & Training Initiative Reaches All 50 States in 2017



ISRI continued to implement its materials theft strategy through extensive outreach and training activities with the law enforcement community, attending, exhibiting, and/or speaking at eight events throughout 2017. In addition, ISRI continues with its state attorneys general outreach to ensure the states' chief law enforcement officials are aware that ISRI members are part of the solution to metals theft. At the 2017 summer National Association of Attorneys General meeting in June, ISRI consulted with various attendees on the legal concerns with third-party electronic reporting while seeking support from NAAG on research and communicating to state AGs the implications of states contracting with private third-party vendors for data collection services.

ScrapTheftAlert.com Greatly Expands Reach



In 2017, through a partnership with RISS, ScrapTheftAlert.com was made available to law enforcement officers in more than 9,000 agencies. In addition, ScrapTheftAlert.com went live on the Law Enforcement Enterprise Portal (LEEP) operated by the Criminal Justice Information Services Division of the FBI. More than 60,000 registered LEEP users--including law enforcement and intelligence groups--now have direct single sign-on access to ScrapTheftAlert.com.

Membership

ISRI's Newly Formed MRF Council Moves Forward on Important Issues

ISRI's MRF Council was created to help one of the fastest growing segments of the recycling industry grapple with issues concerning the collection, recovery, and processing of curbside recyclables. In 2017, the MRF Council worked diligently to create Guidelines for Inbound Curbside Recyclables for Material Recovery Facilities – Minimum Recommended Materials List. This document is included within ISRI's Scrap Specifications Circular and describes materials that are "preferred" and those that are "not preferred" aimed to help municipalities understand the collection and processing challenges various types of materials may pose to a MRF. This new tool gives both MRFs and municipalities the ability to negotiate and understand the consequences of adding materials to a curbside recovery program which might negatively impact the health of the municipality's recycling program.

In November, the MRF Council held the first of its kind stakeholder meeting where it brought together all stakeholders in the value chain to talk about the significant processing challenges certain materials pose to MRFs. At the meeting, stakeholders such as Keurig, the Food Packaging Institute, and the Hefty Energy Bag Program were given an opportunity to discuss their products and ask for feedback on how the material can be more easily recycled. The conversation that ensued was extremely informative and will help all involved increase collection and recovery of materials that brand owners and others are bringing to market.

In **2017**,
ISRI members
 operated at
4,100
facilities in the
United States and
41
countries
 around the world



Chapter Relations



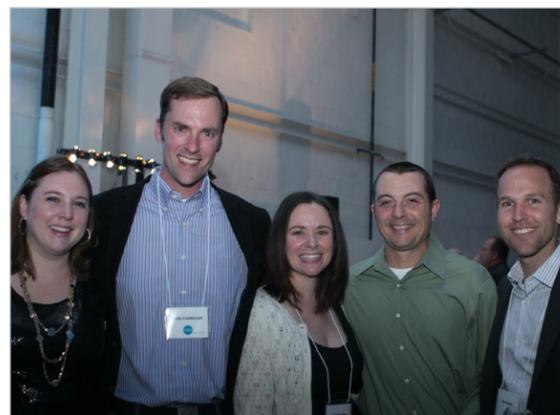
Chapters in Action

In 2017, ISRI's 21 chapters were very active hosting events, advocating at the state and local level, and providing networking opportunities to members at the local level. Some examples of 2017 chapter outreach follow:

The **ISRI Northern Ohio Chapter** held its highly successful Best Young and Brightest 2017 (BYAB) event in Cleveland. A first of its kind, BYAB brought together 45 young professionals under the age of 40 from scrap recyclers located across the U.S. and Canada for a day and a half of networking, team building, and learning. This high energy and highly engaging forum created a unique opportunity for the industry's young professionals to connect and share with one another.



