

# CENTRAL VIRGINIA WASTE MANAGEMENT AUTHORITY

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#### CENTRAL VIRGINIA WASTE MANAGEMENT AUTHORITY BOARD OF DIRECTORS MEETING AGENDA JANUARY 21, 2022 2104 W. LABURNUM AVE, RICHMOND VA 23227

#### PLEDGE OF ALLEGIANCE

CAI	LL TO ORDER	9:00 a.m.
CEI	RTIFICATION OF QUORUM	
AGl	ENDA	<b>n</b> ()
1.	Public Comment Period	Page(s)
2.	Minutes of the Regular Meeting of December 10, 2021	3-8
3.	Chairman's Report	
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5.	2022 Virginia General Assembly	
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9.	Administrative	
OLI	D/NEW BUSINESS	
ADJ	IOURNMENT	

#### **Upcoming Meetings:**

Executive Committee Meeting - Tuesday, February 8, 2022 – 11:00 a.m.

Technical Advisory Committee - Thursday, February 3, 2022 – 9:00 a.m.

Board of Directors Meeting – Friday February 18, 2022 – 9:00 a.m.

At any time during the meeting the Board may go into a closed session pursuant to Virginia Code Section 2.2-3712 for purposes of consulting with legal counsel regarding specific legal matters requiring the provision of legal advice, as authorized under Virginia Code Section 2.2-3711 (A) (7).

# MINUTES OF THE REGULAR MEETING OF DECEMBER 10, 2021

Minutes of the December 10, 2021, CVWMA Board of Directors meeting are attached for review and consideration.

**Recommended Action:** Approval of minutes

Attachment

# CENTRAL VIRGINIA WASTE MANAGEMENT AUTHORITY BOARD OF DIRECTORS MEETING MINUTES DECEMBER 10, 2021 MAIN STREET STATION RICHMOND, VA

#### MEMBERS/ALTERNATES PRESENT

#### MEMBERS/ALTERNATES NOT PRESENT

#### **Voting:**

Patricia Paige (M-New Kent), Chairman

Robert L. Dunn (M-Chesterfield), Vice-Chairman

J. Allen Lane (M-Henrico), Treasurer

Miles Jones (M-Richmond), Secretary

Stephen Chidsey (M-Ashland) Clay Bowles (M-Chesterfield) Cary Drane (M-Chesterfield)

Todd Flippen (A-Colonial Heights) Wendy Grady (M-Goochland)

David Howard (A-Hanover) Marcia E. Kelley (M-Henrico)

John Mitchell (M-Henrico)

Monique Robertson (M-Hopewell) Dean Simmons (M-Prince George)

Elizabeth Hall (M-Richmond)

Tangela Innis (M-Petersburg), Director

Jenny Schontag (A-Ashland) Ricky Hicks (M-Charles City) Michelle Johnson (A-Charles City)

Al Pace (A-Chesterfield)

Jeffrey Howard (A-Chesterfield) Doug Smith (M-Colonial Heights)

Michael Flagg (A-Hanover) Randy Hardman (M-Hanover) Susan Dibble (M-Hanover) Bentley Chan (A-Henrico)

William Riggleman (A-Petersburg) Karin Carmack (M-Powhatan) Johnny Melis (A-Powhatan) Carly Glenn (M-Richmond)

#### **Non-Voting:**

Dwayne Jones (A-Goochland)

Jon Clary (A-Henrico)

Josh Byerly (A-Henrico)

John Lockwood (A-New Kent)

#### **Staff:**

Kimberly A. Hynes, Executive Director

Richard Nolan, Director of Operations

Kenna Shea, Accounting & Financial Manager Julie Buchanan, Public Relations Coordinator

Reginald D. Thompson, Operations Analyst

Stephanie Breaker, Sr. Customer Service Supervisor

#### **Guests:**

Katrina Entaminger, Richmond DPW

Torrence Robinson, Richmond DPW

Tarron Richardson, Richmond DPW Milton Jackson, Richmond DPW

Rob Clendenin, Waste Management

Fred Fraijo, Waste Management

Matt Terrell, TFC Recycling

Tad Phillips, TFC Recycling

Chairman Paige (M-New Kent) welcomed all to the meeting and started the meeting by having all attendees recite the Pledge of Allegiance. With a quorum in attendance, she called the meeting to order at 9:06 a.m.

#### CHAIRMAN'S AGENDA

#### **Item No. 1: Public Comment Period**

Chairman Paige (M-New Kent) opened the public comment period and with no one in attendance to address the Board and no one had contacted staff previously, she closed the public comment period.

#### Item No. 2: Minutes of the Regular Meeting of November 19, 2021

Chairman Paige opened the floor for a motion to consider the minutes of the regular meeting of November 19, 2021, as submitted. A motion was made by Mr. R. Dunn (M-Chesterfield), Vice Chairman, seconded by Mr. M. Jones (M-Richmond), Secretary and carried that the minutes of the November 19, 2021, Central Virginia Waste Management Authority (CVWMA) Board of Directors meeting be approved as submitted.

#### Item No. 3: Chairman's Report

Chairman Paige welcomed all to the meeting.

#### Resolution of Appreciation for Scott Zaremba

Mrs. Kenna Shea, CVWMA Accounting and Financial Manager read the resolution. A motion was made by Mr. R. Dunn (M-Chesterfield), Vice Chairman, seconded by Mr. C. Bowles (M-Chesterfield), and carried that the Resolution of Appreciation for Scott Zaremba be approved as submitted.

#### **Item No. 4: 2022 Proposed Meeting Dates**

Mrs. K. Hynes noted the Board meeting dates for calendar year 2022 were listed in the board agenda. She reminded the Board that July's meeting is cancelled, and all other meetings will be held on the usual 3rd Friday of the month at 9:00am.

Chairman Paige opened the floor for a motion to accept the 2021 Board meeting dates as presented. A motion was made by Mr. J. Mitchell (M-Henrico), seconded by Mrs. M. Kelley (M-Henrico) and carried that the 2022 Central Virginia Waste Management Authority Board of Directors meeting dates be approved as presented.

#### Item No. 5: Consideration of Resolution 22-07 – 22-12: 2023 Operating Budget

Mrs. Hynes reminded the Board she presented the 2023 Proposed Budget at the November Board meeting and after, sent an electronic copy of the Proposed 2023 Budget to all Board members and alternates. A few questions were received but none that resulted in changing the budget document, Mrs. Hynes noted. In response to questions, Mrs. Hynes offered the following clarifications: 1) Use of Money and Property line item includes interest income and rebate earned on the purchasing card, 2) Other Services and Charges line includes insurance, telephone, postage, travel, conference and staff development expenses, 3) the Retirement budget compared to 2021 actual is significantly lower; Mrs. Hynes explained retirement is adjusted at year end based on the annual actuarial evaluation that can't be budgeted. The retirement contributions is the amount that is budgeted, 4) The Public Relations and Customer Service Assessment

increases are based on the most recent Consumer Price Index using average items over all cities, 5) Residential recycling funds budget \$0 for material sales rebate, however includes \$62,000 revenue in fiscal year 2021; No rebate is budgeted because there is no guarantee for any revenue, and 6) the 18% increase in the MSW Fund is related to the recent procurement and increased prices for Colonial Heights, whose new trash contract will begin July 1, 2022.

Mrs. M. Kelley (M-Henrico) asked if any moneys were budgeted for consulting fees. Mrs. Hynes responded no monies have been budgeted for consulting services in the budget. If the Board or staff wished to work on a project that required consultants, an amendment to the approved budget would be brought back to the Board for consideration.

A motion was made by Mr. M. Mitchell (M-Henrico), seconded by Mrs. M. Kelley (M-Henrico) and carried that **Resolutions 22-07, 22-08, 22-09, 22-10, 22-11,** and **22-12** be approved as submitted.