Being that all ISRI members play a vital role in the world of environmental restoration and recycling, **ISRI's Pacific Northwest Chapter** thought it a natural fit to get involved with this local organization with its global footprint. Past Chapter President Ryan Glant personally served on EarthCorps' Board from 2011-2017. During that time, Ryan introduced ISRI to EarthCorps, so the chapter could cross-utilize EarthCorps' fantastic brand recognition with the chapter's need to improve public relations for the industry around what we actually do to help the environment. Through sponsorship of EarthCorps' annual fundraiser, volunteering for their restoration events, and having heard from EarthCorps staff at the chapter meetings, ISRI continues to be connected with an organization that makes a significant impact in preserving a healthy, sustainable environment.



ISRI Indiana Chapter members continue to be active and proactive in advocating on their behalf.

In 2017 a task force was formed to be proactive in dealing with the issue of electronic reporting.

Stakeholders were assembled and met four times throughout 2017. The group consisted of individuals from the Indiana State Sheriff Association, State Police, State Prosecutors, Local Police, Secretary of State's office and ISRI Members.

The intent was to address the various concerns of the stakeholders and form language agreed upon by all to be offered to be used in crafting legislation. The meetings progressed from apprehension to trust, ending with its goal reached.

Dozens of Staten Island, NY science teachers learned strategies necessary to share the science behind recycling with students as part of a free training workshop sponsored and coordinated by **ISRI PSI Chapter** Member Pratt Industries and presented by JASON Learning on June 8.

This is the third consecutive year that Pratt coordinated this training on Staten Island where ISRI's standards-based recycling curriculum was originally piloted in 10 Staten Island schools in 2015. The initiative took off due to the program's synergies with one of the borough president's major initiatives: litter reduction. With the encouragement of Borough President Oddo, and the support of New York City Departments of Education and Sanitation, this private-public partnership has achieved multiple goals on Staten Island: increased recycling, reduced litter, and STEM (Science, Technology, Engineering, and Mathematics) learning in K-12 schools.

More than 100 teachers have been trained and thousands of Staten Island students have learned about recycling through ISRI's curriculum over the past three years.

ISRI expanded its offering of resources for chapter leaders, which included a program titled Ask the Expert and a webinar series. The Ask the Expert program provides ongoing, dedicated access to ISRI staff, and aimed to both increase response rates on

issue-specific inquiries and offer guidance on chapter operations. This new program was piloted with ISRI's Finance Department and is now open to all chapters. In addition, a six-part webinar series was developed to assist chapter leaders covering the areas of financial management and contracting a lobbyist.

The **21 regional and national chapters of ISRI** help to connect recyclers, consumers, and equipment and service providers in the area with local news and with periodic meetings and events designed to strengthen business locally. Learn more about ISRI chapter activities today.



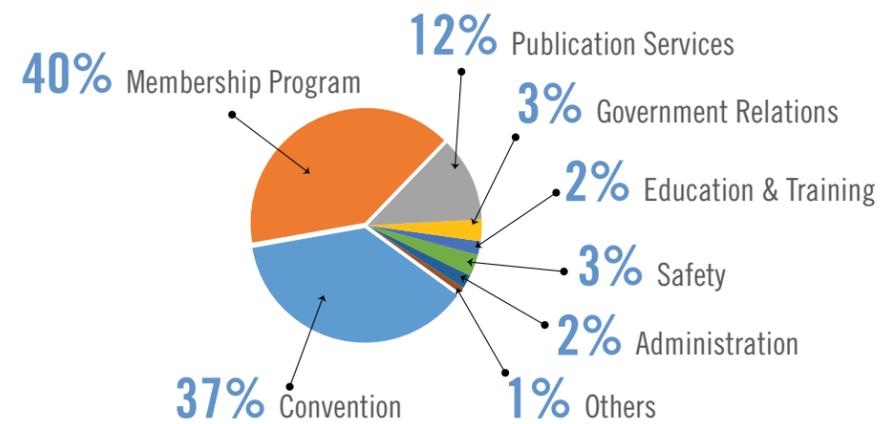
Financials



ISRI Revenue and Expenses

With a budget of approximately \$14 million in 2017, ISRI's revenue and expenses were broken down as shown below. Seventy-seven percent of ISRI's budget was spent directly on programs benefiting ISRI's membership and the recycling industry.

2017 Revenue



2017 Expenses