#### Item No. 6: Operations and Technical Advisory Committee (TAC) Report

Mr. Rich Nolan, CVWMA Director of Operations reported on operations. Residential recycling tons are down about 2,000 from the same period last year. For the first five months of fiscal year 2021, many people were still going to school and working from home compared to this year when many have resumed going to work and school. Therefore, volumes generated at home have dropped since last year. In addition, the volume of cardboard has significantly risen changing the mix of materials, making it lighter. He reported that the published market prices for the various commodities, fiber and steel in particular, remain very strong, which has resulted in revenue received in the residential recycling and drop off programs. CVWMA has returned \$761,000 back to participating localities in the residential program and another \$371,000 from drop off recycling of various commodities.

Mr. Nolan also noted that he and Mr. Thompson continue to work with Meridian Waste on service issues. In addition, staff is working on finalizing the new contract for MSW collection services with Waste Management and will be working on transition in Colonial Heights.

Mr. Nolan reported that the TAC met December 2 and discussed the contract awards and renewals. He also mentioned CVWMA has received FOIA request and a protest of the award of the new MSW contract, which was also discussed. The TAC also discussed landfill capacity and the future of diminishing capacity. The group also talked about the strategic plan and the TAC's role in assisting with the implementation. The next TAC meeting will be January 6 at 9:00am.

#### Item No. 7: Public Information and America Recycles Days

Mrs. Julie Buchanan, CVWMA's Public Relations Coordinator updated the Board on America Recycles Day promotion. She indicated CVWMA worked with K95 and WRIC Channel 8. K95 aired about 120 promotional messages related to recycling do's and don'ts. Mrs. Hynes participated in a 10-minute interview with one of the radio hosts for the Focus Richmond segment on the radio. WRIC provided an online contest, including a recycling quiz. Mrs. Buchanan noted that through the contest, about 800 residents opted in to receive our monthly electronic newsletter. In addition, WRIC produced four new spots that are airing right now and through the end of January. The spots deal with contamination and the collection schedule, and also contain a QR code that will lead people to our website. She played the spots for the Board.

Continuing, Mrs. Buchanan reported the Authority continues to partner with the Young Scientists and they reached about 160 students last month in Henrico, Chesterfield and Hopewell. The Waste

Reduction newsletter is back and went out last Wednesday and included 'greening your holiday' and Christmas tree recycling and disposal. Lastly, the 2022 recycling collection schedule will be mailed on December 28, 2021.

#### **Item No. 11: Financial Reports for October 2021**

Mrs. K. Shea, Accounting and Financial Manager reported the November financial activity is consistent with previous months. The Authority has a combined Net Income of \$425,305 and she reminded the Board the net income will continue to decrease each month as expenses are incurred throughout the fiscal year. The Authority remains in total budget in all funds as of November 30, 2021. The accounts receivable schedule reflects the details of the amounts due to the Authority as of the end of the month and there was one account more than 60 days past due and the check has already been received.

Chairman Paige opened the floor for a motion to accept and file the Financial Reports for November 2021 as submitted. A motion was made by Mr. R. Dunn (M-Chesterfield), Vice-Chair seconded by Mr. M. Jones (M-Richmond), Secretary and carried that the Financial Reports for November 2021 be approved and filed as submitted.

#### **Item No. 9: Strategic Planning Process**

Mrs. Hynes updated the Board on the strategic plan process and what to expect going forward. She reminded the Board has already agreed on the vision, mission and five goals and in January, will be looking for an approval to continue moving forward in establishing initiatives to achieve the goals. Subsequent to that, we will be utilizing the TAC and developing other committees to develop initiatives and a plan to achieve the goals. She asked the Board members to be thinking of what goal they may want to work on. She also mentioned that after the first of the year, we will want to hear from outside groups each month to gain a better understanding of what's going on in different elements of the industry, state government, etc. If anyone has any specific topics or organizations they would like to hear from, she encouraged Board members to let her know.

Chairman Paige, reiterated that we will need to work in committees to work on the goals and would like all members of the Board to volunteer and participate.

#### Item No. 14: Administrative

Mrs. Hynes reported that she is a member of the Waste Diversion and Recycling Task Force with DEQ. The group is made up of public sector, non-governmental groups and private sector and the committee was formed by the legislature to make a number of recommendations by November 2022.

Mrs. Hynes thanked the City of Richmond, especially Torrence Robinson, Deputy Director of Public Works for securing the beautiful Main Street Station for hosting our meeting. Additionally, she thanked all the Board for their support of her and the staff over the last couple of years and more.

#### **OLD/NEW BUSINESS**

Chairman Paige thanked the City of Richmond also and wished everyone a Merry Christmas and happy and safe new year. She encouraged Board members to suggest speakers and/or subject matters that are of interest. Chairman Paige then asked if there was any old or new business to come before the Board.

#### **ADJOURNMENT**

With no further business to come before the Board, Chairman Paige opened the floor for a motion to adjourn the CVWMA Board of Directors meeting at 9:41am. The motion was made by Mr. R. Dunn (M-Chesterfield), Vice-Chairman, seconded by Mr. M. Jones (M-Richmond), Secretary and carried that the December 10, 2021, Board of Directors' meeting be adjourned.



#### **CERTIFICATE**

I, Patricia Paige, Chairman of the CVWMA, certify that the foregoing minutes are a true and correct copy of the minutes of the December 10, 2021, regular meeting of the Central Virginia Waste Management Authority (CVWMA) Board of Directors. These minutes were adopted at a CVWMA Board meeting held at 9:00 a.m., January 21, 2022. Given under my hand and seal of the CVWMA this 21st day of January 2022.

Patricia Paige, Chairman

ITEM NO. 4

#### TREASURER'S REPORT

#### Financial Reports for December 2021

The monthly financial activity is consistent with the anticipated monthly level of service. The Authority has a combined Net Income of \$346,402 year to date and remains within total budget in all funds.

The Accounts Receivable schedule is included and reflects the amounts due to the Authority as of December 31 There is one account more than 60 days past due on December 31 and staff is working with the locality on becoming current.

**Recommended Action**: Approval of the Treasurer's Report

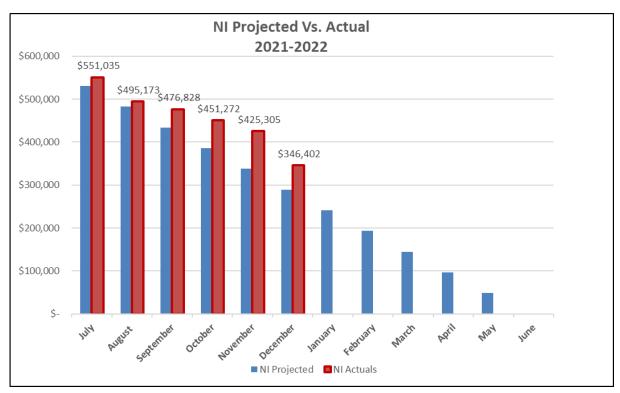
Attachments

### Central Virginia Waste Management Authority Summary Statement of Actual Revenues and Expenses by Fund July-December 2021

# **Summary - All Funds**

	<u>]</u>	Total <u>Revenues</u>	Total <u>Expenses</u>		NI Totals
General Operating Fund	\$	594,709	322,689	\$	272,020
Curbside Project Fund		4,252,281	4,232,840	\$	19,441
Drop-Off Project Fund		905,797	859,824	\$	45,973
Municipal Solid Waste Fund		1,761,981	1,753,023	\$	8,958
CFC/HCFC		46,185	46,185	\$	-
Special Waste Collections		105,644	105,644	\$	-
Waste Tire Fund		23,934	23,934	\$	-
Appliance and Scrap Metal Hauling		479,538	479,538	\$	-
Yard Waste Projects		234,960	234,960	\$	-
Waste Transfer & Disposal		872,821	872,811	\$	10
Totals	\$	9,277,850	\$ 8,931,448	<u>\$</u>	346,402

	Month to date	Year to date	Budget
Capital Outlay	<u>\$</u>	<u>\$</u>	\$ 20,000



# **General Operating Fund**

	Month to Date <u>Actual</u>	Year to Date <u>Actual</u>	Total <u>Budget</u>	<u>Variance</u>	% Budget Remaining
Revenues:					
Annual Gov't Assessments	\$ -	\$ 579,188	\$ 579,190	\$ 2	0.0%
Interest on Investments	844	15,521	40,870	25,349	62.0%
Total Revenues	844	594,709	620,060	25,351	4.1%
Expenses:					
Personnel services	39,398	202,958	435,185	232,227	53.4%
Fringe benefits	8,595	49,117	93,980	44,863	47.7%
Professional services	1,055	22,340	34,550	12,210	35.3%
Repairs and maintenance	110	1,680	1,950	270	13.8%
Advertising and promotions	-	75	1,250	1,175	94.0%
Materials and supplies	890	4,620	3,800	(820)	-21.6%
Other services and charges	1,791	11,027	9,515	(1,512)	-15.9%
Leases	4,508	26,084	50,710	24,626	48.6%
Depreciation	798	4,788	12,000	7,212	60.1%
Total Expenses	57,145	322,689	642,940	320,251	49.8%
Net Income	<u>\$ (56,301)</u>	<b>\$ 272,020</b>	\$ (22,880)	\$ 294,900	
Capital Outlay	<u> </u>	<u>\$</u>	\$ 10,000	<u>\$</u>	

# **Curbside Project Fund**

	Month to Date <u>Actual</u>	Year to Date <u>Actual</u>	Total <u>Budget</u>	<u>Variance</u>	% Budget Remaining
Revenues:					
Project Service Fees	\$ 656,644	\$ 3,050,524	\$ 9,100,000	\$ 6,049,476	66.5%
Public Relations Assessment	20,495	124,598	253,000	128,402	50.8%
Customer Service Assessment	22,335	135,859	276,000	140,141	50.8%
96-gal Cart Revenue	23,225	129,941	238,800	108,859	45.6%
Contract Admin Costs	-	-	-	-	
Sponsorship and Grants	-	10,000	10,000	-	0.0%
Material Sales Rebate	140,802	800,206		(800,206)	
Interest on Investments	208	1,153	9,780	8,627	<u>88.2</u> %
Total Revenues	863,709	4,252,281	9,887,580	5,635,299	57.0%
Expenses:					
Personnel services	17,203	98,595	262,565	163,970	62.4%
Fringe benefits	5,496	32,604	74,330	41,726	56.1%
Professional services	1,452	19,506	28,855	9,349	32.4%
Repairs and maintenance	-	887	1,750	863	49.3%
Advertising and promotions	10,477	23,924	82,000	58,076	70.8%
Materials and supplies	544	1,651	2,800	1,149	41.0%
Other services and charges	45,757	55,168	63,780	8,612	13.5%
Leases	3,402	19,380	38,000	18,620	49.0%
Depreciation	230	1,379	5,500	4,121	74.9%
Contractual services	656,644	3,050,524	9,100,000	6,049,476	66.5%
96-gal Cart Expense	27,915	129,016	228,000	98,984	43.4%
Material Sales Rebate		800,206		(800,206)	
Total Expenses	769,120	4,232,840	9,887,580	5,654,740	57.2%
Net Income	<u>\$ 94,589</u>	<u>\$ 19,441</u>	<u>\$</u>	<u>\$ 19,441</u>	
Capital Outlay	<u> </u>	\$	\$ 10,000	<u>\$</u>	

# **Drop Off Project Fund**

	Month to Date <u>Actual</u>	Year to Date <u>Actual</u>	Total <u>Budget</u>	<u>Variance</u>	% Budget Remaining
Revenues:					
Project Service Fees	\$ 129,519	\$ 613,688	\$ 1,420,000	\$ 806,312	56.8%
Materials Sales Rebate	65,562	291,749	195,000	(96,749)	-49.6%
Interest on Investments	65	360	3,000	2,640	88.0%
Total Revenues	195,146	905,797	1,618,000	712,203	44.0%
Expenses:					
Personnel services	663	4,450	11,135	6,685	60.0%
Fringe benefits	206	1,249	3,100	1,851	59.7%
Professional services	8	1,403	2,395	992	41.4%
Repairs and maintenance	-	104	150	46	30.7%
Materials and supplies	83	229	235	6	2.6%
Other services and charges	46	217	530	313	59.1%
Leases	145	822	1,575	753	47.8%
Contractual services	129,519	613,688	1,420,000	806,312	56.8%
Materials sales rebate	54,352	237,662	156,000	(81,662)	- <u>52.3</u> %
Total Expenses	185,022	859,824	1,595,120	735,296	<u>46.1</u> %
Net Income	<b>\$</b> 10,124	\$ 45,973	\$ 22,880	<u>\$ 23,093</u>	

# **Municipal Solid Waste Fund**

	Month to Date <u>Actual</u>	Ye	ar to Date <u>Actual</u>		Total Budget	<u> </u>	<u>Variance</u>	% Budget Remaining
Revenues:								
Project Service Fees	\$ 293,687	\$	1,734,075	\$	3,525,285	\$	1,791,210	50.8%
Customer Service Assessment	2,930		14,453		35,500		21,047	59.3%
Contract Admin Costs	12,660		12,660		-		(12,660)	0.0%
Interest on Investments	143		793		6,350		5,557	<u>87.5</u> %
Total Revenues	309,420		1,761,981		3,567,135		1,805,154	<u>50.6</u> %
Expenses:								
Personnel services	1,453		8,782		21,590		12,808	59.3%
Fringe benefits	439		2,591		6,290		3,699	58.8%
Professional services	109		4,040		7,020		2,980	42.5%
Repairs and maintenance	-		314		550		236	42.9%
Advertising and promotions	-		-		-		-	99.0%
Materials and supplies	198		549		615		66	10.7%
Other services and charges	(18)		667		1,715		1,048	61.1%
Leases	284		1,601		3,170		1,569	49.5%
Depreciation	68		404		900		496	55.1%
Contractual Services	293,698		1,734,075		3,525,285		1,791,210	50.8%
Total Expenses	296,231		1,753,023		3,567,135		1,814,112	<u>50.9</u> %
Net Income	<b>\$ 13,189</b>	<u>\$</u>	8,958	<u>\$</u>		<u>\$</u>	8,958	
Capital Outlay	\$ -	\$		\$		\$		

# Other Special Projects

	Moı	nth to Date	Ye	ar to Date	Total			% Budget
		<u>Actual</u>		<b>Actual</b>	<b>Budget</b>	_	<u>Variance</u>	Remaining
Revenues:								
Project Service Fees	\$	232,025	\$	1,237,926	\$ 3,359,000	\$	2,121,074	63.1%
Materials Sales Rebate		76,603		525,156	 620,000		94,844	15.3%
Total Revenues		308,628		1,763,082	 3,979,000		2,215,918	<u>55.7</u> %
Expenses:								
Contractual services		231,000		1,237,828	3,359,000		2,121,172	90.0%
Materials sales rebate		77,330		525,244	 620,000		94,756	<u>15.3</u> %
Total Expenses		308,330		1,763,072	3,979,000		2,215,928	<u>55.7</u> %
Net Income	<u>\$</u>	298	<u>\$</u>	10	\$ 	<u>\$</u>	10	

# Central Virginia Waste Management Authority Accounts Receivable December 31, 2021

				Current
	 Total	Over 60 days	<b>w</b> /	in 60 days
Department of General Services	2,524			2,524
Ashland	16,290			16,290
Charles City	-			-
Chesterfield	515,459			515,459
Colonial Heights	78,269			78,269
Goochland	49,164			49,164
Hanover	45,208			45,208
Henrico	211,805			211,805
Hopewell	194,012			194,012
New Kent	35,755			35,755
Petersburg	127,488			127,488
Powhatan	66,023			66,023
Prince George	-			-
Richmond	3,051	993		2,058
Totals	\$ 1,345,049	\$ 993	\$	1,344,055

#### OPERATIONS AND TECHNICAL ADVISORY COMMITTEE REPORT

**Recycling** – Residential Recycling tons for the month of December 2021 were 3,060, compared to 3,778 in December 2020. Residential Recycling tons collected year to date is 16,532 tons, 2,764 tons less than the same period last year. More people back at work and school resulting in fewer tonnages at the curb.

Currently, we are experiencing a significant increase in service delays due to spikes in Covid-19 and due to the snowstorm the first week of the new year. CVWMA issued a press release on Friday, January 14 to inform of the delays. Staff is working closely with TFC and the participating localities on plans to get caught up, however we may anticipate delays over the next several collection cycles.

Paper markets have maintained the solid pricing in January 2022. Mixed Paper, OCC, prices have drop \$5.00 per ton from December 2021. Newsprint has remained flat. CVWMA and the localities are still receiving the maximum \$50/ton on the recyclables collected at the curb.

Municipal Solid Waste - Driver shortages and weather continue to hinder Meridian Waste from collecting MSW in a timely manner, particularly in Hopewell and collecting recycling in Petersburg. Recently, Meridian has been slow in fulfill new cart requests for the citizens of the Tri-Cities and has been penalized for the slow progress in this area. Staff is meeting with Meridian Waste staff monthly to discuss the service issues. The current contract for Colonial Heights expires June 30, 2022. The other three expire June 30, 2024. CVWMA, Waste Management of Virginia, and the Participating Jurisdictions are finalizing a Contract and Service Agreements to start new service in Colonial Heights on July 1, 2022.

**Technical Advisory Committee (TAC)** - The TAC met on January 6, 2022 and discussed the newly awarded contracts, upcoming contract renewals, the service delays and the CVWMA strategic plan. The next regularly scheduled meeting is February 3 at 9:00am.

*Program Statistics* - Monthly program statistics can be found on our website <a href="https://cvwma.com/about-us/monthly-program-statistics/">https://cvwma.com/about-us/monthly-program-statistics/</a>.

#### PUBLIC INFORMATION AND AMERICA RECYCLES DAY

#### 2022 Printed Recycling Collection Schedules

The 2022 schedules have been printed and mailed. The printer was Professional Printing Center out of Chesapeake, the same vendor used the previous year. Professional Printing also handled the mailing, which went very smoothly. Schedules were mailed on Dec. 28, 2021, and people reported receiving them within two days, prior to the New Year's holiday. A total of 247,000 were printed. CVWMA received 7,600 copies for customers who request them during the year.





#### News Releases

Dec. 28: CVWMA Regional Recycling Rate Topped 58% in 2020

https://cvwma.com/news/cvwmarecycling-rate-topped-58-in-2020/ Covered by NBC12 and Waste Advantage e-newsletter

Dec. 16: Free Christmas Tree Recycling Available in Central Virginia <a href="https://cvwma.com/news/free-christmas-tree-recycling-available-in-central-virginia/">https://cvwma.com/news/free-christmas-tree-recycling-available-in-central-virginia/</a> <a href="Covered by WRIC Channel 8">Covered by WRIC Channel 8</a>, NBC 12 and Mix 98.1

#### Waste Reduction E-Newsletter

The January newsletter was distributed on Jan. 12 to 2,506 recipients. Within 24 hours, the open rate was 47.6%. Content included a message from CVWMA's Executive Director, information about printed collection schedules and a video from Bring One for the Chipper. As usual, the link to CVWMA's events page was the most clicked item.

Read the newsletter at this link: <a href="https://mailchi.mp/cvwma/7wfwlqsycp-4904486">https://mailchi.mp/cvwma/7wfwlqsycp-4904486</a>.

#### Richmond Family Magazine

CVWMA is continuing its long-standing partnership with Richmond Family Magazine in 2022. CVWMA will have a ¾-page ad in three of six total issues. The first ad ran in the January-February issue (on stands now). Richmond Family Magazine has an estimated readership of more than 110,000. The magazine is distributed at hundreds of locations, including major grocery stores, gas stations, libraries, museums, schools, restaurants and more.



#### **Education and Outreach**

The Young Scientists are continuing educational outreach in area schools, in spite of challenges due to COVID-19 and winter closings. In January, programs are planned for a total of 329 students in Chesterfield, Hanover and Henrico counties (preschool and elementary).

#### Media Contact

PR Coordinator provided information about trash delays in the Tri-Cities to reporter Adrienne Wallace of LNN News (based in Hopewell).

#### WRIC Recycling Spots

CVWMA's paid commercials will continue to run through Jan. 31. All four spots are posted on CVWMA's YouTube channel.

